

During the preparation of this report, informal exchanges with professionals and business people of Spain and Canada have made me aware of the considerable lack of familiarity with each other country's economic, social and political status. Although this document was initially conceived as a report on the status of biotechnology in Spain and Canada, some pertinent questions were raised to us by some business people from both sides of the Atlantic. These could be condensed into two questions; Why Spain and Canada? Why biotechnology? To answer convincingly those questions we have incorporated a selected amount of socio-economic information. That information makes this document a more valuable point of departure for business professionals of either country. Indeed, both economies are of comparable size, and both countries have in common an important number of features. The document is not a collection of profiles of Spanish and Canadian companies. That is not its objective. Nor is a "me too" report based on the conclusions reached by previous studies. In fact, there are no previous comparative analyses on biotech opportunities between Spain and Canada.

Biotechnology is neither a technology nor an industry or sector. To cover its present status and potential is an enormous task well beyond the scope of this document. Nevertheless, we have endeavoured to present an updated view of the most relevant industries affected by that set of technologies called biotechnology. In that regard, the statistical data presented in here have been taken from the most recently available official publications. A brief review of the business aspects of biotechnology have been included and should be specially useful to non-technical business professionals. Indeed **BIOTECHNOLOGY SPAIN - CANADA** should be seen as a point of departure to facilitate the exploration of opportunities in both countries.

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