

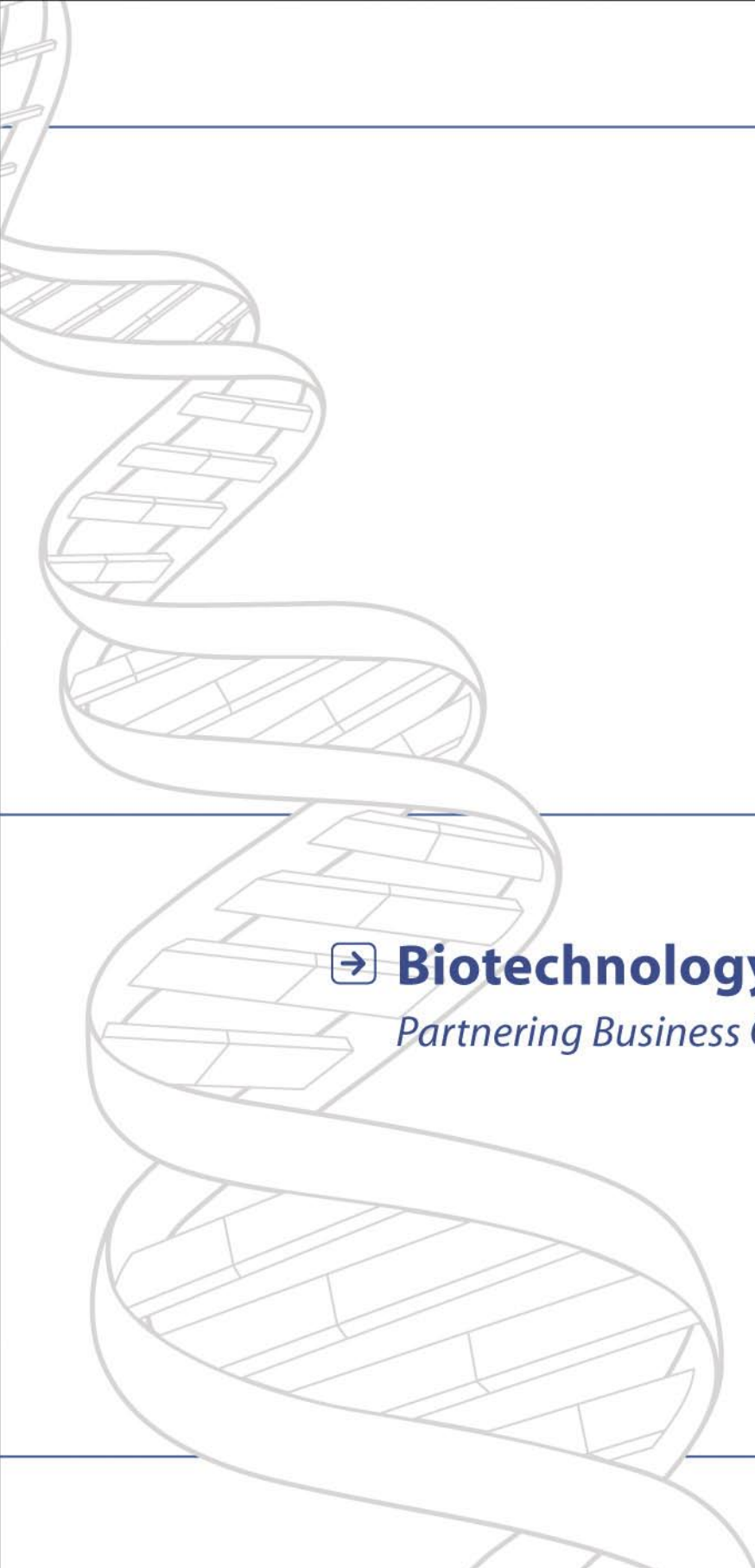


➔ **Biotechnology in Chile**
Partnering Business Opportunities

www.corfo.cl

2006





→ **Biotechnology in Chile**
Partnering Business Opportunities



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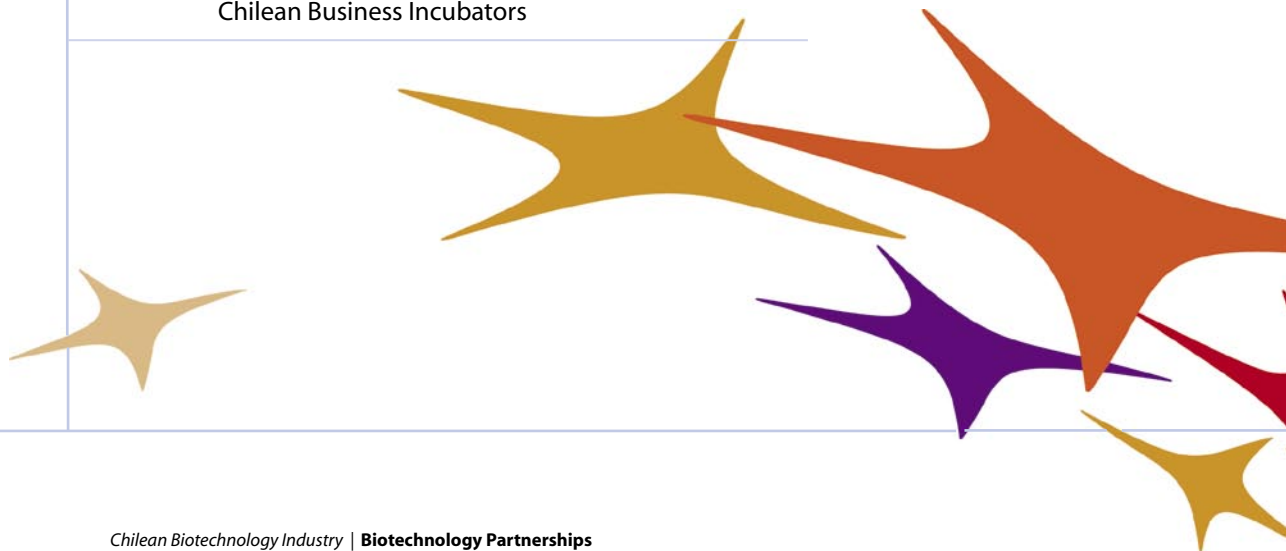
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Chile

The Chilean Economic Developing Agency (CORFO) takes pride in introducing new and exciting opportunities within the emerging biotechnology sector. Through this directory you will become familiar with the Biotechnology Industry in Chile and its main players.

Over the last 15 years, Chilean entrepreneurs have been researching and developing biotechnology products and services. As a result Chile is becoming an attractive venue for development and innovation.

We invite you to do business with reliable, competitive and highly skilled Chilean companies in the stable and safe business environment that Chile offers.



Biotech, a Nation's Priority

Chile has taken significant steps to incorporate biotechnology into its national economy. Through a powerful range of initiatives, including a new regulatory environment and economic incentives, Chile seeks to develop a world-class biotechnology sector that leverages its global advantage as one of the main producers and exporters of natural resources with high added value.

Biotechnology development is strategic for Chile, allowing the increase of productivity, reduction of production costs and increase of product quality, of which Chile is the leader. Foreign companies are encouraged to evaluate Chile as a platform for new developments in biotechnology.

Chile, in a joint effort between private and public sectors, is committed to creating a desirable location for biotechnology in Latin America.



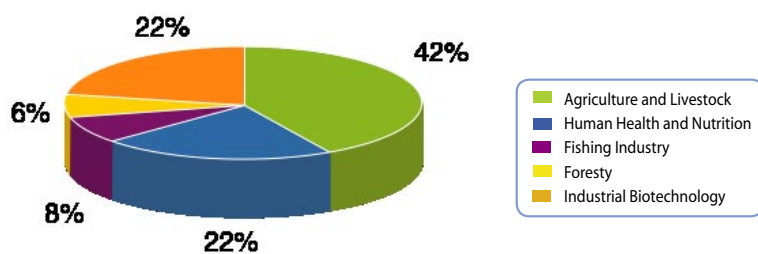
The Chilean Biotech Industry

The biotechnology industry is an emerging and growing sector in Chile. Within the last three years, biotechnology companies increased by 30%. Most of the development involve strategic sectors such as agriculture and livestock, human health, the fishing industry, forestry, and industrial biotechnology.

At present, the Chilean industry is comprised of 123 biotechnology-related organizations, whose efforts are focused on two main areas. One is to use biotechnology to improve the



competitiveness in main export sectors. The other is to create innovative products for existing and emerging markets.



Category	Number of Organizations
Manufacturing Companies	52
Services Companies	22
Research Centers	31
Transfer Technologies Centers	8
Incubators	10
TOTAL	123



Chile at a Glance

Population:	15.1 million people
Capital City:	Santiago
Per Capita Income 2005 (PPP):	US\$10,981
Nominal per capita GDP:	US\$5,900 (equivalent to Spain)
Language:	Spanish (English learning mandatory)
Currency:	Peso
Corporate Tax:	17%
VAT:	19%
Main Exports:	copper, fruit, fish meal, forestry products, wine, salmon
Major Trading Partners:	USA, Japan, China, Argentina and Europe
Labor force in Chile:	6.1 million people
Labor force in Santiago:	2.8 million people (services account for 66.3% of workforce)
Literacy:	96%
Educational Coverage:	32.4%; Primary: 98.6%; Secondary: 90%; Higher: 31.4%
Technology clusters:	in established sectors where Chile leads as Mining, Aquaculture, Forestry, Agro-industrial
Emerging sectors:	human health consortiums and energy located throughout the country

Sources: Census 2002, National Statistics Institute (www.ine.cl); Ministry of Education (www.mineduc.cl), 2004; Chilean Treasury Department (www.hacienda.cl), 2005; UNESCO 2004; US Central Intelligence Agency (www.cia.gov), 2005.



Why Chile?

The most competitive and stable economy in Latin America

2005 - 2006 World Competitiveness Index

Among Latin American Countries	1st
Sub-ranking Macroeconomics	1st
Overall Ranking Among 117 Countries	23st

Source: World Economic Forum (www.weforum.org), 2005

Best Place to Do Business 2005 - 2009

Among Latin American Countries	1st
Among Emerging Countries	4st
Overall Ranking Among 60 Countries	19st

Source: The Economist Intelligence Unit (www.eiu.com), 2005



Why Chile?

Open Economy: Gateway for opportunities through Free Trade Agreements

Establish an operation in Chile and use the country's network of free trade agreements. They provide zero tariffs benefits and other incentives that can help you open or expand your operations in any of the following markets:



Why Chile?

Open Economy: Double Taxation Agreements

Free trade agreements provide a significant competitive advantage to companies operating in Chile, including the elimination of double taxation between countries. This benefit grows stronger as Chile continues to add countries to this network of agreements.



→ Why Chile?

Safe Environment with Strong Regulatory Framework and dominance of the Rule of Law

- ⇒ New Intellectual Property Law: The law includes the possibility of patenting microorganisms and genes.
- ⇒ Clinical Trials: Subject to approval by the National Health Authority.
- ⇒ Biosafety and Bioprospecting Regulations. Currently being developed.
- ⇒ IP in Chile managed by the Intellectual Property Department (www.dpi.cl)
- ⇒ Foreigners protected by:
 - Universal Copyright Convention
 - Rome Convention
 - Berne Convention
 - Inter-American Copyright Convention
- ⇒ Industrial Property Law No. 19.039 incorporates commitments under the WTO's TRIPs agreement:
 - Regulates industrial rights related to innovations
 - Protection of trade secrets submitted to health agencies

→ Why Chile? More Reasons

- ⇒ Extremely low country risk, reaching an historic minimum of 61 basis points over US Treasury Bonds (Source: JP Morgan, January 3, 2005)
- ⇒ Government support and incentives, including the newly created Innovation Fund, with total resources amount to US\$145 million a year, to boost research and innovation through public-private consortiums.
- ⇒ Highly skilled human resources
 - Number of professionals working in biotechnology-related jobs has grown by 17% since 1995.
 - The total number of scientists in Chile has increased 56.9% since 1990.

ACADEMIC CAPACITY

Type of Programs	N° of Programs
Undergraduate programs that teach different aspects related to biotechnology	48
Masters programs focused on Biotechnology	17
PhD programs focused on biotechnology	14

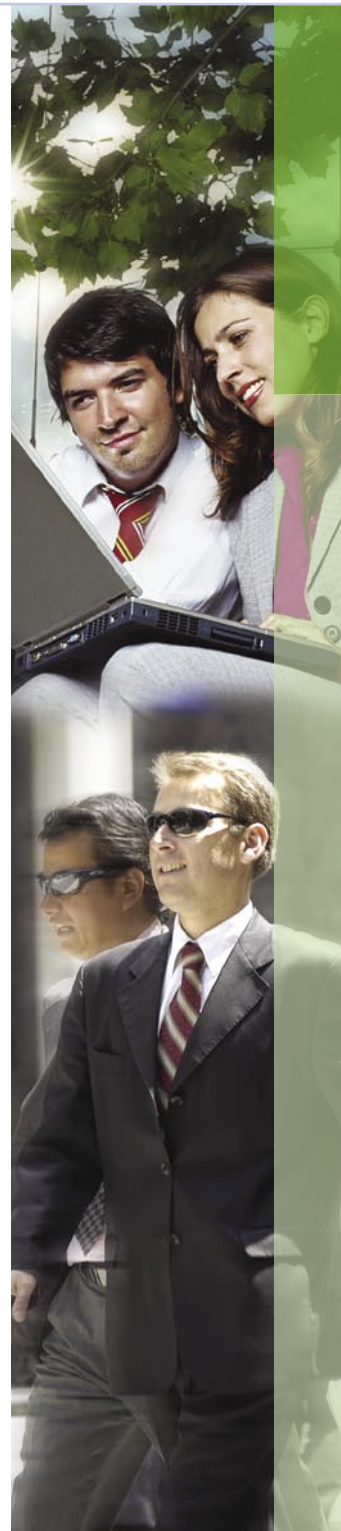
- ⇒ Competitive business costs
- ⇒ Exceptional quality of life: Santiago was ranked 1st as the best combination of quality of life and business potential (America Economia Magazine, 2004)
- ⇒ Lowest tariffs for technology products in Latin America
- ⇒ World-class telecom infrastructure

→ Incentives for Investors*

Whether located in Santiago or elsewhere in Chile, your investment project may apply for financial incentives. CORFO offers you the possibility to create a “Taylor Made” funding with the following incentives:

Investment Incentives	Innovation Incentives
<p>Pre-Investment Studies: Funding for studies assessing the feasibility of an investment project. These studies may be carried out by external consultants or by the companies themselves.</p>	<p>Entrepreneurial Innovation: Design to foster innovation at industrial level. It finances the development of process/product innovations and encourages joint-ventures between local and foreign companies/institutions.</p>
<p>Project Launch Facilitation: Funding for the execution of a working plan to launch the project.</p>	<p>Technology Transfer: Gives support to initiatives destined to prospect, gather and divulge the world's most advanced information through research abroad and hiring of international experts.</p>
<p>Employee Training: Funding for up to 12 months of on-the-job employee training following the launch of a project. The training grants apply to employees residing in Chile hired to fill positions resulting from the project's implementation.</p>	<p>Precompetitive Development: Finances activities that enable strategic productive industries to overcome market or institutional barriers for innovation. These activities should present high sector externalities and involve major R&D efforts.</p>
<p>Fixed Assets and Long-Term Leases: Grants for the acquisition of land, buildings, infrastructure, equipment, and long-term rental of office space.</p>	<p>Entrepreneurship: Assuming a modern role as a development agency, CORFO promotes the initiatives destined to create new ventures and spin-offs in competitive areas.</p>

* Investment projects will be evaluated according to pre-established terms, conditions and forms



→ How We Can Help You

The Economic Development Agency, (CORFO) encourages foreign investment and offers a range of tools to help successfully established your company in Chile, including:

- Provide information and answer questions related to doing business in Chile
- Arrange meetings with business executives, industry leaders and local and central senior government officers, both in Chile and abroad
- Arrange itineraries and programs with relevant contacts and introductions for prospective investors visiting Chile
- Provide co-funding alternatives
- Arrange meetings with equipment providers and professional service companies such as lawyers, real estate offices, accountants, relocation specialists and recruitment companies
- Provide access to CORFO's National Register of English Speakers (database of thousands of Chileans certified English speaking professionals). The register is a tool for initiating the employee selection process.
- For more information contact:

Investment Promotion Division

The Chilean Economic Development Agency CORFO

Moneda 921, Suite 621, Santiago, Chile

Phone: (56-2) 631-8618 • (56-2) 631-8699

Email: biotech-chile@corfo.cl

www.corfo.cl





[→](#) **Company Profiles**









Discover your Chilean Partner



Partnership Opportunities

This directory provides information about 45 Chilean companies interested in partnering with other entrepreneurs, governments and universities around the world. Highly skilled professionals have developed innovative products and services, and these companies are a valuable alternative to increase your global presence and make your R&D activities more cost-effective.

Companies represented in this guide range from human health to industrial biotechnology in fields such as aquaculture, forestry, agriculture livestock, and mining, where Chile is a worldwide leader.

Biotechnology Categories	Number of Companies
 Health, Medical, Diagnostics	13
 Food Biotechnology, Nutrition Science	3
 Aquaculture, Coastal and Marine Biotech	2
 Agricultural, Environmental Biotechnology - Biofuels, Biofertilizers, Bioremediation, Geomicrobiology	16
 Patents, Publications, Inventions, IPRs	3
 Gene-based Bioindustries	1
 Bioinformatics, Nanobiotechnology	1
 Others	6

Source: Validation Study of Chilean Biotechnology Industry CORFO - ASEMBIO, January 2006



Criadero Nueva Suiza Ltda.	■									
Ecoforce S.A.				■	■					
Eugenio Marín S.A.	■									
Flores y Acevedo Abogados y Consultores Ltda. "Flores & Asociados"						■				
Fumigaciones y Exportaciones Ltda. (Fumex Ltda.)				■		■			■	
Fundación Biociencia				■	■					▨
Fundación Chile		■	■	■						
Fundación Ciencia para la Vida			■	■		■				
Genética y Tecnología Ltda.	■									
Industrias Grasas y Aceites Ltda.				■						
Inversiones Biotecnológicas S.A. (IBSA)		■	■	■		■			■	▨
Laboratorio Centrovvet Ltda.	■	■								
Laboratorio Linsan S.A.	■	■		■						
Mygoldex Chile Ltd. (rojo)	■									
Neos, Servicios de Gestión Tecnología Ltda.						■				▨
Oncobiomed Ltda.	■					■	□			
Sociedad Punta del Cobre S.A.				■	■	■				
Schaffeld Krیمان & Villegas Ltda. SK&V Consulting Engineers		■	■	■						
Sociedad Biotecnologías Antofagasta Ltda.				■	■					▨
Tauern S.A.		■	■	■						
International Trade Consultants S.A. (TradeChile S.A.)										▨
Valtek Diagnostics	■		■	■						



Ownership and Structure	Private Business Partnership	Website	www.adexus.cl
Registration Number	96.580.060-3		
Postal Address	Miraflores 383, Piso 20, Santiago, Chile 6500783		
Legal representative	Carlos Busso Vyhmeister, 5.718.244-K		

Primary Contact	Carlos Busso Vyhmeister	When established	1990
Job Title	President and CEO	No of employees	349
Phone Number	(56-2) 686 1000		
Fax Number	(56-2) 686 1201		
Mobile Number			
Email Address			

Organization Description

ADEXUS is the leading solutions integration company that serves Chile, Peru, and Ecuador. Since 1990, ADEXUS has provided open solutions and specialized services in the information and communication technology fields. The company represents more than 40 brands and leading international technology companies, providing design and implementation of multi-platform solutions across the country in a wide variety of fields, including finance, telecommunications, government, higher education, industry, commerce and services, among others.

ADEXUS mission is rooted in the use of technology to streamline its clients businesses through the creation of technological solutions and innovative services to enable the transformation and integration of business processes and the development of new business models.

ADEXUS has formed a support area with the knowledge to assist high end computing as clusters for R&D used in biotechnology, chemistry and mathematics.

The understanding of the client's needs allows ADEXUS to apply its creativity, integration capacities and experience with flexible and specific IT solutions.

Products/Services and Operations

ADEXUS experience in these areas makes it the major provider of computer platforms and support for biotechnology in the region:

- Hewlett Packard High Performance Technical Computer: runs applications for biotechnology (e.g. Gaussian and NAMD), chemistry and mathematics.
- Support: a trained staff, which implements and maintains the solutions.
- Housing and Hosting: ADEXUS data center provides customers with a highly secure environment for sensitive and confidential information.



Biotecnología Agroforestal S.A.



	<p>Ownership and Structure Private Company</p> <p>Registration Number 77.294.200-5</p> <p>Legal representative Gerald Edgard Wells Honeyman. RUT:5.570.765-0</p> <p>Postal Address Ongolmo 272, Concepción, Chile.</p>	<p>Website Site Under Construction</p>
	<p>Primary Contact Gerald Edgard Wells Honeyman</p> <p>Job Title Directory President</p> <p>Phone Number (56-41) 246 049</p> <p>Fax Number (56-41) 931 100</p> <p>Mobile Number (56-8) 228 4160</p> <p>Email Address gwells@plantex.cl</p>	<p>When established 2003</p> <p>No of employees 10</p>
	<p>Organization Description</p> <p>Agrobiotec S.A. is a private company, with a corporate team of 3 Directors and 2 Managers. The company has 2 main areas: Plant propagation and Research & Development.</p> <p>In the plant propagation area, the company is focused on the production of different varieties of Zantedeschia, mainly royalty varieties. In the first year the company produced 250,000 TC for different customers. Part of the production was sold to Green Harvest Export (NZ). The main goal for the next three years is to produce over 2 million plants in vitro, mainly ornamental and other species such as blueberry, leucocoryne, gentiana and others.</p> <p>The Research & Development area is mainly focused on obtaining grants for research and development of other species with a focus on nutrition, medicine and ornamental purposes. Agrobiotec is working to introduce new protocols in plant propagation and develop new methods in plant production with lower cost and good product quality.</p> <p>Products/Services and Operations</p> <p>Agrobiotec S.A offers services in plant micropropagation in different species, mainly in ornamental plants: zantedeschia, leucocoryne, gentiana, and in fruit trees and forest trees.</p> <p>The products produced by the company have plant breeder rights; they are exclusive varieties in plant micropropagation, specifically in zantedeschia and gentiana.</p> <p>The main advantage is that Crop and Food (NZ) certify our products as virus-free. Agrobiotec S.A has annual production agreements with international customers because of the good quality of the products. We can produce plants in the opposite season of some parts of world and supply customers for special occasions and holidays such as Valentine's Day, Christmas, etc...</p> <p>Agrobiotec S.A mainly uses micropropagation, and in the future will use immersion systems in our plants to increase our production level.</p> <p>Agrobiotec S.A currently has a lab with a capacity of 750,000 plants with plans to have a new lab with 1,200,000 million plants capacity within the next eight months. This will enable us to guarantee our customers the desired production volume. We will have 18 flood cameras, 3 media sterilizers, and rooms necessary for production.</p> <p>Social responsibility is one of the company goals. The company has hired 7 people from the location area and plans to hire up to 30 people working in the biotechnology lab, with the necessary training by the company staff.</p> <p>Agrobiotec S.A needs equipment to work on other techniques such as somatic embryogenesis, somatic hybridization, molecular marker, virus detection and varietal identification by molecular techniques.</p>	



Ownership and Structure Registration Number Legal representative Postal Address	Private Own Corporation 78.376.890-9 Nivaldo Apablaza Reyes; RUN 10.392.466-9 Rojas Magallanes 126 824-1981 La Florida	Website www.ayslab.cl
Primary Contact Job Title Phone Number Fax Number Mobile Number Email Address	Mónica Santalices Arufe R&D Manager (56-2) 281 3019 (56-2) 493 5583 (56-9) 231 8903 msantalices@ayslab.cl; ayslab@ayslab.cl	When established 1993 No of employees 5
Organization Description A y S Lab owns a laboratory, which main strategy and research activities are: <ul style="list-style-type: none"> Analytical and diagnostic area. R&D area: Particularly biotechnology, bioprocess, microbiology, secondary metabolites, and in vitro cultures. Registration area: Patents and registers. Since 1993, it works with / for productive companies, looking for business opportunities and real solutions to production problems. A staff of experienced scientists and technicians runs the laboratory.		
Products/Services and Operations We provide analytical and diagnostic services (agriculture and animal) especially for diseases (viruses, fungi and bacteria), animal food (physicochemical, biochemical, microbiological analysis), soil, tissues (nutritional, chemical and biochemical analysis) and other. We use techniques as ELISA, immunoblots, chromatography, PCR, indicators plants, electrophoresis, microscopy and analytical techniques. Our R&D services focuses mainly in biotechnology, bioprocess, microbiology, and secondary metabolites, in vitro cultures. The Services registration area covers patents and registers in alliance with a legal firm.		



Austral Biotech SA



	<p>Ownership and Structure Private Own Corporation</p> <p>Registration Number 96.549.170-8</p> <p>Legal representative Virginia Garretón Rodríguez 12.131 225-5</p> <p>Postal Address San Sebastián 2952. Piso 5. 755-0050 Las Condes. Chile</p>	<p>Website Site Under Construction</p>
	<p>Primary Contact Virginia Garretón Rodríguez</p> <p>Job Title CEO (Gerente General)</p> <p>Phone Number (56-2) 207 7065</p> <p>Fax Number (56-2) 207 6647</p> <p>Mobile Number (56-8) 669 7179</p> <p>Email Address virginia@australbiotech.cl</p>	<p>When established 2005</p> <p>No of employees 5</p>
	<p>Organization Description</p> <p>Austral Biotech was established in 2005, created with private equity capitals. Our goal is to invest in relevant biotechnological products developed in Chile.</p> <p>At this moment we are focused on the development of our own technology to produce quick methods to detect or clean compounds with an important impact in the production processes of all kind of industries. Using genomic public information and our own research, we are building databases of small proteins (BioMagnets), which can specifically bind to other molecules. These small molecules will be modified to optimize features like: stability, specificity, adaptability to detection methods, etc. BioMagnets will be used to develop biosensors and field detection kits (e.g. agriculture and aquaculture) and create biofilters for industries such as the wine industry. We are also interested in investing in selected biotechnological projects developed by other organizations.</p> <p>Products/Services and Operations</p> <p>We plan to produce detection kits for quality control analysis required by industries, and biofilters or chemical preparations to selectively bind to or remove unwanted compounds from all kind of products (wine, food preparations, waste residues, etc).</p> <p>Our products are to be developed in collaboration with the industries that require them, assuring that the products really account for the consumer needs. Also the creation process of kits will be standardized to obtain them in a very short time.</p> <p>Our products will be developed to meet needs clearly required by customers, and will be designed for direct use in the field without any laboratory instrument or highly qualified human intervention.</p>	



Ownership and Structure Registration Number Legal representative Postal Address	Private Owned Corporation 77.601.120-7 Jorge Tchimino Dujovne Barón de Juras Reales 5382, 855-0480 Conchalí, Santiago, Chile	Website www.avancebiotechnologies.com
Primary Contact Job Title Phone Number Fax Number Mobile Number Email Address	Juan M. Rencoret Sales Manager (56-2) 623 3266 (56-2) 623 0638 (56-9) 230 6255 jrencoret@avancebiotechnologies.com	When established 2001 No of employees 25
Organization Description <p>Avance Biotechnologies began its operations in May 2001 as a privately owned company dedicated to research, development, production and sale of biotechnological products geared towards agricultural and forestry industries in local and foreign markets. The company property belongs to 4 partners. The partners are: 2 researchers, 1 businessman and 1 multinational company sales executive in equal partnership.</p> <p>The company has a 9,000 sq ft facility located in Santiago Chile. It is a pioneer in next generation pesticides products for the agricultural and forestry industries. The company has a research laboratory dedicated to the development of new products and technologies with 5 fully assigned and highly skilled professionals, in addition to agreements with experts in different development areas. Our production facility is designed to exceed the sales needs in over 35%.</p> <p>The main achievements are: 5 products commercially available, 15 new developments (5 of them completely developed), 2 patent applications, over US\$ 2.5 million in sales, more than 50 tons of products shipped and approximately US\$ 1 million invested in R&D.</p> <p>We have distribution agreements with 3 of the 5 main distributors in the country. Product samples have already been delivered to 5 countries. The company is working on obtaining the ISO 9000 certification.</p> <p>The company has written more than 70 highly advanced technical documents that have been delivered to customers, 3 oral presentations in congresses (2 of them international) and one third party publication discussing our achievements.</p>		
Products/Services and Operations <p>Our main products are:</p> <ul style="list-style-type: none"> • 3TAC wide spectrum biofungicide for preventive and curative purposes, innocuous and certified for use in organic agriculture by BCS-Germany. • A5, bioinsecticide for thrips control, innocuous and certified for use in organic production by BCS-Gemany. • 3TACIbeta, biobactericide to control bacterial diseases in trees and plants. • BIOTENS, organic surfactant for application of organic and chemical products, certified for organic production by BCS-Germany. • 3TAEX, pruning paint that includes our wide spectrum biofungicide. <p>We provide environmentally safe project development services for the agricultural industry.</p> <p>Our company competitive advantage is to allow customers to incorporate new technologies without changing the farming routines.</p> <p>Our production techniques are highly advanced and allow production workers to use the products using standard production procedures. We are implementing the ISO 9000 standard.</p> <p>Our laboratory provides to our production line with highly stabilized supplies. We produce internally most of our products, except 3TAEX, which is produced using our ingredients by an external supplier.</p> <p>Our current annual billing rate is US\$ 1 million.</p> <p>The production facility has 7,000 sq ft. The production capacity is 75 tons / year and is being utilized at 60%.</p> <p>Our main suppliers are related to product packing. Our basic needs are related to access to highly sophisticated laboratory equipment required for our investigation. Currently, we rent the equipment used in our laboratories.</p>		



	<p>Ownership and Structure Private and Registered Company</p> <p>Registration Number RUN 96.576.210-8</p> <p>Legal representative PAUL ABOGABIR S. Passport No. 6.082.657-9</p> <p>Postal Address 890-0109 San Miguel</p>	<p>Website Site Under Construction</p>
	<p>Primary Contact PAUL ABOGABIR S.</p> <p>Job Title GENERAL MANAGER</p> <p>Phone Number (56-2) 512 4007</p> <p>Fax Number (56-2) 552 8931</p> <p>Mobile Number (56-9) 275 8197</p> <p>Email Address timaukel@entelchile.net</p>	<p>When established 1989</p> <p>No of employees 12</p>
	<p>Organization Description</p> <p>Bioagro S.A. is a Chilean Biotechnology company dedicated during the last 15 years to developing a family of phytosanitary products for agriculture named BIOREND.</p> <p>Biorend is a natural organic, biodegradable, non-toxic and non-polluting product. Its active ingredient is a natural polymer derived from the Chitin, called Chitosan, which is produced from the shells of King Crab and Snow Crab captured by fishing companies in the Strait of Magellan, XII Region of Chile.</p> <p>Biorend is manufactured exclusively for BIOAGRO by BIOTEX S.A. in its industrial plant located in the XII Region of Chile. BIOREND has been certified by the Swiss company, IMO, for its use in Organic Agriculture under Regulation (EEC) No 2092/91 and USDA, AMS 7 CFR Part 205, National Organic Program, Final Rule.</p> <p>Bioagro and Biotex and its related companies have developed several patent inventions to protect intellectual property in areas such as agriculture, biological agriculture and food industry.</p> <p>Products/Services and Operations</p> <p>We produce biological products for the control of insects and pests. We process a unique raw material (Chitin).</p> <p>We offer agriculture producers integral consulting and advisory in matters of sustainable agriculture, use of organic and biological products and good exploitation techniques training.</p> <p>We have technology transfer contracts through the Invention Patent Method named: A method for the recuperation of decayed agricultural plantations.</p>	



Ownership and Structure Registration Number Legal representative Postal Address	Private ID for Chilean organizations: 96.955.070-9 Claudia López-Laport, Passport No 10.024.754-2 Av. Sucre 923, Ñuñoa, Santiago, Chile. 777-0360	Website www.biodinamica.cl
Primary Contact Job Title Phone Number Fax Number Mobile Number Email Address	Claudia López Laport General Manager (56-2) 269 6421 – 269 6427 (56-2) 269 6427 – 341 9781 (56-9) 299 0764 clopez@biodinamica.cl	When established 2001 No of employees 6
Organization Description <p>Biodinamica S.A. is a private company, located in Santiago and founded in 2001 by an outstanding group of Chilean businessmen and scientists. Since the beginning, it has been committed to biotechnological product development for the aquaculture market.</p> <p>The company has already obtained several recognitions. In 2005 Biodinamica obtained a Certification from SGS Chile Ltda. for its line of Biotechnological Products, according to the Chilean Standards 2769 NCh and NCh 2770 (INN). During the same year, the Agriculture and Livestock Service granted Biodinamica the sanitary register for the first immunostimulant for salmon registered in the country, which allows its commercialization and export.</p> <p>Besides commercial activities the company has a strong focus on R&D, particularly in fish immunology, production of bioactive substances from natural sources, food additives, etc., supported by a consultant and joint projects of universities and institutions in Chile and other countries (Spain, USA, Mexico, Venezuela, Colombia).</p> <p>The company is founding partner of ASEMBIO, Chilean Association of Biotech Industries.</p>		
Products/Services and Operations <p>Our main biotechnological product is InteracMR 100; an injectable immunostimulant obtained from natural sources, which is prescribed to improve natural defenses, sanitary conditions and prevent diseases. The product is used in salmon farms to prevent SRS (Salmon Rickettsial Disease), the main salmon disease in Chilean aquaculture and other important diseases, which produce estimated losses over US\$ 100 million each year. Currently, the main sanitary tools used to control this disease are based on curative therapies (antibiotics) proper management (lowering densities, reducing stress, etc.) and vaccines. The inherent risk behind the use of antibiotics for long periods is the environment damage and bacterial resistance generation, which could lead to the inefficacy of such treatments and negatively affect the aquatic environment.</p> <p>We foresee that the massive use of antibiotics in animal health may be a major commercial entry barrier limiting the markets where the product is going to be targeted. Additionally, the "antibiotic resistance transfer" from one bacterium to another and the eventual transfer of such resistance to pathogens, which might affect humans, is a crucial risk. Antibiotics are known to be ineffective against viral diseases, which are important diseases without treatment tools available. We have other products in different phases of development.</p> <p>In the future we would need support in:</p> <ol style="list-style-type: none"> R&D in fish immunology for better understanding the mechanism involved in the immune response to fish pathogens. Support for the incorporation of products like coadjuvants of vaccines for animal health. Extending the use to other fish species and other markets. Extending the number of bioactives from Chilean natural sources, so better extraction methods are required. 		



Bionegocios Ltda. (Bioenlaces)

Business Areas



Ownership and Structure Private
Registration Number 77.533.350-2
Legal representative Juan Carlos Vera, Rut 7.682.817-2
Postal Address Jutlandia 404, Las Condes 756-0688

Website <http://www.bioenlaces.com>

Primary Contact Juan Carlos Vera
Job Title CEO
Phone Number (56-2) 325 2983
Fax Number (56-2) 580 0167
Mobile Number (56-9) 840 2894
Email Address jcvera@bioenlaces.com

When established 2000
No of employees 3

Organization Description

BioEnlaces was founded in 2000 with the mission to foster the responsible use of biotechnology in Chile. The organization seeks to achieve a connection between investigators, businessmen, public policies producers and the people to establish an integrated national system to develop biotechnology, which addresses Chile's interests and needs.

BioEnlaces is a consulting firm with leading expertise in the emerging field of biotechnology; it is formed by professionals who provide their specific knowledge to the common vision of biotechnology as an instrument of Chilean development. BioEnlaces is an entity that relies on the strengths and capacities required for the execution of any study or advising, and stands as a dedicated company for biotechnology transfer in areas of strategic advice, scientific consultation, communication and marketing management.

BioEnlaces has worked to produce national and international contact networks, as in our participation in the last five BIO International meetings (Biotechnology Industry Organization).

Products/Services and Operations

BioEnlaces understands that a successful project requires expertise, technical resources, and the organizational commitment to complete all necessary tasks in a timely manner with the highest level of technical, professional, and scientific involvement.

BioEnlaces provides consultancies, evaluations and studies about biotechnology applied to education, government management and communication and knowledge management. Some of the studies made during the last year were:

- "Cattle Agricultural and Forest Biotechnology: An opportunity for the sector development", destined to promote biotechnology among businessmen of the agricultural, forest, cattle and wine sectors. Project financed jointly by the Foundation for the Agrarian Innovation (FIA).
- Production of Biosafety website contents for the National Environment Commission (CONAMA), as part of the project "Development of a Biosafety National Frame for Chile"
- CD-ROM "Understanding the Agro-biotechnology". Project financed jointly by the Foundation for the Agrarian Innovation (FIA).
- Project "BioEducation"; interactive tools to teach Biotechnology in High Schools. Financed jointly by a State Institution National Technology Fund (FONTEC)- Economic Development Agency (CORFO).
- Consultancy study "Evaluation of capacities and institutional needs of public institutions involved and associated with the Biosafety Law and the Protocol of Cartagena" requested by the Government of Chile as part of the program of "Development of a Biosafety National Frame for Chile"; financed by GEF, administered in Chile by PNUD through CONAMA (National Environment Commission).

BioEnlaces is the first company of its kind in Chile and it has experience on consultancy studies for the government being the only organization on the biotechnology sector qualified as a consulting firm by the Congress of Chile. BioEnlaces also has experience as a consulting firm with international official organizations such as the United Nations.

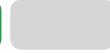


Ownership and Structure Registration Number Legal representative Postal Address	Private Corporation 076379170-K José Manuel Contreras Passport N o 6.218.846-4 Ongolmo 272, Concepción 407-0070, Chile S A	Website www.agromen.cl
Primary Contact Job Title Phone Number Fax Number Mobile Number Email Address	José Manuel Contreras Dr Mike Carson CEO President (56-41) 740 202 (56-41) 790 500 (56-9) 519 0970 jmcontreras@agromen.cl	When established 2005 No of employees 6
<p>Organization Description</p> <p>BioEquity is in the business of applying advanced forestry genetics, tree breeding and biotechnology to add value to forest plantations by: Developing, testing and commercializing improved genetic material of pines and eucalyptus in the form of seed, cloned material; and plants and supplying forestry genetics, molecular biology and other biotechnology solutions, products and services to the Chilean and South American plantation forestry market</p> <p>BioEquity has three main areas of operation:</p> <ul style="list-style-type: none"> • Products & Marketing: producing and marketing advanced forestry varieties of pines and eucalyptus. • Services & Technology: providing business solutions and technologies in the form of consulting and advisory work, contract research & development (R&D), and delivery of technical know-how and patented products and systems. • Administration and Management: under contract BioEquity manages and operates the tree breeding resources of strategic partners as a separate profit center, including seed harvesting areas, seed orchards, tree breeding programs, provenance and clonal trials, micropropagation laboratories, and tree nurseries. <p>For access to technical resources, BioEquity relies on the strategic relationship with its founding partners Carson Associates Ltd of New Zealand, Gryphon Resources of Canada and Agromen of Chile. The company also has additional strategic alliances with R&D organizations and scientific institutions in New Zealand, Australia, Canada, USA and Europe to supplement its in-house resources.</p>		
<p>Products/Services and Operations</p> <p>BioEquity's core products and services include:</p> <ol style="list-style-type: none"> Highly improved plantation forestry varieties of pines and eucalyptus in the form of seed, microcuttings, mother plants and seedlings for reforestation. Business solutions and technologies in the form of consulting and advisory work, contract research & development (R&D), and delivery of technical know-how and patented products and systems. Operating the tree breeding resources of strategic partners as separate profit centers, including seed harvesting areas, seed orchards, tree breeding programs, provenance and clonal trials, micropropagation laboratories, and tree nurseries. <p>BioEquity's products / services differ from the competition by their large value-added, low cost and timely delivery to end-users. The innovative nature, custom design and proven quality of the Company flagship technologies can significantly increase the customer operating margins, including specific end product quality and delivery characteristics.</p>		



Productos e Insumos Biotecnológicos S.A.

Business Areas



Ownership and Structure	Private Organization	Website	www.biogram.cl
Registration Number	RUT No 99.558.330-5		
Legal representative	Jaime Quiroz García RUT No 10.613.372-7		
Postal Address	Los Canteros 8534, La Reina, Santiago. 788-0340		

Primary Contact	Pedro Miranda	When established	2004
Job Title	Commercial Manager	No of employees	19
Phone Number	(56-2) 275 4589		
Fax Number	(56-2) 275 4588		
Mobile Number	(56-9) 319 2098		
Email Address	pmiranda@biogram.cl		

Organization Description

BIOGRAM is a 100% Chilean owned company oriented to the development, production and sale of biotechnological supplies for agriculture production.

The company was created in 2004, although BIOGRAM's owners and professionals count with almost 20 years of relevant expertise in the area. BIOGRAM has created several new products that are already in the market and improved some from previous experience.

BIOGRAM's facilities are located in an industrial area in Santiago, which include an industrial plant for liquid extraction, organic materials formulation, powder products mixing and packing. There are also laboratories for microbiological product production, product research and development and quality control. The complex also has an in-vitro plant propagation area, greenhouses, industrial services areas, offices, administrative and commercial services areas.

Products/Services and Operations

BIOGRAM's main products are:

- Biostimulants, obtained from microbiological, marine and vegetal sources.
- Biofertilizers, such as products based on micorrhizal fungi inoculants and rhizobium bacteria inoculants.
- Biopesticides, such as agrobacterium radiobacter and trichoderma harzianum based products, biocontrollers of bacteria and fungi that produce plant diseases.
- In vitro plant micropropagation.

The main BIOGRAM production processes are:

- Fermentation and formulation of different microorganisms to obtain products for specific applications as biocontrollers, PGPR, fertilizers, etc.,
- Extraction of active agents from vegetal sources, and
- In vitro plant propagation.

Our full capacity production for liquid products is 4,000 liters / day. The daily production of one shift ranges between 1,000 and 2,000 liters. Microbiological products capacity ranges between 100 and 1,000 units / day, depending on the volume or weight of the final packaging size.

In order to increase our product offer, BIOGRAM is looking for companies or individuals that produce and / or sell biological or natural products for agriculture that have been proven and approved at field scale. We expect to find those products to manufacture in Chile through a know-how transfer agreement.

The Chilean market for these products is very interesting because of the production volume, which includes fruits such as grapes, avocados, peaches, apples, tomatoes/ tomatoes paste, as well as berries, mainly blueberries, raspberries and strawberries. All of them destined to export.

Efficient products based in micro-organisms such as biocontrollers, plant growth promoting m.o., and biofertilizers should have a high demand in Chile.



	<p>Ownership and Structure Private, Limited Company</p> <p>Registration Number RUN 78.365.180-7</p> <p>Legal representative Pabla Viedma, Passport No 7.800.406-1 and Davor Cotoras, Passport No 6.252.686-6</p> <p>Postal Address Anibal Aracena 571, 775-0352 Ñuñoa, Santiago, Chile</p>	<p>Website www.biohidrica.cl</p>
	<p>Primary Contact Pabla Viedma and Davor Cotoras</p> <p>Job Title Vice-President and President</p> <p>Phone Number (56-2) 239 3822</p> <p>Fax Number (56-2) 239 3822</p> <p>Mobile Number</p> <p>Email Address biohidrica@biohidrica.cl</p>	<p>When established 1993</p> <p>No of employees 2</p>
	<p>Organization Description</p> <p>BIOHIDRICA® is a private company dedicated to research and technological innovation, services and products commercialization in microbiology and environmental engineering.</p> <p>Our business areas are:</p> <ul style="list-style-type: none"> • Environmental Biotechnology • Bioleaching and Biomining • Food Microbiology • Industrial Property <p>We are a company of research and development, providing consultancy services and product sales for the detection and control of environmental contamination. We are committed to providing a customized service to the client.</p>	
	<p>Products/Services and Operations</p> <p>We provide environmental biotechnology services in the following areas:</p> <ul style="list-style-type: none"> • Ecotoxicology • Toxicity bioassays • Bioremediation of water <p>Bioleaching and biomining services related to:</p> <ul style="list-style-type: none"> • Specialized analyses in biohydrometallurgy • Preliminary evaluation of bioleaching capacity • Tests of bacterial leaching <p>Food microbiology:</p> <ul style="list-style-type: none"> • Microbiological consultancy office • Microbiological food quality testing • Mobile laboratory - MoviLab® <p>Services in industrial property:</p> <ul style="list-style-type: none"> • Identification of invention patentability • Preparation and drafting of invention patents • Consultancy office on industrial property <p>We produce the following products:</p> <ul style="list-style-type: none"> • Toxicity bioassay kits • Acid drainages of mine control systems 	



Bioingemar Ltda.



	<p>Ownership and Structure Business Partnership</p> <p>Registration Number RUT: 77.328.470-9</p> <p>Legal representative Viana Beratto Villagra, Passport No. 8.095.083-7</p> <p>Postal Address Avenida Collao 1691 CONCEPCIÓN CHILE</p>	<p>Website www.biogram.cl</p>
	<p>Primary Contact Viana Beratto</p> <p>Job Title Research and Development Director</p> <p>Phone Number (56-41) 316 138</p> <p>Fax Number (56-41) 321 169</p> <p>Mobile Number (56-9) 888 4790</p> <p>Email Address Viana.beratto@vtr.net</p>	<p>When established 1999</p> <p>No of employees 4</p>
	<p>Organization Description</p> <p>Bioingemar is a small family business established in 1999. Two partners, a Civil Engineer and a Biochemist, formed this company, and both are graduated from Universidad de Concepción in Chile. They used their own capital to finance the company. Bioingemar developed a natural pigment that complies with the quality requirements of the United States and European markets. After attending Cosmetic Fairs in the United States and Europe, it was clear that there was a need for this product in the cosmetic market. Pro Chile (Ministry of Foreign Affairs) funded the attendance to these fairs.</p> <p>This research work made it possible to manufacture a product with the same, or better, characteristics than the one produced in the USA. As a result, Bioingemar obtained an exclusive sales contract with one of the largest companies in the area of pigments and dyes.</p> <p>In January 2000, Bioingemar began to export the products to its distributor in the USA, who sold the products in the North American and European markets. . After this, Bioingemar confirmed its capacity to develop new</p>	
	<p>Products/Services and Operations</p> <p>Bioingemar is specialized in the use of raw materials from the sea, with a particular focus on the pharmaceutical and cosmetic industries. Our products include algae pigments for biological marking; guanine and antioxidant extracts for cosmetic use, oils, etc.</p> <p>Bioingemar also provides research and development services in the chemical and biochemical areas. Efficient products based in micro-organisms such as biocontrollers, plant growth promoting m.o., and biofertilizers should have a high demand in Chile.</p>	



<p>Ownership and Structure Private, Limited</p> <p>Registration Number 77807250-5</p> <p>Legal representative Ximena Astorquiza-Eduardo Donoso-Pabla Rebolledo</p> <p>Postal Address Casilla 16 D, San Javier</p>	<p>Website www.bionativa.cl</p>
<p>Primary Contact María Alejandra Vargas Contreras</p> <p>Job Title General Manager</p> <p>Phone Number (56-73) 324 306</p> <p>Fax Number (56-73) 324 306</p> <p>Mobile Number (56-9) 239 2189</p> <p>Email Address bioinsumosnativa@terra.cl; laboratorio@bionativa.cl</p>	<p>When established 2002</p> <p>No of employees 14</p>
<p>Organization Description</p> <p>Bio Insumos Nativa Ltda. is located in the VII Region and is dedicated to resolve farmer's problems. Our purpose is to make a Natural Biological Control in Agriculture, as we are committed to protect our environment, teaching farmers how they can produce in a healthy way. We are constantly investigating and developing new products that can meet our strict quality controls.</p>	
<p>Products/Services and Operations</p> <p>Our products are different from the competition because of its price, R&D processes and technical support. These products are mainly insecticides, pesticides, bactericides, fungicides. Our manufacturing facilities are located in a production plant of 100 m2.</p> <p>Our main product is Trichonativa®. This is a biotechnological product based on Trichodermas from various National Parks, which shows an excellent response to control several fungi of phytopathological importance, such as Phythophtora, Cladosporium, Rhizoctonia, Sclerotinia, Botrytis, Alternaria, Fusarium y Venturia, among others. It is made with highly active strains, which have a higher aggressiveness and adaptation capacity to local conditions, protecting at the same time the biodiversity and environment. The Foundation of Agrarian Innovation (FIA) with the Award for Agricultural Innovation 2003 acknowledged those characteristics and the success of our efforts.</p>	



Ownership and Structure	Private/Business Partnership	Website	www.bioscan.cl
Registration Number	RUN 96.729.480		
Legal representative	Passport No 8.810.849-3		
Postal Address	Dr. Carlos Charlin 1486, Providencia. Santiago - Chile 7500508		

Primary Contact	Roberto Valladares	When established	1993
Job Title	CEO	No of employees	15
Phone Number	(56-2) 374 0884		
Fax Number	(56-2) 374 0887		
Mobile Number	(56-8) 409 2672		
Email Address	rvalladares@bioscan.cl		

Organization Description

Bioscan is a biotechnology company with 2 work areas: Molecular Diagnostics and Clinical Trials and Seaweed small molecules application.

Since 1994 Bioscan has developed PCR (Polymerase Chain Reaction) detection for 50 human pathogens related to gynecological and periodontal diseases. Bioscan is the largest supplier of this kind of services in Chile.

In 2004 the company hired a new management team and became the first Chilean biotechnological company to join science skills and management to develop new projects with strong market orientation.

Today Bioscan is successfully participating in Surver's CAP. Bioscan's continuous improvement has resulted in close relationships with research centers, clinics and hospitals in Chile and earned a good recognition among specialists.

Recently the company began to market its services to use PCR to detect 23 viruses in grapes, pip fruits and stone fruits. These tests are necessary to achieve certification from the Chilean agricultural sanitary authority. Bioscan has patented a biopesticide with antiviral effect in plants (a polysaccharide extracted from a Chilean red seaweed), and continues to research for new applications of this product.

Additionally, Bioscan's scientific team is preparing new projects.

Products/Services and Operations

Our services include human pathogen detection for 50 bacteria, viruses and fungi using PCR techniques. Bioscan has developed a solid logistical system to collect specimens, under quality control conditions, and deliver results to the client. It is a community open clinical laboratory offering a quick and reliable service.

PCR detected 17 viruses in grapes, 2 in pip fruits and 6 in stone fruits. It is the only company offering this service to nurseries, fruits and wine producers. There are no alternative methods covering such virus detection.

The laboratory has 330 m2 with 4 segregated areas to perform PCR detection in a reliable way and have biosafety level III. We also have equipment for conventional PCR and Real Time detection, specimen extraction equipment for human and plant samples, freezers and other laboratory devices.



<p>Ownership and Structure Private Corporation</p> <p>Registration Number 96.540.690-5</p> <p>Legal representative ARTURO YUDELEVICH , PASSPORT No 4.431.649-8</p> <p>Postal Address Avenida Zañartu 1482, Santiago, Chile.</p>	<p>Website www.bioschile.cl</p>
<p>Primary Contact ARTURO YUDELEVICH</p> <p>Job Title CEO</p> <p>Phone Number (56-2) 473 6100</p> <p>Fax Number (56-2) 239 4250</p> <p>Mobile Number</p> <p>Email Address ayude@bioschile.cl</p>	<p>When established 1986</p> <p>No of employees 65</p>
<p>Organization Description</p> <p>BiosChile Ingeniería Genética S.A. is a diversified biotechnology company founded in 1986 by a group of leading university professors and local businessmen.</p> <p>Our mission is to be the leader 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.</p> <p>The company develops, manufactures and markets high quality diagnostic tests for the detection of infectious diseases as well as proteins and antibodies for biomedical research.</p>	
<p>Products/Services and Operations</p> <p>Our products cover a wide range of applications and uses, including ELISA tests for Chagas disease, diagnostic kits for fish pathogens and immunofluorescence assays for BKD, SRS and IPNV, urease assays for the detection of Helicobacter pylori in gastric biopsies, blood typing reagents (Anti-A, Anti-B, Anti-AB, Anti-D liquid reagents based on monoclonal antibodies), and custom monoclonal and polyclonal antibodies production.</p> <p>Furthermore, we have developed a whole line of antigens and antibodies of infectious agents, proteins and antibodies for transcription research, growth factors, cytokines and their antibodies.</p>	



	<p>Ownership and Structure Private Registered Business Partnership</p> <p>Registration Number RUT 96.991.180-9</p> <p>Legal representative Ricardo Badilla, Passport No 5.317.705-0.</p> <p>Postal Address Casilla 100, Correo El Cortijo, Santiago</p>	<p>Website www.biosigma.cl</p>
	<p>Primary Contact Dr Ricardo Badilla</p> <p>Job Title General Manager & CEO</p> <p>Phone Number (56-2) 437 9030</p> <p>Fax Number (56-2) 460 0416</p> <p>Mobile Number (56-9) 826 7178</p> <p>Email Address info@biosigma.cl</p>	<p>When established 2002</p> <p>No of employees 100</p>
	<p>Organization Description</p> <p>BioSigma is a closely held corporation owned by Codelco Chile and Nippon Mining & Metals Co., Ltd. established in 2002 in order to develop modern biomining technologies for processing low-grade ores. Its potential is sustained by the wide experience of its shareholders throughout the years.</p> <p>The company employs highly qualified personnel in biotechnology and mineral processing working in state-of-the-art laboratory facilities fully equipped to perform modern genomic and bioleaching work at bench-scale and pilot level.</p> <p>Products/Services and Operations</p> <p>BioSigma is actively involved in R&D and open to third parties only through collaborative agreements in order to develop bioleaching technology for specific ores.</p> <p>At this time BioSigma is not commercializing its products & services in the open market.</p>	



	<p>Ownership and Structure PRIVATE</p> <p>Registration Number RUT 96.632.300-0</p> <p>Legal representative Passport No. 4.852.557-1</p> <p>Postal Address Eduardo Castillo Velasco 2902, Ñuñoa, Santiago, Chile</p>	<p>Website www.biosonda.com</p>	
	<p>Primary Contact Alfredo E De loannes Ili</p> <p>Job Title CEO</p> <p>Phone Number (56-2) 209 6770</p> <p>Fax Number (56-2) 274 5462</p> <p>Mobile Number</p> <p>Email Address adeioannes@biosonda.com</p>	<p>When established 1992</p> <p>No of employees 10</p>	
	<p>Organization Description</p> <p>BIOSONDA is a private biotechnology company founded in 1992 by Chilean entrepreneurial scientists. BIOSONDA has oriented its business along two main lines: the investigation, development, production and commercialization of biotechnological products for the international markets, and the marketing and distribution of a wide range of products and services in protein chemistry, immunology and molecular biology for research and academic institutions.</p> <p>BIOSONDA's intellectual property rights include BLUE CARRIER®, a hemocyanin carrier protein for the production of antibodies obtained from the hemolymph of the mollusk <i>Concholepas concholepas</i>. The Company is organized as follows:</p> <ul style="list-style-type: none"> • Commercial Area: it is comprised of a sales force with the technical, managerial and computer support needed for providing quick and efficient services. • Research and Development: Scientists with extensive experience in immunology and protein chemistry form the staff. • Production and Quality Control: The production facilities are equipped to meet the standards we set for our R&D work and the products and services we bring to market. • Support and Custom Services: BIOSONDA's scientific staff offers counseling in immunobiotechnology. BIOSONDA's staff is expert in antigen characterization with polyclonal and monoclonal antibodies. <p>The company has experienced exponential growth and expects to increase 2005's revenues from USD 700,000 to 2 million in the next 5 years by releasing novel immunostimulants and adjuvants to the market.</p>		
	<p>Products/Services and Operations</p> <p>For complete information on our products and services, please visit www.biosonda.com</p> <p>The main BIOSONDA products are immunostimulants, custom-made monoclonal and polyclonal antibodies and red blood reagents for blood banks. BIOSONDA's service includes real time PCR detection. BIOSONDA also has a line of import products (e.g. reagents for protein chemistry, monoclonal and polyclonal antibodies, kits for nucleic acid isolation, primers for nucleic acid amplification and identification, etc.)</p>		



Biotecnor Ltda.

Business Areas



Ownership and Structure	Private	Website	www.lmt.cl
Registration Number	RUN 77.843.040-1		
Legal representative	Williams Saavedra, Passport No 11.219.558-0		
Postal Address	Avda. Angamos 0610, Antofagasta, Chile, 1240000		

Primary Contact	Cecilia Demergasso	When established	2002
Job Title	Technical Manager	No of employees	6
Phone Number	(56-55) 355 622		
Fax Number	(56-55) 355 496		
Mobile Number			
Email Address	cdemerga@ucn.cl		

Organization Description

Biotecnor Ltda., founded in 2002, is a spin-off enterprise composed by a group of 5 researchers who work in the Laboratory of Technical Microbiology (LMT), Universidad Católica del Norte (UCN), Antofagasta-Chile. Biotecnor Ltda. has been doing work related to LMT since its founding. The organization activities (LMT plus Biotecnor) are research, development, innovation, monitoring services, training and professional assistance in biotechnology and geomicrobiology.

The service portfolio includes: evaluation and characterization of microbial communities, bioleaching tests, search of exploitable biological material, development and innovation in biotechnological processes. Our average annual sales (2003-2005) are USD \$120,000.

Products/Services and Operations

Using modern biological techniques we have developed and transferred new methods to the economic production sector through advanced biotechnological services. Developments include monitoring techniques and selective cultures for industrial bacterial leaching processes that will improve and optimize bioheap or dump leaching performance.

Services are offered in the field, avoiding changes in dynamic bacterial communities. Our services are characterized by accuracy and fast response.

Our services are certified and others are pending certification by the Chilean Accreditation System, INN (NCH-ISO17025).

We have pioneered working in multidisciplinary national and international research groups in the study of extreme habitats of the Atacama Desert to determine biogeochemical occurrences as potential exploitable biological material.



	<p>Ownership and Structure Business Partnership</p> <p>Registration Number RUT: 96.999.840-8</p> <p>Legal representative Juan Pablo Schmidt Jobet - Passport No.4.669.246-2</p> <p>Postal Address Av. El Golf 192, Dep. 115, Las Condes, Santiago - Chile</p>	<p>Website www.biotri-ton.cl</p>		
	<p>Primary Contact Juan Pablo Schmidt J.</p> <p>Job Title General Manager</p> <p>Phone Number (56-2) 334 6958</p> <p>Fax Number (56-2) 334 6958</p> <p>Mobile Number (56-9) 888 2968</p> <p>Email Address biotri-ton@biotri-ton.cl</p>	<p>When established 2002</p> <p>No of employees 5</p>		
	<p>Organization Description</p> <p>BIO TRITON S.A. represents European enterprises (AMYKOR GmbH and MYCOSYM International AG) related to the production of biofertilizers such as MYCORRHIZAS (VAM).</p> <p>BIO TRITON imports and distributes products which are used in agriculture, horticulture, forestry, home gardening, landscaping, revegetation of mines and contaminated areas, dumps, environmental solutions, etc.</p> <p>Products/Services and Operations</p> <p>BIO TRITON includes field support of an Agricultural Engineer as a service with the product</p> <p>The competitive advantages of BIO TRITON products are concentration and long-term shelf life.</p> <p>Special products are also manufactured upon specific request.</p>			



	<p>Ownership and Structure Public University</p> <p>Registration Number 70.791.800-4</p> <p>Legal representative Pedro Córdova Mena</p> <p>Postal Address Universidad de Antofagasta, FAREMAR, Casilla 170, Antofagasta, Chile</p>	<p>Website www.uantof.cl/facultades/cbbm</p>
	<p>Primary Contact Chavez-Crooker Pamela</p> <p>Job Title Director</p> <p>Phone Number (56-55) 637 868</p> <p>Fax Number (56-55) 637 804</p> <p>Mobile Number (56-9) 895 7049</p> <p>Email Address cbbm@uantof.cl</p>	<p>When established 2000</p> <p>No of employees 10</p>
	<p>Organization Description</p> <p>CBBM was created to improve biotechnology research and academic excellence at Universidad de Antofagasta, under the support of the Education Ministry through MECESUP Granting.</p> <p>CBBM's mission is:</p> <ol style="list-style-type: none"> 1) To conduct research in molecular biology of marine and freshwater microorganisms, aquaculture, industrial processes, marine pollution and bioremediation. 2) Based on this research, improve methods and processes; develop industrial applications of microbial products and implement new techniques for environmental cleanup. <p>Products/Services and Operations</p> <p>CBBM main products are:</p> <ol style="list-style-type: none"> 1. Extremophiles for biomining development 2. Extremophiles for bioremediation (arsenic and lead) 3. Pectenplus, a new product to induce scallop maturation using clean technology 4. Bioproducts for scallop larvae settlement induction 5. Identification and diagnosis of bulking and foaming causing microorganisms <p>CBBM products have been designed and developed in our labs and are based on native microorganisms from the Atacama Desert. These microorganisms have great advantages on stability and activity under denaturing conditions.</p> <p>CBBM products are highly effective and reliable. Unique properties give the products a highly competitive edge.</p> <p>CBBM labs have the required equipment to develop work on extreme microbiology, proteomics and genomics. Areas for protein purification, electrophoresis, and biochemical characterization are well established.</p> <p>CBBM's expertise is the purification and characterization of proteins/bioactive compounds from marine bacteria and invertebrates. Genes and protein expression are also studied.</p> <p>CBBM's interest is to develop microorganisms or bioactive compounds at lab scale and pilot level. The industrial level is developed together with local companies.</p> <p>CBBM needs to improve detection levels through mass spec and gas mass chromatography.</p>	



<p>Ownership and Structure Public Limited Company</p> <p>Registration Number 96.757.080-K</p> <p>Legal representative María Cecilia Gil Valenzuela, Passport No. 4.965.162-7</p> <p>Postal Address Casilla 215, Correo 12 Santiago, CHILE</p>	<p>Website www.cgmnuclear.cl</p>
<p>Primary Contact María Cecilia Gil Valenzuela</p> <p>Job Title CEO</p> <p>Phone Number (56-2) 271 8970</p> <p>Fax Number (56-2) 271 9485</p> <p>Mobile Number (56-9) 239 4085</p> <p>Email Address mcgil@cgmnuclear.cl</p>	<p>When established 1995</p> <p>No of employees 10</p>
<p>Organization Description</p> <p>Three professionals of the Chilean Atomic Energy Commission formed C.G.M. Nuclear S.A. in 1995. Since C.G.M. Nuclear's inception twenty radiopharmaceuticals and radiodiagnostic products have been developed and produced. C.G.M.'s research in radiopharmacy on a national level led to the development of nuclear medicine as a diagnostic and therapeutic tool.</p> <p>Scientific research is the main goal of this company, as well as the production and distribution of radiopharmaceuticals and the development of new radiopharmaceutical and radiodiagnostic products.</p> <p>Current research activities include Radiochemistry and Radiopharmacology of Technetium Complexes, Peptide-radiolabeling technology, use of Monoclonal and Polyclonal Antibodies for in vivo applications, Therapeutic Radiopharmaceuticals, etc.</p>	
<p>Products/Services and Operations</p> <p>CGM Nuclear's products are radiodiagnostic and radiotherapeutic agents used in nuclear medicine. The products are kits for on site preparation or labeling with Technetium-99m to be used as Diagnostic Radiopharmaceutical in Nuclear Medicine Departments.</p> <p>CGM Nuclear provides educational programs in radiopharmacy and radiology protection for technical personnel of hospitals and biomedical laboratories.</p> <p>CGM Nuclear facilities meet all requirements to be certified by GMP.</p> <p>CGM Nuclear uses radioisotopes and biological molecules (peptides) that are not produced in Chile.</p>	



Clarke Modet & Co

	<p>Ownership and Structure Partnership</p> <p>Registration Number 78.773.320-4</p> <p>Legal representative Carolina del Río</p> <p>Postal Address Huérfanos 835 piso 10, Santiago, Chile</p>	<p>Website www.clarkemodet.com</p>
	<p>Primary Contact Carolina del Río and Eugenia Olivares</p> <p>Job Title General Director and Patent Technician</p> <p>Phone Number (56-2) 369 9888</p> <p>Fax Number (56-2) 360 9050</p> <p>Email Address cdelrio@clarkemodet.cl eolivares@clarkemodet.cl</p>	<p>When established 1999</p> <p>No of employees 400 en all it's network, 14 in Chile</p>
	<p>Organization Description</p> <p>At Clarke, Modet & Co we help organizations to protect their Intellectual Property rights from the early stage of the creation or design all the way through its use and protection.</p> <p>Established in Spain in 1879, Clarke, Modet & Co is a leading firm providing expert advice on intellectual property matters in Spanish and Portuguese speaking countries. Our expertise is built on over 127 years of experience in this field.</p> <p>With a network of offices in Spain, Portugal, Argentina, Brazil, Chile, Colombia, Mexico, Peru, and Venezuela, Clarke, Modet & Co is focused on delivering quality and value whilst keeping ahead of the changing needs of the different industry sectors.</p> <p>We specialize in patents, technology transfer, plant varieties, denominations of origin, and unfair competition, among others. We have a team of 400 highly experienced and dedicated engineers, biologists, chemists, economists and lawyers that assist more than 8,000 clients from all over the world.</p>	
	<p>Products/Services and Operations</p> <ul style="list-style-type: none"> • Filing of patents, trademarks, copyright and plant varieties applications, denominations of origin, unfair competition and Internet domains. • Consultant services regarding Intellectual Property as well as guidelines for Research and Development, and technology transfer • Technical Searches regarding State of the Art of a specific area. 	



Ownership and Structure Registration Number Legal representative Postal Address	Private Organization 96.578.680-5 Alberto Poch Frismann 3340000, 146 Curicó	Website www.abejadorada.cl (under development)
Primary Contact Job Title Phone Number Fax Number Mobile Number Email Address	Paula Landeros Silva Sales Manager (56-75) 380 776 (56-75) 380 775 (56-9) 746 5639 abejadorada@entelchile.net	When established 1930 No of employees 25
Organization Description Colmenares Santa Inés S.A scale of operations is 4,500 hives. The company has more than 75 years of apiculture operation.		
Products/Services and Operations Colmenares Santa Inés products are organic honey and natural honey. Through experience and service Colmenares Santa Inés provides a different service than its competitors. Our main competitive advantages are traceability and periodic technology improvement. The honey production is organic; therefore the effort is focused on bees resistant to pest and diseases. The harvest is done in a modern plant. In 2005 the production was 150 tons. Colmenares Santa Inés expects honey production of 250 tons for the next three years. The company suppliers are: Comercial Kaufmann S.A. for all mechanical parts; Institut für Biennenkunde, and Austria for the genetic bee material.		



Criadero Nueva Suiza Ltda.



	<p>Ownership and Structure Family Business</p> <p>Registration Number 88.924.700-2</p> <p>Legal representative José Petermann, Passport No. 2,694,249-7</p> <p>Postal Address CASILLA 3148-CONCEPCIÓN. CHILE 4039801</p>	<p>Website Site Under Construction</p>
	<p>Primary Contact José Petermann</p> <p>Job Title GENERAL MANAGER</p> <p>Phone Number (56-41) 340 823</p> <p>Fax Number</p> <p>Mobile Number</p> <p>Email Address cns@terra.cl</p>	<p>When established 1982</p> <p>No of employees 50</p>
	<p>Organization Description</p> <p>Criadero Nueva Suiza (CNS) breeds bovines and equines, and focuses on the production of 4 different products:</p> <ol style="list-style-type: none"> (1) Bovine Milk - sold to Nestle (2) Bovine Milk Cream – sold in Chile for manufacture of prime frozen desserts (3) Equine Serum, young and Adult– sold to the European Union (4) Equine Plasma, pregnant mares – sold to the European Union <p>All products are produced at Fundo Nueva Suiza, in a land of 500 hectares of extension. The property is located in the VIII Region, 365 kilometres south of Santiago. Bovines and equines are not only managed separately, but to ensure appropriate care males and females are apart according to business practices.</p> <p>Fundo Nueva Suiza has permanent pastures, with no plowing or massive use of pesticides. Equines always graze in freedom. Reproduction, gestation and lactation are not artificially forced. During the gestation period donations of serum and plasma are scheduled for collection of PMSG and several hormones.</p> <p>Donations are processed in two labs; one specializes in plasma and the other in serum. The labs are maintained under strict aseptic sanitary conditions in order to comply with quality standards defined by European clients.</p> <p>Most company policies, procedures and operational norms are written down. The executive team has worked hard to ensure all employees understand standards. Special attention has been put into training supervisors. CNS believes the application and use of policies, procedures and norms is essential to be successful.</p>	
	<p>Products/Services and Operations</p> <p>For the biotechnology industry Criadero Nueva Suiza offers two products: equine serum and plasma</p> <ul style="list-style-type: none"> • Serum is donated aseptically from mares, young colts and fillies, immediately frozen to -20o C, placed in gallons and tested to ensure it is free of endotoxins. The serum is used in human health and tissue growing. • Plasma is separated from different donations than serum, from pregnant lactating mares after breeding and frozen in buckets. Also several hormones (PMSG, equine conjugated oestrogens, oestradiol, progesterone, etc). <p>Both products are different from artificially synthesized products (with doubtful quality due to impurities and synthesis of compounds or similar molecules but with different effects), coming from slaughterhouses exposed to cross contamination difficult to trace or places not free from encephalopathies (TSE).</p> <p>Chilean authorities certify that both products are naturally produced from donor, live and free kept livestock in optimum body and health condition, under the supervision of a veterinary, reproducing naturally and pregnant up to birth. They also certify that CNS is free of any encephalopathy (TSE), especially BSE, complying with stringent requirements for equidae serum (including being disease free of 9 other diseases affecting horses around the world) to enter the European Union. The company has been exporting it for several years and its current production is up to 20,000 kg/year Current production is up to 20,000 k/year.</p>	



Ownership and Structure Registration Number Legal representative Postal Address	Business Partnership RUT: 99.588.160-8 Juan Pablo Schmidt Jobet - Passport No. 4.669.246-2 Av. El Golf 192, Dep. 115, Las Condes, Santiago - Chile	Website www.ecoforce.cl	
Primary Contact Job Title Phone Number Fax Number Mobile Number Email Address	Juan Pablo Schmidt Jobet General Manager (56-2) 334 6958 (56-2) 334 6958 (56-9) 888 2968 ecoforce@terra.cl	When established 2005 No of employees 5	
Organization Description ECOFORCE S.A. is focused on finding solutions for the environmental problems caused by the odors produced by factories, industries of different kinds, dumps, water and mud treatment plants, alimentary industry, etc.			
Products/Services and Operations ECOFORCE offers two types of measurement of odors, at its source and surroundings These are made by instruments and sensorial measurement. Also the company offers technical support to eliminate the odors. The products ECOFORCE uses (biological industrial essential oils) are purchased at an official distributor.			



EUGENIO MARÍN S.A.



	<p>Ownership and Structure Private Laboratory</p> <p>Registration Number 96.845.060-3</p> <p>Legal representative EUGENIO MARIN V. 4.469.471-9</p> <p>Postal Address Av. Apoquindo 4900 Local 178, 6761449</p>	<p>Website www.sdachile.com</p>
	<p>Primary Contact MARÍN, EUGENIO</p> <p>Job Title DIRECTOR</p> <p>Phone Number (56-2) 211 5668</p> <p>Fax Number (56-2) 220 6001</p> <p>Mobile Number (56-9) 138 1090</p> <p>Email Address emarin@sda.cl</p>	<p>When established 1975</p> <p>No of employees 12</p>
	<p>Organization Description</p> <p>EUGENIO MARÍN S.A. is a laboratory with two principal sections: Sensidiscs and Multidiscs Antibiotics. Sensidiscs are manufactured manually; multidiscs are robotized.</p> <p>Products/Services and Operations</p> <p>EUGENIO MARÍN products are:</p> <ul style="list-style-type: none"> • Sensitivity Discs of antibiotics • Multidiscs of antibiotics • Software for Microbiology Laboratory • Multidisc of Antibiotics • Software for Microbiology Laboratory <p>EUGENIO MARÍN is ISO 9001:2000 (SGS). Procedures and registrations comply with total quality standards. Its products are be manufactured with a Robotic Arm System. Also the company uses CLSI processes (Clinical and Laboratory Standards Institute)</p>	



Flores y Acevedo Abogados y Consultores Ltda. "Flores & Asociados"



Ownership and Structure Registration Number Legal representative Postal Address	Limited Responsibility Society RUT n° 76.229.620-9 Jose Miguel Flores Acuña rut 10.964.517-6 Victor Lamas 1099, Concepción, Chile. Postal Code N° 407-0180	Website www.floresasesorias.cl
Primary Contact Job Title Phone Number Fax Number Mobile Number Email Address	José Miguel Flores Acuña Attorney, partner. (56-41) 791 493 / 498 (56-9) 442 1032 jmflores@floresasesorias.cl	When established 2005 No of employees 10
Organization Description <p>We are a law firm specialized in Intellectual Property Law, Technology Transfer, Corporative Law, Tax Law, Accountancy, Organizational Development, and Corporative Image.</p> <p>We have alliances with many particular professionals in Chile and abroad and take complete care of clients needs.</p> <p>We are the only specialized law office dedicated to Intellectual Property Law and Technology Transfer located outside Santiago, capital of Chile. Our office is divided in six departments: Corporative Law, Intellectual Property Law, Accountancy, Organizational Development and Corporative Image.</p>		
Products/Services and Operations <p>Our primary services are related to the protection of Biotechnology innovations, via Patents, Utility and Industrial Models, Trademarks, Trade Secrets, Copyrights, and Obtentor rights.</p> <p>We also include services related to obtain the best economic results to our clients, especially in taxes and corporative law in general (i.e. tax planning when Technology Transfer is done).</p> <p>Our differentiation with competitors is our expertise and multi-disciplinary team.</p>		



Fumigaciones y Exportaciones Ltda.



	<p>Ownership and Structure Private Funds</p> <p>Registration Number RUT: 78.073.250-4</p> <p>Legal representative Eduardo Conca, Passport No: 5.208.354-0</p> <p>Postal Address CLEMENTE FABRES 918 PROVIDENCIA CHILE 752-0146</p>	<p>Website www.fumex.cl</p>
	<p>Primary Contact Eduardo Conca</p> <p>Job Title Director</p> <p>Phone Number (56-2) 274 6068</p> <p>Fax Number (56-2) 204 2261</p> <p>Mobile Number (56-9) 821 5436</p> <p>Email Address econca@fumex.cl</p>	<p>When established 1991</p> <p>No of employees 14</p>
	<p>Organization Description</p> <p>FUMEX Ltda. is a Chilean private company formed by agronomists, dedicated to the development and diffusion of high technologies to obtain the maximum quality and productivity in vegetal species of economic importance.</p> <p>The company has more than 15 years of experience in this field, applied to the national and international markets.</p> <p>FUMEX Ltda.'s product line includes: Natural Bio Regulators (natural vegetal hormones that produce desired and defined states in the plant), Bio Stimulating (helps the plant to surpass stress state and develop in a productive way) and Bio Fertilizing (beneficial micro organisms that stimulate plant productivity). All are clean products that protect the environment, population health and may be applied both in conventional or organic agriculture.</p> <p>Products/Services and Operations</p> <ul style="list-style-type: none"> • FUMEX Ltda.'s principal products in the microorganism market are: <ul style="list-style-type: none"> o Organic fertilizer that is useful as nutritious substrate for microorganisms. o Nutritive product based in yeasts and minerals for animal production. o Mycorrhizal inoculant. o Cellulose digesters to accelerate the composting process. o Microorganism for fertilizing (20 bacteria). o Microorganism for bio control (control of Naupactus xanthographus, nematodes) <p>The products are different from the competitions because they are innovative and effective.</p> <ul style="list-style-type: none"> • The principal advantages of the Fumex products are: <ul style="list-style-type: none"> o Innovation o Lower Cost o Effectiveness <p>Fumex has two plants, one with a drying spray tower that produces hydrosoluble products, and another with bioreactors. The facilities include:</p> <ul style="list-style-type: none"> o Productive Plant, located in Quilicura, Santiago. o Productive Plant, located in Lampa, Santiago. o Laboratory, located in Providencia, Santiago. <p>Fumex is looking for strategic alliances for commercializing its products in other countries.</p>	



Ownership and Structure Registration Number Legal representative Postal Address	Private Non-Profit Research Institute RUT 65.061.210-8 Olivier Rickmers Gueydan, C.I : 9.152.356-6. José Domingo Cañas 2280, Ñuñoa, Santiago, Chile	Website www.bioscience.cl
Primary Contact Job Title Phone Number Fax Number Mobile Number Email Address	Olivier Rickmers President and Legal Representative (56-2) 343 2578 (56-2) 343 2578 (56-9) 844 0394 orickmer@bioscience.cl	When established 2001 No of employees 7
<p>Organization Description</p> <p>Fundación Biociencia is one of the leading institutions on Extremophiles Research and Development. The organization interacts globally with companies and academic research centers that require specialized knowledge of microorganisms from extreme environments and their bioactive compounds.</p> <p>In this highly specialized domain Fundación Biociencia focus its efforts on the isolation of extremophiles from their natural sources and the discovery and purification of their original bioactive compounds, particularly novel enzymes of biotechnological potential. Fundación Biociencia has unmatched expertise in cultures, DNA extraction and enzyme purification from extremophilic microorganisms.</p> <p>The organization provides industrial R&D services to partners and customers that need access to the original, newly found extremophilic microorganisms and their natural bioactive compounds, in order to maintain their competitive edge or enter into new markets.</p> <p>Fundación Biociencia researches topics such as geomicrobiology, desiccation resistance, heavy metal resistance and transformation or search for nanoarchaea. These projects are carried out in collaboration with scientific groups from USA, South Africa, Spain, France, Germany, Russia, Brazil and Chile.</p>		
<p>Products/Services and Operations</p> <p>Fundación Biociencia's core offerings are specialized services in Extremophiles R&D. They include sampling from natural extreme environments, growth and isolation of extremophilic microorganisms, and the detection, purification and characterization of their bioactive compounds.</p> <p>Fundación Biociencia has achieved very skilled competences in the last few years, focusing on extremophiles with uncommon growth conditions. These microorganisms may escape detection when traditional screening techniques are applied to environmental samples. Therefore, DNA extraction and protein purification require methods that are challenging to develop.</p> <p>In addition to extremophiles Fundación Biociencia maintains for its customers, the company has a growing group of its own isolates, sampled from hot springs, salt lakes, deserts, heavy metal contaminated environments, Antarctica and similar environments.</p>		



Fundación Chile



	<p>Ownership and Structure Private, Non-profit Organization</p> <p>Registration Number 70.300.000-2</p> <p>Legal representative Javier Duarte García de Cortázar, RUT N° 3.908.705-7</p> <p>Postal Address Av. Parque Antonio Rabat Sur 6165, Vitacura, Santiago, Chile</p>	<p>Website www.fundacionchile.cl</p>
	<p>Primary Contact Eduardo Bitran</p> <p>Job Title General Director</p> <p>Phone Number (56-2) 240 0304</p> <p>Fax Number (56-2) 241 9387</p> <p>Mobile Number NA</p> <p>Email Address ebitran@fundacionchile.cl</p>	<p>When established 1976</p> <p>No of employees 278</p>
	<p>Organization Description</p> <p>Fundación Chile's mission is to add economic value to Chilean products and services by promoting innovation and technology transfer aimed at taking advantage of Chilean natural resources and productive capacity. Since 1997 the use of biotechnology to help achieve this mission has been a strategic focus. For further details, visit our web site: www.fundacionchile.cl</p> <p>Products/Services and Operations</p> <p>Fundación Chile products and services include technology services, diffusion & training, product & process innovations and business incubation.</p> <p>Fundación Chile is unique because it is a non-profit institution with an active participation in the creation of innovative private companies, participating in the entire range of activities including technology services, R&D, creation and incubation of companies, seed capital, scale-up, and financial innovation.</p> <p>The areas of biotechnology include recombinant proteins, tissue culture, molecular genetics, functional genomics, and genetic engineering in aquaculture.</p> <p>A recombinant protein vaccine for salmon developed in a collaboration between Fundación Chile and Fundación Ciencias para la Vida has been licensed to Syngenta and is being introduced in the market. Elite clones of radiata pine developed through somatic embryogenesis in collaboration with CellFor are in advanced testing stages and will be introduced in the market soon through a Fundación Chile company, GenFor. Other Fundación Chile biotechnology programs are in early R&D stages.</p> <p>Fundación Chile seeks opportunities to strengthen its existing biotechnology programs and establish new programs in areas of specific strategic importance in Chile.</p>	



<p>Ownership and Structure Private – Non Profit Foundation</p> <p>Registration Number RUN: 73.124.100-7</p> <p>Legal representative 2.555.029-3</p> <p>Postal Address Av. Zañartu 1482, Santiago - Chile</p>	<p>Website www.cienciavida.cl</p>
<p>Primary Contact Mario Roseblatt</p> <p>Job Title Executive Director</p> <p>Phone Number (56-2) 239 8969</p> <p>Fax Number (56-2) 237 2259</p> <p>Mobile Number</p> <p>Email Address mroseubl@bionova.cl</p>	<p>When established 1995</p> <p>No of employees 43</p>
<p>Organization Description</p> <p>FUNDACIÓN CIENCIA PARA LA VIDA is a private non-profit foundation with the goal to stimulate the use of biotechnology by the Chilean productive sector, specifically by export-oriented industries with high economic impact. In this context, the FUNDACIÓN acts as a bridge between the productive and academic sectors in the country and with international players abroad.</p> <p>The FUNDACIÓN aims to establish itself as a leader in biotechnology, through its:</p> <ul style="list-style-type: none"> • In-house research and development programs in collaboration with the private sector using biotechnology to solve problems that affect the main Chilean export industries. • Educational and training activities in biotechnology, focus on developing the professionals of the future by participating in undergraduate and postgraduate programs of selected universities. • Broad network of international collaborations with biological sciences and biotechnology leaders in the fields of interest to Chile, aimed at identifying and obtaining available resources required by the local biotechnological efforts. • Participation as a “think-tank” in the development of national strategies and policies in science and technology, with a special emphasis in biotechnology. 	
<p>Products/Services and Operations</p> <p>As a FUNDACIÓN with a strong emphasis in biotechnology, we have accomplished very effective associations with several organizations from the Chilean private and public sectors, working on solving problems with high economic impact. In this regard, our advances in R&D are being widely welcomed by these sectors as reflected by the fact that investigators from several institutions often approach the FUNDACIÓN to initiate new collaborative efforts. This is having a significant impact on the way both private and public institutions are viewing the importance of this targeted research.</p> <p>Over the last five years, our R&D activities have produced more than 10 patent applications, and 53 original publications. In addition, during this period our members have participated in more than 80 keynote addresses, conferences and symposia, and have received several awards.</p>	



Genética y Tecnología Ltda.



	<p>Ownership and Structure Private Organization</p> <p>Registration Number 78.340.830-9</p> <p>Legal representative Monica Acuña Patzke, Lucia Cifuentes Ovalle</p> <p>Postal Address Coronel Santiago Bueras 160-A Santiago Centro, Santiago, Chile</p>	<p>Website www.genytec.cl</p>
	<p>Primary Contact Hugo Jorquera</p> <p>Job Title Laboratory Director</p> <p>Phone Number (56-2) 633 1619</p> <p>Fax Number (56-2) 639 3124</p> <p>Mobile Number (56-9) 459 4214</p> <p>Email Address hjorquera@genytec.cl</p>	<p>When established</p> <p>No of employees 8</p>
	<p>Organization Description</p> <p>Genética y Tecnología Ltda. is a molecular biology products distributor, which also provides services in their molecular genetics laboratory. These services include paternity analysis, sequencing and primer synthesis.</p> <p>Products/Services and Operations</p> <p>Genética y Tecnología Ltda's provides a wide range of services, from sales of molecular biology enzymes, cell signaling and antibodies products to human molecular diagnosis and paternity analysis. Genética y Tecnología Ltda also provides such services as automated sequencing and primer synthesis.</p>	



<p>Ownership and Structure Private Business Partnership; LIMITED LIABILITY PARTNERSHIP.</p> <p>Registration Number R.U.T:76.432.210-K</p> <p>Legal representative Pedro Javier Eraña Fano, Passport No 15.379.110-4</p> <p>Postal Address 806-0010 San Bernardo</p>	<p>Website www.ingras.cl</p>
<p>Primary Contact Pedro Javier Eraña Fano</p> <p>Job Title Vice Chairman & Director</p> <p>Phone Number (56-2) 854 3441</p> <p>Fax Number (56-2) 854 3441</p> <p>Mobile Number (56-8) 228 8218</p> <p>Email Address pedro@ingras.cl</p>	<p>When established 1995</p> <p>No of employees 15</p>
<p>Organization Description</p> <p>INDUSTRIAS GRASAS Y ACEITES LIMITADA (INGRAS) is a new company in the energy-fuel sector. The company invented a product called "biofuel", which is made from recycled oil and fat.</p> <p>INGRAS has designed installations for production, storage and commercialization of biofuel, which are authorized by the Health and Environment Enforcement Service (SESMA). The facilities include an area of 6,000 m2 in the industrial zone of San Bernardo Santiago with 2,500 m2 of buildings</p> <p>The company is the result of a scientific investigation project from one of the founders of the company funded by the Economic Development Agency (CORFO) through the financing of the National Technology Fund (FONTEC).</p> <p>INGRAS's corporate structure is simple: a partnership of two members who are owners of all the installations. The partners conduct all the business. There are 15 workers; 4 in office work and 11 in production, storage and marketing of biofuel. Most of the company's process is automated.</p>	
<p>Products/Services and Operations</p> <p>INGRAS has all the necessary facilities for biofuel production by discontinuous method. The company has developed the technology to use waste oil and fat that comes from human use as raw materials. Virgin oil and others fats can also be used.</p> <p>INGRAS has a tank storage capacity of 2,000 tons for raw materials and final product. Monthly production is 300 tons of biofuel.</p>	



Inversiones Biotecnológicas S.A. (IBSA)

Business Areas



	<p>Ownership and Structure Stock Corporation</p> <p>Registration Number 96.945.350-9</p> <p>Legal representative Jorge Casals Cirer</p> <p>Postal Address P.C.:752-0057</p>	<p>Website www.biotecnologica.cl</p>
	<p>Primary Contact Rafael Karque Ortega</p> <p>Job Title Development Manager</p> <p>Phone Number (56-2) 274 1863</p> <p>Fax Number (56-2) 269 2436</p> <p>Mobile Number (56-9) 959 3407</p> <p>Email Address rkarque@biotecnologica.cl</p>	<p>When established 2001</p> <p>No of employees 9</p>
	<p>Organization Description</p> <p>Inversiones Biotecnológicas (IBSA) is based in Santiago, Chile. Its main activity is innovation and technology management within the biotechnological sector.</p> <p>Inversiones Biotecnológicas works as a service provider, research and development partner and spin-off partner for our customers. IBSA started its activities as a Stock Corporation on February 16, 2001. IBSA looks for the creation of new businesses by solving current and future problems of the biotechnological sector, as well as by identifying current and future opportunities for particular companies using biotechnology, technology monitoring, and connectivity networks as our main tools for technology management.</p> <p>As a result of these tools applications, discovered business opportunities are rapidly translated into new products, changes on technological practices, reutilization of industrial by-products and waste materials, and optimization in the use of natural resources.</p> <p>We work on the creation, management and development of R&D projects in Aquaculture (Biofeed, Antifouling), Industrial Waste utilization (Fish Gelatin, Hyaluronic Acid, Growth Hormone, Taurine, Lactic Acid, Apple Fiber and Wax), Agriculture (Biofertilizing, Antiviral, genetically modified Eucalyptus) and Mining Industry (Biomin) sectors.</p> <p>We can also provide training in key business and management skills such as Six Sigma NPI decision-making system.</p>	
	<p>Products/Services and Operations</p> <p>IBSA is focused on the generation of research, development and innovation projects to be applied to real market needs, searching for products or process for the export market. All of our products and services are designed with a global vision that generally involves the potential generation of new businesses or spin-off companies.</p> <p>The difference between our indirect competition, represented by universities or research centers, and us comes from our applied approach to solving problems directly related to market needs. On the other hand, all other Chilean biotechnology companies that do basic and applied research focus such activities only into their own business area. They are unable to provide solutions based on research, development and innovation to the various issues faced by companies.</p> <p>It is important to emphasize the presence of a multidisciplinary team in our company with abilities in scientist-technical, commercial, legal and management areas, as well as our capacity to identify and hire a whole range of highly qualified experts to develop each project. In each project we use various tools as such biotechnology, connectivity networks, monitoring and technological prospecting, and applying the Six Sigma-NPI decision-making system throughout the process.</p>	



Ownership and Structure	Limited Liability Company	Website	www.centrovét.com
Registration Number	86.510.400-6		
Legal representative	David Farcas, Passport No 7.742.110-6.		
Postal Address	Av. Los Cerrillos 602, Cerrillos. 7270518, Santiago - CHILE		

Primary Contact	David Farcas	When established	1979
Job Title	CFO	No of employees	155
Phone Number	(56-2) 557 6062		
Fax Number	(56-2) 533 1186		
Mobile Number	(56-9) 238 5021		
Email Address	David.Farcas@centrovét.com		

Organization Description

CENTROVET Laboratories is a Chilean company working in animal health and pharmaceuticals since 1979. CENTROVET's major clients are the leading meat (poultry, swine, cattle and fish), eggs and milk producers in Bolivia, Costa Rica, Chile, Colombia, Ecuador, Jordan, Korea, Lebanon, Malaysia, Moldova, Nepal, Nigeria, Pakistan, Paraguay, Peru, Dominican Republic, Syria, Turkey, Ukraine, Uruguay, Yemen, Venezuela, etc. CENTROVET's business strategy is based on cutting edge technology, innovative, outstanding R&D and QC. The main products are disinfectants, anti-infective products, vaccines, coccidiostats, growth promoters, vitamins/electrolytes (both soluble in water or milk) and premixes for animal feed. Biologicals as vaccines and probiotics. All products are manufactured according to Good Manufacturing Practice regulations. The staff counts with highly qualified professionals that totalized 150 employees.

Products/Services and Operations

CENTROVET's products are anti-infective, antiparasitic, vaccines, anesthetics, anti-inflammatory, analgesics, disinfectants, feed additives, as powders and tablets for use through animal feed, or soluble in drinking water. Some products such as disinfectants, oral solutions, injectable solutions, suspensions, shampoos, are available as liquid.

CENTROVET has important pharmacokinetic and pharmacodynamic differences from competitor's products and customers appreciate these differences and the lower prices.

Main raw material suppliers are from China. The production capacity is not sufficient for the current demand, so CENTROVET needs to invest in biotechnology equipment.



Laboratorio Linsan S.A.



	<p>Ownership and Structure Private Company</p> <p>Registration Number RUN 80.528.300-9</p> <p>Legal representative Jorge Morgado A. Passport No,4,281122-K</p> <p>Postal Address Pedro de Valdivia 3078.1 Santiago, 68740228, Chile</p>	<p>Website www.lablinsan.cl</p>
	<p>Primary Contact Loreto Gardeweg Montenegro</p> <p>Job Title Technical Manager</p> <p>Phone Number (56-2) 223 9462</p> <p>Fax Number (56-2) 223 8329</p> <p>Mobile Number (56-9) 129 0077</p> <p>Email Address l.gardeweg@lablinsan.cl</p>	<p>When established 1966</p> <p>No of employees 15</p>
	<p>Organization Description</p> <p>LABORATORIO LINSAN is a biotechnology laboratory, which produces microbiology media and supplies for clinical, veterinary, hygiene, food and beverage control areas. Certified ISO 9001-2000 Company.</p> <p>Products/Services and Operations</p> <p>LABORATORIO LINSAN products are ready to use microbiological culture media/technical service processes used in microbiology control in clinical medicine, food & beverage, veterinary medicine & hygiene areas. LABORATORIO LINSAN products are manufactured in Chile, with superior shelf life and distributed fresh to customers. Optimal plant, equipment and on line technologies have been developed. The difference between LABORATORIO LINSAN and its competitors is the technical assessment and manufacture of special products tailored for each of our customers.</p>	



<p>Ownership and Structure</p> <p>Registration Number</p> <p>Legal representative</p> <p>Postal Address</p>	<p>Private Company Wholly Owned by Microbix Biosystems Inc. of Toronto, Canada.</p> <p>59.105.610-7</p> <p>Dra. Liliana Corvalán Dobry, RUT 59.105.610-7</p> <p>5150 Avda. Las Torres, Hospital Santiago Oriente, Santiago, Chile</p>	<p>Website Not available</p>
<p>Primary Contact</p> <p>Job Title</p> <p>Phone Number</p> <p>Fax Number</p> <p>Mobile Number</p> <p>Email Address</p>	<p>Dr. Gareth I. Owen (Dr Liliana Corvalan)</p> <p>Manager/ Technical Director Head of Operations</p> <p>(56-2) 467 3032</p> <p>(56-2) 472 5692</p> <p>-----</p> <p>liliana.corvalandobry@microbix.com</p>	<p>When established 2004</p> <p>No of employees 5</p>
<p>Organization Description</p> <p>Mygoldex provides services in tissue processing and cell banking to South American-based biotechnology, pharmaceutical / vaccine and academic institutions from Santiago, Chile.</p> <p>Mygoldex Chile Ltd, is a subsidiary of Microbix Biosystems Inc. a biopharmaceutical company located in Toronto, Canada. Mygoldex wishes to collaborate with the Chilean Health Network supporting biotechnology product research and manufacturing for the US market. Mygoldex works under GMP (Good Manufacturing Practices regulations) according to international standards and is inspected routinely by North American collaborators.</p> <p>The company provides services in cell banking using environmentally controlled clean rooms and equipment under GMP control and provides custom cells preparations from tissue or client samples. Activities include preparation of cell suspensions from tissues, cultures, cryopreservation in liquid nitrogen, cell bank characterization, storage and documentation.</p>		
<p>Products/Services and Operations</p> <p>Mygoldex currently provides cell banking for human and animal for use in the biotherapeutic market. Operations are currently located in our facility in the Hospital Santiago Oriente in Santiago, Chile.</p> <p>Mygoldex offers a South American-based alternative to North American and European based organizations. Mygoldex' goal is to improve services by offering them on a timely basis with reduced cost compared to US providers.</p> <p>Processes employed include: tissue digestion, creation of cell banks, cell culture, cryopreservation. Activities are carried out in validated facilities with qualified equipment including clean rooms, LN2 cryopreservation freezer, centrifuge, and controlled storage equipment.</p> <p>As a start-up company Mygoldex recognizes the need for good communication with clients and vendors to ensure timely delivery of critical raw materials and finished products. Open lines of communication are critical with governmental agencies in order to fully understand legal / governmental regulations to expedite permits, licensing, etc. Timely resolution of these issues is critical to business success and our relationship with customers.</p> <p>Our organization is based on a network of vendors that must provide high caliber services in areas such as equipment calibration and maintenance, validation and raw materials testing.</p>		



NEOS, Servicios de Gestión Tecnología Limitada

Business Areas



Ownership and Structure	Private and Registered Business Partnership	Website	www.neos.cl
Registration Number	76.015.940-9		
Legal representative	Allan Jarry Flores; 9.584.774-9		
Postal Address	Isidora Goyenechea 3250, 3rd Floor. Las Condes, Santiago - Chile		

Primary Contact	Jorge Fuentes	When established	2003
Job Title	General Manager	No of employees	10
Phone Number	(56-2) 439 7770		
Fax Number	(56-2) 439 7777		
Mobile Number	(56-9) 841 2990		
Email Address	neos@neos.cl		

Organization Description

Based on clear concepts acquired from expertise, Estudio Hanecker has comprised that on the information society, knowledge and, technologic innovation are the key to be a developed country. Therefore, we have implemented NEOS, a technical and specialized unit for advising our researchers, businessmen and innovators to obtain the maximum benefit from their new intellectual creations, through the correct use of technologic management tools.

Harnecker is a firm founded in Chile in 1910, and is primarily devoted to consultancy about patents and trademarks register.

NEOS from Harnecker is the support unit of the management of different plaintiffs of the local technologic system. Through diversified and flexible services offer, NEOS constitutes a connector media for universities -technologic centers, companies and the government. The company detects and takes advantage of the synergies, which allow add value to the national technologic innovation.

Products/Services and Operations

Being the first national company with a mission of technology transfer, NEOS offers two types of services. The first is related to services intended for the technology sector, i.e. universities, technology centers and others. In this category, we will carry out a detection of an industrial property portfolio through patents, know-how, trademarks and others. Subsequently, we will move forward to market such portfolios, implementing the technology transfer through licensing or through associations to form companies.

The second services category, intended for the sector in demand of technology, i.e. mainly those companies from the productive sector. NEOS offers an identification, search and technology surveillance service to them.



Ownership and Structure	Business Partnership	Website	www.oncobiomed.cl
Registration Number	77.878.650-3		
Legal representative	Carlos Roberto Ferrada Valenzuela		
Postal Address	PÉREZ VALENZUELA 1520, 750-0035 PROVIDENCIA • Santiago, Chile		

Primary Contact	Eugenio Rivas	When established	2002
Job Title	General Assistant	No of employees	3
Phone Number	(56-2) 236 4716		
Fax Number	(56-2) 735 3346		
Mobile Number			
Email Address	info@oncobiomed.cl		

Organization Description

Oncobiomed is a biotechnology company located in Santiago, Chile. The company provides highly specialized cell-based therapies to treat cancer diseases.

Oncobiomed specializes in the development of new technologies, and research and development of biological vaccines for cancer immunotherapy. It develops applied scientific research related to groups of scientists from the Universidad de Chile and participates in research projects in the area of cancer immunotherapy. These biotechnological projects funded by the Scientific and Technological Development Fund (FONDEF) have a prestigious national impact in the international scientific world. As a Chilean biotechnological company, Oncobiomed's activity is focused on product delivery and biotechnological-based therapeutic procedures.

Products/Services and Operations

The services Oncobiomed provides are comprised of the following areas: biological vaccines against malignant melanoma TRIMELVAC-DC; clinical research and cellular biotechnology in tumor immunology; development of tumor markers for diagnosis and adjuvant treatments for high-risk cancer patients.

Oncobiomed's possible competition is located in USA and Europe. The most important differentiating factor is the final price and the total time of the process. Due to Oncobiomed's location our procedure is delivered faster with an equivalent cost of one third of a comparative therapy in USA or Europe.

This has the following advantages: optimal relation between price and quality; no secondary effects for the patient; in addition to the cultural proximity and language being a main advantage for the Latin American market.

Oncobiomed has a high security laboratory that allows secure processes and production. Oncobiomed's vaccine production is up to 50 patients a month.



Sociedad Punta del Cobre S.A.



	<p>Ownership and Structure Stock Company Inscription number N° 0362</p> <p>Registration Number 96.561.560-1</p> <p>Legal representative Sebastián Ríos Rivas 9.868.551-0</p> <p>Postal Address Rancagua 200, Copiapó</p>	<p>Website www.pucobre.cl</p>
	<p>Primary Contact Juan Rivadeneira Hurtado</p> <p>Job Title Research Manager, Planta Biocobre</p> <p>Phone Number (56-52) 205 810</p> <p>Fax Number (56-52) 205 811</p> <p>Mobile Number (56-9) 817 3186</p> <p>Email Address jrivadeneira@pucobre.cl</p>	<p>When established 1989</p> <p>No of employees 374</p>
	<p>Organization Description</p> <p>Sociedad Punta del Cobre S.A. (PUCOBRE) is a Chilean-based, mining company active in the acquisition, exploration, development and mining of mineral properties with a strong emphasis on copper. Over 95% of Pucobre's revenue comes from copper concentrate production at its San José enrichment plant, as well as cathode copper from its Biocobre plant.</p> <p>Pucobre has developed technological and scientific research projects and capabilities and is planning to expand its capabilities in this area. Pucobre's strategic objectives are to continue to expand its activities in the mining business with a focus on copper, to materially increase its annual metal production, and increase its profitability, thereby adding value for shareholders.</p> <p>Products/Services and Operations</p> <p>Pucobre produces copper cathodes and concentrate. Pucobre's expertise is in leaching operation, microbial cultures, bioleaching, and lab resources for bioleaching mineral testing.</p> <p>Pucobre's proposed process has better environmental operation conditions and lower operation cost.</p> <p>Pucobre produces 10,000 tons of copper cathodes that are exported and 80,000 tons of chalcopirite concentrate that are sold to the internal copper market.</p> <p>Pucobre is looking for new technologies to allow us to auto generate the energy requirements to maintain the different copper enrichment operations, new technologies for material and earth movement, water savings and bioremediation.</p>	



Ownership and Structure	Private	Website	www.skv.tripod.cl
Registration Number	Rut 78.040.240-7		
Legal representative	Luis Kriman Rut.4.181.611-2		
Postal Address	DPA. Cerda 1180 Suite 403 Concepción-Chile		

Primary Contact	Luis Kriman	When established	1990
Job Title	Executive Director	No of employees	4
Phone Number	(56-41) 230 859		
Fax Number	(56-41) 230 859		
Mobile Number			
Email Address	lkriman@attglobal.net		

Organization Description

Schaffeld Kriman & Villegas Limitada is a consulting company focuses on research, finance, and starts-up companies in the biotechnological area, promoting technological innovation.

Products/Services and Operations

Consulting, research and development in biotechnology business



Sociedad Biotecnologías Antofagasta Ltda.



Business Areas

Ownership and Structure	Limited Responsibility	Website	www.biotecnologiasantofagasta.com
Registration Number	76.266.650-2		
Legal representative	María de la Luz Osses Klein		
Postal Address	Avelino Contardo 920, Antofagasta		

Primary Contact	María de la Luz Osses Klein	When established	2005
Job Title	Product Manager	No of employees	6
Phone Number	(56-55) 385 345		
Fax Number	(56-55) 385 345		
Mobile Number	(56-9) 817 0824		
Email Address	mosses@biotecnologiasantofagasta.com		

Organization Description

Biotechnologías Antofagasta was created in March 2005 by two recognized Scientists Dr. Pamela Chávez-Crooker PhD, and Mrs. María de la Luz Osses Klein. The company works in two main areas: biomining and water and waste treatment.

The main achievements up to date are the signature of 15 medium and long term contracts, preliminary business and marketing plan, setup of the main product lines, and the establishment of the corporative office in Antofagasta. The next step is to apply for the Economic Development Agency (CORFO) support for small and medium-sized enterprises.

Products/Services and Operations

Biotechnologías Antofagasta Ltd. offers two main services:

Integral solutions in the operation and control of water and waste- water processes.

Biotechnologías Antofagasta Ltd. develops products and services that guarantee the efficiency of water and waste-water treatment plants. We operate in three main areas:

- a) Processes: we use biomarkers to assess basic and complex situations that prevent the normal operation of processes, e.g. bulking and foaming.
- b) Operational: we developed a methodology for the complete assessment of treatment plants or batch reactors that ensure optimal operational management.
- c) Legal: we provide the necessary legal and technical advice for companies to meet the necessary regulations.

Main areas of contracts:

- Assessment, biological and physicochemical control, and monitoring of water and waste water treatment plants
- Biotechnological optimization of water and waste water treatment plants and processes related with the use of water
- R&D in the application of biotechnological tools in the mining sector
- Recovery and reuse of water in mining processes
- Operation of water and waste water treatment plants
- Legal advice and representation
- Training
- Audits
- Environmental and legal advice



<p>Ownership and Structure Private Company</p> <p>Registration Number 96.557.540-5</p> <p>Legal representative JOHANN JANKO MORAGA</p> <p>Postal Address 8420000, Agencia 26, casilla 33</p>	<p>Website www.tauern.cl</p>
<p>Primary Contact JOHANN JANKO MORAGA</p> <p>Job Title GENERAL MANAGER</p> <p>Phone Number (56-2) 622 4844 / 4845</p> <p>Fax Number (56-2) 622 5836</p> <p>Mobile Number</p> <p>Email Address jjankojr@tauern.cl</p>	<p>When established 1989</p> <p>No of employees 23</p>
<p>Organization Description</p> <p>TAUERN works in 4 areas. Packing industry: absorber-pads, gel packs; agriculture: fungicides, activators for biodegradation, inoculants for silage, all based on lactobacillus, super absorbents for soil and planting, foliar nutrients and amino acid, pro biotic for fish and animals; food industry: biological products for conservation of food.</p>	
<p>Products/Services and Operations</p> <p>Packing industry: Absorber pads for chicken and fish packing. Absorb carpets for air transportation of goods with leakage risk. Pads for the fruit export industry. Ice substitutes (gel packs) for packing. Those products are developed by TAUERN and are accepted by the most important factories in Chile. The products have an excellent efficiency / price correlation.</p> <p>Veterinary area: Nutra Silo inoculants for ensilage of animal food (based on lactobacillus). The features of Nutra Silo are its liquid form for easy application and its classification as an organic certified product by IMO.</p> <p>Agriculture: FRUITSAN organic fungicide, classified by IMO, with excellent results in field applications and for conservation after harvest particularly for grapes, berries and other fruits to prevent Botritis Spp. TAUERN is interested in entering the market in other countries with this fungicide, especially in the USA and EU.</p> <p>Other products in this area are: STOCKOSORB, super absorber polymer, formulated in Germany to increase water absorption in soil particularly for forestry and agriculture.</p> <p>Amino acids from Spain (INAGROSA).</p> <p>Food industry: TAUERN's first research development was TAUERN-Lac, a food preserver with Lactobacillus also produced in conjunction with the Economic Development Agency (as a research project).</p>	



International Trade Consultants S.A. (TradeChile S.A.)



Ownership and Structure PRIVATE **Website** www.tradechile.cl
Registration Number 77.409.410-5
Legal representative Sergio Kalm, 10.253.997-4
Postal Address Barros Errázuriz 1954, of. 204, Providencia, Santiago, 7500521

Primary Contact Verónica Medina	When established 1995
Job Title Chief Operating Officer	No of employees 10
Phone Number (56-2) 244 2435	
Fax Number (56-2) 244 2436	
Mobile Number	
Email Address vmedina@tradechile.cl	

Organization Description

TradeChile began activities in 1995 as a Chilean consulting firm dedicated to facilitate investment and trade to and from Chile, committed to providing service of superior quality.

TradeChile offers a set of integrated business consulting services and market intelligence. These services are aimed at facilitating the activities undertaken by trade and investment promotion entities, as well as export and investment promotion efforts initiated by states, provinces, business associations, individual companies, etc.

TradeChile is the official representative of the Commonwealth of Pennsylvania, USA and the Provinces of Ontario, Manitoba, Saskatchewan and PEI, Canada.

TradeChile has extensive experience in the Chilean biotechnology sector, including participation in BIO2005, organizing meetings for Chilean companies and governmental officials that analyze business and investment opportunities, installation of a Canadian advanced biotechnology lab in Santiago, and executing a comprehensive study of the market, among others.

Products/Services and Operations

The service package is defined in conjunction with each client. Services usually include:

- Market reports including identification of strategic partners
- Investment attraction
- Business sector research
- Periodical economic outlooks
- Representation and assistance in trade shows and fairs
- Arrangements for trade missions
- Scheduling of "matchmaking" agendas for companies and official delegates
- Videoconferencing
- Local "Branch Office Showroom"
- Monitoring market opportunities, including participating in government procurement bids
- Business rounds / seminars at the geographical location of the client
- Monthly and annual reports and activities and results
- Legal and financial services

TradeChile has extensive experience in business facilitation endeavors in the local market and is supported by a broad network of partners and contacts in the USA and Canada.

TradeChile's accumulated experience makes it unique as we have provided consulting services to both national and international clients for the last 10 years.

TradeChile is open to forming alliances.



Ownership and Structure Registration Number Legal representative Postal Address	Private 79.568.850-1 Rodolfo Valdés Echenique, Passport No 7.045.339-8 Av. Marathon 1943, Ñuñoa, Santiago, CHILE , 778-0644	Website www.valtekdiagnostics.com
Primary Contact Job Title Phone Number Fax Number Mobile Number Email Address	Rodolfo Valdés Echenique General Manager (56-2) 654 1100 (56-2) 654 1199 (56-9) 220 1611 rvaldes@valtek.cl	When established 1985 No of employees 35
Organization Description VALTEK, with more than 20 years in the market, it has combined the best raw materials, highly qualified personnel, and strict quality control, developing a complete line of optimized liquid stable and powdered reagents to provide accuracy, precision and speed in your laboratory tests. The reagents for clinical diagnosis have been formulated according to the most modern methods.		
Products/Services and Operations VALTEK offers quality, technology and cost efficient solutions for clinical chemistry. At VALTEK, research and development is a constant effort. A highly qualified team with extensive experience in biotechnology is the fundamental basis of the company's effort to give clients the best products and the best technology. VALTEK's quality standards are applied to all the productive areas and processes, raw materials used and, ultimately, to the end product. VALTEK personnel, trained in the philosophy of Total Quality and backed by the most modern equipment available, enable us to offer a product that is controlled from the very start, thus ensuring quality throughout time, as well as the least possible batch-to-batch variation.		



University Research Centres

Organization Name (Legal Name) Centre for Biochemical Engineering and Biotechnology (CIByB)
Department of Chemical Engineering and Biotechnology.
Faculty of Physical and Mathematical Sciences. Universidad de Chile

Postal Address Beaucheff 861, Santiago, Chile

Primary Contact Professor Juan A. Asenjo

Email Address juasenjo@ing.uchile.cl • cibyb@ing.uchile.cl

Website www.cibyb.uchile.cl

Organization Name (Legal Name) Vegetal Biotechnology Center, Universidad Andrés Bello (CBUNAB)

Postal Address Av. República 217, Santiago, Chile

Primary Contact Director: Ariel Orellana

Email Address cenbioveg@unab.cl

Website www.unab.cl/sitio-html/investigacion/cbv/cbv.htm

Organization Name (Legal Name) Biotechnology Center, Faculty of Science, Universidad de Chile

Postal Address Las Palmeras 3425, Ñuñoa, Santiago, Chile

Primary Contact Director: Dr. Víctor Cifuentes G.

Email Address vcifuent@uchile.cl

Website www.ciencias.uchile.cl

Organization Name (Legal Name) Biotechnology Center "Dr. Daniel Alkalay Lowitt" (CBDAL)
Universidad Técnica Federico Santa María

Postal Address Av. España 1680. Valparaíso, Chile

Primary Contact Director: Dr. Manuel Young Anze

Email Address manuel.young@usm.cl

Website www.biotec.utfsm.cl

Organization Name (Legal Name) Biotechnology Center, Universidad de Concepción (CBudec)

Postal Address Casilla 160-C, Concepción, Chile

Primary Contact Jaime Rodríguez Gutiérrez

Email Address jrodrig@udec.cl

Website www.centrobiotecnologia.cl

Organization Name (Legal Name) Centre for Reproductive Biotechnology (CEBIOR). Universidad de la Frontera

Postal Address Montevideo s/n, Temuco, Chile

Primary Contact Director: Jennie Risopatrón González

Email Address jennie@ufro.cl

Website http://www.med.ufro.cl/carpetas/cebior/centro.htm



University Research Centres

Organization Name (Legal Name) Center for Research in Silvoagricultural Biotechnology (CISB)
Postal Address 2 Norte 685, Talca, Chile
Primary Contact Director: Nadia Fontecilla Núñez
Email Address nfontecilla@utalca.cl
Website www.cibs.cl

Organization Name (Legal Name) Biotechnology Center, Universidad Iberoamericana de Ciencias y Tecnología UNICIT
Postal Address Padre Miguel de Olivares 1620, Santiago, Chile
Primary Contact Director: Víctor Obreque Fuica
Email Address vobreque@unicit.cl
Website www.unicit.cl

Organization Name (Legal Name) Biotechnology Center, Department of Engineering. Universidad Arturo Prat
Postal Address Padre Miguel de Olivares 1620, Santiago, Chile
Primary Contact Eduardo Patiño
Email Address eduardo.patino@unap.cl
Website www.unap.cl

Organization Name (Legal Name) Institute of Vegetal Biology and Biotechnology (IBV) Universidad de Talca
Postal Address 2 Norte 685, Talca, Chile
Primary Contact Director: Dr. Peter Caligari
Email Address pcaligari@utalca.cl
Website <http://biologia.utalca.cl/index.htm>



Chilean Business Incubators

Organization Name (Legal Name) Acces Nova
Postal Address Domeyko 2369, Santiago
Primary Contact Antonio Holgado
Email Address incubadora@dii.uchile.cl
Website www.accessnova.cl

Organization Name (Legal Name) Austral Incuba
Postal Address Independencia N° 635, Valdivia
Primary Contact Macarena Sáez K
Email Address australincuba@uach.cl
Website www.australincuba.cl

Organization Name (Legal Name) Genera UC
Postal Address Vicuña Mackenna #4860, Macul / Edificio Torre C del DICTUC, 3^{er} p. Santiago
Primary Contact Claudia Zañartu
Email Address info@generauc.com
Website www.generauc.com

Organization Name (Legal Name) IDEA-Incuba
Postal Address Barrio Universitario s/n, P.O. Box 119-C. Concepción - Chile
Primary Contact Marcelo Vergara
Email Address incuba@udec.cl
Website www.ideaincuba.cl

Organization Name (Legal Name) Incubatec
Postal Address Av. Francisco Salazar 01145, Temuco
Primary Contact María José García Caro
Email Address
Website www.incubatec.cl

Organization Name (Legal Name) INER LOS LAGOS
Postal Address Edificio Biblioteca Tercer Piso, Campus Chiquihue, Puerto Montt.
Primary Contact Marcos Hernandez Maldonado
Email Address marcos.hernandez@ulagos.cl
Website www.inerloslagos.cl

Organization Name (Legal Name) INNOVATE (USACH)
Postal Address
Primary Contact Monica Imaria
Email Address cimarai@usach.cl
Website



Chilean Business Incubators

Organization Name (Legal Name) Octantis
Postal Address Av. Presidente Errázuriz 3485, Las Condes
Primary Contact Gabriel Hidalgo
Email Address ghidalgo@octantis.cl
Website www.octantis.cl

Organization Name (Legal Name) SABIO
Postal Address San Antonio 220. Oficina 301.
Primary Contact Alejandro Valencia
Email Address valencia@sabio.cl
Website www.sabio.cl

Organization Name (Legal Name) Santiago Innova
Postal Address Victoria N° 456, Santiago
Primary Contact Gladys Araya San Martín
Email Address garaya@innova.cl
Website www.innova.cl

IMPORTANT LINKS

ORGANIZATION	WEB LINK
The Chilean Economic Development Agency	www.corfo.cl
ASEMBIO, Chilean Association of Biotech Industries	www.asembio.cl
SOFOFA, Federation of Chilean Industries	www.sofofa.cl
CONICYT, National Commission for Technologic and Scientific Research	www.conicyt.cl
CONAMA, National Environment Commission	www.conama.cl