

Canada, like Spain, is a net importer of intellectual property, including patents. Of the more than 30 million patents in the world only 1.2 million are Canadian patents.

VII. COMPARATIVE EVALUATION OF BUSINESS OPPORTUNITIES IN SPANISH-CANADIAN RELATIONS

The objective of this document is to introduce Canadian and Spanish professionals, from the private or public sectors, to biotechnology opportunities in both countries. To describe those specific opportunities in a coherent and extensive manner is beyond the scope of this introductory report. Nevertheless, during its preparation, public and private organizations in both countries have expressed a great deal of interest in exploring areas of mutual interest. The forms of collaboration range from representations, and distribution of products to strategic alliances in manufacturing and R & D. These companies or institutions are referred in Appendix I and II. Some of them have a lot to offer since they have the mandate and the economic means to implement agreements of interest to both countries. Therefore, the lists described in the above appendices are not the result of a systematic market exploration but a small but important sample of the interest existing. Concrete opportunities and threats will be identified if market and data analyses are conducted in a subsequent report. In that sense, this document highlights major biotech areas worth exploring. The description of those areas of opportunities are described in the following three lines of investigation:

A. AREAS OF OPPORTUNITY FOR CANADIAN MANUFACTURING, TECHNOLOGY TRANSFER, AND R & D

1. Forest and forest products (pulp and paper technologies), reforestation technologies
2. Waste water treatment, and toxic waste
3. Food technology transfer, including fermentation technology
4. Aquaculture, specially fish farming
5. Animal health vaccines and probiotics
6. Biopharmaceuticals and diagnostic kits to be distributed or manufactured under license in Spain, and joint R & D projects