



From concept to commercialisation,
we support **innovators** who develop
technologies improving the healthcare of
tomorrow

2023



MEDTEQ+ INDUSTRY CONSORTIUM



Created in: **2013**

Industry type: **Not-for-profit organization**

Initially started in and funded by:

Québec 



GRANTS

Grants to academia for industry-led projects

200+ approved projects

total value **\$80+M**

involving **200** partners, plus **67** with the QC **Ministry of Health/Innovation Bureau/INESSS**



**ECONOMIC
DEVELOPMENT +
CLINICAL IMPACT**

MEDTEQ+ INDUSTRY CONSORTIUM



Since : 2017

**Centre of Excellence for the
Commercialization of Research**

Supported by:



Canada

Mission: To support the integration of health technologies in Canada.



Provide **investment** to innovative startups and SMEs in the commercialization phase



A fast-track to evidence data generation for medtech companies by and in collaboration with clinical sites in Quebec, Canada and abroad.

THE MEDTEQ+ NETWORK

INDUSTRY

GOVERNEMENT

PARTNER

BEACHHEAD™

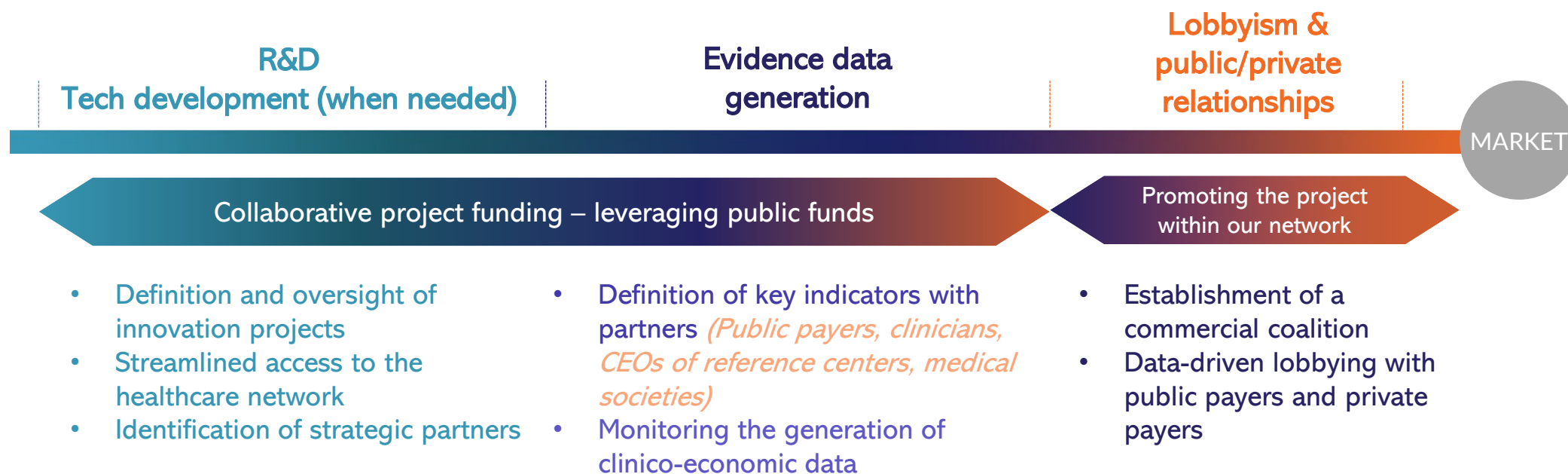
HEALTH NETWORK

ACADEMIC

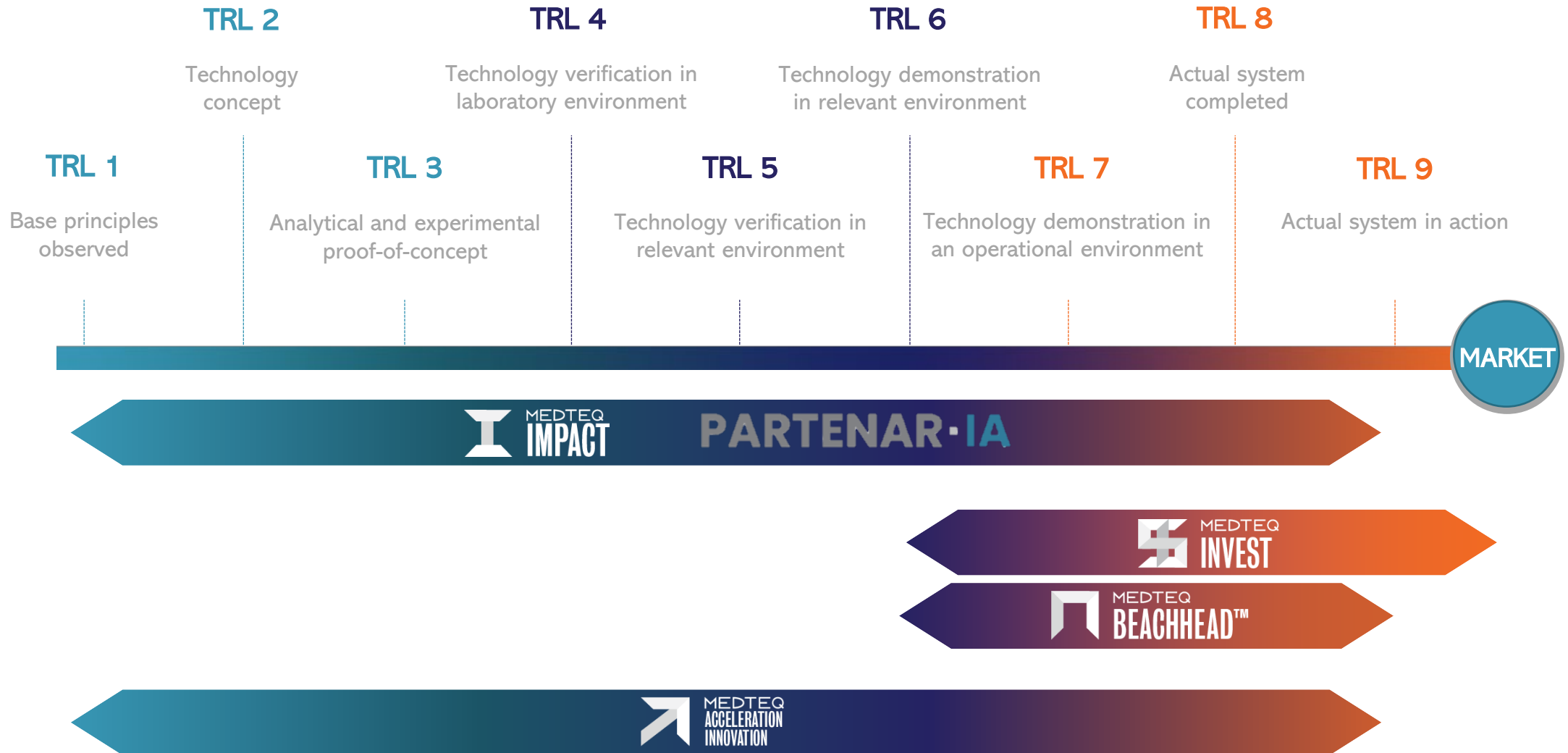
INTERNATIONAL

MEDTEQ+ Commercialization Approach

- Here is the methodology we have designed to meet the needs of our industry members aiming for short-term commercialization:



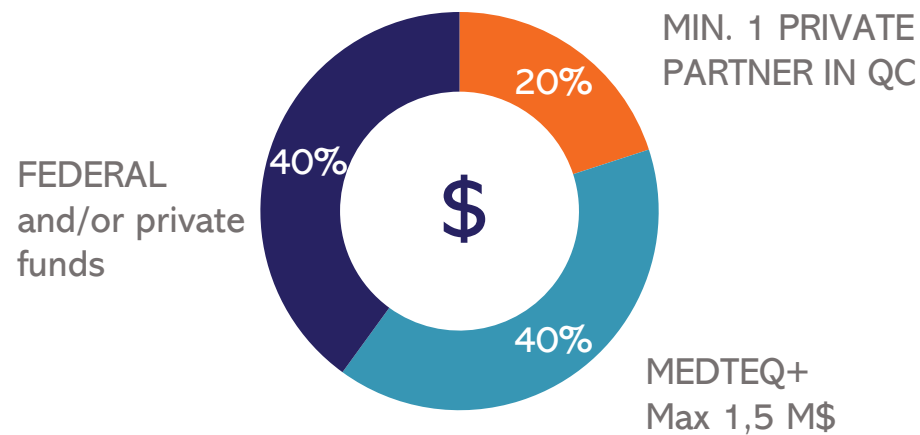
SUPPORT ACROSS THE CONTINUUM



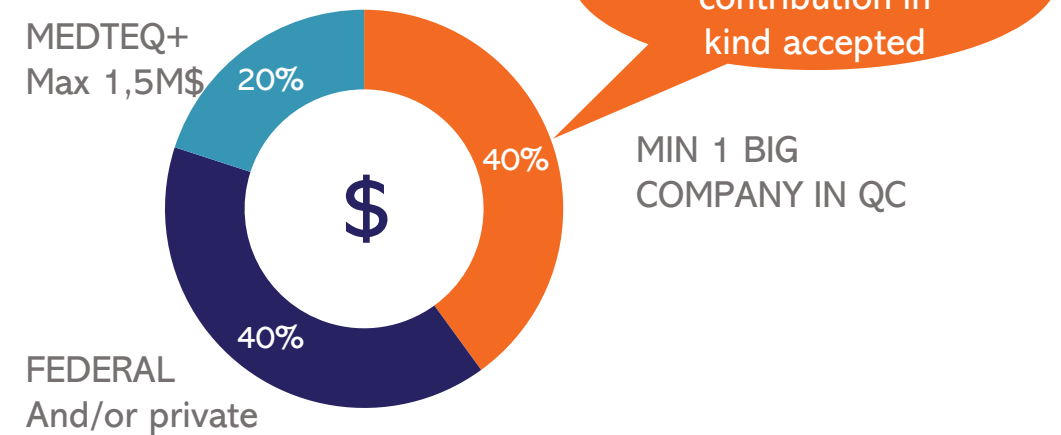
MEDTEQ+ IMPACT FUNDING MODALITIES



- Grant funding for collaborative projects targeting innovation or validation in real care settings
- Industry partner + academic or clinical partner in Quebec
- Application every quarter



Total projects with max. leverage 3.75 M\$
START-UPS AND SMEs



Total projects with max. leverage 3.75 M\$
MULTINATIONAL/LARGE COMPANIES



100+ FUNDED PROJECTS

+\$80M

IN PROJECTS
TOTAL VALUE

43

COFUNDED
WITH MITACS

33

COFUNDED
WITH NSERC

394

EXPECTED SCIENTIFIC
PUBLICATIONS

162

INDUSTRIAL AND
ACADEMIC
PARTNERS

176

PARTICIPATING
ORGANIZATIONS

404

TRAINED STUDENTS
DURING PROJECTS

Projects per themes:

- Optics-photonics: 10
- Augmented reality / virtual reality: 8
- AI/ICT: 73
- Cancers: 23
- Mental illnesses: 10
- Neurological illnesses: 10
- Respiratory diseases: 18
- Diseases of the heart and blood circulation: 17
- Musculoskeletal disorders: 10

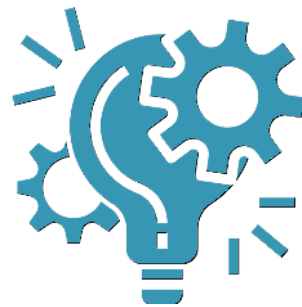
THE BEACHHEAD™ PROCESS



Partnership between centers of excellence and companies for streamlined evidence data generation for VALUE-based innovation



Access to KOLs,
platforms, data...



Controlled process in
real care environments



Collaborative
approaches



To accelerate
technology
adoption

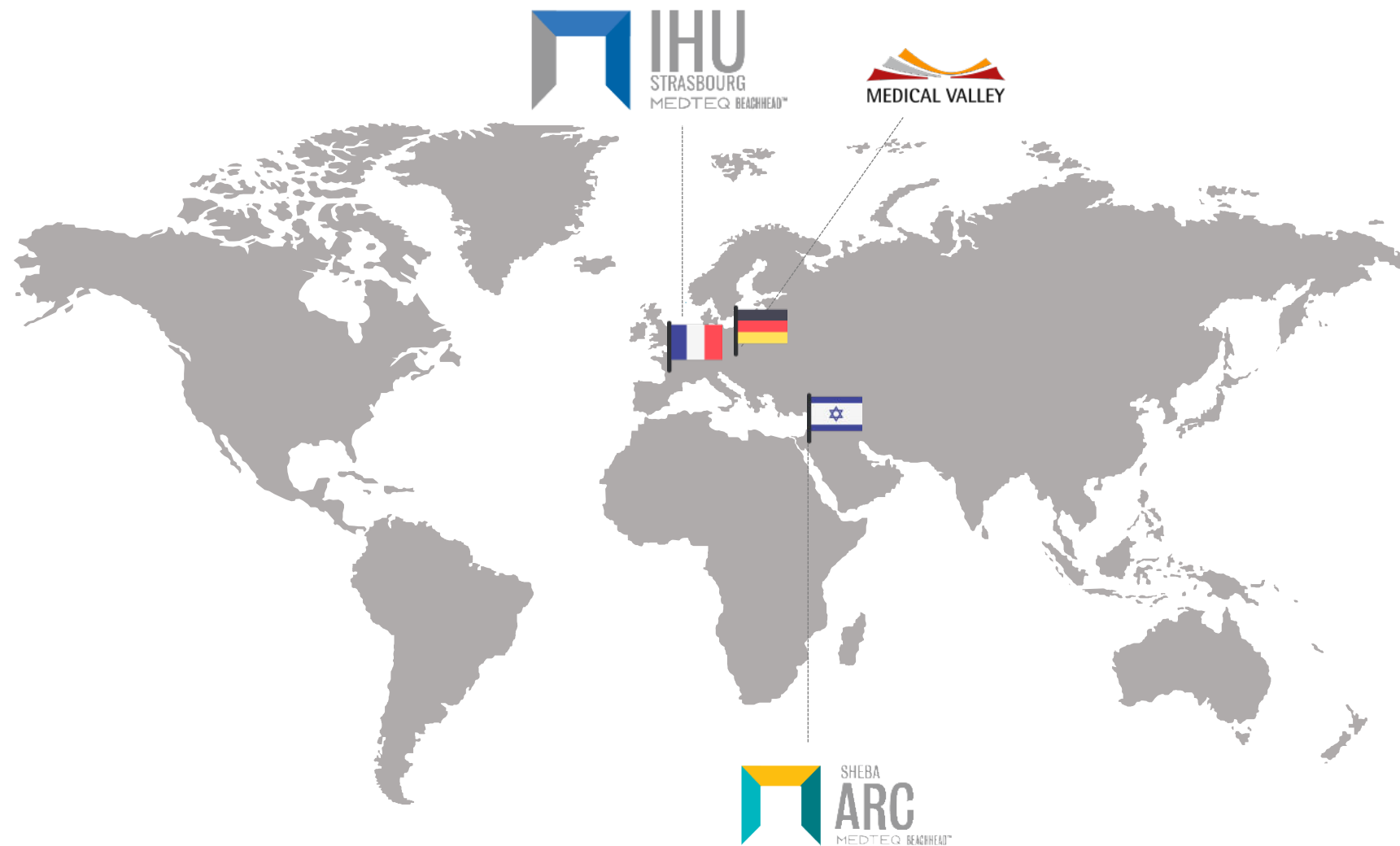
Each project with its commercialisation committee and steps to generate the needed evidence data

THE BEACHHEAD™ NETWORK IN CANADA



Confidential

|... & INTERNATIONAL



INVEST PORTFOLIO

Aerial

GRAY

MYO1

SeamlessMD

aifred

HALEO Clinic

Nanology Labs

Sonic Incytes

ARBUTUS MEDICAL

innOvere

Optina DIAGNOSTICS

spinologics

Ayogo

LUCID

reveal SURGICAL

SPRING LOADED

densitas

MIMOSA Diagnostics

Rna DIAGNOSTICS

swiftsure™

eli

MIMV

SACCADE ANALYTICS
AN EYE ON SOLUTIONS

THORASYS™

MEDTEQ+ FUND I facts

- 24 Canadian startups, 11.5M\$ invested, total rounds 130M\$ (11x leverage)

- Unique positioning, unique recipe

- Top 5 most active investor by deal stage in 2019
- Top 5 most active Canadian public financial institution 2020



- Co-investors: angels, family offices, banks, VCs, corporate VCs



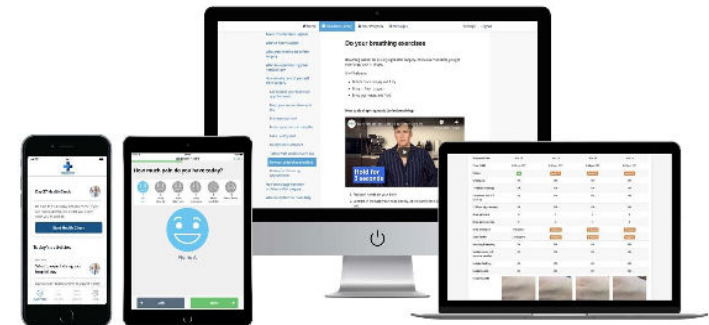
MEDTEQ+ FUND I example of impact

Digital platform for hospitals to engage, monitor and stay connected with patients across healthcare journeys. Tracks and optimizes a patient's progress through their episode of care in different verticals by accessing digital care plans.

Clinically proven to save \$8,100 per patient and reduce readmissions (-72%), length of stay (-2days) and ED visits (-62%).

Collaborative project + INVEST + propulsion

SeamlessMD

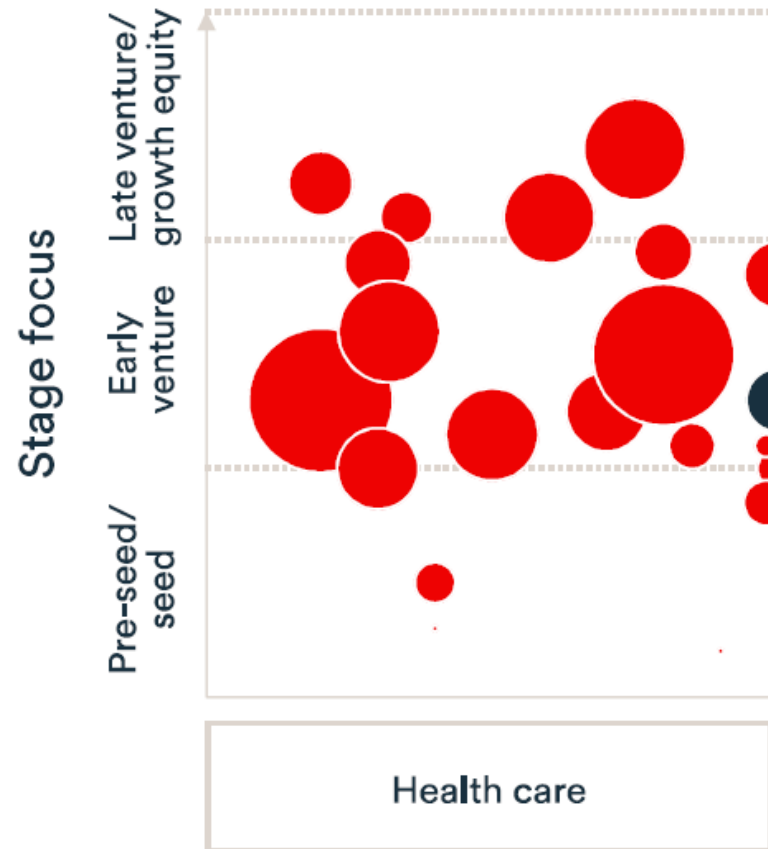


MEDTEQ+ FUND I learning

- **Privileged dealflow** via our projects in Canada with unique view on the startups' development
- **Unique de-risking strategy**, key role as **lead** investor
- Large and **active ecosystem** involving multinationals as co-developers, mentors and funders
- **Pulls the ecosystem upwards**: we can afford to target less perfect startups, ignored by other funds, and turn them into Canadian champions through our various tools
- Model adapted to medtech

Startups need funding and guidance, but many also need an active involvement in their operations, governance and business plan execution

MEDTEQ+ FUND I positioning



- Not enough support for Canadian medtech/healthtech Pre-seed/Seed companies
- Not enough robust companies reaching the series A stage
- Risk of downstream pipeline drying up

WHY PARTNER WITH MEDTEQ+ ? *NETWORK MEMBERSHIP*

TOP 3 REASONS

- **Network and insights**

MEDTEQ+ creates spaces where its members can get access to key opinion leaders (KOL) in the Canadian medtech ecosystem, attend exclusive summits and seminars, and gain access to eminent health care centers

- **Operational synergies**

Work with strategic partners, future buyers and potential customers through collaborative research projects

- **Projects funding**

Your project can be partially financed by MEDTEQ+ grants and investments



MEDTEQ⁺
L'INNOVATION POUR LA SANTÉ
INNOVATION FOR HEALTH

THANK YOU !!

miled.bourourou@medteq.ca
charles-xavier.owens@medteq.ca



@medteq_ca



www.medteq.ca

