

Canada's biotechnology industry

- Driving economic growth



OVERVIEW

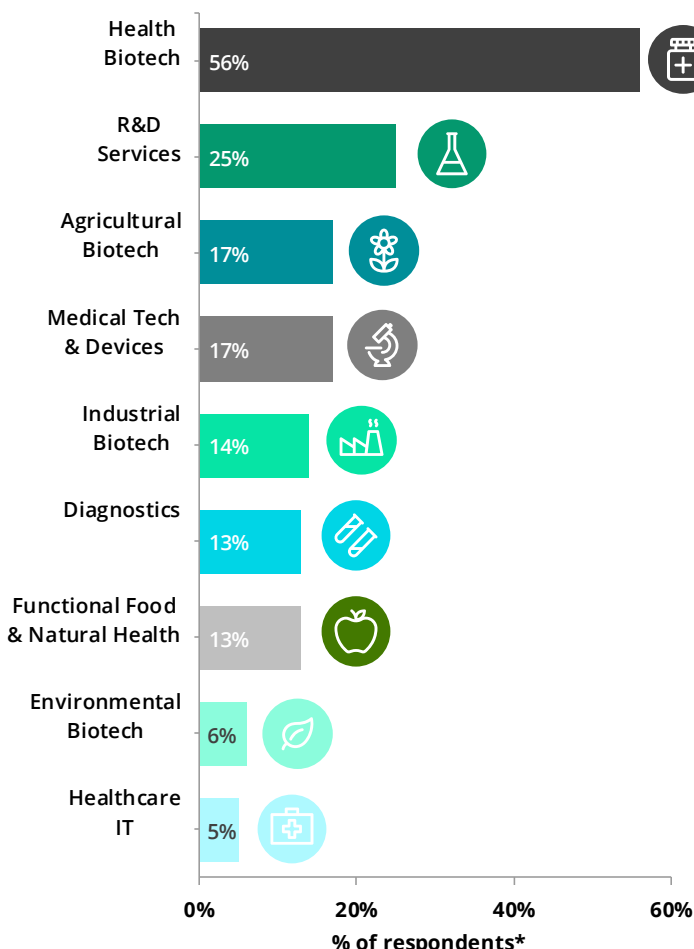
The Canadian biotechnology industry is one of the country's premiere high technology sectors, acting as a strong engine of innovation, source of highly skilled employment, and destination for investment capital. This report presents the key findings of the 2018 Biotechnology Industry Data Survey to describe the sector's characteristics and growth trajectory.

More than 200 Canadian companies responded to the survey, representing all regions of the country, and all stages of development and operations, with a diverse range of technology development and products. The survey findings demonstrate a diverse ecosystem spread across the country that is primed for growth in the next five years.

CANADA'S BIOTECHNOLOGY INDUSTRY

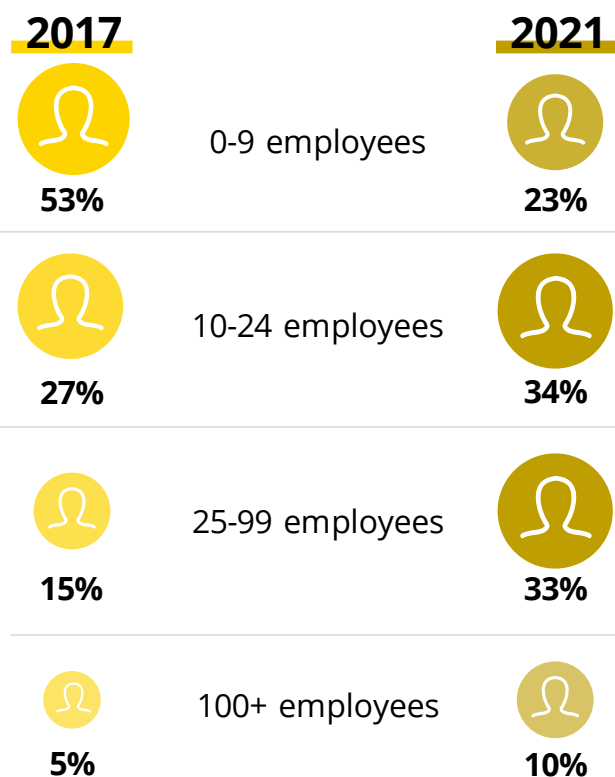
A majority (56%) of respondents classified themselves as a health biotechnology company.

The second highest number of respondents were reported within R&D services (25%). Agricultural and or/veterinary biotechnology, and medical technology and devices composed the third highest proportion of companies in the sector with 17% each.



JOB S

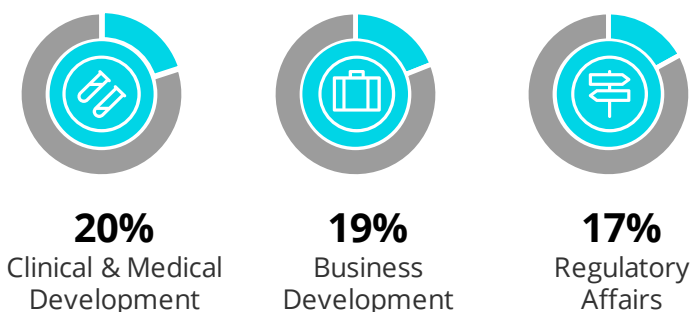
Canadian biotechnology companies are expecting to create new jobs in the coming five years. In 2017, 80% of survey respondents employed between 0-25 workers, and a total of 20% had 25 or more employees. Looking ahead to 2021, 57% of respondents expect to have between 0-25 employees and 43% expected to employ more than 25 people, a growth of 23 percentage points.



TALENT

As companies in the sector grow, attracting global executive talent is a priority. The most sought after positions are in clinical and medical development, identified as the most difficult position to hire by 20% of respondents. Business Development ranked the second most difficult with 19% of respondents, while Regulatory Affairs was third with 17%.

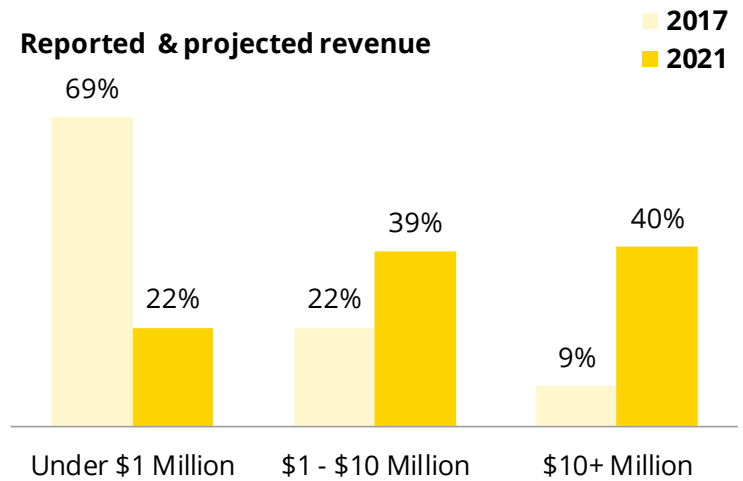
Percentage of respondents reporting difficulty hiring the following positions:



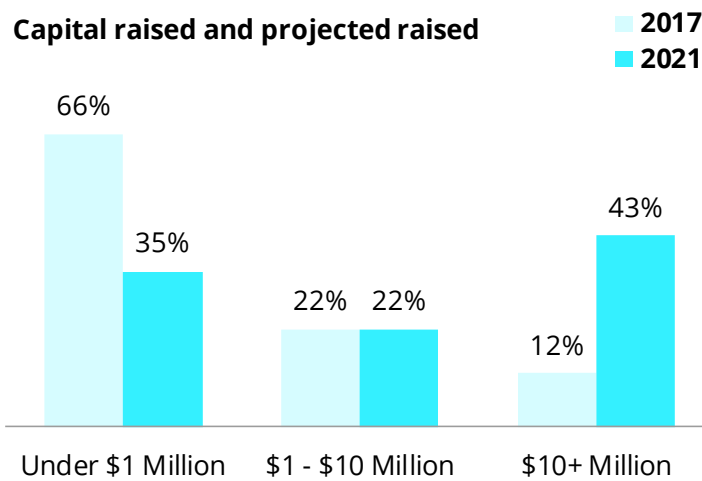
GROWTH

The Canadian biotechnology industry has high expectations for revenue growth over the next five years. In 2017 a majority (69%) of Canadian life sciences firms reported revenues between 0 - \$1 Million, and only 9% had revenues above \$10 million. By 2021, the number of firms forecasting revenues between 0 - \$1 Million was 22%, and the proportion forecasting revenues above \$10 Million was 40%, a growth of 31 percentage points.

Reported & projected revenue



Capital raised and projected raised



INVESTMENT

Canadian biotechnology companies are looking to increase the amount of capital raised in coming years. In 2017 a majority (66%) of Canadian firms raised less than \$1 Million in financing, and 12% had raise more than \$10 Million. By 2021, a total of 43% respondents expect to raise more than \$10 Million, a considerable 31 percentage point increase from 2017.

GOVERNMENT

Government programs play a vital role in securing product development and commercial success. The most accessed program was the Scientific Research & Experimental Development Program (SR&ED), with 72% of respondents benefitting from the program. The Industrial Research Assistance Program (IRAP) was second with 58% of respondents, and provincially funded programs were third at 33%.

% of Respondents Accessing:



72% Scientific Research & Experimental Development Program (SR&ED)



58% Industrial Research Assistance Program (IRAP)



33% Provincial Programs

More Information

For more information about Canada's biotechnology industry or the 2018 Biotechnology Industry Data Survey, please visit the BIOTECanada website at www.biotech.ca, or contact us directly.



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