

Emprendedorismo y Creación de Empresas Biotecnológicas

DEL 31/8 AL 11/9 2015 DE 9.30 A 18.30 HS EN EL CAMPUS
MIGUELETE - UNSAM

Simulación de la creación de
una empresa biotecnológica

Preparación y defensa de un
plan de negocios

Redacción y negociación de
un protocolo de inversión

Coordinación Dres. Manuel Vega y Lila Drittanti
Profesores: Dres. Liliana Haim y Eliezer Barreiro

Dirigido a Graduados en Biología, Biotecnología, Bioquímica,
Química, Veterinaria, Agronomía y áreas afines.

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Arancel: Ar\$1000



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BIOTECNOLÓGICAS



CABBIO
Centro Argentino Brasileiro
de Biotecnologia



Eliezer J. Barreiro

Professor Titular



Universidade Federal do Rio de Janeiro



Laboratório de Avaliação e Síntese de Substâncias Bioativas

<http://www.lassbio.icb.ufrj.br/>



Laboratório de Avaliação e Síntese de Substâncias Bioativas

Instituto Nacional de Ciência e Tecnologia de Fármacos e Medicamentos

<http://www.inct-inofar.ccs.ufrj.br/>



Eliezer J. Barreiro



Farmacêutico, UFRJ 1971

$h=40$ (6076)

<https://br.linkedin.com/pub/eliezer-j-barreiro/26/.../9...>



1971-1973 – MSc (QPN)
Prof. Ben Gilbert



1974-1978 – Docteur D'État, Un Scientifique et Médicale de Grenoble, FR



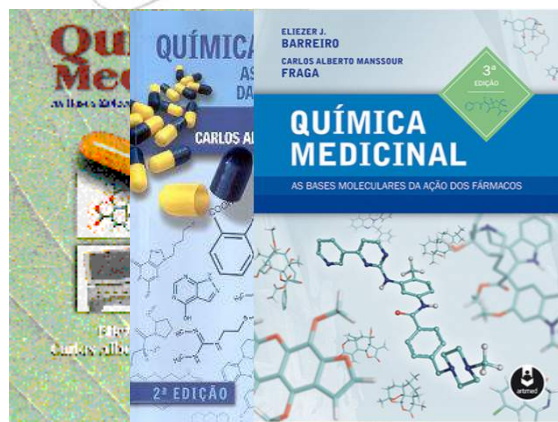
1979-1985 Prof. Ass DQ



1986 - Professor Titular, FF



1994



2001 2008 2015



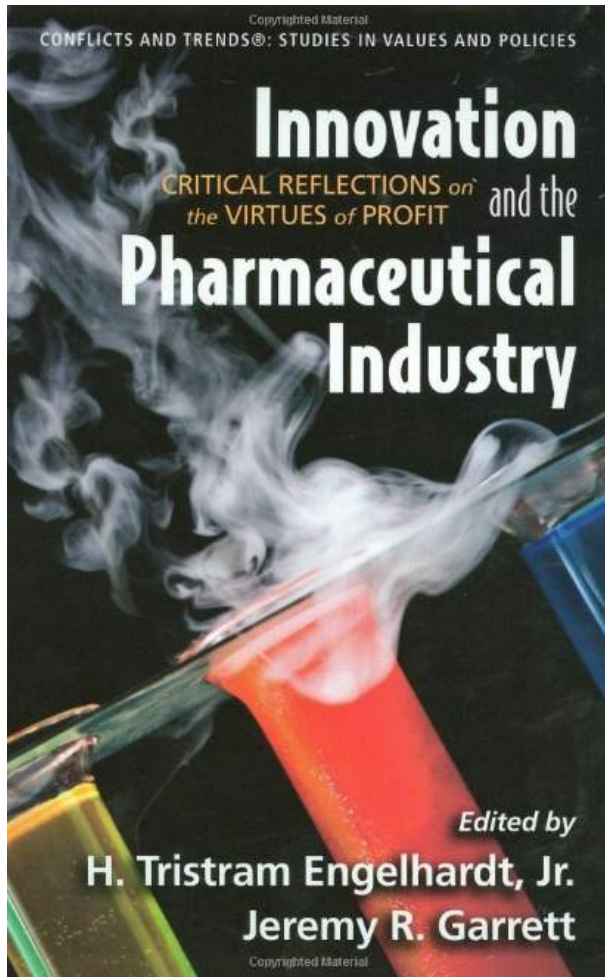
Química Medicinal



2009

Resumen

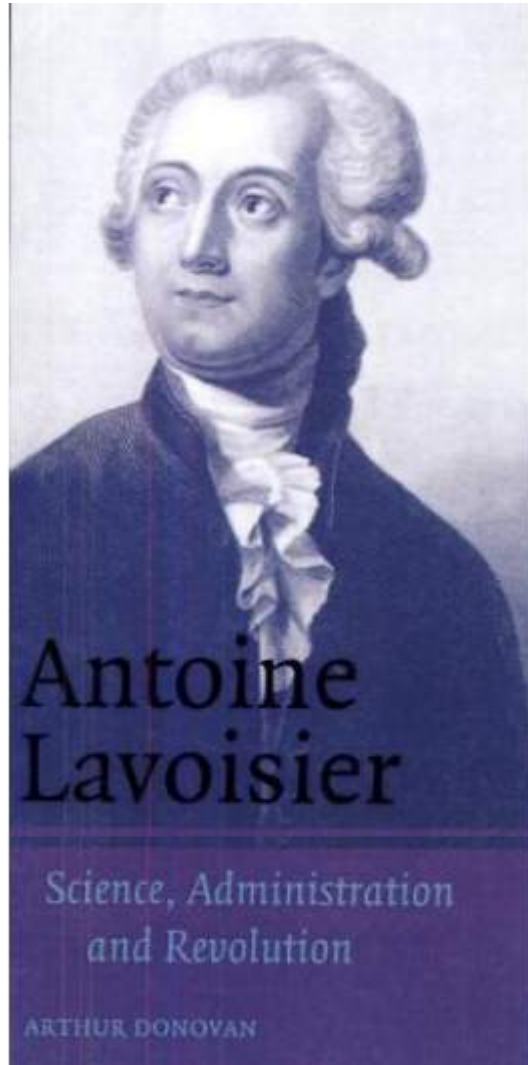
- ❖ La innovación farmacéutica es *science-based*...;
- ❖ La forma actual de la gestión de la innovación farmacéutica;
- ❖ El papel de la Academia en el proceso D4;
- ❖ La experiencia y la contribución del LASSBio/INCT-Inofar



La innovación tecnológica es el proceso más dinámico de la actividad industrial que genera riqueza. Este dinamismo se acentúa en la innovación farmacéutica radical del sector, más que cualquier otro, depende de la interacción efectiva entre *Ciencia y Tecnología.*



**El proceso de
innovación
en productos
farmacéuticos
es complejo
e interdisciplinario!**



“Most of the work still to be done in science and the useful arts is precisely that which needs knowledge and cooperation of many scientists and disciplines.

That is why it is necessary for scientists and technologists in different disciplines to meet and work together, even those in branches of knowledge which seem to have least relation and connection with one another.“

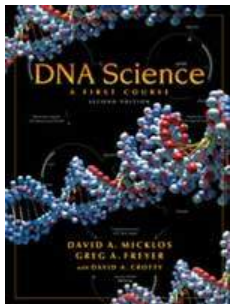
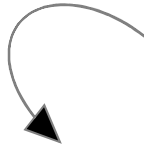
Antoine Lavoisier, 1793

interdisciplinarietà

The scientific research through the ages...



Galileo, Newton, Darwin, & Einstein



The physical Crick & the biologist Watson

JD Watson & FHC Crick, A Structure for Deoxyribosé Nucleic Acid, *Nature* 1953, 171, 737-738.



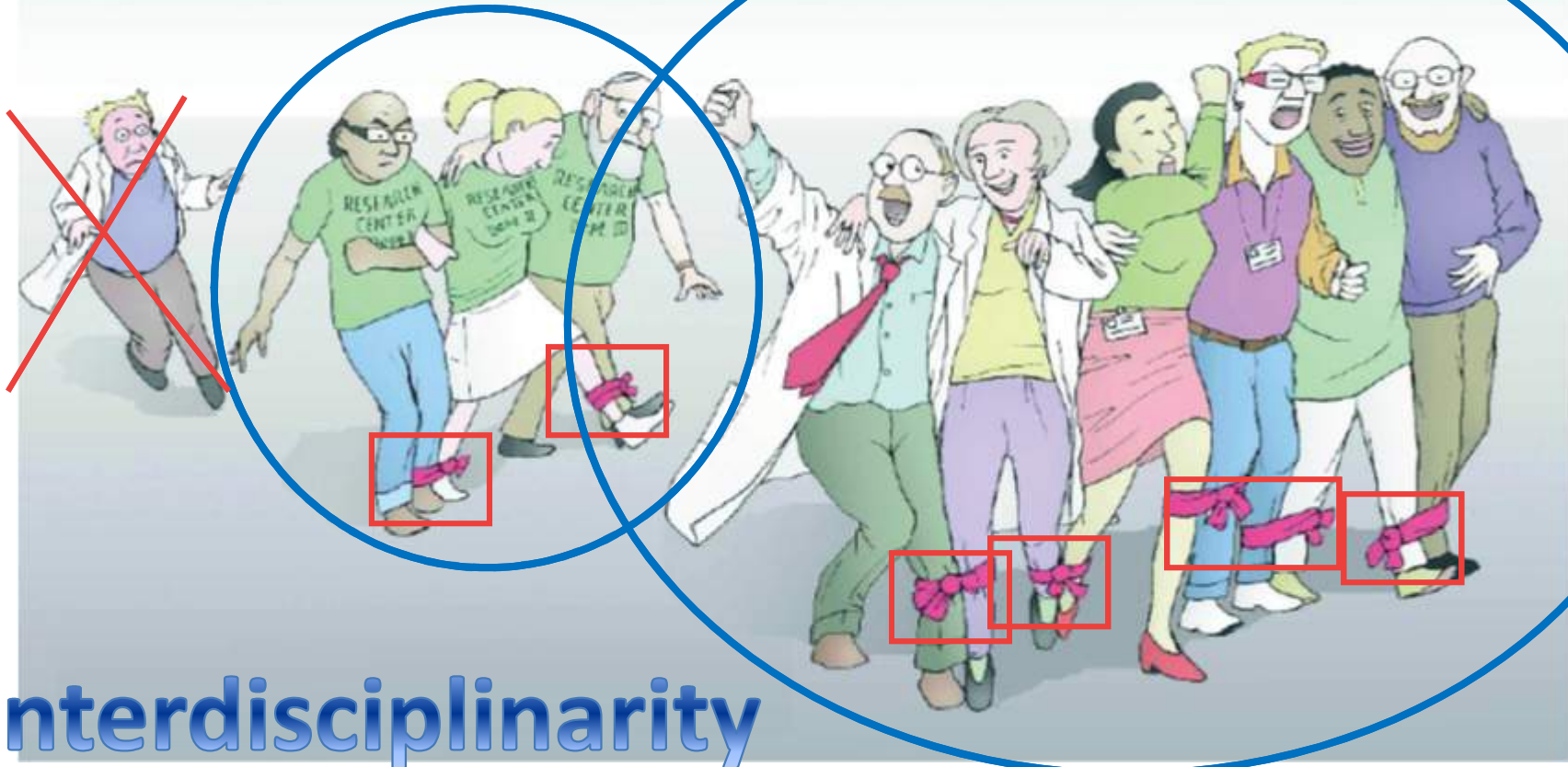
The human genome team

J. Whitfield, *Nature* **2008**, 455, 720

NEWS FEATURE


NATURE [Vol 455] 9 October 2008

What makes a successful research team?



Interdisciplinarity

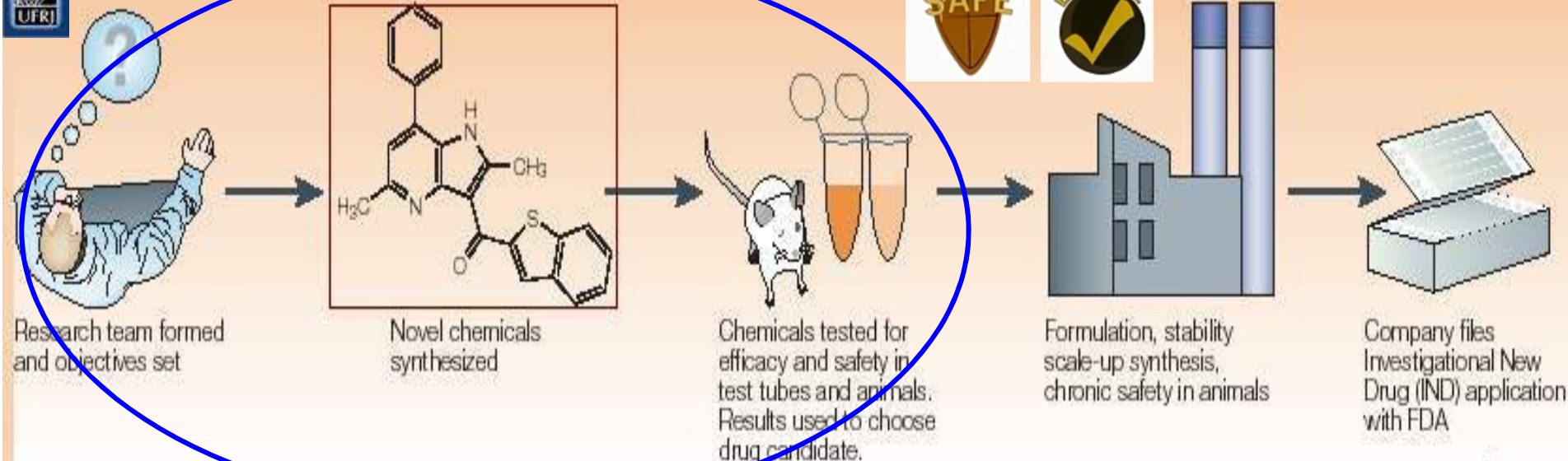
W Masona, D J Watts, Collaborative learning in networks, *PNAS* **2012**, 109, 764; M Williams, Productivity Shortfalls in Drug Discovery: Contributions from the Preclinical Sciences?, *JPET* **2011**, 336, 3; R Guimera, B Uzzi, J Spiro, L A N Amaral, Team Assembly Mechanisms Determine Collaboration Network Structure and Team Performance, *Science* **2005**, 308, 697.



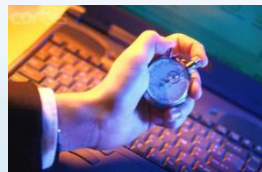
A inovação
farmacêutica é
science-based...



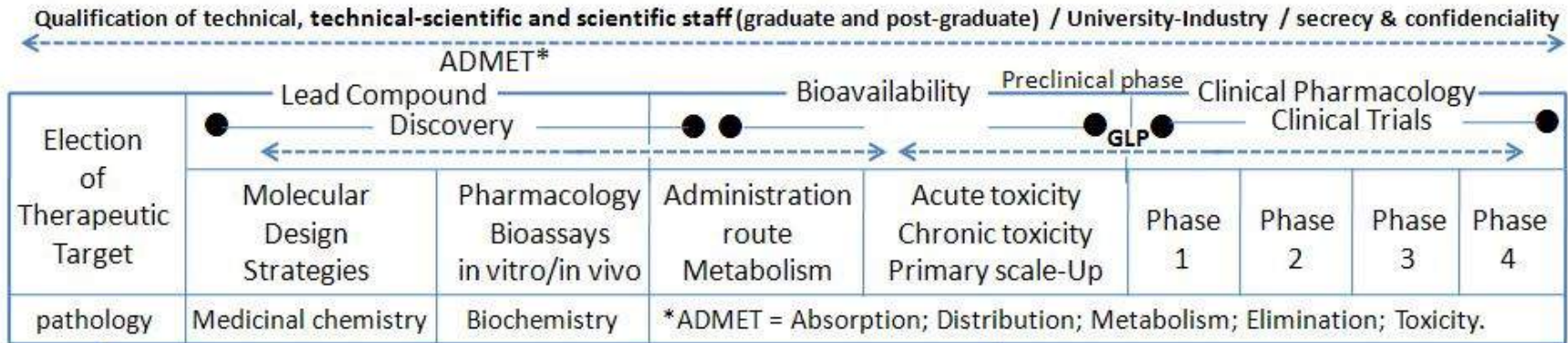
Clinical studies



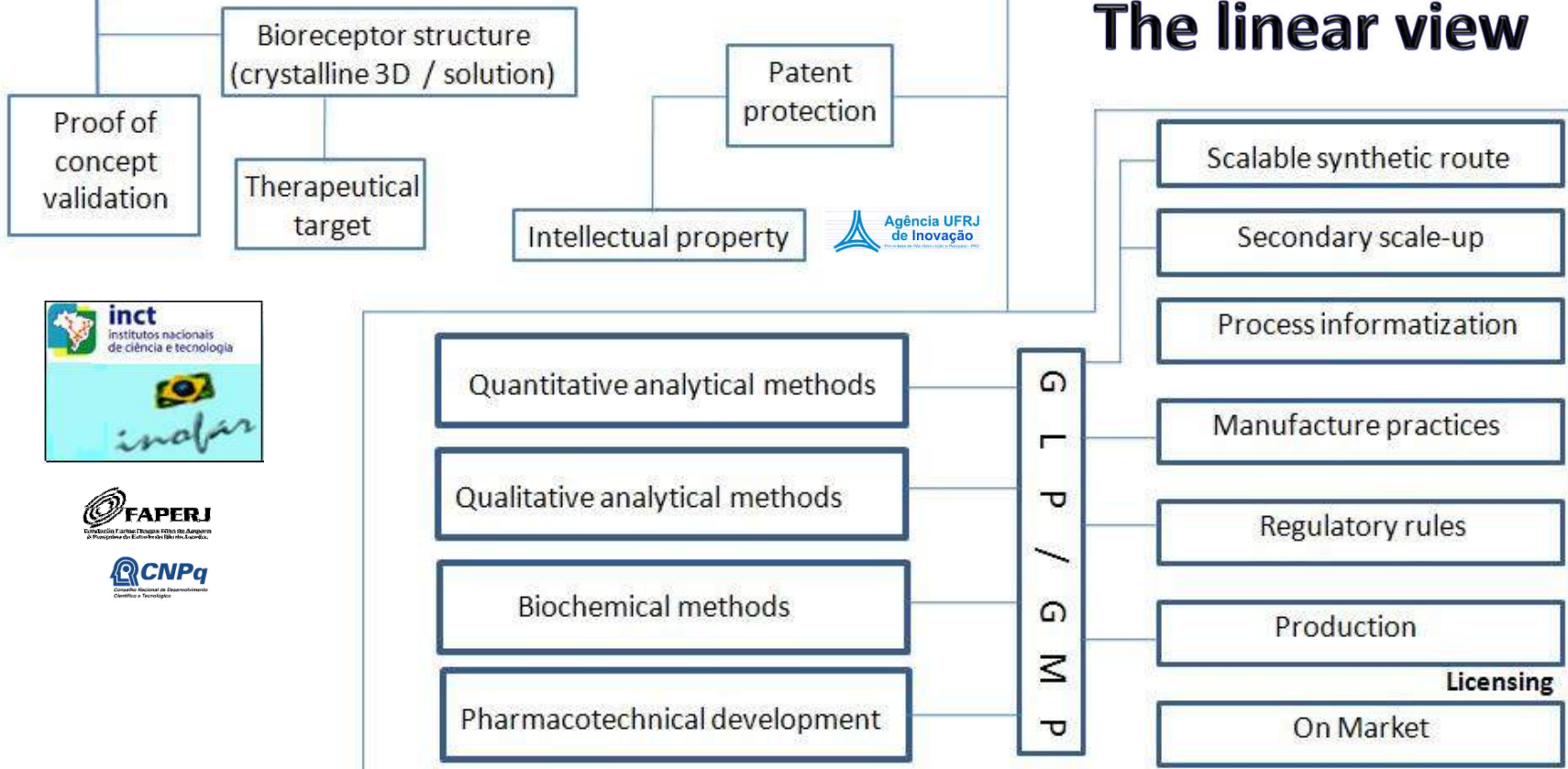
Clinical studies



The drug discovery & development process



The linear view



INOVAÇÃO
Farmacêutica
Pharma

Química
m e d
Medicinal
c h e m

Lead compound
Composto-protótipo



Marketing e vendas

Paso
Búsqueda

Seleção do alvo molecular; Desenvolvimento dos ensaios farmacológicos *in vitro* e *in vivo*; Desenho de ligantes; Síntese; Identificação & Otimização do Protótipo.

Paso
Desarrollo

Inicial: Realização dos ensaios pré-clínicos
Tardia: Realização dos ensaios clínicos
(Fase I, Fase II e Fase III).

Etapa
Reguladora

ANVISA;
EMA;
FDA:

Paso
comercialización



The modern drug discovery process

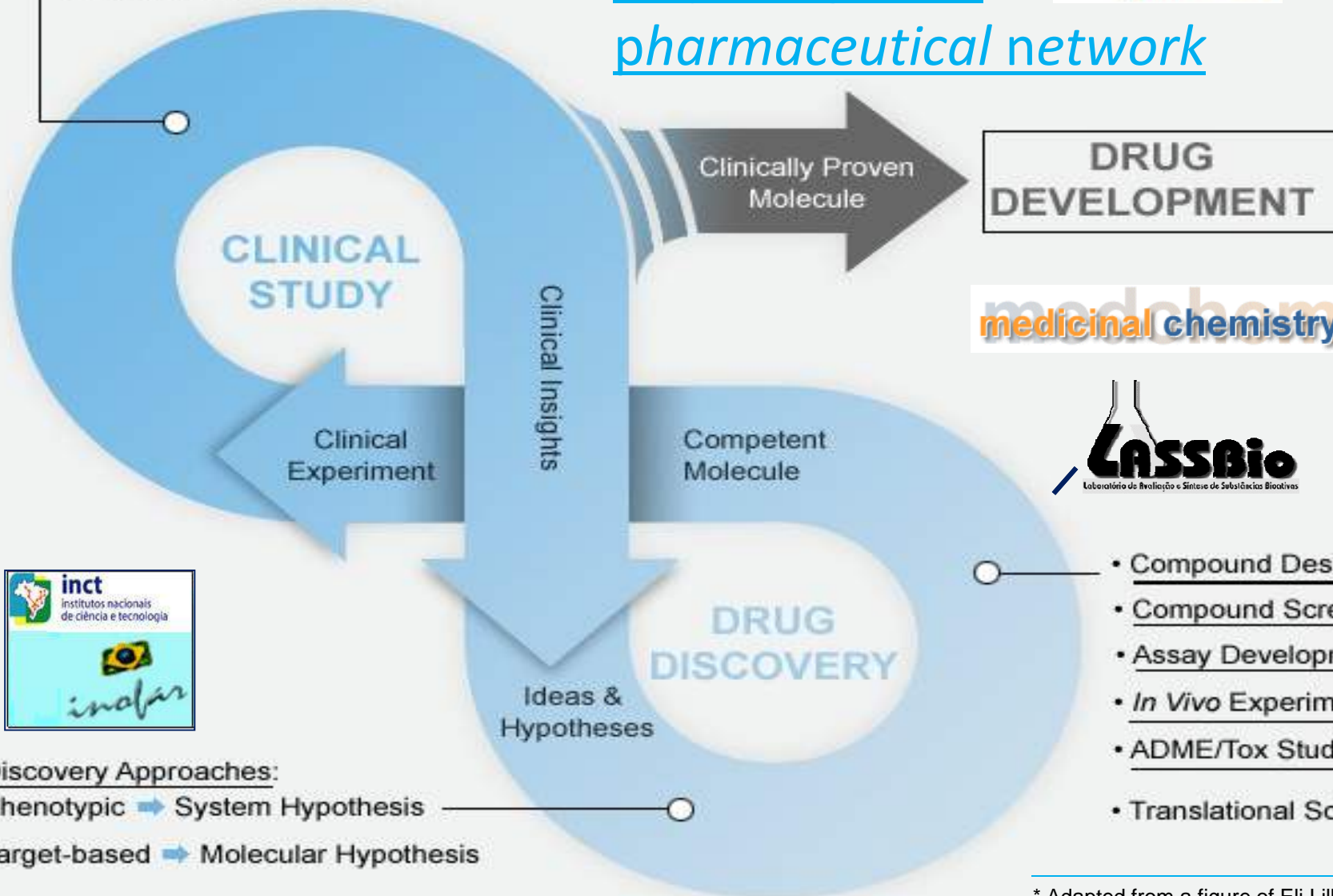


Clinical Assessment:

- Phase I: Safety
- Phase II: Efficacy
- Phase III: Registration

The current view

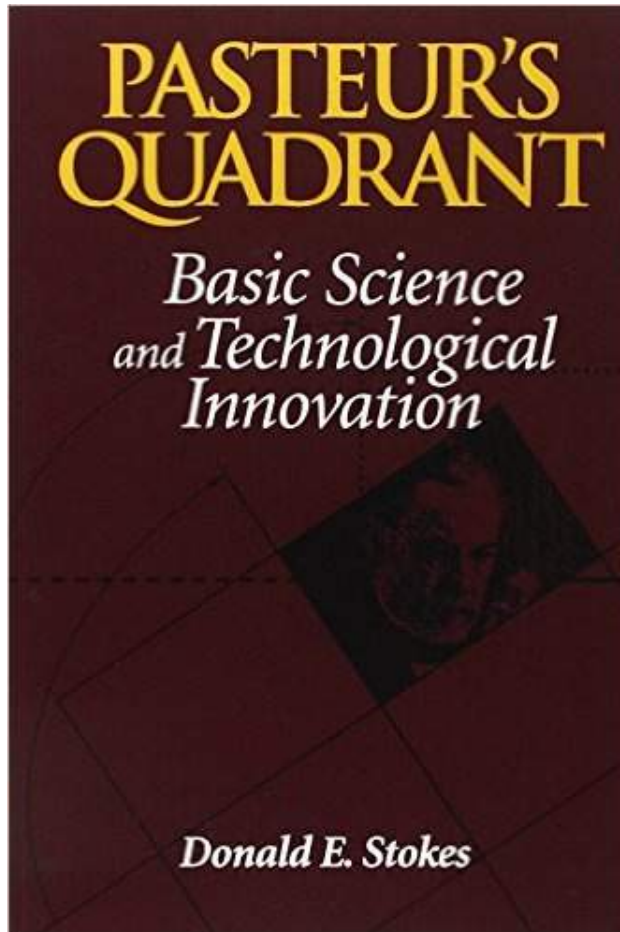
fully integrated
pharmaceutical network



* Adapted from a figure of Eli Lilly website

La innovación no espera..

Impact Innovation Initiative
Ideas Inspiration

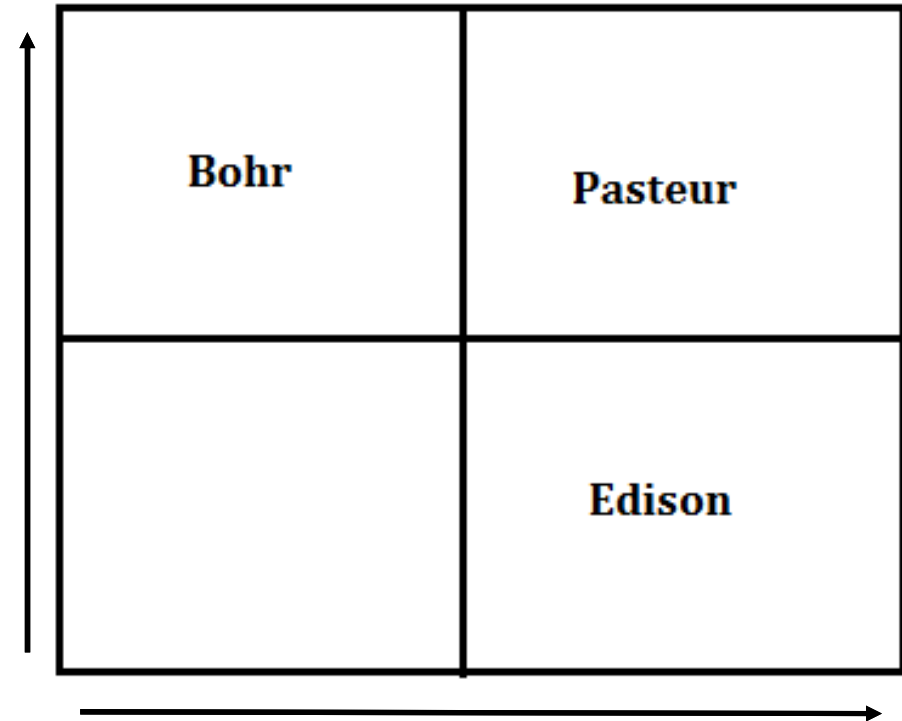


1928-1997

Woodrow Wilson School of Public
and International Affairs
at Princeton University
(1997)

Quadrante de Pasteur

Pesquisa básica & aplicada



Translational Science



D. Butler, *Nature* **2008**, *453*, 840; doi:10.1038/453840a

La investigación traslacional significa diferentes cosas para diferentes personas, pero parece importante a casi todos ^{a)}

^{a)} S.H. Woolf, *JAMA*, **2008**, *299*, 211; B.S. Collier, R. M. Califf, *Sci Translational Medicine* **2009**, *1*, 1.

The worldwide drug Market was US\$ >945 billion (2014)



BBC Mobile
NEWS BUSINESS
 Home World UK England N. Ireland Scotland Wales Business Politics Health Education Sci/E
 Market Data | Your Money | Economy | Companies

1 February 2011 Last updated at 18:02

Pfizer to close UK research site

Drug maker Pfizer is to close its research and development (R&D) facility in Kent, which employs 2,400 people.

The move has raised concerns that the UK is losing highly-skilled jobs and about the private sector's ability to absorb cuts in the public sector.

The Unite union said the roles were "exactly the sort of jobs we need to keep in this country".

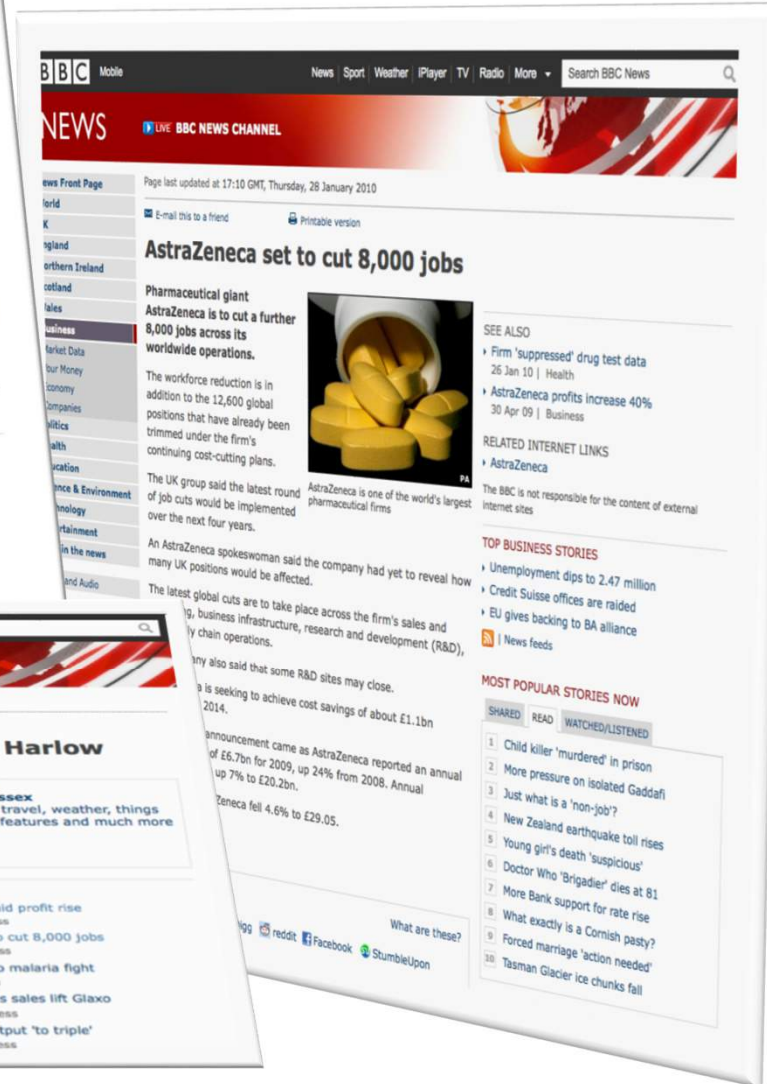
Business Secretary Vince Cable said the firm's decision was not about the UK as a location for pharmaceutical research.

Pfizer said the majority of staff would be made redundant over the next two years.

But it hopes to transfer several hundred positions to other sites or other work being done for Pfizer.

Related Stories

- Pfizer plant closure 'body blow'



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Page last updated at 17:10 GMT, Thursday, 28 January 2010

AstraZeneca set to cut 8,000 jobs

Pharmaceutical giant AstraZeneca is to cut a further 8,000 jobs across its worldwide operations.

The workforce reduction is in addition to the 12,600 global positions that have already been trimmed under the firm's continuing cost-cutting plans.

The UK group said the latest round of job cuts would be implemented over the next four years.

An AstraZeneca spokeswoman said the company had yet to reveal how many UK positions would be affected.

The latest global cuts are to take place across the firm's sales and marketing, business infrastructure, research and development (R&D), and supply chain operations.

The firm also said that some R&D sites may close.

The firm is seeking to achieve cost savings of about £1.1bn over the next four years.

The announcement came as AstraZeneca reported an annual profit of £6.7bn for 2009, up 24% from 2008. Annual sales rose 7% to £20.2bn.

AstraZeneca's share price fell 4.6% to £29.05.

SEE ALSO

- Firm 'suppressed' drug test data 26 Jan 10 | Health
- AstraZeneca profits increase 40% 30 Apr 09 | Business

RELATED INTERNET LINKS

- AstraZeneca

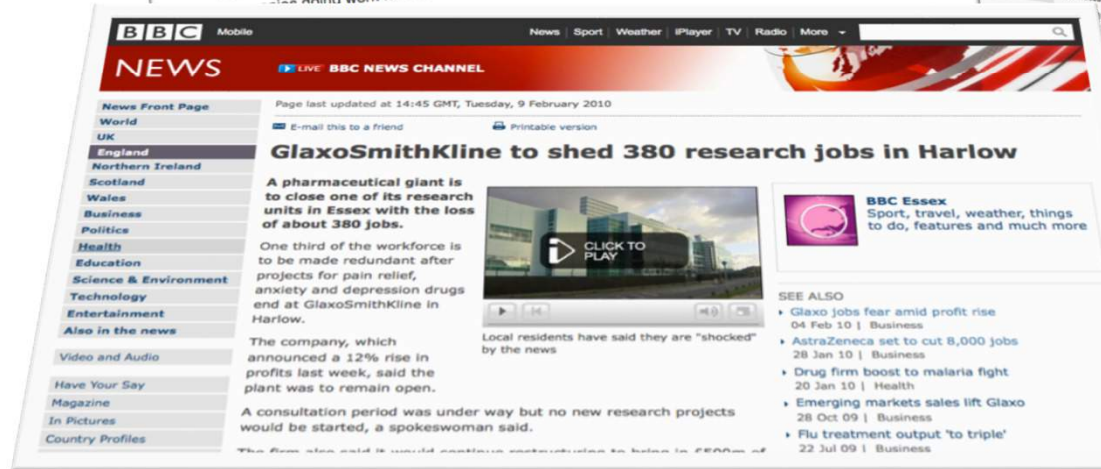
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TOP BUSINESS STORIES

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- Credit Suisse offices are raided
- EU gives backing to BA alliance
- News feeds

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 2 More pressure on isolated Gaddafi
 3 Just what is a 'non-job'?
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 5 Young girl's death 'suspicious'
 6 Doctor Who 'Brigadier' dies at 81
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Page last updated at 14:45 GMT, Tuesday, 9 February 2010

GlaxoSmithKline to shed 380 research jobs in Harlow

A pharmaceutical giant is to close one of its research units in Essex with the loss of about 380 jobs.

One third of the workforce is to be made redundant after projects for pain relief, anxiety and depression drugs end at GlaxoSmithKline in Harlow.

The company, which announced a 12% rise in profits last week, said the plant was to remain open.

A consultation period was under way but no new research projects would be started, a spokeswoman said.

The firm also said it would continue to invest in R&D of £1.5bn over the next four years.

Local residents have said they are "shocked" by the news.

SEE ALSO

- Glaxo jobs fear amid profit rise 04 Feb 10 | Business
- AstraZeneca set to cut 8,000 jobs 28 Jan 10 | Business
- Drug firm boost to malaria fight 20 Jan 10 | Health
- Emerging markets sales lift Glaxo 28 Oct 09 | Business
- Flu treatment output 'to triple' 22 Jul 09 | Business

Mercado global de medicamentos

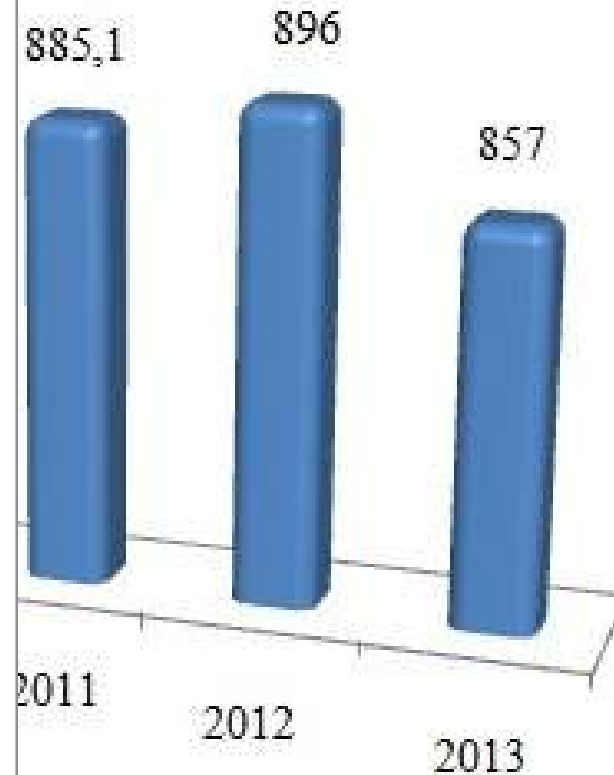
TOP 10 COMPANIES

Sales decline as patents expire

	SALES ^a (\$ BILLIONS)	12-MONTH CHANGE IN SALES
Novartis	\$50.5	4.0%
Pfizer	43.4	3.0
Sanofi	37.5	6.2
Merck & Co.	35.4	0.2
Roche	35.0	4.1
Johnson & Johnson	32.7	18.3
AstraZeneca	32.3	5.3
GlaxoSmithKline	30.9	1.2
Teva	24.9	3.8
Eli Lilly & Co.	21.2	-2.0
TOTAL	\$343.8	0.1%
GLOBAL MARKET	\$901.3	5.5%

^a For the 12 months ending on June 30, 2014.

SOURCE: IMS Institute for Healthcare Informatics

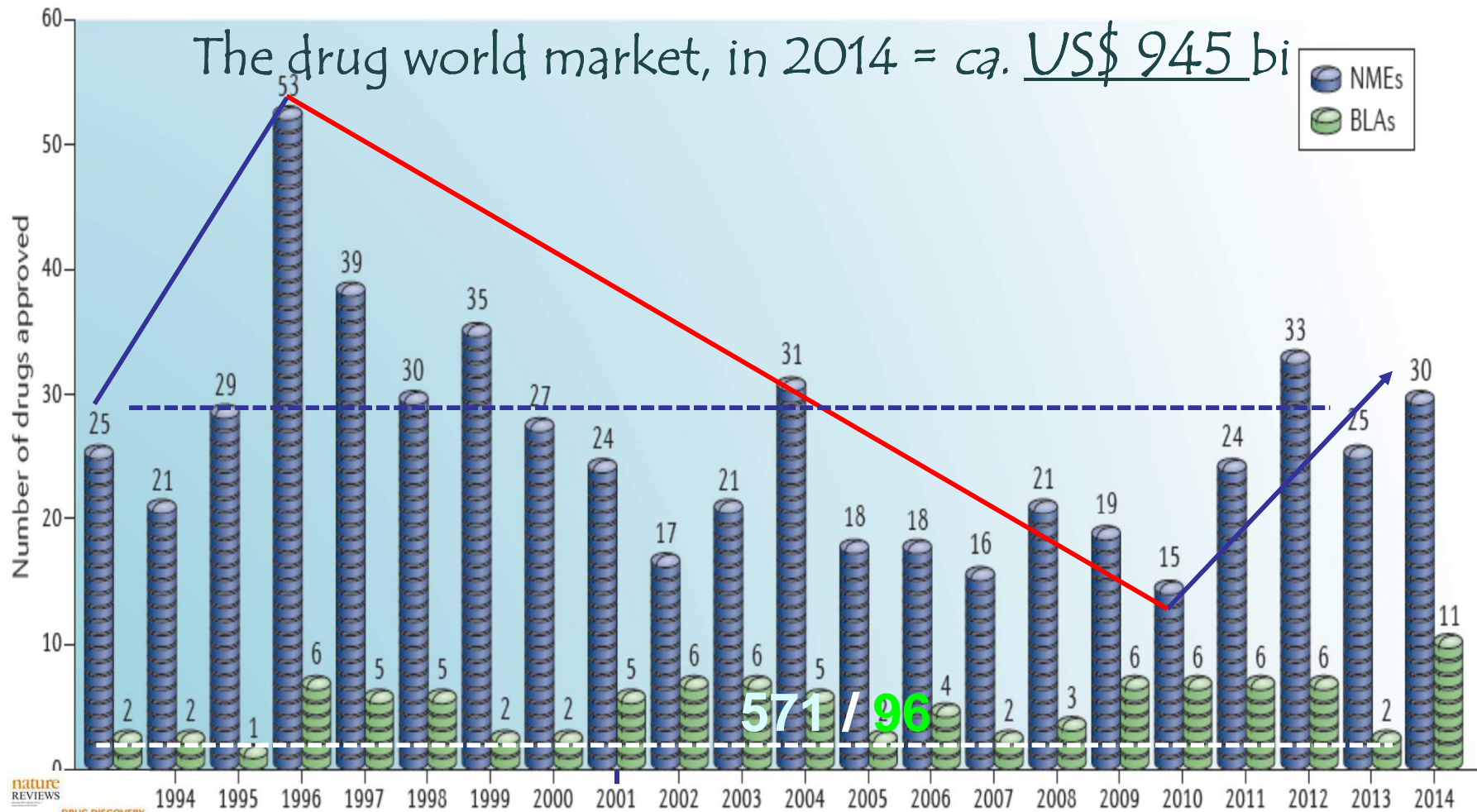


(Dez. 09) p. 12-17



2014 – Estimado em US\$ 945 bilhões

2014 FDA drug approvals



A Mullard, *Nature Rev. Drug Discov.* **2015**, 14, 77-81

Fuerte 2012, pero sólo unos pocos *blockbusters* potenciales (apixaban; Elequis^R)



*O papel da
academia...*

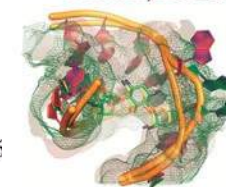


Drug Discovery in an Academic Setting: Playing to the Strengths

Donna M. Huryn*

Department of Pharmaceutical Sciences, University of Pittsburgh, 712 Salk Hall, 3501 Terrace Street, Pittsburgh, Pennsylvania 1526 United States

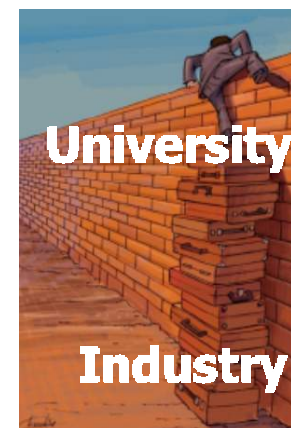
ACS Medicinal Chemistry Letters



Inter-alia: CJ Tralau-Stewart et al., UK academic drug discovery, *Nature Rev. Drug Discov.* **2014**, 13,15; M Alvim-Gaston et al. Open Innovation Drug Discovery (OIDD): A Potential Path to Novel Therapeutic Chemical Space, *Curr Top Med Chem* **2014**, 14, 294; SP Forster et al. Virtual pharmaceutical companies: collaborating flexibly in pharmaceutical development, *Drug Discov. Today* **2014**, 19, 348; JM Abou-Gharbia, WE Childers, Discovery of Innovative Therapeutics: Today's Realities and Tomorrow's Vision. 1. Criticisms Faced by the Pharmaceutical Industry, *J. Med. Chem.* **2013**, 56, 5659; BS Slusher et al., Bringing together the academic drug discovery community, *Nature Rev. Drug Discov.* **2013**, 12, 811; H Wild, C Huwe, M Lessl, Collaborative Innovation — Regaining the Edge in Drug Discovery, *Angew. Chem. Int. Ed.* **2013**, 52, 2684; A A Toole, The impact of public basic research on industrial innovation: Evidence from the pharmaceutical industry, *Res. Policy* **2012**, 41, 1; W Scannell, A Blanckley, H Boldon, B Warrington, Diagnosing the decline in pharmaceutical R&D efficiency, *Nature Rev. Drug Discov.* **2012**, 11, 191; W L Jorgensen, Challenges for Academic Drug Discovery, *Angew. Chem. Int. Ed.* **2012**, 51,11680; S Frye et al., US Academic Drug Discovery, *Nature Rev. Drug Discov.* **2011**, 10, 409; C J Tralau-Stewart et al., Drug Discovery: New models for Industry-academic partnerships, *Drug Discov. Today* **2009**, 14, 95; PG Wyatt, The emerging academic drug discovery sector, *Future Med. Chem.* **2009**, 1, 1013.

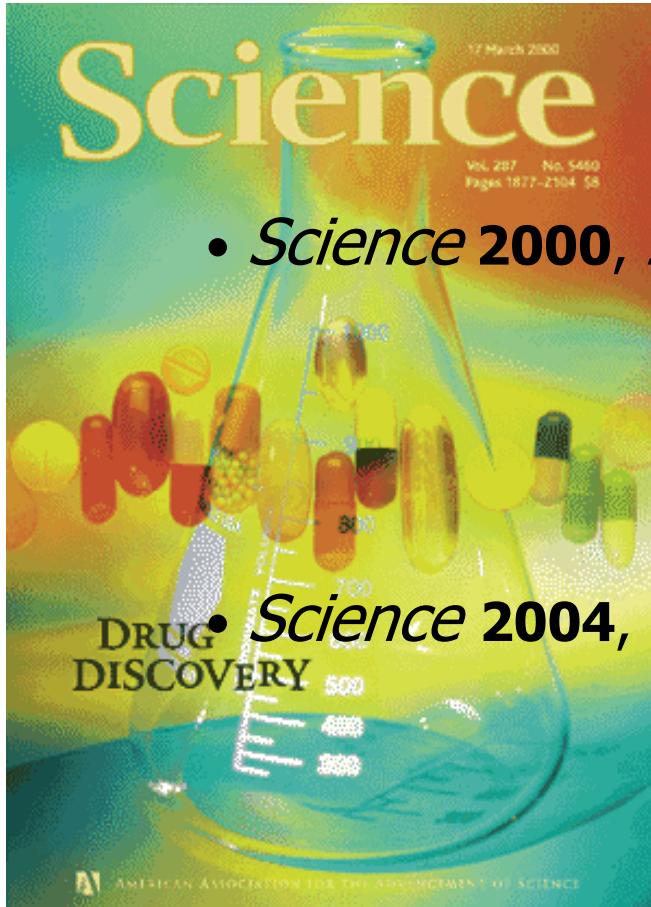
“ ... a university has a number of unique characteristics that could contribute to making it an ideal environment where drug discovery & medicinal chemistry activities can thrive.... There is no doubt that academia can play an important role in drug discovery”

ACS Med. Chem. Lett. **2013**, 4, 313



Henry Chesbrough

La innovación farmacêutica...



- *Science* **2000**, 287, 1951 (J. Uppenbrink, J. Mervis)



- *Science* **2004**, 303, 1713 (D. Kennedy)



...es science-based!



1902

207 pesquisadores ganharam o Prêmio Nobel de Medicina desde 1901-2014

J. Robert Warren

Barbara McClintock

Paul Ehrlich

Christiane Nüsslein-Volhard

James Dewey Watson

168 pesquisadores ganharam o Prêmio Nobel de Química desde 1901-2014



Alexander Fleming
Robert J. Lefkowitz



Emil Fischer
Sune K Bergström
George Hitchings
Ernest B Chain
Edwin G Krebs
Howard W. Florey



John R Vane



Dorothy C Hodgkin
Robert Robinson



Arieh Warshel
Brian K Kobilka
Gerhard Domagk

Martin Karplus
Gertrude B Elion
James W Black
Bengt I Samuelsson
Edmond H Fischer
Michael Levitt



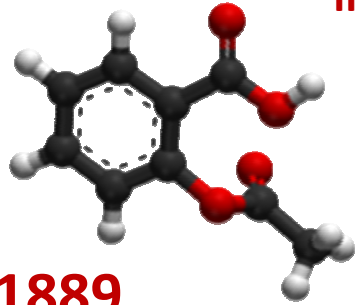
2014

ASA

Cimetidine

Propranolol

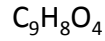
Acyclovir



1889

**The Nobel Prize
in Medicine & Physiology
1982**

AAS



Sune Bergström (66)

(1916-2004)

John Vane (55)
(1927-2004)



1982



Bengt Samuelsson (48)
(1934)

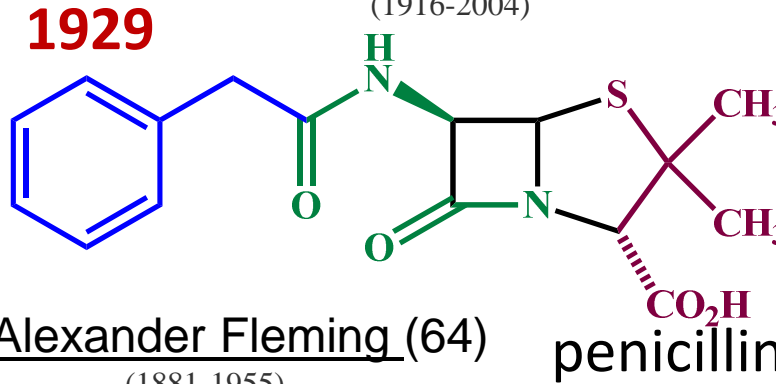


1945

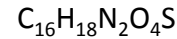


Sir Alexander Fleming (64)

(1881-1955)



penicillin



E. Boris Chain (39)
(1906-1979)

Howard W. Florey (47)
(1898-1968)



Dorothy C. Hodgkin (54)

(1910-1994)

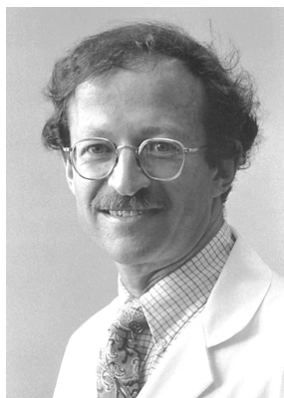
1964



**The Nobel Prize
in Medicine & Physiology
1945**

**The Nobel Prize
in Chemistry
1964**

Tinibes: inibidores de TK's



Harold E. Varmus (50)
(1939)



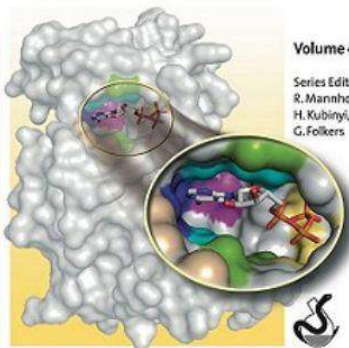
1989

Methods and Principles in Medicinal Chemistry

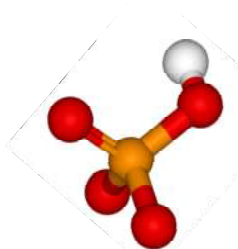
Edited by Bert Klebl, Gerhard Müller,
and Michael Hamacher

WILEY-VCH

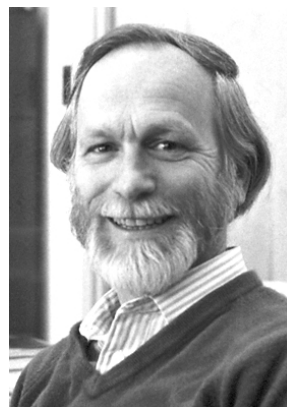
Protein Kinases
as Drug Targets



Volume 49
Series Editors:
R. Mannhold,
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G. Folkers



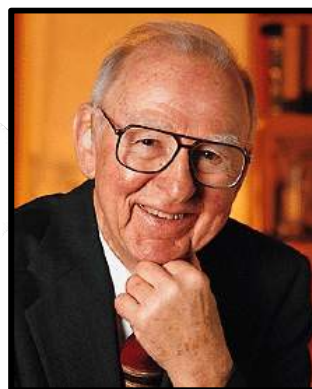
kinoma



J. Michael Bishop (53)
(1936)



1989



Edwin G. Krebs (72)
(1918 – 2009)



1992



Edmond H. Fischer (72)
(1920)

33 tinibes em el mercado

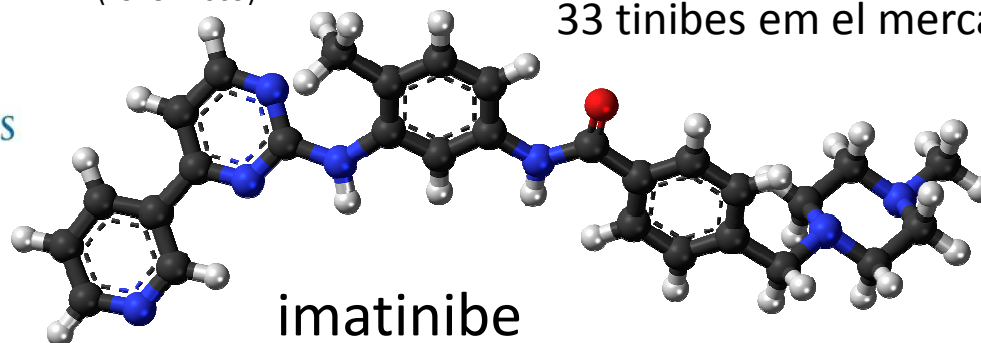
Nicholas Lydon
(1957)



NOVARTIS

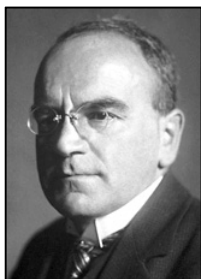


2001



imatinibe

Estatinas: multimillonario innovación



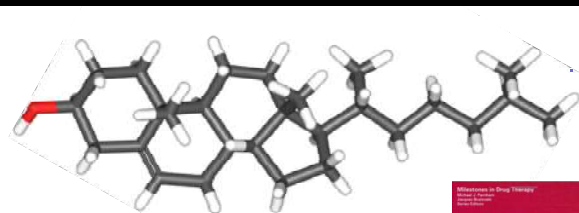
Heinrich Wieland (50)
(1877-1957)

1927

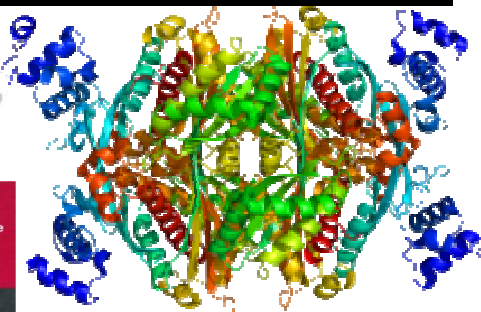


Adolf Windaus (52)
(1876-1959)

1928



colesterol



HMGCoAR



1964



Konrad Bloch (53)
(1912-2000)

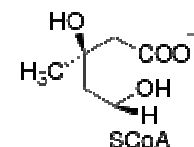
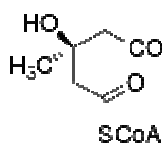
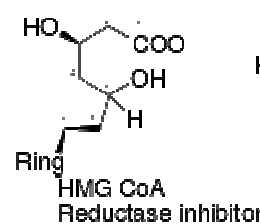


Feodor Lynen (54)
(1911-1979)

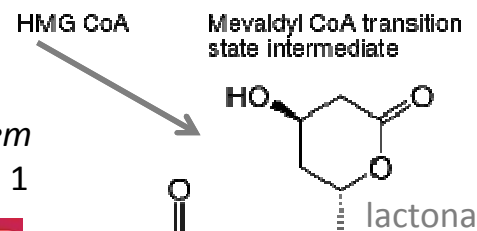


John Cornforth (58)
(1917-2013)

1975



J Med Chem
1985, 28, 1



lactona

1985

LDL



Joseph L Goldstein (45)
(1940)



Michael S Brown (44)
(1941)

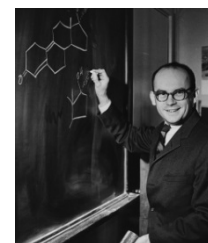
University of Texas, Dallas



Akira Endo
(1933)



Albert Lasker Award
for Clinical
Medical Research, 2008*



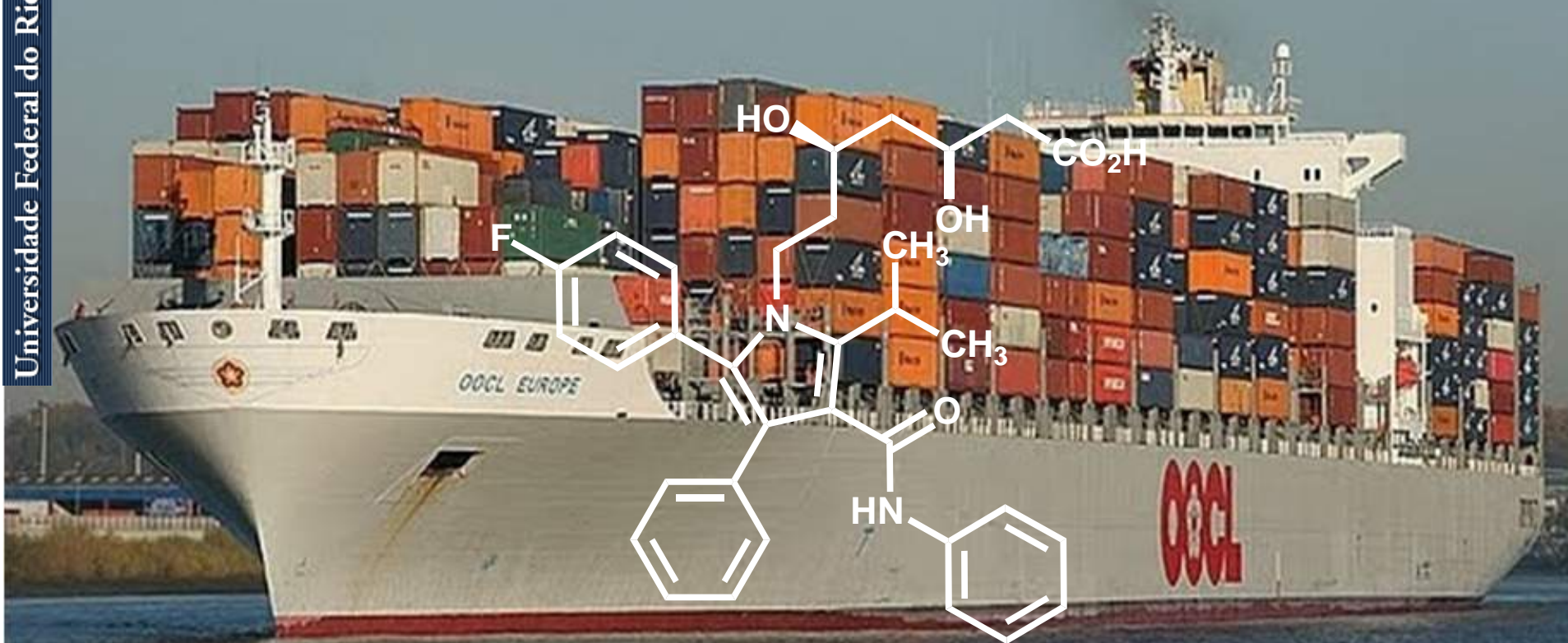
Mevilonina
/compactina
1979 Simvastatina

Arthur A Patchet

(1929)

New Lead Discovery Department
Merck Co.

La Big-Pharma ...



1991-2011 = US\$ > 150 bilhões

... y el síndrome de blockbuster!

\$ BIL
18 —

World's best-selling drug of all time

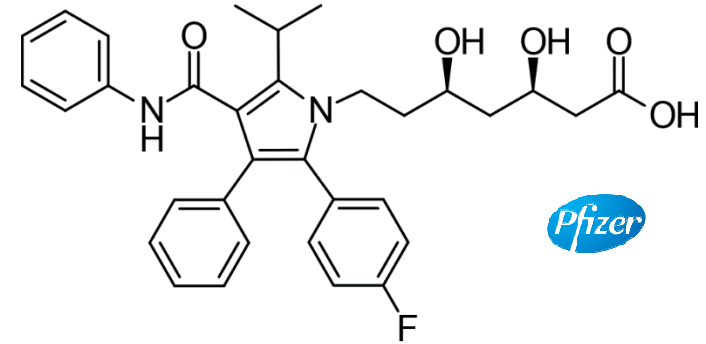
16 —

LIPITOR

> US\$ 150 Bi

14 —

HUMIRA



SALES
(2014 CONSTANT
DOLLARS)

12 —

SOVALDI

PLAVIX

10 —

ADVAIR

ENBREL

8 —

REMICADE

6 —

4 —

2 —

0

YEARS AFTER LAUNCH

0

5

10

15

20

27

PRILOSEC

0

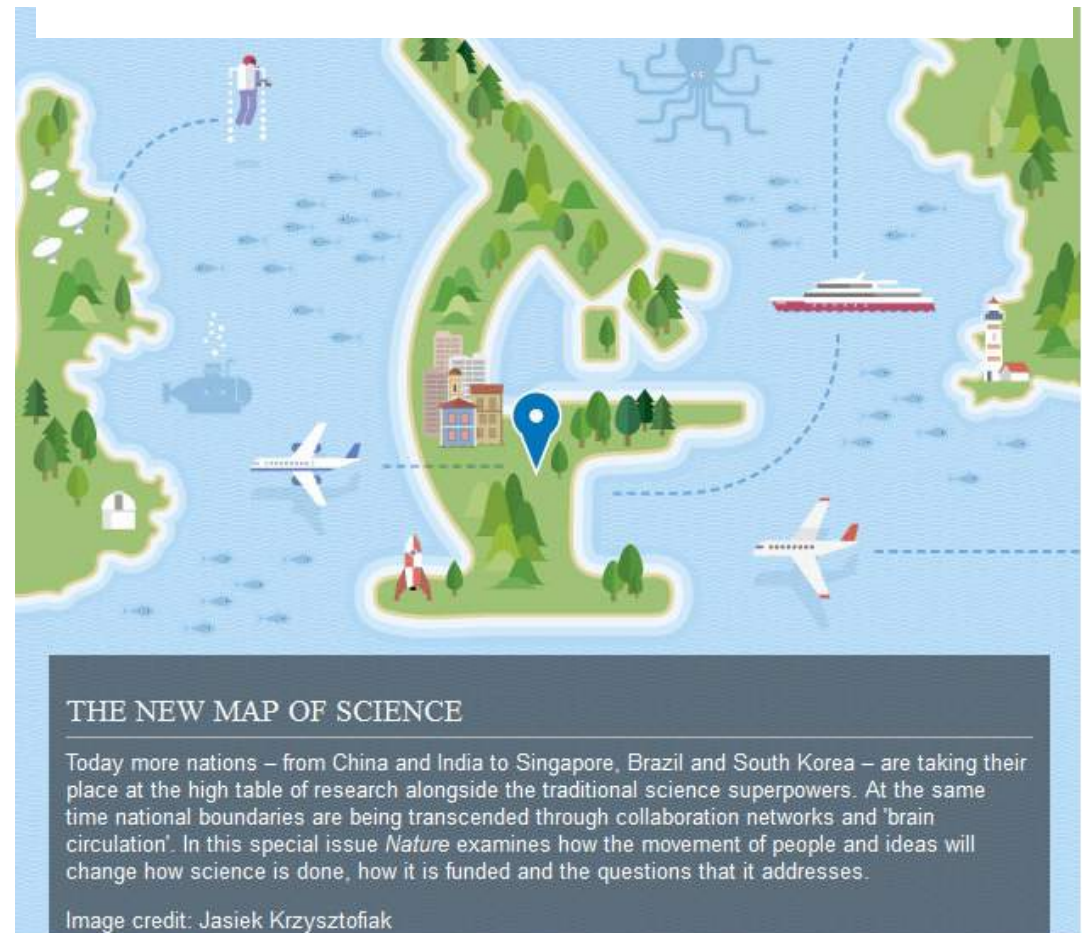
Bright lines in this map of scientific collaborations between 2005 and 2009 show many joint publications.

The rise of research networks

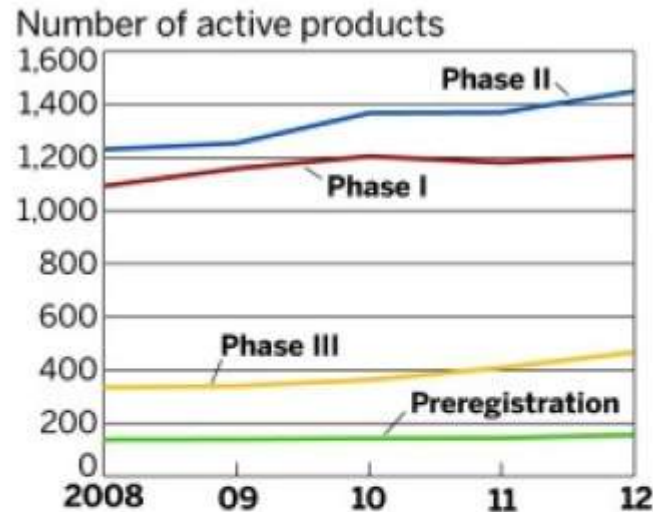
New collaboration patterns are changing the global balance of science. Established superpowers need to keep up or be left behind, says **Jonathan Adams**.



J Adams,
 Collaborations:
 The rise of research
 network,
Nature **2012**, 490, 335



Challenges for Pharmaceutical Industry The Pipelines are filling up!



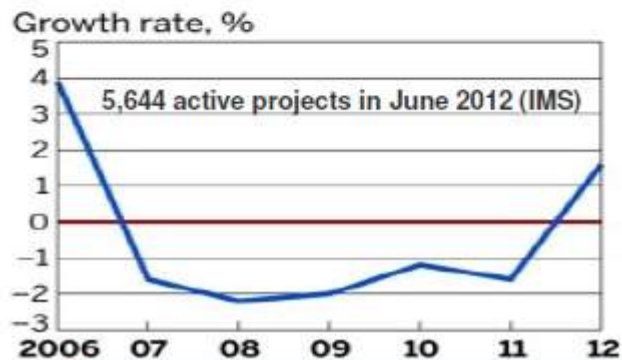
60% Phase I projects not from big pharma

Trend to reduce inhouse R&D, but license-in

AZ cuts 2.000 R&D jobs but increase academic and other research partners that perform experiments designed in collaboration with the drug company.

Sanofi eliminate 900 jobs by 2015 but deal with Third Rock Ventures, Greylock Partners and Harvard University


Merck & Co. decided to invest \$90 million over seven years to help launch the California Institute for Biomedical Research (Calibr)



Novartis' pact with the University of Pennsylvania to develop immunotherapies for the treatment of cancer.

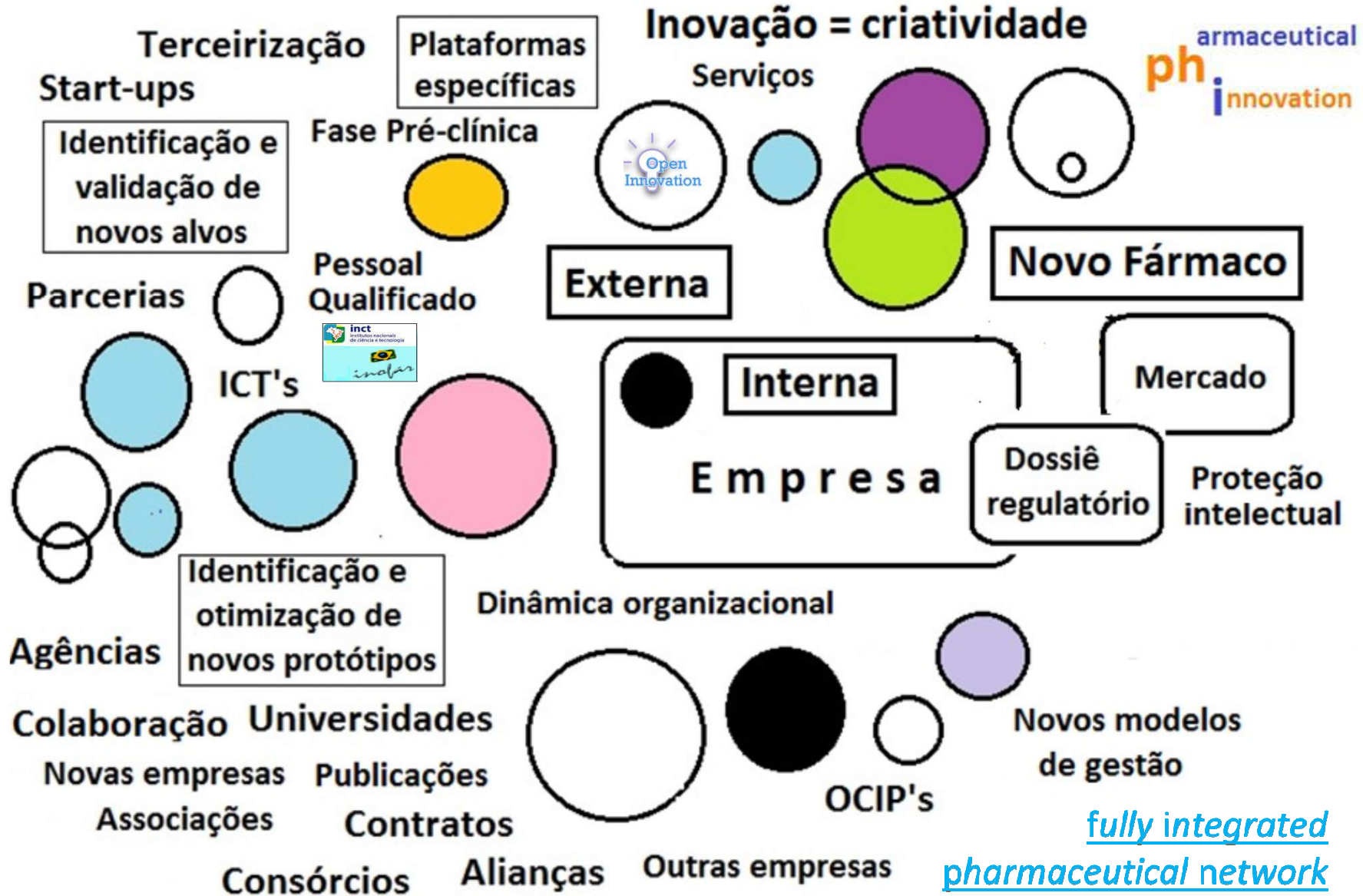
BMS teamed with the Vanderbilt Center for Neuroscience Drug Discovery

Pfizer opens Centers for Therapeutic Innovation (CTI) now operate in San Francisco, San Diego, New York City, and Boston.



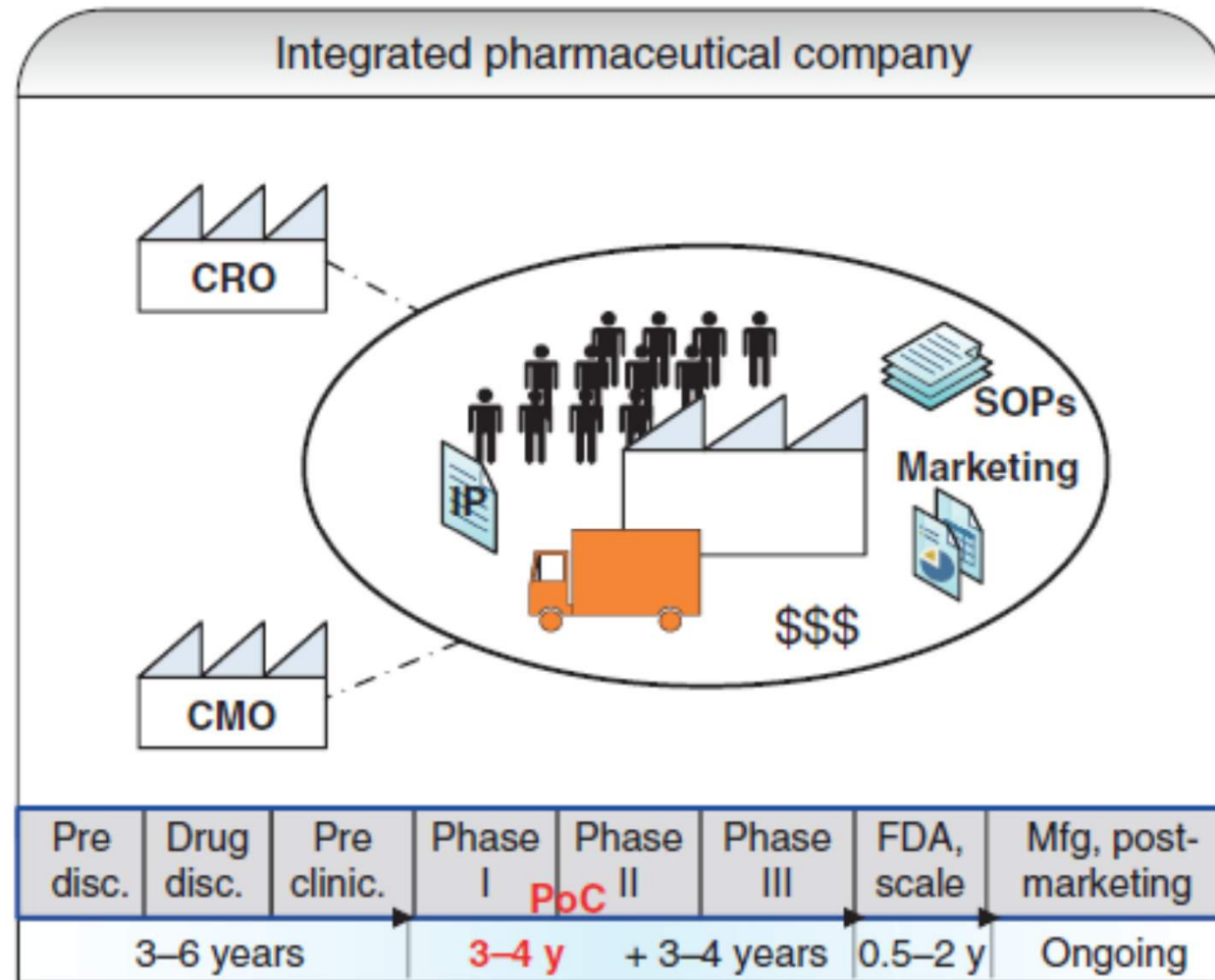
A forma atual
da gestão da
inovação
farmacêutica...

La actual gestión de la innovación farmacéutica





Comparison of business models



CMO = Contract manufacturing organization;
CRO = Contract research organization
SOPs = standard operation procedures
PoC = Proof of concept

Drug Discovery Today



Virtual pharmaceutical companies: collaborating flexibly in pharmaceutical development

Simon P. Forster¹, Julia Stegmaier², Rene Spycher³ and Stefan Seeger¹

¹ Institute of Physical Chemistry (as from 1 January 2014: Department of Chemistry), Business Chemistry Group, University of Zurich, Winterthurerstrasse 190, 8057 Zurich, Switzerland

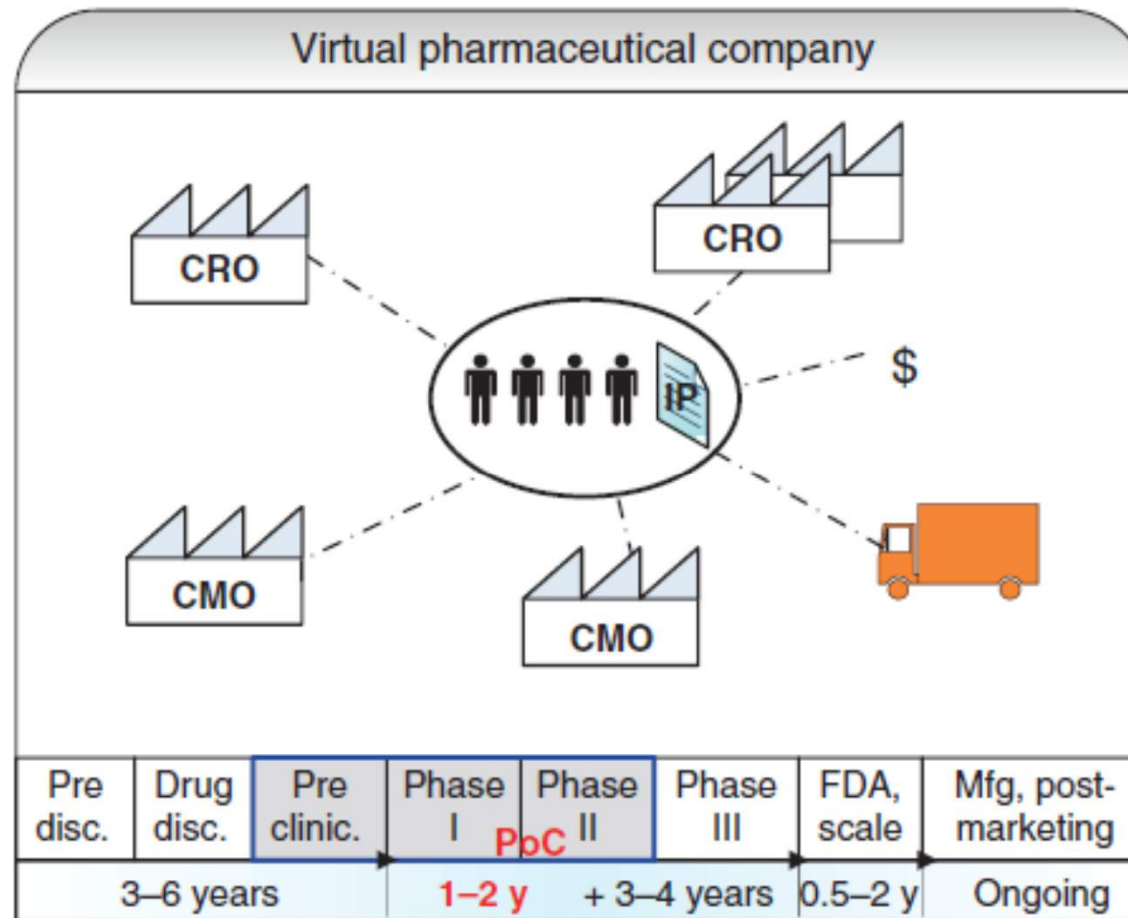
² LifeScan, Division of Cilag GmbH International, Johnson & Johnson, Gubelstrasse 34, 6300 Zug, Switzerland

³ Janssen Pharmaceuticals, Pharmaceutical Development & Manufacturing Sciences, Johnson & Johnson, Hochstrasse 201, 8205 Schaffhausen, Switzerland

Research and development (R&D) collaborations represent one approach chosen by the pharmaceutical industry to tackle current challenges posed by declining internal R&D success rates and fading of the



Comparison of business models



CMO =Contract manufacturing organization;
CRO = Contract research organization



Table 1 | **Drug discovery facilities in the United Kingdom***

Facility	Host institution	Main disease indications	Funding sources	Staff	Platforms	Technologies	No. of screens per year	Medicinal chemistry follow-up
Dundee Drug Discovery Unit[†]	University of Dundee	Diseases of the developing world and innovative targets and pathways	UK government, charities and industry	>70	Biophysical, biochemical and cellular assays	Multiple	NA	Yes
European Screening Centre Newhouse and European Lead Factory	Multiple sites across the United Kingdom (including Dundee and Lanarkshire) and Europe	All human diseases	Innovative Medicines Initiative and in-kind contributions from EFPIA participants	50	Small molecules (326,000 ^b), biophysical and biochemical assays	Ultra-HTS plate-reader, SPR and label-free	30	Yes
Edinburgh Cancer Discovery Unit	Edinburgh Cancer Research Centre, University of Edinburgh	Oncology	Industry alliances, MRC and University of Edinburgh	14	Small molecules and chemical library synthesis	HCI, MPA, image informatics, reverse phase protein array and dual ligand	12	Yes
Beatson Institute Drug Discovery Unit	CRUK Beatson Institute, University of Glasgow	Oncology	CRUK	30	Fragments	NMR and SPR	1–5	Yes
Scottish Bioscreening Facility	Institute of Infection, Immunity and Inflammation, University of Glasgow	Neglected diseases and parasitology	Wellcome Trust and SULSA	3	Small molecules and RNAi	HCI and HTS plate reader	6	Yes
Medicinal Chemistry and Chemical Biology Technology Group	University of Leeds	All human diseases	University of Leeds, UK government, charities and industry	5	Small molecules (50,000), drug repurposing, fragments and virtual screening	Biochemical, phenotypic and biophysical	5–10	Yes



Preliminary list of ADDCs in USA

US ADDC	Parent institution	Industry collaboration	Established	Capabilities													
Harvard NeuroDiscovery Center	Center in University	1	2001	■	■	■	■	■									
USCF Small Molecule Discovery Center	Center in University	3	2005	■	■	■	■	■									
CDRD (In Canada)	University consortium	3	2007	■	■	■	■	■	■	■							
C2D2, Colorado University	Center in University	0	2010			■	■	■									
John Hopkins BSi DDP	Center in University	4	2010	■	■	■	■	■	■	■							
UNC Center for Drug Discovery	Center in University	0	2008	■	■	■	■										
CMIDD, Northwestern University	Center in University	0	2009			■	■	■									
University of Pittsburgh Drug Discovery	Center in University	0	2010	■	■	■	■	■	■	■							
Scripps, TRI	Non-profit Institute	2	2004	■	■	■	■	■	■	■							
MCDDR, Temple University	Center in University	4	2009	■	■	■	■	■	■	■							
Vanderbilt Center for Neuroscience Drug Discovery	Center in University	3	2004	■	■	■	■	■	■	■							
											Target identification	Assay development	HTS	Lead identification	Lead optimization	In vivo testing	Clinical pharmacology



CABBIO
Centro Argentino Brasileiro
de Biotecnologia



Eliezer J. Barreiro

Professor Titular



Universidade Federal do Rio de Janeiro



Laboratório de Avaliação e Síntese de Substâncias Bioativas


<http://www.lassbio.icb.ufrj.br/>



Laboratório de Avaliação e Síntese de Substâncias Bioativas

Instituto Nacional de Ciência e Tecnologia de Fármacos e Medicamentos

<http://www.inct-inofar.ccs.ufrj.br/>



A experiência
& contribuição
do INCT-INO FAR



Instituto Nacional de Ciência e Tecnologia
de Fármacos e Medicamentos



www.inct-inofar.ccs.ufrj.br



Universidade Federal do Rio de Janeiro



Cidade Universitária, ilha do Fundão,
Rio de Janeiro, RJ



Química Medicinal

Creado em 19/04/1994 Laboratório de Avaliação e Síntese de Substâncias Bioativas



LASSBio

Laboratório de Avaliação e Síntese de Substâncias Bioativas



medchem
medicinal chemistry

LASSBio

Laboratório de Avaliação e Síntese de Substâncias Bioativas

www.farmácia.ufrj.br/lassbio



LASSBio
Laboratório de Avaliação e Síntese de Substâncias Bioativas

LASSBio
Laboratório de Avaliação e Síntese de Substâncias Bioativas

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Laboratório de Avaliação e Síntese de Substâncias Bioativas

therapeutic
innovation

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Chemical Synthesis
For Lead Selection

Biological
Evaluation

Rational Design
& Lead Optimization

Molecular
Modeling

Brazil

- ❖ *ca.* population of 202 million (28/08/2014, www.ibge.gov.br)
- ❖ Immense natural resources (light oil pre-salt, biodiversity plant, conventional natural gas or not, minerals (iron, bauxite) ...)
- ❖ *ca.* 8% of the world's drinking water
- ❖ Since 2006 self-sufficient in oil production
- ❖ World leader in the production of alcohol from sugar cane
- ❖ Major exporter of soybeans, beef, chicken and sugar
- ❖ Has an energy matrix (*ca.* 97%) produced sustainably...
- ❖ ... has its economy based on commodities !!!
- ❖ It is necessary to change and take a technological leap.



instituto nacional de FÁRMACOS e Medicamentos
de ciência e tecnologia

www.inct-inofar.ccs.ufrj.br



National Institute of Science and Technology in Drugs and Medicines



Home

INCT-INOVAR

Team

Scientific adviser board
(SAB)

Research groups

Research people

Useful articles

Publications

Meetings

Videos

The Mission

- Organize the Brazilian scientific capacity in an effective drug discovery network;
- Support multi-institutional research projects in drug discovery & design;
- Contribute to Brazilian radical & incremental innovation in new & generic drugs;
- Studies in total synthesis of generic drugs & advanced synthetic intermediates and starting materials;
- Contribute to continuous high qualification of students in medicinal chemistry & pharmacology;



To do more!
To do faster!
To do better!

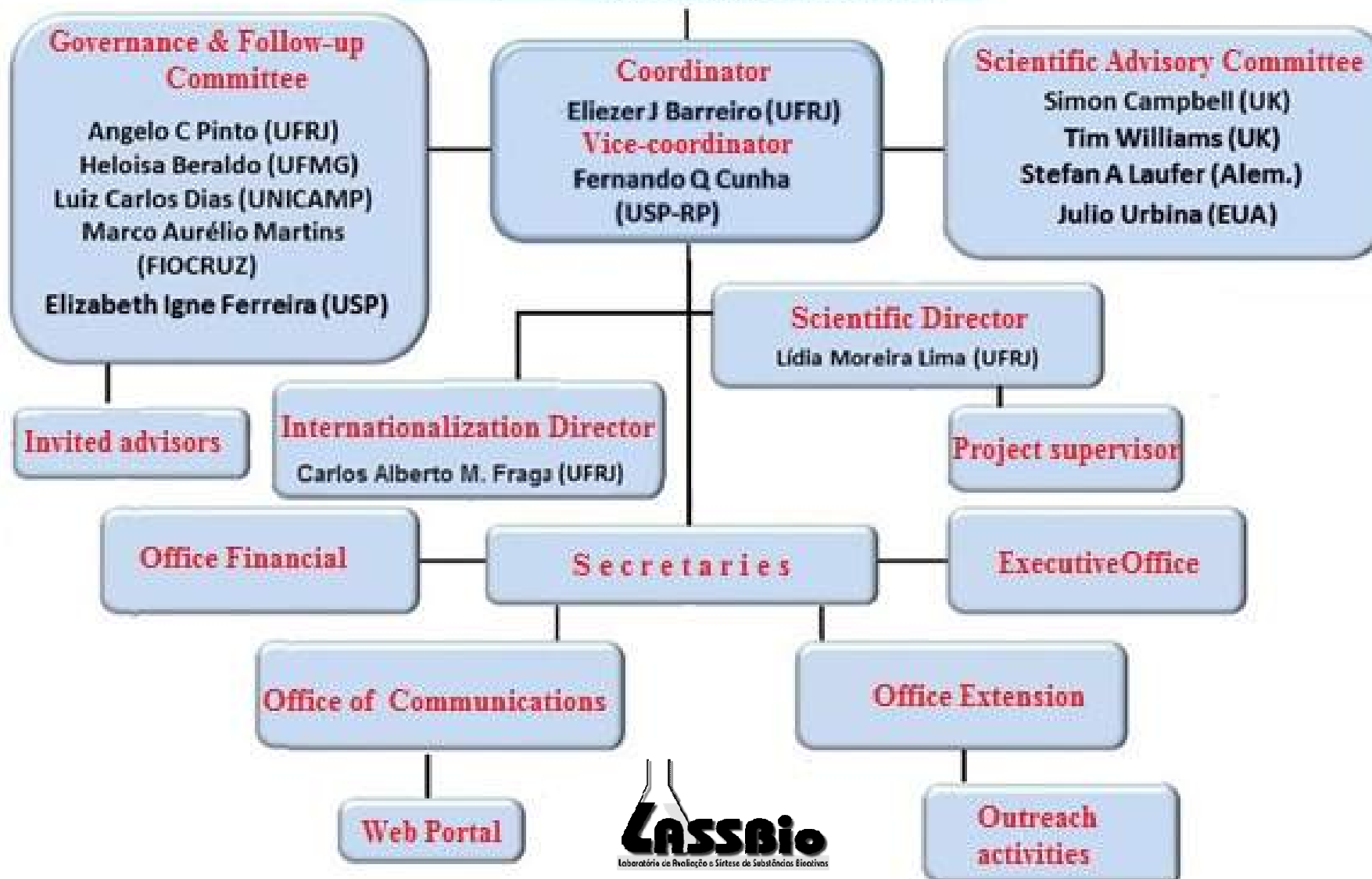
Network

To be organized
To be trustable!
To be a team !



Conditions

Governance committee



Partnerships



Incremental *Innovation*



Generic drugs*



The market of generic drugs in Brazil
ca. US\$ 18 bi (2011)

Active pharmaceutical ingredients
(API's)



The INCT-INOVAR seeks to reverse the usual process in which API come from abroad, developing in ours laboratories a scalable synthetic route to generic & future generic drugs.



AC Pinto, EJ Barreiro, Desafios da indústria farmacêutica brasileira, *Quim. Nova* **2013**, 36, 1557; EJ Barreiro, AC Pinto, Opportunities and challenges for innovation in pharmaceuticals: Now or never!, *Rev. Virtual Quim.* **2013**, 5, 1059.

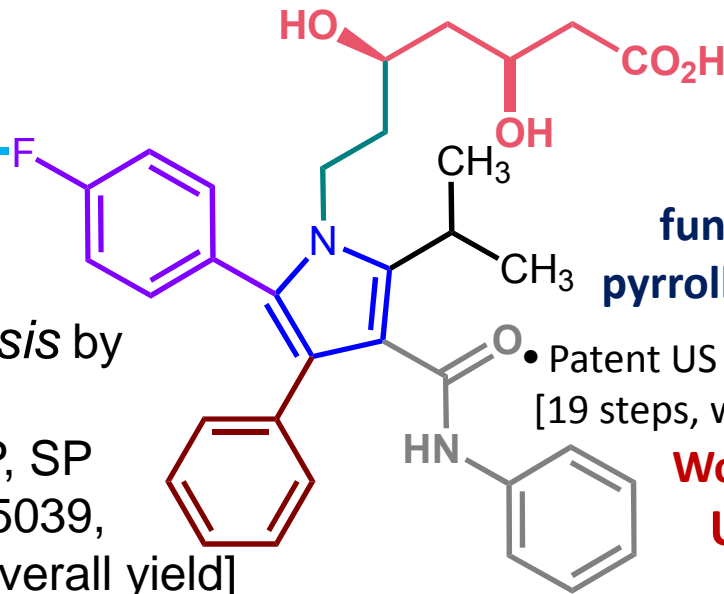
Incremental *Innovation*



• Atorvastatin

1991

Lipitor™



functionalized
pyroloheptanoic acid

- *New stereoselective synthesis* by Professor **Luiz Carlos Dias** & Dr **Adriano S. Vieira**, UNICAMP, SP (2010) – INPI Patent, 018110015039, 2011 (BR) [18 steps, with 19% overall yield]

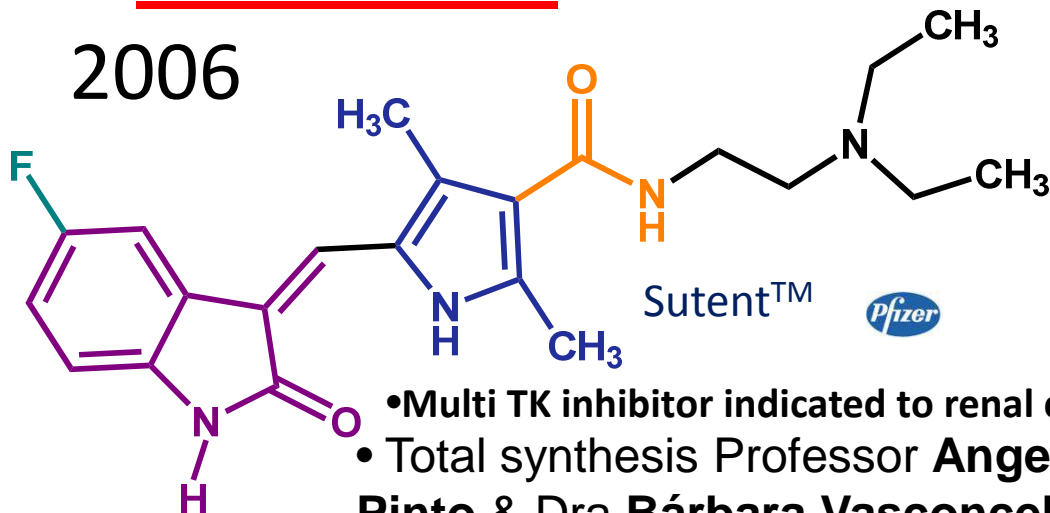
- Patent US 5273995 Pfizer (1991) [19 steps, with *ca.* 5% overall yield]

World total sales:
US\$ > 150 bi
(1991-2011)

• Sunitinib

super blockbuster-drug

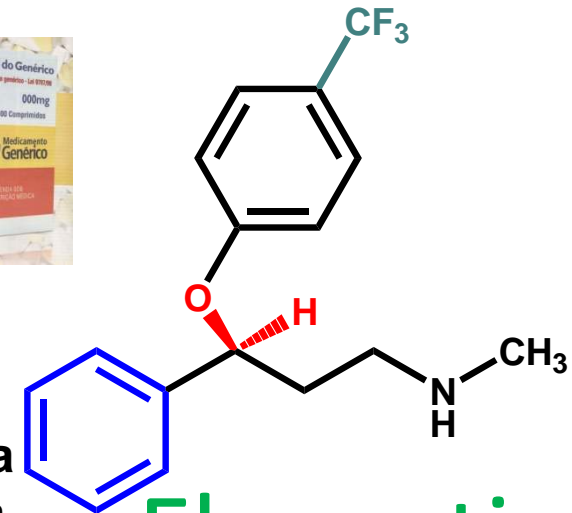
2006



Sutent™



- Multi TK inhibitor indicated to renal carcinoma
- Total synthesis Professor **Angelo da Cunha Pinto** & Dra **Bárbara Vasconcellos da Silva** IQ - UFRJ, **2011** (BR)



Fluoxetine

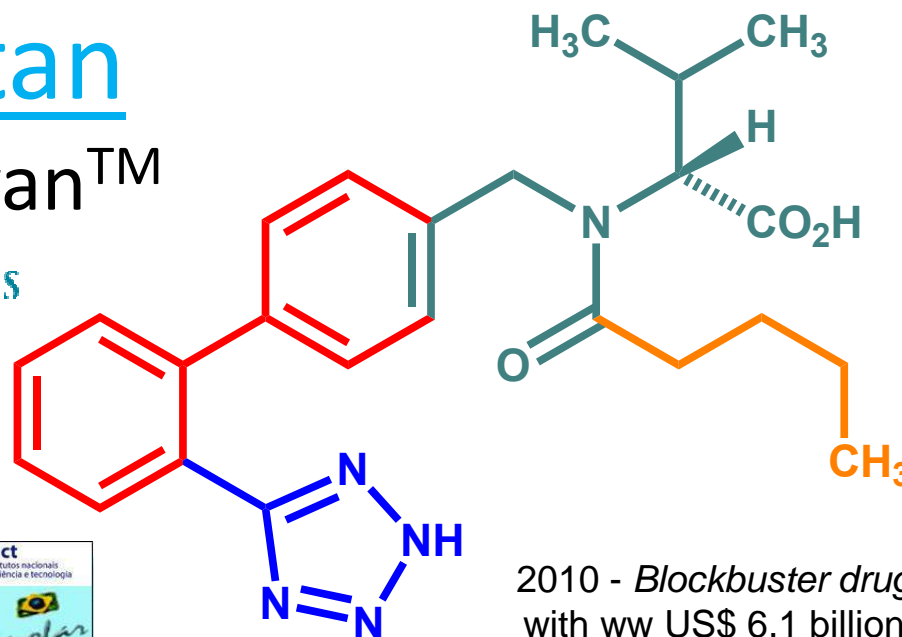
• Valsartan

1990 Diovan™



Angiotensin II receptor antagonist
or AT₁ receptor blocker (ARB)

- Professor **Luiz Carlos Dias**,
IQ, UNICAMP, SP (BR)



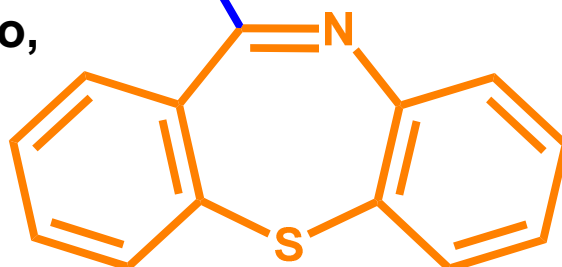
2010 - Blockbuster drug
with ww US\$ 6,1 billion

• Quetiapine

1996 Seroquel™



- Professor **Angelo C Pinto**,
IQ, UFRJ, RJ (BR)



5-HT₂ & D₂ receptors blocker
(multitarget drug)

2011 - Blockbuster drug
US Sales = US\$ 4,6 billion



Opportunities and Challenges for Innovation in Pharmaceuticals: Now or Never!

Barreiro, E. J.;* Pinto, A. C.

Rev. Virtual Quim., 2013, 5 (6), 1059-1074. Online publication: 6 September 2013

<http://www.uff.br/rvq>

[Rev Virtual Quim 2013, 5, 1059](#)

Abstracts

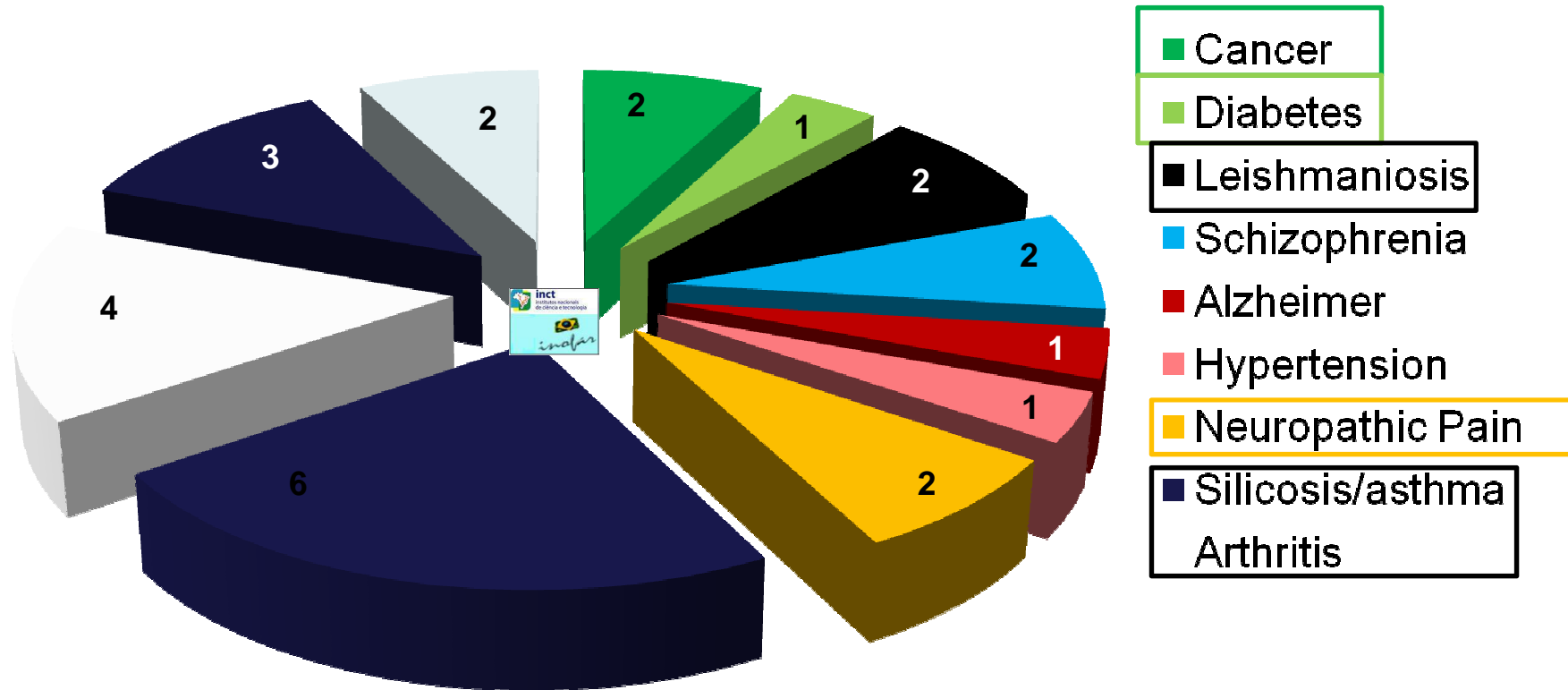
The article describes the discovery of new drugs and presents some of the pioneer scientists of these findings. It also shows the innovation in pharmaceuticals and the contributions of INCT-INOFAR that will help Brazil to be one of the players in drug development.

Keywords: Pharmaceutical innovation; new drugs; process of drug discovery.

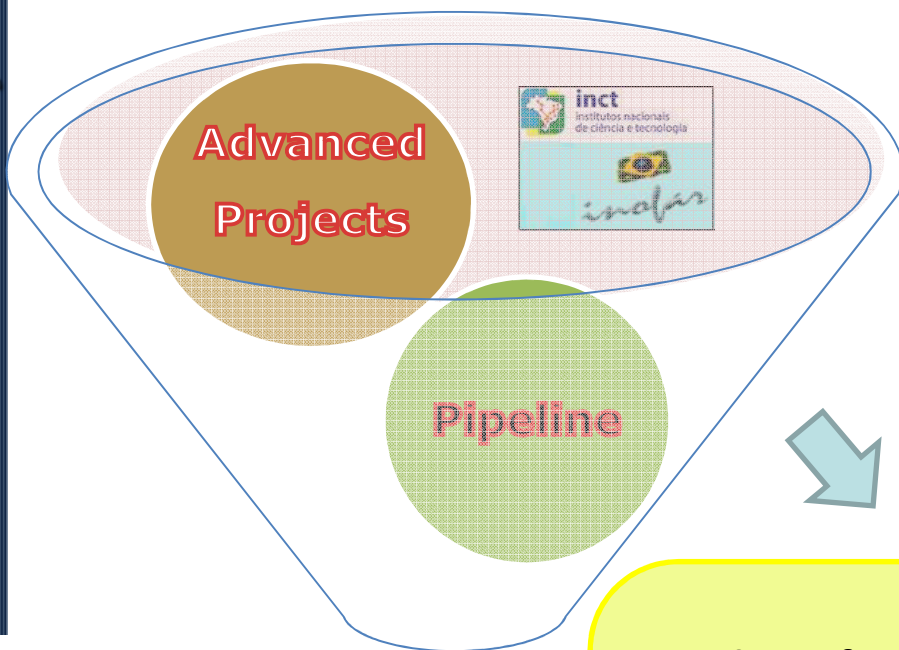
[DOI: 10.5935/1984-6835.20130078](#)

Radical *Innovation*

Projects*



* At right **colors** squares the principal's research projects



Antileishmanial activity of new N-acylhydrazone derivatives and analogues ICB-UFAL / LASSBio-
UFRJ

Studies on design & discovery of new antidiabetes drug candidates.
LASSBio-UFRJ
BR102013012646-2



Studies of new oncolytic agent, dual inhibitor of kinases
LASSBio-UFRJ
WO2014113859
WO2013142935

Studies on new drug candidate useful for neuropatic pain
LASSBio-UFRJ / FM-USP,RP
WO2012054996

medicinal chemistry

Studies of anti-inflammatory & analgesic effect of LASSBio-591, a new candidate of AIA drug.
LASSBio-UFRJ/FM-USP,RP



INTERNATIONAL ACTIVITIES



INCT-INOVAR established, on November 18, 2011, a cooperation agreement with the Interdisciplinary Center of Pharmacogenomics and Pharmaceutical Research (ICEPHA) of the University of Tübingen, Germany. Through this deal, we broaden the international scope of INCT-INOVAR and the bases for scientific exchange and the development of innovative research projects in new pharmaceuticals. On the other hand, the agreement establishes the organization of scientific and academic activities, like courses, conferences, seminars, symposiums, or lectures, and the exchange of researchers and/or students, as well as the exchange of materials and publications of mutual interest.



Professor Stefan Laufer (ICEPHA, University of Tübingen)
 & Professor Eliezer J. Barreiro (INCT-INOVAR, UFRJ, BR)

At the end of 2011, INCT-INOVAR through the Dean of the Federal University of Rio de Janeiro (UFRJ) signed a cooperation agreement with the Interdisciplinary Center for Pharmacogenomics and Pharmaceutical Research (ICEPHA) of the University of Tübingen, Germany, directed by Professor Stefan Laufer.



Novel 2-chloro-4-anilino-quinazoline derivatives as EGFR and VEGFR-2 dual inhibitors

Maria Leticia de Castro Barbosa^{a,b}, Lídia Moreira Lima^{a,b}, Roberta Tesch^a, Carlos Mauricio R. Sant'Anna^c, Frank Totzke^d, Michael H.G. Kubbutat^d, Christoph Schächtele^d, Stefan A. Laufer^e, Eliezer J. Barreiro^{a,b,*}

^a Laboratory of Evaluation and Synthesis of Bioactive Substances (LASSBio), Federal University of Rio de Janeiro, P.O. Box 68024, 21944-971 Rio de Janeiro, RJ, Brazil[†]

^b Graduate Program of Chemistry (PGQu), Chemistry Institute, Federal University of Rio de Janeiro, Rio de Janeiro, RJ, Brazil

^c Department of Chemistry, Federal Rural University of Rio de Janeiro (UFRRJ), Seropédica, RJ, Brazil

^d ProQinase GmbH, Freiburg, Germany

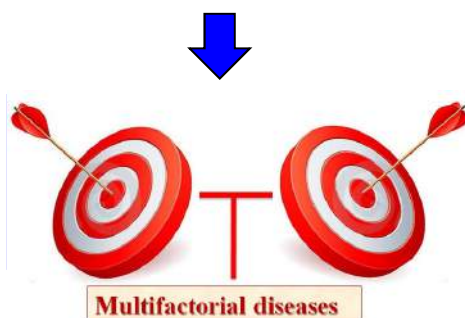
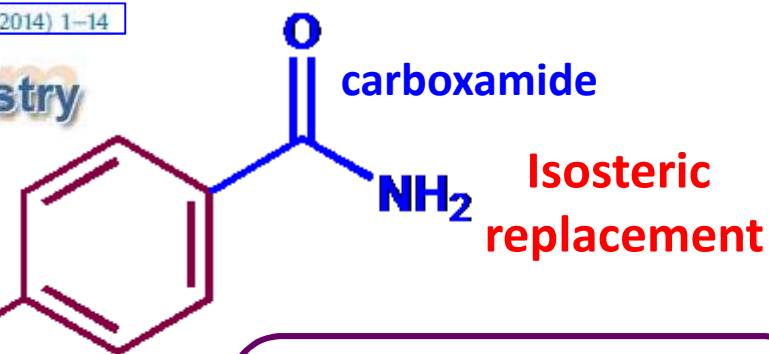
^e Department of Pharmaceutical/Medicinal Chemistry, Institute of Pharmacy, Eberhard-Karls-University Tübingen, Tübingen, Germany

European Journal of Medicinal Chemistry 71 (2014) 1–14

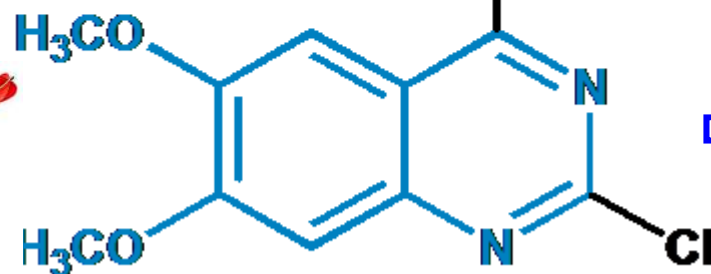


medicinal chemistry

LASSBio-1819



Dual Inhibitor Dual



Dual kinase activity
 IC_{50} (EGFR) = 0,90 μ M
 IC_{50} (VEGFR) = 1,17 μ M

MLC Barbosa, Novos derivados quinazolínicos funcionalizados inibidores duais das tirosina cinases receptoras EGFR & VEGFR-2, PhD Thesis, Instituto de Química, UFRJ, 2013.

**PEDIDO INTERNACIONAL PUBLICADO SOB O TRATADO DE COOPERAÇÃO EM MATÉRIA DE PATENTES
(PCT)**

**(19) Organização Mundial da
Propriedade Intelectual
Secretaria Internacional**



**(10) Número de Publicação Internacional
WO 2014/113859 A1**

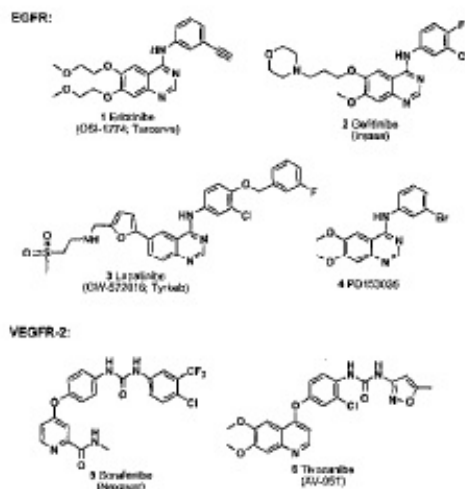
**(43) Data de Publicação Internacional
31 de Julho de 2014 (31.07.2014)**

WIPO | PCT

(54) Title : 2-CHLORO-4-ANILINO-QUINAZOLINE COMPOUNDS INHIBITING PROTEIN TYROSINE KINASES, PHARMACEUTICAL COMPOSITIONS COMPRISING THE SAME, METHOD FOR PRODUCING THE SAME AND TYROSINE KINASE INHIBITION METHOD

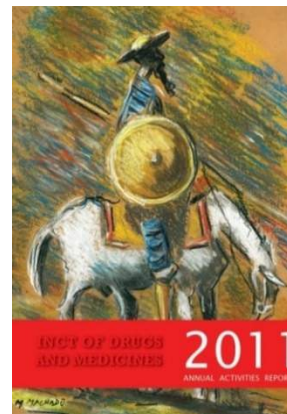
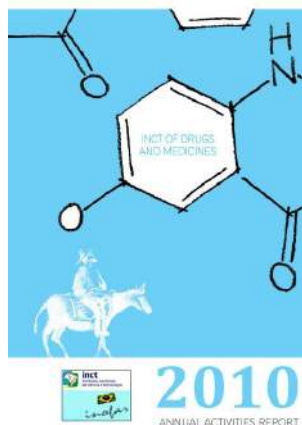
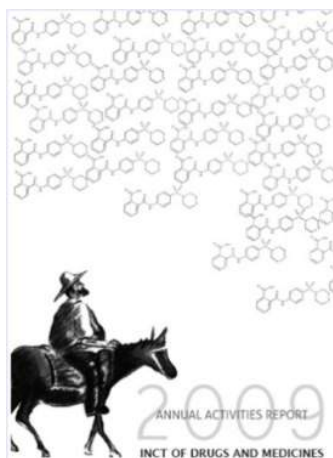
(54) Título : COMPOSTOS 2-CLORO-4-ANILINO-QUINAZOLINICOS INIBIDORES DE PROTEÍNAS TIROSINA CINASES, COMPOSIÇÕES FARMACÊUTICAS COMPREENDENDO OS MESMOS, PROCESSO PARA SUA PRODUÇÃO E MÉTODO PARA INIBIÇÃO DE TIROSINA CINASES

(57) Abstract : The present invention relates to 2-chloro-4-anilino-quinazoline derivatives with EGFR and/or VEGFR-2 protein tyrosine kinase inhibiting activity, to anti-tumour pharmaceutical compositions that comprise said compounds, and to methods for producing the same. The present invention further provides a method for treating solid tumours by inhibition of tyrosine kinases.



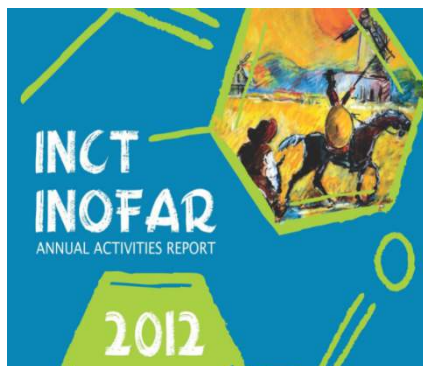
(72) Inventores : BARREIRO, Eliezer Jesus;
DE CASTRO BARBOSA, Maria Letícia;
MOREIRA LIMA, Lidia;
LAUFER, Stefan, Andreas;
RABELLO SANT'ANNA, Carlos Mauricio;
TESCH, Roberta;

Annual Activities Reports



Coordinator:
Eliezer J. Barreiro

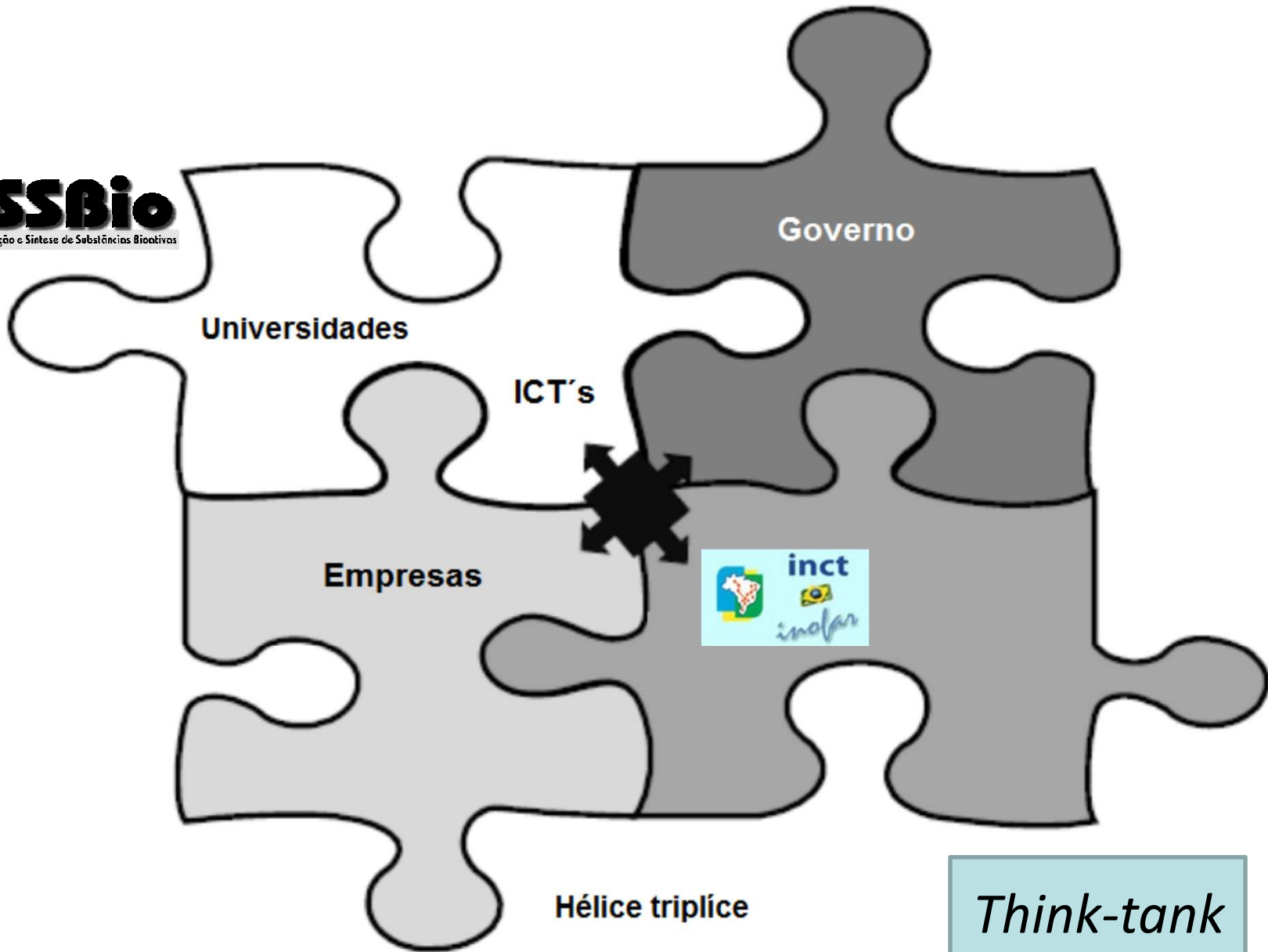
INCT OF DRUGS
AND MEDICINES
ANNUAL
ACTIVITIES
REPORT



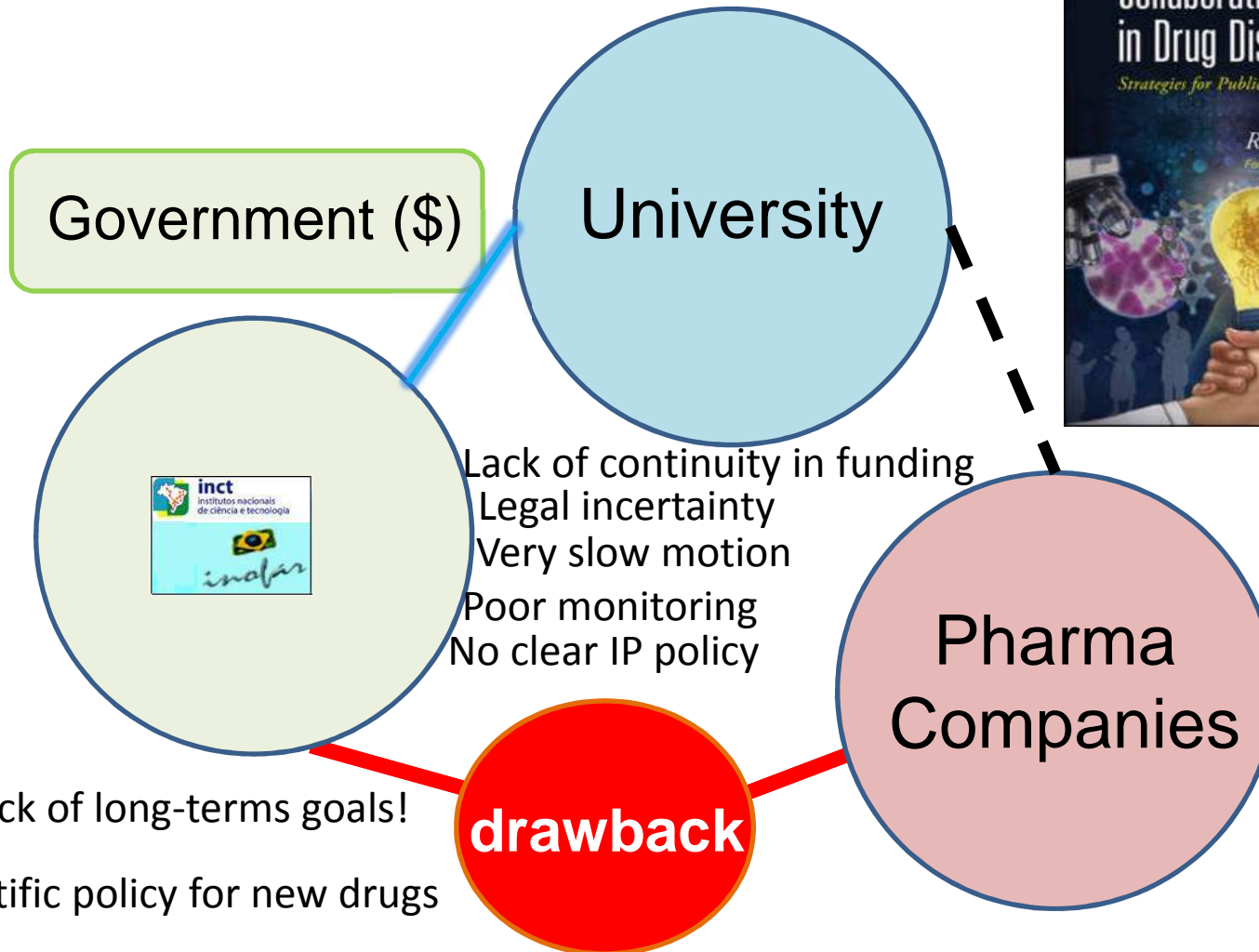
2014



www.inct-inofar.ccs.ufrj.br/download/aar/2014.pdf



Process of technology transferring



Lack of long-terms goals!

Lack of scientific policy for new drugs

Quim. Nova, Vol. 36, No. 10, 1557-1560, 2013

[Quim Nova 2013 36 1557](#)

DESAFIOS DA INDÚSTRIA FARMACÊUTICA BRASILEIRA Challenges of the Brazilian pharmaceutical industry

Angelo C. Pinto* e Eliezer J. Barreiro

Instituto Nacional de Ciência e Tecnologia de Fármacos e Medicamentos (INCT-INO FAR), Av. Carlos Chagas Filho, 373, Centro de Ciências da Saúde (CCS), Bloco K, 2º andar, Sala 23, Cidade Universitária; CP 68043, 21944-971 Rio de Janeiro – RJ, Brasil

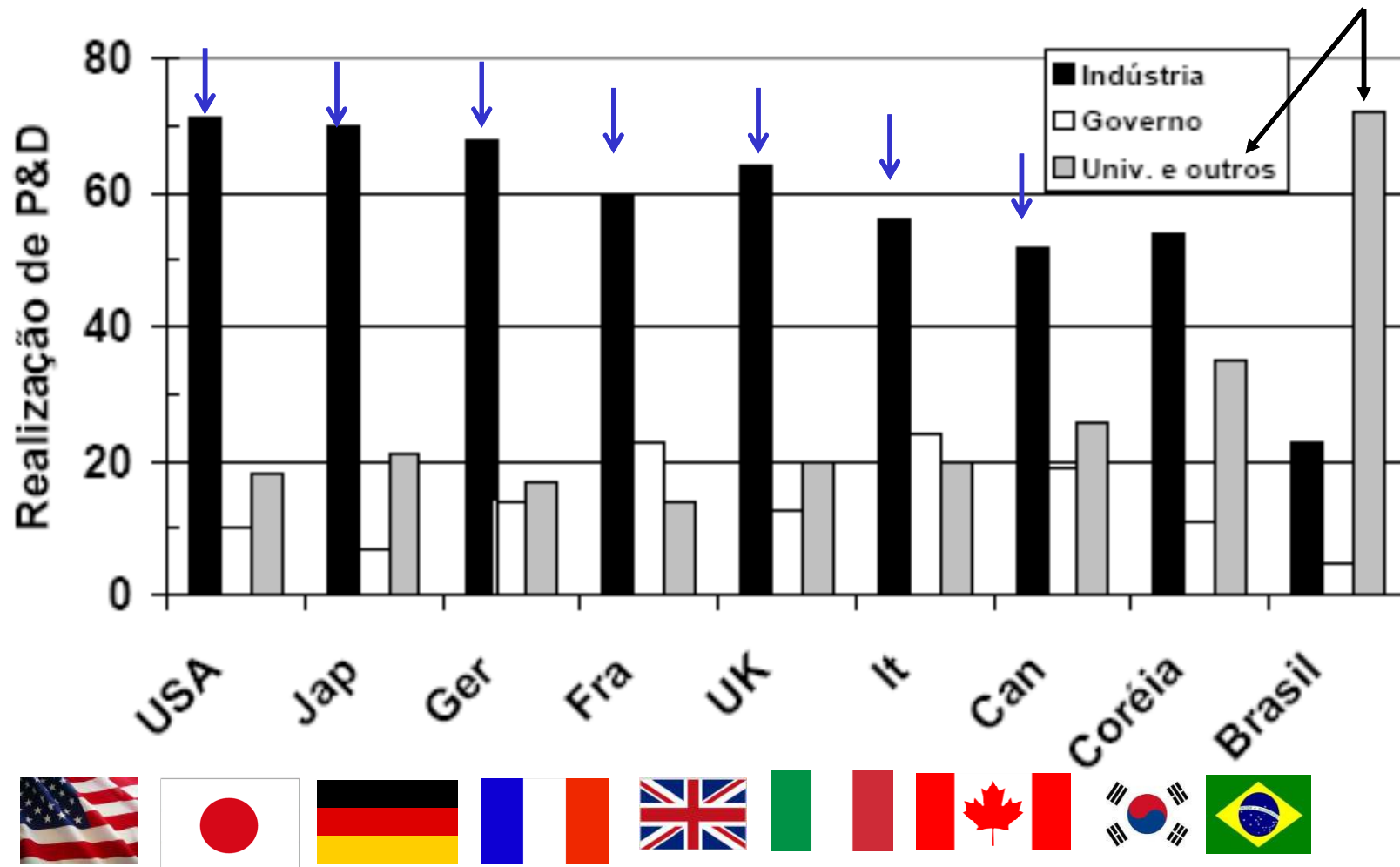
Recebido em 15/10/13; aceito em 1/11/13; publicado na web em 4/11/13



CHALLENGES OF THE BRAZILIAN PHARMACEUTICAL INDUSTRY. The paper traces a panorama of the development of new drugs and hopes to contribute for Brazil to become a player in the discovery of new drugs. Brazil is the sixth world market retail consumer of medicines prone to expansion, has a pharmaceutical industry focused on the production of generics and a very large number of undergraduate courses in Pharmacy. The national industry has grown over the last decade after the Generics Act 9787/99. Despite these positive aspects, a number of bottlenecks prevent Brazilian pharmaceutical industry to invest in the development of new drugs. There are, however, a number of initiatives to reduce the dependence on imported generic drugs. It is a very good start for the development of new pharmaceutical drugs.

Keywords: Brazilian pharmaceutical industry; generic medicines; bottlenecks of the Brazilian pharmaceutical industry.

Distribuição dos pesquisadores ativos



Ciencia, **C**reatividad & **I**nnovación

ROBERT K. MERTON

ON SOCIAL STRUCTURE
AND SCIENCE



Edited and with an Introduction by
PIOTR SZTOMPKA

THE HERITAGE OF SOCIOLOGY

Las invenciones y descubrimientos
se convierten virtualmente inevitable
cuando:^{a)}



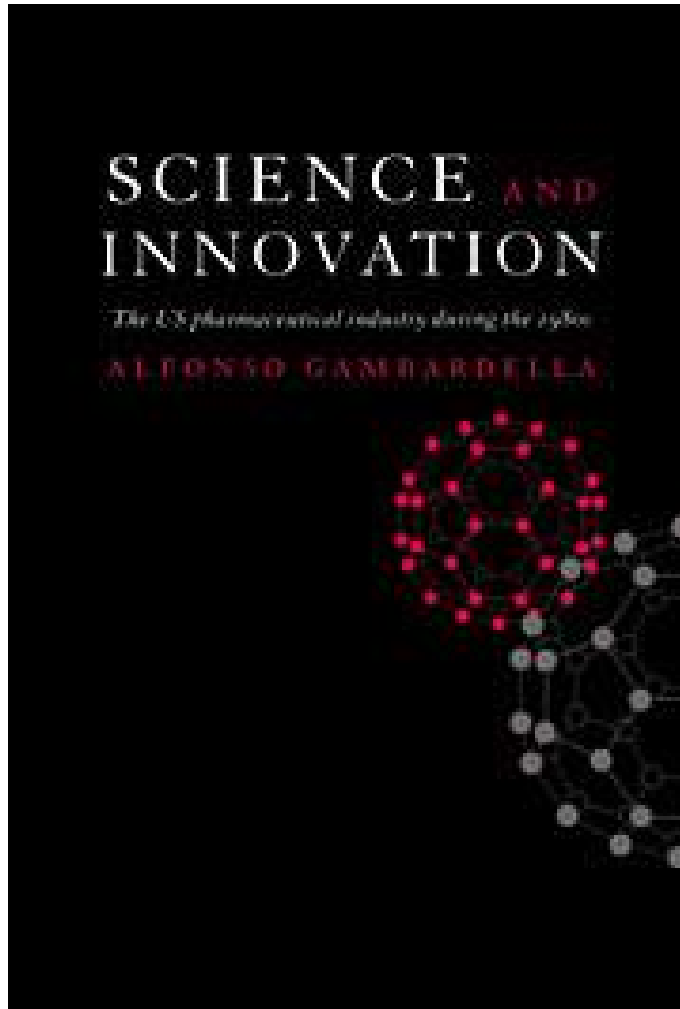
- (1) el desarrollo cultural de la humanidad acumula requisitos previos de conocimiento suficiente;
- (2) la atención de suficiente investigadores se centran en el mismo problema;
- (3) hay nuevas necesidades sociales, o el desarrollo efectivo de la ciencia, o ambos.

Robert K. Merton

The role of genius in scientific advance, *New Scientist* **1961**, 12, 306

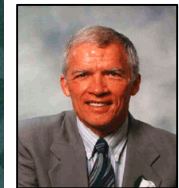
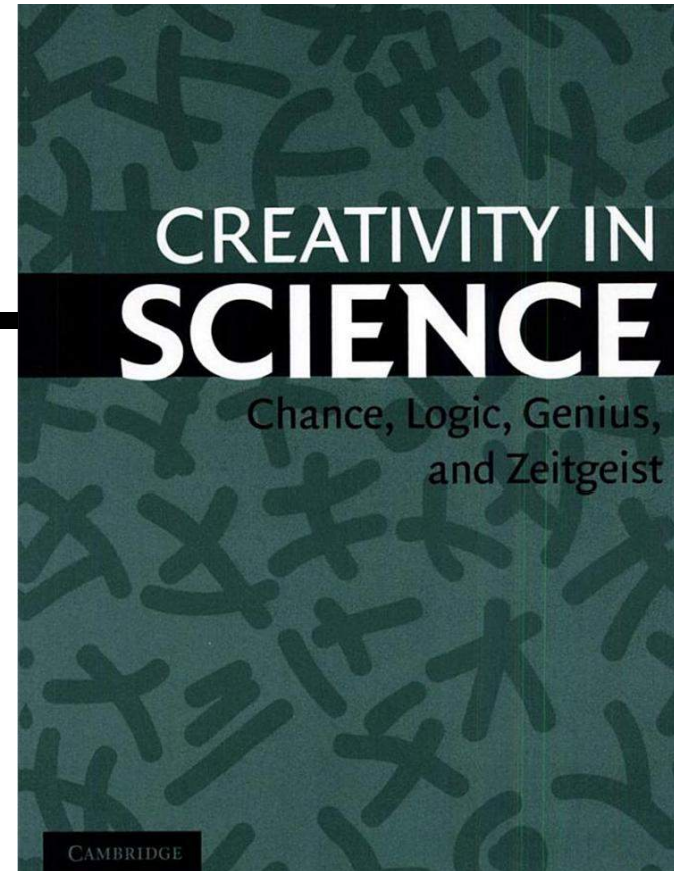


SC=In
↑



Cambridge University Press,
Cambridge UK, 1995

Collaboration
Creativity
Commercialisation
Curiosity
Challenging
Competitive



Science & Creativity = *Innovation* !

creatividad

Curiosidade científica

Curiosidade científica

Curiosidade intelectual

Curiosidade intelectual

Curiosidade intelectual

curiosidad

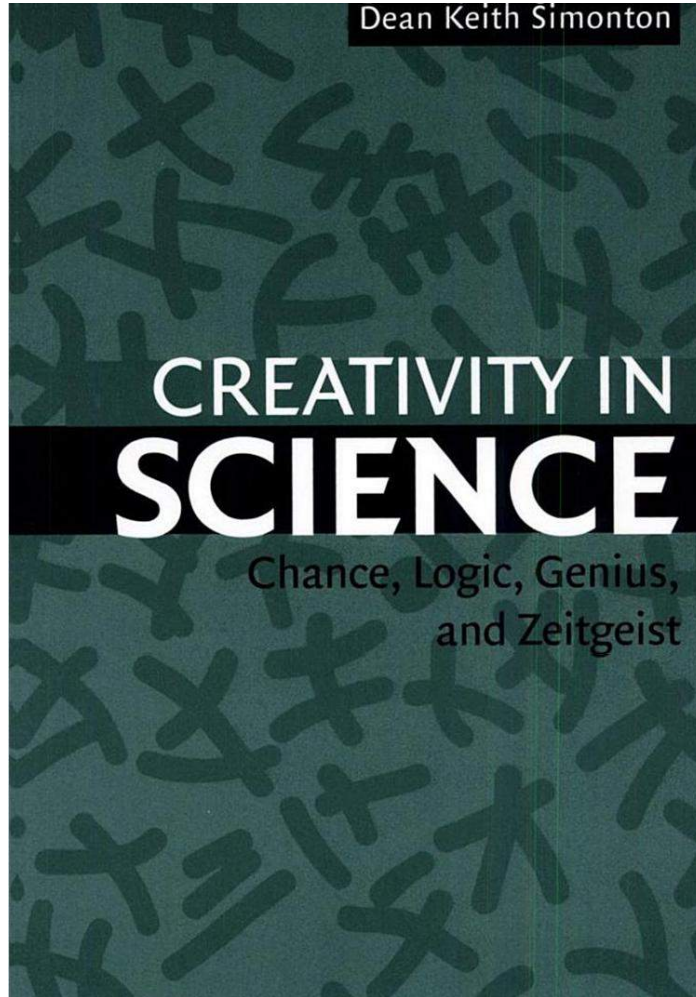
Curiosidade intelectual

Curiosidade científica

Curiosidade científica

Curiosidade intelectual





Criatividade & inovação



Inovação criativa

Toda inovação é criativa?

Inovação radical

Inovação incremental

Idea



El éxito no depende
de buenas ideas, pero lo que
que ver con ellos!

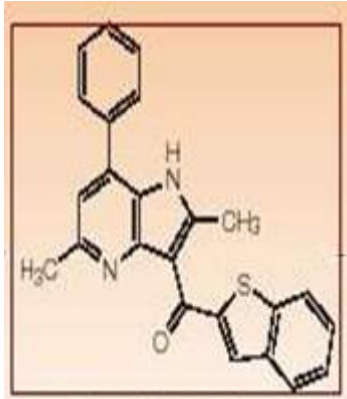
Creatividad

Abstracción

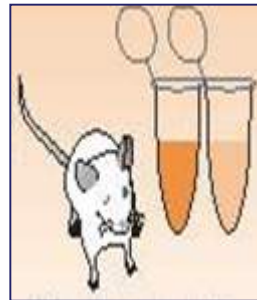
Metodo científico



C
N
S
T
H
O
C
I



10^{25} a 10^{60} son el número de moléculas orgánicas
fcon potencial para ser farmacos!



ideas
innovador



“Science is made of facts,
just as houses are made of stones;
but a mere collection of facts is
no more science
than a pile of stones a house”



(1854-1912)

Henri Poincaré, 1902



Universidade Federal do Rio de Janeiro



Muchas Gracias!

ejbarreiro@ccsdecania.ufrj.br

Curso: Empreendedorismo y creación de empresas biotecnológicas
Coordinadores: Dres. Lilia Drittanti y Manuel Vega

Tema 7: Financiamiento



Eliezer J. Barreiro

Professor Titular

Universidade Federal do Rio de Janeiro



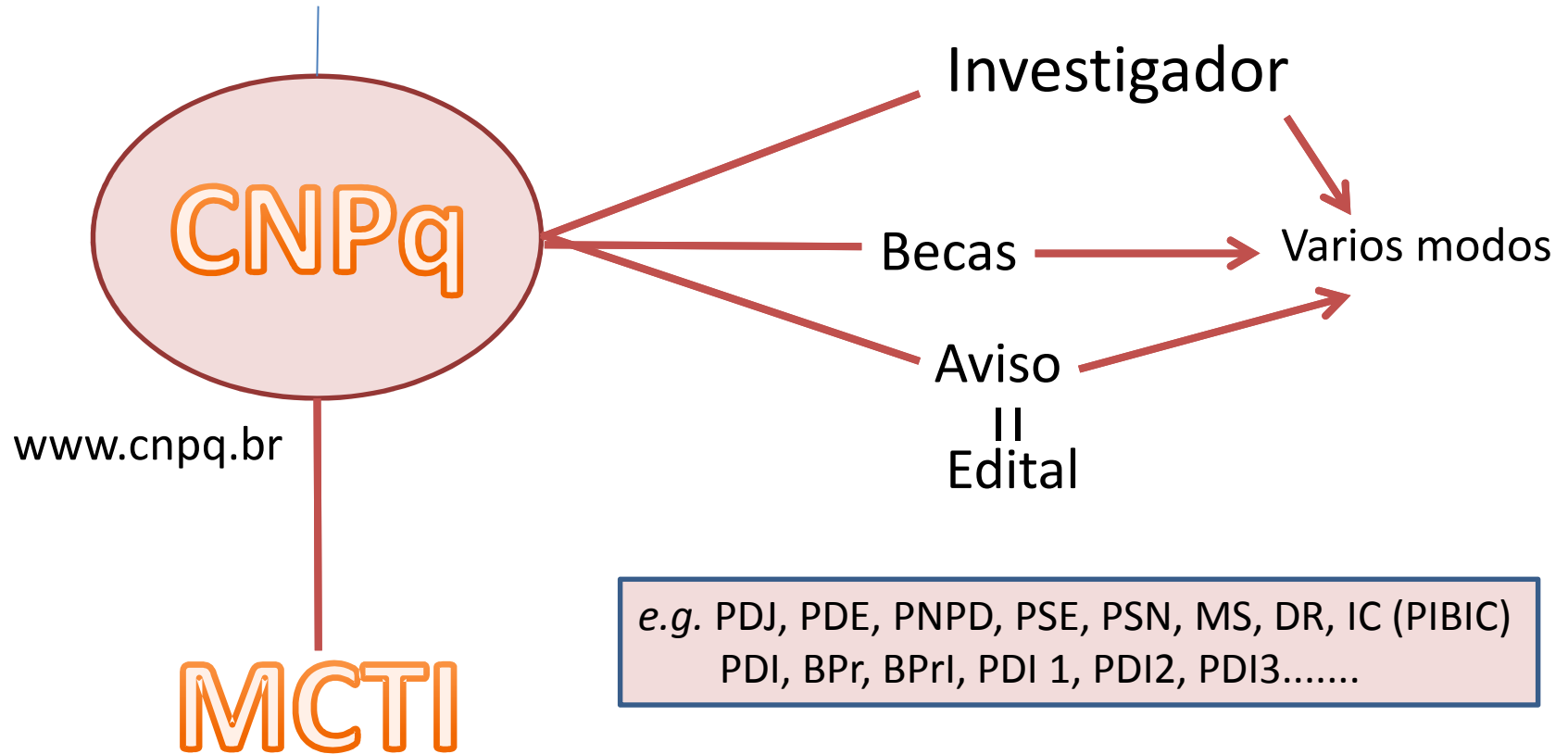
Laboratório de Avaliação e Síntese de Substâncias Bioativas

<http://www.lasbio.icb.ufrj.br/>

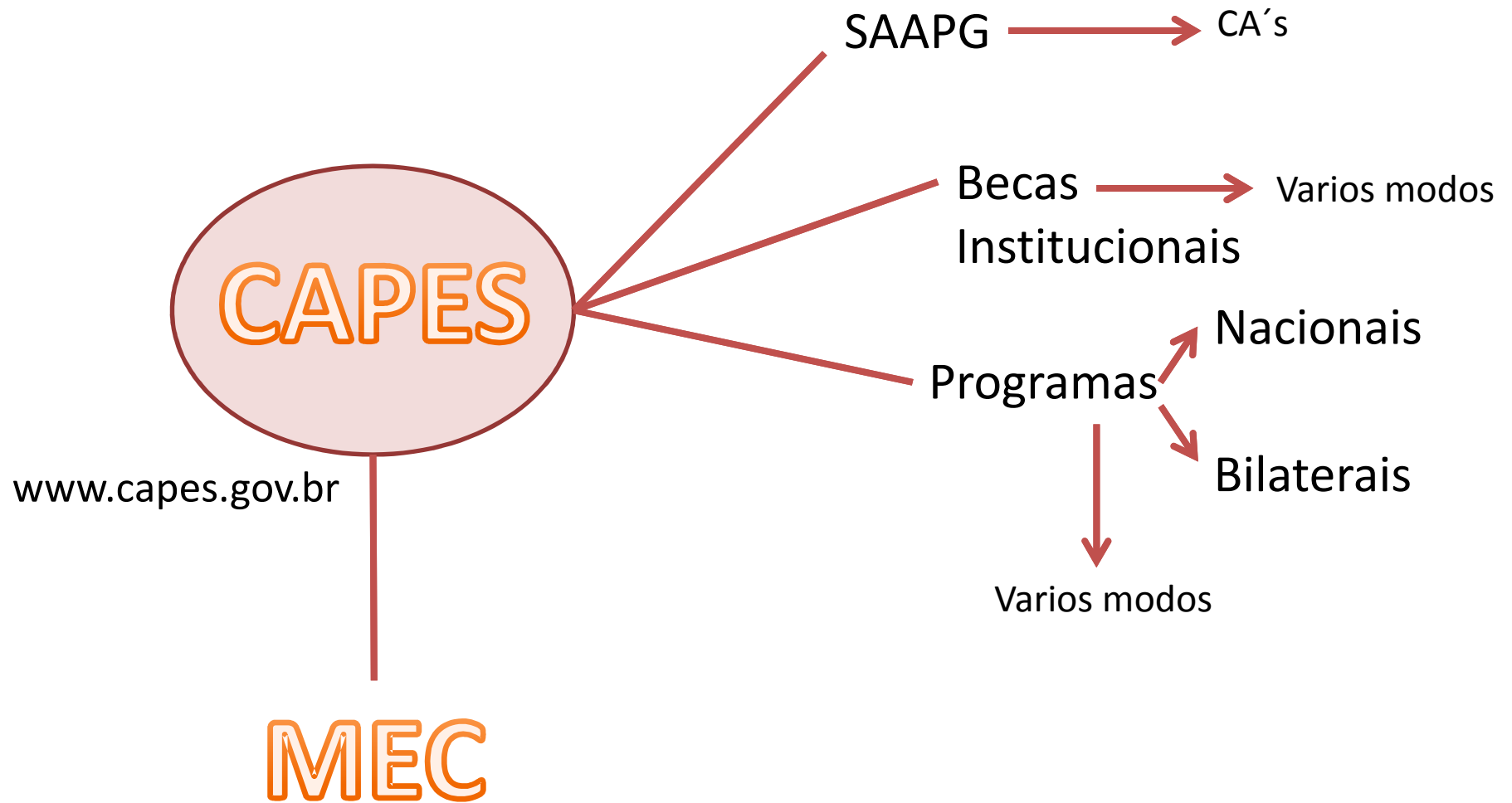


Financiamento de *ID&I* en BR

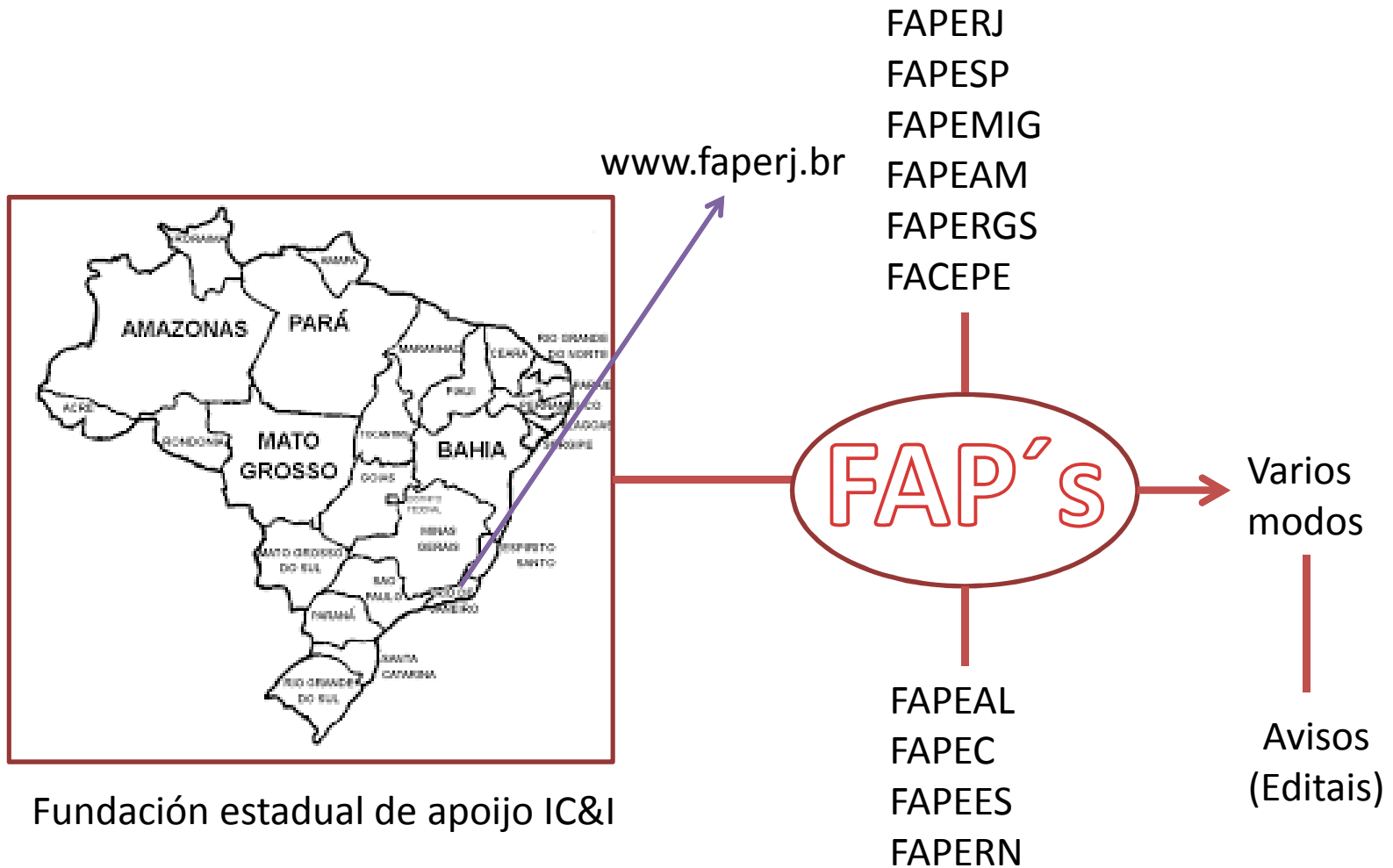
Conicet



Financiamento de *ID&I* en BR



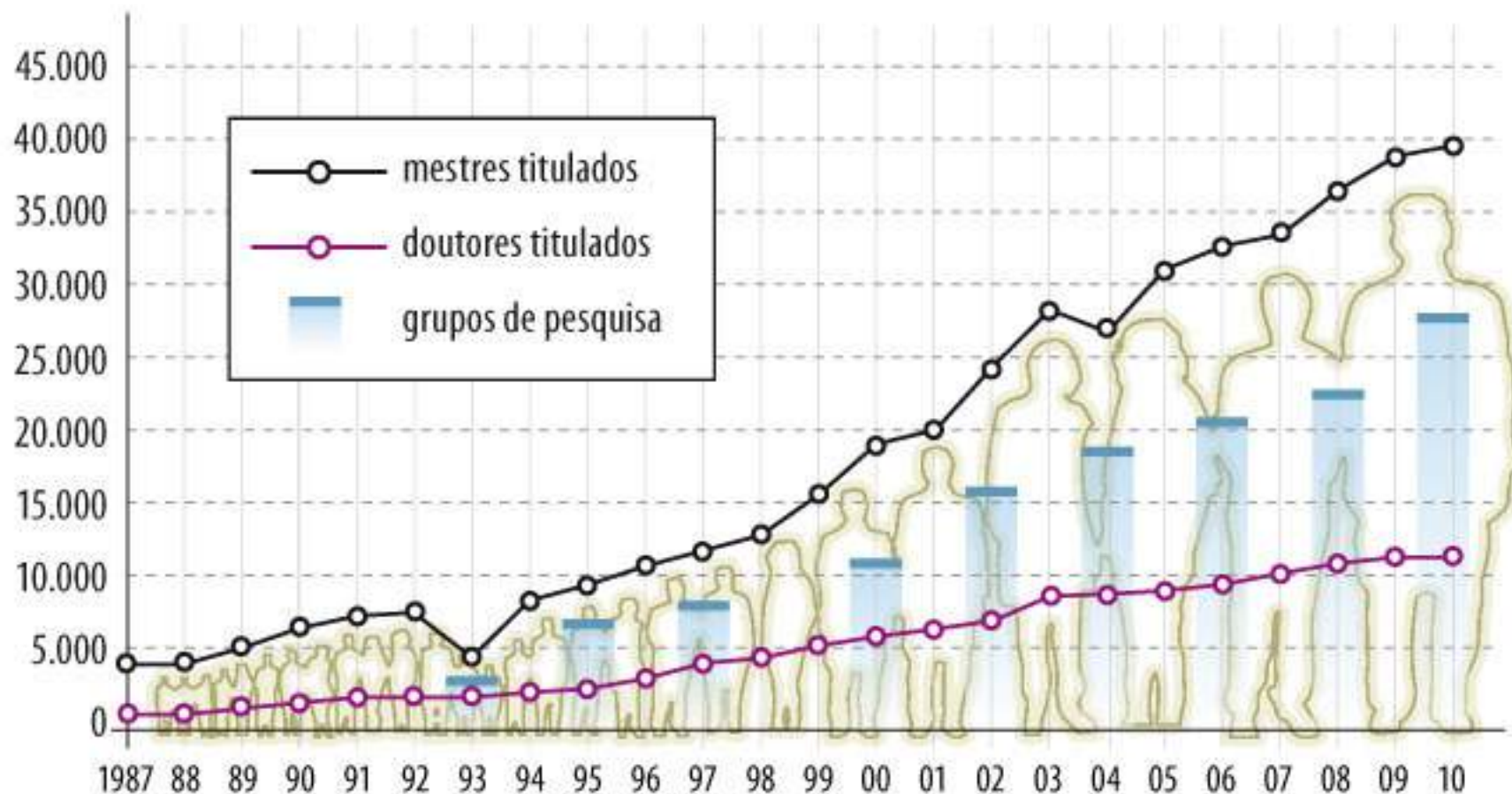
Financiamento de *ID&I* en BR



Per-review: agencias nacionais ou estaduais/distritais/municipais

Número de doutores formados cresce menos que o de mestres

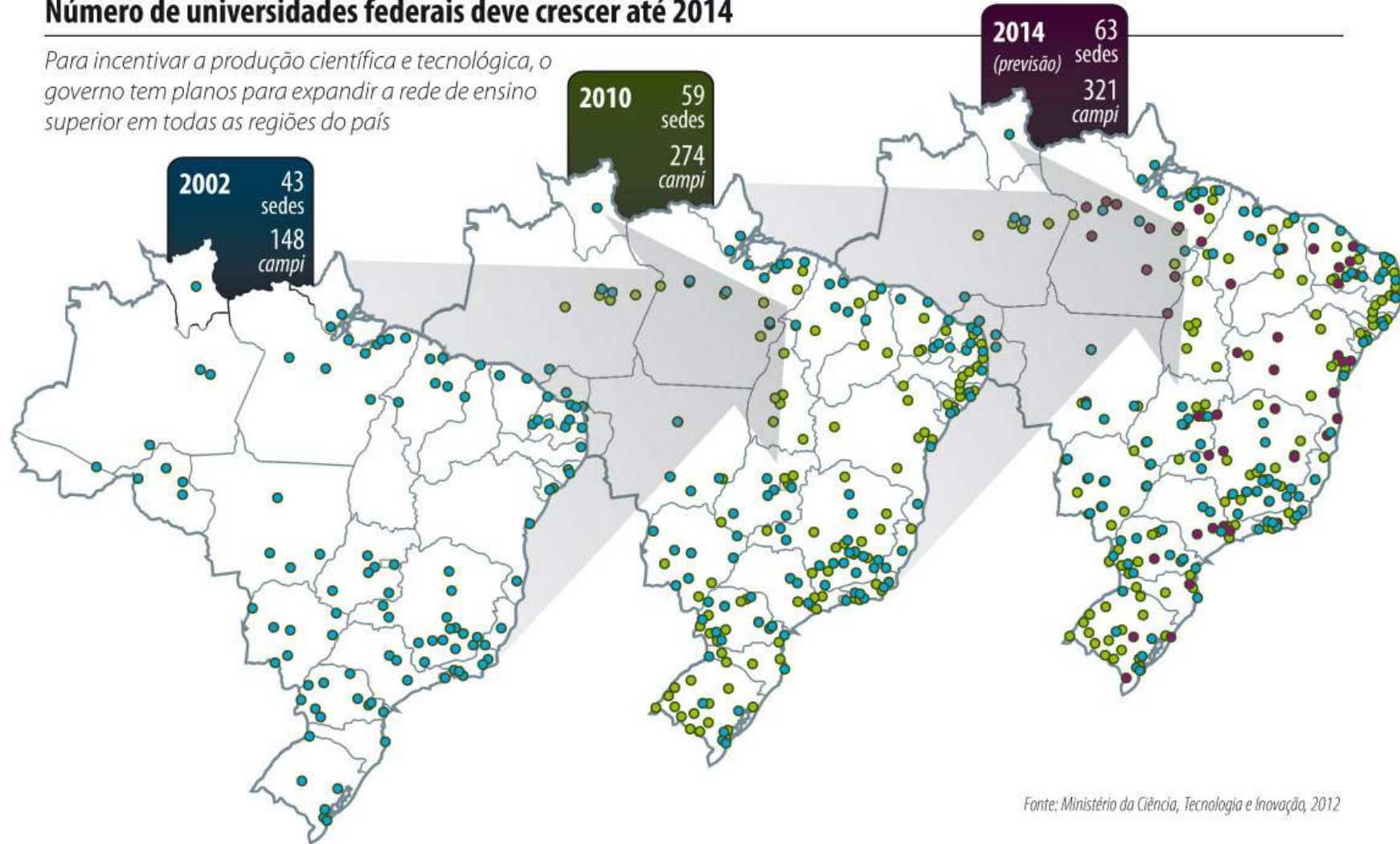
Universidades formam sete vezes mais mestres e doutores que há 25 anos



Fonte: Ministério da Educação e Cultura, 2012

Número de universidades federais deve crescer até 2014

Para incentivar a produção científica e tecnológica, o governo tem planos para expandir a rede de ensino superior em todas as regiões do país

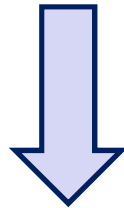


Fonte: Ministério da Ciência, Tecnologia e Inovação, 2012

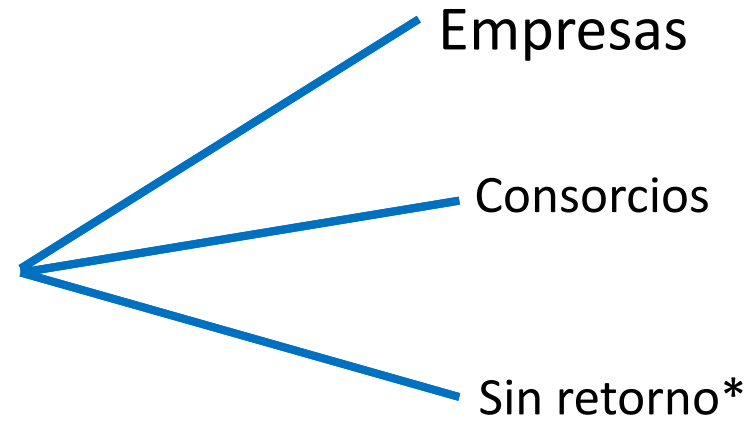
Média mundial no número de pesquisadores/milhão de habitantes: 1000
 Brasil: > 70.000 pesquisadores no SFES (vs 203.000); 11000 Dr's &
 40000 MSc em 2014).



www.bndes.gov.br/



Banco Nacional de Desenvolvimento Científico y Social



* Financiamento sob carta de “encomienda”

www.finep.gov.br



promover e financiar a inovação e a pesquisa científica e tecnológica em empresas, universidades, centros de pesquisa, institutos de pesquisa.

Empresa-empresa
Empresa-universidade
Universidade - empresa

Inversión com interés



Agência de Inovação



embrapii.org.br

Empresa Brasileira de Pesquisa e Inovação Industrial

ações estratégicas, estruturantes e de impacto para o desenvolvimento sustentável do Brasil.



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Política de genérico



Importación / exportación



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- CBPF
- CGEE
- CPMR
- CEPEL
- INT
- IME
- LNCC



Defesa Fronteiras
Amazônia (RADAM)
Marinha etc

Fundos Setoriais

- Os Fundos Setoriais foram criados para fomentar a pesquisa básica nas Universidades e Centros de Pesquisa em 1994 abrangendo as seguintes áreas:
- Petróleo, Infra-estrutura, Informática, Mineral, Hídrico, Espacial, Aeronáutico, Transporte, Energia, Agronegócio, Amazônia, Biotecnologia e Verde-amarelo.

Financiamento Não-Reembolsável

❖ Fundos Setoriais (Principal fonte)

- Contribuições incidentes sobre exploração de recursos naturais pertencentes à União ou sobre impostos/faturamentos /CIDE de empresas de setores específicos para financiamento de projetos e/ou programas de desenvolvimento científico e tecnológico.

- | | |
|-----------------------------|--|
| ❖ CT-PETRO – Petróleo e gás | ❖ FVA – Verde e Amarelo |
| ❖ CT-ENERG – Energia | ❖ CT-INFRA – Infra-estrutura |
| ❖ CT-AGRO – Agronegócios | ❖ CT-HIDRO – Recursos Hídricos |
| ❖ CT-BIOTEC - Biotecnologia | ❖ CT-TRANSPO – Transportes Terrestres |
| ❖ CT-SAÚDE - Saúde | ❖ CT-MINERAL – Recursos Minerais |
| ❖ CT-AERO - Aeronáutico | ❖ CT-INFO – Tecnologia da Informação |
| ❖ CT-AMAZÔNIA - Amazônia | ❖ CT-AQUAVIÁRIO – Transp. Aquaviário e constr. naval |
| ❖ CT-ESPACIAL – Espacial | ❖ FUNTEL – Telecomunicações |

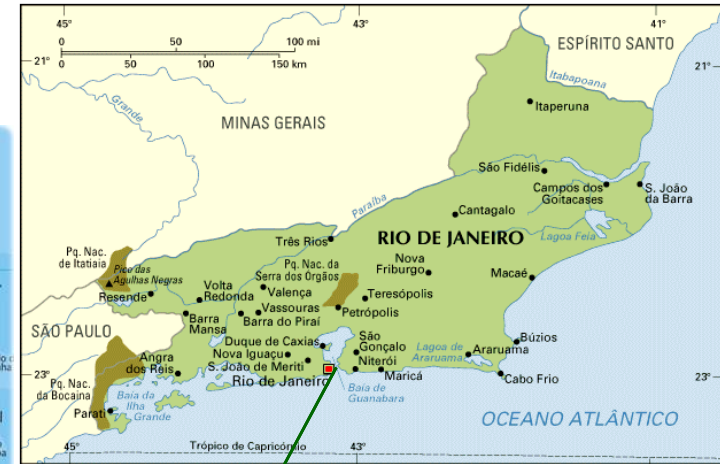
FNDCT/Fundos Setoriais (avanços)

- **Editais específicos para regiões N, Ne, CO**
- **Ações transversais** - mecanismo utilizado pela Finep para destinar recursos de vários fundos para apoiar um mesmo projeto/atividade
- **Lei de Inovação** - destinou parcela de recursos do FNDCT para subvenção econômica de empresas
- **Nova Lei do FNDCT** - gestão operacional mais integrada com Conselho Diretor, autoriza aplicação de recursos em empresas e em fundos de investimentos para inovação.



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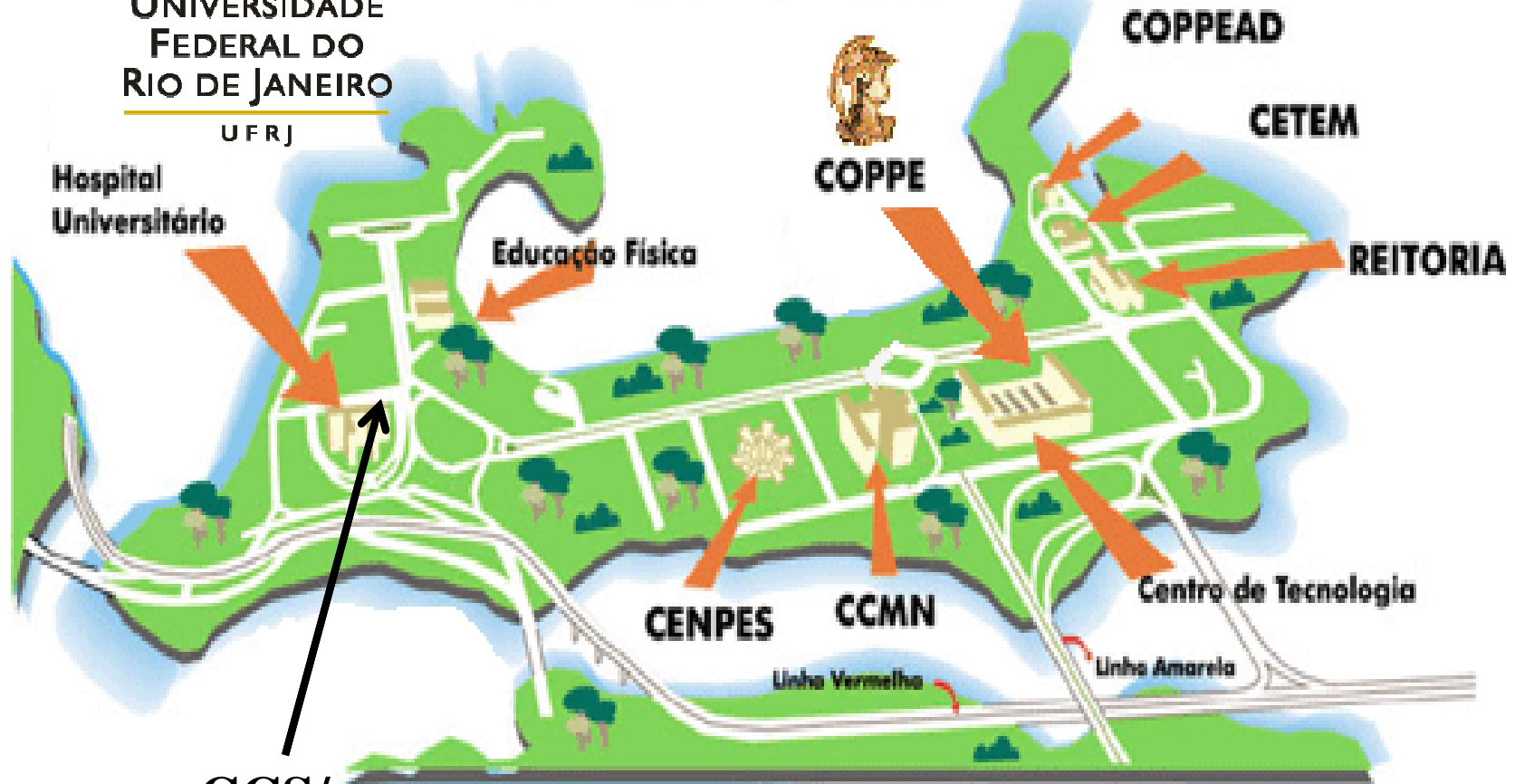
Ilha do Fundão





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Muchas Gracias