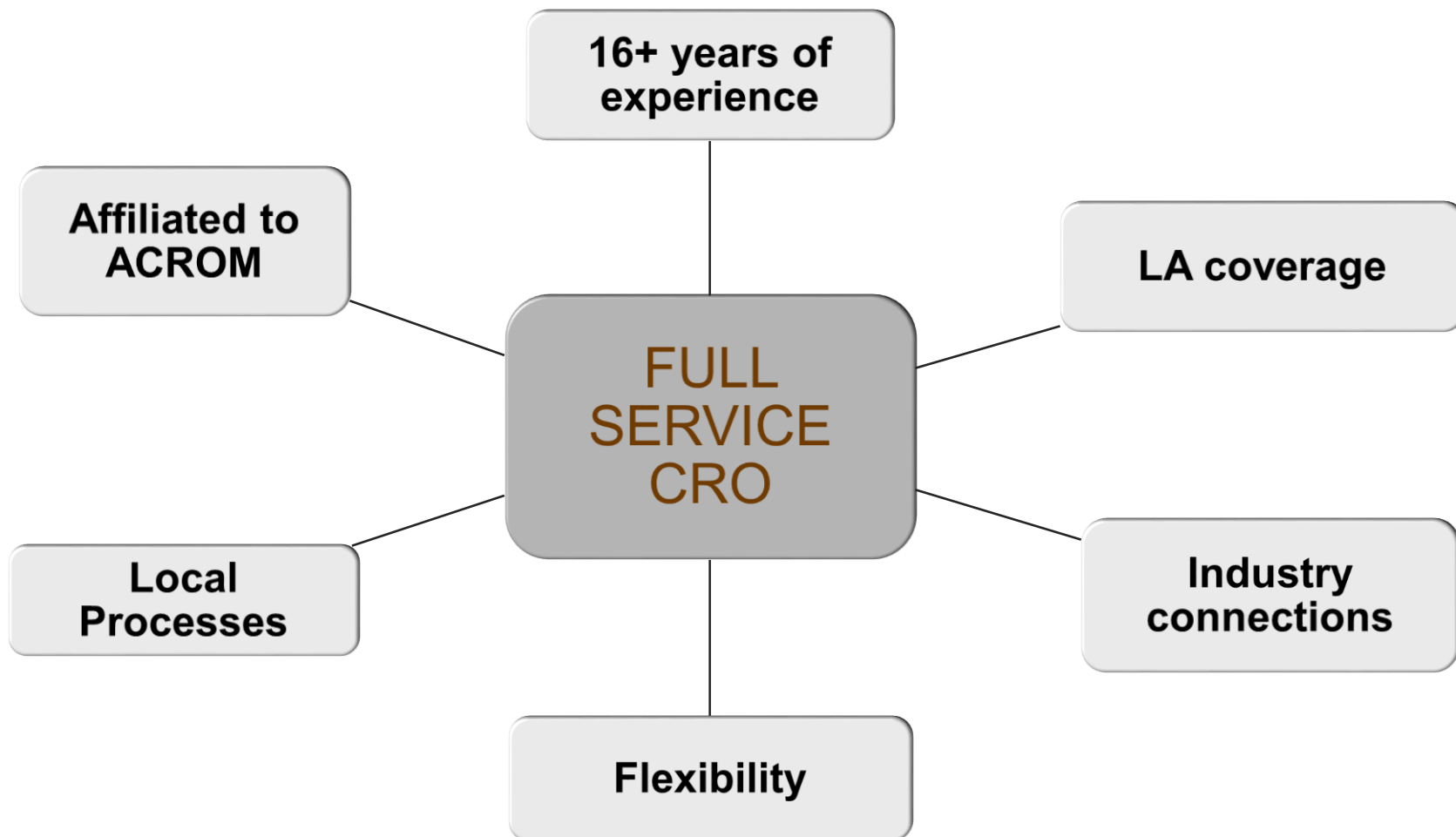




# BIO LATIN AMERICA - 2016

Sao Paulo, 27 October 2016

# Who we are?



# Our presence



**Stage I: 2015**  
Mexico and Central America

**Stage II: 2017**  
Colombia

**Stage III: 2019**  
Peru, Argentina y Brazil

# Our Services (1/2)

## Medical Writing

- Clinical Documents development
- Clinical Study Reports (CSRs)
- Medical Articles
- Web contents development
- Product and technical brochures
- Integration of medical and statistical reviews
- Medical translations and its review

## Clinical Trials

- Feasibility Studies
- Site evaluation / Selection
- Regulatory Process (EC/MOH)
- Clinical Monitoring
- Electronic Databases (eCRFs)
- Project & Data Management
- General Bio-statistics
- Imports and exports
- Central Lab selection
- PMRs (Plan Manejo Riesgos)

# Our Services (2/2)

## New Registrations / Renewal (Molecules y Devices) COFEPRIS

- Preparation of material to present to CMN (Comité Moléculas Nuevas)
- Support presenting to CMN
- Registration dossiers integration
- Application and follow up for new registration number

## Outsourcing

- Specialized professionals in each area
- Demonstrated regional experience
- Knowledge of challenges, advantages and key success measures

# Our Connections



## INVESTIGATORS

- Joint collaboration over 16+ years
- Multiple therapeutic areas

## KEY OPINION LEADERS

- Right selection of investigational sites
- Reliable feasibility studies

## OTHER PROFESSIONAL LINKS

- Translators
- Medical Advisors by therapeutic area

## COFEPRIS and ACROM

- We participate in changes in industry regulation with COFEPRIS
- Right position in the industry

# Mexico and Central America



**Mexico: ~127 million  
People**

**Central America:  
~48 million  
People**



# Pharmaceutical Market

## MEXICO

- Eleventh pharmaceutical market - Globally
- Net worth 13.2B USD
- Economically stable
- Expected growth in GDP of 2.5% for 2016.

## CENTRAL AMERICA

- Pharmaceutical: 3.7B USD in 2014 to 3.9B USD in 2015 = +5.6%.
- Healthcare: 16.8B USD in 2014 to 17.8B USD in 2015 = +5.7 %.
- Other advantages such as
  - Growing ageing population
  - Tax incentives
  - High demand for medications



# Why Mexico and Central America?

- Access to a market of 175+ Million people
- Pharmaceutical market keeps growing
- Same Latin American advantages of running clinical trials
  - Higher recruitment rates vs other countries worldwide
  - Higher patient retention rates
  - Higher participation from Investigators and site staff
  - Quality and standards same or above to other regions
  - More access to naive patients
- Professionals with great experience and experience in Pharmaceutical field
- Expand the pharmaceutical companies landscape
- Support the development of the pharmaceutical industry pipeline

# Why iLS Clinical Research?

- Integration of professionals, services and industry experts
  - Management team with 16+ years of experience in the Clinical Research industry
  - Combination of CRO and Pharmaceutical company experts
  - We are resourceful = our connections
  - Access to a wide database of investigators, key opinion leaders, investigational sites, regulators, etc.
- Wide experience in the industry
  - Experience registering medications for commercialization
  - Service portfolio has been built to satisfy any client needs
  - Wide experience with COFEPRIS processes and Ethics Committees
- Global experience applied to local solutions in less time
  - Knowledge and local decisions
  - Adaptability and flexibility according to client needs
- Simplified costing models to provide always a market alternative to clients

# Questions and comments



[www.ilsclinicalresearch.com](http://www.ilsclinicalresearch.com)