

Financial Services for Life Sciences & Health Services Companies



A healthy industry: Life sciences is a major contributor to Canada's economy

The life sciences sector spans research, development and manufacturing, with industry players responsible for key advances in diagnostics, biopharmaceuticals, pharmaceuticals, medical devices and health care IT.

Canada has a sound record of scientific achievements, and there has been a surge in the number of angel investors involved in this sector. Several developments are having an important impact on the industry:

- Many of the major drugs that were developed in the 1990s are now being produced as off-patents. As a result, the big pharmaceutical companies have changed some of their focus.
- There is an increased focus on devices coupled with diagnostics, or diagnostics coupled with therapeutics.
- The emergence of electronic medical records is driving a need to bring data and solutions together, promoting new and interesting applications of health care IT. Software companies are becoming more involved in the life sciences medical space, which is looking like the next frontier.

BIOTECCanada estimates that the industry generated about \$54.5 billion in 2010. A convergence of factors, including aging populations and rising affluence in emerging markets, is creating demand in the sector. According to IHS Global Insight, the life sciences sector will grow rapidly for the better part of this decade to accommodate this demand.

Bringing our expertise to you

Since 1997, RBC Royal Bank® has been part of your industry, supporting the financial needs and growth of life sciences companies.

Our team of Life Sciences & Health Services Specialists has a strong record of working with high-growth companies that are R&D oriented, highly innovative, and that possess an international outlook. We cover the full technology spectrum of life sciences, from early stage companies to large multinationals, and assist clients in finding the right financial solutions for their specific area of practice:

- Biotechnology
- Medical devices and diagnostics
- Pharmaceuticals
- Contract manufacturing and research
- Health services
- Health care IT

We bring a deep understanding of the context in which our clients operate, and of the significant evolution underway in the broader health care system.

That includes the current outsourcing of some care from hospitals to specialized clinics. We're seeing a move, too, from blockbuster, volume-driven medication toward precision medicine that's tailored to molecular pathways. Health care is also moving away from the physician as the sole knowledge-holder to more empowered and knowledgeable patients, with a rise in patient networks.

Our clients are leading the way in these shifting models, and we're supporting their ability to make disruptive changes that are transforming our health care for the better.

"RBC understands what our company needs and more importantly, as a Life Science company, what is important to us. Having a business partner like RBC supporting the local biotechnology industry is not only critical for the success of our company, but to the industry as a whole."

Kimberly Stephens, CFO, Immunovaccine Technologies Inc, Halifax, NS

What we can bring you

Drawing upon our unique and extensive experience, we can offer you:

- Tailored financial solutions that enhance your operational efficiencies to help you save time and money
- Proactive advice that helps garner new opportunities and reduce risks
- Access to RBC® experts to address your full financial needs, from cash management to foreign exchange and wealth management



- Access to industry contacts, such as accounting, legal and intellectual property professionals, venture capitalists, angel investors and other key players

How our solutions can help your business grow

RBC Royal Bank Life Sciences & Health Services Specialists can help you to achieve your specific business goals through valuable financial advice complemented by a sophisticated range of innovative products and timely services tailored to your needs.

Access capital more easily

- Get flexible credit solutions that suit your business
- Expand or grow through equipment financing with the RBC Equipment PurchaseLine™
- Unlock additional working capital through tax credit financing

Maximize your cash flow

- Improve your cash management with RBC Express®, a powerful and flexible online banking platform
- Reduce the strain on your working capital and cash flow using a Royal Business OperatingLine®
- Track and manage your business expenses with RBC Royal Bank Visa[†] Business cards
- Earn interest on excess funds through a broad range of savings and investment solutions from RBC Capital Markets® and RBC Dominion Securities®

Minimize currency risk

- Protect your business from currency fluctuations with tailored foreign exchange strategies
- Benefit from competitive foreign exchange rates
- Manage your U.S. dollar business with a U.S. business deposit account

“When setting up our own standalone lab, we had to take on debt and finance the building, and a lot of lenders didn’t understand our business. RBC was able to bring their sector-specific knowledge, their understanding of our timelines and flows, and do the financing. From that point on, we’ve had a deep relationship.”

Peter Pekos, President and CEO, Dalton Pharma Services, Toronto, ON



Expand into foreign markets

- Secure your business transactions and minimize your risks with a broad range of credit and trade finance solutions provided by RBC Royal Bank and trusted partners like Export Development Corporation (EDC) and Business Development Corporation (BDC)
- Manage your foreign banking and payments with our global banking solutions
- Better manage your international trade transactions with RBC Online Global Trade Services
- Access financial advice and solutions for different world markets from our Global Transaction Solutions team, including our RBC Capital Markets dedicated office in London, U.K.

“When we were turned down by our bank, we went to RBC. They got on board quickly and helped us to finance the lab equipment we needed to grow. RBC gets our industry”.

Lisa Young, Applied Biological Materials Inc., Richmond, BC

Our commitment to the community

RBC Royal Bank is proud to support the continued growth of life sciences and health services. Our bank and our people are active members and participants in several key associations and initiatives, reflecting our longstanding commitment to the industry. We are:

- A founding investor of MaRS, which links science, entrepreneurship and finance to facilitate R&D and commercialization opportunities
- A member and longstanding sponsor of CVCA, Canada’s Venture Capital & Private Equity Association
- Involved in groups such as Life Sciences Ontario and BIOTECANADA

To learn more about our financial services for life sciences and health services companies, or to locate a Life Sciences & Health Services Specialist near you, visit us at rbcrooyalbank.com/lifesciences.

For a comprehensive collection of articles, white papers, guides and videos, visit the RBC Commercial Advice Centre at rbc.com/business-advice.

To find an RBC Royal Bank Business Banking Centre near you, call 1-800 ROYAL® 2-0 (1-800-769-2520).



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