



**ASSOCIAÇÃO BRASILEIRA DAS EMPRESAS DE BIOTECNOLOGIA**



***BIOTECH IN BRAZIL:  
OPPORTUNITIES AND CHALLENGES***

***By ABRABI, the Brazilian Association of  
Bio-businesses***

***Opportunities for Swiss Biotech Companies in Brazil  
Zurich, july, 2006***



## ***PRESENT SITUATION***

- Brazilian Biotech Industry***
- Brazilian R&D***
- Regulatory Environment***
- Important Initiatives***
- Challenges for Growth***



## *Brazilian Biotech Industry*

### *“Brazilian Biotech Market” Portal*

*Objective: Have a picture of the market for  
biotech goods and services*

*21 categories*

*100 subcategories*

*2.500 entries of expected 6.000*

## *Brazilian Biotech Industry*

### *Main Groups:*

*Red Biotech – 20%*

*Green Biotech – 15%*

*White Biotech – 18%*

*R,D&I, Education, Incubators – 20%*

*Consultants, IP, Suppliers, Equipment, etc - 27%*

*Modern Biotech – 10%*



**Brazilian Research & Development**  
***(Statistics for 2004 - CNPq Lattes)***

***Life Sciences:***  
***7.929 groups/30.676 Research Lines***

***health-3.371/11.208,***

***biology-2.561/10.167,***

***agriculture-1.997/9.301***



**Biotech Products and Processes:**  
***R&D groups – 2.087; R&D lines - 4.601***

**Natural Products:**  
***R&D groups – 1.093; R&D lines - 1.125***

*Brazilian Biotech  
Modern Technologies*

*Stem Cells*

*Use of Biodiversity*

*Genomics & Proteomics*

*Agricultural Genomics*

*Animal Genomics & Genetics*

## *The Regulatory Environment*

*Biosafety Law – Transgenics & Embrionic Stem Cells*

*Innovation Law – Technology Transfer*

*Genetic Material Managing Council (Cgen)*

*Patent Office (INPI)*

**Important Initiatives:**

- *Genome & Proteome Networks*
- *TB Network*
- *Stem Cells Trials in Cardiology*
- *Biotech Competitiveness Forum*
- *Belo Horizonte Biotech Cluster*
- *Amazon Biotech Center*
- *Parliamentary Front for Technology*
- *MCT Investments 2005 USD 25 mm*

## Challenges for Biotech in Brazil

- **Financing and Venture Capital**
- **Transform in reality the government support**
- **Technological transfer from R&D institutions**
  - **Insertion in world markets**

## ABRABI's Associates:



- **Alellyx**
- **Bio Clean do Brasil**
- **Biommm Technology**
- **Bio-Rio**
- **Bio (Biotechnology Industry Organization)**
- **Biotec AHG**
- **Canavialis**
- **Castro, Barros, Sobral e Gomes Advogados**
- **CEBDS - Conselho Empresarial para Desenvolvimento Sustentável**
- **CIETEC - Dannemann, Siemsen, Bigler & Ipanema Moreira**
- **EJ Bio Mackenzie**
- **Embrapa –**
- **Eurofarma Laboratórios Ltda**
- **Extracta Moléculas Naturais S.A.**
- **Fundação Oswaldo Cruz**
- **FK Biotecnologia S.A.**
- **Fundação Biominas**
- **Oncocell (Grupo Genoa)**
- **Instituto Capanema**
- **Instituto Virtual de Fármacos UFRJ**
- **Laboratório Nacional de Computação Científica**
- **Ministério da Saúde**
- **Novozymes Latin América**
- **Pele Nova Biotecnologia**
- **Scylla Bioinformatics**
- **UFRGS - Universidade Federal do Rio Grande do Sul**
- **Umwelt Ltda. Assessoria Ambiental**
- **UNIVALI - Universidade do Vale do Itajaí**
- **Vallée S.A.**
- **Votorantim Novos Negócios**



## Biominas Presentation

# ***Biominas Foundation***

**The BIOMINAS Foundation is a non-profit private institution, that aims to promote the creation and development of new biotechnology businesses in Brazil.**

**Its mission is to help entrepreneurs transform scientific discoveries into successful businesses.**

# ***Building BioBusinesses***

Biominas Foundation offers the following mechanisms of support:

## ➤ **New Venture Creation and Development**

Management support for evaluation, planning and structure ideas and helping scientist to establish and develop new companies

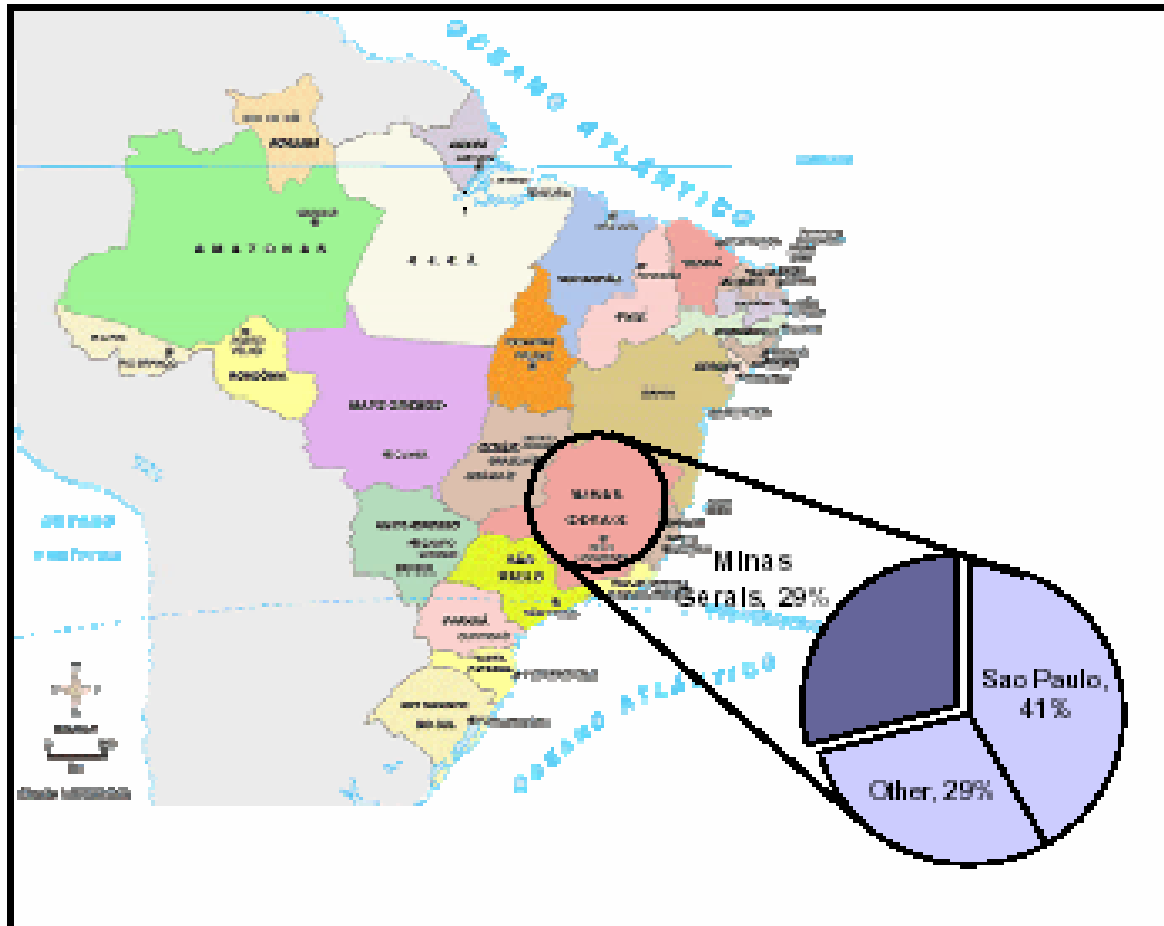
## ➤ **Business Incubation**

Lowering costs and facilitating cross-pollination by sharing infrastructure, support and business services

## ➤ **Seed Capital**

A seed capital program focused on investments in new biotechnology ventures and help affiliated companies raise capital from different sources, such as government grants, banks and venture capital firms

# Promoting the Sector Development



In 16 years, Biominas has contributed for the creation of more than 35 biotechnologies companies and for the recognition of Belo Horizonte and Minas Gerais as an important cluster of Biotechnology

Initiatives:

- Cluster of Biotec BH
- Biotech Competitiveness Forum
- Abrabi
- BioBrasil 2006
- Biotech-Based Incubated Companies Net

# 1997: *Business Incubator*



## Partnership:

- **Biominas**
- **The State of MG**
- **City of BH**
- **FINEP**
- **UFMG**

# ***Business Incubator***

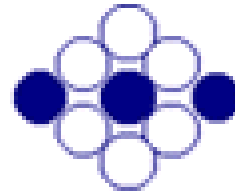


**The Year Award  
ANPROTEC 2004,  
The Best Business Incubator of Brazil**

- Current: 7 incubated companies  
Gains (2005): R\$ 10,9 millions
- 13 graduated companies: since 1997  
Gains (2005): R\$ 55 millions

# *Incubated Companies*

ALVOS



DIAGNO LTDA.

TECHN  DRY

**KATAL**

  
**excegen**  
genética

 *Inside*  
Materiais Avançados

**btj**  
Bio Tecnologia Industrial

FUNDAÇÃO  
**Biominas**

# 1999: Investments

**Agreement: Biominas, IADB and MIF**  
**Programm of Technology Transfer – PTT**  
Seed money: US\$ 3.250.000



# ***Biominas Projects***

## **Alvos S.A.**

Alvos is a bio-products development company, acting with strong link between knowledge generated by universities and research centers for the industry.

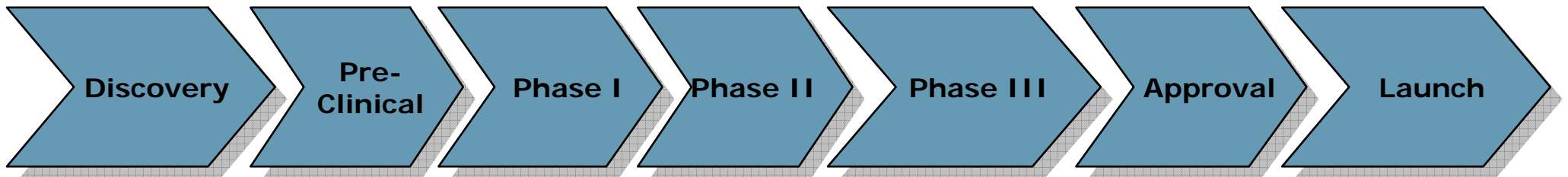
## **BioDiversa Brasil S.A.**

BioDiversa Brasil is a drug discovery company from Brazilian biodiversity.

# Projects in biopharmaceutical industry



BioDiversa  
Brasil\*





Building BioBusinesses

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