THE BIOPHARMACEUTICAL COMPETITIVENESS & INVESTMENT (BCI) SURVEY 2017
LATAM SPECIAL REPORT

About the Survey:
The survey measures the attractiveness of 10 countries in Latin America for investment by biopharmaceutical research-based companies. Countries surveyed include: Argentina, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Panama and Peru.

COMPETITIVENESS AND INVESTMENT ENABLING FACTORS
AVERAGE SCORES IN LATIN AMERICA

<table>
<thead>
<tr>
<th>Latin America Average Score</th>
<th>Scientific Capabilities &amp; Infrastructure</th>
<th>Clinical Research Conditions &amp; Framework</th>
<th>Clinical Trial Infrastructure</th>
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<tr>
<td>59%</td>
<td>55%</td>
<td>62%</td>
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<tr>
<td></td>
<td>Market Access &amp; Financing 58%</td>
<td>Effective Intellectual Property Protections 56%</td>
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<td>The Regulatory System 57%</td>
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BCI MAIN TAKEAWAYS FOR BUILDING SUSTAINABLE BIOECONOMIES

Value of Policy
Implement comprehensive, consistent long-term policies that enable and support biopharmaceutical investment.

Long-Term Vision
Minimize budget cuts and keep focus on long-term vision of becoming a hub for biopharmaceutical investment.

Prioritizing Innovation
Prioritize innovation by committing to investment in R&D infrastructure

Strategic Budget Management
Favor efficient and transparent management of healthcare budgets focused on beyond the pill and access-focused initiatives

Regulatory Upkeep
Ensure regulations are aligned with scientific advancements, especially in the field of biotechnology and medicines, to ensure patient safety

Clinical Trial Infrastructure
Attract clinical studies by investing in infrastructure and streamlining approval processes
### Key Insights of Regional Comparisons

- **Focusing on a handful of areas of reform does not lead to a thriving biopharmaceutical sector; instead, a holistic and comprehensive approach is required that addresses variables across the entire biopharmaceutical ecosystem.**

- **Achieving and maintaining a successful healthcare system is not guaranteed by brute economic force or market size.**

### Enabling Factors

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<tbody>
<tr>
<td>Middle East &amp; Africa average</td>
<td>54%</td>
<td>61%</td>
<td>57%</td>
<td>53%</td>
<td>55%</td>
<td>57%</td>
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<tr>
<td>Latin America average</td>
<td>55%</td>
<td>62%</td>
<td>57%</td>
<td>58%</td>
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<td>59%</td>
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<tr>
<td>Asia Pacific average</td>
<td>62%</td>
<td>69%</td>
<td>59%</td>
<td>54%</td>
<td>63%</td>
<td>61%</td>
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### LATAM, AP and MEA Performance

1. LATAM, AP and MEA still have room for improvement and collectively are more or less at the same level – around 60% of the total possible score.

2. LATAM, AP and MEA tend to face the most challenges in the areas of market access and regulatory systems – and in LATAM and MEA also in effectiveness of IP protections.

3. LATAM, AP and MEA on average have the greatest strength in the area of clinical trials.