

The Chilean Economic Development Agency (CORFO),
together with the Chilean Embassy in the United States and
in collaboration with the
University of San Francisco would like to invite you to attend the conference:

“BUSINESS OPPORTUNITIES IN CHILEAN BIOTECH AND CLINICAL TRIALS SECTORS”

Wednesday, January 28th, 2009
San Francisco, California

Agenda

- 7:30 – 8:00 Registration and networking
8:00 – 8:10 Opening & welcome address by the Ambassador of Chile
8:10 – 8:20 Welcome address by the University of San Francisco
- 8:20 – 9:00 **Panel 1: “Chile: A Familiar Business Partner”**
❖ Nicolo Gligo, InvestChile
❖ Gloria Maldonado, Innova Chile
- 9:00 – 10:25 **Panel 2: “Doing Clinical Research in Latin America: Success Stories from Chile”**
❖ Fabio Thiers, MIT
❖ Dr. Rodrigo Salinas, Ministry of Health
❖ Dr. Pablo Caviedes, CICEF
❖ Jorge Guerra, BIOGEN
❖ Graciela Racaro, PAREXEL
- 10:25 – 10:40 Coffee break
- 10:40 – 12:30 **Panel 3: “Meet the Chilean Biotech Industry: A Cross Section of Business Opportunities”**
❖ Arturo Yudelevich, BiosChile Group
❖ David Farcas, Centrovét
❖ Marcos Kulka, Fundación Chile
❖ Dr Jack Nijssen, Synthon
❖ Rasmir Nair, Monsanto USA
❖ Elisabeth Tsilikounas, Genzyme
- 12:45 – 14:30 **Lunch, keynote speaker Steven Burrill, from Burrill & Co.**
- 14:30 – 17:00 Individual/bilateral meetings (TBD)

Speakers

G. Steven Burrill

Chief Executive Officer

Burrill & CO.

G. Steven Burrill has been involved in the growth and prosperity of the biotechnology industry for over 40 years. Mr. Burrill is one of the original architects of the industry and one of its most avid and sustained developers. He serves as Chairman of the Boards of Pharmasset and Biologene, and is a member of the Boards of Directors of Catalyst Biosciences, DepoMed, Intranasal, Phytomedics, ProteoGenix, Proventys, Targacept and XDX. Before founding Burrill & Company in 1994, he spent 28 years with Ernst & Young, directing services to clients in the biotechnology/life sciences/high technology/manufacturing industries worldwide. In 2002, Mr. Burrill was recognized as the biotech investment visionary by the Scientific American magazine (The Scientific American 50).

Mr. Burrill is a founder and Chairman of the Board of the Foundation for the National Medals of Science and Technology. He serves as Chairman of the San Francisco Mayor's Biotech Advisory Committee (MayBAC). He serves on the Boards of the Bay Area Science Infrastructure Consortium, BayBio, California Healthcare Institute (Emeritus), The Exploratorium, The Kellogg Center for Biotechnology, the University of Maryland Biotechnology Institute, the MIT Center for Biomedical Innovation, Kramden Institute, and the National Health Museum. He also serves on the Purdue Discovery Park External Advisory Committee and on the editorial board of the Journal of Commercial Biotechnology. He is an advisor to the University of Illinois Institute for Genomic Biology, University of Wisconsin - College of Agriculture and Life Sciences, Carnegie Mellon, Duke University, and is an adjunct professor at University of California, San Francisco.

Pablo Caviedes, MD, PhD,

Chief Executive Officer

Center for Clinical Research and Pharmacological Studies

The Center for Clinical Research and Pharmacological Studies (CICEF) was created in January 2006. Its team includes reputed clinical researchers with proven expertise in pediatric infectology, vaccinology, preclinical and clinical pharmacology, cardiovascular diseases, neurology, obstetrics and neonatology. The Center is harbored at the Faculty of Medicine of the University of Chile in Santiago, and its members are faculty professors of the Biomedical Sciences Institute (ICBM) in this Faculty. CICEF has successfully coordinated research, in a network including 25 outpatient clinics, 3 pediatric emergency hospitals, 12 neonatology units, 3 large pediatric hospitals, and 12 pediatric inpatient services in Santiago and provinces, with access to more than 1500 hospital beds.

CICEF also participates actively in continuing education programs, and has developed program of diplomas in clinical trials and clinical monitoring, carried out annually.



**CORFO, Chilean Economic Development Agency
Investment Promotion Division**

Moneda 921, suite 618. Santiago, Chile - Phone: (56-2) 631 8667 - 63 8618 - 631 8699
www.hightechchile.com

David Farcas,

Chief Executive Officer

Centrovet

CENTROVET Laboratories is a Chilean company devoted to the Animal Health and Pharmaceuticals since 1980. Main products include vaccines, and pharmaceuticals. Major clients are the leading meat (poultry - swines - cattle and fish), eggs and milk producers in Chile and 35 countries in Latin America, Eastern Europe, Africa and Asia.

David is Industrial Engineer from the University of Chile and MBA from the University of California at Berkeley.

NICOLO GLIGO

Executive Director USA

InvestChile-CORFO. Chilean Economic Development Agency

Mr. Gligo is the Executive Director for the US of CORFO, the Economic Development Agency of the Chilean Government. His role is to promote, attract and facilitate US investments and outsourcing projects to Chile, providing information, support and financial incentives.

Between 2000-2005, Mr. Gligo was responsible for promoting foreign investments in the technology sector. Previously, he served as a Development Program Coordinator, designing and executing cluster projects to promote the country's economic growth.

Mr. Gligo has also served on the board of director of various utility companies, and worked as an international consultant for the Inter-American Development Bank (IDB) and the Economic Commission for Latin American and the Caribbean (ECLAC) of the United Nations.

Mr. Gligo is an industrial civil engineer from the University of Chile and holds a master's degree in Industrial Engineering from the same institution and a master's degree in Management of Technology from the Massachusetts Institute of Technology (MIT).

Jorge G. Guerra, MD

Sr VP, Global Clinical Operations

Biogen Idec

Jorge G. Guerra, MD, is an Internist and Infectious Diseases specialist with 25 years of experience in the operational management of industry-sponsored, global clinical trials. He is a graduate of the Universidad Peruana Cayetano Heredia (UPCH), Lima, Peru. He did his post-graduate training at the UPCH University Hospital and the London School of Hygiene & Tropical Medicine, Dr. Guerra became Associate Professor of Medicine at his alma mater, where he gained extensive experience as a clinical investigator. From 1984 to May 2008, he worked at Merck in positions of increasing responsibility, including Medical Director - Peru, Chile & Venezuela, Regional Director - Latin America, Executive Director - Clinical Research Operations, and Vice President - Global Trial Management. Dr. Guerra is currently Senior Vice President, Global Clinical Operations, at Biogen Idec.



CORFO, Chilean Economic Development Agency
Investment Promotion Division

Moneda 921, suite 618. Santiago, Chile - Phone: (56-2) 631 8667 - 63 8618 - 631 8699
www.hightechchile.com

Marcos Kulka

CEO of Fundación Chile (FCH)

FCH is a combination of technology developer, incubator and venture fund. Its main purpose is to bring innovation to Chile's key industries. Since its creation in 1976 FCH has created more than 75 companies in a variety of technologies and business clusters. FCH pioneered the salmon farming technology in Chile, today the second world producer. Currently FCH is undertaking ventures in energy efficiency, renewable energy, biofuels, functional food, phytopharmacy, water optimization, environmental technologies, ICT, biotechnology, aquaculture and innovation management. FCH has contributed with more than US \$ 2 billion to the Chilean economy and has been quoted by the World Bank as the most entrepreneurial company in Chile.

Marcos Kulka is also the president of Vitisbiosciences, an Agbiotech company based in the technology Park of Cornell University. He is also member of the board of Oleotp, Axon Axis and Biofrutales. Marcos Kulka has an MBA from UC Berkeley and he is an undergraduate in Commercial Engineering from the Pontifical Catholic University of Chile.

Marcos Kulka was awarded in 2008 by the main Financial Newspaper in Chile "Diario Financiero" and Endeavor as "Young Entrepreneur of the Year" in the Country Contribution category. He was also awarded by the same newspaper in 2007 among the 50 most successful young professionals in the country.

Gloria Maldonado Figueroa, M. Sc.

Deputy Director of InnovaChile, CORFO

Head of Biotechnology, Energy and Environment Division

Ms. Maldonado is a chemical engineer from the University of Chile, with a Master's degree in Chemical Engineering, minor in Biotechnology, from the same University.

Ms. Maldonado is responsible for promoting and facilitating public initiatives related to encourage innovation among companies, through the incorporation of cross-cutting technological platforms, such as biotechnology, energy, and environment. This effort is based on three Strategic Areas:

- Industry Development: Promotion of and support for entrepreneurial ventures; Guidance and support for new innovation projects
- Technology-Use Development: Promoting the incorporation of technological innovations in productive sectors, in order to increase competitiveness and sustainability.
- Networking and creating synergies among national and international stakeholders



**CORFO, Chilean Economic Development Agency
Investment Promotion Division**

Moneda 921, suite 618.Santiago, Chile - Phone: (56-2) 631 8667 - 63 8618 - 631 8699
www.hightechchile.com

RASHMI S. NAIR, Ph.D, DABT

Team Lead, International Cultivation, Global Regulatory Affairs

Monsanto Company

Rashmi joined Monsanto Company in 1980 as a Senior Toxicologist in the Department of Medicine and Environmental Health after obtaining a Ph.D degree in Toxicology at the University of Mississippi. Currently, she is leading Monsanto's efforts to gain regulatory approvals for launching Ag biotechnology products in key markets in various countries in Latin America, Asia and Europe/Africa. Prior positions include leading the Regulatory Product Characterization Center, Global Scientific Affairs and Strategy & Operations in Monsanto's Regulatory organization. Before that, she co-led the effort for food safety assessment and regulatory support for registration and acceptance of Agricultural Biotechnology Products in Asia/Pacific. Rashmi has represented Monsanto in numerous health risk assessment committees and has served as a peer reviewer for risk assessment issues for National and International Agencies. She is a board certified toxicologist and has approximately 50 publications.

Dr Jack Nijssen

Executive Vice-President and Chief Operating Officer

Synthon Holding BV

Jack Nijssen was born on January 5, 1959 in the city of Eindhoven, the Netherlands. After completing high school in 1976, he started with his chemistry studies at the State University of Utrecht in the Netherlands, where he graduated in 1982 with a major in Biochemistry and minors in Pharmacology and Clinical Chemistry. From the same university he received his PhD in 1986 on a thesis with the title "Synthesis and Assembly of Lungsurfactant Components".

That same year he joined Diosynth in Netherlands, an independent business unit of Akzo Nobel focused on the development, manufacturing and marketing of Active Pharmaceutical Ingredients(API).In 2004,after having served Diosynth in different roles in business development and product management, he joined Synthon in Nijmegen, the Netherlands as business unit director API.In 2006 he was promoted to Chief Operating Officer and member of Synthon's Board. In that capacity he is responsible for all of Synthon development and supply chain activities, which are carried out in Argentina, Chile, Czech Republic, Spain, US and the Netherlands.

Synthon is a privately-owned company employing around 1000 people with headquarters in Nijmegen, the Netherlands and is dedicated to the development, manufacturing and marketing of high quality alternatives to existing pharmaceutical products, including biological.



CORFO, Chilean Economic Development Agency
Investment Promotion Division

Moneda 921, suite 618.Santiago, Chile - Phone: (56-2) 631 8667 - 63 8618 - 631 8699
www.hightechchile.com

Graciela C. Rácaro, RPh, Biochem.

Senior Director, Latin America Operations

PAREXEL International, LLC

Graciela Rácaro is Senior Director, Latin America Operations at PAREXEL International, a leading global biopharmaceutical services provider. She is responsible for clinical and regulatory activities done by PAREXEL International in Latin America. Ms. Rácaro has expertise in drug development and both non-clinical and clinical research across a broad range of therapeutic areas. Her clinical experience includes clinical trial monitoring, project management and quality management in compliance with local, FDA/EMA regulations and GCP guidelines. Her background includes serving as clinical lead and project manager for Latin America projects as well as global programs. Prior to joining PAREXEL, Ms. Rácaro held a clinical management position at Serono International, and previously worked at the clinical research organization EDYABE and pharmaceutical company Laboratorio Gador, S.A.

Ms. Rácaro holds Biochemistry and Pharmacy degrees from the College of Pharmacy and Biochemistry at the University of Buenos Aires. Ms. Rácaro is a member of the Drug Information Association and the Argentine Association of Industrial Pharmacy and Biochemistry. She has received scientific production awards for her work on basic research teams. Ms. Rácaro speaks regularly at industry conferences and has published many scientific papers. She has been the instructor of the Barnett seminar "Conducting Clinical Trials in Developing Regions" covering the Latin American region since October 2006.

Rodrigo Salinas, MD

Ministry of Health

Rodrigo A. Salinas is physician, neurologist, Master of Science in evidence Based Health Care (University of Oxford), Master of Science in Health Economics (University of York). He works as consultant on bioethics and intellectual property at the Ministry of Health of Chile, and assistant professor at the Department of Neurological Sciences and School of Public Health of the Universidad de Chile. He is former CEO of the Chilean Medicines Regulatory Agency and former deputy undersecretary of health, currently serving as President of the Commission for Health Guarantees of the Chilean Government. Dr. Salinas is, since 2007, member of the Advisory Committee on Health Research (ACHR) for the Panamerican Health Organization.

Fabio Thiers, MD, PhD

Co-Director Strategic Global Trials Research Program

MIT Center for Biomedical Innovation

Fabio Thiers, MD, PhD is the Co-Director Strategic Global Trials Research Program at the MIT Center for Biomedical Innovation and is also Research Fellow at the National Bureau of Economic Research (NBER) in New York City. Dr. Thiers is currently working with a multidisciplinary research team in a project focused on the globalization of biopharmaceutical R&D. The results of the initial phase of this project were recently published in Nature Reviews Drug Discovery. The ongoing second phase of the project is funded by the Sloan Foundation and is centered on the decision-making process of the allocation of patient recruitment sites for global trials.

Dr. Thiers was a Post-Doctoral Associate of the MIT Sloan School of Management and has worked at the Office of Policy and Planning at the US FDA. His training on Biomedical Enterprise (Masters) and Neurobiology (PhD) was obtained at the Harvard-MIT Division of Health Sciences & Technology (HST). He also worked for ten years at the Harvard Medical School's Department of Otolaryngology, where he made a groundbreaking discovery of a neural network that likely plays a pivotal role in human hearing. Before coming to Harvard, Dr. Thiers got his MD from the Brazilian Federal University of Pernambuco.

Elisabeth Tsilikounas

Senior Director, New Business Initiatives, Latin America

Genzyme Corporation

Elisabeth joined Genzyme in 2003. Since 2007, she has been responsible for all business development activities, the HAND (Humanitarian Assistance for Neglected Diseases) initiative and the development and activities leading to the launch of new hematology/oncology products in the Latin America region. Elisabeth led the negotiation and signing of research agreements with the Oswaldo Cruz Foundation (Fiocruz) in Brazil and the University of Chile.

Elisabeth served as Director, Business Development before being promoted to her current position in 2007. In this role, she was responsible for the identification and acquisition of products for the Transplant business unit, including AnorMED (lead product Mozobil), which was acquired by Genzyme in 2006. Prior to Genzyme, she was Director, Business Development at SangStat Medical Corporation, where she was responsible for in-licensing of late-stage products and out-licensing/product divestiture for the US, Europe and Asia. Elisabeth has also served in business development and marketing positions at Sepracor and Hybrigenics (Paris, France).

Elisabeth holds a PhD in Biochemistry from Tufts University, a MBA from Simmons College and a Masters in Biochemistry from the University Pierre and Marie Curie, Paris, France. Elisabeth holds dual French-American citizenship.



**CORFO, Chilean Economic Development Agency
Investment Promotion Division**

Moneda 921, suite 618. Santiago, Chile - Phone: (56-2) 631 8667 - 63 8618 - 631 8699
www.hightechchile.com

Arturo Yudelevich

Executive Vice President

Bios Group

BiosChile part of GrupoBios is a diversified biotechnology company founded in 1986 by a group of leading university professors and local businessmen. With the aim to lead in the use of scientific knowledge for the development of innovative biotechnology products and services in human and animal health. The company also commercializes a full line of reagents, instruments, consumables, equipment and services to support biological research. BiosChile is an ISO9001: 2000 certified Company. The company develops, manufactures and markets blood typing reagents high quality diagnostic tests for the detection of infectious diseases and a comprehensive line of proteins and antibodies for biomedical research including growth factors, cytokines, receptors antigens of viral and other infectious agents and transcription factors



**CORFO, Chilean Economic Development Agency
Investment Promotion Division**

Moneda 921, suite 618.Santiago, Chile - Phone: (56-2) 631 8667 - 63 8618 - 631 8699
www.hightechchile.com