

# LIFE SCIENCES



Life sciences is a growing sector in Kanata due, in part, to the legalization of recreational marijuana in 2018. The sector consists of a considerable range of functions including research and development, manufacturing, and services as well as sales and support for offshore firms. Many firms make or provide medical devices and others are involved in therapeutics. Approximately 87% of total sector revenues are derived from foreign-headquartered firms.

## EXPORT RATIO

The export ratio of this subsector is estimated at 80%, reflecting the sales of medical devices, therapeutics, and pharmaceuticals to global or national markets.

## PRODUCTIVITY

Productivity by sales-per-employee is \$415,000 based on \$544.6 million total revenues to the sector with 1,313 workers which is higher than average for Kanata North.

## EMPLOYMENT

Wages and salaries are equivalent to 40% of revenues in 2018. This is comparatively low due to the unusually high proportion of input purchases. About 75% of the jobs are at the professional level and 25% at the technical levels.

## LOCAL/REGIONAL SPENDING

EBITDA is at about 25% with another 35% as input purchases, primarily for materials such as medical isotopes, purchases of successive generations of lab equipment, and input of drugs and specialized parts. We estimate half of the inputs are provided from the region.

# 2018

2015

Change since 2015

## REVENUES

**\$544 MILLION**

\$432 MILLION

+26%

## REVENUE/EMPLOYEE

**\$414,748**

\$485,329

-15%

## # OF EMPLOYEES

**1,313**

891

+47%

## # OF FIRMS

**20**

16

+25%

## EXPORT RATIO

**80%**