SPINUP

# Affordable Wet Lab Incubation for Early Stage Startups

UNIVERSITY OF TORONTO MISSISSAUGA

DEFY GRAVITY

> The University of Toronto Mississauga drives life science innovation. World-class researchers, students, and partners come together here to launch startups that promote health, prosperity, and vitality in our communities and around the world."
>
> **Alexandra Gillespie,** Vice-President, University of Toronto, and Principal, University of Toronto Mississauga

# Contents

# This is the Place for Life Science Innovation

Scientific innovation starts here. UTM—Mississauga's campus of Canada's top university—helps make our community one of the world's great catalysts of discovery, entrepreneurship, and health-promoting change.

Together, with public and industry partners, we develop disease-fighting therapies in North America's greenest life science labs and pursue solutions for diabetes in Canada's largest community hospital system. UTM's researchers enhance precision surgery, improve vaccine design, and create diagnostics for women's health. Our community prepares the next generation of top scientific talent in first-in-Canada experiential programs, including in forensics, biotechnology, and biomedical communications.

It all happens here—and more, too, on one campus of a University of Toronto system that gives scientists a distinct advantage. U of T ranks in the top 50 globally in more research and teaching fields than any university on earth. on earth. This breadth of expertise opens unique opportunities to form impactful partnerships and to lead innovation for what matters most.

U of T launches more research-based startups than any other university in Canada. Over the past ten years alone, these companies have raised more than $2.5B in external investment and powered positive change across all walks of life: from quantum computing to precision medicine. Our work believes that change starts at home, here in one of the world's most diverse city regions and fastest growing business hubs. This place drives scientific innovation; and we're excited to do it with you in our latest opportunity for early-stage entrepreneurs: SpinUp.

U of T:
The place
for scientific
innovations.

# Helping Startups Thrive: Supports at SpinUp

SpinUp gives early-stage science entrepreneurs access to:

Biosafety level 2 wet lab space in UTM's new science facility at more than 50% below market rates for up to two years

Dedicated 6x5ft lab bench unit and fume hood, plus shared life science equipment and infrastructure: e.g., cell and tissue culture capabilities, chemical storage, etc.

A dedicated desk in an open office, and a bookable meeting room, located next to SpinUp's lab space

All core research facilities at UTM, including our Nuclear Magnetic Resonance Centre and Optical Microscopy Imaging Facility

Mentorship programs, networking events, and practical workshops run by U of T, home to one of the world's top five university-managed business incubators

Dedicated transition planning to help companies scale up beyond their early stages

Equity and anti-racism workshops to support healthy lab culture and promote ventures owned by scientists from equity-deserving groups

UTM's leading faculty and students, who open entrepreneurs to new research partnerships alongside experiential education and employment opportunities

# SpinUp: The Innovation Opportunity at UTM

SpinUp is purpose-built to drive life science innovation.

University researchers in Canada—in biology, chemistry, psychology, pharmaceutics, medicine, and many more fields—often make discoveries that inspire a big innovation idea. But they don't always have the right facilities to take these ideas to the next level of commercial development. Young companies quickly outgrow academic laboratories. And quality wet lab space outside universities in Ontario is scarce and often prohibitively expensive. Equipment is expensive, too, especially for early-stage scientific entrepreneurs who are only beginning to build their intellectual property (IP) into a sustainable capital-backed venture.

Enter SpinUp. It bridges an urgent translation gap, providing early-stage entrepreneurs shared access to wet lab space and equipment in UTM's new science building—at subsidized rates more than 50% below market standards. Here, entrepreneurs will find the infrastructure, equipment, and expertise to translate their ideas into matured IP and prepare their ventures for the next stage of innovation: to attract investment and expand commercially.

They will also gain opportunities to form partnerships with UTM's science community, which spans more than 200 researchers across disciplines: from genetics to neuroscience, diagnostics to diabetes care. It includes, as well, more than 2,000 UTM science students and advanced research trainees, who give a special boost of talent to budding life science companies as work-study interns and as Canada's most employable graduates.

The opportunity opens immediate and lasting benefits. At SpinUp, emerging life science companies gain time, space, and support to build a strong case for external investment and commercial viability. And they grow and go to market in Ontario, creating jobs, prosperity, and health-promoting innovations that begin locally to scale globally. That's what it means to spin up a company here: life science innovations develop at UTM before they resonate around the world.

SpinUp is located within UTM's new state-of-the art research facility.


# Find Your Place at SpinUp

This is the place where early-stage entrepreneurs prepare to take the next step. SpinUp welcomes applications from scientists at U of T and beyond whose startup companies:

Are incorporated and early-stage, up to and including companies with pre-seed funding

Have a minimum viable product and demonstrated need for wet lab space

Own or are on a path to owning their intellectual property

Are excited to engage UTM researchers and trainees through partnerships, internships, or other collaborative opportunities

SpinUp brings together up to 23 companies, each with their own dedicated lab bench unit and fume hood in a co-working lab space. This space enables entrepreneurs to learn from each other and grow their companies efficiently. Together, talent accelerates innovation.

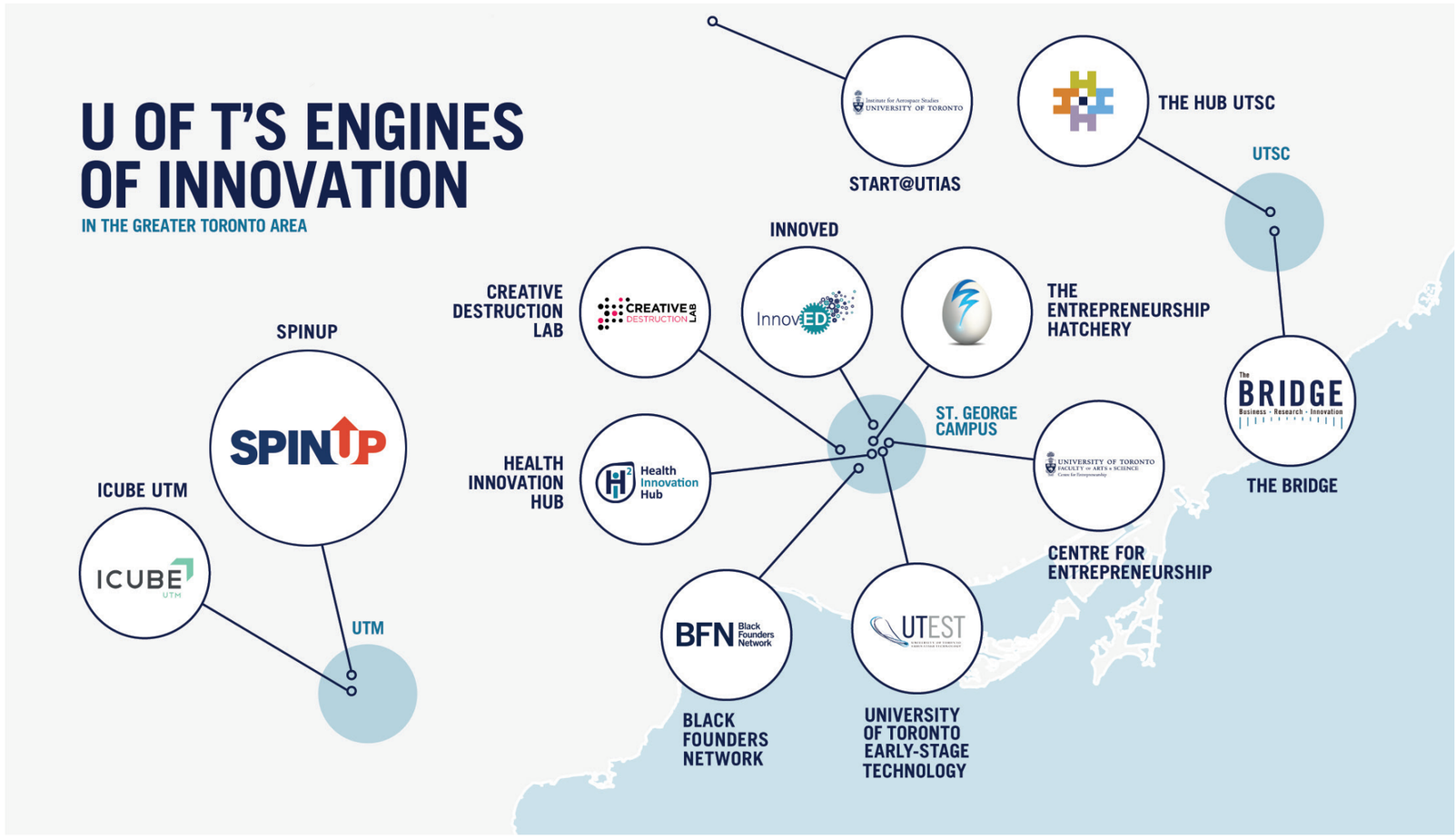
# Partner with SpinUp

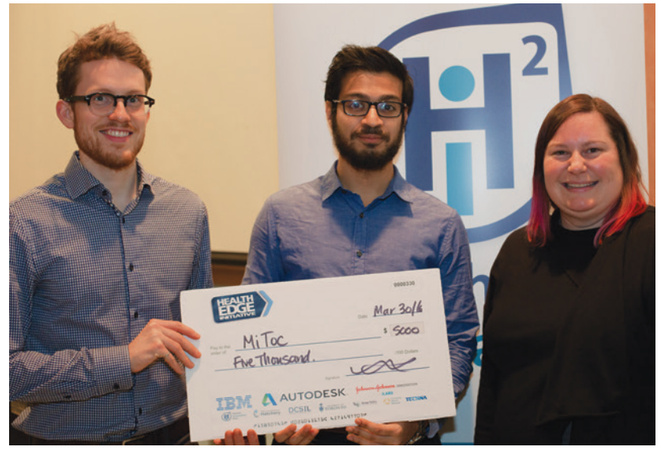
This is also the place where established companies seize their next innovation opportunity. At SpinUp, partners can gain early access to new technologies, build connections with UTM's research talent, and catalyze the next stage of life science entrepreneurship. We invite organizations to:

- Sponsor and mentor a startup that aligns with your company's vision
- Lead an entrepreneurship workshop or speak at a seminar
- Support a pitch competition, venture showcase, or networking event
- Join our community of professional service providers
- House equipment at SpinUp that early-stage companies will continue to use as they grow

Partnerships make a difference. They enable emerging entrepreneurs to learn from experts and to focus their effort and capital entirely on health-promoting innovation. Partnerships also create a pipeline for talent, giving established companies the earliest glimpse of promising new technologies and forming relationships that lead to long-term industry growth.

> "SpinUp will accelerate the development of impactful life science innovations by providing urgently needed and critically enabling resources to early-stage startups: coworking wet lab space, equipment, infrastructure, as well as programming and partnerships that support and propel new entrepreneurs."
>
> **Jason Field**, President and CEO of Life Sciences Ontario




# The Entrepreneurship Opportunity at U of T

SpinUp is U of T's first wet lab incubator. It expands a booming entrepreneurship network that connects more than ten innovation hubs across U of T's three campuses, including UTM's accelerator for social enterprises, ICUBE.

The University of Toronto Entrepreneurship community has:

- launched 620 capital-backed companies over the past ten years, creating 9,000 jobs;
- filed for 1,000 patents; and
- raised $2.5B in external investment.

This is the place for emerging entrepreneurs to build their ideas and begin to make their impact on the world stage.

U of T runs one of the top five university-managed incubators in the world. Since 2017, we have supported more IP startups that any North American university outside of MIT. These companies change what's possible in Canada and around the world, including for a range of urgent life science fields in Mississauga and the Greater Toronto Area. From biotechnology to digital health to precision medicine: it happens here at U of T.

U of T is the place to accelerate your startup.

# The Power of Place: UTM and Mississauga

SpinUp sits at the heart of a vibrant life science community on campus and in the City of Mississauga. This place has a special power for innovation, which brings together a:

**Leading Research Facility.** SpinUp invites entrepreneurs into UTM's new science building, which will open in 2023 as one of the most comprehensive and energy efficient science facilities in North America. At SpinUp, entrepreneurs use this facility for a fraction of the cost of comparable spaces, gaining time and conserving capital to build their companies even before they have to seek major private investment.

**Dynamic Scientific Community.** UTM connects a critical mass of life science talent in an area about the size of a city block. This is the home of U of T's Novo Nordisk Network for Healthy Populations, which continues to lead diabetes care one hundred years after the discovery of insulin; of UTM's first-in-Canada programs in forensic science, biotechnology, and biomedical communications; and of Mississauga's site for Canada's top medical school: the Temerty Faculty of Medicine.


**Powerhouse City, Global Region.** SpinUp leverages UTM's deep relationship with the cities of Mississauga and Toronto: two of the most globally connected and culturally diverse business hubs in the world and home of Canada's first and second largest life sciences sectors. This connection links entrepreneurs to a place-based pipeline: at SpinUp, entrepreneurs will position their early-stage companies for future growth in the ideal global city-region to attract investment, talent, and go to market.




The region drives innovation through supports in UTM's backyard. That includes innovation networks like Plug and Play, which connects startups with corporations, governments, and venture capital firms, and CAN Health, which helps emerging entrepreneurs overcome barriers to market access.

It also includes Sheridan Research Park, the site for the National Research Council of Canada, which supports commercialization and scale-up; the Ontario Centre for Innovation, which connects innovators with investors; and the new Core Mississauga, which offers lab space to help life science companies grow once they have moved beyond their early stage: i.e., after they have matured their IP at SpinUp.

The strengths of this place give entrepreneurs a distinct advantage. UTM, Mississauga, and the Greater Toronto Area form an integrated innovation ecosystem to support science entrepreneurs at every stage of their journey: from research discovery to early stage startup, external investment to commercial success. It starts here.

UTM's vibrant life science community is nestled within Mississauga's supportive entrepreneurship ecosystem.

# Building Research Partnerships: UTM Faculty

SpinUp connects early-stage entrepreneurs and our public and industry partners to a tri-campus research community whose discoveries play a leading role on the world stage. U of T ranks*:

**Top 2**
public universities in North America overall

**Top 5**
universities globally for influential research publications

**Top 10**
globally for the impact of our research on leading innovation companies

We make some of our biggest impact in areas vital to entrepreneurs at SpinUp: U of T is a global top-ten university across a range of scientific fields, from molecular biology to biochemistry, genetics to oncology. These rankings reflect the dynamism of our faculty, including leaders at UTM whose research creates partnership opportunities in neuroscience, drug discovery and design, disease diagnostics and therapeutics, and more. UTM brings together partnership-seeking scientists like:

**Alana Ogata**, who develops nanomaterials and bioanalytical technologies to streamline disease diagnostics and improve women's health.

**David McMillen**, who applies synthetic biology to questions of global health, including to pursue affordable blood assays for use in the developing world.

**Jessica Burgner-Kahrs** who creates flexible robots to stretch what's humanly possible in multiple fields at once: from aeronautics to healthcare, including micro-surgery.

These scientists help power a U of T research community that has 138 more Canada Research Chairs than the closest national peer. This breadth of talent matters. It means we have the right research partner here to help your innovation flourish.

*Clarivate and THE Rankings

# Developing Life Science Talent

SpinUp connects entrepreneurs and partners with our exceptional students, who come to UTM from across Canada and more than 130 countries.

UTM has over 2,000 students gaining hands-on experience in the life sciences right now. More than 500 enter the workforce every year as North America's most employable public university graduates and provide an essential boost to our national life science sector.

UTM students gain fundamental and applied knowledge in:

- Leading undergraduate programs, including in biological chemistry, biomedical physics, and biology for health sciences.
- First-in-Canada Professional Graduate Programs in biotechnology and biomedical communications.
- Unique opportunities for lab-based experiential education: e.g., UTM's INSPIRE Scholars Initiative, which prepares students for professional research and entrepreneurship in biophysical science.

Entrepreneurs and partners will have the opportunity to engage these students through internships, work-study terms, and research placements. The goal is to support student success, early-stage innovation, and Canadian prosperity at once.

At SpinUp, UTM's science students will expand their skills, learning the work of early-stage startups. Meanwhile, entrepreneurs will tap a UTM network of prospective employees, building their companies alongside some of the world's most dynamic trainees. This talent and ambition come together to realize a common goal: to drive the next stage of life science innovation in Canada and improve the health of people around the world.

Training the next generation of world-class research talent.

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