

## Roundtable in San Francisco attracts biotech and venture capital companies

In March 2004, the Canadian Consulate Trade Office in San Francisco-Silicon Valley co-sponsored a biotechnology roundtable.

Entitled "Building and Growing a Successful Biotech Company," the event attracted life sciences executives and venture capital firms that invest in this sector. Two keynote speakers were featured: Paul Hastings, CEO of QLT, one of Canada's largest biotech companies, and Dr. Luke Evin, a partner at San Francisco-based MPM Capital, the world's largest life-sciences venture capital firm. MPM was the largest venture capital investor in Canada in 2003, with its \$32-million investment in NeuroMed Technologies, a biotech company based in Vancouver.

Some 110 life sciences executives from northern California participated. These companies represent the full spectrum of biotech firms in the area, including both large public companies and small and medium-sized privately held firms. Among the larger companies in attendance were Genentech, Chiron, Gilead, Amgen, Affymetrix, Berlex Biosciences and Exelixis.

Among the leading venture capital firms that participated were Versant Ventures, Bay City Capital, Burrill & Company, Thomas Weisel Partners, Draper Fisher Jurvetson, Viant Capital, Archanger Ventures and WI Harper Group, in addition to MPM.

Several Canadian executives flew down to San Francisco to participate. Paul Stinson, Executive Director of BC Biotech, a not-for-profit industry association, delivered an opening address on Canada's investment opportunities. In his keynote speech, Hastings also emphasized the positive investment climate in Canada and discussed what it takes to develop a successful biotech company. Dr. Evin's presentation addressed some of the



With the biotech market picking up, members had a lot to talk about.

opportunities and challenges for the industry and provided an overview of activities in the venture capital sector.

Last year, approximately \$4 billion was invested in biotech companies worldwide. This year, the number is expected to exceed \$4.75 billion.

The event was co-sponsored by the Harvard Business School Alumni Association of Northern California and consulting firm Manatt, Phelps & Phillips.

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## U.S. Bioterrorism Act, Phase III

The third phase of the **Bioterrorism Act (BTA)** was implemented on June 4, 2004.

Phase III requires that **Customs and Border Protection and the Food and Drug Administration receive prior notice of all food for humans and animals imported or offered for import into the**

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**For more information**, go to [www.customs.ustras.gov](http://www.customs.ustras.gov). \*

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CanadExport is published twice monthly by International Trade Canada's (ITCan) Communications Service Division.

ISSN 0823-3330

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September 25-28, 2004  
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**IIDEX/NeoCON CANADA 2004**  
September 30-October 1, 2004  
Toronto, Ontario



**TRANS-EXPO 2004 & CUTA FALL CONFERENCE**  
November 6-10, 2004  
Montreal, Quebec



**CINARS 2004**  
November 16-20, 2004  
Montreal, Quebec



**CONSTRUCT CANADA 2004**  
December 1-3, 2004  
Toronto, Ontario

**For more information** on these events, go to the Trade Commissioner Service Web site at [www.infoexport.gc.ca](http://www.infoexport.gc.ca).

Published by the Trade Commissioner Service Marketing Division (TCW)