GOBIERNO DE CHILE
FUNDACIÓN PARA LA INNOVACIÓN AGRARIA

PROGRAMA DE FORMACIÓN - PARTICIPACIÓN
FORMULARIO DE POSTULACIÓN

FOLIO BASES: 001

CÓDIGO (Uso interno): FIA-FP-V-2003-1- A-007

SECCIÓN 1: ANTECEDENTES GENERALES DE LA PROPUESTA

NOMBRE DE LA PROPUESTA: Participación Encuentro Internacional de la Organización de Industrias de Biotecnología 2003 (BIO2003)

LUGAR DE REALIZACIÓN DE LA ACTIVIDAD

- **País(es) y Ciudad(es):** Estados Unidos, ciudad de Washington

TIPO O MODALIDAD DE FORMACIÓN:

Encuentro Internacional de Biotecnología (Seminario técnico y científico)

ÁREA DE FORMACIÓN:

- **Rubro:** Biotecnología
- **Tema:** Relaciones Internacionales y Análisis de experiencias

INSTITUCIÓN O ENTIDAD RESPONSABLE QUE DICTA U ORGANIZA LA ACTIVIDAD DE FORMACIÓN

- **Nombre:** Biotecnology Industry Organization (BIO)
- **Página Web:** http://www.bio.org

Fundación para la Innovación Agraria * RECEPCION * 11 ABR. 2003

GOBIERNO DE CHILE
FUNDACIÓN PARA LA
INNOVACIÓN AGRARIA

POSTULANTE INDIVIDUAL

- **Nombre:** Juan Carlos Vera Barroso
- **RUT:**
- **Fecha de Nacimiento:** 19 Abril de 1971
- **Dirección Postal:** Roberto del Río 1248, Providencia
- **Ciudad y Región:** Santiago, Región Metropolitana
- **Fono y Fax:** 3350257 – 3355948 (fax)
- **E-mail:** jcvera@bioenlaces.com
- **Lugar o institución donde trabaja:** BioEnlaces
- **Cargo y/o actividad principal:** CEO
- **Nombre y Fono de persona para aviso en caso de emergencia:** Dany Jaimovich (335 0257)
- **Cuenta Bancaria (Tipo, N°, Banco):**
- **Firma:** _____

ENTIDAD PATROCINANTE (en caso que corresponda)

- **Nombre:** BioNegocios Ltda.
- **RUT:**
- **Dirección:** Roberto del Río 1248, Providencia **Región:** Metropolitana
- **Fono:** 3350257 **Fax y e-mail:** 335 5948
- **Nombre del Representante Legal del Patrocinante:** Juan Carlos Vera Barroso
- **RUT Representante Legal:**
- **Dirección postal Representante Legal:** Roberto del Río 1248, Providencia
- **Fono:** 3350257 **Fax y e-mail:** 335 5948
- **Firma:** _____

GOBIERNO DE CHILE
PROGRAMA DE FORMACIÓN
FUNDACIÓN PARA LA INNOVACIÓN AGRARIA

FECHA DE INICIO: 20 de Junio de 2003

FECHA DE TÉRMINO: 25 de Junio de 2003

COSTO TOTAL DE LA PROPUESTA: $ 2.621.891

FINANCIAMIENTO SOLICITADO A FIA

- **Monto total solicitado:**
- **Porcentaje del costo total:**

APORTE DE CONTRAPARTE

- **Monto total de aporte:**
- **Porcentaje del costo total:**

SECCIÓN 2: PARTICIPANTES

(Para propuestas grupales, adjuntar c. vitae resumido de acuerdo a pauta adjunta en Anexo 2)

PARTICIPANTE 1

- **Nombre:** Juan Carlos Vera Barroso
- **RUT:**
- **Fecha de Nacimiento:** 19 Abril de 1971
- **Dirección Postal:** Roberto del Río 1248, Providencia
- **Ciudad y Región:** Santiago, Región Metropolitana
- **Fono y Fax:** 335 0257 – 335 5948 (fax)
- **E-mail:** jcvera@bioenlaces.com
- **Lugar o institución donde trabaja:** BioEnlaces
- **Cargo y/o actividad principal:** CEO
- **Nombre y Fono de persona para aviso en caso de emergencia:** Dany Jaimovich, 335 0257

Firma: _____

3. JUSTIFICACIÓN DE PARTICIPACIÓN EN LA PROPUESTA

El interés de participar en este encuentro es reforzar las relaciones internacionales y aumentar la red de contacto con empresas, centros de investigación, universidades y gobiernos; visualizar las experiencias de otros países en referencia a I&D en biotecnología, su implementación y resultados, como también analizar las políticas referentes a percepción pública de la biotecnología.
Este año este encuentro será el más grande realizado con la participación cercana a 20.000 representantes de más de 50 países, discutiendo y analizando todas las aristas con las que se puede ver la biotecnología.

La industria de la biotecnología se está desarrollando rápidamente en el mundo, destacando Europa, Canadá, Australia y la región asiática, y entender cuales han sido las iniciativas implementadas y sus resultados es importante a la hora de proponer políticas en nuestro país.
Chile está en un momento en el que invierte en Biotecnología y su desarrollo, convirtiéndose en un líder latinoamericano, o bien queda rezagado tras otros países de Latinoamérica.

4. OBJETIVOS DE LA PROPUESTA

4.1. *GENERAL:*

Asistir al Encuentro Internacional de las Industrias de Biotecnología, organizado por BIO en Washington DC, y conocer las distintas realidades de la Biotecnología y sus aplicaciones en el mundo.

4.2 *ESPECÍFICOS:*

Establecer relaciones con Universidades, Centros de Investigación y entidades que promueven I&D en el mundo, conociendo sus experiencias.

Establecer redes de contacto con Inversionistas y empresarios relacionados a la Biotecnología que participan en este encuentro.

Conocer las iniciativas que se están llevando a cabo en torno a la percepción pública y la educación de la Biotecnología en otros países.

Promover las iniciativas y políticas locales en pro del desarrollo de la Biotecnología, permitiendo un acercamiento de nuestro país a inversionistas y empresarios globales.

5. ANTECEDENTES DE LA INSTITUCION QUE DICTA LA ACTIVIDAD DE FORMACIÓN (Adjuntar antecedentes adicionales en el Anexo N° 3)

BIO ó Biotechnology Industry Organization, tiene 10 años de existencia y agrupa a más del 90% de las empresas relacionadas a Biotecnología en Estados Unidos, además de tener vínculos internacionales muy fuertes con entidades similares en Europa, Asia, Canadá, Australia y otras.

Éste encuentro será el más grande realizado hasta ahora, en el cual se esperan más de 20.000 asistentes, los que representan a más de 50 paises.

La página web de BIO es:

http://www.bio.org

En ella se puede encontrar más información sobre BIO y sobre su trabajo.

6. PROGRAMA DE ACTIVIDADES DE LA PROPUESTA (Adjuntar antecedentes solicitados en el Anexo N° 4)

Se adjunta programa de actividades y detalle de sesiones (seminarios).

6.1 CARTA O CERTIFICADO DE ACEPTACION DEL O LOS POSTULANTES A LA ACTIVIDAD DE FORMACIÓN (Adjuntar en Anexo 5)

Se adjunta carta de invitación a participar.

7. RESULTADOS E IMPACTOS ESPERADOS

Se espera mejorar las el conocimiento que se tiene en el extranjero de las actividades e iniciativas en torno a la Biotecnología en nuestro país, junto con ampliar las redes de contacto con instituciones y entidades públicas y privadas internacionales relacionadas a Biotecnología, además de conocer y aprender de las distintas experiencias realizadas.

8: ACTIVIDADES DE DIFUSIÓN

FECHA	TIPO DE ACTIVIDAD	OBJETIVO	LUGAR	Nº y TIPO BENEFICIARIOS	INFORMACIÓN A ENTREGAR
7-julio	Charla abierta	Comentar y discutir experiencia BIO2003	Oficinas BioEnlaces	Aprox. 10 personas, empresarios, investigadores y asesores	Charla (*)
14-julio	Informativo web	Comentario sobre experiencia BIO2003	www.bioenlaces.cl	Ilimitado, usuarios web	Documento

(*) Charla abierta a empresarios, inversionistas, asesores que no son miembros de BioNegocios ni de VerBar Informática, con el objeto de informar la situación de la Biotecnología observada en Bio2003.

9.- ITINERARIO PROGRAMA DE TRABAJO

FECHA (Día-mes-año)	ACTIVIDAD	OBJETIVO	LUGAR
21-jun	Inscripción	Regularizar participación en Encuentro	Washington Convention Center
22-jun	Conferencia: Foro Global	Visualizar status Biotecnología Global	Washington Convention Center
23-jun	Conferencias: 8:30 / 10:15: Beyond Borders: Premier of Ernst & Young's 2003 Global Biotechnology Report 10:30 / 12:00: Biotech and Chemicals: Product Opportunities 14:00 / 15:30: Building a Bioinformatics Infrastructure Through Industry-University-Government Partnerships 16:00 / 17:30: The Future of Our Foods	Entender en que situación se encuentra la Biotecnología en los países desarrollados, analizar las estrategias en las relaciones empresa-gobierno-academia.	Washington Convention Center
24-jun	Conferencias: 8:30 / 10:15: Destroying Myths and Overcoming Barriers to Public Understanding of Biotechnology 10:30 / 12:00: Biomarketing	Ver estrategias para mejorar percepción pública de la Biotecnología.	Washington Convention Center

	Strategy—The State of the Art 14:00 / 15:30: Getting Out the Word: Best Strategies for Communicating Biotechnology Information to Target Audiences 16:00 / 17:30: Biotechnology and the Public: The Next 10 Years		
25-jun	Conferencias: 8:30 / 10:15: Biotech 2003—A Worldwide Industry Update 10:30 / 12:00: Science and Regulatory Policy Roundtable on Agricultural Biotechnology 14:00 / 15:30: Latin America: New Paradigms for Biotechnology Strategic Development 16:00 / 17:30: Creating, Identifying and Capturing Value of Biotechnology Winners	Situación de la Biotecnología en el mundo, estrategias desarrolladas, visión de Latinoamérica.	Washington Convention Center

DETALLE Y ANTECEDENTES ADICIONALES DE LOS GASTOS DESTACADOS CON ASTERISCO (*)

- **Viático Movilización (gastos menores)**
  Se considera un gasto diario de U$35 en comidas y transporte (movilización).

ANEXO 1:
CURRICULUM VITAE DEL POSTULANTE O COORDINADOR EN CASO DE PROPUESTAS GRUPALES

JUAN CARLOS VERA BARROSO

EXPERIENCIA

1996–2000 VerBar Informática Santiago de Chile

Gerente de Proyectos

- Creación áreas de desarrollo productivo.
- Implementación de varios proyectos para ENTEL Internet.

2000–2003 VerBar Informática Santiago de Chile

Gerente General

- Generación de nuevos clientes.
- Implementación de nuevos negocios.
- Desarrollo de nueva estructura organizacional.
- Gerente Proyecto BioEducación

2000–2003 BioEnlaces Santiago de Chile

Director Ejecutivo

- Creación de redes de contactos nacionales e internacionales.
- Desarrollo proyecto internet.
- Gerente Proyecto BioEducación

EDUCACIÓN

2002 Universidad Nacional Andrés Bello Santiago de Chile

- Doctorado en Biotecnología. Especialización en Bionegocios.

1996–2001 Universidad de Chile Santiago de Chile

- Ingeniería en Biotecnología Molecular.

1990–1995 Universidad de Chile Santiago de Chile

- Bioquímica.

1989 Pontificia Universidad Católica Santiago de Chile

- Agronomía.

1985–1988 Kent School Santiago de Chile

- Educación Media.

INTERESES

Desarrollo de nuevos negocios, Internet, Biotecnología, Música.

DESAFIOS

Establecer un nuevo modelo de negocios en el sector de la biotecnología a nivel latinoamérica.

Suecia 845 depto. 505 – Providencia | Rut: 7.682.817-2 | Fono: (09) 840 2894
Mail: jcvera@verbar.cl | Casado | 31 años

ANEXO 2:
PAUTA DE ANTECEDENTES RESUMIDA DEL POSTULANTE O DE LOS PARTICIPANTES EN CASO DE PROPUESTAS GRUPALES

PAUTA DE ANTECEDENTES RESUMIDA	
ANTECEDENTES PERSONALES	
Nombre completo	Juan Carlos Vera Barroso
RUT	
Número de Pasaporte	
Fecha de Nacimiento	19 Abril de 1971
Nacionalidad	Chileno
Dirección particular	Roberto del Río 1248, Providencia
Fono particular	335 0257
Fax particular	335 5948
Dirección comercial	Roberto del Río 1248, Providencia
Fono y Fax comercial	335 0257 - 335 5948 (fax)
Banco y número de cuenta corriente para depósito de fondos correspondientes	Banco Edwards-Chile 01-62-806708
Nombre y teléfono de la persona a quien avisar en caso de emergencia	Dany jaimovich 335 0257

Completar ambas secciones o sólo una de ellas, según corresponda

ACTIVIDAD PROFESIONAL Y/O COMERCIAL (ACTUAL)	
Nombre y RUT de la Institución o Empresa a la que pertenece	BioNegocios Ltda. (BioEnlaces)
Cargo	CEO
Antigüedad	3 años (aprox.)
Resumen de las labores y responsabilidades a su cargo	Encargado de relaciones, alianzas y del desarrollo de proyectos
Otros antecedentes de interés	Encargado de Proyecto BioEducación, participación en los encuentros de BIO años 2001 y 2002

ACTIVIDAD COMO AGRICULTOR (ACTUAL)	
Tipo de Agricultor (pequeño, mediano o grande)	
Nombre de la propiedad en en la cual trabaja	
Cargo (dueño, administrador, etc.)	
Superficie Total y Superficie Regada	
Ubicación (detallada)	
Rubros a los que se dedica (incluir desde cuando se trabaja en cada rubro) y niveles de producción en el rubro de interés	
Resumen de sus actividades	
Organizaciones (campesinas, gremiales o empresariales) a las que pertenece y cargo, si lo ocupa	

Descripción de la principal fuente de ingreso	
Ultimos cursos o actividades de formación en las que ha participado	

ANEXO 3
ANTECEDENTES DE LA INSTITUCION QUE EFECTUA O DICTA LA ACTIVIDAD DE FORMACIÓN

BIO History

In 1993, when there were but a handful of biotechnology drugs on the market and the sequencing of the human genome was pegged for completion somewhere around 2005, two Washington, D.C.-based biotechnology trade organizations merged to create the Biotechnology Industry Organization, better known as BIO. One of the founding organizations, the Industrial Biotechnology Association (IBA), primarily represented larger, established companies on Capitol Hill and before federal regulatory agencies; the other, the Association of Biotechnology Companies (ABC), represented emerging companies and universities, and focused on technology transfer issues, meetings and other business development activities.

BIO united the organizations' 503 member companies and 18 employees under one umbrella with a representative governing board that reserved one-third of its seats for emerging companies. The goal was to achieve a workable balance of power within the organization between the handful of large, multibillion-dollar firms that launched the first wave of biotechnology products and the hundreds of start-up and midsize firms that were at the research and development stage.

The board conducted a multi-round search to find a leader for the nascent organization and hired Washington veteran Carl B. Feldbaum as president, a position he continues to hold. An attorney and executive with an undergraduate degree in biology, Feldbaum brought a combination of science policy experience and political savvy, having founded a defense policy think tank called Palomar Corp. and having served as assistant Watergate special prosecutor and as chief of staff for Sen. Arlen Specter (R-Pa.).

BIO's first order of business was to integrate the staffs and missions of the IBA and ABC, no small task given the associations' previous rivalry and their different areas of expertise. But soon everyone was on the same page-one with BIO letterhead-and pursuing the same three-pronged mission, which has remained consistent over the years:
Advocate the industry's positions to elected officials and regulators.
Inform national and international media about the industry's progress, contributions to quality of life, goals and positions.
Provide business development services to member companies, such as investor and partnering meetings.

BIO today performs many services for members, but none of them is more visible than the organization's annual convention and exhibition, the largest biotechnology event in the world. The event dates back to 1987, when the Association of Biotechnology Companies hosted an international conference in Washington, D.C., that exceeded expectations by attracting 155 attendees-the goal had been 100. Some of the session topics would become perennial themes: raising capital in the venture and public markets; FDA, USDA and EPA regulation; and patenting trends.
Since then, the convention's growth has been steady. Attendance hit 1,400 in 1993, the year BIO was formed, and continued to climb each year, reaching 15,600 in 2002, with representatives from 52 nations (up from six in the late 1980s). Press coverage has exploded as well, from a smattering of trade press reporters in the early years-even as recently as 1997, the conference drew only 61 press registrants-to a record 631 journalists in 2001.
Growth of the meeting, and of the organization, has paralleled that of the young, dynamic industry BIO represents. The number of approved biotechnology drug and vaccine products in the United States has grown sixfold since 1993, to 155 as of December 31, 2002; investment in the industry has skyrocketed, from $3 billion in 1993 to $10.5 billion in 2002. Membership in BIO has more

than doubled since the organization's founding, to more than 1,100 companies, academic institutions and biotechnology centers.

Core Issues

Located just minutes from the Capitol and the White House, BIO has focused from its inception on advocacy. In 1993, amid the clamor of a new presidency and the first party changeover in the White House in 12 years, Feldbaum and the board identified four major lobbying priorities:
Responding to the imminent threat of government price controls on breakthrough drugs, a threat that sent biotech stock prices down 40 percent after the election of President Clinton.
Shaping political and public reaction to the genetically modified foods that were poised to enter supermarkets.
Advocating for tax incentives that better reflected the risk and social benefit of biotech investments.
Working with Congress and the FDA to streamline the regulatory process.
BIO successfully prosecuted that agenda during its first decade:
Price control initiatives were beaten back repeatedly at the federal level.
A host of biotechnology-improved agricultural products traversed the regulatory gauntlet, including new varieties of corn, potatoes, tomatoes and cotton.
A variety of tax incentives were enacted at the state and federal levels to encourage biotech investment.
In perhaps BIO's most celebrated achievement, the Food and Drug Administration Modernization Act of 1997 was passed, along with reauthorization of the Prescription Drug User Fee Act in 1997 and 2002.
Bioethics issues were not on the original 1993 list of priorities, but have become an increasingly prominent part of BIO's agenda over the years. As early as mid-1993, BIO hosted a discussion on bioethics, focusing on genetic discrimination and gene therapy (the first clinical trials in this field had recently begun). At that time, Feldbaum pitched to the board the idea of a standing BIO committee for bioethics, an idea that would come to fruition in 1995.
Bioethics concerns would gather momentum after the 1997 birth of a cloned sheep named Dolly. BIO quickly responded with a statement urging a ban on human reproductive cloning-but not on therapeutic applications of the technology-and supported that stance with appearances on newscasts and interviews with leading media outlets worldwide. The organization's rapid and thoughtful response to that watershed event won many communications awards and helped place BIO at the nexus of political and ethical controversies surrounding the industry's powerful technologies. Other cloning successes followed, and in 1998 another milestone was reached with the first-ever isolation of human embryonic stem cells, sparking a new bioethics debate.
Responding to the controversies that have arisen on the heels of biotech breakthroughs, BIO addresses bioethics issues at every level of government. The organization has added a bioethics counsel, testified before Congress, educated legislators and their staffs on the issues, written letters and op-ed pieces, and responded to thousands of media inquiries.
As a result of all these activities-lobbying, cultivating biotechnology's image, supporting scientific freedom, assisting companies with business development-BIO has emerged as the voice to the public for hundreds of biotech companies, large and small.

Government Relations

Most biotech observers look to Wall Street for insights on the industry's prospects, but in fact, what happens in Washington and the statehouses has a profound impact on the bottom line. In 2002, BIO's Government Relations Department won a number of legislative victories, with the signing of laws to limit liability, improve biodefense and promote biotech research. Equally important, BIO's lobbying team beat back measures that would have decimated intellectual property protection and permitted reimportation of potentially dangerous counterfeit drugs. BIO also staked out positions on issues that remain in play as of early 2003, including proposals to expand Medicare drug coverage and change stock option accounting.

BIO ACTIONS

Homeland Security

- Ensured liability protection in the Department of Homeland Security Act.

  In the waning days of the 107th Congress, the House and Senate passed legislation to create a Department of Homeland Security. The creation of the department is the largest reorganization of the federal government in half a century and will streamline U.S. defenses against bioterrorism. BIO fought to ensure that the bill included liability protection for biotech companies to develop much-needed antiterrorism countermeasures, including vaccines and therapeutics.

- Worked with Congress to pass landmark biodefense legislation.

  This legislation, passed in the wake of the anthrax attacks in October 2001, authorized more than $3 billion for biodefense research, countermeasure development, vaccine and antibiotic stockpiles, and first-responder preparedness.

  After aggressive lobbying from BIO, approved drugs and biologics were exempted from a set of new tracking requirements-the select agents provision-in the conference bill; the Department of Health and Human Services is setting up an exemption process for experimental products. BIO also sought and won changes to provisions governing the handling of products that are imported, processed and then exported.

Access to Care

- Contested reimbursement cuts in the hospital outpatient setting.

  On November 1, 2002, the Centers for Medicare and Medicaid Services (CMS) published a final rule that dictates how Medicare reimburses hospitals for using state-of-the-art biotech drugs in outpatient settings.

  Unfortunately, CMS's flawed methodology created a system that skews hospital reimbursement for a number of lifesaving biotech therapies. The new rule creates a disincentive for hospitals to provide high-tech drugs to patients.

  Along with other lobbying activities, BIO in 2002 held a briefing on Capitol Hill to educate congressional staff about this extremely complex Medicare issue.

- Prevented damaging changes to the Hatch-Waxman Act.

  In July, the Senate debated and passed S. 812, the Greater Access to Affordable Pharmaceuticals (GAAP) Act. The legislation would have upset the delicate balance achieved in the 1984 Hatch-Waxman Act governing generic drugs. However, BIO's strong grassroots campaign and lobbying effort prevented the legislation from being taken up in the House and stopped any chance of the ill-conceived bill becoming law.

  The measure would have abolished patent rights for failure to meet certain deadlines, increased third-party litigation, and weakened bioequivalence rules while eliminating judicial review of some FDA actions.

  In October, the Bush administration proposed new regulations to address generics issues based on the recommendations of the Federal Trade Commission.

- Fought for Medicare prescription drug coverage.

Throughout June, BIO worked feverishly to help create comprehensive, market-based outpatient prescription drug coverage for Medicare beneficiaries based on BIO principles. Among other things, BIO and patient-group representatives joined President Bush at an event in Minnesota to urge Congress to pass prescription drug coverage.

On June 28, the U.S. House of Representatives passed H.R. 4954, the Medicare Modernization and Prescription Drug Act of 2002, by a vote of 221-208. H.R. 4954 would have created a Medicare outpatient prescription drug benefit universally available to all Medicare beneficiaries and provided generous coverage subsidies through a private-sector delivery system.

However, the Senate was unable to pass a similar bill. On three different attempts, the Senate voted against waiving a budget point of order to consider a Medicare outpatient prescription drug coverage amendment to S. 812.

The Republican Congress is expected to address the need for Medicare prescription drug coverage early in the 108th Congress.

- Helped prevent the importation of dangerous counterfeit drugs.

Although a reimportation measure passed in the House, it was defeated in the Senate. BIO's campaign against the bill emphasized the danger posed by counterfeit drugs if reimportation were ever allowed.

- Opposed Medicaid price controls.

On the Medicaid front, Sen. Debbie Stabenow (D-Mich.) offered an amendment to S. 812 that would have allowed states to extend rebates negotiated under Medicaid to those not eligible for the state-federal health program for the poor. Another amendment, by Sen. John Rockefeller (D-W.V.), sought to provide $9 billion in Medicaid funds over 18 months to help targeted states meet their budget shortfalls. However, neither of these measures was signed into law.

In response to the budget crisis, BIO developed a paper outlining viable options for states.

Stock Option Expensing

- Worked with a coalition to block stock option expensing legislation.

In the wake of the corporate accounting scandals in 2002, stock option expensing legislation was proposed that would force companies to choose between accounting for stock options as a cost in earnings reports and claiming them later as a tax deduction.

BIO joined the Coalition to Preserve and Protect Stock Options, and lobbied intensely to defeat the legislation. Three times, the Senate blocked a vote on the proposal. Most importantly, votes were blocked even as both the House and Senate passed otherwise-sweeping accounting-oversight and corporate- governance legislation.

In October, the Federal Accounting Standards Board, an arm of the Securities and Exchange Commission, released an "exposure draft," which proposed methods of transition for companies that voluntarily decide to expense stock options.

Other

- Pressed for rapid approval of a new FDA commissioner.

On November 14, 2002, Mark McClellan was sworn in as FDA commissioner. Throughout the year, BIO had pressed the White House to nominate and the Senate to confirm a permanent FDA head who would provide the leadership necessary to speed new drugs and biologics to the market and implement renewal of the Prescription Drug User Fee Act and other significant FDA reforms. Dr. McClellan previously served as President Bush's top health advisor on the Council of Economic Advisors. He is a former practicing internist and earned a Ph.D. in economics.

- Supported passage of a farm bill with biotech-friendly provisions.

The Farm Security and Rural Investment Act of 2002 includes a number of significant biotech measures, such as increased funding for agricultural biotechnology research and risk assessment. It also establishes or enhances programs to promote trade of biotechnology-enhanced crops and

improve capacity and regulatory review in developing countries. As one result of BIO's work, language was removed from the bill that would have precluded the ownership of livestock by meatpackers, thus allowing biotech companies to retain better control over their patented livestock from the farm to the market.

- Supported the passage of Trade Promotion Authority.

The passage of Trade Promotion Authority was critical to the protection of intellectual property rights and the much-needed negotiating leverage to open markets for American agricultural products. The authority will allow the president to negotiate trade agreements (subject to the Senate's approval) without fear of the Senate stripping specific provisions from the agreement.

ANEXO 4
ANTECEDENTES CURRICULARES Y/O
CONTENIDOS DE LA ACTIVIDAD DE FORMACIÓN

BIO 2003 Annual Convention

Thinking Beyond Tomorrow ™

June 22-25, 2003
Washington Convention Center
Washington, D.C.

Overview

- 17,000 attendees from 52 countries
- 19 concurrent educational tracks
- 300 hours of sessions & symposia with 900 top quality speakers
- Sold-out exhibit hall with more than 250,000 square feet of exhibition space
- Nightly networking receptions
- Plenary breakfasts & luncheons with industry luminaries

BIO 2003 offers a world of new business opportunities.

History

BIO '93 Raleigh/RTP	BIO '98 New York
BIO '94 Toronto	BIO '99 Seattle
BIO '95 San Francisco	BIO 2000 Boston
BIO '96 Philadelphia	BIO 2001 San Diego
BIO '97 Houston	BIO 2002 Toronto

www.bio.org

BIO 2003 Annual Convention

Registration Growth

BIO '99	**5,730**
BIO 2000	**10,292**
BIO 2001	**13,740**
BIO 2002	**15,731**

BIO 2003 Annual Convention

2002 International Attendance

Top 15 countries represented:

Australia	472	Netherlands	191
Belgium	84	Singapore	111
Canada	4,730	South Korea	175
Finland	186	Sweden	125
France	428	Switzerland	125
Germany	889	Taiwan	158
Israel	101	United Kingdom	625
Japan	140		

BIO 2003 Annual Convention

2002 Statistics

- **Registration:** 15,570 attendees from the U.S. and 52 countries (10% growth over previous record)
- **Exhibit Hall:** 1,250 exhibiting companies (40% growth)
- **Media Presence:** 350 members of local, national, and international press
- **Investor / Partnering & Technology Transfer Forum:** largest ever
- **Symposia & sessions:** quality and attendance surpassed all records

BIO 2003 Annual Convention

2002 Demographics

President/CEO/Chairman	928
CFO/COO/Executive Director	593
Vice President/Sr. Vice President	842
Managing Partner	167
Manager	1,186
Scientist	304
Attorney	377
Academic	219
Media/Communications	132
Other	1,881
Left Blank	1,167

- BIO 2003 commemorates the 50th anniversary of the genome and the 10th anniversary of BIO.

Special Features

- Global Biotechnology Forum
- Annual Career Fair
- Public Healthfest
- Business Forum
- Minority Fellows / Student Awards
- Teachers Program
- Press Conference Center

www.bio.org

2003 Program

- Business Development
- Communication
- Doing Business Globally
- Drug Discovery & Development
- Emerging Company Issues
- Ethics
- Finance
- Food & Agriculture
- Industrial & Environmental
- Infectious Diseases
- IP / Legal
- Manufacturing
- Policy
- Regulatory issues
- Science
- Therapeutic Devices

Global Biotechnology Forum

"Thinking Beyond Tomorrow"

BIO 2003 Annual Convention

International Business Forum

- Investor Forum: More than 200 companies presenting to potential investors
- Partnering Forum: Pre-arranged, private meetings with potential partners
- Technology Transfer Forum: Individual presentations and poster sessions
- Investor Forum applications now on-line at www.bio.org

BIO 2003 Annual Convention

Future Conventions

- BIO 2004: San Francisco, CA
- BIO 2005: Philadelphia, PA
- BIO 2006: Chicago, IL

BIO 2003 Annual Convention

Registration

- Full-meeting registration offers access to sessions, plenary breakfasts and luncheons, evening receptions (unless indicated as invitation-only), exhibit hall, and more.
- Register on-line at www.bio.org beginning in late Fall

BIO 2003 Annual Convention

Who is BIO?
What is BIO?

www.bio.org

Schedule of Events

All events take place at the Washington Convention Center unless otherwise noted. Subject to change.

Friday, June 20

4:00 p.m. - 7:00 p.m.: International Delegation Welcome
Hilton Washington & Towers

Saturday, June 21

7:30 a.m. - 4:00 p.m.: NIH Open House
NIH Building-Natcher Auditorium
8:00 a.m. - 6:00 p.m.: Registration Open
10:00 a.m. - 3:00 p.m.: Public HealthFest
The Mall between 3rd & 4th Streets

Sunday, June 22

8:00 a.m. - 7:00 p.m.: Registration Open
9:00 a.m. - 11:30 a.m : **Global Biotechnology Forum.**
10:00 a.m. - 3:00 p.m.: Public HealthFest
The Mall between 3rd & 4th Streets
11:00 a.m. - 4:00 p.m.: Career Fair
Grand Hyatt Washington Hotel
1:45 p.m. - 3:45 p.m.: Bioethics Roundtable
2:00 p.m. - 5:00 p.m.: **Understanding Biotechnology**
3:00 p.m. - 7:00 p.m.: **International Biotechnology Marketplace**
Hilton Washington & Towers
7:30 p.m. - 10:00 p.m.: Welcome Reception

Monday, June 23

6:00 a.m. - 6:00 p.m.: Registration Open
7:30 a.m. - 8:30 a.m.: **Opening Plenary Breakfast with Guest Speakers**
7:30 a.m. - 5:30 p.m.: Bio*GENE*ius Student Displays
8:45 a.m. - 5:30 p.m.: **Business Forum**
Partnering Forum & Investor Forum
8:45 a.m. - 5:30 p.m.: Health Research Opportunity Forum
8:45 a.m. - 5:30 p.m.: **Breakout Sessions**
10:45 a.m. - 11:00 a.m.: Exhibit Hall Ribbon Cutting Ceremony
11:00 a.m. - 5:00 p.m.: Exhibit Hall Open
12:15 p.m. - 1:45 p.m.: **Plenary Luncheon with Guest Speakers**
3:30 p.m. - 5:30 p.m.: Biojudiciary Project Roundtable
7:30 p.m. - 11:00 p.m.: Hospitality Suites Hosted by BIO 2003 Sponsors
Grand Hyatt Washington Hotel

Tuesday, June 24

6:00 a.m. - 6:00 p.m.: Registration Open
7:30 a.m. - 8:30 a.m.: **Plenary Breakfast with Guest Speakers**
8:45 a.m. - 5:30 p.m.: **Business Forum**
Partnering Forum & Investor Forum
8:45 a.m. - 5:30 p.m.: **Breakout Sessions**
9:00 a.m. - 6:30 p.m.: Exhibit Hall Open
12:15 p.m. - 1:30 p.m.: **Plenary Luncheon with Guest Speakers**
1:30 p.m. - 1:45 p.m.: BIO Annual Membership Meeting
2:00 p.m. - 5:30 p.m.: NIH Director's Lecture Series
4:30 p.m. - 6:30 p.m.: Exhibit Hall Regional Reception
7:30 p.m. - 9:30 p.m.: Annual Gala Reception

Wednesday, June 25

6:00 a.m. - 4:30 p.m.: Registration Open
7:30 a.m. - 8:30 a.m.: **Plenary Breakfast with Guest Speakers**
8:45 a.m. - 10:45 a.m.: Science and Faith Roundtable
8:45 a.m. - 5:30 p.m.: **Business Forum**
Partnering Forum & Investor Forum
8:45 a.m. - 5:30 p.m.: FDA Roundtable
8:45 a.m. - 5:30 p.m.: **Breakout Sessions**
9:00 a.m. - 3:00 p.m.: Exhibit Hall Open
12:15 p.m. - 1:30 p.m.: **Plenary Luncheon with Guest Speakers**
1:30 p.m. - 2:30 p.m.: Exhibit Hall Break
2:00 p.m. - 5:30 p.m.: FDA Roundtable
7:30 p.m. - 10:00 p.m.: Closing Reception

Nota: En **negrita** actividades más importantes

BIO2003 Breakout Sessions:

Monday, June 23, 2003

- A Day in the Life of Savvy Deal Makers
- A Need for Drug Research Innovation for the Most Neglected Diseases
- Antimicrobial Proteins: The Future of Anti-infectives
- Beyond Borders: Premier of Ernst & Young's 2003 Global Biotechnology Report
- Biotechnology and Developing Countries: Spotlight on Africa
- Building Bioethics Programming into Your Corporate Culture
- Buy, Hold or Sell? Corporate Strategies in a Difficult Market
- Emerging Technologies in Molecular Neuroanatomy
- Financing and Executing Global Activities and Operations
- Homeland Security And Scientific Innovation—Will Ever the Two Meet?
- NIST Biotechnology Opportunities: Working with Industry
- Second-Generation Druggable Targets
- Street Fighting 101 for Emerging Companies
- The Expanding Role for Bioinformatics in the Post-Genomic Era
- The Threat of Generic Biologics: Lessons to Learn from the Implementation of the Hatch-Waxman Act
- Views From The Hill—Patent Reform Measures and Recent Proposed Patent Legislation
- Alternative Splicing in Human Disease
- Biotech and Chemicals: Product Opportunities
- Biotechnology: Coming of Age
- Butcher, Baker or Candlestick Maker—Whom Do You Need to Succeed in an Evolving Company?
- CDER/CBER Merger: The Impact on the Biotechnology Industry
- Export Controls—Legal and Regulatory Perspectives
- How Federal Legislation Impacts Biotechnology Innovation: A Case Study on Medicare
- Merging Lanes: How to Drive a Deal on the Road to Success
- Neurodegenerative Disease and Proteomics: Strategies for Therapeutic Discovery
- New Opportunities in the Development of Treatments for Addiction
- Over $1 Billion for HHS Biodefense Research
- Partnering and Investment: The Asian Perspective
- Stock Option Strategies for Biotechnology Companies
- Strength in Diversity: An Integrated Drug Discovery Pipeline
- Successful Drug Development—Defining a Development Strategy That Optimizes Clinical and Commercial Value

- The Debate over Agricultural Biotechnology: Historical Perspectives
- When is a Vaccine Safe Enough? Rotavirus Vaccines as a Case Study
- Accelerated Drug Discovery and Development
- Advanced Energy Technologies: Biohydrogen, Biobatteries and Fuel Cells
- Biodiversity—Problems and Prospects
- Biomarkers in Medicine and Therapeutics and Their Importance to Drug Discovery and Development
- Clinical Trials in Developing Countries: An Ethical Road Map
- Drug Development Licensing: New Rules for an Old Game
- Ethics and Biodefense
- Launching Orphan Therapeutics in Europe
- Show Me the Money—How to Find Government Funding for Your Research
- Systems Biology: Integration into Drug Discovery
- The Biotechnology Patent Estate: Where Do We Go from Here?
- The Final Frontier: Therapies to Treat Neurological Disorders
- Venture Capital Update: Getting Deals Done in a Challenging Environment
- Where in the World Are Biotechnology and Pharmaceutical Alliances?
- Biocatalysis for Small Molecule Drug Manufacture
- Biogenerics: What Is the Scientific Basis for Such Medicines?
- Biotech Business Models—Has Anyone Learned Anything?
- Closing Early-Stage and Technology-Based Partnerships
- Diagnostics and Preventive Medicine
- Functional Foods: Can You Get Too Much of a Good Thing?
- Genes to Therapies—The Proteomics Route
- Human Subject Protection: Compliance Challenges and New Paradigms
- National Comprehensive Cancer Network: Collaborations with Biotechnology Companies
- Private Funding and Public Support in Europe
- Regulation and Clinical and Preclinical Evaluations of Combination Products
- So Many Targets, So Little Time: New Strategies for Target Validation
- The Biotech Patent: To License or Litigate
- Where Are We in Our Journey through the Biotech Century?
- Why Space? Partnering with NASA for Out of this World Results!

Tuesday, June 24, 2003

- Advances in Whole Cell Biotechnology: Pharmaceuticals to Commodities
- Biodefense: Challenges to Ethical Biomedical Research
- Biopharmaceuticals Baseline® Guide Overview—Current Design Practice in Regulated Biopharmaceutical Manufacturing Operations
- Building Product Pipelines and Assessing Risks in Compound Licensing
- Changing for the Better: Adult Stem Cell Research and Applications
- Collaborative Efforts of Community Colleges and Biotechnology Companies
- Creative Outpartnering: How Innovative Deals Can Generate Value for Big Pharma, Biotech and Specialty Companies
- Destroying Myths and Overcoming Barriers to Public Understanding of Biotechnology
- Establishing a Corporate Presence in the United States: What You Absolutely Need to Know
- Globalization of the Japanese Pharmaceutical Industry
- How to Do Business with the DoD
- Is Cancer Immunotherapy Here? 100 Years in the Making
- Leapfrogging the Genomics Challenge with Model Systems-Based Drug Discovery
- Owning the Genome?
- Perspectives and Recent Developments Regarding Clinical Trials
- Private Financing in a Tough Climate: Venture Capital Funding for Life Science Companies
- Strategies for Licensing Discovery Tools
- Updates on International Patent Practice: The Trilateral Negotiations Among the PTO, EPO and JPO
- Capitalizing on Intellectual Property in the Biotechnology Industry: Creative Financing and IP Securitization
- Creating Incentives for Drug Research: The Carrot or Stick Approach?
- Cross-Border Research Collaboration and Commercialization
- Cytotoxic T-Cell Vaccines: The Other Half of the Immune System
- Decoding the Genome, Genetic Predisposition to Disease, and Health Insurance: What Do We Know and Who Do We Share It With?
- Early-Stage Deal Making—Experiences from the Front Line
- Facility Design Issues: Protect Vital Assets, Propel Your Product to Market
- Festo: Views from the Bench One Year Later
- Genomic and Proteomic Tools for Advancing Industrial Biotechnology
- Made In Europe—Commercialization and Financing Strategies of European Biotechs
- Neurodegeneration—The Baby Boomer Time Bomb
- Progress in Pharmacogenomics: Products, Regulations and Health Economics
- Terms of Endearment: Deal Makers and Deal Breakers in Agreements Between Industry and Research Institutions

- The Grass Is Greener: Learning to Take Advantage of Regional Support Systems
- The Paradox of the Funding Gap for Early-Stage Ventures
- Use of Transgenic Crops in the Crop's Center of Origin: Are There Special Evaluation Criteria That Apply?
- What Biotech Executives Need to Know in the Brave New Financial Reporting World
- China and the WTO's TRIPS Agreement
- From Grower to Grocer: Managing the Global Food Chain to Meet Consumer Demands
- From the Concepts to the Corporate Campus: Bringing Biotechnology to Life Within Successful Science and Technology Parks
- Getting from Biotech to Big Biotech: Recent Company-Transforming Deals
- Getting Out the Word: Best Strategies for Communicating Biotechnology Information to Target Audiences
- Large Scale Bio-refining: Economic, Social, Environmental and Technological Implications
- Molecular Cancer Therapeutics: Targeting Death and Survival Pathways
- Opportunities and Obstacles Along the Road to Licensing University Technologies
- Plant-made Pharmaceuticals: Production and Characterization of Biopharmaceutical Proteins from Open-field Crops
- Stem Cells and Cloning: Late-Breaking Science and Controversies
- The Fundamentals of Predictive Due Diligence in IP Licensing Transactions
- The Impact of Sarbanes-Oxley on the Biotechnology Industry
- The Next 30 Years in the War Against Cancer—Were the Successes of the Late 1990s the Beginning of a New Frontier?
- The Public-Private Merger—A Strategy for Survival
- The Tao of Discovery—Ying And Yang of Chemical Genomics
- Working with Federal Laboratories: Truth vs. Myth
- 50-50 Deals: Negotiating to Win the Hyphen
- Agricultural Biotechnology for Development: Models for Engaging the Private Sector
- Are We Really Beyond Genomics? The Promise of Integrating Genomics into Your Biopharmaceutical Business
- Beyond Sequencing: Applying New Insights into Human Genetic Variation to Pharmacogenomics and Drug Development
- Biotechnology and the Public: The Next 10 Years
- Biotechnology Companies at the Banks of the Rubicon: What to Do?
- Deal Valuation
- Environmental Biotechnology
- Finding the Right Partner and Creating a Successful Strategic Alliance
- PDUFA III Implementation
- Plant-made Pharmaceuticals: Containment, Control and Consistency Inside the Box
- Recent Developments in Regulation of Biotechnology Products in the EU
- Recent Developments in the Law—Impact on Biotechnology
- The Genetic Contribution to Moral Dilemmas
- The Role of Academia in the Formation of Life Science Start-up Companies
- Viral Therapeutics: New Weapons Against Cancer

Wednesday, June 25, 2003

- Antimicrobial Agents: Profit or Peril for Biotech?
- Antitrust Trends: What's in Store for Biotech
- Biotech 2003—A Worldwide Industry Update
- Biotechnology and Bioterrorism
- Blinded with Science—How Much Data Does Your Audience Really Need?
- Can Virtual Screening Compete with Experimental HTS?
- Contract Manufacturing: Common Mistakes
- Knowing Your Audience Before You Have a Product
- Making the Marriage Last: Recipes for Successful Collaborations
- Nanotechnology: Detection Approaches
- PhD + IP + INC + VC = $$$: How University/ Industry/ Venture Capital Collaborations Really Add Up
- Platforms or Products? Has the Pendulum Swung Too Far?
- Postpatent, Follow-on Biologics: Establishing Testing Standards
- Public-Private Collaboration in Urban Biomedical Cluster Development
- RNAi-based Therapeutics
- The Future of Animal Biotechnology in Livestock Production
- Transgenic Production—Commercial Manufacturing Considerations
- Acceptance of Modern Biotechnology in Europe: Only an Illusion?
- Creating a Biodefense Industry: Whether, How, What and When?
- Creating and Maintaining Environments That Encourage Medical Innovation
- Functional Proteomics—Current Opportunities and Challenges Ahead
- Genomics and Mental Illness
- Going Global—International Perspectives on Venture Capital
- Predictability and Unpredictability—The Challenges Posed by a Changing Legal Environment
- Recombinant Antibodies in Infectious Diseases
- ScanBalt: Opportunities in the Baltic Sea Area Through Borderless Biotech
- Scenario Planning—What Will the Industry Look Like in 2010?
- Science and Regulatory Policy Roundtable on Agricultural Biotechnology
- Second-Generation Start-Up: Case Studies
- Technical Frontiers in Biosensors and Nanotechnology
- Technology Licensing—An Alternative Form of Capitalization
- The FDA's Regulation of Electronic Records Under Part 11
- The Organization for Economic Cooperation and Development (OECD) and the Status of Global Biotechnology

- Unlocking the Potential of Process Development
- Clinical Trials—Starting Out on the Right Foot
- Community Relations—Why Your Company Should Get Involved
- Effective Communications: Navigating the Ups and Downs
- Filling the Other Pipeline: Trends and Issues in PIPE Financings
- From Lab to Market
- How I Chose My Trial Site: Cases From Small and Large Companies
- Latin America: New Paradigms for Biotechnology Strategic Development
- Mega-Mergers, Mega-Opportunities
- Nanotechnology—A New Wave or Just Smaller?
- New Approaches to Infectious Diseases Therapy and Overcoming Drug Resistance
- New Challenges for the International Patent Landscape
- Product Liability and Recall—Risk Management Strategies
- The Human Proteome Organization (HUPO): An International Effort to Coordinate the Elucidation of the Human Proteome
- Where the Action Is in Agbio: Non-food Applications for GMOs
- Biologics Development in Support of Homeland Defense
- Creating, Identifying and Capturing Value of Biotechnology Winners
- Developments in Human Research Protections
- Food Labeling and Biotechnology: What are the Challenges?
- Grabbing for the Brass Ring: Clearing the Hurdles of PTO Guidelines
- Manufacturing Gene Based Drugs
- Nanotechnology of Membranes: Novel Applications
- The Evolution of Marketing Communications in the Drug Development Cycle
- The State and Promise of Cell and Tissue Based Therapies in the New Millennium
- Working with the Defense Department