

CONCEPT NOTE AND INDICATIVE AGENDA

Global Gateway | Health: Dialogue with the Biopharmaceutical Industry

[Borschette Building, Brussels, June 21, 2024](#)

In September 2021, in light of the devastating effects of COVID-19 throughout Latin America and the Caribbean (LAC), the Community of Latin American and Caribbean States (CELAC) presented a Health Self-Sufficiency Plan, unanimously approved by the member countries. This plan continues to guide national, regional, and collaborative efforts with the EU and its member states.

In 2022, European Commission President Ursula von der Leyen and Spanish Prime Minister Pedro Sánchez proposed an EU-LAC partnership to support the objectives outlined in the Health Self-Sufficiency Plan for LAC. Since then, Spain has co-lead with the European Commission a series of actions to promote Team Europe initiatives, focusing on the three immediate priorities: in supporting local manufacturing of vaccines and medicines (mobilizing investments for the private sector); in working with governments to reform national regulatory frameworks and strengthen the business ecosystem, and in promoting knowledge exchange and innovation.

The EU-LAC partnership represents an opportunity to partner with the pharmaceutical, biotech and MedTech industries and private sector networks **to enhance local manufacturing capacity for medicines, vaccines, and health products**, and diversify global value chains.

The initiative is part of the Global Gateway Investment Agenda for LAC, presented at the EU-LAC Summit of July 2023, and includes a series of high-level meetings reflected in the roadmap approved at the EU-LAC Heads of State and Government Summit in July 2023. The most recent meeting, held in March 2024, brought together senior representatives from European and LAC governments, national regulatory agencies, the private sector on both sides of the Atlantic, and representatives from associations, civil society, and the European Commission.

As part of the Global Gateway Investment Agenda, the EU is promoting dialogue with the biopharmaceutical private sector, aiming at exchanging information, facilitating contacts, and stimulate interest and identify opportunities to support the production of medicines and vaccines, as well as national-level reforms to achieve common goals. The first dialogue took place in March 2023 and focused on sharing pharmaceutical innovations, coupled with an on-line pharma marketplace.

This event is part of that dialogue and aims at consolidating a “Health platform for exchanges between European and LAC biopharmaceutical companies by moving forward the following objectives: (1) to **inform the private sector of the instruments developed so far**, (2) to **provide examples of investments and actions taken**, and (3) to gather key information for the next period, including **identifying investment opportunities**. Additionally, this dialogue aims to (4) to **facilitate contacts among biopharmaceutical sector agents, private companies, and R&D institutions**, and (5) to **support the formation of networks, partnerships, and associations**.

Expected outcomes:

- Key factors for investing in the production and access to medicines, vaccines, and health products in LAC: state of play/how things are moving/Team Europe approach and instruments available.
- Further analyse the barriers faced by European/LAC companies in the LAC region and conditions to seize market opportunities.
- Address companies' perspectives on essential medicine supply issues and the pharmaceutical and biotechnological value chains.
- Stimulate interest and facilitate connections among companies, funding entities, and research institutes.

POSSIBLE TOPICS:

- Requirements to achieve common production of medicines in LAC and how European companies can support this goal,
- Key factors for health self-sufficiency in LAC and addressing supply issues. Replicable success stories.
- Investments in R&D&I. Technology transfer and its impact on production.
- Mechanisms to establish public-private partnerships.

PARTICIPANTS: Maximum 169 in-person, unlimited remote participation

1. European and LAC pharmaceutical and biotechnology companies
2. European and LAC research and development institutes
3. Multilateral, European, and LAC development banks
4. Representatives of the European Commission and Spain, co-leading the Team Europe approach on health

Agenda (Indicative)

9:30-10:45	Registration and welcome coffee
11:00-11:30	Opening <ul style="list-style-type: none"> ▪ INTPA- Cecile Billaux, Head of Unit G4 ▪ Economic Office of the President, Spain- TBD
11:30-12:45	First session: Strategic Investments through the Global Gateway: Enhancing/Encouraging health sector in the EU-LAC Discussion points: <ul style="list-style-type: none"> ▪ Exploring investment opportunities and market potential in EU and LAC's pharmaceutical sector. ▪ Analysing barriers faced by pharmaceutical companies in the LAC region, and successful case studies. ▪ Identifying key financial, technical and capacity factors in supporting the investment in the production of medicines, vaccines, and health products in LAC ▪ What realistic first steps can be taken? Ex. pilot programs <ul style="list-style-type: none"> ▪ Moderation: EFPIA- TBC ▪ Speakers: <ul style="list-style-type: none"> ○ Arnaud Bonnet, HDx (EIB/ Gates Foundation) Fund Manager (financial instruments) ○ Vicente Verez, Finlay and EU/AFD- Cuba, EU/ France (showcase: blending operation) ○ Santiago de las Torres, President of Atrys Health- Spain (investing in LAC) ▪ Debate: 30 mins.
12:45-13:45	Lunch
13:45-14:00	Summary of morning discussion
14:00-15:15	Second session: R&D&I and Technology Transfers in Common Medicine Production: Barriers, Opportunities, and Needs Discussion points <ul style="list-style-type: none"> ▪ Requirements to achieve common production of medicines in LAC and how European companies and the EU can support this goal. How can support be earmarked to achieve LAC's goals and mitigate the risks? ▪ Mechanisms to establish effective public-private partnerships and the

	<p>effective valorisation of R&I. Addressing legal and financial frameworks to facilitate partnerships and technology transfers.</p> <ul style="list-style-type: none"> ▪ Successful case studies of public-private collaborations in the LAC health sector. What is the step we can take? <ul style="list-style-type: none"> ▪ Moderation: RTD R2- TBC ▪ Speakers: <ul style="list-style-type: none"> ○ Fiocruz ○ Dr Sotiris Missailidis, Institut Pasteur- research networks ○ Univercells- tech transfer and local PS development <p>Debate</p>
15:30-16:45	<p>Third session: Sector' perspectives on medicines/vaccines supply issues and the pharmaceutical and biotechnological value chains.</p> <p>Discussion points:</p> <ul style="list-style-type: none"> ▪ Facilitating connections among companies, funding entities, and research institutes to strengthen supply chains. ▪ Exploring challenges and solutions for ensuring consistent and efficient supply of health products. ▪ Strategies for optimizing supply chains in the region. <ul style="list-style-type: none"> ▪ Moderation: HERA ▪ Speakers: <ul style="list-style-type: none"> ○ Jorge E. Osorio, CEO VaxThera, Colombia ○ Silvana Lay, FIFARMA ○ ALIFAR ▪ Debate: 30-40 mins.
16:45-17:00	Summary of discussions and institutional closure
17:00	Networking

