

SMEs EXPORT

Argentine Technology and Innovation



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Exporting Potential

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ADOX S.A., proven track record in supplying the food and healthcare sectors



From the city of Ituzaingó, province of Buenos Aires, and with almost thirty years in the market, Adox SA specializes in the manufacture of supplies for the prevention and control of intra-hospital infections, handwashing supplies, and accessories for the healthcare sector, infusion pumps and anesthesia ventilators, anesthesia equipment, and electronic and software developments for the agricultural and security sectors.

Its outstanding line of cleaning supplies includes:

Disinfection products: LT8 Plus (disinfectant cleaner); LCS (bacteriostatic surface coating); AC4, AC4 Plus, and Petrovac (quaternary ammonium disinfectant detergent); Hybridon AR (post-disinfection antimicrobial coating); D5 Duo (disinfectant cleaner); DM3 Baja Espuma (low-foam multi-enzyme detergent); and Eclipse (multi-enzyme detergent).

Hand hygiene: GE5 (antibacterial gel); BIOGlove (disinfectant emulsion); L7 (hydroalcoholic lotion for disinfection); JL4 (hypoallergenic liquid soap with emollients); and Zervadox (antibacterial liquid soap).

Infection control accessories: Quick-rinse mop; mouth gel; cleaning solutions for sensitive skins; micro-droplet sprayer; double-bucket cleaning system; hard-to-reach cavity cleaner; high-density, high-strength nanostructured compound impregnated with silica microparticles; toothbrush for intubated patients; glass surface cleaning system; Biozoom, contaminated surface detector; orange sticks; microdot cleaning cloths.

Soda Lime: Ideal for optimizing ventilation systems of anesthesia workstations.

Many of its products include components developed through nanotechnology, i.e., disinfectant nanoparticles from minerals and natural extracts. One of them is called Hybridon, which is the first Argentine nano-disinfectant approved by the ANMAT (National Administration of Drugs, Foods, and Medical Devices).

Its production plant has a covered surface area of 8,000 m² and is fitted with state-of-the-art equipment such as reactors for mixing solids and liquids, wet wipes packaging machines, machines for producing single-dose containers, and packaging equipment ranging from 120 milliliters to 1 liter.

Certified under ISO standards, it has a production capacity of 130 tons per month. It is also certified as an INTI-SAC (Argentine Calibration and Measurement Service) laboratory.

INTI has worked to favor the determination of the company's product active ingredients, test validation, production improvement, and innovation efforts. As a result, the firm has become ANMAT certified.

Currently, 15% of its production is exported to the Bolivian, Paraguayan, Dutch, and German markets. It also intends to have a greater presence in Latin America, particularly in Chile, Uruguay, and Peru.

Javier Viqueira, the company's President, comments, "We are the first Argentine firm to certify an innovation management system through the IRAM 50501 Standard and I believe we are still the only ones."

Since its inception, the company has received multiple awards, including: *Incorporation of Value Addition in Exports*, by ExportAr Foundation; *New Exporting SME and Technological Innovation Applied to the Export Market* honorary mention, by BaExporta; and *Export Excellence Award*, by the La Nación newspaper and Banco Galicia.

“We stand out from the competition because at the SME level we manufacture the inputs and the electronic equipment they use, such as instrument washers, cleaning test equipment, washing machines for endoscopes, catheters, etc.”

“Our work is fully compliant with international standards. We develop quality, reliable, and safe products that contribute to the preservation of the environment and the quality of human life,” Mr. Viqueira adds.

• **HS CODE (NCM):** :

-3401.30.00.000N / JL9 Plus

-3401.30.00.000N / JL4

-3401.30.00.000N / Zervadox Soap

-3808.94.19.900D / L9

-3808.94.19.900D / L7

-3808.94.19.900D / Zervadox Lotion

-3808.94.19.900D / LT8 Plus



PS Anesthesia SA, innovation in health products



As a leader and technological model in patient safety, PS Anesthesia SA produces biomedical materials for anesthesiology from the city of Brandsen, in the province of Buenos Aires.

This company specializes in products for anesthesia, vascular access, infusion therapy, enteral nutrition, hemotherapy, and medical products for in-vitro use. **Its most value-added lines are closed circuits and the CVC MAX, Aneskit, and a set for central venous catheterization.**

Among its products are three major lines:

Anesthesia: Periset, Raquiset, and Aneskit.

Infusion Therapy: Adult parallel extension set; neonatal and pediatric extension set; micro, macro, and macro in-line extension set; Cleanup disinfecting cap; macro-drip and micro-drip circuit.

Enteral Administration: Enteral nutrition set, adapters, and enteral nutrition bottles.

PS Anesthesia has a 5,500 m2 production plant and a sound know-how in assembly, extrusion, injection, blow molding, and packaging processes. Its R&D department works with different academic areas, which means that its products are designed under an interdisciplinary approach that is critical for manufacturing biomedical supplies.

INTI has worked to optimize the company's production capacity through the Kaizen method, helping to remove unproductive tasks, improve the workstation layout, and balance its product lines, among other processes.

Approved by the Argentine health authorities and working under ISO 13485 quality certification, it has a total production capacity of 6,000,000 units per year.

In 2019, it began to expand internationally, focusing on the Latin American market. Today the company exports to Bolivia, Paraguay, Chile, Uruguay, and Costa Rica, and its next goal is to operate in Mexico, Brazil, and Panama.

This year, the company has been awarded two distinctions from the **Good Design Seal prize (Sello Buen Diseño Argentino)**, one for the Cleanup Antimicrobial Cap and the other for the LABKIT nasopharyngeal swab for taking samples for the RT-PCR test to detect SARS-CoV-2.

María Luz Flores, head of Marketing and Sales, reflects, "We are a cut above the rest because of our flexibility in responding promptly to our customers' requirements in terms of innovation, development, as well as in fine-tuning our product lines, adapting them to each customer's needs.

"The health system is one, therefore, we make products that improve healthcare, but we also make sure that institutions have access to the best technology available in the market, and we help them select the most suitable option in terms of a cost-benefit ratio for each investment process."

"Abroad, we train the distributor's staff in commercial, technical, and clinical aspects to achieve a better selection of products according to the needs of the target market."

• HS CODE (NCM):

- 3923.50.00.120P 91001 / Cleanup
- 9018.3219.100X / Introducer 18G (1,25 mm' x 70 mm')
- 9018.39.29.900J / 207F20000 - CVC
- Anesthesia Kit - PERISET
 - 86161200 - PERISET III W/ FILTER 16G
 - 86171200 - PERISET III W/ FILTER 17G
 - 86181200 - PERISET III W/ FILTER 18G
- 9018.90.10.190U / 385161 - Micro-Extension Set with Two Access Ports
 - 385163 - Macro-Extension Set with Two Access Ports
 - 385164 - Macro-Extension Set with Three Access Ports
 - 385166 - Micro-Extension Set with Two Access Ports
 - 385167 - Macro-Extension Set
 - 385168 - Micro-Extension Set
 - AT35 - In-Line Macro-Extension Set with Three Access Ports
 - AT35E6 - In-Line Macro-Extension Set with Six Access Ports
 - MAC001L - Needle-Free Macro-Drip Circuit with One Access Port
 - MAC002L - Needle-Free Macro-Drip Circuit with Two Access Port
 - MIC001 - Needle-Free Micro-Drip Circuit with One Access Port
 - 200101 - Macro Circuit. Needle-Free W/ Flow Regulator with One Access Port
 - 240100 - Micro-Extension Set with One Access Port
 - AT35E4 - In-Line Macro-Extension Set with Four Access Ports
 - MAC003 - Needle-Free Micro-Drip Circuit with Three Access Ports
 - 220400 - Macro-Extension Set with Four Access Ports
 - 220401 - Macro-Extension Set with Four Access Ports
 - 200400 - Needle-Free Macro-Drip Circuit with Four Access Ports
 - 200500 - Needle-Free Macro-Drip Circuit with Five Access Ports
- 9018.90.99.190Q / Enteral Nutrition Set - 180203
- 9018.90.99.99.990J / Enteral Nutrition Bottle
 - ENPlus Sterilized Male Adapter
- 9018. 9020.110W / Surgical Scalpel
- 9018.31.19.900D / BULK Syringes
- 3917.40.10.900A / Detachable Adapter for ENFit Syringes
 - Luer Lock
 - Connectors
- 3923.50.00.190M / Femea Luer Lock Cap
 - Enteral Nutrition Connector Cap
- 3917.32.90.920V / AMISET 4.2 X 2.9 mm PVC Tube
- 3926.90.50.000N / Clamps and Locks for Catheters
- 3005.90.90.900H / Nasopharyngeal Swabs



Terragene SA, a leader in infection prevention solutions



Terragene SA is an Argentine company located in the city of Rosario, province of Santa Fé. **It develops and manufactures over 350 products for efficiency control in sterilization processes, disinfection, washing control, and monitoring controls for endoscope reprocessing, among others.**

It has three distinct divisions: Infection Prevention, Intelligent Proteins, and Agriculture.

It has a wide range of product lines, including biological indicators, chemicals, supplies for room disinfection, hygiene monitoring, incubators, auto-readers, traceability analysis devices, indicator inks, etc.

Its most emblematic products are the biological indicators for controlling the efficiency of sterilization processes and electronic reading systems for sterilization.

It has an industrial facility with a floor area of 12,000 m². Its laboratories are equipped with state-of-the-art technology such as automation and robotics, electronics, software and artificial intelligence, molecular biology, and thermoplastics.

INTI assisted the company as part of the Supplier Development Program (Programa de Desarrollo de Proveedores). It also worked on the application of the Kaizen method and is currently involved in developing a technology park for the future, whose goal is to translate the latent scientific, technological, and business capabilities in the province of Santa Fé into the largest productive innovation park in Latin America.

The company exports 95% of its production to over 70 countries, mainly Brazil, China, the United Kingdom, Spain, Turkey, and Thailand. It is currently planning to strengthen its presence in China and India. Terragene has offices in Argentina (Rosario), Mexico (Mexico City), the United States (Houston), Spain (Madrid), and China (Shanghai).

It operates under the ISO 13485 certification. It also has the approval of the US Food and Drug Administration (FDA) for several of its sterilization and infection prevention products.

It is the Argentine firm with the most FDA-approved products, which is proof of its R&D endeavors.

Co-Founder and CEO Esteban Lombardía reflects, “We are number one worldwide in infection prevention solutions. We stand out for our ongoing innovation, quality, reliability, and pricing.

We are also the company with the widest variety of products and services in the infection prevention industry. This is the result of a team of more than 300 world-class employees with proven expertise in microbiology, genetics, molecular biology, chemistry, and electronics, among other disciplines.

We define ourselves as an innovation powerhouse and as a company capable of transforming innovative ideas into profitable and scalable businesses that solve concrete, global problems.”

• **HS CODE (NCM):**

- 3822.00.90.200F / Chemical Indicators
- 3821.00.00.900M / Biological Indicators
- 8302.50.00.100C / Holder (CDWAH)
- 9611.00.00.000G / Labelling Machine (CG3)
- 9612.20.00.000D / Inking Roll (IRCG3)
- 4811.90.90.910U / Thermal Paper Roll (ICTP)
- 3824.99.89.990D / Inks (IK)
- 4911.99.00.900R / Record Chart (SRT)
- 3926.90.40.900c / Helix (CDPCD)
- 8419.89.99.900J / Incubators
- 8419.90.40.900Y / Accessories
- 9025.19.90.900W / Thermometer (TBIC)
- 8504.40.90.190F / IC-M0037
- 8544.42.00.190Z / IC-M0055
- 8517.62.99.900R / WILINK
- 8471.60.54.00Y / Trazanto
- 4911.10.90.900J / Catalogues
- 3919.90.20.990X / Labels
- 4819.20.00.110 L / Packaging



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• International Technical Cooperation



The recent COVID-19 pandemic drives us to reflect upon health autonomy in relation to the safe, sufficient, and independent availability of the active pharmaceutical ingredients (APIs) required for the manufacture of medicinal products that are critical for public health.

With this trigger in mind, the main associations that bring together the pharma and chemical manufacturers in Argentina and Brazil started a joint initiative to further the identification, promotion, and investment in the production of strategic APIs for the region.

As a result, the Brazilian Industry Association of Active Pharmaceutical Ingredients (Associação Brasileira da Indústria de Insumos Farmacêuticos, ABIQUIFI) and the Argentine Chamber of Active Pharmaceutical Ingredient Producers (Cámara Argentina de Productores de Farmoquímicos, CAPDROFAR), together with the Brazilian Embassy and the Brazilian Trade and Investment Promotion Agency, organized a mission to Buenos Aires with Brazilian businessmen from the sector to discuss concrete possibilities of association to reduce external dependence and boost the production of critical APIs for the region.

As part of this agenda, a visit to INTI took place, since there is a joint initiative currently carried out in coordination with the National Agency of Public Laboratories (Agencia

• INTI's Capabilities for International Markets



In the near future, INTI will rely on an API pilot plant to boost our country's production capacity of drugs with outstanding healthcare and economic value, an initiative that is part of INTI's import substitution strategy.

This pilot plant is the only one in the public sector at the local level. It will allow the advancement of competitive synthesis processes to be transferred to the private sector, in addition to complementing the capabilities of the science and technology sector for the development of new drugs and innovation.

While a group of pharmaceutical drugs have been identified to be produced locally, more than 90% of the APIs used in the local industry are imported, mostly manufactured in China and India.

To identify this demand, the primary source of information used was a survey conducted by ANLAP to the Health Programs and other areas from the National Ministry of Health. The analysis consisted of 201 essential medicines for public health, assessed according to the drug production methods, origin, and requirements. These results evidenced a total of 85 identified strategic APIs of synthetic origin, whose production feasibility could be assessed in the pilot plant.

Nacional de Laboratorios Públicos, ANLAP) in this crucial area of public health.

Precisely, the collaboration with ANLAP has led to an initial mapping that could be used as a starting point to determine the priority active ingredients to be produced locally and, from there, to complement each other inside and outside the country by combining public-private capabilities to reduce dependence on critical API imports.

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Strengthening the pharma and chemical sector is key to achieving health sovereignty, as evidenced during the recent pandemic, and to genuine import substitution and increased exports of high value-added products.



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