



OBIO: Building Ontario's Health Science Industry

Hamilton Health Check Up Meeting
June 24, 2019

OBIO Presents

CROSS-BORDER INVESTING OPPORTUNITIES FOR ONTARIO HEALTH SCIENCE COMPANIES

Featuring Varia Ventures & Buffalo Capital Partners

JULY 8, 2019

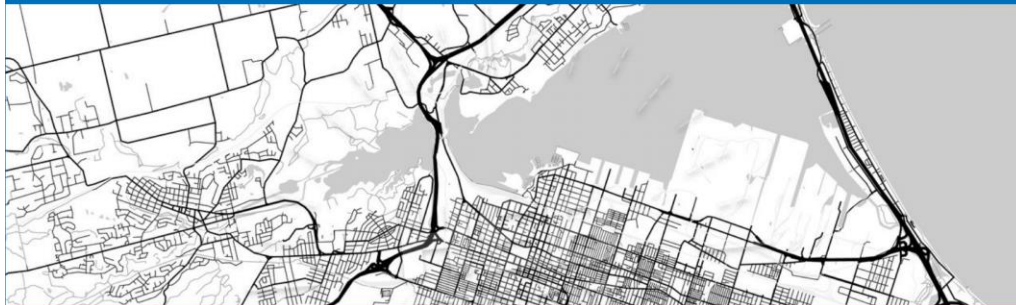
5:30 PM TO 7:30 PM

**MCMASTER INNOVATION PARK
HAMILTON, ON**

Join OBIO and Buffalo Capital Partners for the Canadian launch of Varia Ventures, a new digital investment platform established to help provide critical resources including investment capital, industry expertise, and strategic relationships.

Scott Friedman (Managing Partner of Buffalo Capital Partners) and Andrea Vossler, co-founders of Varia Ventures, will present how Canadian companies can connect with US investors using this new platform. OBIO will present our upcoming cross-border investing initiatives, including the 2020 Niagara Investment Summit.

Supported by **THE FORGE**



CLICK HERE TO REGISTER

July 8, 2019

Cross-Border Investing Opportunities for Ontario Health Science Companies

Featuring Varia Ventures
& Buffalo Capital Partners

5:30pm – 7:30pm
McMaster Innovation
Park
Hamilton, ON

OBIO

AT A GLANCE

The Ontario Bioscience Innovation Organization (OBIO®) is engaged in strategy, programming, policy development and advocacy to further the commercialization of Ontario's human health science companies positioning Ontario as a leader in the international marketplace.

ADVOCACY

Advancing thought leadership and policies that will revitalize market conditions for a thriving industry.

ACTION

Building interconnectivity by bringing together people in the fields of industry, academia, government and the investment community.

ACCESS

Building the environment through advancing programs designed to increase investment and growth in the Ontario health science sector.

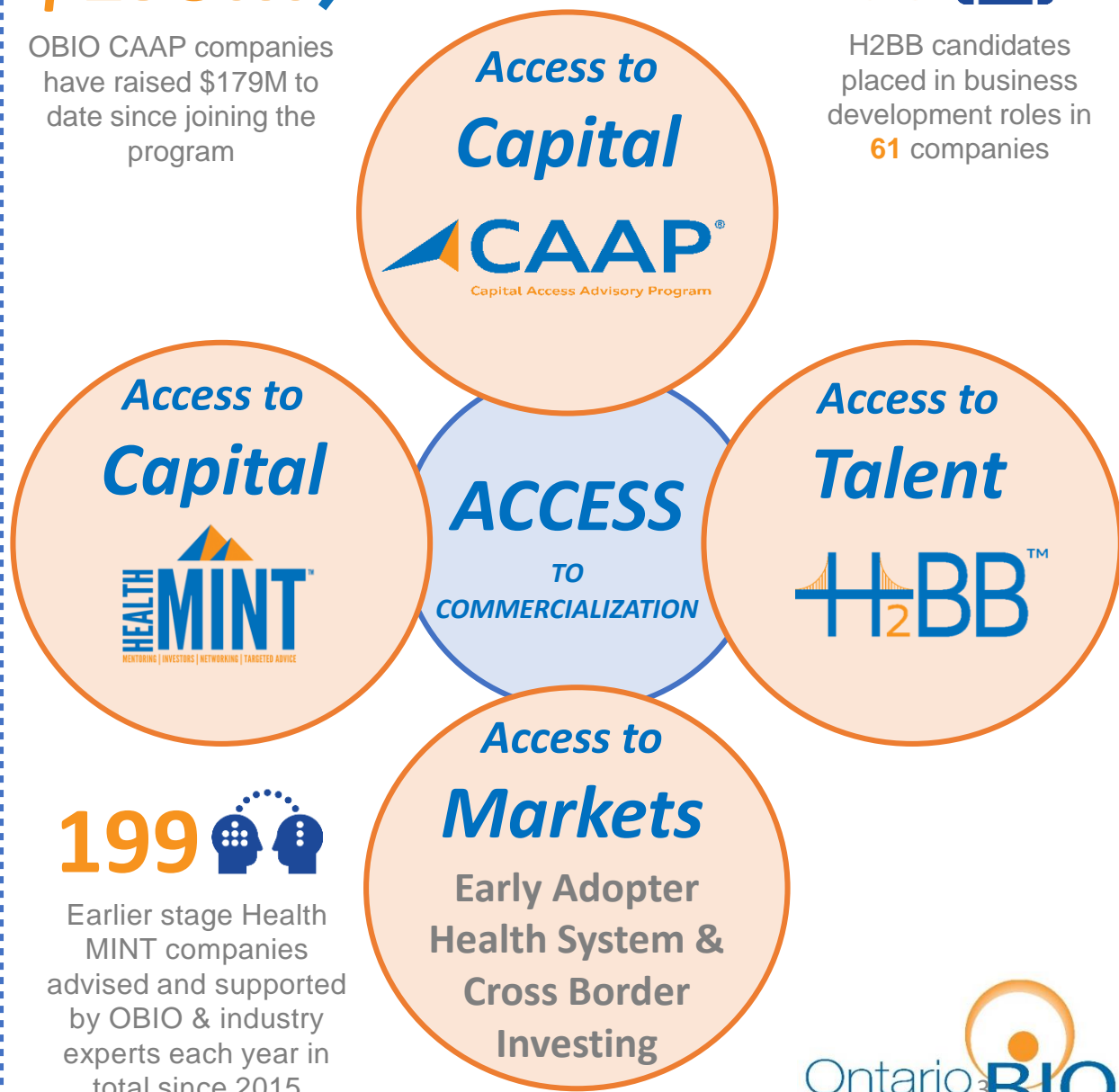
\$179M 

OBIO CAAP companies have raised \$179M to date since joining the program

As of May 2019

105 

H2BB candidates placed in business development roles in **61** companies



199 

Earlier stage Health MINT companies advised and supported by OBIO & industry experts each year in total since 2015

Access to Talent: 2019 OBIO Reports

BRIDGING THE TALENT GAP:

REPORTING
ON YEAR
TWO

This report reflects on the success of the H2BB program, which addresses the challenge of pulling top talent into Ontario's health science industry to close the talent gap identified by 96% of Ontario's health science company CEOs.

MAY 2019

OBIO TALENT TOOLKIT:

H2BB[™]
PROGRAM
GUIDE

SYNOPSIS OF THE
PROGRAM GUIDES:

EARLY CAREER TALENT
SUPERVISOR
SME ADVISOR
EMPLOYER

Health to
Business Bridge
Program Guide

Tackling the Anchor Company Challenge (2017)

Recommendation #3

Establish a roster of “Early Adopter/Innovation” health service providers in Ontario to accelerate the assessment, refinement, and adoption of novel health technologies ...”



TACKLING THE ANCHOR COMPANY CHALLENGE



OBIO Leadership Summit Report

2017

Achieving Impact Through Adoption of Innovative Health Technologies

ESTABLISHING EARLY ADOPTER HEALTH ORGANIZATIONS
AS AN ACCELERATOR FOR ECONOMIC GROWTH IN
ONTARIO

2019

OBIO in a Snapshot

January – June 1, 2019

612



Participants

260



Companies

15



Events



2019 OBIO Events

January 24, 2019	Health Science CEO Networking Night
January 31, 2019	Cross Border Investing: What You Need To Know When Talking to US VCs
February 20, 2019	2019 Niagara Investment Summit
February 26, 2019	How BDC & EDC Can Help Your Business
March 3, 2019	Going Virtual for Product Development
March 21, 2019	Goal Setting, Prioritization and Dealing With Ambiguity
March 28, 2019	Unlock Your Brand Advantage
April 3, 2019	CAAP 2019 Launch Breakfast
April 25, 2019	IP Strategy & Patent Searching
May 13, 2019	2019 Queen's Park Advocacy Day & Health Science Industry Showcase
May 30, 2019	The Keys to Quality: Introduction to GMP for Drugs & Devices
June 10, 2019	Pitches and Pitchers

2019 Niagara Investment Summit

Feb 20-22, 2019
Niagara-on-the-Lake
Ontario, Canada

PRECISION MEDICINE: CANADA, A LEADER IN THE NEW ERA

Discover Canada's most promising innovations across three hot sectors: **Artificial Intelligence in Health, New Frontiers in Medicine and Digital Health & Diagnostics.**

Reserve your spot today for the Summit,
February 20-22, 2019 in Niagara-on-the-Lake, Ontario,
Canada.

obioinvestmentsummit.com

Supported by:



Is The Price Right? OBIO Workshop



JUNE 25, 2019
11:45 AM - 1:30 PM
ONRAMP
100 COLLEGE ST, FIRST FLOOR

IS THE PRICE IS RIGHT?

PRICING YOUR INNOVATIVE HEALTHCARE PRODUCT

On June 25th, join OBIO for a workshop on pricing strategies for innovative health products and learn:

- ✓ What you need to do when determining your price
- ✓ How to define your price in a crowded space
- ✓ How the reimbursement environment is changing in the United States
- ✓ How the regulatory pathway affects pricing
- ✓ And more!



AMY SIEGEL (PRESENTING BY VIDEOCONFERENCE)

COFOUNDER – S2N HEALTH

Amy is the co-founder of S2N Health, a consulting firm focused on helping companies realize the value of their healthcare technology innovations. Amy's 20+ years of healthcare strategic marketing and business development experience includes VP Marketing roles in two emerging med-tech companies, and 10 years of management strategy consulting with Health Advances and Monitor Company.

*This workshop is part of OBIO's Talent Development Series. OBIO Members can access recent Talent Development workshop recordings at the **OBIO Member Portal** including one of our most recent workshops, "Keys to Quality: an Introduction to Good Manufacturing Practices."*

AGENDA

11:45 AM - 12:00 PM **REGISTRATION**
12:00 PM - 1:30 PM **PRICING STRATEGIES**

Please note that this will be a "bag lunch-and-learn event" – no food will be provided.

[CLICK HERE TO REGISTER](#)

Save the Date!



Save the Date!

2020 Niagara Investment Summit

Canada's Premier Health Science Investment Event

February 5-7, 2020
Niagara-on-the-Lake, Ontario

Join leading global investors, scientific experts, and Canada's most promising health science companies at **OBIO's 2020 Niagara Investment Summit** in the heart of Ontario's wine country on February 5th to 7th, 2020.

Building on the success of the 2019 Niagara Investment Summit, which featured hundreds of investor-company introductions, OBIO invites you to discover the best of what Canada has to offer.

Visit obioinvestmentsummit.com for more information

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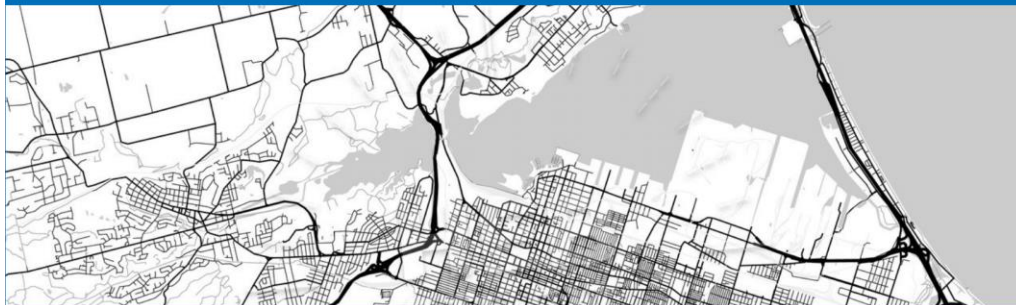
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