



Mexico: an opportunity in biotechnological innovation



**Discover the
business
opportunities
and most
influencing
organizational
capabilities of
Mexican
biotechnology
companies.**



**MEXICAN
DELEGATION**

Pavilion Members

Avant Santé / EtCurae



Avant Santé Research Center S.A. de C.V., headquartered in Monterrey, Mexico, is a distinguished Contract Research Organization (CRO) committed to revolutionizing Clinical Research by prioritizing Patient-centricity, Quality, and Deliverables. Our philosophy revolves around integrity, honesty, and transparency, instilling trust and confidence among our clients, partners, and study participants. We foster collaborative relationships with sponsors, investigators, regulatory authorities, and patient communities to collectively propel medical science forward.

CECYPE

CECYPE is your ally in Biologics and Biosimilars clinical trials. Since 1995, we have been a COFEPRIS (Mexican Regulatory Agency) authorized third party for conducting clinical trials. We are also an industry leader in México, providing innovative and reliable products and support to our clients. CECYPE is specialized in Phase I healthy volunteer clinical trials. Our team of experts is dedicated to helping our clients move their drugs to the next development step faster without sacrificing quality. Our geographic location allows us to offer you competitive pricing without compromising the excellence you expect and deserve.

We offer a range of other complimentary services for clinical trials that include: Biologic/Biosimilar trials, Vaccine trials, tailored analytical assays for PK and ADAs, Pharmacodynamics, Hospital alliances for trials with patients, Bridging studies, Ethics and research committees, Preclinical trials and more.

CECYPE, is not just a CRO; it's a dedicated partner with a long-standing record of success. We have the expertise, the facilities, and the passion to ensure your biologic/biosimilar trials are conducted with the utmost care, precision and strict adherence to good clinical practices.



Epic-CRO

We are focused on providing a full range of tailored, efficient, high-quality, and cost-effective clinical development, regulatory, and post-approval services to the Pharmaceutical, Biotech, Medical Device, and Nutraceutical industries.

At EPIC, we help develop and bring new molecules and developments to the regulatory process through trial design, management, site selections, CRFs, ICF, and other material developments emphasizing collaborative work with your team and our clinical and regulatory experts to ensure cost-effective results.



Grupo T



This group of companies is currently the preponderant biotechnology cluster in molecular diagnostics in Mexico and Latin America, we are the most important actor in the innovation and manufacturing of artificial DNA and genetic diagnostics in Mexico and Latin America, exporting quality and certified products to various parts of the world.

INCIDE

The Innovation and Science Foundation for Business Development INCIDE, is a non-profit organization, founded in 2013 by an agreement between a group of 100% Mexican companies committed to technological development and innovation.

INCIDE was created with the purpose of promoting scientific and technological development as well as innovation in biotech companies to generate value and competitive advantages and to collaborate in the economic and social development of companies and the country.

The founding entrepreneurs have been shareholders of companies with more than 60 years in the market (mainly pharmaceutical) basing their success on innovation processes that have projected them to generate patents and successfully venture into international markets. Their philosophy and competitiveness led them to collaborate with institutions of higher education, which led to the growth and development of other companies. INCIDE operates with a long-term vision to support the fundamental areas of the industry in the nation, mainly health and agriculture.



PiSA® Pharmaceutical



PiSA® Pharmaceutical is a Mexican company with almost 80 years of history dedicated to the manufacturing, marketing and distribution of health product. Our portfolio consists in more than 1,500 brands of medicines distributed through 17 therapeutic areas.

Currently, we are a team with over 27,000 collaborators dedicated to health care throughout the American continent.

Hold the Electrolit® brand which is the 4th biggest brand in Hydration and Isotonic beverages category and has a presence in 14 countries. Now available in Europe (Spain). We have our own network of 7 warehouses throughout the country and a fleet of 400 units, making us the best partner and supplier to healthcare organizations, as we are fully integrated into the future, including last mile distribution. Committed to offering high quality products, we have certifications in:

- Good Manufacturing Practices in accordance with NOM 241 SSA1-2012 (MEX)
- ISO 9001 and ISO 13485
- FDA for Medical Devices
- INVIMA
- Shingo Prize Silver Medallion

The growth at PiSA® Pharmaceutical has been a constant due to its human capital. We are committed to excellence, aware that each of our actions and activities are to fulfill our reason for being: "A Life at the Service of Life."



Liomont

Liomont was established in 1938 and has grown to be one of the top pharmaceutical companies in Mexico. Its products are commercialized in most of Latin America, the U.S., and Europe. Liomont develops and commercializes small molecule drugs as well as biopharmaceuticals and vaccines. In 2020, the company entered into an agreement with AstraZeneca to produce their Covid Vaccine for Latin America producing 100 million doses of this vaccine.

Liomont is looking to out-license its biosimilar products and is also looking for partners with assets that can strengthen its portfolio. Additionally, they seek to establish partnerships with biotech or vaccine companies that might be interested in co-development or manufacturing, this last in their state-of-the-art facility where they have a capacity for both cell culture and aseptic filling of vials.

New Genesis

Is a business consultancy with 18 years of experience, founded in Chile. We have extensive expertise across Latin America, USA, and the EU, with offices in Santiago de Chile and Mexico City. Our focus is on providing innovation management services and comprehensive technology transfer process development for private companies, institutions, and startups. We develop customized services tailored to the specific requirements and objectives of each of our clients for value generation and/or capture. Our offerings include IP and Market Assessments, Identification, Evaluation, and Valuation of Technologies, Startups, and Science-Based Companies. We also specialize in structuring and implementing capital raising processes, as well as managing projects for scaling and business consolidation, where the specific application of a technology is the focus of development. Additionally, we offer services in the design, implementation, and management of acceleration projects for R&D initiatives and startups. Finally, we have +10 years of real and successful experience in managing venture capital funds and investments in technological developments. Our motto is: "Turning ideas into great projects, aiming to generate extraordinary results."



New Genesis



Organon

Their core mission is to deliver impactful medications and solutions that contribute to a healthier daily life for people around the world.

Women's Health is Organon's primary focus, offering a comprehensive range of products in areas like reproductive health, contraception, and hormone replacement therapy. They develop and manufacture biosimilar drugs, more affordable alternatives to complex biological medications used to treat various conditions. Beyond women's health, Organon offers established brands across various therapeutic areas, including heart disease, oncology (cancer treatment), and respiratory conditions. Organon has a significant global presence, operating in over 140 markets worldwide, making its products accessible to a large population [Organon: Home]. They boast a robust portfolio with over 60 medicines and healthcare products across various therapeutic areas.



Pragmatec

Our purpose is to promote technological development and innovation as well as connect with the best partners between México and the world in the Life Science sector. We have carried out activities for organizations from different countries such as the United Kingdom, Canada, Chile, Spain, the Netherlands, and South Korea. We can offer you strategic relationships for these specific goals:

- HealthTech Landscape Reports in the region.
- Scouting of new technologies for your open innovation strategies (researchers or startups).
- Matchmaking with potential partners such as universities, research centers, clinical trials offices, manufacturing companies, or specialized chambers of commerce.
- Connections with regulatory experts to introduce new products in this market.
- Exploratory interviews with potential customers (B2B/B2C).
- First connections with federal and local governments for nearshoring strategies in Mexico.

RED OTT

The Network of Technology Transfer Offices in Mexico (OTT Network) was conceptualized and integrated into the OTT/CEPAT of the Northwest Biological Research Center, SC in 2012 as an inclusive project made up of Public and Private Education Institutions, companies, and government.

The purpose of its creation was to strengthen the innovation ecosystem, share efforts, and collaborate in actions of common interest for the development and consolidation of the technology transfer and commercialization function, making visible the technological offer of Higher Research Institutions (IES). They seek to complement experiences in training and mobility, success stories, monitoring of activity measurement indicators, and possibilities for developing technologies among HEIs to optimize economies of scale and create a culture regarding intellectual property.



UDIBI-IPN | Development and Research Unit in Biotherapeutics of the National Polytechnic Institute

UDIBI is made up of 10 qualified scientists and support personnel working to provide services to the pharmaceutical industry such as drug discovery, preclinical studies, protein manufacturing, and consulting in regulatory affairs. UDIBI is a third-party laboratory of the Mexican Ministry of Health (COFEPRIS). In collaboration with GlobalBio, Inc., UDIBI established a state-of-the-art discovery and protein engineering platform to discover, optimize, and produce antibodies, peptides, and proteins for diagnostic and therapeutic applications. UDIBI's portfolio of products and projects includes an immunomodulatory patented in 39 countries with annual sales of \$20 MN USD a year, a diagnostic kit for measuring anti-SARS-CoV2 antibodies, five therapeutics antibodies in diverse phases of development, and sales of over 20 proteins and antibodies for research and diagnostic.





Tijuana EDC / Secretary of Economy and Innovation

Tijuana Economic Development Corporation is a non-profit organization founded over 35 years ago. Our mission, along with the Secretary of Economy and Innovation of our State Government, is to assist foreign companies in seamlessly establishing and doing business in our state of Baja California, Mexico, free of charge.

Nestled along the U.S.-Mexico border, Baja California is strategically positioned as a gateway between North and South America. With a flourishing industrial ecosystem, a highly skilled workforce, and a business-friendly environment, our state has become the preferred destination for global companies seeking to establish manufacturing operations or partner with contract manufacturers.

We understand that navigating the complexities of international business expansion can be challenging. That's why we're here to guide you every step of the way. Here's how we can help you:

- Expert Guidance: Meet our team of professionals with an in-depth understanding of Baja California's economic landscape. Receive expert guidance and insights to make well-informed decisions.
- Comprehensive Information: Access a wealth of information, including market trends, industry-specific data, and regulatory requirements. Equip yourself with the knowledge needed to shape your business strategy effectively.
- Site Selection Resources: Finding the ideal location for your manufacturing operations is paramount. Discover how we can help you identify and evaluate suitable sites tailored to your specific needs.
- Connection Building: Establishing key connections within the local business ecosystem is vital. Engage in networking sessions to meet local suppliers, partners, and government entities, ensuring a smooth entry into Baja California's business community.

Udelá

Udelá is a leading regulatory and strategy services organization in Mexico and Latin America. Udelá offers consulting services to help companies navigate the regulatory landscape for registering and marketing their products in México and Latin America countries. Udelá can act as your legal representative in Mexico, simplifying the legal aspects of doing business in the region. Also provides warehousing and distribution solutions specifically designed for the pharmaceutical and healthcare industry.

Udelá offers a comprehensive service package, or clients can choose specific services needed:

- Regulatory consulting and strategy development for market entry in LATAM.
- Legal representation to navigate legalities and ensure compliance.
- Other services such as GMPs, labeling and regulatory advertising review services for food, dietary supplements, nutraceuticals, and cosmetics. Key Opinion Leaders feedback, import and export services.



MEX  BIO



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