

Biotechnologies and Medtech mission to Brazil

September from 10th to 14th, 2012

A European mission

bioXclusters is a project supported by the European Union that unites four leading biotechnology and health care clusters with the objective of **fostering the internationalisation of the wide and innovative network of Small and Medium Enterprises** in the participating regions.

Bavaria (Germany), Catalonia (Spain), Piedmont (Italy) and Rhône-Alpes (France) join their knowledge, skills, best practices and dynamic companies in life sciences, with a focus on drug development, healthcare and medical technology. The project also benefits from the know-how and the long-standing experience of the ERAI agency, who is the key enforcer of the Rhône-Alpes region for its international economic development. bioXclusters partners chose **Brazil** as a target market to develop a common internationalisation strategy.

Why Brazil?

With its significant economic progress **Brazil will be one of the five largest biotechnology business hubs by 2015**. Brazil offers emerging opportunities for partnerships since 86 % of companies are highly dependent on foreign markets importing mainly reagents, equipment and services. Moreover, Brazil has **the largest healthcare and medical devices market** in Latin America. 30.8% of the Brazilian life sciences companies work in the field of human health, constituting the largest sector in the country.

Major cities

São Paulo (followed by Minas Gerais) concentrates the majority of companies operating in human health, animal health, agriculture, environment, bio-energy and reagents, while most companies in the environmental sector are located in **Rio de Janeiro**.

Which opportunities are there for you?

❖ High level study visits

Joining 4 dynamic European clusters from, France, Germany, Italy and Spain will be an interesting opportunity for you. You will have the chance to join the clusters meetings in Rio de Janeiro and Sao Paulo and meet the key actors in the **Life Science industry** in Brazil (sciences parks, incubators, bioclusters, innovation agencies)

❖ A good opportunity for your BtoB meetings

You will have the opportunity to participate in the BioPartnering Latin America 2012 partnering conferences. BPL 2011 was a great success with over **240 participants** from **133 companies** and **18 countries** and it fostered a productive networking atmosphere with **387 meetings** scheduled through www.techvision.com/bpl

❖ As an option, an individual programme of BtoB meetings

If you wish to stay longer or to get support for a **personalised programme**, ERAI team in Brazil can support you with a programme matching your needs and expectations.



DRAFT PROGRAMME

<p>Saturday, September 8th or Sunday, September 9th São Paulo</p>	<p>Arrival in São Paulo</p>	
<p>Monday, September 10th São Paulo – 9h</p>	<p><i>Institut Butantan</i> www.butantan.gov.br</p>	<p>Created in 1899, Instituto Butantan is one of the most important biomedical research centers in the world. Besides being responsible for over 93% of all serums and vaccines produced in Brazil, the institute does research in many different biology and biomedical themes: oncology, toxins, immunological aspects of the organism's response to toxins and viral infections.</p>
<p>Monday, September 10th São Paulo – 14h</p>	<p><i>University of São Paulo</i> www.usp.br</p>	<p>Research in the University is very active, with over 200 research groups in the field of biology alone.</p>
<p>Monday, September 10th São Paulo – 17h</p>	<p><i>Reinach</i> www.reinach.com</p>	<p>Reinach is an investor in some life sciences companies.</p>
<p>Tuesday, September 11th São Paulo – 9h</p>	<p><i>FAPESP</i> www.fapesp.br</p>	<p>One of the most important scientific and technological research support foundations in Brazil that provides scholarship.</p>
<p>Tuesday, September 11th São Paulo – 14h</p>	<p><i>RECEPTA</i> www.receptabiopharma.com.br</p>	<p>A Brazilian biotechnology company founded in 2006 following a partnership established with the Ludwig Institute for Cancer Research (LICR). The company develops and tests new monoclonal antibodies and peptides to be potentially used in the treatment of cancer, some of which undergoing phase II of their clinical trials.</p>
<p>Tuesday, September 11th São Paulo – 17h</p>	<p><i>Ludwig Institute</i> www.ludwig.org.br</p>	<p>4 main groups of activities: The Cellular and Molecular Biology, Computational biology, Virology and the Genomics Group.</p>
<p>Tuesday, September 11th São Paulo – Noon</p>	<p>Flight to Rio de Janeiro</p>	

<p>Thursday, September 13th Rio de Janeiro (Option 1)</p>	<p><i>BioPartnering Latin America</i></p>	<p>A major Life Science event in Brazil to organise your BtoB meetings.</p>
<p>Thursday, September 13th – 9h Rio de Janeiro (Option 2)</p>	<p><i>Oswaldo Cruz Foundation (FIOCRUZ)</i> www.fiocruz.br</p>	<p>A branch of the Brazilian Ministry of Health, Fundação Oswaldo Cruz (Fiocruz). Fiocruz is responsible for the production of a large quantity of vaccines, drugs, reagents and diagnostic kits. As a research institute, Fiocruz focuses mostly on virology, parasitology, microbiology, immunology, epidemiology and the development of vaccines, drugs and diagnostic methods.</p>
<p>Thursday, September 13th – 14h Rio de Janeiro (Option 2)</p>	<p><i>Biotechnology Pole of Rio de Janeiro (BIO RIO)</i> www.biorio.org.br</p>	<p>Provides essential administrative, business development, consulting and training services to new companies in the biotechnology area in Rio de Janeiro. BIO RIO acts as a business incubator for over 15 companies offering them office and industrial areas and already counts with several other “graduated” companies.</p>
<p>Thursday, September 13th – 17h Rio de Janeiro (Option 2)</p>	<p><i>FINEP</i> www.finep.gov.br</p>	<p>FINEP is a Brazilian government agency responsible for the funding of projects aiming the scientific and technological development in Brazil.</p>
<p>Friday, September 14th</p>	<p>Individual programme of meetings or Flight Back to Europe</p>	

BIOPARTNERING LATIN AMERICA



11-13 September 2012

Hotel Sofitel Copacabana, Rio de Janeiro

BPL is an event of the biotechnology and life sciences industry, focused on establishing strategic contacts, generating business through meetings and promoting networking. BPL 2012 will bring together the major players to discuss ideas and exchange experiences about critical topics: Human and Animal Health; Industrial; Agribusiness and Environment.

Target Audience:

- Pharmaceutical senior executives
- Managers of life science companies
- Investors
- Government Representatives
- Service providers of life sciences area
- Research Centers; Universities

Conference Features:

- Face-to-Face Networking & Partnering

TVG conferences consistently deliver the most cost-effective experience for partnering face-to-face with the right people in a short time. Receptions, meals and networking events coupled with pre-scheduled face-to-face meetings offer BPL delegates endless opportunities for both casual networking and focused partnering.

- Podium Presentations

BPL showcases promising young companies from across the globe. Forty companies will offer a 13-minute podium presentation highlighting their products and partnering goals. Each company is available for face-to-face meetings directly after the presentations and throughout the event.

- Leadership Sessions

Experts from the financial, pharmaceutical and biotechnology industries offer insight, experience and predictions to a global audience of corporate decision-makers.

- biopartnering.com™

biopartnering.com is the most effective and easy to use partnering website for the life science industry. Delegates at BPL are empowered to schedule unlimited face-to-face meetings, profile their company and products, search for potential partners and network with other delegates.

- International Delegations

International Delegations utilize TVG conferences to showcase the unique companies and resources that are represented within their regions. Because of the large international presence at TVG conferences, attendance at BPL allows you to efficiently meet with potential partners around the world in a few short days.

“Biopartnering Latin America” entry fees:

- Special price for bioXclusters project members and guests: 560 USD (440 €)
- Full price: 850 USD (660 €)

For more information: www.techvision.com/bpl



FLIGHTS (PROPOSAL)

Flight	Date	Departure	Arrival	Cost
Malpensa - Sao Paolo (Viracopos)	8/9/2012	11.35	20.30	Around 900 €
Rio de Janeiro (International) - Malpensa	14/9/2012	22.35	19.00 (15/9)	
Sao Paolo (Congonhas) – Rio de Janeiro (Santos Dumont)	11/9/2012	21.00	21.55	

COSTS FOR THE MISSION FOR EACH PERSON

	Full price (€)	bioXclusters rate (€)
Flights	Around 900 €	
Biopartnering Latin America entry fees	660 €	440 €
Other Expenses		
Hotel (approximation)	140 €/night	
Catering	20 €/meal	
Local transportation		Offered by bioXclusters programme*
Options		
Slot for Biopartnering Presentation	1170€	990 €
Individual meetings programme		

* Provided that this transport is done with the entire delegation to the programmed visits.

FLIGHTS + HOTELS + MEALS + “BIOPARTNERING LATIN AMERICA” ENTRY FEES (SPECIAL PRIZE): AROUND 2400 € VAT INCL.