

## Discover new business opportunities

Are you looking for ways to make the most of international opportunities? Could you use reliable contacts, relevant intelligence and the chance to network with potential clients and partners? If so, read on!

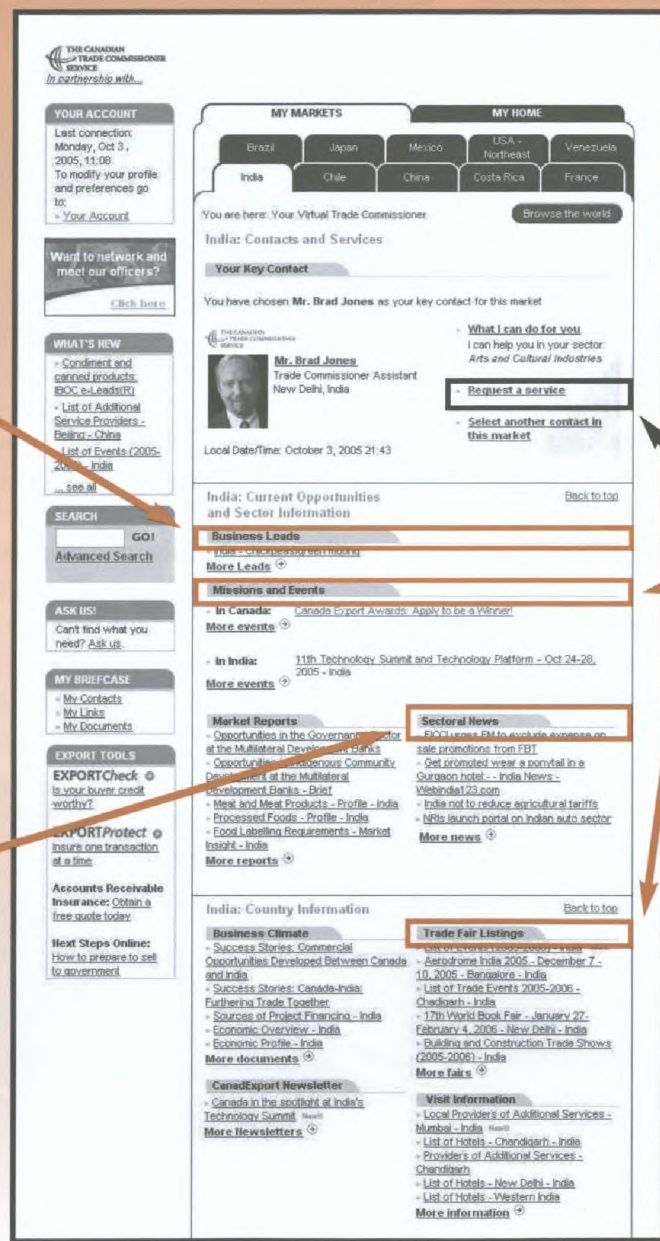
Your Virtual Trade Commissioner (VTC) provides access to business leads, news and key international opportunities. You can even request personal services from a trade commissioner located in your target market. Keep on reading!

### Discover qualified leads

Canadian trade commissioners abroad in collaboration with the International Business Opportunities Centre deliver eligible leads exclusively to VTC users. Looking to expand your search in more markets? Click on "More Leads."

### Gain insight into your sector

Through your VTC, you can access news items that match your business interests pulled from over 7,000 sources. This invaluable information, updated daily, can keep you informed of events that could affect your company's growth.



For more information on the Virtual Trade Commissioner, or to register, visit:

[www.infoexport.gc.ca](http://www.infoexport.gc.ca)

### Build networks and strategic alliances

Trade shows, missions and events are excellent opportunities to discover business leads and further develop your network of contacts. Use your VTC to keep up to date and to register on-line for special events.

### Pull it all together with help from a trade commissioner

All the content available through your VTC goes hand-in-hand with the experience and knowledge of a trade commissioner located in your target market who specializes in your industry sector. Ask for a "Key contacts search" to obtain a list of qualified contacts in your target market. Once you have found a promising opportunity, ask for a "Market prospect" to learn more about it.

To contact a trade commissioner abroad, select "My Markets" at the top of your page, and "request a service." It's that easy!

## Business development mission to India

**India, December 9-16, 2005** > Join the Canada-India Business Council (C-IBC) **Business Development Mission to India 2005** and seize the opportunity to expand your markets, showcase products, increase sales and meet with foreign buyers and key decision makers from India.

As part of this dynamic mission, delegates will participate in business briefings, technical workshops, networking events, site visits and a comprehensive schedule of individual business meetings with selected potential buyers and strategic partners. The program will also include keynote speeches, high-level business receptions and extensive media coverage.

Trade Team Canada Environment is partnering with the Canada-India Business Council to deliver the environment and energy tracks of the C-IBC 2005 Business Mission. Whether you are an export-ready company working in environmental technologies and services, or a professional new to India or already active in the region, don't miss the opportunity to capture a share of one of the world's fastest growing markets!

**For more information**, contact Amanda Kramer, Trade Team Canada Environment, tel.: (613) 952-4081, fax: (613) 952-9564, e-mail: [kramer.amanda@ic.gc.ca](mailto:kramer.amanda@ic.gc.ca), Web site: <http://ttc-environment.ic.gc.ca>.

## Nairobi to host regional port conference

**Nairobi, Kenya, December 5-8, 2005** > Major players in international maritime trade are set to meet in Nairobi for the **Pan-African Ports Cooperation (PAPC) Conference**. It will be hosted by the Kenya Ports Authority in conjunction with the Ministry of Transport. PAPC was formed in 1998 during the first Pan-African Ports Seminar held in Mombasa, with the aim of promoting cooperation among the port community in Africa.

The Conference is expected to bring together CEOs, directors, managers of ports and related organizations on the continent. Other participants will include members from the International Association of Ports and Harbours from Africa and Europe, who will meet to discuss shipping, port business and trends in international trade.

The theme of the conference is "Port modernization: adapting to social, economic and environmental challenges." Facilitators and key speakers at the conference will include renown maritime experts from the Americas, Europe, Asia and Africa.

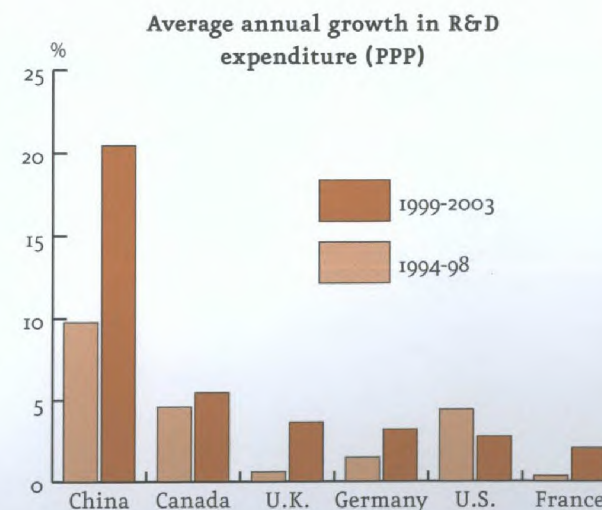
**For more information**, contact Charity Kabaya, Trade Commissioner, Canadian High Commission in Kenya, tel.: (011-254 20) 366-3000, ext. 3351, e-mail: [charity.kabaya@international.gc.ca](mailto:charity.kabaya@international.gc.ca). Web site: [www.kpa.co.ke](http://www.kpa.co.ke).

## China's spending on R&D: Growing by leaps and bounds

Over 1999-2003, China's spending on R&D grew at a blistering 20.5% (average annual growth rate). This was up from 9.8% over 1994-98, a rate which still outstripped most OECD countries, including Canada. In purchasing power parity (PPP) terms, which take into account the lower costs of performing R&D in China, China's expenditure reached \$84.6 billion in 2003. This is nearly seven times what it was in 1991. China's expenditures are still small relative to the U.S., which in 2003 spent \$284.6 billion on R&D, again in PPP terms. But in 2003 China's spending already exceeded what Germany, France, and the U.K. each spent on R&D, and was not far behind Japan's \$114 billion. China is not normally known for its R&D, but that might soon change.

Provided by the Trade and Economic Analysis Division ([www.international.gc.ca/eet](http://www.international.gc.ca/eet)).

### FACTS & FIGURES



Source: OECD Main Science and Technology Indicators 2005-1