



LifeSciences
British Columbia

INVEST IN BC 2016

Sponsored By:  **lumiracapital**



Local Catalyst | Global Connectivity

INVEST IN B.C. 2016

A Positive Impact on Future Innovation and Growth in B.C.'s Life Science Sector

Event Introduction

In serving the many interests of our LifeSciences BC members, we have recognized that the sector while strong in its growth, there exists a need to pursue investment channels to further enable development with eventual laboratory to market commercialization opportunities. It is well known that accessing capital markets can be a challenge in any climate but for small to medium size companies, it can be very difficult. In an effort to overcome this critical growth challenge for our members, LifeSciences BC organized efforts to drive access to capital in this one day event. The day was an opportunity whereby both investors and innovators were gathered together to observe, make aware and build relationships that would spark investment.

"I was happy to see such a diverse group of life sciences industry people at our presentation. The breakout session was a great chance to meet investors"

Scott Prail, CFO
DelMar Pharmaceuticals Inc.

Attendance and Agenda

More than 125 life science members attended the one day event in downtown Vancouver. Our Invest in BC 2016 agenda was divided into six separate sections with the following presenters:

1. Medical Devices/ Medical Technology / Digital Health

- LightIntegra Technology | Paul Geyer, CEO
- Evasc Medical Systems | Don Ricci, CEO
- Aspect Biosystems | Sam Wadsworth, Co-Founder & CSO
- Clarius Mobile Health | Laurent Pelissier, Chairman & CEO
- Curatio Networks | Lynda Brown-Ganzert, Founder & CEO
- Molecular You | Robert Fraser, President, CEO & Director
- GenomeMe | Mohammad Tabesh, CEO
- Fusion Genomics | Akmal Jameel, CFO

2. Biotechnology / Pharmaceuticals / Diagnostics

- Contextual Genomics | Dave Matthews, CFO
- AbCellera | Carl Hansen, CEO & President
- DelMar Pharmaceuticals | Scott Praill, CFO
- RepliCel Life Sciences | Lee Buckler, President & CEO
- Eupraxia Pharmaceuticals | James Helliwell, President & CEO
- MSI Methylation Sciences Inc. | Nancy Harrison, President
- Qu Biologics | Hal Gunn, CEO
- Zymeworks | Ali Tehrani, President & CEO

Event Overview

On May 12, 2016, LifeSciences BC, with co-host Lumira Capital, held their annual **INVEST IN BC 2016** event at Vancouver's Terminal City Club. Investors from across Canada, as well as the USA and China, gathered to hear the pitches from 16 top innovators in British Columbia's life sciences industry. The pitches were divided throughout the day between medical devices & technology, therapeutic innovations and diagnostics.

The investment day began with brief introductions from Paul Drohan, President & CEO, LifeSciences BC and Peter van der Velden, Managing Partner of Lumira Capital and co-host of the event. Deputy Minister, Clark Roberts, Ministry of International Trade spoke to supporting innovation and the BC TECH FUND as a good first step toward investment. Greg Caws, President & CEO, BC Innovation Council reflected on the sector's need to not only facilitate and strengthen discussions but also to push innovation capacity in B.C.

What followed was a series of presentations from notable B.C. life science companies representing Medical Devices, Medical Technology, Digital Health, Genomics, Pharmaceutical, Biotechnology and Diagnostics. Each and every innovator when presenting, underscored their corporate efforts which had one predominant focus; pursuing better patient outcomes.

The presenting companies included: *LightIntegra Technology – Evasc Medical Systems – Aspect Biosystems – Clarius Mobile Health – Curatio Networks – Molecular You – Genome Me – Fusion Genomics – Contextual Genomics – AbCellera – DelMar Pharmaceuticals – RepliCel Life Sciences – Eupraxia Pharmaceuticals – MSI Methylation Sciences – Qu Biologics and Zymeworks.*

Access to Capital is critical to support the development and growth of life science companies; without it there is a failure to support the objectives of all health research and innovation – better patient outcomes. **INVEST IN BC 2016**, a day of sound investment pitches, demonstrated why investors and investment should be vital part of British Columbia's life sciences scene. As Canada's premier entrepreneurial-rich region, innovators in the Province of British Columbia continue to pursue and build on our historical success; British Columbia has had six life science IPOs in the last two years, all listed on NASDAQ, demonstrating to investors why life sciences is a good bet, smart value with a global purpose.



Local Catalyst | Global Connectivity

The day ended on a high note with near unanimity of those in attendance saying, that it had been a very productive and useful day of networking with stimulating discussion. It does take an entrepreneur to create a company and it takes an entire life sciences ecosystem to help them grow it. INVEST IN BC 2016 has helped with growth and awareness of the highly significant research, development and innovation that is taking place in British Columbia.

Post Event Survey Results

To capture feedback from our large participating audience we initiated a Survey Monkey survey, to gather opinion from those who attended the one day investment day. The overall survey results were very positive and shows that the event puts LifeSciences BC on the right track as far as serving member interests and support.

The survey showed when asked:

1. Please identify what category you fall under:

| | |
|----------------------------|----------------|
| Strategic Advisor | 3.23% |
| Venture Capital Investor | 12.90% |
| Angel Investor | 3.23% |
| Corporate Venture Investor | 0.00% |
| Family Investment Firms | 3.23% |
| Pitching Company | 38.71% |
| Observing Company | 16.13% |
| Government | 12.90% |
| Health Institution | 3.23% |
| Responses | 6.45% |
| Other (please specify) | 2 - University |

2. Did this event meet your expectations?

| Answer Choices | Responses |
|------------------------|---------------|
| Yes | 100.00% 31 |
| Responses | 0.00% |
| If No, please explain: | 0 |
| Total | 31 |

3. From your perspective, did we feature a good snapshot of companies representing the overall British Columbia biotech ecosystem?

Answer Summary (Top Three Reponses)

- Great diversity in presentations
- Yes, a broad balance across area and development stage
- Yes, thank you. I very much enjoyed the speakers

4. Did you meet new companies and/or individuals that will benefit your organization?

| Answer Choices | Responses |
|----------------|--------------|
| Yes | 90.32% 28 |
| No | 9.68% 3 |

5. Were there any immediate follow-ups with new contacts that you made after the event?

| Answer Choices | Responses |
|----------------|--------------|
| Yes | 80.65% 25 |
| No | 19.35% 6 |

6. What improvements would you suggest for next year? (Top Three Responses)

- Wider selection of VCs from Toronto and San Francisco
- Just to see this event continue to grow....
- Stagger the pitching companies so that similar companies don't pitch back to back.

7. Would you be interested in attending Invest in BC 2017?

- **YES 100%**



Invest in B.C. 2016

Thursday, May 12, 2016 // Terminal City Club: 837 W Hastings St, Vancouver, BC

| Time | Session | Presenter(s) | |
|---------------|--|---|---|
| 08:00 – 08:30 | Registration & Networking | LifeSciences BC | |
| 08:30 – 08:45 | Welcome & Opening Remarks | LifeSciences BC Paul Drohan, President & CEO Lumira Capital Peter van der Velden, Managing General Partner Ministry of International Trade Clark Roberts, Deputy Minister BC Innovation Council Greg Caws, President & CEO | |
| 08:45 – 09:45 | Medical Device / Medical Technology / Digital Health 3 Company Presentations 15 minutes presentation + 5 minutes Q&A | Time | Company |
| | | 08:45 – 09:05 | LightIntegra Technology Paul Geyer, CEO |
| | | 09:05 – 09:25 | Evasc Medical Systems Don Ricci, CEO |
| 09:25 – 09:45 | Aspect Biosystems Sam Wadsworth, Co-Founder & CSO | | |
| 09:45 – 10:15 | Break & Networking | | |
| 10:15 – 11:55 | Medical Device / Medical Technology / Digital Health 5 Company Presentations | 10:15 – 10:35 | Clarius Mobile Health Laurent Pelissier, Chairman & CEO |
| | | 10:35 – 10:55 | Curatio Networks Lynda Brown-Ganzert, Founder & CEO |
| | | 10:55 – 11:15 | Molecular You Robert Fraser, President, CEO & Director |
| | | 11:15 – 11:35 | GenomeMe Mohammad Tabesh, CEO |
| 11:35 – 11:55 | Fusion Genomics Akmal Jameel, CFO | | |
| 12:00 – 13:00 | Lunch | | |
| 13:15 – 14:15 | Biotechnology / Pharmaceuticals / Diagnostics 3 Company Presentations | 13:15 – 13:35 | Contextual Genomics Dave Matthews, CFO |
| | | 13:35 – 13:55 | AbCellera Carl Hansen, CEO & President |
| | | 13:55 – 14:15 | DelMar Pharmaceuticals Scott Prail, CFO |
| 14:15 – 14:45 | Break & Networking | | |
| 14:45 – 16:55 | Biotechnology / Pharmaceuticals / Diagnostics 5 Company Presentations | 14:45 – 15:05 | ReplCel Life Sciences Lee Buckler, President & CEO |
| | | 15:05 – 15:25 | Eupraxia Pharmaceuticals James Helliwell, President & CEO |
| | | 15:25 – 15:45 | MSI Methylation Sciences Inc. Nancy Harrison, President |
| | | 15:45 – 16:05 | Qu Biologics Hal Gunn, CEO |
| 16:05 – 16:25 | Zymeworks Ali Tehrani, President & CEO | | |
| 16:55 – 17:00 | Closing Comments & Thank You | LifeSciences BC & Lumira Capital | |
| 17:00 – 18:00 | Networking Reception | | |

PRESENTING SPONSOR



SESSION SPONSOR



EVENT SUPPORTER



EVENT SUPPORTER



EVENT SUPPORTER



EVENT SUPPORTER



Attendees: Invest in B.C. - 2016

| Job Title | Company |
|--|--|
| CEO | AbCellera |
| Chief Financial and Business Officer | Accel-Rx |
| Co-founder | Advantage Links consulting & Investment |
| Executive Assistant | Advantage Links Consulting & Investment Ltd. |
| Chief Scientist/VP | ADX Directives |
| Senior Associate | Aequus Pharmaceuticals |
| Life Sciences – Business Development | Ascendo Financial Solutions Inc. |
| Director of Biology | Aspect Biosystems Ltd. |
| CSO | Augurex Life Sciences Corp. |
| Dir. Governance & Philanthropic Allocation | BC CANCER FOUNDATION |
| CEO | BC Innovation Council |
| Director, Technology Development Office | BCCA - Provincial Health Services Authority |
| Senior Manager, Intellectual Property | BCCA - Provincial Health Services Authority |
| Senior Managing Partner | BDC Venture Capital |
| CEO | Biopep Solutions Inc. |
| Compliance Officer | Biopep Solutions Inc. |
| Director, Technology and Innovation | BMO Bank of Montreal |
| Sr. Director Business Development | CDRD |
| BD Manager | CDRD |
| Manager, Business Development | CDRD |
| Economic Development Analyst | City of Surrey |
| President | Clarion Investments (Canada) Ltd |
| CEO | Clarius Mobile Health Corp. |
| Principal | Cofactor Strategy Inc. |
| CFO | Contextual Genomics Inc. |
| Partner | CTI Life Sciences |
| CEO | Curatio |
| CFO | DelMar Pharmaceuticals Inc. |
| EIR | e@UBC |
| Partner | E-Fund |
| Director, Life Sciences | entrepreneurship@UBC |

| Job Title | Company |
|--|--|
| VP, Strategy & Business Development | EquicareHealth |
| Consultant | Eupraxia Pharmaceuticals Inc. |
| CEO | Eupraxia Pharmaceuticals Inc. |
| Director of Scientific Affairs | Eupraxia Pharmaceuticals Inc. |
| Director of Scientific Affairs | Eupraxia Pharmaceuticals Inc. |
| CFO/COO | Evasc Medical Systems |
| CEO | Evasc Medical Systems Corp. |
| Partner | FARRIS |
| Senior Partner | FARRIS |
| Associate | FARRIS |
| Partner | FARRIS |
| Partner | FARRIS |
| CFO | Fusion Genomics Corporation |
| CSO | Fusion Genomics Corporation |
| CEO | Genome Me |
| Marketing Manager | GenomeMe |
| General Manager | Harbin Shengjiesheng Medical Devices & Reagent Co. |
| President and Chief Scientific Officer | HealthTech Connex |
| CFO, Director | Hepalink USA Inc. |
| Senior Director, New Ventures (Canada) | Johnson & Johnson Innovation LLC |
| Partner | KPMG LLP |
| VP, Business Development | Life Science Nation |
| CEO | LightIntegra Technology Inc. |
| Principal | Lui Inc. |
| Managing Director | Lumira Capital |
| General Managing Partner | Lumira Capital |
| Partner | McMillan LLP |
| CEO | Medisacare |
| Asian pacific manager | Medisacare |
| Director | Merck Canada |
| ADM | Ministry of Health, Government of B.C. |
| Senior Manager, Business Intelligence | Ministry of International Trade, Government B.C. |
| Director, Technology and Innovation | Ministry of International Trade, Government B.C. |

Local Catalyst | Global Connectivity

| Job Title | Company |
|--|---|
| Senior Manager, Life Sciences | Ministry of International Trade, Government B.C. |
| Deputy Minister | Ministry of International Trade, Government B.C. |
| President | Molecular You |
| CFO | Molecular You |
| CEO | MSI Methylation Sciences Inc. |
| Managing Director | Leap Frog Innovators Consultancy Inc. |
| Individual Investor | Individual Investor |
| Business Development Manager | NAI Interactive Ltd. |
| Founder & Managing Director | Novateur Ventures Inc. |
| Industrial Technical Advisor | NRC IRAP |
| Industrial Technical Advisor | NRC-IRAP |
| Research & Innovation Development Officer | NSERC Pacific |
| Associate Director, Innovation Translation | Innovation & Strategic Partnerships, Providence Health Care |
| Chief Innovation Development Officer | PHCRI/St. Paul's Foundation |
| COO | PHIX/VCH |
| CEO | Phoenix Molecular Designs |
| VP Corporate Affairs | ProNAI Therapeutics |
| Director of Innovation | Providence Health Care |
| Incorporated Partner | PwC |
| CPA | PwC |
| VP, Finance | Qu Biologics |
| CEO | Qu Biologics Inc. |
| Director, Business Development | Quintiles |
| Investment Manager | RCI Capital Group |
| Director | Relentless Pursuit Partners |
| CEO | RepliCel Life Sciences Inc. |
| Business Assistant | SFU Venture Labs |
| Managing Director | Shoreline Venture Management |
| Adjunct Professor | Simon Fraser University |
| Executive Director | SinoRich Capital |
| CEO | Smart Company |
| President | SOHO Biotech Inc. |
| Chief Scientific Officer | Symvivo |



Local Catalyst | Global Connectivity

| Job Title | Company |
|--|---|
| Chief Operating Officer | Symvivo |
| Executive Director | Technology & Innovation Branch, MTICS |
| Venture Partner | Teralys Capital |
| CEO | The \$2000 Coffee |
| Trade Commissioner | Trade Commissioner Service |
| Senior Manager, Business Development | UBC Life Sciences Institute |
| Business Development Associate | UKTI / British Consulate General |
| Sr. Investment Officer | UKTI / British Consulate General |
| Investment Manager | Vancity Community Capital |
| President & CEO | Vancouver Coastal Health |
| VP, Clinical & Systems Transformation & Innovation | Vancouver Coastal Health Authority |
| Vice President Research | Vancouver Coastal Health Research Institute (VCHRI) |
| Projects & Administrative Assistant | Venture Labs |
| Managing Director | Versant Ventures |
| Senior Vice President, Philanthropy | VGH & UBC Hospital Foundation |
| President & CEO | VGH & UBC Hospital Foundation |
| CEO | Virogin Biotech Canada |
| Assistant Manager | Virogin Biotech Canada |
| Vice President | Virogin Biotech Canada |
| CEO/Co-founder | Wellin5 |
| Partner | Yaletown Venture Partners |
| CEO | Zymeworks |