INVESTMENT PROJECT

A) Project Description

We are the only laboratory in South America dedicated, for the past 25 years, to the production of allergens (antigenic proteins) used in hypo-sensitizing vaccines and allergy diagnostics.

Our product lines include:

- Immuno Assay: Lyophilized and liquid concentrates in various pharmaceutical forms such as oral dropper bottles, mouth sprays in saline solution with glycerin, aqueous and retard injectables, and nasal sprays.

- Testing Assay: Production of concentrates for allergy diagnostics (prick tests) and stainless-steel lancets for allergy testing.

We also supply liquid concentrates in saline solution with glycerin, as well as aqueous and retard formats, along with various diluents.

We extract antigenic proteins from both "collection" sources—pollens, epithelia, latex, insects, and foods—and from our own cultures, such as fungi and mites.

We maintain a mycotheque with approximately 20 fungal species and an acarotheque with about 10 mite species, which enables us to produce our own antigens for treatment and testing.

There is currently a global and sustained increase in allergic diseases such as asthma, rhinitis, dermatitis, and urticaria, which in some cases can lead to anaphylaxis or even death. Diagnosing and treating these conditions with vaccines improves patients' quality of life and, over time, can lead to the suppression of the disease.

We currently have ANMAT (National Agency for the Protection of Allergy and Allergy Prevention) authorization to manufacture allergy products for the domestic market.

However, we need to invest in two projects: the first is to be able to export these allergy products we make, and the second is to enable the laboratory to manufacture another line of allopathic products for over-the-counter (OTC) sales, as well as prescriptions for pharmacies and hospitals. According to Regulation 223, we would enable quality control and permit third-party manufacturing. We would analyze raw materials, packaging, and the finished product for release. The third-party laboratory would send it to drugstores for distribution.

The investment consists of infrastructure, professional personnel, and equipment to obtain export permits and authorize the laboratory to produce allopathic medicines through third parties for both domestic and international distribution (according to Regulation 223), thus increasing our presence in the local and international markets.

Jaime Salcedo – Pharmacist

After serving as the Technical Director of the laboratory for 20 years, and following the decision of the previous partners to retire, feeling their cycle had come to an end, I took over Diater in 2023. At that time, the company was in a financially delicate situation, mainly due to the impact of the pandemic, lack of investment, and outdated infrastructure.

Today, in addition to being the Managing Partner, I am also the majority shareholder. The remaining share capital is owned by my daughter, making Diater a family-owned business.

B) Business Model

Our business model is focused on opening export markets for our allergy-related products. As producers of raw materials, we have a large stock and the capacity to scale up production—particularly with our key raw materials: Blomia tropicalis, Dermatophagoides pteronyssinus, and Dermatophagoides farinae mites.

We have conducted market studies and identified significant potential clients in South America, Africa, Asia (excluding China), and Eastern Europe.

Simultaneously, we aim to authorize the laboratory for the manufacturing of any type of allopathic pharmaceutical product through third parties, thus opening a highly valuable market segment.

C) Problem Addressed by the Project

Lack of investment in infrastructure, specialized personnel, and equipment.

Need to manufacture an additional product line.

D) Proposed Solution

Infrastructure Improvements:

Construction of new locker rooms

Construction of new airlocks for personnel and materials; segregation of areas

Area upgrades

Renovation of storage facilities

Refurbishment of quality control and microbiology areas

Construction of a new cafeteria

Professional Staff:

Reorganization of department heads for Production, Quality Control, Quality Assurance, and Product Sales

Equipment:

HPLC

UV-Visible Spectrophotometer

Karl Fischer titrator

Autoclaves

Freeze dryer (lyophilizer)

TOC analyzer

Class 100 air filtration unit

We also intend to obtain authorization (according to Regulation 223) to manufacture allopathic drugs through third parties for domestic and international markets.

Additionally, we plan to purchase product licenses for tablets, injectables, and other pharmaceutical forms.

We plan to start with antihistamines and corticosteroids, products related to allergies. We will then try to add others depending on the market and the availability of certifications.

E) Financing

The total investment is estimated at USD 1.5 million, which will be obtained through a foreign investor, who will be offered 30% of the company's capital. DIATER has already financed 15% of the capital; we have only been able to renovate the administrative area with bank loans at high rates between 90 and 43%. We have not obtained any type of financing.

We estimate the Internal Rate of Return (IRR) at 9.8%.

The ideal investor profile includes:

- Biological laboratories familiar with allergen products

- Allopathic (non-biological) pharmaceutical companies

- Allergy and immunology clinics conducting diagnostics and treatments (potentially sourcing custom vaccines from us)

- Allergists and immunologists

Potential interesed investors might come from: Turkey, Peru, Uruguay, Brazil, Bolivia, Ecuador, Colombia, Venezuela, Mexico, or Costa Rica, among others.

We are also open to financial investors or banks seeking a return through the project.

F) Risks

We estimate minimal risk, assuming a context of low inflation, tax reductions, removal of currency controls, and strong growth potential.

G) Execution Plan

The project is expected to be completed within one year, with simultaneous progress in:

- Obtaining export permits

- Securing authorizations to manufacture additional pharmaceutical products

- This will be carried out according to the following timeline (diagram available upon request).