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to turn the page.**

About BIO

The Biotechnology Industry Organization (BIO) is a not-for-profit that represents more than 1,100 biotechnology companies, academic institutions, state biotechnology centers and related organizations across the United States and in more than 30 other nations. BIO members are involved in the research and development of innovative healthcare, agricultural, industrial and environmental biotechnology products. BIO also produces the BIO International Convention, the world's largest gathering of the biotechnology industry, along with industry-leading investor and partnering meetings held around the world.



About Biominas Brasil

Biominas Brasil is a private institution, created in 1990, dedicated to the creation of companies and businesses in Brazil's life sciences sector. Biominas supports national and international research projects, companies and investors, in all developmental phases through a variety of services, including Consultancy and Business Development, Business Incubation and seed capital investment. Biominas also publishes bioindustry reports and organized the BioPartnering Latin America™ event in the last four years.

A stylized map of Latin America in shades of green and blue, serving as a background for the conference information.

Bio Latin America Conference

**September 9-11, 2014
Rio de Janeiro, Brazil**

CO-HOSTED BY:



**Biominas
BRASIL**

Building on the success of the BIO International Convention and BioPartnering Latin America, BIO and Biominas Brasil will co-host the first annual BIO Latin America Conference, the industry's must-attend event for innovation and collaboration in Latin America's rapidly-growing biotechnology sector.

Why Latin America?

- Traditional partnerships (i.e. excluding M&A and early venture funding) where a Latin American company served as the 'seller' or 'out-licensor' doubled in number between the 2009/2010 timeframe and 2012, according to Thomson Reuters data.
- Brazil's Development Bank (BNDES) plans to invest up to US \$4.2 billion in the production of biotech drugs by 2016; between 2011 and 2013, the amount of investments by BNDES in the pharma and medical devices sectors increased by 275%.
- The Latin America pharma market was estimated by IMS at \$68B in 2013, expanding at a 12% CAGR to over \$110B by 2017.
- There are over 70 companies in Latin America involved in the active development and/or marketing of innovative drugs, according to Thomson Reuters data.
- Brazil's biotech crop plantings rank second globally.
- Brazilian agricultural productivity has increased significantly due to technologies developed mainly – though not only – by EMBRAPA.
- Brazil hosts the most efficient technology for sugarcane ethanol production in the world.
- Brazil has also developed technologies to produce biodiesel using different raw materials, from soybeans to castor oil plants.

Top Five Reasons to Attend BIO Latin America?

- Arrange unlimited face-to-face meetings with high-value potential partners;
- Gain unparalleled access to products and technologies from across Latin America;
- Be at the forefront of the latest innovations and industry know-hows;
- Learn about the venture capital industry and other funding possibilities in Latin America;
- Access local organizations, such as government bodies, industry clusters and companies that will help you to succeed in the Latin America life sciences market.

Who Attends?

- Senior executives from life science companies
- Investors
- Government representatives
- Service providers
- Research centers
- Universities

Regional Biotech Development: Frameworks for Innovation

September 10, 2014, 9:25 - 10:40

Recent years have seen contributions from Latin America make up an increasing share of the global life sciences industry. What are the factors that are supporting industry growth in Argentina, Brazil, Chile, Mexico and Uruguay? This Opening Plenary Session will compare biotech development policies and programs, regulatory environments, and trends across these key markets to share lessons learned and best practices, with an eye towards global trends and areas that could be enhanced regionally.

Panelists:

- Gabriel Aintablian, Director of Innovation, Science and Technology for Development, Uruguay*
- Dr. Lino Barañao, Minister of Science, Technology & Innovative Production, Argentina
- Luiz Henrique Canto, General Coordinator of Biotechnology and Health, Ministry of Science, Technology and Innovation (MCTI), Brazil
- Dr. Gabriela Cezar, Senior Director & Head, External R&D Innovation, Brazil, Latin America & South Africa, Pfizer (moderator)
- Martha Elva German Sánchez, General Director of Bio Industries, Secretariat of the Economy, Mexico

Regional Regulations for Biotherapeutics

September 11, 2014, 9:15 - 10:25

Speakers will present a global market access and policy landscape analysis of biologics, biosimilars and non-comparable products with attention given to regulatory frameworks in Brazil, Mexico, Colombia and Argentina. Perspectives on nonclinical safety assessments of biologics will also be presented. To improve human health, there is a need to provide timely access to biotherapies treating chronic and grievous illnesses. The general principles and specific technical topics, including species selection, study duration, PKPD support and carcinogenicity of non-clinical safety assessments of biologics will be discussed. These are prerequisites to ensure patients receive a safe and effective drug, based on the best science and a risk/benefit evaluation. Studies must be designed and conducted to inform safe dosing and patient monitoring, using animals ethically and responsibly.

Panelists:

- Reginaldo Arcuri, President, Grupo FarmaBrasil, Brazil
- Lic. Mikel Arriola, Commissioner, Federal Commission for the Protection Against Sanitary Risks (COFEPRIS), Mexico*
- Dr. Dirceu Barbano, Director-Chairman, Brazilian Health Surveillance Agency (ANVISA), Brazil*
- Prof. Andreas Baumann, Director and Principal Scientific Expert for Biologics within Global Early Development, Bayer Pharma AG

Conversation with Chiefs of Missions from Key Biotech Markets

September 11, 2014, 12:00 - 14:00

Moderated by BIO's Jim Greenwood, Chiefs of Mission to Brazil from key biotech markets will discuss the decisions and strategies that brought their countries success including current scenarios, future challenges and ongoing or planned interaction to foster the biotechnology industry in Latin America.

**Invited*

Leadership Sessions

Incentivizing Entrepreneurship and Investment in Latin America

September 10, 2014, 10:45 - 11:45

Many of the great universities in Latin America have difficulty moving scientific discoveries into commercial products. However, leading institutions have implemented new mechanisms to transfer exciting discoveries from academia into the marketplace faster, where they can improve lives and create jobs. What approaches to connect ideas with investors have proven effective and where can governments strengthen the process? Panelists will discuss ways to encourage entrepreneurship in the region through collaboration of university technology transfer offices, governments, companies and the investment community.

Panelists:

- Andrew Callaway, Managing Director & Global Head of Life Sciences, Deutsche Bank Securities Inc., United States
- W. Mark Crowell, University of Virginia, Innovation, United States (moderator)
- Alan Vanderborght, Managing Director-CEO, Torrey Emerging Markets, United States
- Antonio Werneck, President, Instituto Vital Brazil (IVB), Brazil
- Mauricio Neves, Deputy Director at Industrial Division, BNDES, Brazil

The Innovation Ecosystem in Brazil: From Biofuels to Biotherapeutics

September 10, 2014, 10:45 - 11:45

Brazil plays a critical global role in biotechnology development and is highly diversified across the industrial, agricultural and healthcare biotechnology sectors. During this session companies and institutions will present their main projects, programs, and achievements, enabling a discussion of common lessons and shared challenges in the growing markets where Brazil has a competitive edge.

Panelists:

- Cesar Augusto Bonine, Regulatory Affairs Manager, Fibria S.A, Brazil
- Gabriel Di Blasi, Partner, Di Blasi, Parente & Associados, Brazil (moderator)
- Jaderson Lima, Director, Medical and Scientific Alliances, Sanofi, Brazil
- Mike Lu, Chairman, Brazilian Platform for Biofuels and Civil Aviation, Brazil
- Gerson Pinto, President, Association of Research, Development and Engineering of Innovative Companies (ANPEI), Brazil

**Invited*

Leadership Sessions

Tech Transfer: Industry and University Collaborations

September 10, 2014, 17:30 - 18:25

The U.S. Bayh-Dole Act, enacted on December 12, 1980, transferred ownership rights of federally funded inventions from the government to universities. Twenty years after passage, The Economist wrote that the Act is “possibly the most inspired piece of legislation to be enacted in America over the past half-century” and has fueled U.S. startups, delivered enormous benefits to the U.S. economy, and brought the next generation of medicine, fuel, and food to consumers around the world. On July 5, 2004, the Brazilian Congress approved an Innovation Law, which aims to provide incentives to increase innovative activities and facilitate scientific and technological research by private companies. The session will discuss the two instruments from legal and practical perspectives and will explore efforts underway throughout the region to better connect industry and universities.

Panelists:

- Joseph P. Allen, President, Allen and Associates, United States
- Avram Slocic, Biotechnology R&D Manager, Braskem, US
- Henrique K. Frizzo, Partner, Baker & McKenzie, Brazil
- Carlos Eduardo Eliziário de Lima, Partner, Dannemann Siemsen, Brazil (moderator)

Global Connections in Innovation and Business: The Brazilian Diaspora as a Facilitator

September 10, 2014, 17:30-18:25

The “Rede Diaspora Brasil” is a network that aims to transform the accumulated knowledge of the Brazilian diaspora into business opportunities and innovation. In other words, it facilitates access to high-level technologies, markets, mentoring and strategic information, connecting the talents of the Brazilian diaspora with national programs of innovation promotion. By hosting this roundtable at the BIO Latin America Conference, “Rede Diaspora Brasil” wishes to bring to the audience information about the international environment of innovation, new partnerships, new technologies and innovative projects led by Brazilian professionals established abroad, representing an excellent opportunity to strengthen the ties between the biotechnology sector in Brazil and in the US.

Panelists:

- Adriana Diaferia, Vice-Presidente, Grupo FarmaBrasil, Brazil
- Maria Sueli Felipe – Innovation Coordinator – ABDI, Brazil
- Ilana Fogelman – Owner and Chief Operating Officer – LifeTech Research, US/Brazil*
- Eliseu de Oliveira – Program Scientific Manager of the NCI-CBC (National Cancer Institute - Chemical Biology Consortium) – Georgetown University, U.S./Brazil
- Eduardo Rezende – Coordinator of the “Diáspora Brasil” Network – ABDI, Brazil (moderator)

**Invited*

Leadership Sessions

Presenting Companies

Clinical Trials: Addressing Challenges Through Global Expertise and Best Practices

September 11, 2014, 10:30 - 11:45

Successful clinical trials processes ensure that effective, innovative products reach patients as safely and swiftly as possible. However, each nation manages its own process, providing a variety of approaches from which to learn. Regulatory officials, clinical trials experts and industry representatives from around the world will analyze current regulatory requirements and future trends. Speakers will discuss their experiences with clinical trials procedures in several countries, including implementation of fast track mechanisms for rare and orphan diseases.

Panelists:

- Lic. Mikel Arriola, Commissioner, Federal Commission for the Protection Against Sanitary Risks (COFEPRIS), Mexico*
- María Eugenia Sánchez, Regional Director Clinical Operations Latin America, Lilly, Mexico
- Maria Cristina Paganini, Counselor, Comissão Nacional de Ética em Pesquisa do Conselho Nacional de Saúde (CONEP), Brazil

PDPs and the Policy Landscape: Impacts for Patients and the Health Industrial Complex in Brazil

September 11, 2014, 14:00 - 14:55

Brazil is one of the few countries globally where the Ministry of Health is a leading implementer of industrial policy. At the center of this dynamic lie the PDPs, where state funding through BNDES is made available for companies to transfer technology to state labs in return for supplying up to 100% of SUS demand for a given product. PDPs have become important tools in the area of biosimilars due to steadily increasing costs incurred by the SUS to purchase the reference biologic therapies. This system has evolved over the last decade with several objectives such as fostering local innovation and reducing strategic vulnerabilities to drug shortages, but the overriding incentive is cost management. Speakers will review these economic considerations and the impacts for patient and health safety. There is room for constructive engagement on the practical implementation of PDPs, particularly now as new proposed PDP rules are open for public consultation in Brazil.

Panelists:

- Eduardo Emrich, President, Biominas Brasil (moderator)
- Carlos Gadelha, Secretary of Science, Technology and Strategic Inputs, Ministry of Health, Brazil*
- Hubert Guarino, General Manager for Brazil, Sanofi Pasteur
- Maria Paula Marques, VP for Regulatory and Scientific Affairs, Allergan
- Marcelo Moreira, General Manager of Biological Products, Blood, Tissues, Cells and Organs, Brazilian Health Surveillance Agency (ANVISA), Brazil*
- Ricardo Tolentino, Business Development Manager, Instituto Butantan
- Merck MSD representative

*Invited

Are you looking for exposure to an expansive audience of biopharma companies, academic institutions, investment groups and government leaders? Presenting at BIO Latin America will provide your company with an exclusive opportunity to communicate your business development or licensing strategy and partnering goals to a large pool of potential partners from around the globe.

Company presenters typically receive double the number of requests for partnering meetings than non-presenters, and schedule twice as many meetings than non-presenting companies.

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|---------------------------------|---------------------------|---|---|
| • AbbVie | • CPPI/UFV | • Labfar | and Transgenic Animals |
| • Acrotech | • CTIT/UFMG | • Laboratorio Horian | / UENF, UFF e Pesagro |
| • Agência de Inovação da UFSCar | • DNDi | • Laboratory for Development of New Formulations/LURA UFF | • Research Group of the Microalgae Products Laboratory/RECAT UFF |
| • Agência UFRJ de Inovação | • Farmacore | • Libbs | • Rheabiotec |
| • Aptivalux | • GC2 | • Mais Valor | • SCIBOX Research Group |
| • Atina | • GEA Westfalia Separator | • Mediphacos | • Selvita |
| • AUIN/Unesp | • Geneal | • Myleus | • Stratego Bio-Estratégias Tecnológicas em Ciências Biomédicas LTDA |
| • Biolab Brazil Research Group | • Genomika | • Nanomark | • Thermo Fischer |
| • Biommm | • Hidrogen S.A. | • NIT Instituto Butantan | • Torrey |
| • Bluepharma | • INDI | • Novasep | • USP Inovação |
| • Celgene | • Inova Biotecnologia | • OrangeLife Comércio e Indústria LTDA | • UTT/UCB |
| • CellSeq | • Inova Unicamp | • Parco Padano | • Zoetis |
| • Cempra | • Instituto Vital Brazil | • Research Group of Recombinant Proteins | |
| • CENTEV/Tecnoparq | • Isofitos | | |
| • CDT/UnB | • JBM Diagnóstico Ltda | | |
| | • Keclon | | |

One-on-One Meetings

All conference registrants receive access to BIO's One-on-One Partnering™ System, the interactive environment that allows you to increase your productivity, discover new investment and licensing opportunities, and expand your business potential worldwide. This industry-specific, web-based interactive software enables participants to move efficiently from the identification of prospective partners to discussion and negotiations. In 2014 alone, BIO has already organized over 32,800 Partnering meetings at various industry events in North America and Asia.

By using this system, conference delegates are able to:

- Search for company and investor profiles, drug assets, products and services
- Evaluate potential collaborations and funding opportunities with participating companies
- Communicate directly with prospective investors and senior business and scientific management
- Pre-schedule private face-to-face meetings to be conducted onsite at BIO Latin America

With the overall objective of creating a friendly environment to initiate business contacts, partnering meetings take place in 30-minute intervals in private booths, onsite. Prior to the conference, the conference team schedules "Agreed" meeting requests during times that are mutually available for both parties. Data shows that the most successful companies log in to the system early and access their partnering accounts on a daily basis.

Agenda

Agenda

Tuesday September 9, 2014			
16:30-17:55	Pre-Conference Scoping Workshop: Renewable Chemicals & Biofuels <i>Invitation Only</i>		
18:00-19:30	Welcome Reception		
Wednesday September 10, 2014			
9:00 - 9:25	Welcome Address		
9:25- 10:40	Opening Plenary Session: Regional Biotech Development: Frameworks for Innovation		
10:45 -11:45	Leadership Session: Incentivizing Entrepreneurship and Investment in Latin America	Leadership Session: The Innovation Ecosystem in Brazil: From Biofuels to Biotherapeutics	
12:00 - 13:30	Buffet Networking Lunch		
13:30 - 14:55	Company & Cluster Presentations (15-minute timeslots)	Company & Cluster Presentations (15-minute timeslots)	One-on-One Partnering Meetings (Scheduled meetings take place in 30-minute intervals)
15:00 - 17:25		Tech Transfer Presentations* (15-minute timeslots)	
17:30 - 18:25	Leadership Session: Tech Transfer: Industry and University Collaborations	Leadership Session: Global Connections in Innovation and Business: The Brazilian Diaspora as a Facilitator	
18:30 - 21:00	Networking Reception		

Thursday September 11, 2014			
9:15- 10:25	Plenary Session: Regional Regulations for Biotherapeutics		
10:30 -11:45	Leadership Session: Clinical Trials: Addressing Challenges Through Global Expertise and Best Practices	One-on-One Partnering Meetings (Scheduled meetings take place in 30-minute intervals)	
12:00 - 14:00	Luncheon Plenary Conversation with Chiefs of Mission from Key Biotech Markets		
14:00 - 14:55	Leadership Session: PDPs and the Policy Landscape: Impacts for Patients and the Health Industrial Complex in Brazil	Company & Cluster Presentations (15-minute timeslots)	One-on-One Partnering Meetings (Scheduled meetings take place in 30-minute intervals)
14:55 - 17:25	Tech Startup Presentations (15-minute timeslots)		
17:30 - 18:30	Closing Reception		

*The BIO Latin America Conference will showcase presentations from Brazilian TTOs highly intensive in biotech technologies (sponsored by MDIC/ABDI) as well as Company Presentations delivered by innovative SMEs from the Brazilian State of Minas Gerais (sponsored by Sebrae Minas).

Sponsors

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Sponsors receive top-notch customer service, prime brand exposure and recognition from the most influential people in biotech. Let us build a sponsorship package that meets your needs.

Contact Sara Morgenstern at 202-449-6381 or smorgenstern@bio.org to get started.

Reserve your spot today!

Latin American and International Registration Rates:

	Rate	
	BRL***	USD
BIO Member	R\$ 1350	\$600
BIO Non-Member	R\$ 1600	\$700

U.S./Canada/European Union Registration Rates in USD

	Rate
BIO Member	USD \$1,295
BIO Non-Member	USD \$1,450

Company Presentation Rates* and Bundling Option for Presenters**

	U.S./Canada/EU (in USD)	Latin America & International	
BIO Member	USD \$2,850	R\$ 3,825***	\$1,750 USD
BIO Non-Member	USD \$3,350	R\$ 4,500***	\$2,050 USD

* Registration for one person is included with the purchase of a company presentation. The deadline for the reservation of a company presentation is Thursday, August 21, 2014. All companies interested in presenting should contact Arthur Nigri with Biominas Brasil, or call +55.31.3303.0012.

**The bundling of registrations is available for a company or organization that secures a company presentation and brings 3 or more people to the event.

• Each additional registration with a company presentation (after the first two registrants from the U.S./Canada/EU) will cost \$700 each.

• Each additional registration with a company presentation (after the first two registrants from Latin America and the International group) will cost 700 BRL each.

***The option of paying in Reals is available exclusively to Brazilians.

Hotel & Conference Venue

Sheraton Rio Hotel & Resort
Avenida Niemeyer, 121
Leblon, Rio de Janeiro - RJ,
22450-220, Brazil
www.sheraton-rio.com.br

A limited number of rooms are available at the Sheraton. Please make your reservations as soon as possible to secure your room at the discounted rate.

For questions, please contact:

U.S.: Bernadette Blake (BD_registration@bio.org)

Latin America and International:
Bruna Pereira (bla@biominas.org.br)