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the Ministry of Information Industry, the Chinese Academy of Sciences, and the Shenzhen Municipal People's Government. Chinese senior leadership participants included Chen Siwei, Vice-Chairman of the National People's Congress and China's "father of venture capital," as well as Vice-Premier Wu Bangguo.

The main themes for this year's event were "Venture Capital in the High-Tech Industry"; "Information Technology in the 21st Century"; and "Biotech and Medicine in the 21st Century." The highlights included a presentation at the forum on "Information Technology in the 21st Century" — "Building High-Performance Internet" — by Wilkin Chan, Vice-President of Nortel Networks China Limited.

The Canadian delegation at this event was a reflection of both the breadth and the depth of Canada's high-tech sector involvement in China. Some 18 companies participated, including Nortel Networks, Nordx, Mitel, VIVE Synergies, Eicon Technology Corporation, the Billion Group, Harris Corporation, Zi Corporation, Supermaster, E-Commerce Partner Inc., WISE Info Tech, BioBasic, Convion, Entrust Technologies, and others. The more than 120 individuals promoting Canadian interests included 25 Chinese students pursuing their doctoral studies in Canada. The Canadian stand became a landmark and favourite meeting spot for participants at the Fair, and in recognition of its well-designed presentation and promotion of Canada-China high-tech relations, the Canadian Consulate in Guangzhou received the Award for Excellent Organization from the Chairman of the Fair.

A main component of trade shows in China is focused networking, and the Shenzhen Fair was no exception. The Canadian Consulate in Guangzhou organized five networking business forums with Chinese provincial authorities, at which local governors, vice-governors and mayors attended together with key officials

and decisions makers. Participating Canadian companies, whether registered or ad hoc delegates, considered the networking sessions to be of tremendous value, and a number reported new deals on the spot.

China High-Tech Fair 2000



The China High-Tech Fair is a strong example of Canada's International Business Development programs in action. Our missions in China work closely with the Canadian exporting community to promote Canadian information and communications technologies in dynamic and expanding Chinese markets.



The Canadian Pavilion at the China High-Tech Fair in Shenzhen.

Business highlights

Canadian companies distributed over 50,000 information brochures, and the Consulate General handed out 60,000 copies of promotional material. The following companies reported productive discussions:

Nortel Networks and Henan Unicom and Jiangxi Telecom; as well, Guangdong COFERT is to accelerate the governmental approval for Nortel GMS technology transfer to Guangdong Nortel.

Supermaster signed an agreement with Jiangxi province to sell on-line banking and to investigate the possibility of setting up on-line

securities trading application software worth US\$3 million.

Billion Group signed a letter of intent with Jiangxi Xinhe Technology Limited for e-commerce technologies and software.

The Hebei Information Industry Department agreed to help **Big Sky Network Canada Ltd.** (China Broadband Corp.) penetrate the local market.

Wise Info Tech was introduced to a number of potential distributors and plans additional discussions with Henan Unicom and Hefeng Industrial Group Ltd.

VIVE Synergies Inc. was introduced to three potential distributors for their Internet access solutions.

Nordx has several potential purchasers and one possible co-operator lined up for their cable system.

The Alberta government made useful contacts with Chinese IT (information technology) companies and the Chinese government.

The Consulate General in Guangzhou built on its current relationships with ICT (information and communication technology) specialists in the Chinese provincial governments by introducing them to Canadian ICT experts.

For more information on how you can participate in the 2001 China High-Tech Fair or other ICT events in China, contact Marcel Belec, Trade Commissioner, the China and Mongolia Division, tel.: (613) 995-6962, e-mail: marcel.belec@dfait-maeci.gc.ca or Cathy Yao, Commercial Officer, Canadian Consulate, Guangzhou, tel.: (011-86-20) 8666-0569, fax: (011-86-20) 8667-2401, e-mail: cathy.yao@dfait-maeci.gc.ca *