



UK – LATAM PHARMA MISSION

BUTANTAN INSTITUTE (<http://butantan.gov.br/instituto-butantan/about-us>)

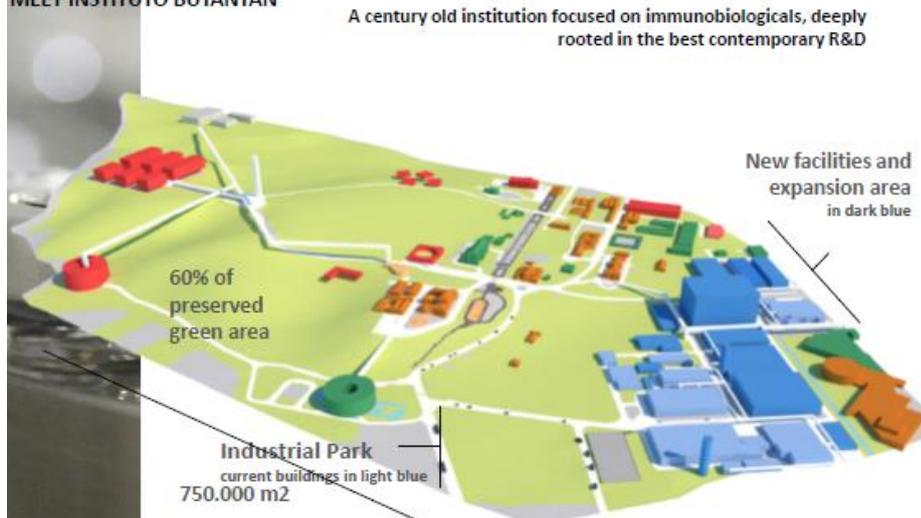
Founded in 1899, the Butantan Institute is one of the largest manufacturers of immunobiological products in Brazil. They are responsible for a significant share of the national production of hyperimmune serums and vaccines – the latter being employed in the delivery of the Ministry of Health’s National Immunisation Programme (PNI). The Institute’s technological development for healthcare is focused on the fields of vaccines, antivenoms and biopharmaceuticals for human use. Butantan has strategic agreements with key industries such as GSK, MSD and Sanofi, among others.



Butantan has over 40 patent families that include products and processes such as:

- Compositions for cellular and tissue regeneration
- Monoclonal antibodies
- Innovative vaccines
- New peptides

MEET INSTITUTO BUTANTAN



Butantan is developing a new Centre for Vaccine Production (CPV) - total investment of US\$450m - in which they intend to produce seven different vaccines for distribution in Brazil. They are looking for suppliers and partners for:

- Construction of the vertical plant;
- Operations and

- facilities management
- Vaccine manufacturing services
- Technology transfer for Hepatitis B, Diphtheria, Tetanus, and Pertussis vaccines
- Lab Equipment used in the manufacturing process of vaccines.

Apart from the CPV project, they also have a particular interest in:

- tech transfers for development of MABs (monoclonal antibodies)
- Gene and cell therapies, including partnerships for incorporation of recombinant platforms by Butantan.
- Partners for its MBA course on health innovation – long distance short term courses

Revenues (2018): £351m

Investments in R&D (2016): £30.4m



EMS (<https://www.ems.com.br/index.html>)



EMS is one of the largest pharmaceutical manufacturers in Brazil. They lead the national generics sector and have been developing an increasingly broad portfolio of branded, OTC and prescription medicines. The company's R&D pipeline is mostly focused on incremental innovation, but in 2013 they founded a subsidiary based in the US, named Brace Pharma, which is focused exclusively on radical innovation, looking mainly at biologics – a key area of focus for the company.

EMS distributes its products in over 40 countries, including markets in Latin America, Europe, Africa, Asia and the Middle East. In Brazil, they are responsible for 14% of all pharmaceutical sales. They maintain four manufacturing plants in Brazil. Some of their interests include products presenting incremental innovations that can impact patient's absorption, easiness of application or administration, and efficacy.

They are open for all kinds of partnerships for the following therapeutic lines:

Anti-inflammatory, analgesics, antibiotics, antiulcer, antihypertensive, anthelmintic, antidiabetics, topical and anti-influenza, and corticosteroids. The company is looking for partners with products in late of development (phase III) or already present in the market.

Other than that, the company is keen to discuss opportunities in:

- Incremental innovation, specially drug delivery systems
- Ophthalmic
- Dermatology

Revenues (2016):
£2,3b
Investments in R&D
(2016): £138m





MEGALABS (<http://www.megapharma.com/en/>)

Based in Uruguay, Megalabs is a leading branded specialty company. The company is present throughout Latin America with distributors and partners, currently covering 17 countries and with revenues of over US\$1.1



billion/year. Megalabs currently manufactures over 60 products, including solids, ampoules, and ophthalmics.

The company develops between 15 and 25 R&D projects per year in order to sustain its growth and position in the market. It currently has 117 projects in its pipeline. Megalabs has been growing approximately 15% per year in terms of sales and units commercialised (currently at 171m units/year – 18 million manufactured in partnership with CDMOs). Megalabs has a manufacturing capacity to produce up to 285 million units per year in its 10 plants (6 based in Uruguay and 4 based in Argentina). The company currently has partnerships with over 10 international partners, including Abbot, Novo Nordisk and Takeda.

Areas of interest:

Services:

- Research services such as CRO/CMO, bioequivalence;
- Overseeing of clinical development aimed at EU submission
- Genotyping and precision medicine
- Artificial intelligence applied to social media listening
- Artificial intelligence applied to pharmacovigilance, CRM and drug information
- Advanced analytical evaluation of biosimilar products, orthogonal methodology
- Biosimilar development and regulatory submission consultancy,
- Phase 0 or preclinical testing services (toxicology and experimental pharmacology in animals; special interest in experimental pharmacology)
- Pharmacometrics

Licensing opportunities for innovative products or generics in the areas of:

- Neurosciences (CNS)
- Gastroenterology
- Pain treatment
- Anti-infectives for systemic use
- Respiratory (ATC class R)
- Metabolism
- Natural products (for example: lavender, linalool, cannabis, etc., most specially in innovative formulations)



Department for
International Trade

- Dermatology, skin care, antiaging products with scientific back-up
- Oncology (ATC class L), Antineoplastic and immunomodulating agents
- Innovative slow-release formulations
- Biotechnology and recombinant products

Licensing opportunities for innovative products or generics in all therapeutic areas. Finished products only.

Therapeutical devices
Innovative OTC products
Ophthalmology products and devices
Pharma companies with commercial interest in Latin America

For more information on these companies and how to engage with them, please contact our DIT officers responsible for the mission:

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