Mexico: an opportunity in biotechnological innovation



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





Pavilion Members · · · · · · · ·

AROCHI & LINDNER

With more than 30 years of experience, Arochi & Lindner is a leading law firm in Mexico and Spain, known for its excellence in Intellectual Property, Litigation, and Regulatory Advisory. Our Life Sciences practice stands out as one of the most robust in the market, providing strategic legal solutions for companies in the pharmaceutical, biotechnology, medical device, food, cosmetics, and agricultural sectors.

We recognize that the Life Sciences sector is constantly evolving and encounters complex regulatory challenges. That's why we offer thorough legal counsel that covers a wide range of services, including trademark and patent registration, obtaining sanitary authorizations from COFEPRIS, drafting licensing agreements, ensuring regulatory compliance, handling patent litigation, and navigating public procurement processes.

Our multidisciplinary team — which includes attorneys, chemists, engineers, and biotechnologists — combines technical and legal expertise to provide practical and efficient solutions aligned with our clients' business goals. We have successfully represented drug companies in high-profile patent disputes and have managed groundbreaking innovations, such as the first microorganism deposit at Mexico's National Center for Genetic Resources (CNRG).

At Arochi & Lindner, we don't just protect innovation — we empower it. Our mission is to act as a strategic partner for companies transforming health, technology, and quality of life through science.

AVANT SANTÉ

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.

Offering a comprehensive spectrum of services, Avant Santé specializes in everything from Early Phase I first-in-human studies to regulatory services.

Our Phase I facility in Monterrey features 80 beds dedicated to healthy human BA/BE studies and 16 beds for early Phase 1 first-in-human studies. This state-of-the-art facility is particularly expert at conducting patient PD studies in asthma patients (methacholine challenge), early Phase 1 first-in-human studies, and healthy human BA/BE studies, adhering to the standards of USFDA, EMA, ANVISA, COFEPRIS, LATAM, and TGA.

Avant Santé also provides LATAM regulatory services through its subsidiary, Udela Global, offering a range of services including product dossier preparation, attendance at new molecule committee meetings, facilitation of technical meetings with regulatory agencies, and acting as sponsors' representatives during interactions with regulatory bodies.

Avant Santé plays a significant role in late-phase clinical trials (Phase II to IV) focusing on metabolic and liver disorders such as obesity, T2DM, dyslipidemia, MAFLD/MASH, cirrhosis, alcohol hepatitis, PBC, PCOS, HCC, and autoimmune hepatitis. With a site network spanning five LATAM countries and encompassing over 100 sites, we are positioned to make substantial progress in the field of clinical research. Avant Santé also has collaboration with public institutions in Mexico through its Subsidiary EtCurae[®] for an exclusive access of patient population.



APOTEX - LATAM

At Apotex, we push the boundaries of healthcare with an unwavering commitment, making treatments accessible through innovation, affordability, and care. We forge partnerships that spark breakthroughs, empower communities, and create lasting impact. And through transparency and dedication, our people remain united in putting better health within reach for all.

For over 50 years, we've been driven by this mission. At Apotex, we deliver accessible, high-quality health products to protect, preserve and enhance health.

For 50 years, we've risen to each health challenge, transforming from a core generics business into a global force for affordability, innovation, and quality in healthcare.

With more than 800 pharmaceutical, over the counter, and consumer health products, including our natural health product portfolio, we're continually unlocking new possibilities to advance health across a broad spectrum of therapeutic areas.

Our key areas of focus for pharmaceutical innovation include dermatology, neuroscience, oncology, ophthalmology, osteoporosis, pain management and women's health.

Powered by our commitment to every health victory, our more than 6,000 team members worldwide stand united in empowering every individual's journey to wellness.









CARNOT

Carnot Laboratorios is a leading Mexican pharmaceutical group with over 80 years of experience, committed to improving health through innovative, high-quality products. Our strong in-house R&D capabilities support the development of advanced pharmaceutical technologies, analytical methods, and clinical research. This expertise has enabled us to protect our innovations through patents, build tailored technological solutions for manufacturing, and run state-of-the-art GMP-certified facilities—such as our biotechnology site (Drugmex) and dedicated plants for hormonal and high-complexity products.

With a solid presence across Latin America and subsidiaries in Brazil, we are ideally positioned to register, promote, and commercialize products in the region, maintaining the highest standards of quality, regulatory compliance, and ethics. Our portfolio includes key therapeutic areas such as Gastroenterology, Women's health, CNS, Respiratory and Dermatologic care. We are a top-10 company in gastroenterology in Mexico, led by our flagship Libertrim brand and the exclusive licensing of Ki-Cab. We are also expanding into the cardiometabolic space with short- and mid-term market entry strategies for Mexico and LATAM. Carnot is the strategic partner of choice for companies looking to enter or grow in Latin America's pharmaceutical markets.

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.





GTO LIFE INNOVATION & TECHNOLOGIES CLUSTER

Guanajuato's Life Innovation & Technologies Cluster aims to promote the state as a leader globally and in Mexico in the life sciences field. The Cluster develops and expands alliances worldwide with a range of key stakeholders, including research and development organizations, advocacy groups, institutions of education and medical device manufacturers.

ELYSIAN BIO

Elysian Biologics is a pioneering biopharmaceutical company committed to transforming access to high-quality biologic and biosimilar medicines across Latin America. Our mission is to make life-changing biologic therapies available and affordable to everyone, everywhere, particularly in underserved regions such as Mexico and Latin America. We specialize in the development, licensing, commercialization, and distribution of biologics, biosimilars and specialty medical devices, targeting therapeutic areas with urgent unmet needs like oncology, rheumatology, bone health, and cardiometabolic diseases.

We have secured contracts with multiple international companies and are in advanced negotiations with additional partners. Our current portfolio includes seven different products scheduled for launch between 2025 and 2026.

Backed by the infrastructure of Grupo TRACSA (over 4,200 employees and multinational reach) and Saya Bio, Elysian Biologics is uniquely positioned to bridge the gap in biologic medicine access. We partner strategically with innovative global companies to accelerate regulatory approval and market entry, providing patients with affordable, effective alternatives where they are needed most.

Our competitive advantages include deep regional expertise, a robust local commercial network, agility in regulatory affairs, and a strategic approach to both public and private market access. At BIO 2025, Elysian Biologics seeks to establish new partnerships and co-development opportunities and connect with stakeholders who share our vision of democratizing access to advanced therapies.

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 Nutriceutical 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.





FIFARMA

FIFARMA is the Latin American Federation of the Pharmaceutical Industry. We were founded in 1962 and represent 16 research-based pharmaceutical companies and 11 local associations in Latin America and the Caribbean. These organizations are dedicated to researching and developing safe, innovative, and high-quality health products and services that improve patients' lives. We bring together the research and development (R&D) pharmaceutical industry of Latin America and the Caribbean to support and promote health policies that extend, preserve, and enhance patients' lives.

We work with all stakeholders in the ecosystem, in a constantly evolving environment, promoting scientific research and the highest standards of quality, safety, and transparency. We come together to promote access to innovation, recognition of the value of intellectual property, and initiatives that help advance better health for Latin American society. We advocate for sustainable, patient-centered healthcare systems, which means working together with Local Associations, national authorities, civil society organizations, and international bodies.

At FIFARMA, we believe that access to innovation means health for all. That's why we foster dialogue within the industry. To generate social value, we promote the highest regulatory and environmental standards, uphold universal ethical principles and values, and consistently strive through our work to offer patients the possibility of living longer and better lives.



PARQUE FARMA / HELIX

In life sciences, speed, compliance, and control rarely coexist. Companies are forced to choose: build and wait years, buy and inherit risk, or outsource and lose control. These paths erode margin, burn capital, and delay impact.

Parque Pharma was built to end that tradeoff. We are Mexico's first and only pharmaceutical condominium model; an integrated real estate and financial platform delivering turnkey, cGMP-compliant modular facilities for lease or purchase. Each company operates its own private, validated GMP plant within a shared-infrastructure ecosystem engineered for speed, cost-efficiency, and regulatory clarity. No CapEx. No permitting delays. No dependency on CMOs.

Our Simultaneous Execution Model[™] compresses timelines by integrating construction, compliance, and validation from day one. Facilities are designed to meet FDA, EMA, and cGMP standards and are delivered in months—not years.

Helix is your entry point to Latin America: your strategic operating system for market access, regulatory navigation, and commercial acceleration. As the execution arm of Parque Pharma, we specialize in guiding international companies through the complexities of COFEPRIS, FDA, and EMA compliance, product registration, and market launch across Mexico and Latin America.

From regulatory intelligence and tech transfer to distribution strategy and licensing, Helix helps you build not just

infrastructure; but presence, positioning, and permanence. We inherit nearly 30 years of real-world execution experience from Parque Pharma. We don't offer services—we embed capabilities. You plug into a system engineered to reduce friction, compress timelines, and unlock scalable growth in one of the world's most complex healthcare markets. We don't outsource your vision. We operationalize it.

At BIO 2025, we're seeking global partners ready to expand into Mexico or Latin America, through licensing, contract

manufacturing, market entry, or facility development.

INCIDE

The Fundación Innovación y Ciencia para el Desarrollo Empresarial (INCIDE) is a non-profit organization established in 2013, the result of a joint commitment by a group of Mexican companies with over six decades of experience, primarily in the pharmaceutical sector. These companies have built their growth and longevity on sustained processes of innovation, technological development, and patent generation, enabling them to compete successfully in international markets.

INCIDE was founded with the purpose of promoting scientific, technological, and innovation-based development within the Mexican business sector, generating competitive advantages that contribute to both corporate strengthening and the country's economic and social development. The foundation fosters effective collaboration among companies, universities, and research centers, facilitating the creation of new technology-based enterprises and increasing private investment in science, technology, and innovation.

INCIDE operates a Technology Observatory, a specialized tool for generating technology intelligence studies that help identify commercial opportunities, anticipate emerging technological trends, and support strategic decision-making in innovation. Additionally, INCIDE leads various technology scaling programs, including Challenges INCIDE, an initiative carried out in collaboration with government stakeholders to enhance public-private partnerships. The foundation also launches calls for the incubation of health-related technological products, through which investment portfolios are built for licensing innovations and accelerating their market entry.

Its strategic objectives include identifying opportunities, managing portfolios of innovation and technological development projects, and promoting the active participation of both large enterprises and SMEs with innovation capacities. Furthermore, INCIDE seeks to position itself as an ethical and transparent entity that delivers concrete and measurable results for its members and for society at large.





INSTITUTO DE TERAPIA CELULAR (ITC-CDMO)

ITC CDMO is Latin America's premier Contract Development and Manufacturing Organization, boasting over 16 years of industry leadership in advanced regenerative therapies, including stem cell-based treatments and exosome therapeutics. Our comprehensive B2B services seamlessly guide your innovations from early-stage research to commercial manufacturing, consistently maintaining strict xeno-free conditions and using exclusively GMP-grade reagents.

We strategically accelerate your market entry through our extensive network of licensed regenerative medicine hospital partners, streamlining clinical adoption and product commercialization. Our cutting-edge infrastructure includes ISO 5-classified cleanroom environments, advanced cell-processing capabilities, specialized exosome purification methodologies, and a dedicated pilot laboratory specifically designed for efficient process development, scale-up, and seamless technology transfer into full-scale production—aligned subtly with industry best practices.

Choose ITC CDMO as your strategic partner for unmatched innovation, compliance, and commercial success in regenerative medicine throughout Latin America.

INVESTIGACIÓN FARMACÉUTICA (IFA CELTICS)

Investigación Farmacéutica S.A. de C.V. (IFA Celtics), is a 100% Mexican Pharmaceutical Company founded in 1965 with the mission of improving the quality of life of patients, through products of the highest quality, offering safe and effective treatments. At the beginning, IFA Celtics specialized only in the distribution of products for the control of overweight/obesity. In 2000, IFA Celtics began expanding its operations by launching its Rx division, resulting in 3 Business Units. Which consist in; Metabolic Health, Women's Health and Mental Health. These Business Units have a wide portfolio of products, which consist in; Allopathic Medicines, Herbals, Vitamins and Food Supplements.



Currently, IFA Celtics has a portfolio with more than 90 products, with over +240 SKUs and more than 800 employees.

Each Business Unit of IFA Celtics has its own Sales Force with a traditional commercialization model by calling on the Physicians at national level. Advertising and Promoting the products in the Physician's Office with the purpose/objective that the Physicians prescribe IFA Celtic's products. Additionally, IFA Celtics has an OTC/OTX Sales Force, with a strong presence at the Point of Sale.

IFA Celtics has invested in the development of new technologies for the manufacture of new pharmaceutical forms, so it currently has the capabilities to manufacture the following pharmaceutical forms:Oral Solutions, SoftGels Capsules, Injectables, Oral Solid Powders, Hormonals



LIOMONT

Laboratorios Liomont is one of the largest Pharmaceutical companies in Mexico with a large experience in marketing and manufacturing of small molecules biologics and vaccines. Our company was established in1938 and has grown to be one of the top pharmaceutical companies in Mexico. We export our products to most of Latin America, the United States and Europe. Our state-of-the-art facilities in Mexico include a multi-purpose pharmaceutical plant for small molecules, a cell-culture facility and an aseptic filling plant. In this last, Liomont manufactured 100 million doses of the AstraZeneca vaccine for Covid-19.

Besides the traditional pharmaceutical products, Laboratorios Liomont t is developing, in-licensing and out-licensing innovative products in the Ph3 + stage. We are also looking for partners that can help us build a strong vaccine and/or biosimilar portfolio by in-licensing finished products, high-performing cell lines or to participate in the development of high-quality biological molecules.

We have developed two biosimilar assets following the highest regulatory / quality standards. One of our assets LT01 is in the clinic in Europe and will be submitted to the EMA end of 2025 and are looking for partners to commercialize it in different regions of the world.





MEXICAN ASSOCIATION OF PHARMACEUTICAL RESEARCH INDUSTRIES (AMIIF)

The Mexican Association of Pharmaceutical Research Industries (AMIIF) represents more than 60 leading companies in the healthcare ecosystem in Mexico —both national and international— with a strong local presence and global reach. AMIIF members are leaders in pharmaceutical and biotechnology research, clinical research, medical devices, and the development of innovative health solutions.

Our members are committed to advancing research and development of new medicines and therapeutic options that can cure or alter the course of diseases, improve quality of life, and, in many cases, increase survival rates for conditions that significantly impact individuals and society.

AMIIF works to foster a dynamic innovation environment in Mexico, promoting regulatory certainty, investment in clinical trials, public-private collaboration, and patient access to innovative treatments. We engage closely with key government agencies, academia, healthcare professionals, and international partners to strengthen the country's health innovation ecosystem. Competitive advantages:Mexico offers an attractive environment for investment in clinical research for biotech products and pharmaceutical innovation due to its large, diverse patient population, experienced healthcare professionals, established regulatory framework, and growing R&D capabilities. Through AMIIF, companies can engage in strategic dialogue with key stakeholders, contribute to shaping public policy, and collaborate on initiatives that drive innovation and improve healthcare outcomes.

Strategic interests at BIO 2025:

At BIO 2025, AMIIF seeks to foster partnerships with global companies and organizations that are interested in advancing clinical research and promoting access to cutting-edge health technologies in Mexico.

NEOLPHARMA

Innovación para la vida

We care about our customers. Neolpharma is a Pharmaceutical Organization that for over 30 years has grown with the goal to improve and surpass customer satisfaction expectations. We face a world with more demanding regulation and fierce competition that demands flexible and competitive solutions. We are resolute to face and overcome those challenges. Our vision is to be competitive in the global environment delivering health benefits through products with the best quality, service and cost balance.

Our objective is to find answers for your pharmaceutical manufacturing needs providing the best technology, know-how and prepared professionals within an organization that focuses on long term solutions. For that we emphasize the importance of innovation and improvement along our organization and processes. Also, Neolpharma has an ongoing investment strategy for research and development, technology transfer, manufacturing and quality operations capacities. Our perspective is that these elements combined will maximize results and enable us to deliver what we commit to.

We offer a partnership for your company to improve operations and results. We know that what we do best is find out ways that will let you achieve your goals.

We hope to have a chance to offer you our solutions and work together soon.



PISA FARMACÉUTICA

Laboratorios PiSA®

PiSA[®] Farmaceutica 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® Farmacéutica 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."





REDOTT



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.

SEDECO - SECRETARIAT OF ECONOMIC DEVELOPMENT (MEXICO CITY)

The Secretariat of Economic Development is responsible for defining and coordinating Mexico City's economic policy to ensure that economic growth and employment are supported by a framework of legal, normative, and regulatory certainty. This framework aims to facilitate and promote competitiveness, innovation, investment, and the development of economic activities, with a focus on improving the quality of life for the residents of Mexico City.





SILANES

Laboratorios Silanes is a leading pharmaceutical company recognized for its unwavering commitment to innovation. With over 80 years of experience in the healthcare industry, Silanes has established itself as a benchmark in the development, manufacturing, and commercialization of innovative treatments aimed at making life a healthy story.

Our specialized focus spans multiple key therapeutic areas, including cardiometabolic disorders, respiratory conditions, central nervous system (CNS) diseases, male health, analgesia, vitamins, and antivenoms. These areas reflect our dedication to addressing some of the most pressing healthcare challenges through advanced, effective, and accessible medical solutions.

Our core strengths lie in three strategic pillars: innovation, manufacturing excellence, and global strategic partnerships. We continuously invest in cutting-edge technologies and rigorous R&D processes to deliver high-quality, differentiated products. Our state-of-the-art manufacturing capabilities meet the most stringent international standards, enabling us to ensure consistent product quality and reliability.

Silanes is driven by a forward-looking business strategy that prioritizes growth and diversification through three key paths: In-Licensing of innovative treatments for the Mexican market, Out-Licensing of our innovative medicines for market expansion beyond our borders, and strategic Mergers & Acquisitions (M&A) to enhance our global footprint and therapeutic portfolio.

With a legacy rooted in science and a future oriented towards global impact, Laboratorios Silanes is committed to transforming health through sustainable innovation and strategic collaboration.

UDELÁ

Is a Mexican company that caters to businesses entering the Latin American (LATAM) market with pharmaceuticals, medical devices, and other healthcare products. Udelá Global offers

consulting services to help companies navigate the regulatory landscape for registering and marketing their products in LATAM countries. They can act as your legal representative in LATAM, 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 Global offers a comprehensive service package, or clients can choose specific services needed:

- es ears
- Regulatory consulting and strategy development for market entry in LATAM.
- Legal representation to navigate legalities and ensure compliance.
- Warehousing and distribution solutions tailored for healthcare products.

UDIBI

UDIBI is a spin-off company of the National Polytechnic Institute of Mexico. It is managed by a team of qualified scientists and support personnel who specialize in a wide range of services for the pharmaceutical, medical device, and biotechnology industries. These services include drug discovery, non-clinical studies, protein manufacturing, and consulting in R&D and regulatory affairs, helping to bring new pharmaceutical and biotherapeutic products from the laboratory to the market.

UDIBI is an authorized third-party laboratory accredited by the Mexican Ministry of Health (COFEPRIS) and is part of the National Laboratories network of the Ministry of Science, Humanities, Technology, and Innovation of Mexico (SECIHTI, formerly CONAHCYT).

In collaboration with GlobalBio, Inc., UDIBI has established a state-of-the-art platform for the discovery, optimization, and production of engineered antibodies, peptides, and proteins for both diagnostic and therapeutic applications.

UDIBI's portfolio includes an immunomodulator patented in 39 countries with annual sales of \$20 million USD, a diagnostic kit for measuring anti-SARS-CoV-2 antibodies, five therapeutic antibodies at various stages of development, and more than 20 recombinant proteins and antibodies available for research and diagnostic use.

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More BIO events at:





International Convention

June 16-19, 2025 Booth No: 1079- Mexico Pavilion Boston Convention & Exhibition Center