KIDNERA

Bringing Innovative Kidney Therapies to Canada

CANADA LICENSING OPPORTUNITY · 2026

Bringing *innovative* kidney medicines to Canada.

Why *we exist.*

MISSION

To accelerate access to breakthrough kidney therapies for patients in Canada by bringing global innovations to market through licensing, scientific and regulatory expertise, and collaboration with a national nephrology network.

VISION

A future where Canada leads in access to kidney innovation, and every breakthrough opens new possibilities for people living with kidney disease.

The right team *for this work.*

LC

Lee Courchesne

CHIEF EXECITUVE OFFICER

- Founder of Canada's largest and most successful medical education company.
- Pharmaceutical industry experience across key roles and strategic partnerships.
- Direct experience in pharmaceutical co-distribution via Ilanga partnership.
- Deep relationships with nephrologists and specialty HCPs across Canada.
- Established nephrology education network enabling rapid clinical engagement.
- Proven ability to build and scale healthcare organizations.

JM

Jeff Marchand

CHIEF COMMERCIAL OFFICER

- Pharmaceutical executive, with > 25 years commercial leadership expertise in Canadian healthcare market
- Led numerous first in class launches across multiple therapeutic areas including five in nephrology
- Developed and executed sustainable growth and expansion strategies via global licensing agreements.
- Leadership experience across the full range of product lifecycle including pre-marketing to post loss-of-exclusivity.
- Extensive network across the entire Canadian kidney community.

NT

Dr. Navdeep Tangri

CHIEF MEDICAL ADVISOR

- Physician, scientist and entrepreneur; 15+ years leading research orgs.
- Experienced in US regulatory discussions and Canadian HTA.
- Leading KOL in nephrology across Canada and internationally.
- Deep expertise in CKD and kidney disease progression.
- Bridges clinical insight with commercial strategy.
- Strong connections throughout the Canadian kidney care network.

A *gap* the size of a nation.

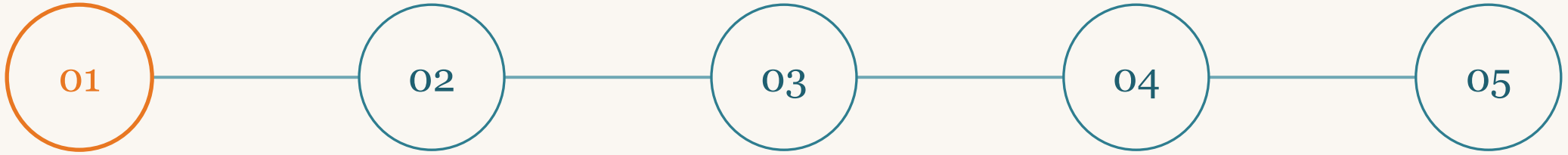
3M+
Canadians living with chronic kidney disease

$3.5B
Canadian specialty pharmaceutical market

85%
Novel renal therapies not yet in Canada

Many biotechs are developing transformative renal therapies — yet many never reach Canadian patients. Health Canada pathways, provincial payer complexity, and the absence of a dedicated renal commercialization partner create a persistent gap. Kidnera exists to close it.

A turnkey Canadian renal *licensing partner.*



License

Exclusive Canadian under license rights from international biotech partner.

Regulatory

Health Canada submission strategy, filings, and negotiation.

Medical Affairs

Key Opinion Leader engagement, advisory boards, Medical Education, and evidence generation.

Market Access

Develop pricing strategy to support submission to public and private drug plans

Commercial

Physician education, national distribution, and patient support.

Why Canada, *why now.*

A top-10 market with a unique opportunity for growth.

38M	Canadians covered by public drug plans	10	Provinces, each a structured formulary	~24mo	Typical Health Canada review timeline	$0	Revenue earned by US biotechs today

✓ Predictable Revenue

Coordinated public reimbursement and pricing processes support contracted, recurring revenue once listed.

✓ Global Credibility

Canadian approval strengthens international credibility and supports expansion into the US and Europe.

✓ Efficient Regulatory Path

Health Canada accepts ICH-aligned data; NDS can proceed in parallel with or shortly after an FDA filing.

✓ Clinical Interest

Canadian nephrologists actively seek access to therapies approved or in late-stage development in the US.

✓ First-Mover Advantage

No dedicated renal licensing platform exists in Canada today — the window for early advantage is open now.

✓ National Network

Deep relationships across Canada's nephrology community provide direct access to KOLs, centres, and stakeholders.

You focus on *innovation.* We focus on *Canada.*

Clinical Credibility

Dr. Tangri's national KOL standing opens doors across every major Canadian nephrology centre. Advisory boards, investigator-initiated studies, and CME programs are immediately accessible.

Regulatory Expertise

We navigate Health Canada NDS/SNDS filings, CDR submissions, and pCPA negotiations — turning complex Canadian payer structures into predictable revenue timelines.

Commercial Execution

Jeff Marchand's specialty pharma launch experience covers the full arc — from pre-launch HCP engagement to post-listing demand generation and patient support.

Network & Reach

Lee Courchesne's medical education infrastructure provides unmatched reach into Canadian HCPs. We don't need to build relationships — we already have them.

Singular Focus

We are not a generalist partner across ten therapeutic areas. We are renal specialists. Your asset gets our full attention — not a line item in a broad portfolio.

Aligned Incentives

Our licensing model means our success is tied directly to yours. We are motivated partners — not a fee-for-service operator.

Proposed *partnership* structure.

KIDNERA TAKES ON

- All Canadian regulatory filing costs and strategy
- Health Canada and CADTH submissions
- KOL engagement and medical affairs program
- Provincial market access and pCPA negotiation
- Commercial launch infrastructure
- Patient support and access programs
- Post-market safety monitoring in Canada

PARTNER PROVIDES

- Exclusive Canadian licensing rights
- Clinical data package for submission
- Ongoing pharmacovigilance support
- Manufacturing and supply chain / distribution

Low- to no-risk *incremental revenue* for the partner.

The right team.
The right country.
The right time.

01 *Execute mutual NDA to enable full data exchange.*

02 *Share clinical package and target Canadian label discussion.*

03 *Term sheet for exclusive Canadian license.*

04 *Regulatory timeline and market access planning workshop.*

CONTACT

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