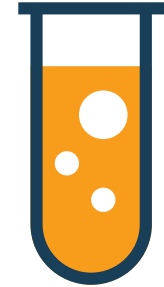


# LIFE SCIENCES

---



The life sciences subsector is now one of the larger subsectors in Kanata whether the criteria are revenues or employment. Predominantly foreign-owned, the majority of firms are making or providing medical devices or are involved in therapeutics.

## Areas of specialization in this subsector include:

- Solutions: Sterilization process control, treatments, vaccine research, electronic medical records
- Systems and subsystems: Software platforms, specialized software, eyewear, specialty pharmaceuticals, diagnostics, monitors, beam therapy, heat resource prevention
- Services: Healthcare IT, regulatory IT, Home healthcare, clinical research

## PRODUCTIVITY

Based on the research, the total revenues to the subsector are \$432.4 million. The estimated productivity by sales-per-employee is \$485,000. While this is high, there are a considerable inputs from outside Kanata North and the region. Value-add would be less, as a result, but still higher than average for Kanata North and, therefore, Canada.

## EMPLOYMENT

Wages and salaries are approximately 40% of revenues, split evenly between professional and technical.

## LOCAL/REGIONAL SPENDING

The firms in this subsector are currently mostly foreign-owned; however, they are serviced, in some cases, by local companies. EBITDA is about 25% with another 30% as input purchases. General and administrative costs are approximately 5%. About 50% of the inputs are provided from the region.

891

NUMBER OF WORKERS

\$432.4m

REVENUES

\$485k

PRODUCTIVITY BASED  
ON SALES-PER-EMPLOYEE

90%

EXPORT RATIO

