

Canada-Spain networking opportunities

Biocontact Quebec 2003

QUEBEC CITY — October 1-3, 2003 — Canadian companies interested in discussing partnering opportunities with Spanish companies should attend **Biocontact Quebec 2003**, a biopharmaceutical partnership symposium. At this event, Spanish organizations and companies will attend the bi-partnering sessions and one-on-one meetings.

Genoma España (www.gen-es.org), one of the Spanish organizations attending Biocontact, is developing and coordinating public policy, producing foresight studies and assessing

national and international technologies. In addition to supporting genomic and proteomic research, Genoma España also promotes business cooperation and technology transfers, stimulates the creation of biotechnology companies and develops relationships with domestic and international institutions. Genoma España will be accompanied by a number of Spanish biotechnology companies interested in discussing business and partnering opportunities.

Another key participant will be the Catalonia Investment Promotion Agency (www.gencat.net/cidem/

www.gencat.net/cidem/). This agency provides tailor-made, value-added services including: investment opportunities; strategic alliances and technological partnership with local companies, universities and research centres; technology transfers and innovation; access to venture capital; recruitment and training; site location (science parks, biocubators); and incentives and support programs for technology start-ups.

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Major events bring big opportunities

China prepares for Olympics and World Expo

The market for security products in China is growing fast, and presents foreign suppliers with significant opportunities. As China increasingly attracts international events, such as the 2008 Olympic Games in Beijing and the World Expo 2010 in Shanghai, it plans to upgrade and enhance safety and security measures and equipment.

Beijing's municipal government has announced that a total of US\$22 billion will be invested in the next seven years to improve the city's infrastruc-

ture. This could lead to opportunities in China for Canadian suppliers of security products, such as personal protection gear and equipment, detection systems and devices, surveillance systems, asset protection equipment, access control devices, information and communication channels protection, intellectual property protection technologies, security hardware and software, etc.

Approved by China's Ministry of Public Security and Ministry of Science and Technology, **Security China 2003**—the country's largest security

exhibition—will be held in Beijing from **October 29 to November 1, 2003**. The Canadian Embassy in Beijing plans to establish a Canadian pavilion at the show. Based on feedback from Canadian companies, a mission may be planned with follow-on visits to Guangzhou, Hong Kong and Shanghai.

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