Objective

Contact US companies, investors, researchers, academia and government organizations to increase their awareness on existing business opportunities in Chilean biotech and clinical trials sectors.

Goals

- Provide business opportunities available to Massachusetts and more broadly US companies interested in Latin America and Chile
- State the advantages of choosing Chile as a main location and partner for doing business in Latin America
- Convey the favorable business environment that US organizations can find in Chile
- Provide information on Chilean Government Incentives that are available to organizations interested in pursuing investment and R&D opportunities in biotech and clinical research
- Present a group of Chilean companies/projects that are available for partnerships and investments
- Identify US organizations that may be interested in pursuing opportunities in Chile
- Establish an MOU between Chile (Represented by CORFO) and the Commonwealth of Massachusetts (represented by the Massachusetts Office of International trade and Investment) for the promotion of joint initiatives between their respective industries and academia in biotech and clinical research sectors
- Establish the foundation for similar events to be replicated in other states of the US

Target Audiences

US Audiences

- Companies
- Private and institutional investors
- Academia
- Local and federal government
- Industrial associations
- Entrepreneurs
- Investors residing in the US

Chilean Companies and Speakers Invited

- Individual companies
- Universities
- Business/technology incubators
- Industrial parks that may qualify and be interested

Target Industry Sectors (Chile and US)

Industrial Biotech

- Ag-bio
- Animal/veterinary health and nutrition
- Aquaculture
- Marine biotechnology
- Food technologies (nutraceuticals, ingredients)

Clinical research

- CRO
- Clinical research
- Drug development
- Medical devices
- Diagnostics
Seminar location, duration and venue

- **Location:** Boston, Massachusetts
- **Date:** October 23rd, 2007
- **Time:**
  - Seminar: 8 a.m. to 12:45 p.m.
  - Lunch: 12:45 to 14:45 p.m.
  - Bilateral meetings: 14:45 to 17:00 p.m.
- **Venue:** Seminar: MIT Faculty Club - 50 Memorial Drive, 6th Floor, Cambridge, MA 02139

Agenda

7:30 - 8:00  Registration and networking

8:00 - 8:10  **Opening & welcome address by the Ambassador of Chile to the USA**

8:10 - 8:20  **Welcome address by Local Official (to be announced)**

8:20 - 9:05  **PANEL 1:**

  **“Chile: A Familiar Business Partner”**

  - Chilean Government Officer, invited by the Ambassador of Chile to the USA. “National Strategy for Innovation”
  - Carlos Alvarez, Executive Vice President of the Chilean Economic Development Agency (Corfo): “Biotechnology and Life Sciences in Chile”.
  - Marcos Kulka from Fundación Chile: “World Class Biotech Applications Developed in Chile: The cases of Forestry, Salmon, Horticulture, Mining and Wine Consortiums”.

9:05 - 10:20  **PANEL 2:**

  **“Doing Clinical Research in Latin America: Success Stories from Chile”**

  - Fabio Thiers Ph.D., MIT Sloan School of Management: “Clinical Trials Perspectives in Latin America”
  - Ingrid Heitmann Ph.D., Head of the Institute of Public Health (ISP): “Clinical Trials Market in Chile, and its Regulatory Frame”
  - Pablo Caviedes, MD, Ph.D., CEO Chilean Clinical Research Organization (CICEF)
  - Wayne Langlois, Vice President and General Manager, The Americas, COVANCE
  - Pam Randhawa, Vice President, Marketing, Phase Forward
10:20 - 10:40 Coffee break

10:40 - 12:20 PANEL 3:

“Meet the Chilean Biotech Industry: A Cross Section of Business Opportunities”

- Arturo Yudelevich Ph.D., CEO BiosChile Group
- David Farcas, CEO Centrovet
- Iván Mimica, CEO of the Human Health Consortium
- Geraldine Mlynarz, CEO Diagnostec S.A.
- Elisabeth Tsilikounas, Ph.D., Senior Director New Business Initiatives, Latin America, Genzyme Corporation
- Monsanto USA (to be announced)

12:20 - 12:30 Signature of MOU between Chile and Massachusetts. Secretary Daniel O’Connell, Housing and Economic Development, the Commonwealth of Massachusetts (TBC)

12:30 - 12:45 Closure by MOITI

12:45 - 14:30 Lunch, and networking

14:30 - 17:00 Individual/bilateral meetings

Organizers

- The Embassy of Chile in the US
- CORFO INVEST CHILE
- Partner organization: Massachusetts Office of International Trade and Investment (MOITI)
Presenting Companies: A Brief Overview

Chilean companies participating in the conference represent a cross section of the local industry. They will be presenting their core R&D initiatives, partnerships, and products and services that reach local and international markets ranging from human and veterinary health, diagnostics and nutrition, to agriculture. Presenting executives and brief company descriptions as follow:

- **Pablo Caviedes**, MD, PHD, CEO CICEF
  The Center for Clinical Research and Pharmacological Studies (CICEF) was created in January 2006. Its team includes reputed clinical researchers with proven expertise in pediatric infectology, vaccinology, preclinical and clinical pharmacology, cardiovascular diseases, obstetrics and neonatology. The Center is harbored at the University of Chile’s Faculty of Medicine, and its members are faculty professors of the Biomedical Sciences Institute in this Faculty. CICEF has successfully coordinated research including 25 outpatient clinics, 3 pediatric emergency hospitals, 12 neonatology units, 3 large pediatric hospitals, and 12 pediatric inpatient services in Santiago and provinces, with access to more than 1500 hospital beds.

- **Arturo Yudelevich Ph. D.**, Executive Vice President, BiosChile Group
  BiosChile is a diversified biotechnology consortium founded in 1986 by a group of leading university professors and local businessmen. Its mission is to be the leader in the use of scientific knowledge for the development of innovative biotechnology products and services in human and animal health. BiosChile Group is an ISO9001: 2000 certified consortium. It develops, manufactures and markets high quality diagnostic tests for the detection of infectious diseases as well as proteins and antibodies for biomedical research. Also commercializes a full line of reagents, instruments, consumables, equipment and services to support biological research.

- **David Farcas**, CEO Centrovet
  CENTROVET Laboratories is a Chilean company devoted to the Animal Health and Pharmaceuticals since 1980. Main products include disinfectants, antibacterials, quinolones, coccidiostats, growth promoters, vitamins/electrolytes (both soluble in water or milk) and premixes for the animal feed. All products are manufactured according to the Good Manufacturing Practices. Major clients are the leading meat (poultry - swines - cattle and fish), eggs and milk producers in Bolivia, Brazil, Costa Rica, Chile, Colombia, Ecuador, Lebanon, Malaysia, Mexico, Moldova (Ex URSS), Pakistan, Paraguay, Peru, Dominican Republic, Russia, Saudi Arabia, Turkey, Uruguay, Yemen, Venezuela, etc.

- **Iván Mimica**, CEO of the Consortium for Health Technology and Innovation
  The Human health Consortium was created in the South of Chile in 2006 with an initial investment of US$ 6 m with the purpose of developing innovative products to fight gastrointestinal cancer. This initiative was led by Universidad de La Frontera and joined by Universidad de Concepción, Universidad Austral de Chile as well as several other Chilean and International organizations.
Marcos Kulka,
CEO Fundación Chile

Fundación Chile is a privately owned, non-profit institution, created in 1976 through an agreement between the Government of Chile and ITT Corporation. Its mission is to add economic value to Chile’s products and services by promoting innovation and technology transfer activities, aimed at taking better advantage of Chile’s natural resources and productive capacity. Key sectors include agribusiness, aquaculture, forestry, information and communication technologies, human capital and environmental technologies.

Geraldine Mlynarz,
Diagnotec S.A.

Diagnotec is a biotechnological company specialized in diagnosis and control of infectious diseases that cause significant economic losses in animal production. The mission of the company is to develop and promote massive use of affordable biotechnological tools to improve and increase the efficiency of productive systems. Diagnotec offers services for molecular diagnosis of pathogens in aquaculture, porcine and food industry and it is developing diagnostic tools for plant viruses.

Carlos Alvarez,
Chilean Economic Development Agency

CORFO, the Chilean Economic Development Agency, has been the primary organization within the Chilean Government responsible for promoting economic growth in Chile since 1939. In 2000, CORFO launched a program designed to attract and facilitate technology-intensive foreign investments. Sponsored by the Ministry of Economy, this program has been operated in coordination with its Foreign Investment Committee. The main objective behind this effort is to position Chile as a biotechnology and service springboard for companies with investment projects that are aimed at Latin America and the world. Promoting joint public-private sectors initiatives, CORFO fosters improved management, partnership practices, innovation, capital accumulation, market prospecting and the creation of new businesses, contributing to the balanced economic development of Chile.

Ingrid Heitmann Ph.D.
Head of the Institute of Public Health (ISP)

The Public Health Institute is responsible for regulating drugs and medical inputs and reportos to the Ministry of health. The Public Health Institute also carries out epidemiological surveillance in cooperation with the Ministry of Health’s Epidemiology Department. Through the National Control Department, the Public Health Institute monitors the national system for control of pharmaceutical products, food, cosmetics, pesticides for sanitary and domestic use, and medical articles.