

TEAM CANADA 2001 CONCLUDES WITH \$5.7 BILLION IN NEW DEALS

February 17, 2001
Hong Kong, China

Team Canada 2001 to Beijing, Shanghai and Hong Kong today wrapped up with a total of \$5.7 billion in new deals for Canadian enterprises. In a signing ceremony in Hong Kong, the third and final stop of Team Canada 2001, Prime Minister Jean Chrétien witnessed the signing of 27 new business deals worth over \$75 million to Canadian enterprises. The Prime Minister noted that an additional Team Canada signing worth \$210 million in Canadian content also took place in Beijing today.

"Team Canada 2001 - the largest ever - illustrates the dramatic and exciting changes that have and continue to transform China since the first Team Canada in 1994. This time we visited three quite distinct markets and I'm delighted with the tremendous inroads Canadian enterprises have made," said the Prime Minister. "Canadian firms—from small start-ups to major corporations—have shown ingenuity, resourcefulness and drive in landing a wide range of deals. The scope of the agreements, the range of companies and the dollar amounts all point to a promising future for Canadians in these important and dynamic markets."

The deals signed today include 8 contracts worth a total of \$51 million, 14 memoranda of understanding valued at \$16 million, 3 letters of intent valued at \$2 million, as well as 2 other forms of agreements valued at \$6 million.

Hong Kong is a major financial and high technology hub and a key gateway for Canadian companies doing business in Asia. Hong Kong is already home to the largest Canadian business community in Asia.

The first Team Canada mission to Beijing and Shanghai in 1994 signaled a new Canadian interest in this major export market and Team Canada 2001 has clearly reinforced its long-term commitment to the region. China and Hong Kong combined represent Canada's third largest trading partner with over \$16 billion in annual trade.

Close to 600 business participants, eight provincial premiers and three territorial leaders participated in Team Canada 2001.

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Backgrounder

ApecTec Inc., Calgary, AB. ApecTec signed a memorandum of understanding with Tek Capital/World Tel Asia. ApecTec will supply marketing services in Asia, Canada and the United States for Hong Kong Satellite Teleport. World Tel Asia will provide networking services in Asia for ApecTec, its partners and clients. The project is valued at \$4.5 million, of which \$3 million is Canadian content.

ApecTec signed a contract with Tek Capital to acquire an interest in Expo Access, a United States IT corporation owned by Tek Capital. The investment is valued at \$1 million.

BAE-Newplan Group Limited-SNC Lavalin Inc., Mount Pearl, NF. BAE-Newplan Group Limited-SNC Lavalin Inc. signed a memorandum of understanding with Binhai Wastewater Treatment & Disposal (Hong Kong) Ltd. to cooperate on wastewater treatment and disposal initiatives in Hong Kong, China and Southeast Asia. The agreement is valued at an estimated \$2 million, \$1.2 million in Canadian content.

Bombardier Aerospace, Dorval, QC. In Beijing today, Bombardier Aerospace signed a contract with China Yunnan Airlines of Kunming for six 50-seat CRJ200TM series regional jets. The contract is worth \$210 million, all Canadian content.

British Columbia Institute of Technology (BCIT), Burnaby, BC. BCIT signed a contract with Wise Pride International Ltd. of Hong Kong to promote BCIT in international student recruiting, short-term certificate

training programs, corporate training and institutional relationships in both Hong Kong and China. The estimated Canadian content value for this agreement is \$3 million, of which \$2 million is Canadian content.

BCIT signed a contract with the Delter Business Institute of Hong Kong to assist BCIT International in recruiting DBI's graduates to international and regular programs at BCIT. The deal is valued at an estimated \$2 million, of which \$1 million is Canadian content. The agreement could also lead to the set-up of a Joint Educational Program (JEP) in Shenzhen Youth College. This program would provide international credentials for diploma programs currently offered by the School of Manufacturing and Industrial Mechanical at BCIT.

Ca Fung Enterprises, Vancouver, B.C. Ca Fung Enterprises signed a contract with Guangdong Polytechnical Normal University to help bring the university's academic levels to international standards through students and faculty exchanges, and to establish the Guangdong Higher Career Centre at the University. Ca Fung will encourage the participation of Canadian business and industry professionals in the Centre, which will be an important venue for technological exchanges and development and act as the base in China for teaching industrial and technology instructors. The deal is valued at \$2.5 million, \$500,000 in Canadian content.

CAE, Saint-Laurent, QC. CAE signed a contract with Dragon Airlines of Hong Kong to deliver a convertible A330/340 full flight simulator equipped with a MAXVUE PLUS visual system. The simulator will be delivered by June 2002 and follows the delivery of a A-320 full flight simulator to Dragon Air in summer 2000. This contract is valued at approximately \$20 million, of which \$16 million is Canadian content.

Canadian Chinese Table Tennis Federation, Richmond, B.C. The Canadian Chinese Table Tennis Federation signed a memorandum of understanding with the Hong Kong Table Tennis Association (HKTTA) to promote the 1st Worldwide Chinese Open Table Tennis Tournament to be held Vancouver in July 2001. The HKTTA will also encourage the participation of its member players in the tournament.

Canadian Healthcare Management Inc., Toronto, ON. Canadian Healthcare Management signed a memorandum of understanding to partner with Kitchell & Associates to develop consulting opportunities in the areas of health care policy and management throughout Hong Kong and China.

Canadian Iceberg Vodka, St. John's, NF. Canadian Iceberg Vodka signed a memorandum of understanding with Gold Top Century Ltd. (Hong Kong) to distribute international award-winning Iceberg Vodka in the greater Hong Kong area. The value of the deal is approximately \$1.5 million over a three year period, all Canadian content.

Descartes Systems Group, Waterloo, ON. Descartes Systems Group signed a memorandum of understanding with Vanda Systems & Communications Holdings Limited (Vanda) to expand their marketing alliance that was established in June 2000. Descartes, Vanda and its subsidiary DigiLogistics.com of Hong Kong will extend Descartes' Internet logistics and supply chain fulfillment solutions to two new markets - Postal and Logistics Services - within China.

Geyer Szadkowski Consulting Inc. Toronto, ON. Geyer Szadkowski Consulting signed a memorandum of understanding to partner with Kitchell & Associates to develop consulting opportunities in the areas of health care policy and management throughout Hong Kong and China.

J.P. Environmental Products Inc. Guelph, ON. J.P. Environmental Products signed a memorandum of understanding with Chon Lee Engineering Co. Ltd. (Hong Kong) establishing a licensing agreement to seek and develop market opportunities in noise control equipment. The deal is valued \$1.5 million, of which \$150,000 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 Hong Kong College of Emergency Medicine to continue their 10-year partnership offering modern resuscitation and trauma training for front line emergency health care workers in Hong Kong. These programs are dedicated to treating motor vehicle and industrial accident trauma, as well as cardiovascular diseases. This deal is valued at \$500,000, of which \$100,000 is Canadian content.

The Justice Institute of B.C. signed an memorandum of understanding with the Hong Kong Society for Emergency Medicine & Surgery to continue their 10 year partnership offering modern resuscitation and

trauma training for front line emergency health care workers in Hong Kong. These programs are dedicated to treating motor vehicle and industrial accident trauma, as well as cardiovascular diseases. This deal is valued at \$500,000, of which \$100,000 is Canadian content.

National Research Council of Canada (NRC), Ottawa, ON. Building on Government of Canada Strategy, the National Research Council of Canada signed a letter of intent with the Hong Kong Productivity Council to create an integrated Internet-based network for technology transfer. The four-year agreement will be a key element in NRC's Asian strategy to build technology linkages between small and medium-sized enterprises in Hong Kong and Canada. The agreement is valued at \$2 million, of which \$1 million is Canadian content.

Nortel Networks, Ottawa, ON. Nortel Networks signed a multi-million dollar contract with Eastar Technology Limited of Hong Kong to provide Eastar with comprehensive end-to-end broadband network solutions, including such networking hardware as LMDS, Cable Headend, DSL Modem, as well as consulting services.

Nortel Networks signed a memorandum of understanding with Warp Cybertech Intelligent Buildings Ltd. of Hong Kong to supply local Internet broadband network solutions, including DSL technologies and data and optical products.

PlanPlus Inc., Lindsay, ON. PlanPlus signed a contract engaging ARIMA Research & Consultancy Pte Ltd. of Singapore, a subsidiary of the Hong Kong-based Allen Perkins Group, as its exclusive distributor in Hong Kong and Taiwan. PlanPlus develops and markets personal financial and investment planning software. The contract is valued at an estimated \$1 million, of which approximately \$600,000 is Canadian content.

Positron Inc., Montréal, QC. Positron signed a contract with Symphonic Telecom Ltd. of Hong Kong to provide public safety communications tools, including emergency response systems, customized for Hong Kong, Macau and China. The deal is valued at \$30 million, all Canadian content.

Saskatchewan Trade and Export Partnership (STEP), Regina, SK. Saskatchewan Trade and Export Partnership (STEP) signed a memorandum of understanding with the Hong Kong Trade Development Council to facilitate business development between Saskatchewan and Hong Kong companies. STEP is a partnership between the provincial government and private sector that delivers custom export solutions and market intelligence to member companies.

SNC Lavalin Capital Inc., Montréal, PQ. SNC Lavalin Capital Inc. signed a memorandum of understanding with Far East Pulp & Paper Limited of Hong Kong to provide advisory services and help raise debt financing for a previously-announced project to manufacture 170,000 tonnes of pulp in Huilai County, Guangdong Province. The deal is valued at \$10 million, all Canadian content.

The Canadian Securities Institute, Toronto, ON. The Canadian Securities Institute signed a letter of intent with Hong Kong Exchanges and Clearing Ltd. (HKEx) and Hong Kong Securities Institute (HKSI), to jointly promote and market a Derivatives Market Specialist (DMS) program to the Hong Kong financial services and investing community. The deal is valued at more than \$1 million, all Canadian content.

Tri-Link Technologies Inc., Burnaby, B.C. Tri-Link Technologies signed an agreement with Prudential Capital Technologies (China) Ltd. to jointly manufacture and develop Tri-Link's Vortex product in China for distribution in the Asian market. The project is valued at \$12 million, of which \$6 million is Canadian content.

University of British Columbia (UBC), Vancouver B.C. UBC signed a memorandum of understanding with Hong Kong University and ABC Multiactive (Hong Kong) Ltd. to deliver a UBC certificate program in Internet marketing in Hong Kong, China and elsewhere. This agreement will potentially generate \$3.8 million, of which \$1.2 is Canadian content.

The China-Hong Kong Business Studies Network, of UBC's Faculty of Commerce and Business Administration, signed a letter of intent with the World Trade Centres Association (Hong Kong) to work with the China Association for the International Exchange of Personnel of the State Council to develop and offer management and professional training programs to groups from the 12 provinces and autonomous regions of Western China.

University of New Brunswick, Saint John, NB. The University of New Brunswick signed a memorandum of agreement with AKD (HK) Co. Ltd. to create a cost-recovery e-commerce MBA program for 40 students with AKD. The program will be taught in Hong Kong. The deal is valued at \$800,000, of which \$400,000 is Canadian content.