

Roundtable in San Francisco attracts biotech and venture capital companies

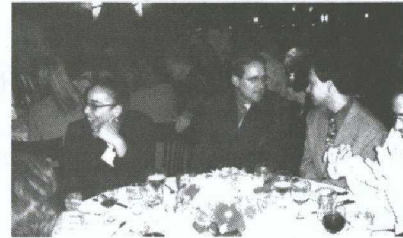
In March 2004, the Canadian Consulate Trade Office in San Francisco-Silicon Valley co-sponsored a biotechnology roundtable.

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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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. ✪

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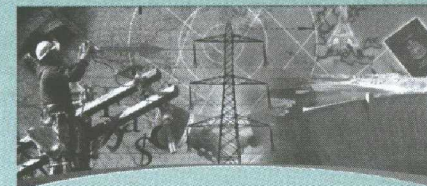
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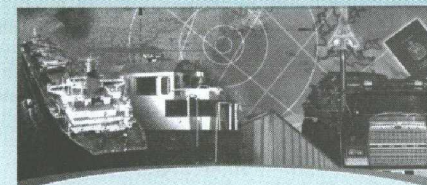
HYDROVISION 2004
August 16-20, 2004
Montreal, Quebec



**HYDROGEN AND FUEL CELLS 2004 -
CONFERENCE AND TRADE SHOW**
September 25-28, 2004
Toronto, Ontario



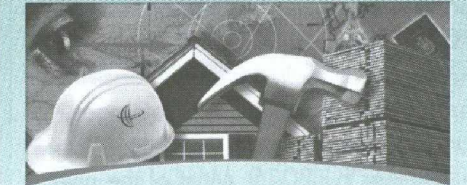
IIDEX/NeoCON CANADA 2004
September 30-October 1, 2004
Toronto, Ontario



**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.

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