

SMEs EXPORT

Argentine Technology and Innovation



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Exporting Potential

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AGROPHARMA SALUD ANIMAL S.A., devoted to agricultural and livestock quality worldwide



Located in the city of Moreno, province of Buenos Aires, Agropharma Salud Animal SA is a transnational company of Argentine origin. With more than a hundred years of experience, the company is dedicated to the **research, development, and manufacture of products and services for the continuous improvement of the agricultural and livestock sector's productivity and profitability, offering comprehensive solutions for animal productivity, performance, and health.**

On account of its track record, the company has become an important supplier of drugs and biological medicines for veterinary use, such as blood derivatives of animal origin, and for the use in human and veterinary biotechnological laboratories. Today, it has branches in 21 countries and 385 distributors who sell its products.

It is currently seeking to expand its markets into Mexico, Colombia, Costa Rica, as well as African and Asian countries.

Together with INTI, **Agropharma has developed a method of quantification for leptospirosis vaccines.** As a result, times and costs for reaching the finished product and manufacturing vaccines containing this component are reduced. **This development also prevents using animals for testing and clinical trials, which are replaced with in-vitro tests.**

Each of its production lines has the following capacity: pharmaceuticals, 1.5 million vials per year; biologicals, 1 million doses per month; and blood derivatives, 500 liters per month.

Agropharma's manufacturing facilities of more than 8,000 m² are GMP (Good Manufacturing Practices) certified by the Argentine National Food Safety and Quality Service (SENASA), which allows the firm to provide high quality products in compliance with international standards.

The company was distinguished in the Israel Innovation Awards 2020 (4th Edition) for its project "Recombinant Endolysins as a therapeutic alternative to antibiotics for the treatment of bovine mastitis."

"Our production plants are among the most sophisticated and modern facilities in Latin America. In them, our scientists and specialized personnel develop new technologies and high quality products, complying with international standards to support, ensure, and optimize results for our users," reflects Claudio Paolazzi, plant manager at Agropharma.

"Our approach prioritizes the customer as a strategic ally. Education is our foremost commitment and we invest in it. We work in cooperation with the most prestigious academic and research institutions to provide not only products but also knowledge and advice to our customers and their communities," he adds.

And Mr. Paolazzi concludes, "Our company has been in the market for more than 100 years, and **we have international patents and our own new technologies.** We are an important source of technical advice and training for our customers."

Agropharma is one of the few laboratories in the world that has a direct relationship with the most reputable universities, thus providing the best knowledge to its community. An outstanding example is the Technical Advice and Training Center (CATyC), the result of an alliance with the prestigious School of Agriculture of the University of Buenos Aires (FAUBA), through its scientific and technological park. This center is dedicated to the agronomic and livestock production sectors in order to meet the requirements of advising and training services for companies and individuals in relation to management, production, genetic improvement, reproduction, animal health and nutrition, meat quality, and industrial derivatives."

• HS CODE (NCM):

(Note: Each code applies to more than one set of products, therefore it is not possible to state which specific product each code applies to.)

- 3004.20.99.900J
- 3004.90.39.900Z
- 3004.20.29.900Q
- 3004.90.29.900P
- 3004.50.90.000J
- 3004.90.59.900U
- 3004.90.63.200V
- 3004.90.69.919B
- 3004.39.99.000G



INSTITUTO BIOLÓGICO ARGENTINO SAIC, **over a century of experience in pharmaceuticals**



With more than a hundred years of experience, Instituto Biológico Argentino was the first manufacturing plant in Florencio Varela, province of Buenos Aires. The company manufactures and sells pharmaceutical products, specializing in injectables, semisolids and biological products.

Its manufacturing site produces injectables (ampules, vials, and carpules), semisolids (ovules and suppositories), and biological APIs (Active Pharmaceutical Ingredients), including serums and antitoxins. The injectables sector has a monthly production capacity of more than 3 million units of ampules and carpules, not only meeting the demand for its own products both in the national and international markets but also supplying other pharmaceutical companies.

INTI worked on adapting an analytical methodology to test one of its gynecology products, which allowed the company to comply with the product launch plan.

The manufacturing site includes a formulation and filling facility for injectables consisting of two sterile areas, a segregated plant for manufacturing biological APIs, and a site for producing semisolids. At present, the roofed area is 4,637 m² in a 60,000 m² industrial site.

The company meets the GMP requirements—a set of guidelines that ensure manufacturing standards, as issued by the National Administration of Drugs, Foods and Medical Devices (ANMAT).

“We consider our customers as ‘business partners’ in their own country, and we work hard to develop a high quality and accessible export offer to meet their needs.

Being a medium-sized company gives us the flexibility to adapt our products. Our communication approach is very efficient, so we are able to understand how each market works in order to develop appropriate solutions. We offer differentiated products and have few regional competitors, especially in the biologics market,” remarks Silvana Figueredo, International Business manager.

The company has designed a traditional export model. More than 30 years ago, it began exporting to the neighboring countries of Bolivia and Paraguay, to later enter new markets such as Peru, Ecuador, Chile, and Uruguay. In 2000, the company began to develop a special formulation of Central American anti-ophidic serum, which made it possible to develop an ideal product for Nicaragua, Honduras, Guatemala, and Panama. Today, it reaches 18 countries, including Georgia, Azerbaijan, and Uzbekistan, and is working towards obtaining a license to ship its products to other countries from the Commonwealth of Independent States. It has also pioneered the export of services, making biological evaluations of its biotherium for foreign companies. It currently expects to reach new markets in the Persian Gulf and other Asian countries.

In 2020, the organization was awarded the “Mejor práctica frente al COVID-19” (Best Practice against COVID-19) prize, granted by the Economic Federation of the Province of Buenos Aires (FEBA), through its Women Entrepreneurs (ME-FEBA) branch, in the fifth edition of the “Mujer Empresaria Bonaerense” award.

“We are an ever-growing company; our trustworthiness is built on a longstanding track record, and our motivation is driven by the future. We are always looking for new challenges, bringing reliable and quality products to the medical staff and, at the same time, accessible solutions to patients.

“The development of the international business involves the whole organization and we are aware that we must make our contribution to attain the best results,” Ms. Figueredo concludes.

● **HS CODE (NCM):**

- 3004.90.49.900J / Labetalol
- 3004.39.29.900M / Vasopressin
- 3004.90.69.990H / Etomidate/Dexmedetomidine
- 3004.39.29.900M / Gasterin
- 3004.39.99.000G / Noradrenalin
- 3002.12.11.000U / Anti-ophidic Serum
- 3004.20.69.900E / Vagilen
- 3004.20.99.900J / Front 2

LABORATORIOS NOVARA SRL, a leading company in professional cleaning and disinfection solutions



The laboratory was created in 1990 in the city of Rosario, province of Santa Fé, in order to fight hospital-acquired infections through effective and biodegradable products for the treatment of reusable medical devices and surfaces in critical and semi-critical areas.

The company stands out for offering alternative solutions to the cleaning and disinfection of these medical devices for use in operating rooms and clinical service rooms through antiseptics and disinfectants.

Following the results of the necessary studies that the company carried out assisted by INTI, the ANMAT granted the marketing authorization for its products.

Today, the company has a strong presence throughout the Argentine territory and in Paraguay, and it is currently planning to expand its market to the rest of South America, as well as Spain and Italy.

Laboratorios Novara commercializes three types of antiseptics: aqueous solution with 2% chlorhexidine, liquid soap with 4% chlorhexidine, and hydroalcoholic solution with 1.5% chlorhexidine. These three products are manufactured in sizes ranging from 100 ml to 1000 ml.

Its line of disinfectants consists of neutral gels; 2% glutaraldehyde, 2% and 4% chlorhexidine, and 4.8% chloroxylenol solutions; and enzymatic and tri-enzymatic detergents, among others.

“We work with a network of 70 distributors nationwide. Our vision is a cleaner world, because we use 100% biodegradable materials with easily recyclable life cycles. This approach is our differential advantage when compared to our competence,” says Rubén Tessaro, partner and technical director at the firm.

The company has a production capacity of 185,000 liters per year. To avoid cross-contamination, the 950 m² facility is fitted out with formulation equipment exclusive for each product, which is in turn furnished with sanitary-type fractioning pumps.

The products are packaged in containers and placed in corrugated carton boxes to be shipped as sales units for dispatch and then to their destination.

Laboratorios Novara complies with the Good Production Practices Certification, given by the ANMAT and the Argentine Accreditation Agency (OAA).

“We are a company with a staff of professionals specialized in high technology, with the mission of developing increasingly innovative and environmentally friendly products to collectively protect the planet.

“Our customers choose us mainly because of our commitment to the environment, since our production process is ecological, and our products are environmentally-sound and have low environmental impact,” concludes Rubén Tessaro.

• HS CODE (NCM):

- 3006.70 / Ultrasound gel: Ecogel. Aqueous gel for ultrasound imaging.
- 3808.94 / Antiseptics and disinfectants: Novachlorhex 4% liquid soap. Novachlorhex 2% aqueous solution. Novachlorhex 1.5% hydroalcoholic solution. Novaxil 4.8%. Novacid 28 2.2% glutaraldehyde solution with surfactant. Novacid 14 2% glutaraldehyde solution.
- 3507.90 / Detergents: Novazime enzymatic, Novazime tri-enzymatic or multi-enzymatic.



VETSER S.A., quality in veterinary drugs



From the city of Pilar, in the province of Buenos Aires, Vetser SA has a longstanding national and international track record in the **development and manufacture of veterinary products to supply the agricultural and livestock sector and the small animal industry.**

Among the products the company **manufactures are the Magistral PF (smoke) and Magistral L (liquid) fungicides**, both of which fulfill the same function, but have different application methods.

In Argentina and other countries, this product is used especially for the disinfection of poultry hatcheries that produce birds for human consumption. However, it has countless applications because of its low toxicity and because it works on the fungal DNA structure. For example, in Colombia it is used to disinfect flower chambers against *Botrytis* (a fungus pathogenic to many plant species), and in Argentina it is used against aspergillosis (an infection caused by *Aspergillus*, a type of mold) in hatcheries.

INTI performed tests to assess the product efficacy to be submitted to agencies such as the ANMAT or the SENASA.

The company has already exported to Ecuador, Colombia, Venezuela, South Africa, Kenya, Mozambique, and Nigeria. Currently, it wishes to expand its presence in Brazil, Chile, Peru, Uruguay, and in those foreign markets that demand its products.

Gisele Kappes, Sales representative at the firm, states, “As an Argentine SME, we need to make a great effort to gain new markets, yet we keep ahead of the field both because of our high quality products and the care and commitment to our customers, who keep choosing us because they trust our capabilities.

“Our veterinary medical specialties are the embodiment of efficiency, safety, and quality. At present, we have developed products for the small animal industry, expanding our range to satisfy our beloved pets’ needs.

“Vetser SA is **committed in every respect to the development of veterinary products in accordance with the provisions of the Good Manufacturing Practices for Veterinary Products** (SENASA’s resolution No. 482-2002). In the manufacture of medicines, one must note that inspecting production thoroughly is essential to guarantee consumers the product quality they receive.

“No operation should be left to chance when the substances elaborated can be decisive to save, preserve, or recover animal health,” concludes Ms. Kappes.

● **HS CODE (NCM):**

-3808.92.99.990M / Magistral PF



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• **International technical cooperation**

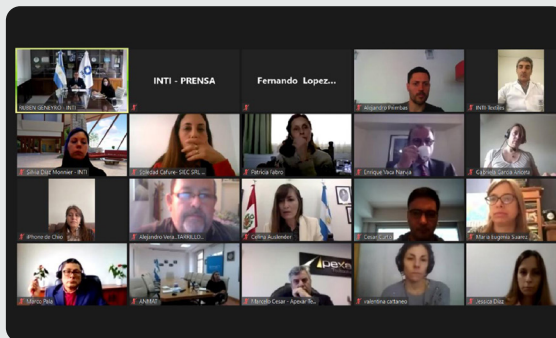


Within the scope of the ENCAP4HEALTH project, financed by the Research and Innovation Staff Exchange (RISE) program, which is part of the Marie Skłodowska-Curie Actions (MSCA) of the European Union, two professionals from our New Formulation Technologies Department will participate in the first of a series of scientific exchanges at the Technische Universität Berlin (TUB), in Germany.

The ENCAP4HEALTH project, led by the TUB, hosts a network of research groups from Germany, Ireland, the United Kingdom, the Netherlands, and Chile, as well as European SMEs, with the aim of developing innovative concepts in micro/nano- encapsulation systems based on polymers of natural origin to improve human health and well-being.

This first six-month exchange will focus on adapting selected existing micro/nano-encapsulation technologies to the high requirements of modern delivery systems, and exploring their transfer to industrial scale. The professionals will also be trained in the characterization and use of certain biopolymers, such as pectins and proteins of vegetable origin. One of the scientists will focus on the encapsulation by coacervation technique, more specifically, on the study of non-toxic crosslinking agents; the other will study a

• **INTI'S capabilities for international markets**



Among the workshops on Technological Offer that INTI has been participating in, together with the Undersecretariat for Trade and Investment Promotion of the Argentine Ministry of Foreign Affairs, meetings have been held to offer products and equipment related to the health sector and, specifically, to the fight against COVID-19.

Thus, workshops were held for Ecuador, Brazil, Panama, and Peru with the support of the Argentine diplomatic representation at the local level, and the participation of about 30 companies from different areas, such as medical supplies for diagnosis, disposable personal protective equipment for healthcare workers, medical equipment, and digital software applied to health.

These spaces make it possible to expand Argentina's exportable offer with knowledge-based products and services, as evidenced by the presentation of the EVA O2 alternative ventilation equipment, developed by a group of 30 specialists from INTI and a consortium of four national SMEs (MW Solutions Argentina, FIA Implantes, Aeromedical, and Metalcrafter), a project that received funding from the National Agency for the Promotion of Research, Technological Development and Innovation (Agencia I+D+i).

The Agency also funded two other INTI initiatives within the framework of the competition for

different technique, that is, ionic gelation, focusing on the molecular structure of hydrogels.

Thanks to this international collaboration, it will be possible to identify new biopolymers, develop efficient and sustainable processing technologies, and produce systems that improve the functionality, digestibility and absorption of these so-called “bioactives”, whose results are expected to lead to new market opportunities in the food sector with the prospect of extending to the agricultural, animal feed, pharmaceutical, and biomedical sectors.

technologies linked to the fight against the pandemic: “Sustainable solutions and developments for the certification of textiles and personal protective equipment (PPE) to reduce the spread of COVID-19” and “Development of antiviral coatings for textiles for use in personal protective equipment.” As a result, INTI now has the **Filter Tester**, the only equipment in the country performing the particle filtering test for respiratory protection equipment, in compliance with internationally recognized standards. It is now required by the ANMAT within the Regulatory Framework for health products.

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DOCUMENT



Technological Capabilities at the Service of Memory, Truth and Justice



This document is part of INTI’s technological offer for Sites of Memory. From the Institute’s technological know-how, it seeks to contribute to the processes of Memory, Truth and Justice.

One year after the death of Mario Cesar Villani, a worker at INTI-Physics and survivor of the last Argentine civic-military dictatorship, the Institute honors his legacy disseminating this compilation, which also includes some technical assistance initiatives in support of justice.

“Since the beginning of our administration, we have striven to make INTI rise up to the challenge to support a model of industrial, technological, federal, and inclusive development. On that path and with a comprehensive view, supporting the processes of Memory, Truth and Justice is central to the country’s sovereignty,” highlighted Ruben Geneyro, INTI’s president.

These actions are in line with others that INTI has been implementing nationally, assisting spaces of memory and the

judiciary, and promoting reparation and awareness-raising actions. Internationally, INTI has supported the ESMA Museum and Site of Memory candidacy before UNESCO to be included as a World Heritage Site.

The document is available for download from the INTI website:

https://back.argentina.gob.ar/sites/default/files/2022/02/p_capacidades_tecnologicas_al_servicio_de_la_memoria_la_verdad_y_la_justicia_v03_1.pdf



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