



THE LAUNCHPAD FOR LEADING INNOVATORS

Occupying 1.5 million square feet in the heart of Toronto's Discovery District, MaRS is the world's largest urban innovation hub. We work with diverse partners to help innovators get their high-impact solutions to market faster, both in Canada and beyond.

SCALING TOP VENTURES GLOBALLY

MaRS supports over **1,000 high-potential ventures**, providing them with access to the critical capital, customers and talent they need to grow successful, global businesses. More than 87% of these ventures attribute a positive role to MaRS in their growth and success.

OUR SECTORS

MaRS supports innovators in the following key sectors:



HEALTH

Digital health, medical devices, pharma & biotech, and health & wellness



ENERGY & ENVIRONMENT

Smart cities, advanced manufacturing, energy, and more



FINANCE & COMMERCE

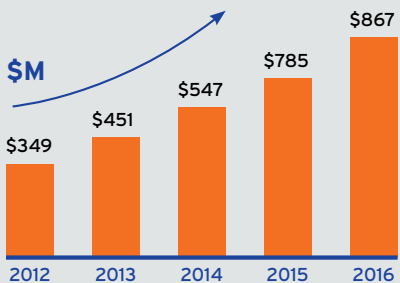
AI, data & analytics, cybersecurity, payments, and more



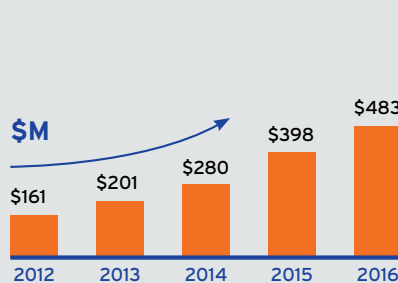
WORK & LEARNING

Business intelligence, education & training, HR & workforce solutions, and more

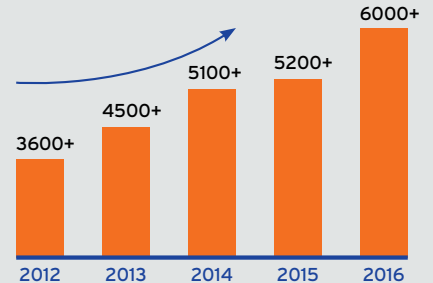
Capital Raised > \$3.5 billion since inception By MaRS-supported ventures



Revenue Generated > \$1.8 billion since inception By MaRS-supported ventures



Employment Number of people employed by MaRS-supported ventures



Source: MaRS Venture Client Survey. For details, see marsdd.com/survey-methodology

CAPITAL

Mobilizing capital to close important funding gaps

Canada still has a capital gap. MaRS is working to help close it and has **mobilized over \$110M in funding to date** – with nearly \$1B in total follow-on funding – across **six funds**

PRIVATELY BACKED FUNDS

ArcTern Ventures: Independently managed cleantech fund; MaRS is a beneficiary of the General Partner

Catalyst: Impact investment fund

JOLT Fund LLP: Accelerator seed fund (fully invested in 2014)

PUBLICLY BACKED INVESTMENT ACCELERATOR FUND (IAF)-MANAGED FUNDS

IAF: Cross-sector seed fund delivered on behalf of the Province of Ontario

Youth IAF: Youth-focused seed fund

StandUp Ventures Fund: For startups with at least one female founder

IAF BY THE NUMBERS

Since inception in 2010, the IAF has*:

Provided over \$50M in seed funding through **115 investments**

Seen 19 exits

Secured a 14.3x leverage ratio for follow-on investments

*Figures as of June 30, 2017



INCREASING ADOPTION

Through our “systems change” work, we collaborate with partners to transform highly regulated systems like health, energy and finance, so they’re more accepting of new, life-changing ideas and technologies. Examples include:

MaRS Data Catalyst and the **MaRS Advanced Energy Centre** together led the adoption (in North America) of the Green Button standard, which helps consumers access and share their energy usage data. They identified a 4x cost-benefit ratio for Ontario.

MaRS Centre for Impact Investing helped the Heart & Stroke Foundation raise \$3.4M in private capital to fund North America’s first social impact bond in health. The bond will pay for a program to prevent hypertension and generate a financial return for its investors based on the outcomes achieved.

The **MaRS Advanced Energy Centre’s** Utility Transformation Program has engaged 30 utilities across Ontario and internationally, helping them navigate a rapidly changing energy sector and adopt innovative, new technologies.

The **Innovation Procurement by Co-Design Program** transforms how healthcare providers procure new solutions. The first cohort resulted in the procurement of new Canadian digital health solutions with revenue opportunities valued at over \$10 million.

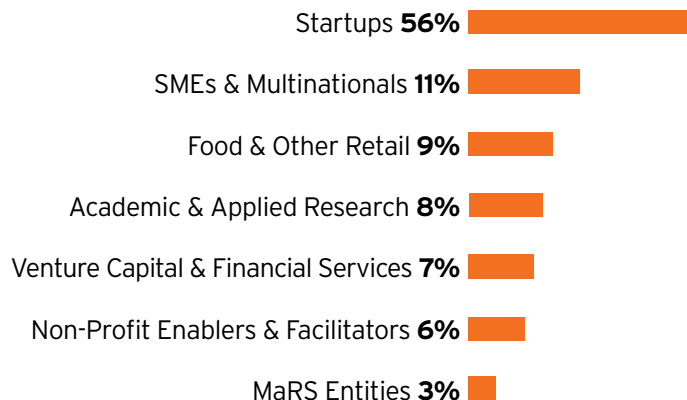
Place Matters

Building a vibrant innovation community.



*By 2018, when all contracted tenants are occupying space

MaRS Centre Tenants



For more information, see marsdd.com

Source: 2017 Audited Financial Statements (excludes flow-through funds)

People Matter

We believe that diversity both fosters innovation and boosts business, and we strive to encourage inclusion in everything we do.

- **54% of MaRS-supported ventures have a foreign-born founder**, a higher percentage than Silicon Valley
- **28% of MaRS-supported ventures have a female founder**, up from 22% in 2012
- **MaRS IAF partnered with BDC to create StandUp Ventures**, a \$5-million seed fund that backs women-founded ventures

MaRS Funding

MaRS revenues comprise real estate income and private sector support, as well as government grants to deliver specific innovation programs for entrepreneurs across Ontario and Canada.

