



A CELEBRATION OF
Success
Annual Awards Presentation



Wednesday,
May 17th, 2023

Liberty Grand, Exhibition Place
25 British Columbia Road, Toronto

Reception 5:30pm
Dinner: 6:30pm

Partner Package





About Life Sciences Ontario (LSO)

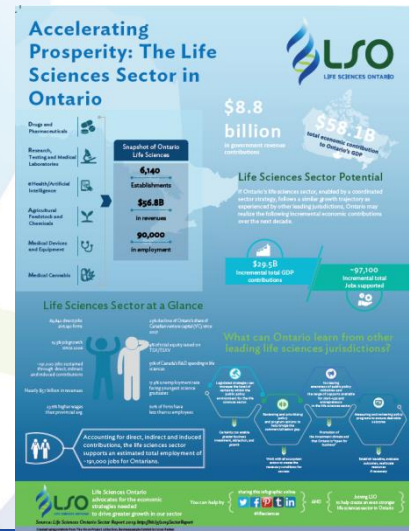
- Founded in 1989
- Member-driven not-for-profit organization
- LSO represents and promotes the province's vibrant and diverse life sciences sector
- Collaborates with governments, academia, industry and other life science organizations in Ontario and across Canada to promote and encourage commercial success throughout the sector

We value

- Collaboration
- An aligned, unified voice
- Science and evidence-based decisions
- Inclusivity, consultation, and consensus
- The equal social and economic benefits of life sciences

Our strengths

- Advocacy
- Economic development
- Networking and partnerships
- Promoting our sector
- Mentorship and professional development



Why Support the Annual Awards Presentation

Money raised during the LSO Annual Awards Presentation helps to support our initiatives and Sanofi Biogenius Canada:

Thought Leadership

- Research, Benchmarking studies, Reports

Public Policy Engagement

- White papers
- Consultations
- Government Relations

Community Leadership

- Large network of partners
- Facilitating collaborations
- High-quality networking events
- One-stop shop for latest sector news and events

Education / Mentorship

- Educational events
- Mentorship program
- Marketing and promotion of the sector locally, nationally and internationally

20th Annual LSO Award Presentations

Now entering its 20th year, LSO's Annual Celebration of Success has formed a reputation as an important platform to recognize the individuals and companies driving the success of Ontario life sciences. We will be once again back in person this year to celebrate our award winners. The LSO Awards are also our largest single fundraising vehicle—supporting our advocacy, educational, and networking events. The event also serves an important charitable function: proceeds from the event's silent auction support the Sanofi Biogenius Canada

The 2023 awardees:

- **Lifetime Achievement Award:** Dave Smardon
- **Community Service Award:** Brian Bloom and Jolyon Burton
- **Volunteer Award:** Wanda Deschamps
- **Life Science Company of the Year:** DNA Stack

Other information

- High-profile Life Sciences Event
- Executive level attendees from across the diverse life sciences sector
- 480+ professionals from across Ontario's life sciences community including: Elected officials; Senior public officials; Private sector C-level executives; Innovators and Entrepreneurs; Academic researchers
- Current corporate sponsors: *AbbVie | Alexion Pharma Canada | Astellas Canada | AstraZeneca Canada Inc. | Boehringer Ingelheim Canada | GSK Canada | Horizon Therapeutics Canada | Innovative Medicines Canada | Johnson & Johnson, Family of Companies in Canada | Merck Canada | Pfizer Canada | Roche Canada | Sanofi Canada | Shift Health | Takeda | adMare BioInnovations | BD Canada | BioTalent Canada | Stryker | Taiho Pharma Canada Inc. | BDO Canada | CRB | Ernst & Young LLP | Innomar Strategies, Inc. | Niagara Economic Development | University of Toronto Scarborough – Arts & Science Co-op*



Sanofi Biogenius Canada

A True Science Experience REAL PROJECTS. REAL IMPACT.

Sanofi Biogenius Canada (SBC) is an opportunity for students to gain real-life research experience, while pursuing groundbreaking projects under the mentorship of experts in professional laboratories. Students will gain access to a network that extends far beyond the classroom, opening doors to your future success.

INNOVATION IN LIFE SCIENCES

SBC is empowering Canadian youth to explore ideas that can help change lives. No ordinary science fair, our participants tackle university-level research topics – from cancer and Alzheimer’s disease, to agriculture and the environment. Projects have the potential to be patented and commercialized, and students have the opportunity to build experience as scientists and innovators, all before graduating high school.

For many participants, SBC has influenced future careers, in some cases paving the way for studies in top-tier universities and exciting internships in the biotech industry.

HISTORY

Sanofi Biogenius Canada began in the Toronto area in 1992, aimed at raising awareness among students, educators and the public about the emerging field of biotechnology. Quickly gaining traction over the next 25 years, SBC now boasts a nationwide presence with an impressive track record of success. Each year, SBC hold eight regional competitions in March and April at prestigious university and research installations across Canada, where students present their findings to panels of judges from academia and industry. Winners at each regional competition are invited to the National Finals in Toronto in June each year where they vie for the title of Canadian SBC Champion. The national SBC Champion then moves on to represent Canada at the International BioGENEius Challenge, held at the prestigious BIO International Convention in June, the largest biotechnology event in the world.



84%

of participants say SBC helped guide their field of study or career path



74%

of participants have gone on to biotechnology-related studies or professions



6,000 +

students have taken part across Canada

Life Sciences Ontario has contributed over \$150,000 towards the Sanofi Biogenius Canada since 2005.

Partner Opportunities

OPPORTUNITY	BENEFITS
<p>Presenting Partner (x2)</p> <ul style="list-style-type: none"> Members only \$10,000 	<ul style="list-style-type: none"> Your logo on official invitation Logo recognition in marketing materials and e-mail blasts, event website and formal invitation The VIP Reception is reserved exclusively for our co presenting partners 5-10 VIP Reception host seats for staff to network and host A seat at the Awards Presentation Partner logo presented in audio visual title slides and the evening program Recognition in post event promotion and LSO website including photographs Sponsor 1 life science student to attend the Awards Presentation
<p>Premier Life Sciences Supporter</p> <ul style="list-style-type: none"> Member \$6,000 Non-member \$7,000 	<ul style="list-style-type: none"> Your logo on marketing materials, website, on-site program and the A/V presentation for the event Recognition by Emcee Logo/recognition in all Awards Presentation promotional materials (website, eblasts, social media) 4 complimentary registrations 4 tickets to the VIP reception (starting at 4:30) Sponsor 1 life science student to attend the Awards Presentation
<p>Event Life Sciences Supporter</p> <ul style="list-style-type: none"> Member \$4,000 Non-member \$5,000 	<ul style="list-style-type: none"> Your logo on marketing materials, website, on-site program and the A/V presentation for the event Recognition by Emcee Logo/recognition in all Awards Presentation promotional materials (website, eblasts, social media) 2 complimentary registrations 2 tickets to the VIP reception (starting at 4:30) Sponsor 1 life science student to attend the Awards Presentation
<p>Step & Repeat Supporter (only 1)</p> <ul style="list-style-type: none"> Member \$3,000 Non-member \$4,000 	<ul style="list-style-type: none"> Your logo on marketing materials, website, on-site program and the A/V presentation for the event Logo Step and Repeat banner 2 complimentary registration 2 ticket to VIP reception (starting at 4:30)
<p>Student Table Sponsor</p> <ul style="list-style-type: none"> \$2,500 	<ul style="list-style-type: none"> Your logo on marketing materials, website, on-site program and the A/V presentation for the event 1 table host seat at this table
<p>Silent Auction Sponsor</p> <ul style="list-style-type: none"> \$500 	<ul style="list-style-type: none"> Your logo on marketing materials, website, on-site program and the A/V presentation for the event Recognition by Emcee Logo/recognition in all Awards Presentation promotional materials (website, eblasts, social media)

We would be pleased to discuss other levels of sponsorship and corresponding benefits.



Become a member and save!



LSO Office

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About Life Sciences

The Life Sciences Sector

The life sciences sector is broad and encompasses research, development and manufacturing operations as well as the development of diagnostics, biopharmaceuticals, pharmaceuticals and medical devices. Health research institutions and research networks play an integral role in research and knowledge translation in the life sciences sector.

As the demand for pharmaceuticals, medical technology and other healthcare products continues to rise, global prescription drug and medical technology sales are expected to grow. Emerging technologies, including AI, cognitive technologies, automation, and computer power, are driving significant advancements within the life sciences sector that can enhance healthcare across the globe.

The Life Sciences Sector at a Glance

 D rugs and pharmaceuticals	Featuring companies engaged in pharmaceutical and medicine manufacturing; and pharmaceuticals and pharmacy supplies merchant wholesalers	\$36.4B Revenue 684 Establishments 30,371 Jobs
 R esearch, testing and medical laboratories	Featuring companies engaged in providing physical, chemical and other analytical testing services; and medical and diagnostic laboratories	\$961M Revenue 2,592 Establishments 24,844 Jobs
 E -health and artificial intelligence	Features companies engaged in providing access to complete, up-to-date, and accurate digital patient records by authorized health professionals; and collection of multiple technologies enabling machines to sense, comprehend, act and learn so they can perform administrative and clinical healthcare functions	
 A gricultural feedstock and chemicals	Featuring companies in pesticide and agricultural chemicals manufacturing, oilseed processing and other basic organic chemical manufacturing	\$7.9B Revenue 526 Establishments 8,255 Jobs
 M edical device and equipment	Featuring companies engaged in medical equipment and supplies manufacturing, and related wholesalers	\$11.6B Revenue 2,338 Establishments 26,372 Jobs
 M edical cannabis	Featuring companies engaged in the production and sale of cannabis for medical purposes	\$122M Revenue 69 Establishments

*Source: Life Sciences Ontario Sector Report 2019 <http://bit.ly/2019SectorReport>

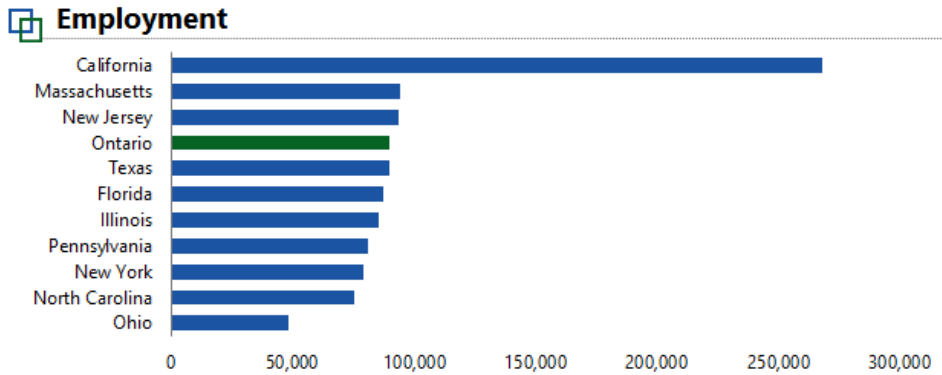
Sector Employment and Wages

Overview of Ontario Life Sciences Sector

	Life Sciences	Expanded Definition*	Total
Establishments	6,140	89,600	95,740
Employment	89,842	543,840	633,681
Avg. Annual Salary	\$61,328	\$46,156	\$53,742
Estimated Payroll	\$5.47 B	\$26.73 B	\$32.20 B

Source: Statistics Canada - see LSO's report Accelerating Prosperity: The Life Sciences Sector in Ontario, March 2019 for more details
 * Expanded Definition Includes: hospitals, ambulatory health care services, health and personal care stores, fruit and vegetable preserving and specialty food manufacturing, dairy product manufacturing, bakeries and tortilla manufacturing, breweries, wineries and distilleries.

Ranking of North American Jurisdictions by Total Life Sciences Employment



Source: Battelle/BIO State Bioscience The Value of Bioscience Innovation in Growing Jobs and Improving Quality of Life 2018

*Source: Life Sciences Ontario Sector Report 2019 <http://bit.ly/2019SectorReport>

- The Life Sciences industry employs **89,842** individuals in Ontario
- Using the expanded definition of life sciences, **one in 13 Ontarians** currently employed works in a job connected to the life sciences sector
- Jobs in the life sciences sector typically offer higher earnings as evidenced by wages that are **24% higher** than the provincial average
- Compared to leading U.S. jurisdictions in life sciences, **Ontario is among the top 5** in terms of employment

