

Life Sciences NEWSLETTER – Information for Alberta companies as of October 12, 2021

Please find below an overview of global events and market intelligence related to the life sciences sector for companies and stakeholders in the life sciences sector in Alberta.

A number of events scheduled for fall and winter listed in previous newsletters have been cancelled or moved to virtual. Events listed below were still confirmed to take place in some form on the date you receive this message. However, some of these events listed below could limit attendance, change to virtual events or get cancelled/postponed.

Events that change to online delivery could provide new opportunities for Alberta companies.

EVENTS

MEDICA Healthcare Brokerage Event 2021 Virtual B2B

Oct 1- Dec 23, 2021

On the occasion of MEDICA 2021 (15 - 18 November), the global No. 1 meeting place for the medical sector, ZENIT GmbH together with the Healthcare Sector Group of the Enterprise Europe Network (EEN) will organise the international Brokerage Event. Due to the on-going pandemic and limited presence of Canadian companies at MEDICA 2021, the virtual HealthCare Brokerage Event, which will be online for nearly three months, is a great opportunity for Alberta companies to connect with stakeholders in the global life sciences and medtech sector. The aim of this matchmaking event is to assist enterprises, universities and research institutions in finding partners worldwide for product development, manufacturing and licensing agreements, distribution partnerships, research cooperation, joint ventures, financing/investment, public buyers or other types of partnership. Alberta companies – as member of the Enterprise Europe Network – benefit from reduced registration fee of Euro 100.00. Alberta start-ups (companies established after Jan 1, 2018) pay Euro 50.00. For more information and to register: <https://medica2021.b2match.io/>

Canada Virtual Presence at DXPX Conference, Dusseldorf, Germany HYBRID

Nov 12-20, 2021

The Canadian Trade Commissioner in Germany informed us about opportunities for Alberta companies to participate virtually in this event. With the gaining importance of personalized medicine the founders of this conference noticed the need for a dedicated diagnostic and research tool focused platform to bring together the relevant stakeholders. Together with the support from sponsors DxPx is hosted as an annual international partnering conference parallel to Medica trade fair to facilitate licensing, financing, Co-development and M&A opportunities. The DxPx conference is not just another digital health conference but rather a Partnering event for investors and Start-ups interested in **Diagnostics, Digital Health, Precision Medicine, and Life Science tools**. Networking events like this offer the ideal space to expand the market knowledge and trend awareness of all participants. The dxpx Conference is a one-day conference and partnering event and will be held as a hybrid event. The Canadian Trade Commissioner Service Duesseldorf has registered for a booth. This booth will be both, present on-site and virtual, which gives Canada the chance to promote Canadian companies from the digital diagnostics and research field.

If your company is interested in being featured virtually as part of the Canada Virtual Delegation, this is what is required: Each company should produce a short video pitch or presentation (30 – 60 seconds) in full HD (e.g. on YouTube), presenting their innovative product/service. Please send the link to the virtual content to Silke Ditgen, Canadian Trade Commissioner Life Sciences Germany at silke.ditgen@international.gc.ca

Deadline to send the link: October 15, 2021

For detailed information on the event: <https://dxpx-conference.com/eu/>

Virtual Mission to Asia Summit on Global Health, Hong Kong

Nov. 24, 2021

Partnering with The Hong Kong Trade Development Council (HKTDC), Invest Hong Kong, The Hong Kong Economic and Trade Office (HKETO), and The Hong Kong-Canada Business Association (HKCBA), the Government of Alberta – Jobs, Economy and Innovation invites Alberta companies to a Virtual Mission to participate in the **Asia Summit on Global Health (ASGH)**. Mission delegates will access insights and intelligence about the future of healthcare and cross-disciplinary collaboration on public health by leveraging the platform to connect with investors and getting inspired by the Project Pitching Sessions as well as exploring

the business opportunities in Asia. The full-day program will comprise a high-level symposium covering a wide range of topics from global challenges in healthcare development, policy response under the “new normal,” healthcare innovation, as well as a series of thematic sessions focusing on the latest trends in biotechnology, digital health, medical devices, and drugs. Alongside the conference, an exhibition area featuring the latest health innovation and investment/trade opportunities will also be organized.

Who should attend: Canadian business leaders and industry players from the Healthcare Sectors; Investors and Financial Services Professionals; Professional Services Providers and Innovation and Technology companies; Start-ups and Entrepreneurs; Government Officials and Regulators; R&D Institutions and Science/Biotechnology Parks and Laboratories; Incubation Centres; Researchers, Academics, and Medical Professionals. Participation Fee and Format:

Given the pandemic, the Summit will be in hybrid format. For those delegates who will not be in Hong Kong to attend the event, online streaming, virtual exhibition, and business matching platform will be set up. A limited number of complimentary registrations are available for the Virtual Mission (on a first-come-first-served basis).

After the complimentary passes are taken a special Summit registration discount would also be available for delegates. Please contact Adrienne Ho at Adrienne.ly.ho@hktdc.org for registration details. **A Pre-Summit**

Virtual Gathering for Canadian delegates will be held on October 27, 2021 at 10:00am MT.

For more information, visit: <https://www.asiasummitglobalhealth.com/>

BioEurope Spring, Basel, Switzerland & Hybrid

March 28-30, 2022, April 4-6, 2022

The spring edition of the bi-annual BioEurope event will take place in hybrid format in spring 2022, with some of the activities in Basel, one of the major global life sciences clusters, and additional virtual activities the week after the in-person event.

Application for company presentations will open shortly. There is a special segment for innovative, earlier-stage companies to present under the “Next Generation” stream. Alberta companies interested in these opportunities, please check out the website <https://informaconnect.com/bioeurope-spring/presentation-information/>

The online virtual partnering platform will open Jan 15, 2022.

For general information: <https://informaconnect.com/bioeurope-spring/>

INTERNATIONAL R&D COLLABORATION

Almirall, Spanish Pharma Company Open Innovation Opportunity Ski Disease

Our partners with the Catalan government in Spain shared the following opportunity with us: Almirall, <https://www.almirall.com/> a pharmaceutical company from Catalonia, has just launched a new opportunity in open innovation with a focus on innovative therapies for ski disease.

Almirall is the leader pharmaceutical company in Spain, well recognised for developing new medicines through their own R&D program as well as through their strategic partnerships. The company reached an income on € 814.5 MM in 2020 and has more than 1,700 employees. A couple of years ago, Almirall launched an open innovation platform, where it regularly publishes challenges in the dermatology area for which it seeks technology solutions. Almirall’s calls are a clear opportunity for any Canadians looking forward to collaborating with a top European player in the pharmaceutical sector.

Currently, Almirall is looking for **novel therapies for skin diseases**. Preferably, the assets should: **Target immuno-inflammatory pathways or be suitable for dermato-oncological or rare dermatological indications; Involve any therapeutic modality such as small molecules, biologics or advanced therapies; Demonstrate strong scientific rationale, including in vitro and in vivo evidences of efficacy, if available.**

This call is addressed to scientists affiliated to start-ups, biotechs, universities, research centres, and pharmaceutical companies globally.

For detailed information and to apply, please go to: <https://sharedinnovation.almirall.com/opencall/innovative-therapies-for-skin-diseases/>

Deadline: October 31, 2021

If you have additional questions, please contact us directly.

R&D Opportunity with Baxter, US

The Consulate General of Canada in Chicago informed us of a collaborative, funded research opportunity with Baxter <https://www.baxter.com/>, a Fortune 500 healthcare & medical device company that develops products to treat kidney disease, hemophilia, immune disorders, and other chronic & acute conditions – with headquarters in the Chicago region. Baxter is working with Halo, a platform that connects scientists directly with companies seeking specific research & technical collaborations. The Consulate has been in touch with both Halo and Baxter in order to promote this RFP opportunity to Canadian researchers, scientists, and start-ups. Please see the link here for the two open RFP opportunities with Baxter:

<https://www.halo.science/company/baxter>

<https://www.halo.science/research/hygiene/endotoxin-detection-technology>

<https://www.halo.science/research/hygiene/microbial-detection-technology>

Principal investigators, postdocs, PhD students, start-up companies, and other non-university entrepreneurs/researchers in any country are eligible to submit proposals. Please see the links above for further details and instructions on proposal submission. **The deadline for submission is October 31, 2021.**

If you are a researcher or start-up in Canada that would be a fit for some of these R&D collaborations and you have questions, are interested in applying or would like to learn more, please reach out to Molly Banuelos (Trade Commissioner, Life Sciences) at the Consulate General of Canada in Chicago via molly.banuelos@international.gc.ca

CHALLENGES & COMPETITIONS & ACCELERATOR PROGRAMS

Trade Accelerator Program (TAP) Women-Led companies Recruitment for Fall Cohort, Calgary

Calgary Economic Development recruits for another cohort of its Trade Accelerator Program with a focus on women-led enterprises. The Trade Accelerator Program helps companies with customized, face-to-face coaching and advice to navigate the complex global trade ecosystem. It also provided companies with access to a network of experts and thought leaders, allows them to get familiar with international best practices and helps them to develop and set up an export plan. For more information and to apply:

<https://calgaryeconomicdevelopment.com/ready-to-export/trade-accelerator-program/trade-accelerator-program>

Deadline to apply: October 25, 2021

Trade Accelerator Program (TAP) Recruitment for Cohorts in Edmonton/Northern Alberta for Fall/Winter 2021-2022

The Trade Accelerator Program (TAP) is an innovative 6-week initiative designed to accelerate the strategic development of your business and prepare you for an expansion into international markets. Designed to help small to medium-sized enterprises reach their global potential, TAP connects you with industry experts who help you develop and execute a personalized export plan. As a TAP alumnus, you will become part of a network of more than and 1,000 companies across Canada who are at different stages of their export journey. Next sessions for Northern Alberta start November 2, 2021 and February 16, 2022. Additional information is available online at www.edmontonchamber.com/tap

FUNDING

CanExport SME reopened application

CaExport SME, a funding program by Global Affairs Canada, which was paused in mid-June, has reopened application. The program is now accepting **new applications for a limited period from October 12, 2021, 09:00 AM EDT to October 29, 2021, 05:00 PM EDT. The program is accepting applications for projects starting in this fiscal year only (2021-2022).** Please note that CanExport SMEs is very competitive and the budget is limited. Only a limited number of projects will be approved. The program will begin accepting new applications in January 2022 for projects starting after April 1, 2022.

NEW TERMS AND CONDITIONS: CanExport SMEs has changed its cost-sharing formula to 50:50. The program now funds up to 50% of eligible costs for \$10,000 to \$50,000 in funding per project. The applicant is responsible for the remaining 50% of eligible project costs (in-kind contributions are not permitted. For detailed information: <https://www.tradecommissioner.gc.ca/funding-financement/canexport/sme-pme/index.aspx?lang=eng>

Life Sciences Fellowship Seeking Five new fellows

Innovate Calgary is actively recruiting for the next cohort of [Life Science Fellowships](https://innovatecalgary.com/life-sciences-fellowships/), offering support for emerging Life Sciences start-ups . Could you use \$200k in grant funding to launch and grow your Digital Health or Life Sciences start-up? The Life Sciences Fellowship is seeking FIVE new fellows to join the program with expression of interest applications currently open. The Life Sciences Fellowship delivers \$200k in startup grant funding, plus life sciences community and product development space, expert advising and professional development programming to support new and emerging ventures that are developing a solution to a compelling need in digital health or life sciences. The program includes salary support to fund a fellow, who has deep technical expertise (Master's level and beyond) and is eager to gain business development experience to lead the company as a senior executive.

Check out <https://innovatecalgary.com/life-sciences-fellowship/> for detailed information

Connect with Jane Desrochers jdesrochers@innovatecalgary.com to learn more.

Deadline to apply: November 15, 2021

If you have any questions about the above, please contact us for additional questions.

Best regards,

Svenja Chenikel

Trade Relations Unit, Alberta Ministry of Jobs, Economy and Innovation

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