

# Looking to the Future of Canada's Life Sciences Market

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Canada is a prime destination for life sciences companies. The nation's life sciences sector is world-renowned and comprises MNE Pharmaceuticals (68%), generics (14%), contract services (9%), and medical services (9%). With more than 4.8 million post-secondary graduates in STEM and health care alone, Canada has one of the world's best-educated talent pools. (1)

In Canada, life sciences companies have unique access to world-class talent, funding, and innovation. This means they need industry specialists who can help them protect every aspect of their organization as new risks and opportunities emerge.

## A Snapshot of Canada's Life Sciences Sectors

### Pharmaceuticals:

Pharmaceutical companies - which include brand-name pharmaceuticals, drug firms, small to medium sized enterprises, and contract research and manufacturing organizations (CROs and CMOs) - focus on developing and manufacturing new medicines, generic pharmaceuticals, and over-the-counter drug products.

Canada houses the world's top ten largest (by revenue) biopharmaceutical companies, and pharmaceuticals is one of the most innovative industries in the country. (1) Canada is the tenth largest world market in pharmaceutical sales, which mostly comprises brand-name products (79.3%). (2)

Research and development in this sector has also led to the development of new or improved patented therapies, bio-equivalent copies of innovative drugs to replace them once they expire, and an emerging field of biologics and subsequent entry biologics (SEBs). (1)

As the healthcare landscape continues to evolve, CROs and CMOs have become a key part of this industry. These contracted services help expedite product development plans and increase manufacturing efficiency. (3)

### Medtech:

Canada is one of the largest markets in the world for medical devices, with strengths in medical and diagnostic imaging, cardiovascular devices, and assistive and rehabilitative devices.

Canada has the eighth largest medical device market in the world. From 2013 to 2018, medical device manufacturing in Canada saw a 28% GDP growth rate. (1) The medical

device sector manufactures equipment and supplies for export across the country and internationally.

This sector is constantly and rapidly evolving, and approximately ten percent of small to medium sized medical device companies have spun off of findings from academic and research institutes. (4)

With the increasing shift towards emerging medical devices, robotic surgery, surgical simulation, mobile health and wearables, this sector is expected to continue to see significant growth over the next few years.

### **Clinical trials:**

Clinical trials are research undertakings to test the effectiveness, efficacy and safety of new treatments and interventions.

With a publicly funded health-care system and world-renowned research clinicians, Canada makes an ideal testing ground for life sciences. For example, Ontario alone hosts clinical trials for all of the top ten largest pharmaceutical companies in the world. In fact, more than 3,200 clinical trials are underway in Ontario at any given time. (5)

## **A Business Opportunity for Brokers**

Life Science companies continually introduce new and exciting medical products and technologies that present unique risks. MedThree brings in-depth knowledge of the Canadian marketplace with an international capacity for the “rest-of-world” needs.

Industries We Underwrite:

- Pharmaceutical and Biotechnology companies (private and publicly traded)
- Medical device manufacturers and distributors
- Clinical Research Organizations
- Academic and Research Institutes

Our coverage spans:

- Products Liability / Completed Operations Liability (claims made policy form)
- General Liability (occurrence policy form)
- Legal Liability and No-Fault Compensation for Clinical Trials (claims made policy form)
- Property and Equipment Breakdown

For more details on coverage, visit our website.

*Like any insurance policy, not all risks are covered, and it is important to review the policy.*

*Content is current as of the date of broadcast and is subject to change without notice.*

Sources:

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