

# bioBr



SPECIAL PUBLICATION OF BRAZILIAN PHARMA SOLUTIONS

## BRAZILIAN STARTUPS BRING BIOTECH INNOVATION TO THE WORLD

BIOTECH STARTUPS ARE A REALITY IN BRAZIL. THE ENTREPRENEUR MOVEMENT, RELATIVELY NEW IN THE COUNTRY, HAS SUCCESSFUL CASES OF PROJECTS COMING OUT OF THE UNIVERSITY AND BECOMING BIOTECH PRODUCTS OR SERVICES. ALSO, INVESTORS ARE DISCOVERING THIS PROMISING MARKET



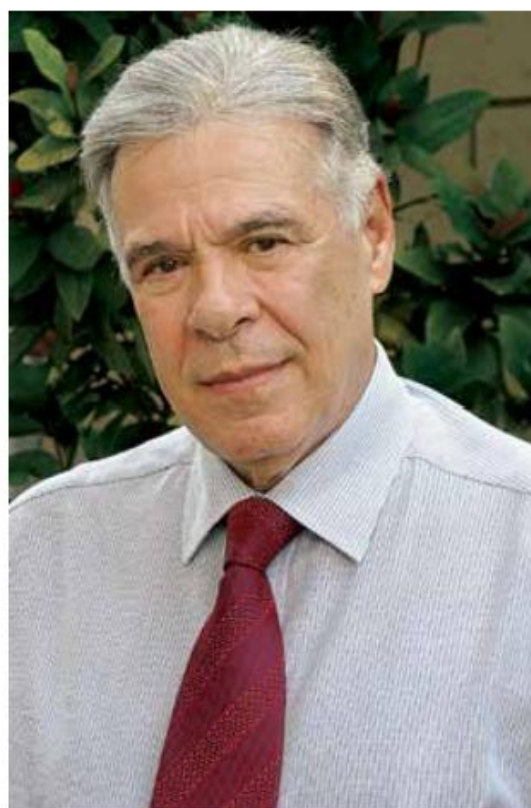
# CRISTÁLIA

**FOUNDED** in 1969, Cristália is the largest complex for Pharmaceutical, Pharmochemical and Biotechnology products in Brazil. 100% national, it is a country pioneer in the complete drug chain, from molecule conception to the finished product. As one of the most ground-breaking companies in the country, Cristália has 91 registered patents, a national record and proof of constant innovation. Regarding its capacities, it is noteworthy that Cristália produces 53% of its active pharmaceutical ingredients (APIs), while other Brazilian pharmaceutical industries import more than 90% of these APIs.

According to Mr. Ogari Pacheco, Chairman of Cristália's Board of Directors, the company has activities in the Biotech sector for the past 15 years. Cristália operates strategically in a vertical manner in order to face the hard access to some raw materials. In other words, the company develops and produces internally its finished products since cell line development to complete downstream process. The collagenase enzyme, for instance, was conceptualized and developed using a microorganism derived from the Brazilian biodiversity.

**Mr. Ogari Pacheco,**  
Chairman of  
Cristália's Board  
of Directors

in facilities for biological production and R&D, including clinical studies for its innovative products. Cristália exports APIs and finished products for more than 30 countries in the world and expects to distribute collagenase to the European and North American markets. •



The company is currently developing other biological products, such as recombinant growth hormones for both human and animal health. The company's biotech strategy also includes the production of monoclonal antibodies, such as trastuzumab and etanercept, as parts of Productive Development Partnerships (PDPs), which involves the Brazilian government support and a binational cooperation for the development process.

Mr. Pacheco pointed out that the company has invested over \$ 260 MI US dollars

**CRISTÁLIA**  
*Always a step ahead...*