BUILDING A
BIOTECH VENTURE

Health Innovation Hub

MEDICINE by DESIGN

PRIME
NEXT-GENERATION PRECISION MEDICINE

Talk Boutique
AGENDA

• Introduction to our partners: PRiME, Health Innovation Hub (H2i), Talk Boutique (Allison Brown)

• Program Overview (Allison Brown)

• PRiME's overview of the Networking Session

• H2i's ‘10 Point Plan’ to completing the Company One-Pager (Paul Santerre)

*This session is being recorded*
Phase 1: Information Session
Nov. 4

Team Building session (Nov 17, 2021)

Phase 2: Venture Development
January - April 2022

Teams apply to Phase 2 (Dec 1, 2021)

Phase 3: Pitch Competition
May 2022

Teams apply to pitch competition (April 19, 2021)
PHASE 1 - INFORMATION SESSION AND TEAM BUILDING

Program Information Session (Nov. 4, 2021, 1:00 PM – 2:30 PM)
• Introduction to H2i’s 10-point plan and business one-pager

Team Building Event (Nov. 17, 2021, 5:00 PM – 7:00 PM)
• Facilitate connections to form teams and strategize with team members

Application to Phase 2 Due (Dec. 1, 2021)
• Teams to submit their application documents which include business one-pager to apply for Phase 2

Eligibility for Phase 2:

• Proposed product or venture concept must have an application to regenerative or precision medicine.
• Team must have at least one member who is a trainee in a U of T appointed PI's lab.
• The recommended team size is 3 – 5 people (PIs eligible to join).
PHASE 2 - VENTURE DEVELOPMENT

**Workshop 1:** H2i Mentor Introduction Event (January)

**Workshop 2:** Intellectual Property (February)
   *With Karen Townsend, Counsel, Intellectual Property, Torys LLP*

**Workshop 3:** Clinical Translation and Regulatory Affairs (March)
   *With Siofradh McMahon, Director of Clinical Translation, CCRM*

**Workshop 4:** Demystifying the pathway through early-stage investment (March)

**Workshop 5:** Pitching for Success (April)
   *With Ian Keeling, Senior Speaker Coach, Talk Boutique*
PHASE 3 - PITCH COMPETITION (MAY 2022)

• 6 teams will be selected pitch their ventures to a judging panel of entrepreneurs.

• Winning teams will receive $25,000 (1st place) and $10,000 (2nd place) in research funding to advance their product concept or venture.

• Only teams who participated in Phase 2 are eligible to apply.

• Ahead of the pitch, venture finalists will have access to one-on-one pitch coaching through Talk Boutique to refine their presentations.
Wednesday, November 17TH, 2021
5:00 – 7:00 pm EST

Presented by:

PRIME

NEXT-GENERATION
PRECISION MEDICINE

In partnership with:

MEDICINE by DESIGN

H² Health Innovation Hub

Talk Boutique

Whether you have a team, are looking for a team, or just want to meet other people in the BBTV program – connect with your colleagues for an evening of networking and team-building activities!
Building a Biotech Venture

NETWORKING & TEAM BUILDING NIGHT
Wednesday, November 17TH, 2021
5:00 – 7:00 pm EST

- Rounds of “Science Speed Dating”
- Small Group Activity: Building Consensus Without Conflict
- Lessons learned and tips for productive collaboration
- Free networking
BUILDING A BIOTECH VENTURE
NEXT STEPS

1. Register for the team building session by November 17, 2021

2. Build your team (see Phase 2 eligibility criteria)

3. Develop your business one-pager (stay tuned for Paul Santerre's talk)

4. Apply for Phase 2 by December 1, 2021
OUTLINE/AGENDA:

- CAREER ENTREPRENEUR
- H2I, A SUPPORT CONTINUUM
- 10 POINT BUSINESS CANVAS
Approx. 85% of research clinicians/engineers/scientists apply their knowledge in non-academic settings, and starts-ups are rapidly growing segment of that setting because of the innovation and problem solving element involved, which is a attractive as a career.

A definition: Individuals who identify opportunities, allocate resources, and create value through the identification of unmet needs or opportunities.
ENTREPRENEURSHIP

Characteristic of entrepreneurship

- **Individuals Solving problems**: Creating product you would use

- **Iterating**: Building on existing ideas, refining over time

- **Reassembling**: Creating through reassembling known elements in new ways

- **Collaborating**: Talk and listen to those in the market

- **Asking questions**: Finding the customer problem and then developing the solution
ENTREPRENEURSHIP

The Solo Entrepreneur- Not!

![Graph showing the impact of having helpful mentors on funding throughout the stages of a business: Discovery, Validation, Efficiency, and Scale. The graph compares those who have helpful mentors with those who do not.]
ENTREPRENEURSHIP

While enabled by money, and revenue must be generated, it is not all or even mostly about the money!

Money is rarely the chief motivator for entrepreneurs

- Money: 5%
- Impact: 68%
- Experience: 27%
Where are you landed in this process
U OF T’S ENGINES OF INNOVATION
IN THE GREATER TORONTO AREA
A Growing Client Portfolio

Client Portfolio Growth

Companies by Category

- Intervention/Diagnostics: 32%
- Software: 38%
- Hardware: 30%

* Cumulative value generated includes nondilutive (commercialization grants and pitch wins), equity investment, and sales and revenue.
BY THE NUMBERS 2020-21

$32M GENERATED
H2i clients generated $32 million in economic value through sales, investments, awards, grants & contracts.

167 CLIENTS SUPPORTED
We supported 167 early-stage companies within the life and health sciences sectors.

28% WOMEN-FOUNDED
Our FemSTEM program helped grow H2i’s women-focused client portfolio by 92%, from 25 to 48 women-led ventures this year.

97 EVENTS HOSTED
Our programming portfolio saw over 1690 attendees at our events, workshops & seminars.

98 MENTORS ENGAGED
H2i mentors provided over 1660 mentorship hours to support H2i’s early-stage companies.

13,177 Website Visitors
1349 Social media subscribers
1070 Distribution list subscribers
Your MbD business Canvas: Once you have already the team, identified the problem, and have the technology you are at level 2. As a level 2 H2i company it will be H2i’s and this program’s goal to raise you close to a level 3 type venture, at which point we typically begin to see the ventures win competitive pitches, be of interest to industry mentors and industry experts, become candidate companies for CDL at Rotman, and find Angel level investment.

### Business Canvas Elements

- What is the problem you are solving?
- What is your value proposition?
- What is the size of your market?
- Who is part of your team; what do they bring?
- What is your technology & solution?
- Who are your customers, what is your revenue model?
- How will you go to market?
- Who is your competition?
- What is your financial plan?
- What are your key milestones?

### H2i Company Levels: Description

<table>
<thead>
<tr>
<th>Level</th>
<th>Description</th>
<th>Addressed Elements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Level 1: Education</td>
<td>0/10 elements addressed</td>
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<tr>
<td>Level 2: Discovery</td>
<td>2/10 elements addressed</td>
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<td>Level 4: Scale</td>
<td>8/10 elements addressed</td>
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</tbody>
</table>
THE 10 ELEMENTS

Problem
Market
Team
Technology/Solution
Customer/Revenue Model

Go To Market
Competition
Value Proposition
Financials
Milestones
PROBLEM

What is the major problem that you are solving?
Who has defined this need for you?
MARKET

What is the size of the market your solution will be addressing?
TEAM

What do each of your team members bring to the table?
Do you have any scientific/KOL/business advisors?
TECHNOLOGY/SOLUTION

What is your concept or solution?
How does it address your target market?
How does it solve the problem?
If you have or are planning on filing patents, do you have regulatory plans?
CUSTOMER/REVENUE MODEL

Who are your customers?
What is your business/pricing model for selling your product to these customers?
GO TO MARKET

How are you going to reach your customer base?
What is your health regulation pathway?
Do you have a cost for customer acquisition?
COMPETITION

Who are your competitors?
How do you compare?
VALUE PROPOSITION

How do you differentiate your solution from your competitors?
How does this differentiation address the problem?
FINANCIALS

What are your sales/cost/profit projections?
What would your ask be if you were raising money?
What are you looking to spend this money on?
What is your cash flow?
What is your exit strategy?
MILESTONES

What are your key product development and business milestones?
<table>
<thead>
<tr>
<th><strong>Device/Biologic/Software</strong></th>
<th><strong>Company Overview</strong></th>
<th><strong>Start-up name</strong></th>
<th><strong>Company Logo</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Founder/Co-founders:</strong></td>
<td><strong>Tagline</strong> (one sentence catchphrase identifying your product or company)</td>
<td></td>
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<tr>
<td><strong>Year Established:</strong></td>
<td><strong>Problem</strong></td>
<td></td>
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<tr>
<td><strong>No. of Employees:</strong></td>
<td><strong>Solution</strong></td>
<td></td>
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<td><strong>Management Team:</strong></td>
<td><strong>Market Opportunity</strong></td>
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<td><strong>Scientific Advisors:</strong></td>
<td><strong>Competitive Advantage</strong></td>
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<td><strong>Business Advisors</strong></td>
<td><strong>Milestones</strong></td>
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<td></td>
<td><strong>Optional: Go-to-Market and/or business model</strong></td>
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INTRODUCTION TO H2I: BY THE NUMBERS

JULY 23, 2021

Prepared by: H2i Executive Team
OUR MISSION
To educate, enable, partner, and facilitate early-stage entrepreneurs in the commercialization of health matters.

OUR VISION
To create culture, infrastructure, and momentum that translates discoveries and ideas into problem-solving designs, services and products, to foster the success of 100 companies over the next 10 years.
OUR MODEL: METHOD FOR SUCCESS

Our companies enroll in a 4-level program. To graduate, each company must define all 10 Business Canvas Elements. No one particular element is stressed more than others; there is no specific order.

**Business Canvas Elements**
- What is the problem you are solving?
- What is your value proposition?
- What is the size of your market?
- Who is part of your team; what do they bring?
- What is your technology & solution?
- Who are your customers, what is your revenue model?
- How will you go to market?
- Who is your competition?
- What is your financial plan?
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OUR TEAM

H2i is supported by an interdisciplinary executive team dedicated to entrepreneurial education and venture building.
MENTOR

Regularly engaged by H2i on a range of programming activities and ongoing 1-on-1 mentorship.

KEY OPINION LEADER (KOL)

KOLs provide occasional opinions in an aspect of some health business related topic.

ADVISOR IN RESIDENCE

A regularly called upon subject matter expert who engages with us on a range of programs and contributes directly to building curriculum elements.

REGULATORY AFFAIRS

ADVISOR IN RESIDENCE

Provides unique mentorship to H2i clients on the global regulation of medical devices, medicinal products and services, including technology-specific clinical trial and quality system requirements.
MENTORS 2020-2021

KOL

Baye Gullifon
Associate, Lumira Ventures

Ben Eder
Senior Director of Quality, Fluidigm Corporation

Bharat Srinivasa
Co-Founder & Principal, Amplitude Ventures

Bohdan Zabawskyj
CTO, RL Datix

Bradley Stroms
Senior Scientist, Sunnybrook Hospital

Brian Courtney
Scientist, Sunnybrook Hospital

Dobble Lin
Executive Director, Baobabering Ingulungk Ventures Fund

Dov Klein
Executive Lead, Supply Chain Transformation, Ontario Health

Evelyn Pau
Vice President, Investment Banking and Recruiting Lead, Bloom Burton

Geoff Ford
Senior Scientist, KITE, Unity Health Network

Graham McBride
Founder & President, LarchHill Capital

Graham Wright
Senior Scientist, Sunnybrook Research Institute

Helen Edwards
Previously MN Director, Clinical Informatics and Technology

Jane Drako
Surgeon in Chief, Chief of Perioperative Services, Hospital for Sick Children

Keta Green
Business Advisor, Fonken

Kawalpreet Singh
Project Manager, Research Operations & Innovations, Princess Margaret Cancer Center

Kelly Holman
Managing Director & Co-Founder, Genesys Capital

Karan Paulw Jassal
Director, Business Development, Hospital for Sick Children

Lawrence MacPhee
Partner, Beruskin & Parr LLP

Liam Kaufman
CEO & Co-Founder, Winterlight Labs

Marc Joachim
Senior Scientist, Sunnybrook Research Institute

Michael Gremmyn
Associate, Emerging & High Growth Companies, Osler, Hoskin & Harcourt LLP

Michael Hanne
Senior Business Development Officer, Office of Technology Transfer & Industrial Liaison, Sinai Health, LTRI

Michelle McManus
Managing Director, StandUp Ventures

Millie Liu
Founder, First Star

Nevor Halczyk
Principal, Grant Thornton LLP

Patrick Blitt
Senior Manager, Digital Health Product & Strategy, Shoppers Drug Mart

Paul Kudlow
General Partner & Co-Founder, North South Ventures

Paul Weber
Founder & Managing Director, OnPoint Ventures

Pong Fu
Managing Director, CBC Group

Peter Bloch
CEO, BresoTEC Inc

Peter van der Velden
Managing General Partner, Lumira Ventures

Pramit Malhotra
Partner, Pomona Ventures

Preetha Ramesh
Vice President, Operations, Future Sight Ventures

Richard Kim
Business Development Manager, RDP Associates Inc

Vincent Hadaw
Vice President, Investment Banking, Bloom Burton

William Shaw
Partner, Fonken

Charles Tam
Senior Manager, Regulatory Affairs, Intelligence & Governance for Canada, Edwards Lifesciences

Dannet Zylka
Senior Manager, Regulatory Affairs, Insulet Corporation

David Sealey
Associate Director, Regulatory Affairs, Janssen Pharmaceutical Companies of Johnson & Johnson

Frank Shannon
VP Clinical, Regulatory & Quality, Ripple Therapeutics

Jose Tramontano
President, Ironstone Product Development

Lianne Johnston
Founder, BDSEPOE Business Solutions

Michaela Shaw
Founder, Quality & Regulatory Consultant, Shaw Quality Solutions

REGULATORY, ADVISOR IN RESIDENCE

Gabriel Chisholm
M3i

Lindsy Rapkin
Field Application Specialist, Fluidigm Corporation

Charles Tam
Senior Manager, Regulatory Affairs, Intelligence & Governance for Canada, Edwards Lifesciences

Dannet Zylka
Senior Manager, Regulatory Affairs, Insulet Corporation

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Michaela Shaw
Founder, Quality & Regulatory Consultant, Shaw Quality Solutions

Gabriel Chisholm
M3i

Lindsy Rapkin
Field Application Specialist, Fluidigm Corporation
OUR CORE SERVICES

1. TRANSLATIONAL AND COMMERCIALIZATION MENTORSHIP
2. ENTREPRENEURIAL EDUCATION
3. NETWORKING EVENTS
4. FUNDING OPPORTUNITIES
5. PROFESSIONAL SERVICES
6. EQUIPMENT AND INVESTOR ACCESS
## Entrepreneurial Education Program Overview

<table>
<thead>
<tr>
<th>Activity</th>
<th>Number of Attendees</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Accelera Program</strong> (TR Talks, Accelera 2.0, Accelera 3.0)</td>
<td>437</td>
</tr>
<tr>
<td><strong>COVID Accelera</strong></td>
<td>114</td>
</tr>
<tr>
<td><strong>FemSTEM</strong></td>
<td>234</td>
</tr>
<tr>
<td><strong>KOL Practice Pitches</strong></td>
<td>59</td>
</tr>
<tr>
<td><strong>Go-To-Market: 3 Part Workshop Series</strong></td>
<td>156</td>
</tr>
<tr>
<td><strong>Collaborative Entrepreneurial Programs</strong></td>
<td>265</td>
</tr>
<tr>
<td>(Medicine By Design’s Building a Biotech Venture, LDFP Business Plan Competition, JLABS Virtual Pitch Competition)</td>
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<tr>
<td><strong>GMCA Business Fundamentals</strong></td>
<td>80</td>
</tr>
<tr>
<td><strong>Partnered Programs</strong> (ECHO, Ideation Clinic)</td>
<td>1000</td>
</tr>
<tr>
<td>PARTNERS</td>
<td></td>
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<tr>
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<tr>
<td><strong>Angel Groups</strong> These groups have interest in health and life sciences and understand longer development cycles. Select H2i clients were introduced to interested angel groups.</td>
<td></td>
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<tr>
<td>AngelOne, Archangel, Equation, GTAN, HaloHealth, Maple Leaf Angels, Northspring Capital Partners, North South Ventures, Southwestern Ontario Angel Group, York Angels</td>
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</tr>
<tr>
<td><strong>Community Partners</strong> More community partners engaged with H2i this year through our mentors and executive team.</td>
<td></td>
</tr>
<tr>
<td>CANHealth Network, CRANIA @ KITE Research Institute, ECHO @ TBEP, FACIT, Fundsquare, Ideation Clinic, JLABS, LSCDS, Leslie Dan Faculty of Pharmacy, LSO, Medicine By Design, MITO, OBIO, OCI, R&amp;D Capital, TRP, UTE, other UofT CLAs, U of T Tri-Campus</td>
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<tr>
<td><strong>Venture Capitalists</strong> This year we started working more closely with VCs in our KOL sessions.</td>
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<tr>
<td><strong>Industry Partners</strong> Have been increasingly contributing mentoring talent and discussing in-kind contributions for helping entrepreneurs develop their legal, regulatory and go to market strategies.</td>
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<tr>
<td>Autodesk, Baxter Canada, Bereskin &amp; Parr LLP, Bhole IP Law, Cassels Brock &amp; Blackwell LLP, Fasken, Grant Thornton LLP, Interface Biologics, Ironstone Product Development, Klick Health, Osler Hoskin &amp; Harcourt LLP, Wodlinger Consulting, Yocto Law</td>
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</tr>
<tr>
<td><strong>Hospitals</strong> More hospitals became partners in activities and continued to actively engage with H2i clients at company levels through practice pitches and project support.</td>
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<tr>
<td>Markham Stouffville Hospital, Hospital for Sick Children, Southlake Regional Health Centre, Sunnybrook Hospital and Research Institute, Techna Institute, Trillium Health Partners, UHN, Women's College Hospital</td>
<td></td>
</tr>
</tbody>
</table>
CLIENTS 2020-2021

**LEVEL 1**
**EDUCATION**
- Azadah Bojmehrani
- COVID19 RNAi Therapy: siRNA Candidates + In Vitro workflow
- Neurosim
- Nova Oral Healthcare
- OpenTracer
- RealMEd
- Ybt

**LEVEL 2**
**DISCOVERY**
- Acrescend Therapeutics
- Allegory Immuno
- Allegans
- Archipelago Genomics Inc.
- AIRIAL
- BetterMilk
- Bioenwave
- Bioml
- BioSenseTex
- Black Palm
- Boston AutoFlow
- BrainCore Technologies
- Cardian Diagnostics
- Cardinotic
- Cerivie
- Cytoscept Solutions Ltd
- Dandalian Biologics
- DAGRAID
- EduCare
- etHealth Access Inc
- Elings
- En Carte
- Ezrich Bioscience Inc
- Flipsing
- Epifluid Biotech
- Extra Woodoo 汶木隅
- Fimbro Labs
- Flare Bioworks
- GT Biotechnologies
- H6AX
- Health-Bridge
- Healthidge Innovations
- Heartventor
- InnatePeak
- Innovet Inc
- Inthehealth
- Isitiuation Style
- KardialeakH
- KardilSmarT
- LaserTech Inc
- Laser Guided Leperoscopic Suturing Device
- Leudad
- LifeScreen
- Master Mitochondrial Modulators (M3)
- MavenPharm
- Maven Diagnostics
- Master Sleep Monitoring Device
- MeckCare Inc
- MetabolIQ
- Micromausa Inc
- MyoThera
- NeuroICO
- Neuronage
- Nova Bio
- Norgyn Inc
- Ontario Health Hub
- OPTIOX
- Oral Probiotics against Dental Caries
- Orthoscan Inc
- Octoway Inc
- PaneraTCH
- Pathomics.io
- Pavan (No Venture)
- Pharmacy Diagnostics and Care (Pharmcare.com) Inc
- Pharmsenses
- Phoenix Pharma
- Piquity
- Prefix Care
- Previge Personalized Biomarkers
- Smart insole cardiac monitoring via bioimpedance
- SMS NanoTech
- SPARKED
- Spectraneus
- Steerable Guidewires for Diagnostics and Interventional Procedures
- Therapy Innovation Inc
- THEY OWN
- ThnioCraft
- ThnioXR Technologies
- Toothpod
- Trauma Tracker
- VISION AI
- Vive aiHealth
- Veneromax
- We Search Research

**LEVEL 3**
**VENTURE**
- 14-bit
- Able Innovations
- Aditur Health Inc
- ADVIM
- A1 VIAX INC
- Allura Life Science Inc
- Arne Bloodones
- Arterial Solutions
- Astro Medical
- Augmented Reporting (AIR)
- Cardiomics
- Cellular Analytics
- Caelyx
- CDSN Medical Corp.
- Corveto
- Digitalis
- EnVillent
- Gehi Technology Systems Inc
- GoodCarp Wellness
- Halocure
- Honeybee Hub Inc
- Hygienic Echo
- ImmunonBiochem
- Inner Analytics
- Integral Health (SMARTxact)
- IntaAGENT
- Intigex
- Inventor M.J. Inc
- IT Universo Ltd
- Ivory Digital Dentures
- Kumevoto
- Liberum Biotech
- Life Science Key Technologies (LSK)
- Luno HealthTech
- Magellan Biomedical
- MATCH Cardiomics
- MedExcel Ltd
- Medistream
- Mesosil
- Mitirino
- Mommy Monitor
- Myant Inc
- Nanology Labs
- Neuroscan
- Norsea
- MycoreCare
- Neuroniqa
- Novo Bio
- Norgyn Inc
- Ontario Health Hub
- OPTIOX
- Oral Probiotics against Dental Caries
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- Toothpod
- Trauma Tracker
- VISION AI
- Vive aiHealth
- Veneromax
- We Search Research

**LEVEL 4**
**SCALE**
- Bear Health Technologies
- Forcen (previously SensOR)
- Hypercare
- Medstack
- Pathcore
- PocketHealth
- Simulare Medical
- Trexo Robotics
- Warmus
- Winterlight Labs Inc
- Nuvola Neovertech
- Nutanix Corp
- Offsite Wearables Limited
- OrganonIK
- Osteo Sciences Inc
- Paradox Immunotherapeutics
- Palumos
- Polyren Therapeutics
- Paraphysenos Foundry
- Quantumpharma
- QuedroCon
- Rain
- SalesTech
- SensoMetrics
- Skiphair Biomedical Inc
- South West Exposure
- Spinal Biotech Inc
- Think Luna
- Tidbit
- XPAAN
<table>
<thead>
<tr>
<th>Program/Event</th>
<th>Date</th>
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<tbody>
<tr>
<td>Building a Biotech Venture</td>
<td>May 19, 2021</td>
<td>Pitch Perfect</td>
<td>October 2021</td>
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<tr>
<td>2020 Program Pitch Competition</td>
<td></td>
<td>Market Research Preparation</td>
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<tr>
<td>CDL Pre-Application</td>
<td>June 2021</td>
<td>Pitch Perfect 2021</td>
<td>October 2021</td>
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<td>Mentorship Program</td>
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<td>Investor Program</td>
<td>June – August 2021</td>
<td>Building a Biotech Venture</td>
<td>October 2021</td>
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<td>Focus Groups</td>
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<td>2021 Program Launch</td>
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<td>Bench to Business</td>
<td>June 24, 2021</td>
<td>FemSTEM 2022</td>
<td>January – March 2022</td>
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<td>Building Your Own Healthcare Venture</td>
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<td>Kick Off, Fireside at FemSTEM</td>
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<td>COVID Accelera Diagnostics</td>
<td>August 11, 2021</td>
<td>Ideation Clinic</td>
<td>February 2022</td>
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<td>Challenge Launch</td>
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<td>Ideation Clinic</td>
<td>September 22, 2021</td>
<td>Mental Health Awareness for Entrepreneurs</td>
<td>March 2022</td>
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<td>Prototype Demo Day</td>
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<td>Community Appreciation Night + Kick Off</td>
<td>September 2021</td>
<td>FemSTEM 2022</td>
<td>March 2022</td>
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<td>Pitch Competition</td>
<td></td>
</tr>
</tbody>
</table>
## PROGRAMMING (2021-2022)

<table>
<thead>
<tr>
<th>Program/Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>TR Talks (Accelera 1.0)</td>
<td>September – April (monthly)</td>
</tr>
<tr>
<td>Accelera 2.0 + Accelera 3.0</td>
<td>September – July (monthly)</td>
</tr>
<tr>
<td>COVID Accelera</td>
<td>May – April (quarterly)</td>
</tr>
<tr>
<td>KOL Practice Pitch</td>
<td>September – April (quarterly)</td>
</tr>
<tr>
<td>Ideation Clinic Workshop Series</td>
<td>September – April (twice a month)</td>
</tr>
<tr>
<td>GMCA Business Fundamentals</td>
<td>January – March</td>
</tr>
<tr>
<td>Professional Services Vouchers</td>
<td>Two calls per event year</td>
</tr>
<tr>
<td>One-on-One Mentorship</td>
<td>As often as the client needs!</td>
</tr>
<tr>
<td></td>
<td>(average 10 client meetings/week)</td>
</tr>
</tbody>
</table>

>100 scheduled events from May 2021 - April 2022
QUESTIONS AND DISCUSSION

Acknowledgements
- University of Toronto Entrepreneurship (UTE)
- Temerty Faculty of Medicine support for H2i