Speaker Panel

Chairman
Paulo Cristian Etcheverry
Laboratorios Siegfried, Colombia
Regional Manager (Colombia-Venezuela-CeAm)

Jaime Uribe
PROBIOMED, Mexico
CEO

Julio Sanchez y Tepoz
US Pharmacopeia, Mexico
Board Member

Alejandra Blanc
Abbvie, Argentina
Regulatory Affairs Director - South Region

Eduardo Cioppi
mAbxience, Argentina
Regional Director - Latin America

Thiago Mares Guia
Bionovis, Brazil
Scientific & Business Executive Director

Rosane Cuber Guimarães
Bio-Manguinhos / Fiocruz, Brazil
Deputy Director of Quality

Victor Mondragon
Agilent, Mexico
Channel Sales Representative

Eliana Benedictis
Independent Consultant, Brazil
Medical Doctor

Fernando Fon
AMIIF, Mexico
Director Medical and Regulatory Affairs

Philippe Lauwers
Terumo, Belgium
Director Technology Development

Ana Maria Vesga Gaviria
ANDI, Colombia
Executive Director

Luciana Dzik
Sartorius, Brazil
Application Professional | CMTS BioAnalytics | BA

Joseph Sebastian Cepeda Santamaria
Colombia
Regulatory Affairs Specialist
Speaker Panel

Gustavo Amilcar Travaglio  
BIOSIDUS, Argentina  
Head of Sales and Market Access

Alejandra Cruz  
Laboratorios Liomont, Mexico  
Project Leader in Biopharmaceutical Products

Maria Garola  
Bioxentys, Argentina  
Cofounder VP

Matias Fassolari  
Merck, Argentina  
Upstream Sales Specialist

Leandro Mieravilla  
Cassara Biotech, Canada  
Global Manager Biosimilar

Marcelo Sal  
PTC Therapeutics, Argentina  
Sr. Regional Commercial & Market Access Manager

Luisa Amoedo  
Sartorius, Germany  
Head of Lab Operations CTS

Miriam Sanchez  
Former Stendhal Pharma, Mexico  
Corporate Regulatory Affairs Director

Ricardo Castro  
Neolpharma, Mexico  
Biotechnology Manager

Rubens Granja  
Kestener, Granja & Vieira Advogados, Brazil  
Partner

Margarida Courinha  
Former AstraZeneca, Portugal  
Medical Manager Oncology

Lori Daane  
bioMérieux, USA  
Director of Scientific Affairs

Christian Lopez Silva  
Baker McKenzie, Mexico  
Partner, Head of Healthcare & Life Sciences

Jonathan Aceves  
Cardinal Health, Mexico  
Quality and Regulatory Affairs Director for LATAM

Saul Guevara  
Sartorius, Mexico  
Product Manager
## Day 1

**11th November**

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<td>Mx 07:00</td>
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<td>Mx 07:15</td>
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<td>Biosimilars, where are they and where will they be in 2022</td>
<td>Jaime Uribe (PROBIOMET, Mexico CEO)</td>
<td>Moderator: Saul Guevara (Sartorius, Mexico Product Manager)</td>
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<td>The New Landscape in Mexico</td>
<td>Ricardo Castro (Neolharma, Mexico Biotechnology Manager)</td>
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<td>Key Aspects to Enter the Latam Market for Biosimilars</td>
<td>Leandro Mieravilla (Cassara Biotech, Canada Global Manager Biosimilar)</td>
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<td>Mx 09:30</td>
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<td>Improving Operational Efficiency by Overcoming Quality Bottlenecks with Rapid Microbiological Methods</td>
<td>Lori Daane (bioMérieux, USA Director of Scientific Affairs)</td>
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<td>Mx 10:00</td>
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<td>How to Reach a Level for International Competitiveness</td>
<td>Alejandra Blanc (Abbvie, Argentina Regulatory Affairs Director - South Region)</td>
<td>Moderator: Jonathan Aceves (Cardinal Health, Mexico Quality and Regulatory Affairs Director for LATAM)</td>
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<td>Brazil, the Regulatory update</td>
<td>Rubens Granja</td>
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<td>Argentina, the Regulatory Update</td>
<td>Maria Garola (Bioxentys, Argentina Cofounder VP)</td>
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<td>Mexico, the Regulatory Update</td>
<td>Christian Lopez Silva (Baker McKenzie, Mexico Partner, Head of Healthcare &amp; Life Sciences)</td>
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<td>Colombia, the Regulatory Update</td>
<td>Joseph Sebastian Cepeda Santamaria (Colombia Regulatory Affairs Specialist)</td>
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<td>Mx 14:45</td>
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<td>Biosimilars Value Chain- from Molecule characterization till the Drug product vial</td>
<td>Luciana Dzik (Sartorius, Brazil Application Professional</td>
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<td>Julio Sanchez y Tepoz (US Pharmacopeia, Mexico Board Member)</td>
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Day 2
12th November

**Chairman**
Pablo Cristian Etcheverry
Laboratorios Siegfried, Colombia
Regional Manager

**Program**

**Mx 07:00  Co 08:00  Br, Ar 10:00**
Opening Remarks

**Mx 07:15  Co 08:15  Br, Ar 10:15**
The importance of Upstream for the production of Biosimilars
Matias Fassolari
Merck, Argentina
Upstream Sales Specialist

**Mx 07:45  Co 08:45  Br, Ar 10:45**
Advantages of Stimulating Local Production to Allow Self-Sustainability
Thiago Mares Guia
Bionovis, Brazil
Scientific & Business Executive Director

**Mx 08:15  Co 09:15  Br, Ar 11:15**
Case Study
Philippe Lauwers
Terumo, Belgium
Director Technology Development

**Mx 08:45  Co 09:45  Br, Ar 11:45**
Break

**Mx 09:15  Co 10:15  Br, Ar 12:15**
Vaccine Development in the region and the impact in Biosimilar’s Production
Alejandra Cruz
Laboratorios Liomont, Mexico
Project Leader in Biopharmaceutical Products

**Mx 09:45  Co 10:45  Br, Ar 12:45**
Pharmaceutical Biological Projects in Latam.
Eduardo Cioppi
mAbxience, Argentina
Regional Director - Latin America

**Mx 10:15  Co 11:15  Br, Ar 13:15**
Break

**Mx 11:45  Co 12:45  Br, Ar 14:45**
South Latam Market Challenges for Biosimilar Commercialization
Gustavo Amilcar Travaglio
BIOSIDUS, Argentina
Head of Sales and Market Access

**Mx 12:15  Co 13:15  Br, Ar 15:15**
What are the Key Factors in the Argentinian Industry Growth
Marcelo Sal
PTC Therapeutics, Argentina
Sr. Regional Commercial & Market Access Manager

**Mx 12:45  Co 13:45  Br, Ar 15:45**
Why is Colombia the Next Stop for Biosimilar’s Production?
Ana Maria Vesga Gaviria
ANDI, Colombia
Executive Director

**Mx 13:15  Co 14:15  Br, Ar 16:15**
Go From Samples to Answers in Biopharma
Victor Mondragon
Agilent, Mexico
Channel Sales Representative

**Mx 13:45  Co 14:45  Br, Ar 16:45**
Break

**Mx 14:15  Co 15:15  Br, Ar 17:15**
Brazil, Advances in Pharmacovigilance
Eliana Benedictis
Independent Consultant, Brazil
Medical Doctor

**Mx 14:45  Co 15:45  Br, Ar 18:00**
Biosimilars in pandemic times

**Mx 15:00  Co 16:00  Br, Ar 18:00**
Closing Remarks by the chairman
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Con un diseño innovador enfocado en el análisis de biomoléculas, el LC/Q-TOF 6545XT ofrece mediciones de masas precisas y bajos niveles de error. Su excelente sensibilidad y sofisticado procesamiento de datos le permitirá detectar cambios cruciales en las isoformas que se encuentren en baja concentración en los análisis de proteínas intactas.

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Biographies

Paulo Cristian Etcheverry  
_Laboratorios Siegfried, Colombia_

With over 25 years of experience in the pharmaceutical industry, a vast knowledge in international and local quality regulations and pharmaceutical production. Connoisseur in pharmaceutical marketing, on how to identify the market opportunities, strategy design and product launching campaigns. Right now, as the president of ASINFAR “Association of the pharmaceutical industries in Colombia”.

Jaime Uribe  
_PROBIOMED, Mexico_

With a professional experience of over 22 years in the pharmaceutical industry, Jaime M. Uribe Wiechers has worked in multiple roles in areas such as finance, information technology, quality, manufacturing and R&D of biopharmaceutical products. He started his career in PROBIOMED in 1994 and since July 2016 he holds the position of CEO at the leading biopharmaceutical company in Mexico. Jaime has a degree in Industrial Engineering (UIA) and postgraduate studies in Business Management (IPADE) and Industrial Biotechnology (UAEM). He has published several scientific papers, presented on numerous conferences and collaborated with diverse conference presentations regarding biotechnology, quality and innovation, in Mexico and internationally.

Rosane Cuber Guimarães  
_Bio-Manguinhos, Brazil_

Rosane Cuber has a PhD in Health Surveillance from the National Institute for Quality Control in Health (INCQS / Fiocruz) and a master’s degree in Biochemistry from the Federal University of Rio de Janeiro (UFRJ). She has experience in Public Health, working mainly with quality, good practices, vaccine development, regulation and biosafety. She is the deputy director of Quality of Bio-Manguinhos and has part in the actions against the pandemic by implementing and managing the Testing Support Units for COVID-19. She is also responsible for coordinating the transfer process of AstraZeneca’s analytical methodology to carry out the Quality Control of the Oxford vaccine that will be produced at the Institute.

Saul Guevara  
_Sartorius, Mexico_

More than 13 years of experience as Application Specialist on Pharma, Academia, Biotech and Food markets. Joined Sartorius in 2007 after been 2 years on Millipore as Sales Representative. Was responsible on Sartorius for Purification and Fluid Management Technologies for 10 years. After that he been promoted to Technical Manager of Application Professionals on 2019.

Ricado Castro  
_Neolpharma, Mexico_

Biochemical engineer with an M.Sc. and PhD in Biochemical Sciences. Experience in upstream and downstream processes for vaccine and biotherapeutics production -Expert in the production of virus-like particles, its purification, and assembly, including the development of analytical methods for CQa and characterization process -including capillary electrophoresis, high and ultra-performance liquid chromatography, spectroscopy, spectrofluorimetry, ELISA cell-based potency assays.

Leandro Mieravilla  
_Cassara Biotech, Canada_

Strategic and business development pharmaceutical and biosimilar expertise with global perspective at Canadian, European and Latin America markets. Twenty-four years of progressive combined experience in product development, business and commercial management in biotechnology and biosimilar industry. Launched and marketed biotech products locally and regionally. Ability to quickly adapt and work within different work environments and matrix structures. Management of global business development and sales staff. Development of brand strategies products and services. B2B business model. Negotiation with internal and external clients globally from different areas such as: R&D, patients support, medical associations, stakeholders, marketing and regulatory affairs. Effective cross-functional project team communication, entrepreneurial spirit, leadership and influencing skills. Validated experience and knowledge of external customers including; patients, prescribers, payers, key opinion leaders, ministry of health and providers.
Lori Daane  
bioMérieux, USA
Lori Daane is the Director of Scientific Affairs at bioMérieux and has over 30 years’ experience in clinical, environmental and industrial microbiology. She is a technical expert on rapid and alternative methods and provides scientific support to the Healthcare Business in North America. Prior to joining bioMérieux, Lori worked for 11 years at Celsis in a variety of technical roles including VP of Scientific Affairs and Reagent Development. Lori received her Ph.D. from the University of Minnesota in Microbial Ecology and performed postdoctoral research at Rutgers University and Los Alamos National Laboratory. She also holds a Master’s degree in Limnology and a Bachelor’s degree in Medical Technology.

Alejandra Blanc  
Abbvie, Argentina
Pharmacists graduated from Universidad de Buenos Aires, with Postgraduate studies in Management and Marketing at the Pharmaceutical Industry in UADE (Universidad Argentina de la Empresa); Pharmaceutical Expert by the Supreme Court of Buenos Aires. More than 30 years of experience in the pharmaceutical industry, in Regulatory Affairs and Quality Assurance, in positions with direct responsibility over Argentina, Uruguay, Paraguay, Chile, Ecuador and Peru. Lecturer in several topics in meetings in Argentina, Peru, US, Spain and Germany. Currently Regulatory Affairs Director and Technical Director for AbbVie Region South, based in Buenos Aires and with responsibility over AbbVie and Allergan products in Argentina, Chile, Uruguay and Paraguay.

Margarida Courinha  
Former AstraZeneca, Portugal
With a University Degree in Life Sciences (Chemistry – Biotechnology) and a post-graduation on Clinical Trials, has worked 3 years as a scientist and 13 years in medical affairs, in the pharmaceutical industry, supporting the launch of several biologics and small molecules, in Oncology, Haematology, Rare Diseases and Inflammatory Diseases. In 2013, Margarida accepted the challenge to be Medical Manager at Hospira Portugal, responsible for the launch of the first monoclonal antibody biosimilar. This anti-TNF alpha therapeutic is indicated for the treatment of several chronic, severe and highly disabling auto-immune diseases, including Rheumatoid Arthritis and Crohn’s disease.

Portugal was one the first countries to launch this drug worldwide. “Bringing life changing therapeutics to patients, advancing health care professionals’ knowledge of diseases and improving patients’ outcomes is what makes me passionate about my work.”

Jonathan Aceves  
Cardinal Health, Mexico
Dynamic and outgoing regulatory affairs executive with extensive experience planning and executing strategies that expand portfolio and develop new business. Demonstrated ability to stay abreast of changes in rules and regulations and provide advice to ensure compliance. Skilled at overseeing project management for implementation of new strategies, using Lean methodology, Experience budgeting, scheduling, and supervising team. Lead initiatives aimed at introducing and registering new biotechnological products. Highly organized, prioritize and multitask to meet all deadlines. Friendly, personable and effectively establish and manage relationships with all stakeholders.

Rubens Granja  
Kestener, Granja & Vieira Advogados, Brazil
Rubens Granja has over 14 years of experience in the life sciences sector and is a founding partner of Kestener, Granja & Vieira Advogados. Rubens graduated with a degree in Law from the University of São Paulo (USP) in 2006, where he also received his Masters in 2013 and PhD in 2020. He also holds an LL.M in Law, Science and Technology from Stanford Law School (2012). Rubens has co-authored numerous articles in relevant Life Sciences publications and has been deeply involved in some of Brazil’s most significant matters and discussions regarding biologics and biosimilars.

Maria Garola  
Bioxentys, Argentina
Cofounder of a B2B company that provides services to the pharmaceutical industry in south America with a demonstrated history of working in the pharmaceuticals industry in different areas like QA, R&D and RA. Skilled in Latam Regulatory Affairs, Good Manufacturing Practices (GMP), R&D of cronorelease and cbd development and registration, RA Trainings. Strong Pharmacist and biochemist professional with a Master of Business Administration (M.B.A.) from Universidad Torcuato Di Tella and a postgraduate program in logistics in MIT.
Dr. Lopez Silva is the head of Healthcare & Life Sciences Industry Group in Mexico, as well as a member of the Steering Committee of the North American and Latin America Healthcare Group. He has more than 17 years of experience in regulation of life sciences, pharmaceutical law and biotechnology matters, having worked in the private and public sectors and at the national and international level. For several consecutive years, Dr. Lopez Silva has led the rankings for Life Sciences both nationally (Chambers Latin America) and internationally (Chambers Global).

**Fernando Fon**

AMIIF, Mexico

Director of Medical and Regulatory Affairs of the Mexican Association of Pharmaceutical Research Industries (AMIIF). He has a long history in the pharmaceutical sector in areas such as clinical research, medical department, health regulation, pharmacovigilance, compliance, and marketing. In recent years he has been actively involved in the field of regulation of pharmaceutical biotechnology.

At Shire Pharmaceuticals he held the position of Medical Director, and at Novartis he was in charge of various areas such as: Pharmacovigilance and Medical Information Manager, Medical Information and Pharmaceconomics, Medical Manager, Oncology Product Manager, he was also in Clinical Monitor. He is a Surgeon from the Universidad Autónoma Metropolitana.

**Joseph Cepeda**

Colombia

Pharmaceutical chemical professional from the National University of Colombia, candidate for a Msc in Biochemistry from the National University of Colombia, has regulatory experience in the field of biological and biosimilar medicines given his practical experience in fields of analysis at the level of molecular biology and essential protein chemistry to understand the identification, development of recombinant genetic material, analytical methodologies and their conditions in the purification and formulation process, whose understanding and analysis is essential during the evaluation of this type of drugs.

**Luciana Dzik**

Sartorius, Brazil

Master and PhD in Cell Biology from USP (Universidade de São Paulo), with an emphasis on oncology, in the analysis of tumour development mediated by microRNAs, and identification of potential chemotherapeutic molecules. Today she works as a Product Application Professional, with technical and commercial coverage in the BioAnalytics area in Sartorius do Brasil.

**Luisa Amoedo**

Sartorius, Brazil

Maria Luisa Amoedo completed her education with a Master in Health and Safety at work (specialties of hygiene, safety and ergonomics) at the University of Vigo in the year 2001, a Master in Business Administration at the School of Business Afundación of Vigo in The year 2012, an IESE Corporate Development program at 2014 and a Master in Emotional education, Neuroscience and coaching by Isabel I University in 2018. She develops the 7 first years of work activity in a bromatological laboratory, and she was in 2004 when it starts her career in the world of the biotechnology, working in one of the leading companies in this sector (Genentech), and in the production of its blockbusters. Since then she has held different positions (in production, Program management, technology transfer). In 2013 she started in mAbxience, in the project of construction and start-up of the plant in León. The plant is currently approved by the European Agency and it is producing 1 commercial product since 2016 and a clinical product since 2017, in addition to the development of another 4 new products in different stages. She joined Sartorius in January 2020, as Head of Operations in Cell line development and testing Solutions. In this position she is in charge of the Cell line development facility in Ulm (Cellca), and testing facilities (Biooutsource) in Glasgow, UK and Cambridge, USA.

**Julio Sánchez y Tépoz**

US Pharmacopeia, Mexico

Graduate in Law from the Escuela Libre de Derecho of Puebla, Mexico; with studies in Economic Development from the Complutense University of Madrid, Spain. He has mainly worked in the administration of regulatory bodies such as the Federal Commission of Economic Competition, the Federal Consumer Protection Agency and the Commission for the Protection against
Sanitary Risks (COFEPRIS), where he has held various positions. In 2011, Sánchez y Tépoz joined COFEPRIS as Chief of Staff to the Federal Commissioner. He was responsible for implementing the institution’s comprehensive administrative simplification program. In July 2012, he was appointed Health Promotion Commissioner within the institution. In charge of being the central contact with the regulated industry, directing generic drug entry projects, releasing innovative molecules and designing processes to improve customer service. On March 7, 2016, President Enrique Peña Nieto appointed him Federal Commissioner for Protection against Sanitary Risks (COFEPRIS).

Matias Fassolari  
**Merck, Argentina**

Dr. Fassolari has more than 12 years of hands-on experience in cell culture technologies. He has a vast technical and scientific background on molecular biology, cell culture techniques and Upstream Process development. Matias held a PhD in Molecular and Cell Biology by the University of Buenos Aires, where he worked on cell cycle regulation of protozoan parasites. Afterwards, he worked for 6 years as scientific staff of R&D Department in the biopharmaceutical Industry. During this time, he leads projects of CHO cell lines development and cell culture optimization for proteins production. Matias is our expert in the Upstream portfolio.

Thiago Mares Guia  
**Bionovis, Brazil**

Current position: Scientific & Business Executive Director @ Bionovis, a company focused on developing, manufacturing and marketing biopharmaceuticals, including Biosimilars and innovative Biologics. Physician with 20+ years’ experience in Biotechnology RD&I (Academia / Industry) and Translational Medicine/Research. PhD in Biochemistry and Immunology, Postdoc in Biotechnology and Cell Therapy.

Philippe Lauwers  
**Terumo, Belgium**

Philippe Lauwers is Director Technology Development at Terumo Pharmaceutical Solutions (TPS). Philippe graduated in Biotechnology from Ghent University, Belgium, and worked as a scientific researcher at the Catholic University of Leuven, Belgium. Upon obtaining an additional degree in Biomedical Engineering, he moved from an academic to an industrial environment. He has been active in the medical device and pharmaceutical packaging sector for the last ten years.

Alejandra Cruz  
**Liomont, Mexico**

Alejandra is a Biotechnology Engineer and has a Master’s degree in Bioprocesses from the Instituto Politécnico Nacional. Currently she is Project Leader at Liomont Laboratories, where she has acquired extensive experience in bioprocess management, achieving in collaboration with research centres, the development and transfer of technology at pilot and productive scales, of biotechnological. She has participated in regulatory processes before COFEPRIS and AEMPS in biosimilar development stages, and in the registration of a biotechnological drug before COFEPRIS. Previously she has held positions in the analytical development area, which has allowed her to participate in analytical implementations and transfers.

Eduardo Cioppi  
**mAbxience, Argentina**

Eduardo Cioppi is the Regional Director for LATAM at mAbxience. He has over 25 years’ experience in the pharmaceutical industry in the areas of quality, regulatory affairs, business development and marketing. Eduardo started his professional career in quality control at Novartis where he became the head of the analytical laboratory. He subsequently joined Abbott Laboratories Argentina as Quality Engineering Manager, where his main responsibility was the administration of the subsidiary’s central documentation system and quality assurance processes. After years of experience in multinational companies, he joined Laboratorios Bagó as Quality Control Manager, where he was also responsible for organizing the Regulatory Affairs Department. He subsequently ended up working in business development areas as Regional Manager of Asia, Africa and Europe. In this role, he acquired experience in commercial sectors and business development in various regions. After 10 years at Bagó, he joined Amega Biotech, where he performed management roles on a global level in the areas of regulatory affairs, quality and business development. This is also where he started to work in the biotechnology business. In 2016, he joined mAbxience as Commercial Director for LATAM. He is responsible for business development in the region, generating plans and projects for new commercial opportunities and administrating and managing existing mAbxience commercial operations in Latin America. In 2018 he became the Regional Director for Latin America, being also responsible of the regional Public
Affairs role. Eduardo has a degree in Chemical Sciences from the Universidad de Buenos Aires, has completed an MBA from the Universidad Católica Argentina and has a postgraduate in Project Management from the Instituto Tecnológico de Buenos Aires (ITBA).

Gustavo Travaglio
BIOSIDUS, Argentina

Degree in Marketing and Business Management in the Pharmaceutical Industry (UAI). Postgraduate Courses in Health Law (UCA), Strategic Management High-Cost Products (UB).

Gustavo entered the pharmaceutical industry in 1989 as a Developer and Seller to Pharmacies in Parke-Davis and in 1991 started his career as a medical visitor at Pfizer; passing through Parke-Davis, Boehringer Ingelheim, Servier, Schering AG, and Bayer, from 2010 was Key Account Manager at Biogen and from 2012 he was Product Manager at Biosidus. In 2014 Gustavo was appointed Head of Sales and Market Access for Argentina to this day. He has participated in national, regional and international courses, conferences, symposia and congresses.

Marcelo Sal
PTC Therapeutics, Argentina

Broad experience and knowledge in pharmaceutical business. This includes sales, government affairs, commercial strategies, market access, launched a large variety of products from the marketing area, building field sales team force focused on specialized medicines such as: specialized medicines, monoclonal antibodies, small molecules, biosimilars and gene therapies.

Ana Maria Vesga
ANDI, Colombia

The director of The National Association of Entrepreneurs - ANDI is a lawyer from the Universidad de los Andes, where she also studied Senior Management and Strategic Leadership. She has extensive experience in business development and strategy, as well as project planning and management in the mining and oil sector.

Before joining ANDI, she was Executive Vice President and Business Development at Integral de Servicios Técnicos, a company belonging to the oil sector. She was also General Manager of Latco Drilling and Senior Oil & Gas Lawyer at Cárdenas & Cárdenas.

Victor Mondragon
Agilent, Mexico

Victor Manuel Mondragón Olguín, graduated from the Faculty of Chemistry of the Autonomous University of Querétaro as a Food Chemist in 2006. Professor at the Faculty of Chemistry of the Autonomous University of Querétaro during 7 years with focus on the development of analytical methodologies. Master of Science from the University of Science and Technology of Lille and the Jagelonic University of Krakow in the Advanced Spectroscopy in Chemistry program. LC/MS Application Scientist at Agilent from 2014 to January 2020 and currently Channel Sales Representative for Latin America at Agilent.

Eliana Benedictis
Independent Consultant, Brazil

Physician graduated from University of São Paulo Medical School, with Medical Residency in Gynecology and Obstetrics. During the last 26 years worked in the Pharma Industry and CRO, in the following companies: Wyeth-Pfizer, Roche, Parexel, and Janssen. Roles included clinical research, medical monitoring, pharmacovigilance, medical affairs, crisis management, regulatory support. Specialization in Hospital Administration and Health Systems and a Master of Science degree in Business Administration from Fundação Getúlio Vargas.

Currently working as an independent consultant for Pharmacovigilance, Clinical Research, Medical Affairs, Sales Force and MSL medical training. Implementation of Pharmacovigilance process in the Pharma Industry and CRO.

Miriam Sanchez
Former Stendhal Pharma, Mexico

Highly experienced international executive, with more than 20 years of experience in the Pharmaceutical Industry. Has held strategic roles in global companies in Mexico and Latin America, in the Regulatory Affairs, Pharmacovigilance and Quality fields.

Throughout her professional career, she has contributed to start-up organizations, as well as to support the development of others, through the design of strategies that conducted to the launching of new Business Units, whilst increasing sales and strengthening the organizations’ prestige.

She has demonstrated solid strengths and proven competencies in strategic thinking and planning, leadership, decision making, cross-functional teamwork, customer-focused approach, and high-performance team building.