



Asia-Pacific
Economic Cooperation

2007/SOM1/HLPDAB/012rev1

Commercialization of Biotech Corps in Asia from Lab to Market

Purpose: Information
Submitted by: Asia BioBusiness Pte. Ltd.



**High Level Policy Dialogue on Agriculture
Biotechnology
Canberra, Australia
20-21 January 2007**

Commercialization of Biotech Crops in Asia From Lab to Market

Manila, June 18-23rd, 2006



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Objectives

- Provide a comprehensive, in-depth understanding of the principles, approach, regulatory requirements, information needs, awareness-building techniques, and stewardship requirements for commercializing a biotechnology seed product for widespread farmer adoption
- Provide opportunities to network with experts and to become knowledgeable about supporting resources in the region and worldwide, which are relevant to the commercialization of agricultural biotechnology

Target Groups

Primary

- **Public sector scientists, R&D managers**
- **Government officials responsible for driving commercialization of biotechnology**
- **Regulators, managers of biotechnology projects**
- **Private sector, company personnel who desire a comprehensive understanding of the entire “R&D to product commercialization” chain**

Target Groups

Secondary

- **Biotechnology managers of bilateral / multilateral donor organizations**
- **Portfolio managers / directors of investment and commercial banks**
- **Asia-based diplomatic personnel e.g. economics, commercial or agricultural attachés**
- **Legislators in countries with expressed interest to develop strong biotech industries**
- **Civil society groups****

Syllabus

- Understanding the “landscape” of biotech crops: Key players, products in the market, market size and relative market shares, the R&D pipeline in the public and private sectors, consumer expectations, key investors.
- Steps in the process to commercialize biotech-seeds --- Product concepts, product development, regulatory approval for food and feed, public acceptance, and farmer-adoption – “Stage Gating”
- Regulatory frameworks for biosafety, intellectual property protection, and commercial approvals



Syllabus

- Biosafety considerations in early “proof of concept” experiments. Biosafety-related requirements in contained and open field experiments
- Intellectual property management and technology transfer / exchange mechanisms
- Regulatory approval: Assembling a supporting dossier for biosafety approval. Approach and information needs.
- Food and feed safety assessment: Principles, regulatory and science requirements
“Freedom-to-Operate” (FTO): Harmony between technical, governmental and social acceptance



Syllabus

- Integrating biotech products with conventional seed bulk-up programs in the public sector
- Protecting the investment: Product stewardship principles and programs such as resistance management
- Protecting the investment: Key messages and communication strategies to create receptive environments in specialized and general constituencies. How to design and conduct public awareness, support-building activities
- Multilateral environment agreements (MEA's) and their impact on the commercialization of agricultural biotechnology
- Resource and knowledge networks to support biotechnology



Location

Manila, Philippines

- **Country with experience of the commercialization process**
- **Resource people available from Public / Private Sector**
- **Demonstration plots available**



Attendees

Ms. Angela Tortora Urrutia	CHILE
Dr. Li Jianmeng	CHINA
Dr. P. Kar nan	INDIA**
Dr. Saptowo J Par dal	INDONESIA
Dr. Umi Kalsom Abu Bakar	MALAYSIA
Ms. Renee Salas	MEXICO
Dr. Juan Risi Carbone	PERU
Dr. Antonio Alfonso	PHILIPPINES
Dr. Alicia Ilaga	PHILIPPINES
Dr. Connie Magboo	PHILIPPINES
Dr. Vive ncio (Choy) Mamaril	PHILIPPINES
Mr. Perfecto Corpuz	PHILIPPINES
Dr. Virginia G. Novenario-Enriquez	PHILIPPINES
Dr. Rhodora Aldemita	PHILIPPINES
Mr. Celso Manangan	PHILIPPINES
Ms. Julieta Fe Estacio	PHILIPPINES
Dr. Josefina O. Narciso	PHILIPPINES
Dr. Ben Pecson	PHILIPPINES
Dr. Des Hautea	PHILIPPINES
Dr. Sangji Byun	S. KOREA**
Dr. Karsedis Distabanjong	THAILAND
Dr. Phisamai Anupongsanukul	THAILAND
Dr. Nguyen Van Tao	VIETNAM
Dr. Dang Trong Luong	VIETNAM
Mr. Nguyen Thi Van	VIETNAM
Nguyen Dinh Cap	VIETNAM
Nguyen Thuy Kieu Tien	VIETNAM
Pham Bich Hien	VIETNAM
Dr. Le Hu y Ham	VIETNAM
Ms. Mishal Colesman	VIETNAM

Summary

- 11 Countries
- Public Sector Researchers
- Policy Makers
- Private Sector**

Resource People

Professor Paul Teng	SINGAPORE
Dr. Andrew Powell	SINGAPORE
Dr. Shanthu Shantharam	THAILAND
Dr. Tanton Subagyo	INDONESIA
Dr. Reynaldo Ebor	PHILIPPINES
Dr. Randy Hautea	PHILIPPINES
Dr. Mariechel Navarro	PHILIPPINES
Ms. Liza Ugalino	PHILIPPINES
Mr. Sammy Dalmacio	PHILIPPINES
Dr. Gerard Barry	PHILIPPINES
Mr. E Borlongan / Archie Long	PHILIPPINES
Dr. Ben Pecson	PHILIPPINES
Mr. Choy Marmaril	PHILIPPINES
Ms. Julieta Fe Estacio	PHILIPPINES
Dr. Des Hautea	PHILIPPINES

Course Assessment

- Overwhelmingly positive - many expressed interest to host same course in own country
- All issues addressed were of interest to most of attendees especially:-
 - Understanding the “landscape” of biotech crops
 - Steps in the process to commercialize biotech
 - “Stage Gating” of research
 - Regulatory frameworks
 - Risk communication



Lectures



Role playing



Group Work
e.g Stage gating / Risk Comm



Field trip



Networking
Experience sharing

