Discover the benefits of conducting **clinical trials in Canada**

An unbeatable combination of quality, speed and value.

Government of Canada Gouvernement du Canada

Canada

Choose the best. Choose Canada.

Why do so many major pharmaceutical companies conduct their clinical trials in Canada?

The answer is simple: the Canadian clinical research environment offers the best, most unbeatable combination of **quality, speed and value.**

Conducting studies in Canada provides a fast and efficient way to obtain the necessary **high-quality data** for strong, solidly researched new drug submissions.

Cat.: FR5-49/2010E
ISBN: 978-1-100-15528-9

Printed in Canada.

"The structure of the Canadian health care system, which includes large referral centres for specialized medical care, is ideal for conducting clinical research trials. These institutions are established centres of excellence with extensive clinical and academic research infrastructure, including internationally renowned researchers and scientists."

—Catherine Dunne, Manager, Heart Failure Therapy Development, Medtronic Canada

Reason #1: Quality

World-class researchers and centres of excellence

Canada is home to highly respected clinical research teams experienced in leading large, international studies. These research teams are supported and linked through common health research networks and strong information-management systems. Together, they have helped Canada earn a solid reputation for meeting recruitment targets quickly and generating top-quality data and reliable results.

A leader in setting the standard

Canada has been a world leader in both developing and implementing quality standards in clinical trials. In fact, it was a Canadian-based epidemiologist who led the development of the Consolidated Standard of Reporting Trials (CONSORT) which has since been shown to improve reporting of randomized trials. The CONSORT standard has been recommended by the International Council of Medical Journals Editors and adopted by approximately 500 health care journals internationally.

Good Clinical Practice (GCP)

Canadian trial sites are regularly monitored by Health Canada, the U.S. FDA and industry sponsors and have earned a reputation for both quality and reliability.

By conducting your research in Canada, you can be confident your clinical sites are adhering strictly to GCP and to your research protocols.

The advantage of universal health care

Canada's system of universal public health care creates advantages for clinical trials beyond reduced costs. You can be assured that patients enrolled in clinical trials have received high-quality health care since birth. This high standard of care means you can be confident the data quality obtained from a trial will be consistent with your overall data set.

Also, this "continuum of care" means patient health is properly managed. This makes recruiting for trials easier and ensures that complete patient histories are available during selection and screening.

Clinical trials in Canada...By the numbers

$1.3B	Total amount spent on pharmaceutical R&D in Canada in 2008.[1]
64,000	Number of physicians in Canada.
3,000	Number of clinical trials conducted in Canada in 2009.[2]
10	Number of top-ten global pharmaceutical companies that conduct research and development in Canada.[1]
2	In 2009, Canada was second only to the U.S. in terms of the number of clinical trials hosted.[2]
1	How Canada's clinical researchers rank in terms of influence. (Canadian clinical researchers are the most influential in the world, based on a citation-reference study conducted by the Canadian Institutes of Health Research [CIHR]).

1 Patented Medicine Prices Review Board (PMPRB), 2008 annual report.
2 Clinicaltrials.gov (accessed January, 2010).

Reason #2: Speed

Access to technologically advanced health records databases

Universal health care also means better integration of electronic health data, which can greatly speed up data-gathering. In fact, Canada is at the forefront of electronic data management and research.

This equals faster recruitment and real-time data capture for your trials.

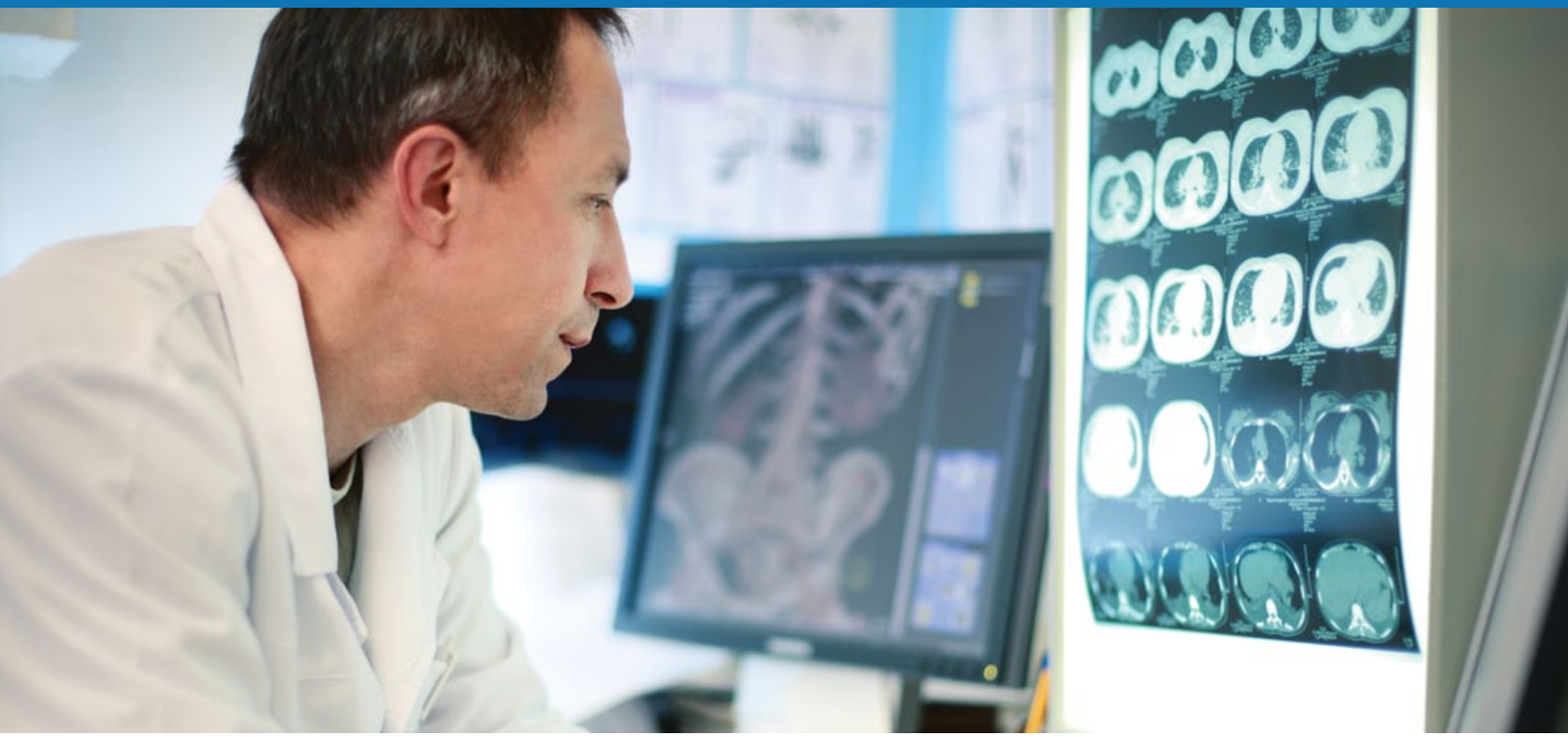
Get the precise data you need

Canada features some of the largest, **most comprehensive disease-specific longitudinal outcomes databases** in the world. These databases are focused on specific health conditions and track therapeutic outcomes for a highly **genetically diverse** patient population. This enables real-world analysis of current standards of care and therapeutic endpoints, providing a level of precision to trial design and planning never seen before.

"What Canada lacks in population size, it more than makes up for in efficiency. Canadian clinical research sites produce top-quality data, and recruit and retain a significant number of patients.

As an oncology-specific CRO, Scimega Research has quick access to well-organized patient populations due to the strong collaborative networks between cancer research and treatment in Canada. Recruitment problems are a major roadblock to accelerating drug development, so this advantage is critical."

—Denise Deakin, President, Scimega Research



Fewer regulatory roadblocks

Canada can not only help companies save money, but save time on regulatory processes as well.

In 2002, the country's regulatory agency, Health Canada, undertook an ambitious program to improve review turnaround times and enhance communication with the industry. Since then, the **review times for clinical trial applications have been cut in half, dropping from 60 to 30 days.**

Efficiencies in Canadian regulatory reviews and patient recruiting mean that clinical trials in Canada are often initiated and completed more quickly than projected.

Clinical trials in Canada by health condition

- Cancer 41%
- Vascular disease 13%
- Central nervous system diseases 12%
- Infectious diseases 9%
- Diabetes 7%
- Immunology 2%
- Inflammation 2%
- Other 14%

Number of active studies in 2009
(Source: clinicaltrials.gov, accessed Jan. 2010).

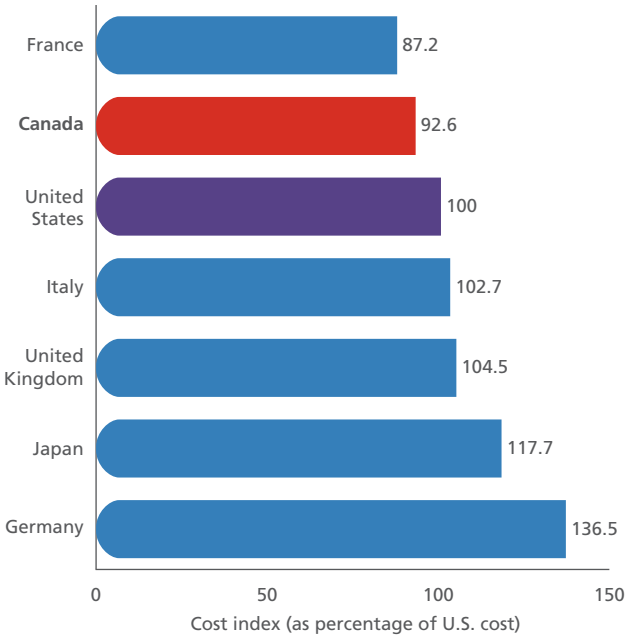
Reason #3: Value

More cost-effective than most other G7 countries

In terms of cost, Canada has an advantage of 8 percentage points over the U.S., according to the international consulting firm KPMG.[3] In fact, Canada is a more cost-effective location than most major countries, including not only the U.S., but also the U.K., Germany, Italy and Japan.

This advantage is due to a number of important factors, including lower costs for labour, travel and site-monitoring services.

Cost of clinical trials among G7 countries (2008)



Generous R&D tax incentives

Promoting science and innovation is a top priority in Canada. That's why the federal government has developed an extensive **tax-reduction program** for companies that conduct scientific research and experimental development (SR&ED) projects here. For example, a non-Canadian company that invests $5 million in SR&ED may be eligible for a total of $1 million in federal tax credits.

Clinical trials are eligible under Canada's SR&ED program.

Expenses eligible for tax credits

	Canada	U.S.
Wages and salaries	**Yes**	Yes
Capital equipment	**Yes**	No
Materials	**Yes**	Yes
Overhead	**Yes**	No
Contracted research	**100%**	65–75%

When combined with the provincial and municipal tax credits that are also available, Canada boasts one of the **most generous R&D incentive programs** available among major countries.

"The economic context allows us to perform clinical trials at a lower cost in Canada.

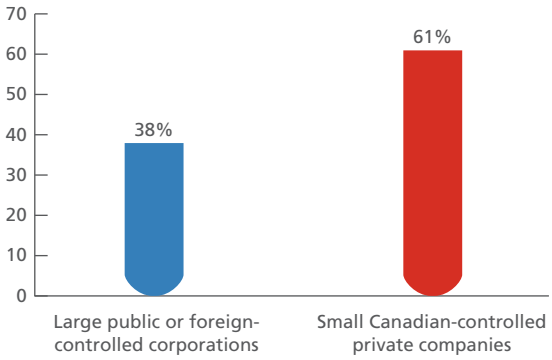
However, the ability to recruit and generate quality data is just as important. Canada has the right mix of a public 'one-door' health-care system, a population of both physicians and patients open to clinical studies, and a genuine interest in supporting research."

— Francois Charette, MD, General Manager and Senior Vice President, Quintiles Canada

3 Source: *Competitive Alternatives: KPMG's Guide to International Business Location, 2008*

For example, non-Canadian companies can qualify for combined federal and provincial tax credits of between 20 and 38 percent. If you partner with a Canadian firm, your research and development costs could be eligible for a **world-leading 61 percent in tax credits**—contact us for more details.

Total potential R&D tax credits in Canada



Want to know more?

Your local office of the Canadian Trade Commissioner Service can help by providing:

- introductions to qualified contract research organizations;
- introductions to top clinical research experts, networks, and centers of excellence by therapeutic area;
- introductions to the appropriate regulatory agencies;
- details on taking advantage of the SR&ED tax credits; and
- access to a network of over 150 trade offices in Canada and abroad offering on-the-ground resources and assistance.

We're here to help.

Contact your local trade commissioner service today, or contact the Life Sciences Practice at Foreign Affairs and International Trade Canada at **613-943-4384** or **lsp-psv@international.com.**

investincanada.com

investincanada.com

Government of Canada Gouvernement du Canada

Canada