

Company Profile

Biopas is a *Pharmaceutical Marketing Service company* focused on in-licensing, marketing and selling innovative prescription pharmaceutical products. Precise positioning, Market Access and Patient support programs are, among others, the added values that significantly differentiate Biopas in Latin America.

- Biopas is the partner of choice to innovative pharmaceutical companies seeking commercial access in Latin American markets
 - Our patient model approach is driven by best in class capabilities for market access, medical and patient centric strategies
- Operates since 2002 in highly regulated and controlled markets, with significant barriers to entry for potential competitors
 - Leader in registration of pharmaceutical products in Latin America
- Long-term, exclusive product licenses from U.S.A., European and Japanese pharmaceutical blue-chip companies
 - Focused on innovative, high-value branded products
- Manages all complex phases, from importing, packaging, registering and promoting your products
 - Through a single point of contact for all Latin America markets
- 120+ exclusive products under license with 30+ partners, and over 300 Sales and Marketing FTE

Leadership in Partnership

BIOPAS is looking for license agreements with worldwide leading laboratories focused on research and development to build a unique and comprehensive portfolio in Latin America. BIOPAS' market leadership allows it to obtain the transfer of significant product lines and geographical extension from multiple partners, thus confirming their trust in BIOPAS' business model and achievements throughout its territories.



Market Access and Patient Support Programs

BIOPAS' cutting-edge program to identify and get over Health systems' structural and functional barriers allows significant benefits from market opportunities.

Combined with an outstanding trained sales force and a creative marketing department, Biopas generates a consistently increasing demand, maximizes access to its products portfolio while achieving full adherence to therapies improving results for patients and physicians.

Our Market Access is often taken as a model by our partners to implement our programs in other territories.

Biopas is headquartered in Panama and operates in 13 countries.

BIOPAS' strategy is to preserve a solid growth while mitigating possible risks. BIOPAS successfully initiated and expanded operations in Argentina and the whole of Central America.,



BIOPAS provides bespoke solutions to consolidate, via a **single point of contact**, all matters related to regulatory affairs, quality control, distribution, promotion, products' tracking and pharmacovigilance, always in strict compliance with international standards.

High Profile International Team

A highly experienced management team coming from the most performing big multinational pharmaceuticals companies, assisted by a solid technological support platform and a strong finance & administration backbone team, make BIOPAS the partner of choice in Latin America.

For more information regarding our Company and to discuss the future and potential opportunities of your portfolio in LATAM, please contact our Business Development Department

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