



BCCC

Brazil-Canada Chamber of Commerce
Chambre de Commerce Brésil-Canada

BCCC Healthcare Networking Luncheon 2017

Friday, April 7th 2017

**Brazilian Delegation
Company's Profile**

KPMG Office

333 Bay Street, suite 4600 | Toronto, ON

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Welcome

Starting April 3rd, hundreds of investors, start-ups, enterprises and policymakers will be convening to do business in the healthcare sector for Toronto's first ever Health Innovation Week.

The Ontario Government in partnership with Global Affairs Canada will bring a group of Innovation, Technology and Business Development Directors and Vice-Presidents from a group of Brazil's most respected and innovative life science companies to attend various events during the Toronto Health Innovation Week.

Brazil's life sciences industry as a whole stands out in the Brazilian economy as a sector which is growing and in which companies are investing heavily in innovation, R&D and internationalization despite Brazil's larger economic challenges.

The attending companies are looking for different types of partnerships in Canada ranging from licensing agreements, purchasing technology, investment (through corporate Ventures, acquisition, and other forms) as well as different types of R&D partnership / co-development, etc). All of participating Brazilian companies have existing international partnerships in one way or another in the above forms. Brazil has aspects related to structure and current economic conditions which could leverage this industry's development: a strong scientific base, abundant natural resources, growth and aging of the population, the ascension of millions Brazilians to the middle class, increasing access to health care service and demand for sustainably produced food.

The Brazil-Canada Chamber of Commerce is very proud to have partnered with the Ontario Government, KPMG and TO Health to offer an exclusive networking luncheon on Friday, April 7th at KPMG Toronto office with the presence the Brazilian delegation, where you will have the opportunity to meet the companies, understand their needs and start conversations about future partnerships.

Frederico Marques
Chair of the BCCC

Ricardo Meirelles
Chair of the BCCC
Healthcare Committee

Carolina Albernaz
Director, Business Development



About the BCCC

Established in 1973, the Brazil-Canada Chamber of Commerce (BCCC) is a business Established in 1973, the Brazil-Canada Chamber of Commerce (BCCC) is a non-for-profit and independent business association held by the private sector with the primary objective of fostering stronger commercial relations between Brazil and Canada.

Headquartered in Toronto, the BCCC is composed of a volunteer Board of Directors, Industry Committees and a Chapter in Winnipeg, composed of renowned industries leaders and experts in doing business between Brazil and Canada.

The BCCC plays a vital role in linking players from private and government sectors who work together to strengthen bilateral trade and investments opportunities. The BCCC facilitates dialogue among Brazilian and Canadian companies and governments and assist our members in identifying key opportunities to expand their activities. As a forum that involves senior business and diplomatic corps with interest in Brazil and Canada, the BCCC keeps our members informed about the latest political and economic developments that may impact trade and investment between Brazil and Canada.

Our members represent a wide variety of business sectors, including but not limited to mining, oil & gas, infrastructure & real state, innovation, science & technology, education, health care, clean energy, pharmaceutical, agriculture, nanotechnology, as well as representatives of the Brazilian and Canadian governments and agencies.

BCCC MISSION: To strength and grow the link between Brazil and Canada.

BCCC GOAL: To become the trusted voice, primary point of contact and preferred networking forum for senior executives doing business between Brazil & Canada

5 MAIN REASONS WHY YOU SHOULD BECOME A MEMBER

1. The BCCC is the leading chamber of commerce in Canada focused on the Brazilian market and on trade and investment between Brazil and Canada.
2. Source of Information and Opportunities. The BCCC hosts conferences, workshops, and roundtable discussions with high-level representatives from business and government on a regular basis, providing our members with updated information about current economic, political and legal trends that may impact bilateral trade and investment between Brazil and Canada; Investment and trade opportunities in both Brazil and Canada; Key industries analysis and overview; How to access the Brazilian and Canadian markets; and cultural and business differences and similarities.
3. Promote your Company to the Right Audience. The BCCC can assist you in promoting your business and the activities your company is conducting in Brazil and/or Canada to a targeted and focused audience.
4. Offer a neutral forum to discuss government policies and strategies that may impact the business of our members.
5. Provide a networking forum for senior executives doing business between Brazil & Canada



Agenda

11:30 am
Registration

** Lunch will be served*

12:00 pm
Opening Remarks
Gordon Burrill, Partner at KPMG

12:10
Welcome Remarks
Marcelo Sarkis, Executive Director at BCCC and Chair of BCCC Innovation, Science & Technology Committee

12:15 pm
Brazilian Company's Introduction

12:45 pm
Networking Session

1:55 pm
Closing Remarks
Todd Barret, Commercial Consul for Ontario in Brazil

2:00pm
End of Event



Company's Profile



Albert Einstein Hospital is a major health system and academic hospital. It was founded in 1971 and includes 3 hospitals, an international accredited Laboratory, a Research and Innovation Institute, School of Medicine with undergraduate and graduate programs and many social responsibilities initiatives. The complex counts with 1.400 beds in operation; 34 surgery rooms attending 194,353 Patients/day

In 2015 the institution reached a surplus of R\$ 224.5 million BRL (approx. 92.5 million CAD), an increase of 27.6% when compared to 2014. Net revenue increased 10.5% to R\$ 2.2 billion BRL (approx. 906 million CAD), while operating costs and expenses increased 9.2% to R\$ 2 billion BRL (approx. 825 million CAD). Einstein invested R\$ 274.8 million BRL (approx. 113 million CAD), in programs focused on SUS, Brazilian Public Health System. It was the first Bone Marrow Transplantation Center in Latin America to receive FACT accreditation and accredited for autologous and allogenic transplantation.

HIAE works in close partnerships with governments for health assistance in various regions of São Paulo metropolis. The hospital's research and educational institute has already trained approximately 130,000 professionals and conducts hundreds of studies annually.

In 1996 and 1997, the institution was accredited by ISO 9001 in the areas of Laboratory, Blood Bank and Intensive Care Unit (ICU), which later spread to other areas. In 1999, HIAE achieved accreditation by the Joint Commission, the first hospital in the world to obtain such certification outside the United States. HIAE is also accredited by CAP (College of American Pathologists), the AABB, the Joint Commission for stroke (CVA) and Planetree.

ANNUAL TURNOVER: 2.2 billion BRL (aprox 906 million CAD)

NUMBER OF EMPLOYEES: Over 1.000

COMPANY INTEREST: Novel therapeutic modalities
Biologics
Novel diagnostic devices Remote health sensors
Digital health technologies
Medical devices
Genomics
Immunotherapy
Machine Learning applied to Decision Support

OBJECTIVES: Technology partnerships

Look for partners both from a Research, Scientific as well as for Innovation / ready to market. They have a very broad scope of interests since we provide all levels of healthcare services.



Company's Profile



Aché is a 100% Brazilian company, present in the pharmaceutical market for over 50 years. Net sales in 2016 were of 3.05 billion BRL (approx. 1, 25 billion CAD), 16% higher than the previous year. In 2016, Aché allocated 202 million BRL (approx. 84 million CAD), to its research and development (R & D) area.

The company employs nearly 4,500 employees and leads in the prescription market with a portfolio of 316 brands in 762 submissions for prescription, generic and OTC (non-prescription) drugs, and it also acts in the segments of skin cosmetics and nutraceuticals. It has products in 130 therapeutic classes and more than 20 medical specialties. The company is starting to work on Biotechnology with the creation of Bionovis. Aché exports to 12 countries in the Americas, Africa and Japan.

In recent years, Aché developed a strategic objective of growing through innovation, both radical and incremental, developed internally or through partnerships and alliances. It plans to present two new products to the market that are in the final stage of development in the molecular design and synthesis laboratory, which is part of the new Center for Radical Innovation, inaugurated last November at the company's headquarters in Guarulhos, in the metropolitan region of São Paulo. Between December and January, the company concentrated on migrating its research, which was being carried out by overseas partner laboratories, to the country, where 14 people, including one leading researcher, will give full attention to the projects. Those changes are connected to an internationalization strategy of the company.

Interest in new pharmaceutical technologies. Clinical development. Interrelation of human microbiota and human diseases. Probiotics and prebiotics

ANNUAL TURNOVER: 5.16 billion BRL (aprox 2.1 billion CAD)

NUMBER OF EMPLOYEES: 4.500

COMPANY INTEREST: Novel therapeutic modalities
Biologics
Targeted pharmaceuticals
Health info management solutions
Remote health sensors
Digital health technologies

OBJECTIVES: Product Sourcing
Technology Partnerships
Licensing
Clinical Development



Company's Profile



Geriatrics Group is the first private home care company in Brazil, and was founded in 1986 by Dr. Ricardo Rodrigues and Dr. Marenízia Rodrigues, with a vision of enhancing healthcare effectiveness through a interdisciplinary intervention at the comfort of the home, benefitting patients and their relatives.

The group has expanded and created other innovative care processes such as the Clinic Care, founded in 1998, as the first transitional care facility in Brazil, that is now in its expansion fase to 40 beds, and the Case Management program that acts prioritarily in top 5% of the riskiest and more costly members of the insured population, and has been achieving results such as a 60-70% reduction in hospital admissions, and ROI above 400% to our clients.

The Geriatrics Group has also been well recognized for its quality, being considered one of the three most admired companies in the home care segment in Brazil according to Conexão Home Care Portal, and having won multiple quality prizes such as Healthcare References from Live Healthcare (former IT Midia), among others

ANNUAL TURNOVER: N/A

NUMBER OF EMPLOYEES: between 500 - 1.000

COMPANY INTEREST: Health info management solutions
Remote health sensors
Digital health technologies
Assistive technologies

OBJECTIVES: Technology partnerships
Establish Company



Company's Profile



Biolab was founded in 1997 and is one of the 10 largest pharmaceutical companies in Brazil with more than 2,500 employees in three industrial units. It also has an office in Miami (USA) and a new RD&I Centre in Mississauga (Canada).

As part of the company's global plans, Biolab is opening a Research and Development (R&D) Centre in the Greater Toronto Area with an initial investment of R\$50 million BRL (approx. 18 million CAD). In the long term, this operation will count with 40 specialized professionals who will work in the 1,400 square meter new R&D facility centre.

Biolab expects to close 2017 with revenues of R\$ 1.5 billion BRL (approx. 536 million CAD).

The company focus on innovative drugs, which accounts for over 50% of its turnover, and invests 10% of its revenues on RD&I. Leader in the Brazilian market of prescription medicines in the Cardiology and Dermatology, Biolab also has significant acting in Gynecology, CNS, Gastroenterology, Rheumatology, Orthopedics, Pediatrics, Endocrinology, Geriatrics and Urology.

ANNUAL TURNOVER: 1.5 billion BRL (aprox 536 million CAD)

NUMBER OF EMPLOYEES: 1.000

COMPANY INTEREST: Novel therapeutic modalities
Targeted pharmaceuticals
Digital health technologies

OBJECTIVES: Product sourcing
Technology partnerships
Licensing
Distribution Agreements

They are looking for innovative drugs, either finished products to evaluate licensing agreements or late stage developments (Phase II) that we could develop partnerships in a variety of models, such as acting as co-developer and/or as financial investor



Company's Profile



With 90 years of history, Grupo Fleury is one of the largest and most respected medical and health organizations in Brazil, reference to the medical community and public opinion for its excellence in customer service, innovation and technical quality.

It has a complete portfolio in diagnostic medicine, performing, currently, about 3.5 thousand tests in 37 different areas including 55 million clinical analysis exams, 4 million imaging tests, 8.3 thousand employees and 1.7 thousand physicians.

Fleury reached revenue of R\$2.2bn million BRL (approx. 953 million CAD) and operational cash-flow generation of R\$ 508 million BRL (approx. 215 million CAD) in the LTM as from 3Q16.

The Group's business lines are:

- Patient Service Centers (PSC): 138 units in the first semester of 2016, corresponding to 83% of revenue and are distributed in the States of São Paulo, Rio de Janeiro, Rio Grande do Sul, Pernambuco, Bahia, Paraná and Federal District.
- Operations in Hospitals: account for 15% of revenue and perform exams and diagnostics in 17 hospital institutions.
- Reference Laboratory: medium and high complexity exams to other laboratories, hospitals and clinics throughout Brazil, enabling them to expand their range of offerings with unique diagnostic quality.
- Preventive Medicine: solutions in preventive health companies.
- Dental diagnosis: represented by 51% in Papaiz Group, a joint venture with Odontoprev, which has leading position in the market of São Paulo

Note: data in LTM from 3Q16, unless otherwise indicated.

ANNUAL TURNOVER: 2.2 billion BRL (aprox 900 million CAD)

NUMBER OF EMPLOYEES: 8.318

COMPANY INTEREST: Novel diagnostic devices
Digital health technologies

OBJECTIVES: Product sourcing
Technology partnerships
Licensing

Clinical diagnostic; genomics, bioinformatics, image analysis, tele medicine, big data, TI service, molecular diagnostic



Company's Profile



Libbs Farmacêutica has nearly 60 years of history and ranks the 9th position in value in the retail pharmaceutical market. In a year, it is produced more than 50 million units of drugs and 17% of its revenue is invested in R&D.

In 2015 it reached a turnover of R\$ 1.3 billion (approx. 540 million CAD), 16.6% was the increase in revenue in the first half of 2016, compared to the same period of 2015.

With a team of 2.500 employees, it has a portfolio that includes about 87 brands and more than 195 medicine presentations in the fields of cardiovascular, gynecology, oncology, dermatology, respiratory, and central nervous system transplant. It also produces various drugs (IFAs) that are used in the production and markets in Brazil and abroad.

The company is based in São Paulo, which is also a modern industrial complex in the municipality of Embu das Artes, where it is produced from the synthesis of active ingredients to the manufacture of medicines. Libbs will inaugurate the first monoclonal antibodies plant in an industrial scale in Brazil in 2016. Counting on an investment of R\$ 500 million BRL (approx. 207 million CAD), being R\$ 250 million BRL (approx. 203 million CAD) for the plant construction and the other amount invested in the conduction of clinical studies, Biotech Unit is South America's largest plant of biological production of treatments for cancer and autoimmune diseases. Nowadays, it is producing test batches of rituximab and bevacizumab and with marketing probably starting in 2018.

ANNUAL TURNOVER: 1.3 billion BRL (aprox 540 million CAD)

NUMBER OF EMPLOYEES: 2.500

COMPANY INTEREST: Novel therapeutic modalities
Biologics
Health info management solutions
Digital health technologies
Medical devices

OBJECTIVES: Product sourcing
Technology partnerships
Licensing

Their portfolio includes about 80 brands and more than 170 medication forms of the following specialties: cardiology, gynecology, oncology, dermatology, pulmonology, transplantation and central nervous system. They also produce several drugs (active pharmaceutical ingredients – APIs) used in their production lines and marketed to other industries in Brazil and abroad.

And their universe continues to expand: in 2016, they will initiate the production of biologics at the modern Biotec Unit that they are building in their complex in Embu das Artes. In addition to drugs and medications, they create two essential intangible products: knowledge and innovation. These are "active ingredients" that drive their advances and allow them to develop medications better and better.



Company's Profile



Sabin Group offer medical laboratory and radiology diagnosis focusing the patient wellbeing and security. The company was established in 1984 in Brasilia focused in clinical analysis and are the fifth largest diagnostic medicine group in Brazil. The company reached R\$ 730 million BRL (approx. 330 million CAD) in revenue in 2016 representing a 32% growth from previous year and aims to invest R\$ 100 million BRL (approx. 44.5 million CAD) in imaging diagnoses and business integration in 2017.

Sabin is present in 10 states with 225 service units distributed in Goiás, Bahia, Minas Gerais, Tocantins, Roraima, Amazonas, Pará, Federal District, São Paulo, Mato Grosso do Sul and Paraná processing 40 million exams in 2016.

ANNUAL TURNOVER: 730 billion BRL (aprox 320 million CAD)

NUMBER OF EMPLOYEES: Over 1.000

COMPANY INTEREST: Novel diagnostic devices

OBJECTIVES: Product sourcing
Technology partnerships

Medical diagnosis, focus in laboratory and radiology.



Company's Profile berrini ventures



Berrini Ventures is a leading healthcare accelerator dedicated to working with high-potential startups to address the healthcare system's greatest challenges. Currently host 4 startups in its portfolio: Avelã; Catálogo Hospitalar; Flowing and Vitta.

The initiative is supported by health companies that are reference in Brazil including Sabin laboratories, Qualicorp, Unitcare, Samaritano Hospital, Pfizer and Live Healthcare media.

ANNUAL TURNOVER: N/A

NUMBER OF EMPLOYEES: N/A

COMPANY INTEREST: Digital health technologies

OBJECTIVES: Technology partnerships



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An easy way to keep updated on all BCCC events and relevant information on commercial relations between Brazil & Canada!



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Brazil-Canada Chamber of Commerce - BCCC



Company's Profile



ACD / Labs

Advanced Chemistry Development, Inc., (ACD/Labs) was established in 1994 in Toronto, Canada, to bring software to the North American market. Over 20 years later our team has grown worldwide and we service customers globally.

We offer innovative scientific software and solutions to our customers to help increase the productivity and efficiency of chemical research and development. Our expertise lies in vendor-neutral spectroscopic data processing and prediction, property prediction, analytical knowledge management, and interactive reporting of scientific data. These software solutions integrate analytical data with chemical structures, and physicochemical and ADMET property prediction to help organizations protect and leverage valuable research knowledge.

Our clients and partners in pharmaceutical companies, chemical companies, academic institutions, and government organizations span the globe. We are recognized as the industry standard in NMR spectroscopy software and physicochemical property predictions; and a market leader in analytical vendor-neutral data basing, processing, and analysis.

Our main Platforms and Products can be seen at:

ACD/Spectrus Platform: To Collect, Analyze, Interpret, and Unify Chemical, Structural, and Analytical Data in a Live Searchable Environment

ACD/Labs Percepta Platform: To Provide Insight-driven Decision Support for Teams That Design and Synthesize New Chemical Entities

COMPANY INTEREST: Technology Partnerships

CONTACT PERSON:

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www.acdlabs.com



Company's Profile



Antibe Therapeutics Inc. (“Antibe”) is a diversified biotechnology company with two best-in-class divisions in pain and inflammation, and in regenerative medicine. Antibe's lead drug, ATB-346, targets the global need for a safer non-steroidal anti-inflammatory drug (“NSAID”) for treating chronic pain and inflammation with non-addictive medication. ATB-346 will be entering two larger Phase 2 clinical studies in the next 12 months to support a potential partnering event with a global pharmaceutical company. Antibe's subsidiary, Citagenix Inc. (“Citagenix”), is a leader in Canada in the sales and marketing of tissue regenerative products for oral and maxillofacial surgery. Citagenix is active in 15 countries, operating in Canada through its direct sales teams, and internationally via a network of distributor partnerships. Citagenix is leveraging its market leading position in Canada to pursue a global growth strategy in the dental biologics market.

PIPELINE & PRODUCTS: *Blockbuster Drug Pipeline in Pain & Inflammation.*
Antibe’s platform technology involves linking a hydrogen sulfide-releasing molecule to an existing NSAID to produce a patented, improved medicine. Antibe’s lead drug, ATB-346, delivered exceptional results in an initial Phase 2 study last year. ATB-352, the second drug in Antibe’s pipeline, targets the urgent global need for a non-addictive analgesic for treating severe acute pain, while ATB-340 is a GI-safe derivative of aspirin.

Commercial Portfolio of Dental Biologics.
Citagenix has grown a comprehensive portfolio of highquality, branded bone graft substitutes and dental barrier membranes that support guided bone regeneration. Citagenix is also pursuing two internal development opportunities that have best-in-class potential, low development costs and fast timelines to market (6-12 months).

STRATEGIC OBJECTIVES: *Monetization of Blockbuster Drug Pipeline.* Our development strategy for ATB-346 is to perform two additional phase 2 clinical studies with the goal of reaching a partnering event with a global pharmaceutical firm within 18 months (similarly, Antibe plans to partner its other drug candidates after they have successfully obtained Phase 2 proof-of-concept data).

Raise Non-Dilutive Funds from Regional Licensing.
Antibe is seeking regional partnering opportunities in markets outside of the U.S. and Western Europe to provide non-dilutive sources of funding for its clinical development activities (Brazil is a particular market of interest).

Grow Market Share in Dental Regenerative Medicine. Citagenix is pursuing a global expansion strategy with a goal of becoming an innovation leader in oral regenerative medicine. This includes: (i) portfolio expansion through the in-licensing of pre-approval and commercial products; and (ii) footprint expansion through the expansion of our distribution network in the U.S. and international markets (Brazil is a particular market of interest).

MEETING INTEREST: Ache Biolab

CONTACT PERSON:
Dan Legault | CEO | dan@antibethera.com
John Wallace | Chief Scientific Officer | john@antibethera.com



Company's Profile



AC Nova Technologies Inc (aka ATI Pharma) was incorporated in Canada in August 2008 in Canada as a Pharma and Medical devices company. The dental manufacturing division was spun off as Nova DenTech Inc in March 2011. The Pharma division (ATI Pharma) remains part of AC Nova Technologies Inc. The USA affiliate Company was incorporated in March, 2013

ATI Pharma is an over the counter pharma company that focuses on non prescription medicines that have human clinical research to support its non prescription claims. This makes ATI Pharma unique in that is an evidence-based Over the Counter (OTC) pharma company very like the OTC business model of Johnson and Johnson. Our Pharma products focus on either treating symptoms or preventing the onset of disease using natural ingredients that have been fully clinically tested both in the laboratory and in humans.

ATI Pharma has an exclusive world wide license for a patented platform technology from the University of Singapore (NUS). The license with NUS was signed April 1 st 2011. ATI Pharma has four products that focus on women's and men's health, bone health and cardiovascular health. In Canada over the counter non prescription medicines require regulatory approval and approvals have been obtained for Nutrapause and for Osteoprotect. We also meet the regulatory requirements in the USA for all four products and thus are ready to launch Nutrapause and Osteoprotect in Canada and all four products in the USA

With appropriate funding of \$500K to \$1.5 M our goal at this time is an aggressive launch plan since we have already completed the development and thus all 4 products are ready for launch. We require the funds to get the product on the retail shelf, to aggressively market the products and to pay for inventory and related operational costs. Our products include the following:

NUTRAPAUSE has been clinically tested for the treatment of menopause and perimenopausal symptoms in women (see brochure). Nutrapause is now ready to be launched in Rexall and IDA Guardian Pharmacy Chains in Canada and in Canada is already on the shelf in Safeway as of Q4, 2015. Once we have funded the product can be made available for launch first in Discount Drug Mart in Ohio and other Pharmacy chains identified by our USA Broker such as CVS Pharmacy etc. If we capture 1% of the menopausal market in the USA revenues for Nutrapause are projected at 25 Million. Video commercial on Nutrapause is found both on the Website www.atipharma.com and on the You Tube

CARDIOPRO IS A NATURAL TREATMENT FOR PATIENTS AT RISK OF DEVELOPING HYPERTENSION. Cardio Pro has been thoroughly tested in both the laboratory and in humans and found to contain a natural ingredient that vasodilates blood vessels. In humans this natural ingredient has been shown to lower blood pressure patients who have are pre hypertensive. Because we are non prescription medicine we cannot make hypertensive claims but CardioPro has a non specific claim as a natural product that supports cardiovascular health and will be ready for launch in the USA market at the end of 2015. Its cardiovascular claim is unique for a natural product and thus we expect a large market share. Revenues for this product will come from patients who interested in supporting and or preventing their cardiovascular risks. Projected revenues with 10% market share are \$250 Million



Company's Profile



OSTEOPROTECT for bone strengthening has Health Canada approval and is ready to be launched in Canada and USA at the end of 2015. Bone health is priority concern for most adults over the age of 50. OsteoProtect claims and to strengthen bones and ligaments which will not only be of interest to the baby boomers but also to anyone active in sports. With 2.5% market share in adults over 50 years of age this could be a 500 Million dollar market

ANDROPAUSE IS A NATURAL TREATMENT FOR SYMPTOMS ASSOCIATED WITH LOW TESTOSTERONE in Men and is ready for launch in the USA in January 2016. There are very few natural testosterone boosters on the market that are not steroid based products and therefore safe. Because we have a natural safe testosterone booster we expect at least a 2.5% market share in men over 50 years of age which could be as much as a 250 M dollar market.

Detailed breakdown of how we will use the 500K to 1.5 M investment funding requested. We need funding to launch at least 2 products but in stages we need funding for all four products.

Total Market Projection for all four products is 1 Billion dollars with aggressive marketing.

MEETING INTEREST: Ache
Biolab
Libbs

CONTACT INFORMATION:

Carmela Angus | CEO & Director | cangus@novadentech.com

Carmella Angus BScN, MSc. and MBA the founder of ATI Pharma is not only a licensed health professional but also a clinical scientist by training and therefore experienced in all phases of clinical product development. Ms Angus has launched several successful products for such top tier Pharma companies as Warner Lambert, Astra Zeneca, Pharmacia and Pfizer. Ms Angus was the key launch strategist for the marketing of Lipitor which went on to become a 12 Billion dollar product as result of its early launch strategies that allowed it to compete with 5 similar products on the market. Ms Angus has been in the health care industries for over 30 years and has experience not only with top tier global companies but also with successful start up companies. Currently she is Chairman of the Board for ATI Pharma for both Canada and the USA.



Company's Profile



We operate in seven countries, Canada, Brazil, Colombia, France, the US, the UK, and Ireland. In Canada, the US, UK and Ireland we use the Braithwaite name for our company. For Brazil and Colombia we are operating under the name Inventta + BGI, and are located in Belo Horizonte, Sao Paulo and Colombia.

In France, we operate under the name ACIES Consulting Group.

In Canada, we have locations in Toronto, Montreal, Vancouver and Calgary.

Our principal activity is to provide assistance to companies that wish to obtain R&D tax credits, government grants and sales tax refunds.

We are interested in learning more about what **Biolab Farmaceutica** does and how we could work together in the future.

CONTACT INFORMATION:

Bruce Braithwaite | CEO | bbraithwaite@braithwaite.ca



Company's Profile

Cellchem Pharmaceuticals Inc.

Healthy approach towards Holistic Life
Ever in pursuit of Excellence

A Canadian Company based in National Capital Region of Canada having operation in Canada, Africa, Caribbean and Central American markets. CellChem has niche products in market and developing portfolio for chronic disease. Currently we have more than 13 Rx products and more than 60 Natural products which are working as co-therapy and supporting the Rx Products. We have another 20 products in pipeline. We are developing the products in collaboration with Universities and CMO which are further manufactured for Canadian market.

CellChem can offer niche molecule for Brazilian market both chemical and biotech products. We can also develop the products on request or partnership

WHAT WE CAN OFFER:

Already developed products
Co-developer for Brazilian markets
Developing strong partnership for both Clinical and

bioequivalence performed in Canada

MEETING INTEREST:

Ache
Albert Einstein
Biolab Pharma
Libbs

CONTACT INFORMATION:

Umesh Kumar | ukumar@cellchempharma.com | +1-613-276-8076



Company's Profile



Dalriada Therapeutics Inc. (Dalriada) was founded in October 2016 by a leading medicinal chemist in Canada, Professor Patrick Gunning, with a mission to develop novel small molecule-based therapeutic technologies to battle diseases for which current treatments are suboptimal or non-existent. With broad expertise in drug discovery, the company's efforts are currently centred on the preclinical development of a novel class of small molecules, called DT1, in cancers of the blood and brain as well as proliferative skin pathologies. In addition to the development of DT1, Dalriada offers services in medicinal chemistry and custom synthesis.

DT1 SMALL MOLECULE THERAPEUTICS – UNIQUE 'CLOAKING' THERAPEUTIC TECHNOLOGY

A novel DT class of small molecule compounds discovered and developed in the Gunning Group, University of Toronto, has been demonstrated to exert highly promising anti-cancer and anti-psoriatic activity combined with exceptional 'druglike' pharmacological profile. Of particular significance, in preclinical mouse studies, DT has displayed unprecedented activity against an untreatable brain cancer, Group 3 refractory medulloblastoma, and acute myeloid leukemia. With strong activity against cancerous and psoriatic cells, DT class is non-toxic to healthy cells at therapeutic doses, is metabolically stable and can be administered orally, making it a highly promising drug candidate for multiple indications. DT1 exerts its therapeutic effect via its highly reactive warhead, which covalently modifies the cancer target. The warhead, however, is 'cloaked' and unreactive during the pharmacokinetic phase, owing to the unique conformation of this class of small molecules. This 'cloaking' technology results in high metabolic stability and lack of toxicity, despite the presence of a reactive functionality in the molecule.

CUSTOM RESEARCH SERVICES IN MEDICINAL CHEMISTRY

At Dalriada, we offer high-quality expert services in medicinal chemistry. Our services include design and synthesis of drug libraries for screen-to-lead drug discovery programs, lead optimization, and structure-activity-relationship studies. We offer consulting on optimization of drug's target engagement, metabolic stability, cell permeability, toxicity, BBB permeability, and oral bioavailability. Our team of expert PhD-level scientists is available to rapidly deliver libraries of drug candidates designed by the client or our company's support.

OPPORTUNITIES WITH DALRIADA:

- Out-licensing of novel small molecule therapeutics
- Investment opportunities
- Partnerships and collaborations in small molecule drug development
- Custom research services in medicinal chemistry
- Hiring expert synthetic chemists

MEETING INTEREST:

Albert Einstein	Ache	Biolab
Fleury Group	Grupo Sabin	Libbs

CONTACT:

Dr. Diana Kraskouskaya | CEO | diana.kraskouskaya@gmail.com
Dr. Patrick Gunning | CSO | gunning.patrick@gmail.com



Company's Profile **dapasoft**

Dapasoft is pioneering the future of healthcare apps and data interoperability. Dapasoft's iPaaS on Microsoft Azure enables legacy health IT systems and independent SaaS apps to work together seamlessly for improving quality and cost of care. Our iPaaS has pre-built and highly customizable adaptors ideal for easily building and quickly deploying custom healthcare integrations. Headquartered in Toronto, Ontario, Dapasoft is trusted by many global Healthcare Providers, Payors, and App Providers to power their business every day, integrating a wide variety of clinical, EHR, CRM, and health analytics systems.

Our approach sets us apart: We blend 14+ years of healthcare integration expertise on HL7, C-CDA, FHIR, and others with our highly flexible iPaaS and data exchange technology on Microsoft to bolster your business cost effectively and fast; in the cloud, on-premise or a hybrid environment.



COMPANY INTEREST: Healthcare Data and App Interoperability (HL7, FHIR)
Clinical application and analytics solutions
Population health analytics
Maternal and Neonatal Health
Healthcare machine learning

OBJECTIVES: Technology partnership (on interoperability, big data, and machine learning)
Reseller relationship
Licensing

MEETING INTEREST: Albert Einstein Hospital - Machine Learning applied to Decision Support, Digital health technologies
Geriatrics Group - Health info management solutions
Grupo Fleury - tele medicine, big data
Libbs Farmacêutica - Health info management solutions
Berrini Ventures - Digital health technologies

CONTACT: Jisesh Devan | jdevan@dapasoft.com | +1 416 886 7256

Company's Profile



The name Freight Partners (FPI) was chosen to match our business concept of having you, our customers, as our partners and us as an extension of your business. We at FPI take pride in upholding quality service and integrity every step of the way.

Our goal is to provide a wide array of transportation solutions and strategize with our partners to decide the most efficient and effective route for their shipments. This is what a diverse and flexible company such as FPI can do for you.

Freight Partners strives to remain on the cutting edge of freight forwarding by moving ahead and keeping up with the latest industry trends and regulations.

Our qualified staff are trained to handle accounts from the instant your call is received to the time your shipment is delivered. By providing this personalized service, our customers are guaranteed prompt and reliable freight solutions that suit all their shipping needs.

Communication with our partners is very important. 24-hour customer service representatives, and an online freight tracking service allow our partners to be fully aware of their cargo status.

Our worldwide partners and agents are chosen with our mission in mind. One of our key requirements is that they are freight forwarding experts in their respective markets. This ensures that our global colleagues provide the same quality service that we at FPI provide.

EFFICIENT & EFFECTIVE SOLUTIONS: Tailored to cater your needs in Air & Ocean Cargo, Ground Transportation, Custom Brokerage, Warehousing & Distribution and B13A/Canada Export Declaration.

CONTACT INFORMATION:

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Company's Profile



GeneYouIn (GYI) is a leading Canadian personalized medicine company.

PROBLEM: A key limitation of the current “one-size-fits-all” method of prescribing is that it cannot predict how specific patients will react to their medications. A patient’s inability to metabolize a drug can lead to adverse side effects, lack of therapeutic efficacy, and increased burden of disease, as well as the additional costs for healthcare payers.

Full-fledged implementation of PGx-guided prescribing depends upon physicians, pharmacists and their patients all being familiar with the process: when to order PGx; how to obtain and apply accurate PGx results; and how to utilize the insights over an individual’s lifetime

We spent \$24 billion every year on medications in Canada. About 1/3 is wasted as it doesn't lead to improved health outcomes. One of the major contributors to this waste is a mismatch between the individual's genetics and drugs being prescribed. Our flagship product, Pillcheck, effectively addresses this mismatch

SOLUTION: Pillcheck Medication Optimization combines pharmacogenetic profiling with an online medication review by Pharmacists. It addresses variability in medication response to improve the benefit/risk ratio for patients, and to reduce health care costs related to adverse or inadequate medication responses. Attending physicians and their patients each receive a comprehensive report outlining the patient’s responses to 100+ common medications, as well as a concise pharmaceutical opinion letter (1-2 pages). Pillcheck price includes a revenue share with the expert Pharmacists, providing medication review services. The Pillcheck platform includes: secure patient information sharing portal, bioinformatics, and healthcare provider education. The Pillcheck platform offers workflow support tools for case managers and healthcare coordinators. Pillcheck reports are regularly updatable. They have a lifetime value, meaning they can be used to optimize treatments whenever needed. The results include improved treatment efficacy and reduced side-effects, disability duration, and health benefits costs. GYI envisions genetic insights becoming standard inputs for optimizing the health and wellness of individuals.

TECHNOLOGY: Historically, access to genetic knowledge has been limited: not so much by sequencing costs but by the costs of analysis, interpretation and custom reporting. As a step towards automating genome annotation and reporting, we developed Pillcheck, a Software Enabled Service (SeS), a proprietary IT platform to optimize treatment to fit better with the individual inherited metabolic profile.

The Pillcheck digital health platform is a conduit between the clinical labs performing DNA analysis and end-users – consumers, primary care providers, and pharmacists. In 2016 GYI conducted a Practice Study with two flagship Shoppers Drug Mart pharmacies in Toronto. Pharmacists’ recommendations consisted of drug switches in 56% of cases, drug dose modification in 16% of cases, discontinuation of medication in 4% of cases, and continued monitoring in 25% of cases. Pillcheck automates and integrates tasks, which would otherwise require the services of a wide range of professionals. Hence, Pillcheck is a scalable and cost-effective platform. Pillcheck includes a drug response genetic test and a medication review completed by a specially-trained pharmacist.

Company's Profile



We have built CCCEP (Canadian Council On Continuing Education In Pharmacy)-approved online learning programs. Pillcheck helps patients and their doctors determine the correct medication and dose in order to improve the efficacy of medications and reduce the risk of adverse effects. This precision medicine approach reduces patient recovery time, improves drug safety, and informs treatment strategies, especially for individuals on multiple medications.

COMMERCIAL OPPORTUNITY:

GYI promotes Pillcheck as a Personalized Medication Optimization Service. Our channel partners include benefits management companies, health clinics and pharmacies. Through an established technology distribution alliance in Europe, we shall launch our technology in Scandinavia (pop. 35 million, healthcare system similar to Canada) in Q2 2017. Pillcheck is poised for rapid growth due to the convergence of several factors including: increasing cost of drug benefits for employers, growing consumer awareness of genetics, and patient empowerment. This represents over a \$3B market opportunity in Canada. GYI's genome analytics platform is compatible with all commercial genetic platforms. As new clinical guidelines become available, reporting on the new genetic markers can be added in a matter of days. Our technology can easily accommodate nutrigenomic and other types of genetic reporting.

CONTACT PERSON:

Veronika Litinski | COO | veronika@pillcheck.ca | +1-647-309-9043

Veronika Litinski is a company builder, health technology innovator and financier. Her expertise in launching innovative medical sector products, building teams and developing winning commercial alliances, underpin the growth trajectory at GeneYouIn. Veronika piloted the launch and development of Cognicity, a consumer digital health company. She was Practice Lead for Health Care and Life Sciences during the initial growth years at MaRS Discovery District. Veronika managed international Venture Finance Partnerships at GATX Capital in San Francisco (NYSE: GMT) and worked in cancer research at Lawrence Livermore Laboratory.

MEETING INTEREST:

Albert Einstein Hospital: Innovation collaboration in delivery of Pharmacogenomics to the health system

Biolab: Supply or license our technology as "white label" digital health platform for companion Dx; Collaborative projects in digital health & consumer engagement;

Geriatric: Supply or license technology, especially if Geriatrics group has good IT in-house. Our platform can be used for DE-PRESCRIBING. In a recent study in the US, the use of PGx testing reduced hospitalizations by 39% and ED visits by 71% in elderly patients taking multiple medications. Another study in polypharmacy population validated these findings by showing 52 % reduction in readmissions, leading to estimated \$4,382 per patient cost savings in only 60-days.

Grupo Fleury: Supply/license IT for providing pharmacogenomics testing ; Personalized medicine as health benefit available to employees. Objectives: Product sourcing Technology partnerships

Berrini Ventures: Technology licensing for Brazil



Company's Profile



HIGHLAND
THERAPEUTICS

NEXT-GENERATION DRUG DELIVERY TARGETS EARLY-MORNING RELEASE

Highland Therapeutics' novel drug delivery platform is designed to offer control over the timing of drug release and the duration of therapeutic exposure, enabling dosing at night for treatment effect starting the moment the patient wakes and lasting throughout the day.

Highland Therapeutics is an emerging pharmaceutical company that is leveraging a novel, oral, once-daily drug delivery technology designed to optimize the delivery of previously approved drug products. The proprietary DELEXIS drug delivery platform was specifically engineered to provide a consistent delay in the initial release of active drug after ingestion, followed by a period of extended release. This will enable drugs to be dosed at night to provide patients with the intended therapeutic effects immediately upon waking. The long absorption window extends these effects throughout the day.

DELEXIS uses a sophisticated microbead technology comprising two functional film coatings surrounding a drug-loaded core. The outer delayed-release (DR) layer comprises time- and pH-dependent polymers that provide a predictable delay in drug release. The inner extended-release (ER) layer comprises hydrophobic and pore forming polymers that regulate permeability and tightly control the dissolution of the active ingredient. "We have designed a combination of coatings that rely on different physiological phenomena to enable release of the active ingredient, which makes DELEXIS different from other modified-release products," said Bev Inledon, executive vice president of research and development at Highland Therapeutics. "By combining these different properties, we have been able to develop a product where the drug release rate is not dependent on any single factor, such as a pH trigger, site of release or gastrointestinal transit, which consequently minimizes inter- and intra-patient variability".

Highland Therapeutics was founded in 2008 by co-inventor of the technology and chief executive officer David Lickrish. Based in Toronto, Ontario, Canada, it operates through a wholly owned subsidiary, Ironshore Pharmaceuticals & Development, Inc. (Grand Cayman, Cayman Islands). The company's lead product candidates, HLD-200 and HLD-100, are novel formulations of the psychostimulants methylphenidate (MPH) and amphetamine, respectively and are being investigated for use in the treatment of children and adolescents diagnosed with attention-deficit/hyperactivity disorder (ADHD).

EXTENDED DELAY AND RELEASE

After ingestion, the DELEXIS capsule dissolves in the stomach and releases hundreds of beads into the digestive system. The DR layer is designed to remain intact until the beads reach the slightly alkaline ileum (pH 7.4), approximately six to eight hours after ingestion. The ratio of waxes and hydrophobic components in the DR layer and coat level—both of which affect wettability and the rate of erosion—also control the DR profile. As the DR layer breaks down, pores start to form in the ER layer, enabling a slow release of dissolved active ingredient from the drug-loaded core of the bead. Again, the ratio of polymers and the coating level regulate the rate of film wetting and permeability. For example, a hydrophobic ER layer with few pores would enable a slow release of the drug, as moisture would enter the core slowly.

Company's Profile



HIGHLAND
THERAPEUTICS

Data from a pharmacokinetic study in children and adolescents diagnosed with ADHD showed that after a single evening dose of HLD-200, the release profile of MPH was delayed by approximately eight hours¹. The extended delay and release profile of DELEXIS is intended to allow for control of ADHD symptoms upon waking and throughout the day (Fig. 1).

TARGETING A SIGNIFICANT UNMET NEED

Despite a range of existing stimulant medications, there remains a significant unmet need for clinically meaningful behavioral control of early-morning symptoms to enhance before-school functioning in children and adolescents with ADHD².

HLD-200 is the first MPH formulation designed for dosing before bedtime, and if it is approved by the US Food and Drug Administration (FDA), Highland Therapeutics believes that it may fundamentally change the way physicians treat ADHD. According to a recent physician survey commissioned by the company, an estimated 80% of physicians would inquire about symptoms during the morning routine upon FDA approval of HLD-200, and over 70% would likely prescribe the medication.

“By leveraging the advantages of DELEXIS specifically for ADHD, we seek to target the onset of drug release to coincide with the early morning, and provide effective treatment from the moment the patient wakes,” said Incedon. “The controlled release of MPH is expected to continue throughout the day and into the evening period, giving all-day coverage.” Two pivotal phase 3 trials are under way to evaluate the safety and efficacy of evening treatment with HLD-200 in children diagnosed with ADHD, and a New Drug Application is planned for 2016.

“Few studies have attempted to assess behaviors and functioning in ADHD patients during the morning routine,” said Lickrish. “The Before School Functioning Questionnaire, or BSFQ, provides physicians with a new tool for assessing patients during this critical time of day. We believe that, as awareness grows, physicians will start making questions about the morning routine a routine question, and adjust their treatment options accordingly.” The current trials were designed to build upon the results of an exploratory phase 3 trial (completed in 2014). In this study, subjects receiving evening dosing with HLD-200 showed improved control of ADHD symptoms compared to placebo, and the drug was well tolerated with a reported side-effect profile comparable to that of currently marketed stimulants.

Highland Therapeutics is developing a number of other drug candidates that utilize DELEXIS, including HLD-900 for binge eating disorder and two others (HLD-300 and HLD-400) for undisclosed indications. DELEXIS can also be applied to other therapeutic areas or drugs where there is a need for precise control over the onset and duration of drug release, site of drug absorption or therapeutic exposure.

CONTACT PERSON:

David Lickrish, President & CEO | +1 345 749 8171 | ceo@ironshorepharma.com



Company's Profile



The population health management approach is certainly changing the way healthcare is delivered to citizens. As a result, new clinical processes must be implemented where assessments and interventions carried out by clinical teams throughout the continuum of care should be provided in a coordinated way and in a timely manner. Consequently, there is an apparent need to meet the challenges associated with this clinical shift by producing significant enhancements in the clinical processes management and generating a positive experience in health services for citizens by effectively coordinating health promotion, clinical prevention and healthcare delivery while directing relevant information to the right person, in the right place, at the right time.

A NEW GENERATION OF CLINICAL DIGITAL PLATFORMS IS NECESSARY!

ACE Platform, developed by HOSPITALIS, assists healthcare providers to better support clinical processes and the clinical information continuity by planning, coordinating, monitoring and optimizing patient-centric trajectories of care and services. ACE Platform, with its patient-centric approach, enables dynamic health care coordination with the following functionalities:

- Trajectories of Care & Service
- Plan and coordinate clinical activities
- Clinical Documentation
- Gathering and sharing relevant clinical information (eForms)
- Clinical Guidelines & Decision Support
- Best practices in supporting the carrying out of clinical activities
- Clinical Analytics
- Measuring the outcomes and enabling continuous improvement
- Interoperability
- Facilitating integration and contextualization with external systems (HL7, FHIR, SOA)

ACE PLATFORM COMPETITIVE ADVANTAGES:

Adaptability: 80% customizable to local clinical practices and contexts by configurations that are managed by clinical super users.

Interdisciplinary: Ensuring clinical information continuity between clinicians, specialties and services.

User-friendly: 94% of adoption rate by clinicians with complete autonomy after three hours of training and two days of punctual assistance.

Autonomy: Complete transfer of knowledge to providers for managing and configuring, in an autonomous manner, all the content in terms of planned trajectories, clinical documentation and clinical guidelines

Rapid Implementation: Proven rapid implementation time with an average of 6 months for the first specialty and 2 to 3 months for the subsequent specialties.

Multidisciplinary: Supporting all the disciplines within a clinical team: medical, nursing, physiotherapy, occupational therapy, nutrition, social services, respiratory therapy, etc.

Multispecialty: Empowering care coordination (one install base) for different specialties such as physical medicine, mental health, geriatrics, pediatrics, oncology, surgery, neurology, traumatology, intensive care, etc.



Company's Profile



Continuum: Management of the continuum of care involving multiple providers.

Interoperability: Fully interoperable with existing systems using industry standards (HL7, FHIR, SOA, etc.).

BETTER CARE, BETTER HEALTH AT BETTER COST

Independent studies published by clients using the ACE Platform have clearly exposed the administrative and clinical outcomes. The platform has demonstrated remarkable outcomes, case in point shorter lengths of stay, increased patient care capacity, shorter transfer delays, decreased re-admission rates, better quality of care, etc. Tangible outcomes include:

Decrease between 23% to 31% of the length of stay in Geriatrics

Decrease of 34% of the length of stay in Trauma

Increase of 35% of patients admission capacity in Trauma

Decrease from several days to 2 hours of the transfer delay between Trauma unit and the rehabilitation centre

Increase of 11% of direct clinical time to patients

Furthermore, ACE Platform demonstrates remarkable benefits:

Direct access in real time to clinical information for better decision making

Real time sharing of the information between clinicians, services and providers

Decreasing completely redundant information gathering between clinicians

Standardization and optimization of clinical practices and clinical documentation

Real time traceability of all the clinical activities, documentation and notes

Full visibility on the clinical processes for better continuous improvement

Better longitudinal monitoring of patients health and outcomes

Enables monitoring of population health

MEETING INTEREST: Grupo Geriatrics
Berrini Ventures
Libbs
Ache
Albert Einstein

CONTACT INFORMATION:

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Company's Profile



Lucalex is a Toronto-based company founded in 2012 to structure business opportunities for mid-sized companies in Brazil and Canada. We help Brazilian companies become fully integrated in the Canadian business environment. While leveraging our Brazilian roots, our deep connections in Canada's business environment allow us to negotiate successfully and operate efficiently in the local market. We have a proven track record building and maintaining relationships in Ontario, where the company has an extensive business network.

We team up with experts to maximize the efficient delivery of value to clients, leveraging a strong network of collaborators experienced in the Brazil-Canada space. We work with seasoned professionals and companies with strong knowledge of the products and impeccable industry reputation in their areas (logistics, accounting, legal, marketing, taxation, financial services, etc.). Find out more about how Lucalex can help you internationalize and grow your business at lucalex.ca

CONTACT PERSON:

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Company's Profile



Mandala Group
connecting businesses + opportunities

Mandala Group is a business-consulting firm that has been in the market for over 15 years. We specialize in Trade Missions, Event Planning, Matchmaking and Market Intelligence for organizations and businesses intent on reaching the international arena.

Our mission is to expand international markets through tailored, turnkey solutions, trade missions, event management and market intelligence.

Our mandate is to provide our clients access to robust networks and personalized service that ensures every project is completed successfully.

We rely on our team of multilingual consultants and industry experts to provide 360-degree, wholistic solutions that meet, and often exceed your project's deliverables.

We work with companies and governmental organizations of all sizes, creating opportunities for expansion abroad, helping overcome and understand culture and business challenges. We keep our overhead low, our flexibility high and focus on forging relationships that yield results.

We have provided services in various sectors in Brazil and other countries, including:

Aerospace & defense

Arts & culture

Energy

Food & beverage

Local crafts

Ocean-based technology

Ports

Technology

Tourism promotion

Wood

Architecture

Décor

Finance

Heavy machinery

Mining

Oil & gas

Pulp & paper

Telecom

Transport

And many others

Having sourced buyers and products internationally, we continue to open communication channels and erase any doubts about developing strong ties between countries. Via local partners, we offer language services, concierge, meeting/event logistics and local transport solutions tailored for each client's needs.

CONTACT INFORMATION:

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Company's Profile

MarcM Consulting Canada is a regulatory affairs consulting company founded in October 2005 by its principal, Marcela Saad. With more than twenty-five (25) years of accumulated knowledge and extensive expertise in international regulatory affairs, industry-government relations and individual country business negotiations, MarcM's team focuses on the pharmaceutical, medical device, natural health product and related sectors of Brazil, Canada, the United States, Latin America, Europe and elsewhere.

MarcM focuses in helping clients to generate new business, growth and profits by bridging the regulatory and commercial divides within and between Latin America, Canada, the United States, Europe and othres. Offering business development and regulatory guidance built upon extensive industry expertise with specialization in the highly regulated and constantly evolving industries of pharmaceuticals, medical devices, IVDs, veterinary medicines, cosmetics, natural health products (NHP) and related over-the-counter (OTC) wares.

Whether a client is a large, established corporation or a small to medium-sized start-up, MarcM Consulting Canada has helped and continues to assist its clients to achieve timely, efficient and consistent market approvals in accordance with the particular needs of each client. Company services include, but are not limited to: (i) assistance with the preparation and filing of technical documents such as registration dossiers; (ii) support for the creation, update, review and annotation of product monographs, investigator's brochures, package inserts and product labels; (iii) assistance with the preparation and filing of quality templates, Drug Master Files (DMF), Site Master Files (SMF) and establishment license applications; (iv) preparation and delivery of internal regulatory and GMP training programs; (v) performance of on-site facility and systems audits as well as subsequent gap analyses; plus much more.

Furthermore, although it is not an integral part of its business, MarcM (as an adjunct to its contracted regulatory services) also offers Business Development assistance to its clients by sourcing and qualifying potential partners. MarcM connects a client with North, Central and South American pharmaceutical representatives from the public and private sectors including education, government, industry, logistics and distribution who may be interested in partnering with the client.

CONTACT PERSON:

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MEETING INTEREST:

Ache
Libbs
Albert Einstein
Berrini Ventures



Company's Profile



McDougall Scientific Ltd. ("McDougall" or the "Company") is a technology based contract research organization ("CRO") located in Toronto, Canada. Established in 1984, the Company provides statistical consulting and data management services to support all phases of clinical trials across a broad range of therapeutic areas primarily for clients in the pharmaceutical, medical diagnostic and biotech sectors.

As an established CRO, McDougall understands and implements the requirements and regulations to produce compliant (i.e. audit ready) trial results. This has resulted in the Company earning an enviable reputation for excellent quality and innovative trial designs and solutions at reasonable costs which positions the Company well for partnerships with mid-size pharmaceutical companies and the emerging biotech sector, as well as supporting post-marketing safety initiatives for the larger pharmaceutical companies. In addition, McDougall is a submission-ready company, and works well with the regulatory companies that are providing e-submission services for clients.

The Company is technology driven and statistically led, providing key insights into trial designs and drug development portfolios as well as supporting the resulting trials with a wide array of cost-saving and de-risking technologies. In addition to Electronic Data Capture ("EDC") across a number of platforms, McDougall provides IV/WR systems to control clinical supplies at each site and support simple to complex randomization designs centrally. The site payments, based on data entered and cleaned, can be calculated monthly and reconciled at the end of the trial. Protocol specific eTMF (Trial Master File – based on the accepted TMF Reference Model standard) secure trial document storage and reconciliation is also available.

McDougall is a Platinum member of the Clinical Data Interchange Standards Consortium ("CDISC"), sits on the Advisory Board, is a CDISC Registered Solutions Provider and hosted the first Canadian Study Data Tabulation Model ("STDM"), Analysis Data Model ("AdAM") and Extensible Markup Language ("XML") CDISC certified training course in May 2016.

OBJECTIVES: Establish clinical research based partnerships. The Delegate Companies would have the products, as part of a business plan, that would benefit from having a technical partner – statistical planning and clinical trial design and support, to fulfil the regulatory requirements of getting to the defined market

CONTACT PERSON:

Janet E.A. Mc Dougall | President | jmcdougall@mcdougallscientific.com



Company's Profile



Mespere LifeSciences Inc. is a technology-based medical device innovator focused on non-invasive, disruptive solutions in hemodynamic patient monitoring. Our mission is to replace invasive procedures with non-invasive solutions which are more cost effective, easier to use, safer, painless and help to improve patient outcomes. We are very excited about discussing the possibility of a partnership as we look to introduce our products across the globe.

Headquartered in Waterloo, Ontario, Canada, Mespere is ISO 13485 certified and holds numerous patents on its technologies and products along with FDA clearances, Health Canada licenses and CE marks. Mespere solutions are validated via clinical studies, and collaboration with key opinion leaders and research institutions globally.

Mespere LifeSciences is the first and only company with products that non-invasively and continuously monitor Central Venous Pressure (VENUS 2000) and Jugular Venous Oximetry (VO 100).

OUR PRODUCTS ARE IDEAL FOR USE IN:

ICU
Emergency
Long Term Care
Heart Failure Clinics
Anesthesia

OBJECTIVES:

Distribution
Technology partnerships
Market Expansion
Clinic research and collaboration

MEETING INTEREST:

GERIATRICS Levar Vida Aos Dias
Albert Einstein Hospital
Grupo Fleury

CONTACT PERSON:

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Mahnoor Sarwar | Marketing & Sales Associate | mahnoor.sarwar@mespere.com



Company's Profile



The Innovation Cluster is a not-for-profit that supports the formation and growth of entrepreneurs throughout Peterborough and the Kawarthas. Through our staff, sponsors and innovative partners, we strengthen innovation and entrepreneurial capacity, while growing our knowledge-based economy.

The Innovation Cluster provides The Cube, a downtown Peterborough incubator hub that provides space for clients to start and grow their businesses. Technology-based clients are provided access by the Innovation Cluster with an innovative space to work, along with various resources available including workshops, programs, and networking, to ensure they find their best path to market.

The Innovation Cluster partners with FastStart to provide youth entrepreneurs between the ages of 18-29 with access to opportunities for turning their innovative ideas into a business. The Cluster provides FastStart with a space in the The Cube to work on their business plan and collaborate with other entrepreneurs.

COMPANY INTERESTS: The Innovation Cluster supports entrepreneurs who specialize in technology innovations. The Innovation Cluster currently supports:

- Clean Technology
- Ag Technology
- Digital Technology
- Healthcare Technology

COMPANY OBJECTIVES: The Innovation Cluster provides various resources to ensure entrepreneurs excel at growing their business. Our objectives include:

- Strengthening entrepreneur capacity to improve economy;
- Supporting clients through dynamic programming to ensure enhanced results;
- Providing easy connection for access to funding, networking, and business opportunities;
- Promoting their innovative businesses through marketing and commercialization;

CONTACT PERSON:

Michael Skinner | +1-705-761-1933 | miskinner@innovationcluster.ca



Company's Profile



PlantForm Corporation is a privately-held Canadian biopharmaceutical company, commercializing a tobacco plant-based manufacturing platform, vivoXPRESS[®], for the low-cost production of high-value therapeutic protein drugs. Our pipeline includes biosimilar drugs with a focus on international markets including China, Europe, India, Latin America, MENA and North America. The company is also developing innovator biologics for niche infectious disease and countermeasures-to-bioterrorism markets. Our pipeline is funded through equity, government grants and contracts from non-profit organizations, such as the Bill & Melinda Gates Foundation. Established in 2008, the Company is currently raising \$10 million in a Series A round to advance its first product, a biosimilar Herceptin[®] (trastuzumab), into clinical trials.

TECHNOLOGY FOCUS: PlantForm's vivoXPRESS[®] tobacco plant technology platform is designed to deliver a wide range of biopharmaceutical products, including monoclonal antibodies, protein drugs and vaccines. PlantForm has established that its first antibody product, biosimilar trastuzumab, is directly comparable to the brand drug Herceptin[®], is equally effective in reducing the size and growth rate of breast cancer tumours, and can be produced at an economical cost in a scaled process. Human clinical trials are expected to begin in 2017.

COMPETITIVE ADVANTAGES: FAST, LOW-COST, VERSATILE, SCALABLE
PlantForm's plant-based process enables rapid product development and production timelines, and improves process consistency, reducing manufacturing costs by as much as 90 per cent compared to traditional production systems for biologic drugs. The technology features a unique molecular cloning system with minimal steps for speed and accuracy, and creates fully mammalian surface glycosylation to eliminate any risk of immunogenicity (immune response) in patients. The technology is available to other parties under contract and licensing arrangements.

INTELLECTUAL PROPERTY: PlantForm has submitted six families of patents to protect the core platform technology and its products, including the Company's biosimilar trastuzumab manufacturing process. PlantForm has been issued two U.S. patents and one in Australia, and has 14 pending applications.

PARTNERING: PlantForm entered into a partnership agreement with PharmaPraxis (Brazil) in 2014. The Joint Venture, named PlantPraxis, is focused on the development and production of biosimilar and biobetter antibody drugs for Brazil and other South American markets.

CONTACT INFORMATION:

Don Stewart | President & CEO | don.stewart@plantformcorp.com | +1-416-572-7795

Don Stewart is an entrepreneur and scientist with 30+ years of experience in the biotech industry. Founder and president of Alba Biologics Group. Director of Research for Cangene Corporation from 1997 to 2007.



Company's Profile



Prima IP is a Patent Agency registered with the Canadian Intellectual Property Office, founded by Marcelo Sarkis.

Marcelo founded Prima IP having practiced 26 years at a leading intellectual property boutique firm and an international renowned multi-disciplinary law firm.

Prima IP aims to provide quality intellectual property advice and services to multinationals, SMEs, start-ups and individual entrepreneurs with a focus on value.

Marcelo has extensive experience in the drafting and prosecution of patent applications and industrial designs in the pharmaceutical, chemical, oil and gas, medical device and mechanical areas and has advised clients on the procurement, management and assessment of intellectual property rights.

Marcelo has participated in many patent infringement and validity actions before the Federal Court of Canada. He has also advised foreign counsel in proceedings outside of Canada.

He is a Fellow of the Intellectual Property Institute of Canada, a registered professional engineer in Ontario, Chair of the Innovation Science and Technology Committee for the Brazil-Canada Chamber of Commerce and intellectual property advisor for Ryerson's Digital Media Zone (DMZ). He is also Canadian Co-Lead for the Sustainable Technologies/Green Energy Working Group of the Canada-Brazil Joint Committee for Cooperation on Science, Technology and Innovation.

The committee has been mandated by both the Canadian and Brazilian governments to oversee the implementation of the Canada-Brazil Framework Agreement for Cooperation on Science, Technology and Innovation, ratified in 2010.

Fluent in English and Portuguese, he is a sought after speaker having accepted invitations to speak in both Canada and Brazil.

CONTACT INFORMATION:

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Company's Profile



Since 2006, our mission at Think Research has remained focused on empowering clinicians with easy-to-use, evidence-based tools to deliver better care. At Think Research, we develop knowledge-driven tools that empower clinicians to provide the best evidence-based care, resulting in better outcomes. We're connecting clinicians, facilities, systems and entire healthcare teams with the highest quality content and the tools to put it into practice. Our beautifully-designed applications bring leading practices to the point of care. Our main product, PatientOrderSets, are being used in more than 75% of the hospitals in Ontario and are being used in hospitals in most Canadian provinces.

PRODUCTS: EntryPoint Platform - delivering secure cloud-based clinical applications
PatientOrderSets - ensuring success in value based healthcare with clinical evidence support at the point-of-care
eForms - streamlining the admissions process
ProgressNotes - facilitating collaboration across all phases of care to tell the whole patient story
SpotlightAnalytics - providing access to real time data and analytics for quality improvement
MedRec - accurately streamlining the medication reconciliation process across all phases of care
TxConnect - building collaborative evidence networks for healthcare organizations

10,000 clinical documents 4 partner applications
500+ organizations worldwide 9 years serving clinicians everywhere

Our products are housed in our integrated, customizable and cloub-based platform, EntryPoint. Our technology brings clinicians across the continuum of care together, making patient care more collaborative and seamless.

OBJECTIVES: to find opportunities and partners to enter the Brazilian market. In return we can offer help to enter the Canadian market

MEETING INTEREST: Hospital Albert Einstein
Grupo Geriatrics

CONTACT PERSON:

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www.thinkresearch.com





THOUGHTSPEED

Company's Profile

Supply Chain Management Software applications and solutions since 1985;

Since 2000, ThoughtSpeed™ has developed web-based SaaS applications™ which can be rapidly integrated and deployed to market;

Currently CPDN (Canadian Pharmaceutical Distribution Network) Independent Drug manufacturers' Order Management solution of choice since 2009;

Serving 26 Pharmaceutical Manufacturers and 3000+ Healthcare facilities in Canada. Secure and robust ordering platform with overall customer approval/satisfaction and many built-in features;

With over \$6 Billion in customer orders processed (Over \$850M annually), ThoughtSpeed™ has demonstrated time and again an outstanding propensity to complete complex projects for major clients on-time and on or under budget;

EHEALTHSYS™ ORDER MANAGEMENT SYSTEM FEATURES:

Common web portal for manufacturers, suppliers, and customers to enable e-commerce

- Order Management
- Returns Management
- Catalog & Pricing Management
- Shipment Tracking
- Inventory Synchronization
- Credit Card Processing
- Multi-supplier (Amazon model)
- Real-time Report and KPI Dashboards
- Multi-lingual architecture (English, Spanish, French)
- Inventory Demand Planning & Forecasting
- Electronic ordering of controlled substances & narcotic products

OBJECTIVES: ThoughtSpeed is interested in expanding the market for its products and services beyond North America and would like to further explore the Brazilian healthcare market, which is the largest in South America.

ThoughtSpeed would like to partner with a Brazilian company that focuses on healthcare solutions and whom could assist ThoughtSpeed penetrate the Brazilian market and would be interested in selling its SaaS solutions to Brazilian Healthcare companies or licence its products for use in the Brazilian market.

MEETING INTEREST:

Aché
Albert Einstein Hospital
Biolab
Grupo Fleury
Libbs Farmacêutica
Berrini Ventures

CONTACT PERSON:

Michael Neary | VP | mneary@thoughtspeed.biz | www.thoughtspeed.biz



BCCC
Brazil-Canada Chamber of Commerce
Chambre de Commerce Brésil-Canada

Notes and Contacts



Notes and Contacts



Notes and Contacts



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