



# PHARMACEUTICALS LIVE HERE

As Canada's largest centre of life sciences activity, Ontario boasts an attractive location for growing pharmaceutical and biotechnology companies. Offering a collaborative ecosystem of partners, including hospitals, universities, research centres, incubators and multinationals — the province's pharmaceutical sector is helping the healthcare industry meet the challenges of today and tomorrow.

Ontario has more pharmaceutical companies than any other Canadian province, including global companies such as Sanofi Pasteur, Roche and GSK, and homegrown companies such as Apotex.

Our diversified sector, collaborative spirit and deep talent pool are creating pharmaceutical and biotech innovations that will improve healthcare delivery around the globe. Whether you want to expand your operations here or source some of the highest quality products and services in the world, Ontario is your pharmaceutical destination.

## ONTARIO'S PHARMACEUTICAL SECTOR BY THE NUMBERS

EXPORTS **~\$8.5B**  
IN GOODS ACCOUNTING FOR  
**64%** OF CANADA'S  
TOTAL

ONTARIO'S RESEARCH INTENSIVE  
HOSPITALS EMPLOY ALMOST **22,000**  
RESEARCHERS AND RESEARCH STAFF AND INVEST  
**\$1.7B** IN RESEARCH AND DEVELOPMENT

GREATER THAN **50%**  
OF THE TOTAL CANADIAN  
PHARMACEUTICAL  
ECONOMIC ACTIVITY

**10** OF THE  
WORLD'S TOP  
PHARMACEUTICAL COMPANIES BY  
REVENUE AND OTHERS ARE CONDUCTING  
ACTIVE CLINICAL TRIALS

**47** UNIVERSITIES AND  
COLLEGES PRODUCE  
**OVER 65,000**  
STEM GRADUATES EACH YEAR

**OVER 32,000**  
PEOPLE WORK IN OUR  
PHARMACEUTICAL INDUSTRY

## ONTARIO'S EXPERTISE AND LEADERSHIP

The same spirit that led to the discovery of insulin in Ontario a century ago is now leading to the game-changing technologies underlying personalized medicine and synthetic biology.

- Regenerative Medicine
- Clinical Trials
- Genomics
- Biotechnology
- Drug Discovery
- Automation
- Internet of Things
- Artificial Intelligence



[Ontario's diverse workforce] provides us with skilled employees who may have arrived in Canada with years of experience. [...] It immediately adds value to our workforce."

ATIF ZIA  
PRESIDENT, NOVOCOL PHARMACEUTICALS INC.

## ONTARIO'S VALUE PROPOSITIONS

### 1. TALENT

71% of working adults possess a post-secondary education



### 2. INNOVATION ECOSYSTEM

Business, academia and government work together to drive bold ideas to market

### 3. COMPETITIVE COSTS

Some of the lowest corporate taxes in North America  
Save up to 50% on after-tax R&D expenditures  
Source high quality products and services that are extremely cost-competitive



### 4. ACCESS TO GLOBAL MARKETS

A short distance to U.S. hubs  
Free trade agreements with 51 countries

### 5. DIVERSITY

People from 150 countries  
Over 200 languages spoken



## WHO'S HERE

- AbbVieAmgen
- Apotex
- Baxter
- Bayer
- Blue Rock Therapeutics
- Deep Genomics
- Fusion Pharmaceuticals
- GSK
- Johnson & Johnson
- Novartis
- Novocol
- Octane Medical Group
- Patheon
- Pfizer
- POINT Biopharma
- Resilience
- Roche
- Sanofi
- Takeda
- Teva
- VBI Vaccines

#### FOR MORE INFORMATION ABOUT ONTARIO'S LIFE SCIENCES SECTOR:

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All figures are in Canadian dollars unless otherwise noted.  
This information is accurate at the time of printing.

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Printed in Ontario, Canada.