

BIOMINAS BRASIL

**PRIVATE INSTITUTION DEDICATED TO PROMOTE
BUSINESSES IN LIFE SCIENCE IN BRAZIL**

PRESENTATION TO BIOX4CLUSTERS

APRIL 2012



BIOMINAS BRASIL HAS 22 YEARS OF EXPERIENCE IN THE CREATION AND DEVELOPMENT OF LIFE SCIENCE COMPANIES

- Biominas Brasil was created in 1990 by a group of 9 companies to foster the development of life science companies in Minas Gerais State (Brazil). We have now nationwide operations.
- Biominas Brasil supports research projects, start-up companies, companies in growth stage and big national and international companies.
- Biominas Brasil has initiatives in collaboration with important partners in Brazil and abroad. Our worldwide network of contacts encompasses investors, companies, academia, institutions and governments.

Biominas Brasil has operations in three sites in Brazil:

Belo Horizonte

Incubator Habitat
Av. José Cândido da Silveira, 2100
Horto

Belo Horizonte

Headquarters
Av. Brasil, 1666, 13º. Andar
Funcionários

São Paulo

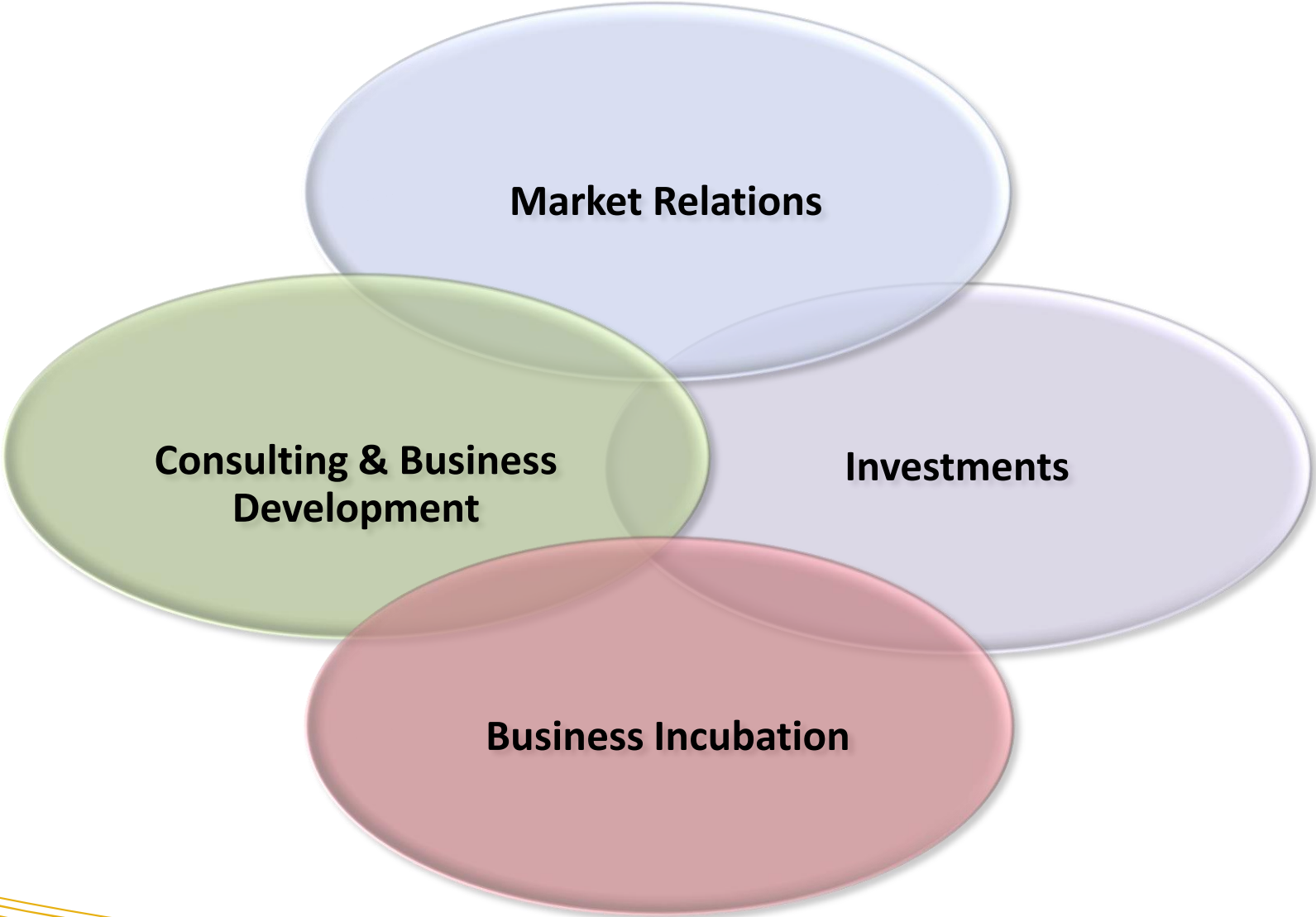
Av. Dr. Chucri Zaidan, 920, 9º. Andar
Brooklin Novo – Market Place Torre I

BIOMINAS BRASIL MAIN RESULTS OVER 22 YEARS DEDICATED TO LIFE SCIENCE BUSINESSES IN BRAZIL

- Business incubation program since 1997, with 17 graduated companies.
- Investment and financing program in partnership with the Inter-American Development Bank since 1999, with 12 operations totalizing R\$ 24.7 million.
- Studies of the bioindustry sector in Brazil since 2001.
- Own methodology to identify and analyze bioscience opportunities applied to more than 500 technologies and 100 companies.
- Monitoring of almost 300 Brazilian life sciences companies and 3000 researchers.
- Promotion of high level events, as the Brazil pavilion at BIO 2008-2009, Biolatina 2008 and Biopartnering Latin America 2010-2011.



BIOMINAS BRASIL ACTIVITIES ARE DISTRIBUTED IN FOUR MAIN AREAS



MARKET RELATIONS

ACTIVITIES TO EXPAND THE PRESENCE OF BIOMINAS BRASIL AND CREATE OPPORTUNITIES FOR BUSINESS AND NETWORKING IN THE LIFE SCIENCES SECTOR

Reports

- Biominas Report - Life Science Sector since 2001
- Report *The Brazilian life science industry: pathways for growth (2011)*, in partnership with PwC.



Events

- Biolatina 2008
- Brazil pavilion at BIO 2008 and 2009
- BioPartnering Latin America 2010 and 2011
- **BPL 2012: 11 -13 September, Rio de Janeiro.**



Partnerships

- Innovation in Biotechnology Program, with Interfarma, since 2010
- Organization of BPL, with TVG, since 2010

Interfarma
Associação da Indústria Farmacêutica de Pesquisa



WE OFFER A DIVERSIFIED PORTFOLIO OF CONSULTING AND BUSINESS DEVELOPMENT SERVICES FOR ALL STAGES OF A LIFE SCIENCE COMPANY

Technology Scouting

Mapping, identification and analysis of technologies, research groups and companies in Brazil that match the client's specific needs.

IP & Regulatory Framework

Patentability and freedom to operate in Brazil. Analysis of the Brazilian IP legislation in specific areas of interest and definition of regulatory pathway with timelines, costs and case studies.

Licensing & Tech Transfer

Technology and patent valuation. Analysis of the Brazilian legislation regarding technology transfer from public institutions and implications to the client. Management of licensing deal process, with the goal of maximizing efficiency and assuring best deal terms.

Competitive intelligence & Feasibility studies

Landscape analysis to support entry and growth strategies in Brazil, encompassing: market size, growth trends and drivers, barriers of entry, main competitors, local clients and potential partners. Technical, Commercial and Economic Feasibility of new products, technologies and business units to support investment decision.

Capital Raising

Analyze and identify the best sources of capital – Equity; Debt or Grant – as well as support all the process to raise the money.

Strategic Alliances

Prepare the strategy to enter in Brazilian market (Joint Venture, M&A, co-development or licensing), joining up with client until the deal closing.

M&A

Support M&A transactions helping to identify best targets, evaluate intangible assets and due-diligence analysis. We can work together with M&A Boutiques and Investment bankers as well.

AND HAVE ESTABLISHED A STRONG EXPERTISE IN THE ANALYSIS OF BUSINESS OPPORTUNITIES IN LIFE SCIENCES

The Biominas Consulting Unit offers specialized services and business development activities for innovative life science companies. Our exclusive focus on biobusinesses, deep knowledge of the Brazilian environment and highly skilled multidisciplinary team are our key differentiators.

REPRESENTATIVE CLIENTS





Based in Massachusetts (US), Ironwood is a late-stage biotech company.

Biominas performed a strategic analysis for entry in Brazil that included:

- Country Risk Assessment and Health Care System Overview
- Regulatory Pathway for Approval
- Analysis of treatment options and main competitors in Brazil
- Market Research and financial projections for a 5-year period
- Identification of potential partners and organization of a business development trip to Brazil

Oxitec is a spin out from the University of Oxford (UK). The company is a pioneer in controlling insect populations by applying modern biotechnology. Biominas developed an implementation plan in Brazil that included:

- Analysis of local initiatives for dengue control and market assessment
- Analysis of governmental purchase and decision process
- Identification of main barriers for entry in Brazil
- Outline entry strategy and identification of potential partners for production, distribution and sales.





Created in 1969, Natura is the industry leader in the cosmetics, fragrances and personal hygiene market in Brazil and also in direct sales. Currently has over 800 thousand sales representatives in Brazil, Argentina, Chile, Peru, Columbia and France.

Biominas developed the following consulting projects for Natura:

- Biotechnology trends in the cosmetics industry
- Prioritization of biotechnologies for investment
- Development of institutional definition of biotechnology
- Analysis of pros and cons of GMOs

Abbott is one of the world's most broad-based health care companies commercializing products from nutrition and laboratory diagnostics through medical devices and pharmaceutical therapies.

Biominas developed an overview of the innovation landscape in Brazil and partnering opportunities in Immunology, Neuroscience, Oncology and Renal Diseases.





3.000 m² building /
infrastructure to life
sciences companies

191 projects received and
analyzed in the pipeline

R\$ 117 million in
revenues

Complete infrastructure to
bio based companies

17 resident companies

R\$ 16,5 million in
taxes

19 graduated companies

INVESTMENTS

BIOMINAS BRASIL INVESTED AND FINANCED 12 START-UP COMPANIES

In 1999, Biominas Brasil and the InterAmerican Development Bank established a partnership called the Technology Transfer Program. The program allowed Biominas to invest and finance start-up companies in Brazil.

In 5 years, Biominas Brazil invested in 6 companies and financed other 6 companies, totalizing R\$ 24.7 million in resources.

We had successfully exit from investment in **Prodimol** and **Alvos**.



BIOMINAS INVESTMENT UNIT CASES

Prodimal
BIOTECNOLOGIA

UMA EMPRESA DO GRUPO

 **inverness medical**

- Created in 2003 after the acquisition of Biobras by Novo Nordisk (DK) (former diagnostic unit of Biobras)
- Received investment from Biominas and FIR Capital in 2003
- Development of a business plan by Biominas in 2004
- Reached sales of US\$ 12 million in 2007
- Sold to Inverness Medical Group (USA) in 2009
- Return on Investment. MULTIPLE 4 X

- Created and invested in 2003 by Biominas and FIR Capital
- Licensed technology from FIOCRUZ to develop human and animal vaccines in 2005
- Received grants from FINEP of US\$ 3 million in 2006
- Established out-licensing agreement with Ourofino (BR) to the animal vaccine in 2007
- Sold to Ourofino (BR) in 2010
- Return on Investment. MULTIPLE 2,5 X

 **alvos**



Biominas
BRASIL

Eduardo Emrich Soares

President & CEO

E eduardo@biominas.org.br

P +55 31 3303-0001

www.biominas.org.br

