

TEAM CANADA 2001 SCORES OVER \$5 BILLION IN NEW DEALS IN BEIJING

February 13, 2001
Ottawa, Ontario

Prime Minister Jean Chrétien today announced the signing of 204 new business deals worth over \$5 billion to Canadian enterprises in Beijing, China, the first stop of Team Canada 2001. The deals included 65 contracts worth a total of \$1.4 billion, 65 memoranda of understanding valued at \$2.0 billion, 37 letters of intent valued at \$1.2 billion, as well as 37 other forms of agreements valued at \$446 million.

"The business deals announced today through Team Canada 2001 have reaffirmed the strength of Canada's commitment to the vibrant and dynamic Chinese market," said the Prime Minister. "China is an important and growing global economic player and a market of enormous importance and potential. The outstanding success of the Beijing leg of our trade mission is a concrete indication of the tremendous opportunities and potential which exist for Canadian companies -- both large established firms and emerging start-ups."

With over 600 participants, Team Canada 2001 is the largest trade mission in Canadian history. The Prime Minister is accompanied by provincial and territorial leaders, mayors, academic institutions, non-governmental organizations and a youth delegation. Priority sectors for this Team Canada are: environmental technologies; agriculture and agri-food; information and communications technologies; education technologies and cultural industries; energy; transportation; mining and minerals; financial services; and medical and health services. Those signing deals range from small and medium-sized enterprises relatively new to the Chinese market, through to large and well-established Canadian firms.

The Prime Minister noted that many of the deals signed today represent new partnerships in training and academic exchanges, reflecting the emergence of a strong and internationally recognized education services sector. In fact, representative of the education sector form the largest contingent of Team Canada 2001.

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Backgrounder

4 Square Productions Canada Ltd, Regina, SK. 4 Square Productions signed a letter of intent with Wired TV Studio JLTV to co-produce the film *Searching for Confucius*. The project, to be filmed in China and Canada, will record the quest of a Canadian of Chinese origin who sets out to discover who Confucius was and his relevance today. It will be broadcast on Vision TV, CFMT, and SCN in 2002. The project is valued at \$220,000, of which \$180,000 is Canadian content.

4 Square Productions signed a contract with the Shaanxi Television Station to co-produce the documentary film *Water, Water*. To be filmed in South Africa, India and China, the documentary investigates the disturbing water shortage problems facing each country and their impact on the entire world. Based on the award-winning book by Canadian author Marq de Villiers, this three-part series will be broadcast on Canada's Discovery Channel in 2002. The project is valued at \$1.3 million, of which \$900,000 is Canadian content.

4 Square Productions signed a letter of intent with Beijing Cinema Film and Art Production Company to co-produce the feature film *Baby Emma*. Based on the true story of Emma Yang, born with Omenn's Syndrome, *Baby Emma* is incapable of developing her own immune system. This dramatic tale follows the seemingly hopeless campaign throughout Canada and China for a bone marrow donor. The project is valued at \$5 million, of which \$4 million is Canadian content.

Academy Canada, Corner Brook, NF. Academy Canada signed a cooperative agreement with the Beijing Institute of Tourism establishing a post-secondary Travel, Tourism and Hospitality Training Centre in China. The four-year program begins with one year of English as a Second Language training, and ends with a final year of study at Academy Canada's campus in Corner Brook. Graduates of the program will receive an internationally-recognized diploma.

AKD International, Fredericton, NB. AKD International signed a contract with the Education Bureau of Nan Sehn District, Shenzhen to establish the Shenzhen College of Sino-Canada to deliver a high school program using an integrated Chinese and New Brunswick curriculum as well as a community college program. The contract is valued at \$2 million, of which \$1 million is Canadian content.

AKD International signed a contract with the Beijing Concord College of Sino-Canada and Beijing Telecom to establish a broadband information technology infrastructure at the Beijing Concord College. The contract is valued at \$3 million, of which \$1 million in Canadian content.

AKD International signed a memorandum of understanding with Fujian Business College to establish the Fujian Concord University of Sino-Canada which will offer university and college programs. The project is valued at \$2 million, of which \$1 million is Canadian content.

AKD International signed a letter of intent with the Education Council of Changchun to create a joint cooperative university to attract Canadian educational institutions to deliver university level programs in China. The project is valued at \$20 million, of which \$3 million is Canadian content.

AKD International signed a letter of intent with Beijing Normal University to work together to create a university in Zhuhai City which will offer Canadian university and college programs. The project is valued at \$20 million, of which \$3 million is Canadian content.

Alberta Dragon Ltd. Calgary, AB. Alberta Dragon signed a contract with Urumqi Kunlun Group for the purchase of 6,000 dairy cattle over the next two years. The cattle will be distributed to various places in China. The contract is valued at \$45 million, all Canadian content.

Algonquin and Lakeshore Catholic District School Board, Napanee, ON. Algonquin and Lakeshore Catholic District School Board signed a contract with Boren Sino-Canadian College establishing Boren as a private secondary school approved by the Chinese government and Ontario's Ministry of Education. The Algonquin and Lakeshore Board will provide staff, curricula, supervision and quality control, permitting Chinese students to acquire an Ontario secondary school graduation diploma. The venture is valued at \$1 million, of which \$100,000 is Canadian content.

All International Investments & Development Inc., Vancouver, B.C.. All International Investments & Development signed a contract with Shanxi Liyuan Xiqu Arts Daguan Yuan Ltd. to establish Xi'an All International Culture Entertainment Corporation. This is a property development project, covering five square kilometres of development land in the Yanta and Baqiao District. The project is valued at \$500 million, of which \$30 million is Canadian content.

AMR Technologies Inc., Toronto, ON. AMR Technologies Inc. signed a memorandum of understanding with Baotou He Fa Rare Earth Development Co. Ltd.(Group), Baotou, Inner Mongolia, to pursue projects in the rare earth field. Projects include upstream/ore processing, rare earth separation/refining as well as downstream rare earth product applications. The estimated value of this agreement is \$7.5 million, of which \$1.5 million is Canadian content.

Aquamed Canada Inc., London, ON. Aquamed Canada Inc. signed a memorandum of understanding with their Chinese partners to manufacture and distribute Aquamed's unique healthcare products in China.

Aquasol EnviroTech (Canada) Ltd. (Minco Mining and Metals Corporation), Vancouver, B.C. Aquasol EnviroTech (Canada) Ltd. (Minco Mining and Metals Corporation) signed a co-operation agreement with China Northern Locomotive & Rolling Stock Industry (Group) Corporation and Huiton Greensource Environmental Technologies Corporation, Ltd. to supply toilets for 10,000 railway cars in China. The project is valued at \$90 million, of which \$30 million is Canadian content.

A. R. Monteith Inc., Mississauga, ON. A.R. Monteith has signed a contract with Uniok Technology Company Limited of Beijing, making Uniok the exclusive Chinese distributor of A.R. Monteith's PzO Digital Inks, used on Grand Format Computer Printers. The deal is valued \$11.25 million over 5 years, all Canadian content.

Bank of Montreal, Toronto, ON. Bank of Montreal signed a cooperation agreement with Fullgoal Fund Management Co. Ltd. to develop China's potential in the mutual fund industry.

Bombardier Aerospace, Montreal, QC. Bombardier Aerospace signed a letter of intent with Shandong Airlines Rainbow Jet Co. Ltd. for the purchase of four Challenger 604 wide body business jets. The jets will be used for the airline's new global charter business operations. The first aircraft will be delivered in March 2002. The agreement is valued at \$152 million.

Bombardier Aerospace signed a joint venture with Shandong Airlines and Flight Training Device (Mauritius) Ltd. to create the Qingdao Feisheng International Training Ltd. Corporation of Qingdao, Shandong province. This venture, housed in a newly-built 1000 square metre centre, will operate a full flight simulator to provide flight training for CRJ regional jet pilots.

Berg Chilling Systems Inc., Toronto, ON. Berg Chilling Systems signed a letter of intent with Henan Zhongpin Food Share Co., Ltd. of Changege, Henan Province, for the sale of Individual Quick Frozen (IQF) and Spiral Freezers which include Berg refrigeration systems. The contract is worth \$4 million, all Canadian content.

Berg Chilling Systems Inc. and Mouldtek Industries Inc., Toronto, ON. Berg Chilling Systems and Mouldtek Industries signed a letter of intent with Xiamen Overseas Chinese Electronic Co., Ltd. (XOCECO) to supply a plastic bulk handling system for the third stage of XOCECO's new plastic moulding workshop. The deal is worth approximately \$1.36 million, all Canadian content.

Bradley Pacific Enterprises, Vancouver, B.C.. Bradley Pacific Enterprises has signed a letter of intent with China Tuhsu Dongfang Import and Export Corporation of Qingdao to provide, as its exclusive agent, 30,000 metric tonnes of high quality used Canadian waste paper for the Chinese newspaper market. The value of the deal is estimated at \$6.75 million for three years, all Canadian content.

British Columbia Institute of Technology (BCIT), Burnaby, B.C.. BCIT signed a contract with Chengdu Electromechanical College establishing a joint educational program to deliver a mechanical technology program at Chengdu. Graduates from the program will be accredited with both a BCIT International credential and a CEC diploma. The project is valued at \$8 million, of which \$4.75 million is Canadian content.

BCIT signed a memorandum of understanding with the Civil Aviation Management Institute of China (CAMIC) to establish a diploma program in Airport Management at CAMIC. Graduates from the program will be accredited with an International Diploma from BCIT and a local diploma from CAMIC. The project is valued at \$2 million, of which \$800,000 is Canadian content.

BCIT signed a contract with Shenyang Electric Power Institute (SEPI) to establish a joint educational-trade training program in heating, ventilating, air-conditioning and refrigeration. Students completing the program will be accredited with diplomas from both BCIT and SEPI. The project is valued at \$5 million, of which \$3 million is Canadian content.

BCIT signed a memorandum of understanding with Guangdong Polytechnical Normal University (GPNU) to establish a framework for GPNU academic teachers to be retrained in BCIT's Technology Teacher Education Program. Teachers completing this program will be qualified to teach in vocational schools in the province of Guangdong. The project is valued at \$1 million, of which \$500,000 is Canadian content.

BCIT signed a contract with Liao Ning International Exchange Center (LIEC) to assist BCIT in the recruitment of students for BCIT's regular and international programs. The project is valued at \$1.2 million, of which \$800,000 is Canadian content.

Can-China Strawboard Inc., Richmond Hill, ON. Can-China Strawboard signed a letter of intent with Guangming Group of China to build and operate strawboard plants in the mainland of China. The plants will

manufacture strawboard panels from waste wheat straw. Can-China Strawboard will act as cooperative consultants and agents during the development, construction and implementation process, and supply the project with most of its machinery and equipment. The deal's estimated value is \$70 million, of which \$50 million is Canadian content.

Canada Livestock Services Ltd., Lloydminster, SK. Canada Livestock Services signed a contract with Ning Cheng Lao Jiao Group establishing the China-Canada Inner Mongolia Red Beef Co. Ltd. in Ning Cheng, Inner Mongolia. Ning Cheng will import Canadian purebred beef cattle breeding stock and embryos and use Canadian technical expertise, training courses, and quality control to modernize and expand beef production and improve meat quality. The deal is valued at \$4.6 million, of which \$4.5 million is Canadian content.

Canada Livestock Services signed a contract with ShiQi Group of Hohhot, Inner Mongolia to undertake a beef development project. ShiQi Group will import Canadian purebred beef cattle breeding stock and use Canadian technical expertise, training courses, and quality control. The deal is valued at \$14.8 million, all Canadian content.

Canada Mortgage and Housing Corporation, Ottawa, ON. Canada Mortgage and Housing Corporation signed a letter of intent with China's Ministry of Construction to provide specialized services for setting up mortgage insurance operations adapted from the Canadian model in China.

Canada North Asia Corporation, Whitehorse, YT. Canada North Asia Corporation signed a memorandum of understanding with Liu Yunzhao of Nam Ning City, Guangxi province, to establish factories in Canada and China to manufacture and market *Safe Driver Seat Units*. The safety unit will reduce injuries in head-on collisions and is designed to be installed in new and older vehicles. The deal is valued at \$18 million, of which \$9 million is Canadian content.

Canada's Royal Winnipeg Ballet, Winnipeg, MB. Canada's Royal Winnipeg Ballet has signed a letter of agreement with the People's Republic of China to perform in Beijing, Shanghai, Guangzhou, Chongqing and Winnipeg's sister city of Chengdu as part of their eight-week "Asia Tour 2001". Travel, meals and accommodation expenses will be covered by the People's Republic of China. Performances are scheduled for Beijing, July 4-5; Shanghai, July 8-9, Guangzhou, July 12-14, and Chongqing, July 19-20.

Canadian Agritech Development Corp., Burnaby, B.C. Canadian Agritech Development Corp. signed a contract with Aolida Pharmaceutical Manufacturer, Harbin, to form a joint venture company. The company will distribute Canadian products in China and manufacture associated products. The contract is valued at \$10 million, of which \$2.5 is Canadian content.

Canadian Association of Prawn Producers, Bedford, NS. The Canadian Association of Prawn Producers, on behalf of Atlantic Canadian offshore shrimp producers, signed a letter of intent with China National Fisheries (Group) Corporation, Beijing, to promote the sale of 50,000 metric tonnes of Canadian offshore prawns to China in 2001. The project's initial estimated value is \$100 million, all Canadian content.

Canadian Chinese Table Tennis Federation, Richmond (CCTTF), B.C. The Canadian Chinese Table Tennis Federation signed a memorandum of understanding with the Chinese Table Tennis Association to support and promote CCTTF's 1st worldwide Chinese Open Table Tennis Tournament to be held Vancouver in July 2001, as well as the sport in general.

Canadian Foundation Centre for International Education, Mississauga, ON. The Canadian Foundation Centre for International Education signed a contract with Guangxi University to establish a Sino-Canada International Institute. The Canadian Centre for International Education will provide Canadian teachers, teaching methods, and training modules such as computer basics and applications skills. The deal is estimated at \$1 million, of which \$50,000 is Canadian content.

The Canadian Foundation Centre for International Education signed a contract with the Guangxi Provincial Education Department to establish an international education co-operation exchange. The Canadian Centre for International Education will provide Canadian teachers and training modules in Guangxi province for an English language distance learning project, and will place Chinese students, scholars and government officials in Canadian schools to learn English and western style management and computer skills. The deal is estimated at \$500,000, of which \$100,000 is Canadian content.

The Canadian Foundation Centre for International Education signed a letter of intent with the Civil Aviation Management Institute of China to collaborate on the establishment of a Sino-Canadian International Institute at the institute. The agreement sets the stage for cooperation on a two-year training program for about 150 students for which the Canadian Centre for International Education will provide Canadian teachers, teaching methods and modules.

Canadian International Grains Institute, Canola Council of Canada, Pulse Canada, Winnipeg, MB. The Canadian International Grains Institute, Canola Council of Canada, and Pulse Canada signed a memorandum of understanding with the China Feed Industry to share research and technical knowledge, establish visits and academic exchanges, develop training courses, and communicate work plans and work progress.

Canadian Overseas Holdings Inc., Vancouver, B.C. Canadian Overseas Holdings signed a contract with SouFun.com, a Chinese real estate website, launching which will provide current real estate information on British Columbia's Lower Mainland.

Canadian Red Cross Society, Ottawa, ON. The Canadian Red Cross Society signed a cooperation agreement with the Red Cross Society of China to help improve the Chinese Red Cross' capacity in disaster preparedness, primary health care, management and training programs over a three year period. The two organizations have worked together for over 20 years.

The Canadian Red Cross Society signed an agreement with the Red Cross Society of China to help develop cataract surgery programs in Inner Mongolia, Gansu and Qinghai. The project is valued at \$270,000 over three years, all Canadian content.

Canadian Securities Institute, Toronto, ON. Canadian Securities Institute signed a letter of intent with Ingress Investment Incubation Corp., Beijing, to cooperate in promoting training and seminars in Canada to educate the Chinese business community on securities markets and the public listing process on Canada's stock exchanges. The deal is valued at more than \$100,000, all Canadian content.

Canadian Securities Institute signed a letter of intent with the China Securities Regulatory Commission, Beijing, to further cooperate on training, information exchanges and technical assistance. The deal is estimated at \$100,000 over five years, all Canadian content.

Canadian Space Agency, St-Hubert, QC and Natural Resources Canada, Ottawa, ON. The Canadian Space Agency, Natural Resources Canada's Centre for Remote Sensing, and the Chinese Academy of Sciences signed a memorandum of understanding on cooperation in the field of space science and technology. This MOU will provide a basis for Canada and China, including their respective industries, research organizations and academia, to cooperate on, and benefit from, projects in a variety of civilian space-related fields including remote sensing, space-based materials science, and microgravity research. This MOU will be in effect for the next five years.

The Canadian Space Agency and the China National Space Administration, Beijing signed a protocol extending to 2006 MOU originally signed in 1995. This MOU provides a basis for Canada and China to cooperate on mutually beneficial projects in a broad range of civilian space-related fields, including space robotics, microgravity research, astrophysics and simulation technology.

Canadian Wheat Board, Winnipeg, MB. The Canadian Wheat Board signed a memorandum of agreement with the China National Cereals, Oils and Foodstuffs Import & Export Corporation to supply China with one half-million tonnes of wheat. The sale commemorates the 40th anniversary of active grain trading between Canada and China. The deal is valued at an estimated \$125 million.

Canatal International Inc., Mississauga, ON. Canatal International signed a contract with Jiling Province Post & Telecommunications Authority to supply precision air conditioning equipment. The equipment will be used as part of an initiative to upgrade and improve digital telephone exchanges in Jiling Province. The deal is valued at \$2.36 million, all Canadian content.

Capilano College, North Vancouver, B.C. Capilano College signed a contract with Dalian University of Nationalities to develop an international business administration and training program for Chinese minority professionals. The deal is valued at \$800,000, of which \$600,000 is Canadian content.

Capilano College signed a memorandum of understanding with Beijing Capital University of Economics and Business to jointly develop long-term student exchange programs, a joint international management program, and a program in China for Canadian students in international business, marketing, management and environment science areas.

Capilano College signed a memorandum of understanding with the State Administration for Foreign Experts Affairs to establish high quality professional training and educational programs in north-western China, including English language training programs for Chinese English professionals, international business administration programs in under-developed areas and professional development training programs in international management and environmental science.

Canpower International Inc., Toronto, ON. Canpower International signed a contract with the Shaanxi Provincial Power Corporation forming a joint venture to develop the first phase of the Huxian Replacement Power Plant near Xi'an. The project includes the construction of a new natural gas-fired, combined-cycle power station. The venture is valued at \$525 million.

Centrinity Inc., Markham, ON. Centrinity has signed a business partnership contract with Ambow Corporation of Beijing to distribute Centrinity's FirstClass unified messaging communications software in China. In addition to the business partner agreement, Centrinity signed a licensing agreement integrating FirstClass into Ambow's CyberCampus products intended for Chinese schools. The deal is valued at \$37.5 million, all Canadian content.

Certified General Accountants Association of Canada (CGA), Ottawa, ON. The Certified General Accountants Association of Canada signed a contract with the China Women's College (CWC) of Beijing to provide foundation-level professional accounting education courses. The contract is estimated at \$215,000 over two years, all Canadian content, with the potential for renewal.

The Certified General Accountants Association of Canada signed a memorandum of understanding with the National Accounting Institute (NAI) which specializes in the training of professional accountants and financial managers. The CGA and the NAI will develop courses in comptrollership, finance and securities and government accounting. The courses will be offered at the NAI campus in Beijing.

Chai-Na-Ta Corp., Langley, B.C. Chai-Na-Ta, one of the world's largest suppliers of North American ginseng signed a joint venture agreement with Beijing Medicine and phyto-pharmaceutical products. The investment is worth \$8 million.

Chai-Na-Ta signed a joint venture agreement with Hua Zhong Agricultural University and Wuhan Green Century Biotechnical Company Limited to research and develop environmentally friendly bio-pesticides and bio-fertilizers. The investment is worth \$3 million.

China BroadBand Corp., Calgary, AB. China BroadBand signed a contract with Sichian Huagu Big Sky Network Ltd. to provide high-speed Internet connection service to the Chengdu Metropolitan Area Network. The contract is valued at \$75 million, all Canadian content.

China BroadBand signed a contract with Guangzhou Deming Education Service Ltd. to deliver a high school and national university entry test tutorial program through its web site 101school.net, a prominent education Internet content provider in China. Deming will deliver its content through China Broadband's broadband Internet service. The deal is valued at \$7.5 million, of which \$3.75 million is Canadian content.

China Xin Network Inc., Quebec City, QC. China Xin Network signed a memorandum of understanding with the China Economic Information Network (CEInet) to form a joint venture in order to exclusively commercialize internationally the English version of all CEInet web economic content. CXN and CEInet are web base providers of Real-Time Financial and economic information of events in China affecting market conditions.

Clearwater Fine Foods Inc., Halifax, NS. Clearwater Fine Foods signed a memorandum of understanding with Shandong Shanhai Fishery Business Center, Jinan, for Clearwater to sell up to 12,500 metric tons of frozen, cold water shrimp over five years. The deal is valued at approximately \$15 million, all Canadian content.

Cognac 2253320 Corporation, Pierrefonds, QC. Cognac 2253320 Corporation signed a letter of intent with Guangming Group of Heilongjiang to sell its Seguinot V.S.O.P. and X.O. cognac brands in China. The deal is worth \$11.2 million, of which \$2.8 million is Canadian content.

Columbia International College of Canada, Hamilton, ON. Columbia International College signed a contract with Hubei Huayi Boarding School, Wuhan City, to establish a Hubei Huayi International School. The school will offer both Chinese and Ontario High School curricula and is expected to enroll 500 students.

Concordia University, Montreal, QC. Concordia University signed a memorandum of understanding with the Academy of Chinese Traditional Opera, School of Arts, in the field of fine arts. The agreement includes the identification and development of academic cooperation, the potential for industry linkages, and the exchange of expertise and staff. Concordia's Faculty of Fine Arts is the largest of its kind in Canada.

Concordia University signed an academic cooperation agreement with the Beijing Film Academy in the field of fine arts. The agreement includes film studies, academic program cooperation and the exchange of faculty and students.

Concordia University signed an academic cooperation agreement with the Pulp and Paper Industrial Research Institute of Beijing in the fields of Engineering and Science. The agreement includes collaborative research, cooperation in the training of graduate students and an exchange of expertise and staff. Focus will be on the bio-degradation of waste from the pulp and paper industry, the photobleaching of paper and the research on environmental pollution.

Concordia University signed a comprehensive academic cooperation agreement with the Beijing Concord College of Sino Canada (BCCSC). The agreement includes the placement of BCCSC graduates at Concordia, the cooperation on web-based instruction, the training in academic technologies and computer-based language testing.

Concordia University signed an academic cooperation agreement with Hunan University in the fields of Engineering and Computer Science. The agreement includes collaborative research, cooperation on academic programs, and the exchange of expertise and staff.

Concordia University signed an academic cooperation agreement with Beijing Normal University in the field of Academic Technology. The agreement includes cooperation in the training of graduate students in educational technology, faculty and student exchanges and the delivery of web-based courses and programs.

Conestoga College, Kitchener, ON. Conestoga College signed a contract with Heilongjian International Tourism and Business College to develop a three-year business administration program. Heilongjian students would study business administration and basic English courses for two years in China, then spend their graduating year at Conestoga College. Conestoga students registered in the program would pass their first and third years in Kitchener and study at Heilongjian for the second year. The contract is valued at \$6 million, of which \$1.5 million is Canadian content.

Conference of Rectors and Principals of Quebec Universities (CREPUQ), Montréal, QC. CREPUQ signed six memoranda of understanding with the following institutions to establish student exchange programs. Kaifeng University, Henan University, Beijing Foreign Studies University, Dalian University of Foreign Languages, Capital Normal University, and Beijing Second Language Institute.

Dalhousie University, Halifax, NS. Dalhousie University and its partner, Izaak Walton Killam Hospital, signed a letter of intent with Chongqing Medical University establishing an educational linkage to introduce the profession of orthoptics to China. Orthoptics practitioners assess and treat children and adults with the disturbance of eye movement. Early treatment prevents vision loss. The program is valued at \$1 million, all Canadian content.

Dalhousie University signed a letter of intent with the Beijing Institute of Otorhinolaryngology and the Beijing Tong Ren Hospital to introduce to China the profession of speech language pathology. This innovative project will provide an opportunity for speech language development research in two different language systems as well as offer previously unavailable opportunities for persons with communications disorders. The project is valued at \$1 million, all Canadian content.

Dalhousie University signed a letter of intent with Chongqing University to establish an educational linkage on electronic commerce and on financial services, the latter with an intended relationship with heads of banks in the Chongqing municipality. The program is valued at \$500,000, all Canadian content.

DC Canada International (DCCI) Corp., Ottawa, ON. DC Canada International signed a contract with Hebei Education Publishing House, Beijing, to continue producing its "Learning English" textbook series in China and conducting its teacher training program. The ultimate goal is to utilize Canadian English language teaching expertise to produce English language textbooks for use in China. The contract is valued at \$1 million, of which \$600,000 is Canadian content.

Dessau-Soprin International Inc., Laval, QC. Dessau-Soprin International signed a memorandum of understanding with Sichuan Electric Power Corporation to establish an engineering design and consulting service joint venture.

DFS, Winnipeg, MB & Smith Carter, Saint John, NB. DFS & Smith Carter Architects and Engineers signed a contract with Beijing Rose Garden Villas Ltd. to provide planning and design services for a new residential community outside Beijing. Under the terms of the project, 500 homes will be completed by the end of 2002. The deal is worth \$750,000, all Canadian content.

Digital Accelerator Corporation, Vancouver, B.C. Digital Accelerator Corporation signed a contract with NetOne Information Technology Inc. Ltd. to develop an Internet protocol based on digital television production and distribution system, which allows for broadcast quality video on demand. The deal, valued at \$45 million, has a Canadian content value of \$15 million.

Diversinet Corp., Toronto, ON. Diversinet Corp. signed a memorandum of understanding with MobileBiz@Tecom to embed Diversinet's technology into MobileBiz@Tecom's infrastructure. MobileBiz@Tecom will also distribute and re-sell Diversinet's wireless security software in China.

Eastern Restoration Centre, North York, ON. Eastern Restoration Centre signed a contract with Da Zheng Group of Chang Chun City and Zeng Huan Hospital in Shen Zhen, China, to set up Chinese traditional medicine services in Toronto. The total value of the contract is \$2.4 million, of which \$1.2 million is Canadian content.

ECO Waste Solutions, Ottawa, ON. ECO Waste Solutions signed a letter of intent with Zhang Jia Bian Enterprise Group Co. Ltd. to market a clean burning oxidizer that uses a low temperature burn to dispose of hospital and airport waste. The venture is potentially valued at \$100 million, of which \$40 million is Canadian content.

EMS Technologies, Ste Anne-de-Bellevue, QC. EMS Technologies signed a memorandum of understanding with the Chinese Academy of Space Technology for continued cooperation in the application of space technologies for communications satellite payloads.

Entrust Technologies, Ottawa, ON. Entrust Technologies and China Financial Certification Authority signed a memorandum of understanding to collaborate on teaming arrangements and closer cooperation in providing e-business security solutions, and to establish a partner relationship in co-marketing security products and services.

First Nat Consulting & Export Corp., Point-Claire, QC. First Nat Consulting and Export Corporation signed a contract with Jilin Province Livestock & Poultry Group to develop an egg processing, separating and pasteurising plant. First Nat will provide machinery as well as installation and technological expertise. The deal is valued at \$4 million, of which \$3 million is Canadian content.

Forintek Canada Corporation, Vancouver, B.C.. Forintek signed a memorandum of understanding with Northeast Forestry University, Harbin, to cooperatively advance knowledge in wood products and expand their use in China. The five-year agreement will result in several collaborative projects and allow for exchanges of research and training personnel. Forintek will also assist 165 Canadian wood industry members to identify and develop new market opportunities and applications for wood products in China.

Gao Research Inc., Toronto, ON. Gao Research signed a contract with Beijing Hi-tech Wealth Electronic Product Company to licence Gao's Internet access software for personal digital assistants. The deal is valued at up to \$7.5 million over 5 years, all Canadian content.

Gao Research signed a contract with Beijing DigiPro Information Technology Company Limited to license Gao's Internet access software for DigiPro's customers. The deal is valued at up to \$7 million over 5 years, all Canadian content.

Gao Research signed a contract with Shenzhen Oriental Science Tech Co. Ltd. to licence its Internet access software for stock exchanges in Shenzhen and Shanghai. The deal is valued at up to \$500,000, all Canadian content.

George Kelk Corporation, Toronto, ON. George Kelk signed a contract with Wuhan Iron and Steel Company to supply an optical width cage, a crop optimization system, laser velocimeters, and load cell roll force sensors for the new Wisco hot strip mill which will be the largest mill of its kind in China. The deal is valued at Cdn \$1.5 million, all Canadian content.

Golden Dragon Energy Limited, Calgary, AB. Golden Dragon Energy signed a memorandum of understanding with PetroChina to develop a 670 km² oil and gas field in the Erjiegou Block, Loiohe, Bohai Bay Basin. Production will be below 3500 metres and is expected to begin in 180 days. The deal is valued at an estimated \$2 billion, of which \$1 billion is Canadian content.

Golden Hill Ventures Ltd., Whitehorse, YT. Golden Hill Ventures signed a letter of intent with Gansu Qinghua (Group) Ltd. Co. to examine the feasibility of pursuing a joint venture natural gas pipeline transportation project. The pipeline would span 345 km from Shan-Gen to Gansu. The project is valued at an estimated \$39 million, of which \$16 million is Canadian content.

Government of New Brunswick. Bernard Lord, Premier of New Brunswick, and Niu Mao Sheng, Governor of Hebei Province, China, signed a memorandum of understanding to promote the friendly relationship between the two provinces in order to foster common prosperity. Areas of cooperation include trade, investment, education, information technologies, tourism and the management of environmental resources.

Government of Newfoundland. Sandra C. Kelly, Minister of Industry, Trade and Technology, signed a memorandum of understanding with the Beijing Federation of Industry and Commerce to foster and promote private sector international trade, foreign investment and promote industrial cooperation within the respective jurisdictions. This agreement will focus on the education, manufacturing, biotechnology, and environmental studies.

Government of Nunavut. Paul Okalik, Leader of the territory of Nunavut, and Mr. Wang Fengqi, Vice-Chairman of the Inner Mongolia Autonomous Region, established a formal relationship between the two regions. They agreed to strengthen ties by means of exchanges in the fields of culture, education, science and technology, and by enhancing their bilateral trading relationship. They further agreed that a delegation representing the government of the Inner Mongolia Autonomous Region should visit Nunavut in 2001, to be followed by a reciprocal visit from Nunavut to Inner Mongolia in 2002.

Government of Prince Edward Island. Pat Binns, Premier of Prince Edward Island, and the Governor of Hainan Island, China, signed a letter of intent to establish a Friendship Province relationship. The two provinces plan to promote exchanges and cooperation in the fields of information and communications technology, education, agriculture and fish farming, health and service delivery.

Great Earth Architects & Engineers International, Toronto ON. Great Earth Architects & Engineers International signed a contract with China Lan Tian Company to design a five-star hotel building complex, a Toy World exhibition and sales store and headquarter offices for China Lan Tian in Beijing. The contract, valued at \$132 million over three years, has a Canadian content value of \$300,000 to \$500,000.

Great Earth Architects & Engineers International signed a memorandum of understanding with Orient Group of Companies to complete the master planning and architectural design of the 2000-hectare land of a new ecological and garden town being developed at the Qinglung Lake near Beijing which will accommodate 200,000 residents. The deal is valued at \$2 billion, of which \$2 million is Canadian content.

Harris Corporation, Dollard-des-Ormeaux, QC. Harris Corporation signed a contract with China United Electric I/E Corporation to sell 44 microwave radios as part of an integrated telecommunications system to be exported to Laos. The deal is valued at \$2 million, of which \$1.4 million is Canadian content.

Henry Global Consulting Service, Ottawa, ON. signed a letter of intent with Beijing Tongzhao E-Commerce Ltd. to develop e-commerce products and services for the Internet and intranet, Web design and training programs. The joint project is valued at \$2 million over two years, of which \$1 million is Canadian content.

Henry Global Consulting Service signed a cooperation agreement with Jincheng Paper (Group) Co. Ltd. in Linghai City, Liaoning Province, to export Canadian pulp material and paper production equipment. The deal is valued at \$40 million over two years, all Canadian content.

HFU Film (Canada) Ltd., Burnaby, B.C.. HFU Film (Canada) signed a contract with the Art Institute of Chinese Film and the Chinese Business Education Centre to provide training on modern digital film and television production.

Holland College, Charlottetown, PEI. Holland College signed a joint venture agreement with Chengdu Electromechanical College to deliver Holland College's Business Programmer Analyst Information Technology Program in Chengdu, Sichuan Province. This five-year, renewable agreement, is valued at \$1.8 million, of which \$850,000 is Canadian content.

Holland College signed a joint venture agreement with Neijiang Railway Mechanical College to deliver Holland College's Business Programmer Analyst Information Technology Program in Neijiang, Sichuan Province. This five-year, renewable agreement, is valued at \$1.8 million, of which \$850,000 is Canadian content.

Holland College, Charlottetown, PEI. Holland College signed a joint venture agreement with Wuhan Railway Transportation College to deliver Holland College's Business Programmer Analyst Information Technology Program in Wuhan, Hubei Province. This five-year, renewable agreement, is valued at \$1.8 million, of which \$850,000 is Canadian content.

Holland College, Charlottetown, PEI. Holland College signed a joint venture agreement with Chongqing Polytechnic College to deliver Holland College's Business Programmer Analyst Information Technology Program in Chongqing City. This five-year, renewable agreement is valued at \$1.8 million, of which \$850,000 is Canadian content.

Hotway Biochemicals Canada Co. Ltd., Vancouver, B.C.. Hotway Biochemicals signed a contract with the Chinese Academy of Sciences' Wuhan Institute of Botany and Puyand Hongtianwei Pharmaceuticals Co., Ltd, establishing a Research and Development Centre of Natural Plant Products in China. The total investment is \$1.7 million over five years, all Canadian content.

Hydronov Inc., Mirabel, QC. Hydronov signed a contract with Dalian Hualu Vegetables Co. Ltd. to provide Canadian-made equipment for the construction of hydroponic greenhouses. The deal is valued at \$5 million, of which \$3.5 is Canadian content.

Innovative Board Technologies (IBT), Cambridge, ON. Innovative Board Technologies signed a memorandum of understanding with Shenyang Shendor Wooden Company Ltd., Shenyang, Liaoning Province, to manage a moulded doorskin panel plant in which IBT has a 25% interest, as well as to provide the company with a basis from which to market its experience worldwide.

Innovative Board Technologies signed a memorandum of understanding with Shenyang Meridian Consultants Ltd. to form the new joint venture company INNOMERIDIAN MANAGEMENT CONSULTANTS LTD to provide IBT with an in-house think-tank for new project development as well as to offer expertise gained in the establishment of several other joint ventures and its financing and construction with foreign companies.

Inter-citic Mineral Technologies Inc. and Internet Incubation.com, Toronto, ON. Inter-citic Mineral Technologies and Internet Incubation.com signed a contract with China's Minmetals and Hong Kong's Henderson China and Ideally Commerce to establish China Metals Net.com. The company is expected to be

the dominant non-ferrous metals trading B2B e-marketplace in Asia. The deal, valued at \$1.8 billion yearly, has a Canadian content value of \$450 million.

International Education Alliance Inc., Vancouver, B.C. International Education Alliance (IEA), an education service and consulting company, signed a memorandum of understanding with the State Administration of Foreign Experts Affairs, PRC (SAFEA) that appoints IEA as SAFEA's official overseas partner to recruit qualified English teachers and other professionals to teach in China. IEA will cooperate with SAFEA to set up teacher upgrading and/or other training programs. Canadian content is estimated at \$100,000 per year. The total project value is \$200,000.

International Education Alliance signed an agreement with the Haikou Ou Feng Industrial Co. Ltd. in Hainan Province making IEA the official agent to Haikou Ou Feng Industrial providing educational services to its English as a second language Haikou (China) Matriculation College for Canadian Universities (HMCCU) which is scheduled to open in Fall 2001. The educational services provided by IEA include Canadian college/university referral, ESL program design, ESL teacher referral, overseas study service, and education-administration consultation. The Canadian content is estimated at \$2.4 million per year. The total project value is \$5 million.

International Science & Technology Development Centre (ISTDC), Regina, SK. International Science & Technology Development Centre (ISTDC) signed an agreement with Jinan Foreign Language School (JFLS) to cooperate in the field of education exchange.

International Science & Technology Development Centre signed an agreement with China National Committee for Pacific Economic Cooperation-Human Resource Development Committee (CNCPEC-HURC) to promote personnel exchanges and increased trade activities between Canada and China.

Investex S.A. Inc., Toronto, ON. Investex S.A. signed a memorandum of understanding with the Government of Dengta City, Liaoning Province, to partner with the Dengta City Import & Export Co. to import Canadian products such as technology and wood products into China and to export Chinese-made goods such as leather products to Canada. The project is estimated at \$7.5 million annually, of which \$3.5 million is Canadian content.

Joe Ng Engineering, Hamilton, ON. Joe Ng Engineering has signed a contract with China National Technical Import & Export Corp. for a technology park heating project. The project is valued at \$7.3 million, all Canadian content.

J.P. Environmental Products Inc., Guelph, ON. J.P. Environmental Products signed a memorandum of understanding with Shenyang Blower Works of Shenyang to establish a joint venture for the production of noise and vibration control products in China. The deal is valued at \$2 million, of which \$800,000 is Canadian content.

Justice Institute of B.C., New Westminster, B.C. The Justice Institute of B.C. signed a memorandum of understanding with the Beijing Medical Emergency Centre to pool their expertise and experience to develop world class Chinese physicians to teach resuscitation training and skills of emergency care personnel in Beijing. The deal is valued at \$150,000, of which \$50,000 is Canadian content.

Kryton International Inc., Richmond, B.C.. Kryton International and their partner Kryton Person Science and Technology Development Co. Ltd signed a memorandum of understanding with Tongji University, Shanghai, to create a joint Canada-China research group at the Material Science and Engineering Institute of the University. The research group will work to advance technology in specialty chemical products for the construction industry. The venture is worth \$2.4 million, of which \$1.08 million is Canadian content.

Kurtz Produce Inc., Ariss, ON. Kurtz Produce signed a distribution contract with Zhong Shan Shaxi Hua Qiu Trading Company Zhongshan to sell and distribute Canadian premium spring water across China under the Amabel label. The deal is valued at \$10 million over three years, of which \$7.5 million is Canadian content.

Langley School District, Langley, B.C. Langley School District signed a memorandum of understanding with Beijing Xin Tao School to facilitate student exchanges between Canada and China. Up to 50 Chinese

students will eventually attend Langley secondary school for up to one year to meet B.C. graduation requirements.

Lingo Media, Toronto, ON. Lingo Media signed an agreement with People's Education Press (PEP), Beijing, to publish multimedia English-language learning programs consisting of student textbooks, workbooks, audio cassettes, teacher resource guides and supplemental components. To be introduced incrementally for grades 1 to 12 throughout China, it has an initial potential market of 190 million students. PEP dominates Chinese educational publishing with over 80% of the trade. Estimated Canadian content value for editorial and manuscript development is in excess of \$1.5 million. The total project value is \$120 million over four years.

Lotus Group International Ltd., Vancouver, B.C. Lotus Group International signed a letter of intent with the Administrative Committee of Dalian Golden Pebble Beach to assist in the marketing of the Golden Pebble Beach Resort and Recreation Area project world-wide. The joint venture project is valued at \$100 million over seven years, of which \$500,000 is Canadian content.

Lotus Group International signed a letter of intent with Freshwater Industrial Development of Shanghai to improve the quality of the drinking water throughout China through a filtration process.

MacDonald International Technology, Toronto, ON. MacDonald International Technology signed a joint venture contract with Dalian Bright Sun Computer Systems (DBSC) to develop and market educational software products. This venture combines MITC's marketing and subject matter expertise in ESL teaching and curriculum development together with DBSC's software development capabilities to produce e-Learning products targeted for the Chinese market. The project's value is estimated at \$2.5 million, of which \$1 million is Canadian content.

Motry International Inc., North York, ON. Motry International signed a contract with Qingdao Runde Cereal Soils Products Co. Ltd. to import peanuts from China to process into peanut butter. The total value of the contract is \$750,000, all Canadian content.

Mount Royal College, Calgary, AB. Mount Royal College signed three cooperation agreements, one with The Sichuan Conservatory of Music and one with the Shanghai Conservatory of Music to establish faculty and student exchanges. Mount Royal College also signed a memorandum of understanding with Jinlin University, Changchun, Jinlin Province, to establish an exchange of professors, students and of programs. These agreements will enrich the learning experience on musical and cultural levels with its partners.

Natural Resources Canada Ottawa, ON. The Geological Survey of Canada of the Earth Sciences Sector of Natural Resources Canada and the new China Geological Survey of the Ministry of Land and Resources have renewed the memorandum of understanding for cooperation in Geosciences. The MOU provides opportunities for geoscientific cooperation and may include other participants from government, university or industry. Upon signing, This MOU will go into effect for the next three years. An enhanced knowledge of the geoscience of the two countries helps provide the essential information needed for the environmentally sound exploitation and development of the natural resources that continue to be a major component of Canada's and China's economies.

Natural Resources Canada signed a memorandum of understanding with the Shanxi Provincial Government to establish a working relationship to bring about the deployment of the CH4MIN technology for methane mitigation from coal mine ventilation in China. This technology has the potential to eliminate from coal mines around the world up to 125 million tonnes per year of CO₂-equivalent of methane emissions. This represents potentially more than 60 per cent of Canada's Kyoto Protocol commitments for 2010. The estimated value of this project \$4 million.

Newfield Seeds Company Ltd., Nipawin, SK. Newfield Seeds Company signed a contract with China National Animal Breeding Stock (CABS) of Beijing to grow, pollinate and multiply, in Saskatchewan, basic alfalfa seed produced by CABS. The certified feed will then be shipped back to China, which has no natural bees for pollination. The deal is valued at 4.7 million, all Canadian content.

Newfield Seeds signed a contract with Mung Feng Seed Company Ltd. of Huhot, Inner Mongolia, to grow, pollinate and multiply, in Saskatchewan, basic alfalfa seed produced by Mung Feng. The certified feed will then be shipped back to China, which has no natural bees for pollination. The deal is valued at \$5 million, all Canadian content.

Nortel Networks, Ottawa, ON. Nortel Networks signed a contract with Shaanxi Mobile Communications Company to deploy Nortel Networks' solutions for the dual band digital cellular network (GSM 900/1800) in Shaanxi Province. The contract is valued at \$195 million, of which \$49 million is Canadian content.

Nortel Networks signed four contracts with the China United Telecommunications Company (CUTC) to expand CUTC's dual band digital cellular networks (GSM900 and DCS1800) in the cities of Shenzhen, Hangzhou, Shenyang and Liaoning Province. The contract is valued at \$45 million, of which \$13.5 million is Canadian content.

Nortel Networks signed a contract with China Telecommunications Corporation (China Telecom) to deliver and install a 12,000 kilometre OPTera optical telecommunications backbone network. This is the largest optical contract that China Telecommunications Corporation (China) has awarded in its history. The contract is valued at \$150 million, of which \$105 million is Canadian content.

Nortel Networks signed a bilateral research agreement with Beijing University of Post and Telecommunications for joint research in optical Internet and network management systems.

Nortel Networks concluded a contract with China Broadband Ltd. to provide China Broadband with the next generation of Internet equipment and services. The total value of the contract is \$375 million over five years, all Canadian content.

Nortel Networks Asia signed a contract with Orient EXNET to provide professional services for network design and engineering of a 20,000 km fibre optic network. The contract is valued at \$3 million, of which \$1.5 million is Canadian content.

North America Steamships Ltd., Vancouver, B.C. North American Steamships signed a contract with the Chinese Academy of Science Investment Consulting Company Ltd., Shandong branch, to transport, market and sell Chinese agricultural products in Canada. The deal is valued at \$45 million, of which \$18 million is Canadian content.

Northstar Trade Finance Inc., Richmond, B.C. Northstar Trade Finance signed a loan agreement in support of Husky Injection Molding of Bolton, Ontario, a subsidiary of Zhuhai Zhongfu Industrial Corporation of Zhuhai, China. Zhuhai Zhongfu produces plastic bottles for soft drinks and food. The loan is for \$5.1 million.

Northstar Trade Finance signed a loan agreement in support of China Heilongjiang International Project & Technical Cooperation Group Corp. The loan will be used for new liquefied natural gas filling stations in the Harbin area. The loan is for \$1.8 million.

Pearson Pacific (Canada) Inc., Richmond Hill, ON. Pearson Pacific signed a letter of intent with Beijing Landscaping to establish a joint venture to build a Canadian-style park in Beijing. The project, valued at \$1 million and up to \$500,000 in Canadian content, will be planned by a Canadian landscaping designer.

PIC Canada Ltd., Airdrie, AB. PIC Canada signed an agreement with Jilin Haiwai Enterprise Co. Ltd. to set up a pork production system and to introduce Canadian genetic technology and breeding stocks to China. PIC will also provide pig production management which includes nutrition, health, manure, transportation, slaughtering and meat packing plant management. This deal is valued at \$250 million, of which \$120 million is Canadian content.

Pourslo International Development Inc., Pointe Claire, PQ. Pourslo International Development signed a memorandum of understanding with the City of Dunhua, Jilin Province, to build a waste-to-energy co-generation plant. The plant will be owned and operated by Pourslo and will be designed and built by Tessag-KSH, a Montreal-based engineering contracting company. The plant will heat all private and commercial buildings in Dunhua, as well as supply electricity to the Jilin Provincial electrical grid. The project is valued at \$158 million, of which \$120 million is Canadian content.

Provest Management Corporation, Calgary, AB. Provest Management signed a letter of intent with Western Securities Co. Ltd to establish a Sino-foreign joint investment advisory company in China. The advisory company will help increase competitiveness, promote the development of Chinese capital market,

and help make use of opportunities following China's entry into the World Trade Organization (WTO). The agreement is valued at \$25 million, all Canadian content.

QGI Institute of Information Technology, Toronto, ON. QGI Institute of Information Technology, a Toronto-based high-technology Information Institute and Internet Service Provider (ISP), signed a contract with China Information University to set up a distance education and training course via the Internet (Hello-han.com). Chinese students in China will follow QGI's curriculum and will also be eligible for special short-term professional training in Canada. The project is valued at \$10 million, of which \$2 million is Canadian content.

QGI Institute of Information Technology signed a memorandum of understanding with Beida Jade Bird Group to facilitate IT training in Canada and China through web site development projects. The deal is valued at \$40 million, of which \$20 million is Canadian content.

Royal Roads University, Victoria B.C. Royal Roads University signed a contract with China Education Service Centre for the promotion of the university's MBA programs to approximately 50 Chinese students annually. The project will include recruitment, student advising assistance with the completion of applications and other required documentation. The contract is valued at an estimated \$1.6 million, of which \$1 million is Canadian content.

Science Council of British Columbia Burnaby, B.C. The Science Council of British Columbia signed a memorandum of understanding with MOST, the Ministry of Science and Technology of the People's Republic of China in Beijing. The MOU represents a renewal of Science Council of British Columbia's relationship with MOST that began in 1993 and has resulted in projects for B.C. in wood products and biotechnology with China.

Seneca College, Toronto, ON. Seneca College signed a letter of intent with Beijing New Oriental School to create a formal English language teacher training program to be offered in China. Students of the six-week Teaching English as a Second Language (TESL) program will spend their final two weeks studying at Seneca College. The project is estimated at \$1.2 million, of which \$141,000 is Canadian content.

Seneca College signed a letter of intent with Guangzhou Zhonglian Industry Bloc to establish Gaugzhou Seneca College of Applied Arts and Technology. The new institute will provide advanced training for senior vocational personnel and business management staff. The project is estimated at \$60 million, of which \$1 million is Canadian content.

Sierra Tech Homes Ltd., Burnaby, B.C. Sierra Tech Homes signed a contract with Dalian Haichang Ltd. of Dalian, China to build 123 townhouses and a clubhouse using Canadian light steel framing together with Canadian design, technical support and training. The project is valued at \$11.7 million, of which \$4.7 million is Canadian content.

Simon Fraser University, Burnaby, B.C. Simon Fraser University signed a memorandum of understanding with Beijing Broadcasting Institute to pursue educational and research activities. This collaboration will initially focus on the field of communication and will include the exchange of faculty, staff, research publications, and academic materials as well as reciprocal visits by senior members of the two institutions.

Sinocann Environmental Centre Ltd., Mississauga, ON. Sinocann Environmental Centre signed a contract with the Chinese Research Academy of Environmental Sciences to adapt Sinocann's software for use in China. The deal is valued at \$10 million over five years, of which \$6.4 million is Canadian content.

SinoProjects.com, Vancouver, B.C. SinoProjects.com signed a memorandum of understanding with the State Economic and Trade Commission of Energy Conservation Information Dissemination Centre to establish a World Bank-funded national marketing centre for energy conservation. SinoProjects.com is a major Chinese project information provider. The MOU is valued at \$3 million over three years, of which \$2 million is Canadian content.

S.M. Group International Inc., Montreal, QC. S.M. Group International signed a memorandum of understanding with Guilin City to participate in the construction of the Jiangdi regulating reservoir (two dams, one tunnel and two generation stations (50 MW and 30 MW) to replenish water to the Lijiang river and

guarantee a minimum flow during the dry season. The project is valued at \$300 million, of which \$22.5 million is Canadian content.

SNC-Lavalin (China) Engineering Inc., Vancouver, B.C. SNC-Lavalin (China) Engineering signed a contract with Shenyang Chemical Group Limited to set up and operate an Equity Joint Venture Company in the Shenyang Economic & Technological Development Zone, Shenyang City, Liaoning Province. SNC-Lavalin (China) will be appointed by the Shenyang Chemical Group Ltd. as trustee to manage the relevant companies' assets. The venture is valued at \$181 million, of which \$92 million is Canadian content.

SNC-Lavalin Inc, Vancouver, B.C. SNC-Lavalin signed a letter of intent with Shenyang Rail Transit System to plan, finance, construct and operate a 22-km transit system for Shenyang, a city of six million people in the North of China. The project is valued at \$2.03 billion, of which \$732 million is Canadian content.

SNC-Lavalin International, Montreal, QC. SNC-Lavalin International, through Canadian International Project Managers (CIPM), signed a memorandum of understanding with State Power Corporation to undertake a safety review and assessment of the Fengman Dam and Hydropower Plant in Jilin Province. The dam, built in 1937 and completed in 1945, provides hydroelectric power as well as flood control and irrigation benefits. The project is valued at \$1.5 million, of which \$755,000 is Canadian content.

SNC Lavalin International signed a memorandum of understanding with Far East Pulp and Paper Limited of Hong Kong SAR. The total project is valued at US \$366 million, of which \$144 million is Canadian content.

Spruce Capital Homes Ltd. Prince George, B.C. Spruce Capital Homes signed a memorandum of understanding with Chong Kongta Housing Development Co. Ltd. to supply design services, wood structural components and materials, site labour and supervision for the construction of 20 Canadian-style wood frame detached houses in the Beijing area. The project is valued at \$10 million, of which \$3 million is Canadian content.

SUCI Decor Inc., Montreal, PQ. SUCI Decor signed a memorandum of understanding with China Construction First Division Group North Co. to set up a technological showcase in Beijing featuring construction material and multiple-services smart card solutions for real estate needs. SUCI Decor will also provide promotional set-ups, design and sales help, available stock, and technical assistance to contractors and customers. The project is valued at \$66 million, of which \$3.75 million is Canadian content.

Sunwing Energy Ltd., Calgary, AB. Sunwing Energy Ltd., a subsidiary of Ivanhoe Energy, signed a memorandum of understanding with PetroChina Company Limited which is expected to lead to a landmark joint-venture development of natural gas reserves in three different development blocks comprising more than 9,180 square km in Sichuan Province. The MOU is a potential capital investment of more than \$750 million, of which \$250 to \$350 million is Canadian content.

T.E.S.T College International, Burnaby, B.C. Teaching English and Science Technology College International (T.E.S.T.) signed a letter of agreement with Southwest Jiatong University to develop and operate an English as a Second Language (ESL) program in Chengdu.

T.E.S.T. College International signed a letter of agreement with Chengdu City Middle School No. 20 to develop and operate an ESL program in Chengdu.

T.E.S.T. College International signed a letter of agreement with Jinan Institute of Education to develop and operate an ESL program in Chengdu.

Teleglobe Canada, Montreal, QC. Teleglobe Canada signed a contract with China Education and Research Network to provide access to Teleglobe's Internet backbone in addition to connection to the US-based Science, Technology and Research Network.

Teleglobe Canada signed a contract with China Unicom to use their joint capacity to provide international private lines and Internet access to their customers.

Teleglobe Canada signed a contract with China Telecom to provide access to Teleglobe's Internet backbone.

Tri-Star Seafood Supply Ltd., Richmond, B.C. Tri-Star Seafood Supply signed a memorandum of understanding with Beijing Shun Jing Fa Hai Product Ltd. for the purchase of various live seafood products for distribution in the Beijing area. The deal is valued \$2.5 million, all Canadian content.

T.Z.F. International Herbs Investment Inc. Richmond, B.C.. T.Z.F. International Herbs Investment has purchased the Second Medicine Factory of Jiangsu, Yancheng City, which will be used in the production of pharmaceutical supplies. The investment is valued at \$180 million.

T.Z.F. International Herbs Investment signed a joint venture agreement with Zhongyi Zhen Code New Technology Ltd. to operate a computer information processing system which prints Chinese language characters. The investment is valued at \$27 million over three years.

T.Z.F. International Herbs Investment has invested an additional \$150 million in Tianan Investments Ltd., a Chinese company with investments in the production of Chinese traditional medicines.

The University of Toronto, Toronto, ON. The University of Toronto signed a memorandum of understanding with the Chinese Academy of Social Sciences to cooperate on research, exchange of scholarly materials and organization of research conferences and seminars regarding community development in China.

University of British Columbia (UBC), Vancouver, B.C. The University of British Columbia's Faculty of Commerce and Business Administration signed a memorandum of understanding with Chongqing University's Faculty of Business Administration to develop executive training programs for senior civil servants and enterprise personnel for the Chongqing municipality, as well as the western region of China.

UBC signed a memorandum of understanding with the People's Municipal Government of Chongqing in support of proposed executive training programs.

University of Manitoba, Winnipeg, MB. The University of Manitoba signed a memorandum of understanding with China Women's College, Beijing, to strengthen the working relationship between the College and the University's Department of Sociology and Faculty of Social Work. China Women's College is the only institute of higher learning for women with general, adult and professional higher education approved by China's Ministry of Education. The Prairie Centre for Excellence on Prevention of Family Violence and Abuse Against Women (RESOLVE) is located at the University.

The University of Manitoba signed a memorandum of understanding with the Institute of Mountain Hazards and Environment, Chengdu, to facilitate collaborative projects in the field of environmental resource management. The Institute, with several field stations in Southwest China, conducts research on environmental resources, disasters, and conservation in the region. Expertise in soil science, flood prevention, disaster management and sustainable development is available at the University of Manitoba.

The University of Manitoba signed a memorandum of understanding with the West China University of Medical Sciences, part of Sichuan University in Chengdu, Sichuan Province, to promote collaboration in new fields such as HIV/AIDS research, prevention and control. The collaboration draws on the University of Manitoba's expertise in the cause and education on prevention of HIV/AIDS elsewhere in the world.

University of New Brunswick, Saint John, NB. The University of New Brunswick signed a contract with Beijing Concord College of Sino Canada offering to host the first year of the College's undergraduate computer science degree as well as extending its second year hosting of an undergraduate business administration program. The deal is worth \$1.58 million, of which \$864,000 is Canadian content.

The University of New Brunswick signed a memorandum of understanding with Beijing Normal University to create a cost-recovery e-commerce MBA program for 40 to 60 students at Beijing Normal University. The deal is worth \$700,000, of which \$350,000 is Canadian content.

University of Regina, Regina, SK. The University of Regina signed a contract with CVIC Software Engineering Co. Ltd. of Jinan to cooperate on software research and development and information technology project management and training. The agreement also involves participation in the university's co-operative equation program which will see Canadian computer science students travel to China. The Chinese company will also set up a company in Canada to continue with collaborative research and

development projects. The deal is valued at \$3 million over five years, of which \$1.5 million is Canadian content.

The University of Regina signed a contract with Peking University establishing the China-Canada Centre for Grassland Ecosystem Research (CGER). The centre will focus on issues of ecological protection and sustainable development in Western China and disseminate successful Canadian experiences in grassland ecosystem protection to Chinese partners. The project is valued at \$1.5 million over five years, with a Canadian content investment of \$500,000.

The University of Regina and Hunan University of Changsha signed a Cooperative Agreement of Academic Exchange. A maximum of 24 students will be accepted into the University of Regina's Computer Science Bachelor of Science degree program. The exchange agreement is valued at \$1.3 million over five years, of which \$250,000 is Canadian content.

The University of Regina and Hefei University of Technology signed a Cooperative Agreement on Academic Exchange. A maximum of 24 students will be accepted into the University of Regina's computer science Bachelor of Science degree program. The exchange agreement is valued at \$1.3 million, of which \$250,000 is Canadian content.

The University of Regina signed a memorandum of understanding with the Educational Institute of Jilin Province to promote educational and academic exchanges between the two institutions. Both institutions will endeavour to cooperate in joint educational and research activities, exchange of materials and publications, and exchange of faculty. The Canadian content of the agreement is \$30,000.

The University of Regina and Shandong University have signed an extension of their existing cooperative agreement. The agreement has led to many successful education exchanges between faculty and students while promoting scholarship, understanding, mutual respect and collaboration since 1981.

University of Saskatchewan, Saskatoon, SK. The University of Saskatchewan signed a cooperation agreement with Inner Mongolian Agriculture University (IMAR) to strengthen cooperation in animal science, agronomy, agricultural economics, natural resources and the environment, and food processing and biotechnology through student exchanges, visits by academics, research and administrative staff.

The University of Saskatchewan signed a memorandum of understanding with South China Agricultural University, Guangzhou, to establish a relationship to promote mutual academic objectives in the areas of university teaching, extension, and research in agriculture and rural economic development. The objectives of the MOU will be met through staff and student exchanges, joint research and development activities, and technical assistance and training.

Vancouver Island Helicopters Ltd., Sidney, B.C. Vancouver Island Helicopters signed a contract with the Bureau of Geophysical Prospecting, Zhouzhou Heibei, to provide helicopter support for seismic operations in the Xinjiang Province. The contract is valued at \$500,000, all Canadian content.

Viceroy Homes Limited, Port Hope, ON. Viceroy Homes, a leading manufacturer of pre-fabricated homes signed a letter of agreement with Beijing North American United Real Estate Ltd. of Beijing, to supply approximately 100 Canadian-style pre-fabricated home packages to be built in a prime location in Beijing. The project has an estimated value of \$6 million over a two-year period, all Canadian content.

Victory Beverages St. John's NF. Victory Beverages and its Chinese partner signed a memorandum of understanding with World Marketing Zone Ltd. to establish facility to blend apple juice concentrate from China in Argentina, NF. The project is valued at an estimated \$1 million.

Winnport Logistics Ltd., Winnipeg, MB. Winnport Logistics signed a commercial agreement with Air China to facilitate air cargo access rights for Winnport in Shanghai. Winnport and Air China will sell and market space on the Canada-Shanghai air cargo service that Winnport intends to inaugurate later this year. Winnport is now one of only three scheduled North American all-freighter operations with access to China.

X.O. Tours Canada Ltd., Vancouver, B.C. X.O. Tours Canada signed a letter of intent with China Travel Services to establish tourism opportunities throughout China. The project is valued at an estimated \$7.5 million over three years, of which \$1.5 million is Canadian content.

Yes Canada Education Services Inc., Penticton, B.C. Yes Canada Education Services has received agreement from a number of Canadian partner universities participating in a joint project with the University of Science and Technology of China to establish a world class "China Canada International Management Institute" (CCIMI) in China. A letter of intent was signed with the University of Science and Technology of China. The project value is \$25 million, all Canadian content.

Yes Canada Education Services signed a letter of intent with the University of Science and Technology of China for the establishment of a China International Technology Innovation Centre. This Centre will support a co-op computer science program with a number of Canadian universities who have a strong relationship with private hi-tech industries in China and around the world. The Centre will serve as an incubator for innovative research and new product developments. Total project value is \$30 million, all Canadian content.

Yukon College, Whitehorse, YT. Yukon College signed a contract agreement for representation with Shenzhen Haikang Investment & Consulting Co. Ltd. of Guangdong Province. The company will represent Yukon College as a student recruitment agency and as a proponent of other educational projects in China. The Canadian content of this deal is valued at \$50,000 annually, all Canadian content.

Zi Corporation, Calgary, AB. Zi Corporation has signed a licensing agreement with Xiamen Chabridge Telecom Equipment Co., Ltd. which will allow Chabridge to integrate Zi Corporation's eZiText™ software into their mobile phone products. As a result of the agreement, Chabridge will be able to create a mobile phone product with intuitive short messaging capability in both English and Chinese language characters.

NOTE: Information contained in this document has been compiled based on press releases and other submissions provided by the companies listed. The Government of Canada takes no responsibility for the accuracy of this information