

Ontario Genomics Landing Pad Investment Program Guidelines and Process Document

Purpose:

The [Ontario Genomics](#) (OG) Landing Pad Investment Program (LPIP) seeks to provide investment and support to help Ontario-based genomics and engineering biology¹ companies to start and scale successfully. To enable this, OG is offering support to start-ups that attend an approved International Accelerator Program and return to Ontario upon completion. The Landing Pad Investment Program partner [IndieBio](#) (San Francisco & New York), offers a minimum of \$275,000 USD upon acceptance to their program, and is backed by the global venture capital firm [SOSV](#).

Through OG's Landing Pad Investment Program, successful applicants returning to Ontario from an approved international accelerator program may apply to receive up to \$100,000 CAD in investment from OG. This support is dependant upon successful acceptance and completion at IndieBio or another approved international accelerator program. The company must be operational in Ontario to qualify for OG's investment. For further details, see Eligibility below.

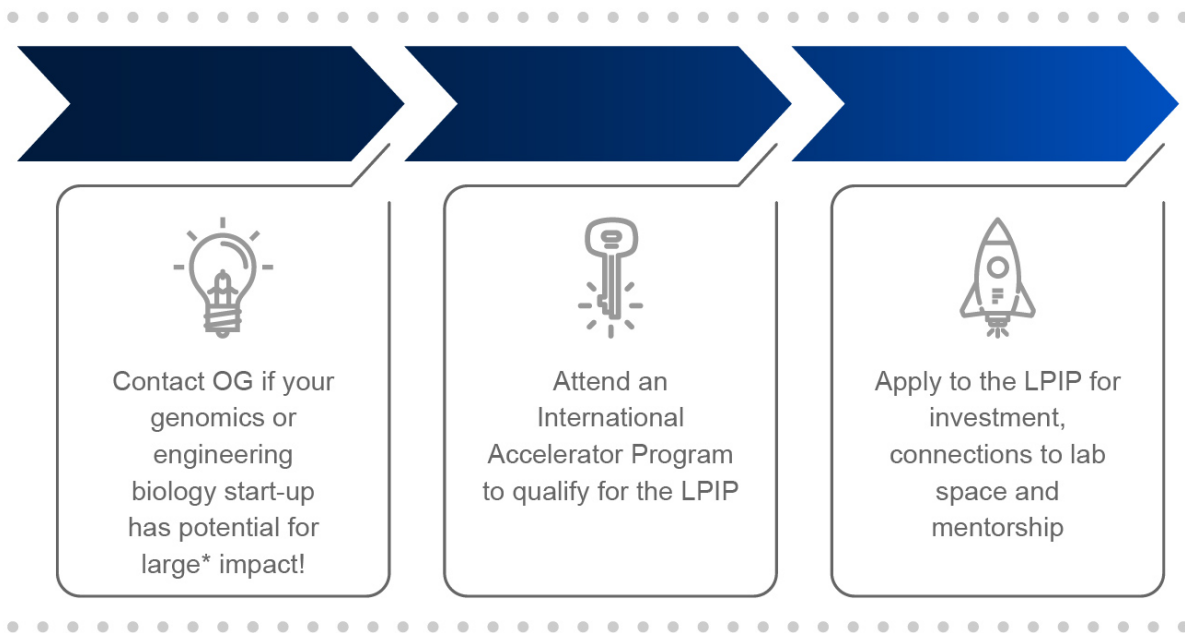
OG has connections to Ontario Organizations to support companies when they return to Ontario. Successful LPIP applicants will have access to laboratory space and mentorship through our incubator partners in Ontario, as applicable. If successful, companies will benefit from mentorship which may include: regulatory pathway assistance, global outlook and connections, understanding of export markets, business model strategy, technical development, funding and foreign investment. Companies can be connected to Ontario's leading incubators and support organizations such as [Velocity](#), [Synapse](#), [McMaster Innovation Park](#) and [Ryerson's SDZ](#).

The LPIP is a part of OG's critical path to advance genomics and engineering biology applied research and innovation to drive Ontario industry competitiveness. The program provides access to early-stage capital, fostering connections between businesses, funders, investors and other partners to enable commercialization and implementation of genomics or engineering biology-based technologies.

The LPIP will support proof-of-concept testing, validation, or further technology development for early-stage innovations over a 12-18-month period while incentivizing genomics and engineering biology companies to have operations in Ontario after attending an international accelerator program. Companies must have operations in Ontario to be eligible to apply for LPIP.

¹ Genomics can encompass proteomics, transcriptomics, epigenomics, bioinformatics and other related disciplines that involve systematic, comprehensive and high-throughput procedures to study cellular constituents and function. Engineering (or synthetic) biology is a convergence of genomics and molecular biosciences with computing, automation, miniaturization, artificial intelligence (AI), and the application of engineering principles to biological systems. See [OG Engineering Biology Whitepaper](#) for examples.

How the Landing Pad Investment Program works:



*Impacting at least 1Billion people or is part of a \$1Billion market

Investment Opportunity:

- Each company is eligible for up to \$100,000 CAD investment from OG after the successful completion of an approved international accelerator program and having operations in Ontario.
 - The application process for LPIP can be initiated before, during or after attending an approved international accelerator program. If you're applying after you must have completed the program within the past 12 months (as of November 2021).
- The OG LPIP investment is an unsecured convertible debenture. The terms of the investment are summarized in the application form.
- The OG investment agreement will require the company to include the project activities and milestones that the company will work towards.
- The company may also be eligible for laboratory space from other Ontario organizations in OG's network (mentioned above).

Eligibility Criteria:

To be eligible for LPIP, a company must conform to the following criteria:

- Genomics and engineering biology-based company conducting proof-of-concept testing, validation, or further technology development for early-stage innovations. The Technology Readiness Level (TRL) must be increased as a result of the project (see Appendix 1).
- Have operations in Ontario by the time of application and project initiation. Canadian or international start-up companies will be considered, if committed to establishing operations in Ontario, as outlined. Applicants must show that they have the operations and capabilities in Ontario to complete the work successfully, as well as a long-term plan and commitment for operations and resultant benefits to Ontario.

- Applicants must successfully secure funding and complete an approved international accelerator program, such as our official partner IndieBio. If you are attending an accelerator other than IndieBio, please contact Ontario Genomics to discuss the international accelerator eligibility requirements.
- Funded research must be performed in Ontario and awarded funds cannot flow outside of Ontario unless approved by OG.
- The engineering biology / genomics technology solution must have the potential to impact at least 1 Billion people or be part of a \$1 Billion market.
- Funded research must have the potential to drive investment, create jobs and improve lives in Ontario in the near to long-term and must be clearly articulated.
- Project should be 12 - 18 months in duration.
- Applicants must follow the application process outlined.
- The applicant should take actions that will remove barriers to the recruitment and full participation of individuals from all underrepresented groups, including the four designated groups as defined by the Employment Equity Act (women, Indigenous Peoples, members of visible minorities, and persons with disabilities) on their team.

Evaluation Criteria:

The applicants demonstrating the highest degree of overall fit with the Evaluation Criteria will be the most competitive. Applicants will be evaluated based on the following criteria:

- The proposed objectives, goals, milestones and critical path should be feasible. Milestones must be constructed to provide objective, quantifiable measures of success and should be realistically attainable during the proposed timeframe.
- The design, methods and analysis should be adequately developed, well integrated, and appropriate to the aims of the project.
- Collaborators that are essential to the success of the project should be engaged and available to complete the project milestones.
- The proposed project must increase the Technology Readiness Level (TRL) to a higher TRL. See Appendix 1.
- Companies must demonstrate understanding of the global market, competition, their competitive advantage, target market, and customers and how to reach them.
- The budgeted costs should be reasonable and aligned with the proposed research plan and activities.

How to Apply and Program Process Overview:

1. Intent to Apply and Application

- Interested applicants should contact OG to discuss the LPIP. OG will help determine eligibility and provide application information.
- Written applications should be submitted to Britney Hess, Manager, Sector Innovations & Programs (bhess@ontariogenomics.ca) no later than **9:00 a.m. on December 1, 2021**. Note: Please submit as a single PDF file referencing Landing Pad Investment Program in the subject line of the e-mail.

2. Company and Project Pitch

- Eligible, top-ranked applicants will be invited to deliver a PowerPoint pitch presentation followed by a Q&A session with an expert review panel including OG's CEO, investors, technical industry experts and other partners.
- The pitch must include and cover the same elements as the application.

- Pitches will be conducted via video conferencing until further notice. Applicants are required to submit their pitch slide deck prior to the scheduled pitch.
- Based on the pitches, the top ranked applicants will be identified, and notified.
- Top ranked companies will undergo a due diligence process which may require the submission of additional information and answering specific questions after the project pitch (see timeline, below).

3. Funding

- All applicants will be notified on the investment decision.
- OG will finalize and co-sign the investment agreement with successful applicants.
- Transfer of funds will occur upon completion of the international accelerator program and finalization of the LPIP investment agreement.

Post-Award Details:

Project updates:

- Project will provide quarterly updates on progress.

Project Completion

- Within one (1) month of the end of the project, applicants will provide OG with a final report (template will be provided) including deliverables against the initial project plan, metrics on any additional investments or grant awards, successful collaborations/partnerships, product development or commercialization that originated from the project, as well as a presentation to OG staff and guests.
- OG shall contact the members of the project from time to time following the completion of the project for a minimum of five (5) years after project completion to collect impact data.

Use of Proceeds

- The Company will use the proceeds of the investment for the approved project plan and milestones as outlined in the application provided to and agreed upon with OG, and as detailed in the investment agreement.

Program Timeline

Deadline for applications	December 1, 2021
Top ranked applicants pitch to LPIP Review Panel	December 15, 2021
Submission of responses to LPIP Review Panel questions	January 2022
Notices of Award sent	March 2022

Appendix 1

Technology readiness levels (TRL)²

- TRL 1 – basic principles observed
- TRL 2 – technology concept formulated
- TRL 3 – experimental proof of concept
- TRL 4 – technology validated in lab
- TRL 5 – technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)
- TRL 6 – technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
- TRL 7 – system prototype demonstration in operational environment
- TRL 8 – system complete and qualified
- TRL 9 – actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

The LPIP is a competitive program. Potential applicants should ensure that they meet the Program requirements and acknowledge the terms of the program, including the investment terms, prior to applying.

² https://www.nasa.gov/pdf/458490main_TRL_Definitions.pdf