

FINAL REPORT

BIO INTERNATIONAL CONVENTION 2023

Consulate General of Mexico in Boston

English version



Mexico Pavilion

Boston Convention and Exhibition Center

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What is the BIO International Convention?

The Biotechnology Innovation Organization (BIO) is the world's largest trade association representing more than 1100 biotechnology companies, academic institutions, state biotechnology centers and related organizations in the United States and more than 30 other countries.

BIO members are involved in the research and development of innovative biotechnology products for health, agriculture, industry and the environment. BIO's flagship event is the BIO International Convention, the world's largest gathering of the biotechnology industry.



Mexico's participation: an example of triple helix model of innovation

The Mexican Agency for International Development Cooperation

(AMEXCID), together with the Mexican Consulate in Boston -headed by Consul Alberto Fierro- successfully coordinated the presence of the Mexico pavilion at the **BIO International Convention 2023**.

In 2022 the Convention -held in San Diego- counted more than **14,000 attendees**, **8,400 companies**, **64 international delegations**, and the celebration of more than **64,000** business meetings. On that occasion, the Consulate General of Mexico in San Diego, in coordination with AMEXCID, facilitated the presence of a Mexican pavilion at BIO with the participation of 17 Mexican companies and the presence of Ambassador Esteban Moctezuma, with very positive results both for the companies and for the positioning of Mexico in the sector.

The companies that participated in the Mexico 2022 pavilion had a total of **176 appointments in the pavilion** with representatives from a wide range of sectors: traditional pharma; public agencies; R&D services; medical devices; pharma and biotech for animal health and biotechnology in agriculture and food; synthesis, analytical and diagnostic services; biotechnology for environmental and industrial purposes; and digital health, among others. These companies and organizations were originally from the United

States (48%), but also from Australia, Canada, Japan, Poland, Switzerland, Brazil, France, Germany, Italy, the Netherlands, Portugal, South Korea, Spain, Sweden and Taiwan.

Based on these successful results, AMEXCID instructed the Consulate General of Mexico in Boston to undertake actions to prepare Mexico's participation in this event. Following this instruction, Consulmex Boston formed an 'Executive Committee' for the planning of BIO 2023, formed by AMEXCID (General Directorates of Cooperation Policy, and of Planning and Evaluation), and representatives from the Mexican Association of Pharmaceutical Research Industries (AMIIF), the Unit of Development and Research in Bioprocesses of the National Polytechnic Institute (UDIBI-IPN), and Liomont Laboratories.

This Committee issued a call with the objective of attracting a set of institutions that would represent a wide range of actors, and could showcase the country's potential in the sector along the entire value chain.

Following the same model as BIO 2022, the participation of these institutions through contributions would also provide the necessary resources to secure a spot in BIO, fund the pavilion and access passes, and cover the expenses associated with parallel events organized within the framework of the Convention for the members of the delegation.

These contributions were structured in two packages: one US\$5,000 package (or its equivalent in Mexican pesos), which granted the donor an exhibitor's pass with access to the BIO's partnering system, limiting these appointments to the pavilion, and a basic entrance pass, as well as the placement of their logo in the pavilion; and a **US\$10,000** package, (or its equivalent in Mexican pesos), which granted the donor a 'Premier' pass, with access to BIO's partnering system, appointments at the **BIO Business Forum**,

and access to all events and conferences organized by BIO, as well as two basic entrance passes; and preferential placement of their logo in the pavilion. In addition, general and contact information for all participating sponsors and start-ups was included on the pavilion's website, which was originally created for the 2022 San Diego pavilion and is available at www.biomexico.org.

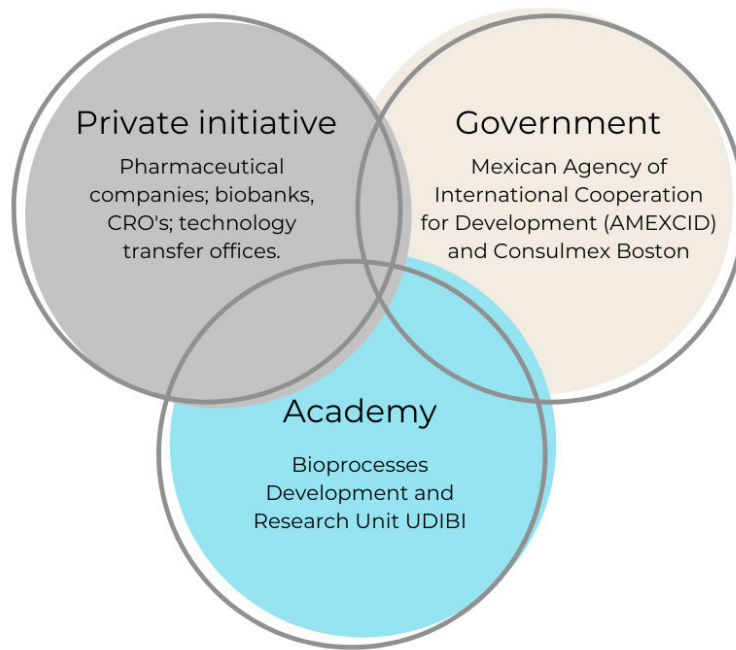
The funds are managed by the Border Philanthropy Partnership, based in San Diego, CA, an authorized grantee organization in Mexico and the United States, which allows it to receive funds in both Mexican pesos and US dollars, and to issue tax-deductible receipts for tax purposes in both countries. BPP also makes payments to all suppliers.

In parallel to the coordination of the delegation of participating institutions, AMEXCID's General Directorate of Planning and Evaluation, together with the technical office of the Foreign Minister, through the initiative "FASSST" -the Spanish acronym for the 'Accelerator Forum of Synergies among startups, tech sector and government agencies'- launched a call for proposals and selected a group of five Mexican startups from the biotechnology sector to be included in the Mexican delegation. This was possible through the sponsorship of the *Grupo T* business group, one of the institutions sponsoring the pavilion.



From left to right: Dr. Javier Dávila (AMEXCID); Bárbara del Castillo (Consulate in Boston); Consul General Alberto Fierro (Consulate in Boston); Carlos Castillo (AMEXCID); Rafael Valencia (AMEXCID); Rodrigo Salas (Foreign Minister's Office).

The Mexican delegation was composed of **16 organizations** from the biotechnology sector, including pharmaceutical **companies, biobanks, research institutions, CROs (Contract Research Organizations), technology transfer offices, consulting and management support firms**, as well as, for the first time, the participation of 6 Mexican start-ups, providing them the opportunity to showcase the talent of Mexican entrepreneurship thanks to the sponsorship of GrupoT and ITRASIG.

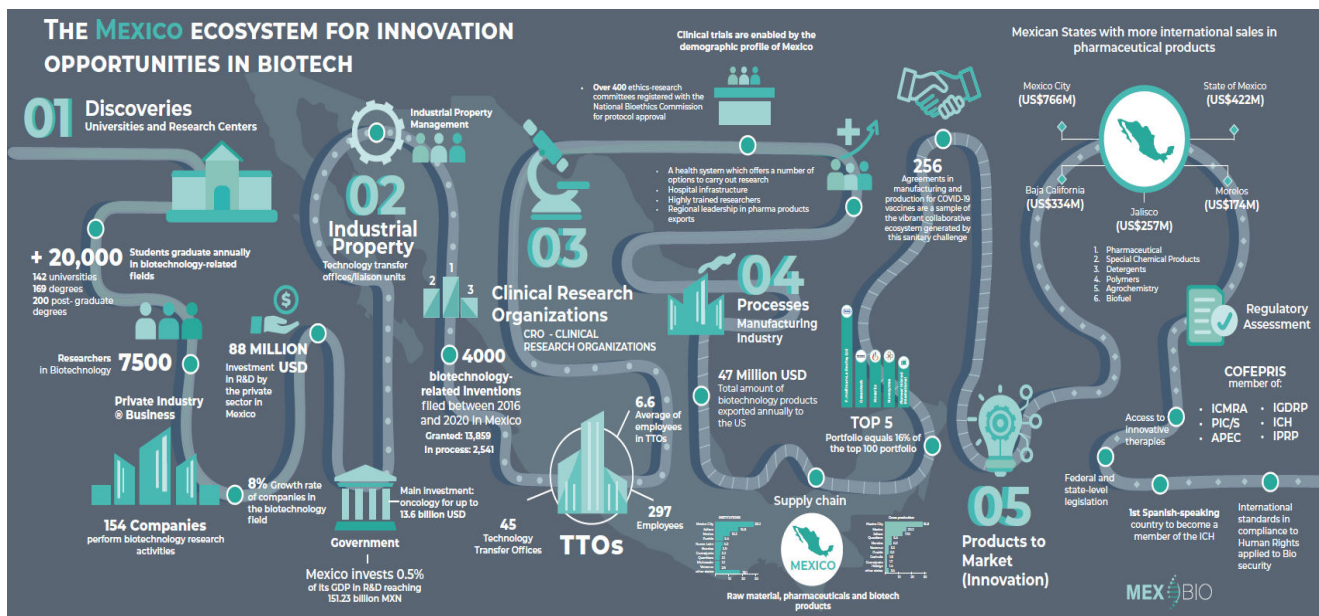


Triple helix innovation model (Etzkowitz & Leydesdorff) showing the dynamic and coordinated participation of the 3 stakeholders.

The biotech sector innovation ecosystem

In Mexico, the innovation ecosystem in the biotechnology sector includes universities and research centers nationwide -such as the Bioprocess Development and Research Unit (UDIBI-IPN) of the National Polytechnic Institute- and every year **+20,000 students** graduate with a degree or postgraduate degree in areas related to biology, biotechnology, chemistry, among others.

The number of private Mexican companies that are part of the biotechnology sector in the country amounts to 154 in total, and the **growth rate of this sector is 8% per year.**







Description of activities

June 4-8, 2023

In parallel to the activities that the Mexican delegation held within the framework of the BIO Convention, from Monday, June 5 to Thursday, June 8, the Consulate General in Boston and AMEXCID's General Directorates of Planning and Evaluation and of Cooperation Policies organized a parallel agenda to add value to the delegation's stay in Boston.

To welcome the delegation, on the afternoon of Sunday, June 4, a visit was made to the **Ragon Institute at Harvard University, MIT and the Massachusetts General Hospital in Cambridge, MA.** This institute focuses its research on understanding the human immune system in order to combat disease. Its executive director for strategic initiatives, Dr. Marco Muñoz, led this visit and shared with the members of the delegation the Institute's mission and main projects. Dr. Hugo Arellano-Santoyo, senior associate of the biotech-focused venture capital investment firm Third Rock Ventures, gave a presentation on the investment model they offer to emerging companies. He also spoke about the mission and work model of Oncoheroes Biosciences, an emerging biotech research company specifically dedicated to fight **childhood cancer.**

Afterwards, a cocktail reception was offered for the Mexican delegation, which allowed participants from the different companies, start-ups and research centers participating in

the Mexico BIO 2023 pavilion to meet each other and interact with local guests from Boston's innovation ecosystem.

BIO 2023 opened on Monday, June 5 at the Boston Convention and Exhibition Center. The members of the delegation began holding their business meetings, both in the Mexico pavilion and in the business forum between 12:00 and 19:00 hrs.

That same afternoon, AMEXCID's General Director of Planning and Evaluation, Carlos Javier Castillo, gave a **strategic presentation on Mexico's outlook in the biotechnology sector**, within the framework of the **Global Innovation Hub forum**, a space provided by the Convention for countries and specific geographic regions to present their strengths and comparative advantages for the biotechnology industry to an international audience.



Presentation of Mexico.

Global Innovation Hub.

On Tuesday morning, June 6, Dr. Javier Dávila, Director General of Cooperation Policies of AMEXCID, the Consul General of Mexico in Boston, Alberto Fierro, and officials from the Consulate's trade promotion area participated as special guests in a meeting organized by Janssen Mexico and a conglomerate of Latin American organizations called BioHealth Alliance.

The purpose of this meeting was to **continue the work strategy of this group**, outlined at BIO 2022, and aimed at strengthening the national biotechnology sectors in the region and facilitating their cohesion for the protection of clinical data; to have a homogenization of regulatory standards at a regional level; and to give preponderance to the "patient-centeredness" scheme in the life sciences sector. This meeting was attended by representatives from **Argentina, Colombia, Peru, Ecuador and Mexico**.

Afterwards, the official inauguration of the Mexican pavilion at BIO 2023 took place, with the participation of BIO's Director of International Relations, Marcel Kaminstein; AMEXCID officials; the Consul General of Mexico in Boston and the Consul for Commercial Affairs and Innovation, Bárbara del Castillo; representatives of the Mexican delegation at the pavilion; and the Consul General of Canada in Boston and officials from Global Affairs Canada as special guests.



Ribbon cutting. Inauguration of the Mexico Pavilion.

On June 7, in accordance with the actions taken by AMEXCID's Directorate General for Planning and Evaluation and the Minister's Office, four of the Mexican start-up companies that accompanied the Mexican delegation made a presentation at the Mexico Pavilion. Here, they presented the different technologies they are developing to address different challenges, from food sustainability to the preservation of sight. These companies and their representatives were:

- Save Fruit - Sebastián Hernández
- Ocular Bio Design - Ma. Dolores Montalvo
- BreakPET - Daniel Hernández
- Propel Foods - Jayat Elena González

Later, Consul General Fierro, together with the Director of Commercial Affairs for North America of Mexico's Foreign Ministry, David Fortoul, -who attended in representation of

the Head of the North American Unit of the MoFA, Roberto Velasco- participated in a discussion session on the opportunities offered by the relocation of production chains to Mexico for U.S. companies, co-organized by the Consulate General and the U.S.-Mexico Chamber of Commerce, in an event outside BIO.

This panel, titled **"Mexico: Nearshoring, Supply Chain and Manufacturing,"** also included the participation of Alberto Villarreal, General Director of NEPANOA, an office that assists international companies in their expansion to other countries; Cathy Rocheleau, partner and director at Rocheleau Tool & Die, a machinery manufacturing company with exports to Mexico; Eduard Casajuana, Director of International Banking at Santander; and Raúl Rangel, an associate at the law firm Duane Morris.



Panel "Mexico: Nearshoring, Supply Chain and Manufacturing".

Members of the Mexican delegation to BIO also attended, and had the opportunity to exchange contacts and information regarding their operations in Mexico with local participants at the event, who were interested in expanding their efforts to our country.

Finally, in the morning of Thursday, June 8, the trilateral discussion **"The future of the biotechnology sector in North America"** was held in the Mexican pavilion, organized by the North America Unit Office of the Mexican Foreign Ministry. Consul General Fierro moderated this discussion on behalf of Mr. Velasco, with the participation of Néstor Pérez, Director of Operations and Research and Development of the Mexican company Probiomed; Karen Murphy, Director of Economic Development of the Boston-based company Ginkgo Bioworks; and David Llewellyn, Commercial Manager of STEMCELL Technologies, the largest biotechnology company in Canada.

Finally, Consul General Fierro accompanied members of the Mexican delegation to a meeting with Mariana Matus, director and founder of the biotechnology company **Biobot Analytics**, which analyzes wastewater in order to facilitate the implementation of public policies to prevent the detection of substances ranging from the SARS-Cov 2 virus to opioids and other drugs. During this visit, Dr. Matus shared her experience and showed the attendees her laboratory facilities.

Planning for San Diego 2024

As a conclusion and closing of BIO 2023 activities, Consulmex Boston conducted a survey among the participating companies regarding their experience during the event. The survey included 8 items that asked about the total number of business meetings scheduled, as well as the total number of meetings held, agreements reached during the meetings, prospects for San Diego 2024 and feedback from BIO 2023.

Of the total number of participating companies, **60% responded to the survey**, yielding the following results:

207 Business appointments held by 13 of the companies, of which,

172 They were successfully carried out both in person and through the BIO One-on-One Partnering System platform.

77% Of these appointments, they culminated successfully in:

- Presentation of products;
- Scientific research collaborations
- Service offerings and
- Future technical meetings

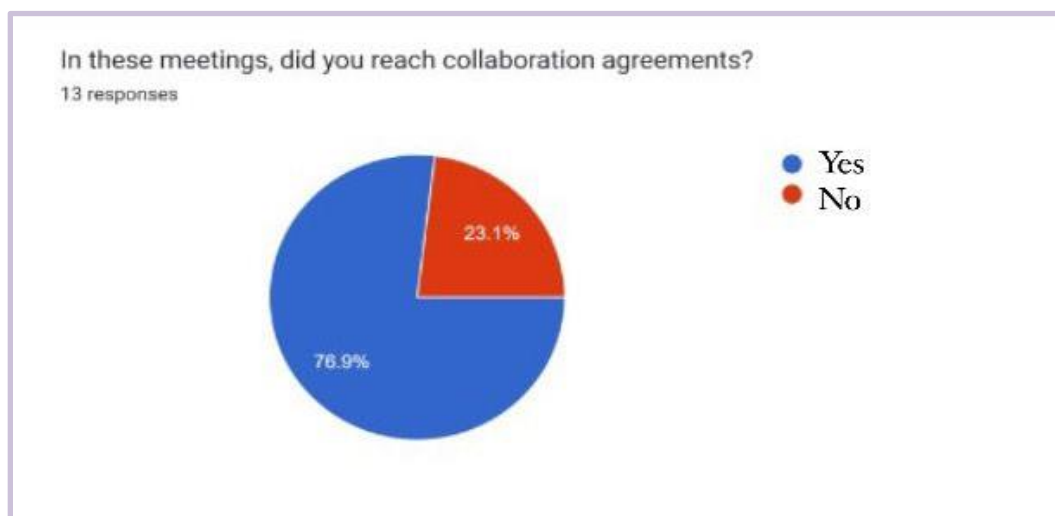


Figure 1

The participating companies were also asked about their intention to be part of the Mexican delegation in San Diego, 2024. As shown in Figure 2, **53.8% responded that they were interested in participating** with the same contribution as they did in

BIO 2023, while **30.8%** wanted to participate with a smaller contribution and 15.4% wanted to participate with a larger contribution.

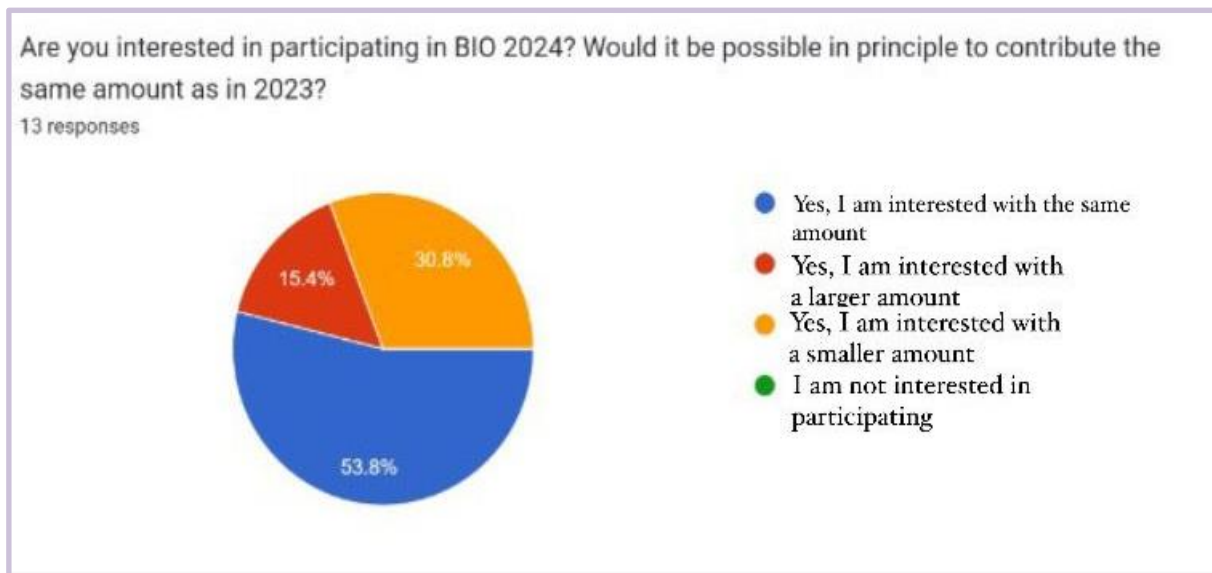


Figure 2

Finally, as part of the survey, feedback was collected from the companies in order to improve the management and planning of Mexico's participation in future editions of the Conference.

Among the highlights of this feedback were the following:

- Early launching of invitations to participate, starting the year prior to the event;
- Maintain the Mexican pavilion in a central location within the convention center;
- Strong parallel agendas that highlight business linkage opportunities;
- Emphasize the importance and additional benefits obtained from participating as part of a national delegation;
- Emphasize the accompaniment of Mexican authorities and networking.

Mexico's 2022 and 2023 participating companies

DIRECTORY BIO
BIO 2023 - Boston
Agilent Technologies
Mexican Association of Pharmaceutical Research Industries, (AMIIF)
Arochi & Lindner
Biocluster Nuevo León
Epic-CRO Research
Grupo T
Keyzell
Laboratorios Liomont
Mextrategy (Red OTT)
Omica
Pragmatec / Jalisco State Government
Probiomed
Latin American Academic Health Sciences Network, (RALCS)
Red OTT
Tec Salud
Udelá
Unit of Development and Research in Bioprocesses of the National Polytechnic Institute (UDIBI-IPN)
Start Ups 2023
Ocular Bio Design
Propel foods
Save fruit
BreakPet

Bio 2022 – San Diego
Mexican Association of Pharmaceutical Research Industries, (AMIIF)
Biocluster Nuevo León
ByProductos
Baja California State Government
IHGLife
National Institute of Genomic Medicine (INMEGEN)
ITJ Tijuana
Laboratorios Liomont
Red OTT México
SBL Pharmaceuticals
Scantibodies
Solena Ag
Sorrento Therapeutics Mexico
Tec de Monterrey
TestFarma
Tijuana EDC
Unit of Development and Research in Bioprocesses of the National Polytechnic Institute (UDIBI-IPN)