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## OVERVIEW

### Highlights

(Canadian Embassy in Beijing: Economics and Finance Section & China Economic Information Network)

- China's investment abroad remains relatively small but is growing at a rapid pace. Traditionally concentrated in natural resources, Chinese investment is now expanding to other sectors. Since the beginning of the crisis, several multi-billion dollar deals have been announced, a trend that will likely continue in 2009.
- Canada has so far only modestly succeeded in attracting Chinese investment, including in the natural resources sector. This can be explained in part by Chinese misperception regarding Canadian investment regulations. However, potential for future investments remains high.
- China's current environmental protection industry faces dual pressure from international carbon emission reduction and domestic resource environmental crisis.
- In recent years, the Chinese government has unveiled a series of regulations and policies to increase support for the environmental protection industry, and the industrial investment has gained rapid growth.
- It is expected that there will be more construction projects in China's energy conservation and emission reduction, and wastewater treatment in the future. Meanwhile, construction of solid waste disposal infrastructure will also usher in a peak period.

### Chinese Investment Abroad

(WJEC09037, July 29 2009, Canadian Embassy in Beijing: Economics and Finance Section)

As part of its 10<sup>th</sup> Five-Year Plan (2001-2005), the Chinese leadership officially articulated the "going out" policy, which encourages Chinese firms to invest abroad. Overseas investments are seen as a way of boosting profitability, increasing market access, acquiring strategic technologies and brands and obtaining a secure supply of resources. Since 2003, China's outward foreign direct investment (OFDI) flow has experienced unprecedented growth, about 70% a year, to reach about \$40 billion in 2008. Up to 2007, China's OFDI flows remained comparatively low (less than 1.5 percent of the world total), and its stock of OFDI was only 0.6% of the global total (less than \$100 billion). By comparison, Canada's share for both OFDI's flow and stock remains well above 3%.

While Chinese OFDI is not yet a tsunami, it is clear there is potential for a huge rush of foreign investment from China. With China projected to continue to run large current account surpluses and Chinese firms being profitable and cash rich, China is well placed to take advantage of the global downturn. In 2008, China's share of world's OFDI flow jumped to almost 3%, as Chinese firms are now actively seeking to acquire high-quality assets, now at low prices. This trend will become much more pronounced in 2009.

#### The natural resources sector: secure access to resources

Natural resources are the main drivers of Chinese OFDI. Investments are undertaken by a handful of firms: CNOOC, CNPC and Sinopec in energy; Baosteel, China Minmetals, Capital Iron and Steel Corporation and Chinalco in metals and minerals. First organized to secure and supply natural resources in the Chinese domestic market, these companies have now emerged as global players. More importantly, they are evolving from extensions of the government to market players in their own right.

#### The manufacturing sector: access to market and technology

In recent years, excessive competition and thinning margins at home have combined with an appreciating RMB to spur Chinese foreign investment. Chinese firms look to create overseas platforms from they can gain access to foreign markets, avoid protectionism and realize competitive advantages through production cost efficiencies. Access to foreign markets via outward investment is seen as a key strategy for many Chinese firms involved in light industries such as textiles, bicycles, footwear and electrical appliances. These investments mainly take place in the developing world, but, in certain cases, Chinese firms can also invest directly in developed countries to avoid quota restrictions and antidumping sanctions (e.g. Haier in the US and Europe).

With the rapid evolution of the Chinese economy, some Chinese firms are also shifting from competing on cost to competing on innovation, brand image and service – a strategy which offers higher margins. Seeking strategic technologies and brands is seen as the short cut to move up the value chain. In the auto sector for example, where China has rapidly become the largest car market in the world, Chinese companies' acquisitions aim both at bringing newer technologies to China and at guaranteeing access to foreign markets. However, integrating new technologies into existing capacities and maintaining a level of services and reputation pose many challenges to Chinese firms. This explains how the \$500 million acquisition of the Korean SsangYong Motors by SAIS eventually failed. Furthermore, acquiring leading-edge technologies can raise political concerns. These factors likely explain why, until now, there has been no wave of Chinese firms acquiring world-class technologies. (Recent deals are presented in Annex 1B)

#### The financial sector: the march towards internationalisation

As Chinese banks and insurers are flush with cash, they have quickly turned from investment targets to global investors. Financial investment is not only driven by opportunism. It also demonstrates a serious desire of Chinese banks, some of the world's largest and better capitalized banks, to internationalise their activities, notably by tapping into Chinese Diaspora's savings, diversifying their activities and acquiring more sophisticated management techniques.

#### **Chinese investments in Canada**

(WJEC09037, July 29 2009, Canadian Embassy in Beijing: Economics and Finance Section)

After remaining at very low-level until 2004, Chinese investment in Canada began to grow rapidly in 2005. In 2008, the stock of China's FDI in Canada reached \$2.8 billion, representing only 0.6 percent of Canada's FDI total stock. Most of the Chinese investment in Canada comes from state-owned enterprises and is in the oil, gas and mining sectors. However, smaller companies are demonstrating increasing interest in a number of other sectors ranging from life sciences and agriculture to information and communication technologies (ICT) and infrastructure.

Chinese firms are attracted to Canada by its transparent processes and political stability. However, these same processes can create difficulties for Chinese companies. First they are not used to the stringent labour and environmental conditions that Canada imposes. Second, Chinese SOE's, unlike their competitors, are often ill-equipped to deal with the rapid negotiations involved in acquisitions. This has led to some conspicuous failures in the attempts to buy Canadian companies (e.g. Husky Energy and Noranda Inc.). In China, the failure of these acquisitions is viewed in political terms. This misperception was reinforced with the adoption of the Investment Canada Act Amendments.

Consequently, the Chinese have a tendency to seek more discreet investment opportunities, such as minority partnerships, working with local partners, or investment in remote areas such as the Canadian North. This has also led Chinese firms to invest most heavily in Canadian assets located in third countries.

#### Natural resources

Despite their strong and repeated interest in Canadian oil, Chinese companies have not succeeded in securing major investments in Canada, for the reasons noted above. The three Chinese oil giants have, however, all invested in Alberta: Sinopec owns a 40% stake in the Northern Lights Oil Sands Project (production to begin after 2010); CNOOC bought 17% of MEG Energy Corp., an Alberta-based company, for \$135 million and, in 2007, CNPC won exploration rights for a 260-acre tract in Alberta.

Mining is China's SOEs' second major Canadian investment focus. While China's interest in Canadian mining is mostly directed at assets in third countries, there have been a few interesting Chinese investments in Canada itself. In 2008, for example, Jinduicheng Molybdenum Group Ltd. and Northwest Nonferrous International Investment Company Ltd jointly acquired Yukon Zinc for \$100 million. Yukon Zinc's assets are located in the southeast Yukon.

#### Acquiring Canadian assets abroad

Acquiring Canadian assets in third countries is China's preferred strategy. Locations range from South America and Africa to China itself. In dollar terms, Chinese firms have invested far more in acquiring Canadian foreign assets than domestic ones. When a Chinese firm buys a Canadian foreign asset, Canadian expertise has typically

developed a Greenfield site, which Chinese firms acquire and expand. This strategy allows Chinese firms to avoid the potential political backlash of making a high-profile investment in Canada. At the same time, the foreign-owned asset in the third country simply goes from Canadian to Chinese hands, passing under the radar screen.

The most high-profile example of this investment strategy was CNPC's US\$4.18 billion purchase of PetroKazakstan in 2005 – the largest overseas acquisition by a Chinese SOE at the time. Similarly, in June 2009, SINOPEC made a US\$7.2 billion bid to acquire the TSX-listed “transnational” Addax Petroleum, a company operating in Africa and the Middle East.

#### Other sectors

As is the case with Chinese investment abroad more generally, small- and medium-sized private Chinese companies are investing in a variety of Canadian non-resource projects. Canadian companies offer research skills and innovation to create new products needed to upgrade China's manufacturing companies' capability. In Canada, Chinese companies with innovative products find both a market and the venture capital needed to expand their business. For example, Wuhan General, a Chinese manufacturer of industrial blowers and turbines, has brought its unique electricity generation technology to Canada. Its environmentally-friendly wood chip technology is ideally suited to generating electricity in small remote Canadian communities.

#### **Chinese Environmental Protection Industry**

(Extracted from 34<sup>th</sup> volume, 2009 CHINA INDUSTRY MONITOR by China Economic Information Network)

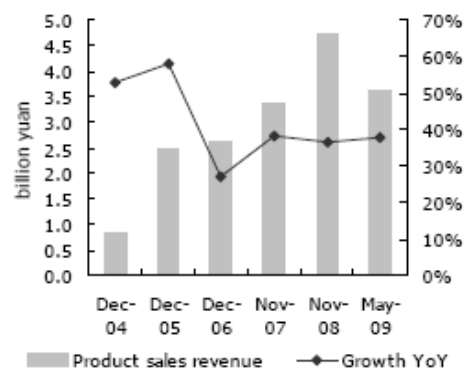
With the dual pressure from the international carbon reduction and domestic resource environment crisis, China's environmental protection industry gains increasing support from the government. The industry is in the upside cycle of the business climate with optimistic prospect of development.

Since 2009, US officials have successively made statements to require developing countries to join the efforts to reduce greenhouse gas emissions, directly targeting at China. According to the data of the US Energy Information Administration (EIA), China had become the world's biggest carbon emitter in 2006, together with the United States, outpaced the other countries around the world in carbon emission.

Rapid economic growth has been deriving from high energy consumption, low pollution cost, and low resource prices for many years, which has also caused other serious environmental problems.

China's total sulfur dioxide, carbon dioxide, chemical oxygen demand emissions rank first in the world. Among the 477 cities included in the monitoring in 2008, 252 cities suffered from acid rain, accounting for 52.8%; water environment was also extremely serious, surface water pollution was severe, water quality in the seven major river systems suffered from medium pollution, and lake eutrophication problem was outstanding; as for solid waste, urban domestic waste across the country reached more than 150 million tonnes a year, with disposal rate of 62%, and harmless disposal rate of only about 30%. And in the majority of rural areas, waste was piled basically at random, imposing great threat to soil, water and atmosphere.

**Sewage treatment and recycle cumulative revenue and growth 2004-May 2009**



Cumulative product sales revenue growth in the resource comprehensive utilization industry 2008-May 2009



ollution, **sewage treatment industry** ushered in development rnement, society and enterprises on the prevention and control ne gradually compliant and increased, and the operation of the state large-scale government subsidy to improve urban and on control and treatment, sewage treatment and recycling aching 70.09 million yuan in 2008, up 159.78 million yuan YoY, '007. Product 36.64% YoY, y, 2009 stood

as overtaken nufacturer of s a burden on a huge

Cumulative product sales revenue growth in the resource comprehensive utilization industry 2008-May 2009



Affected by the economic crisis, in 4Q08, the sluggish demand of downstream waste utilization enterprises as well as weak desire for purchase caused impeded product circulation and consumption, overstock of a large number of waste materials, which eventually lead to significant decline in the growth rate of waste resources and waste materials recycling and processing industry. Product sales revenue reached 82.51 billion yuan from January to November 2008, up 38.97% YoY, decelerating by 14.61 pts. Since 2009, the growth of the waste resources and waste material recycling and processing industry further slowed down, with sales revenue reaching 41.61 billion yuan from January to May, up 2.4% YoY, decelerating by 49.39 pts YoY.

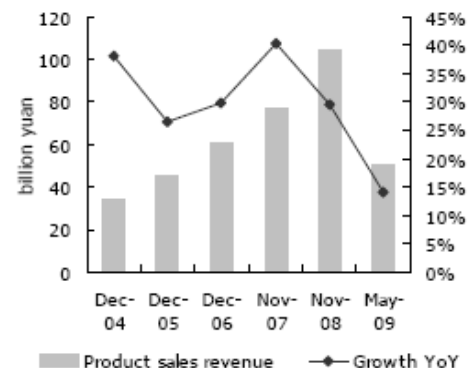
Environmental protection equipment manufacturing industry grew rapidly driven by policies. With vigorous promotion of national policy, investment in pollution control witnessed rapid growth, which contributes to the rapid growth of **environmental protection equipment industry**. As for the operational benefit, sales revenue growth had been ranging basically between 20% and 40% since 2003, and grew to some extent in 2007. Environmental protection, social public security, and other special equipment manufacturing industries gained total sales revenue of 104.42 billion yuan in 2008, up 29.48% YoY, and 50.25 billion yuan from January to May 2009, up 14.2% YoY.

From 2001 to 2008, the Commission and Catalogue of Environmental Protection Equipment (Products) Enco constantly enlarged the scale of equipment. For projects use the policies, such as accelerated depreciation support national key projects on the one hand, equipment manufacturers benefit growth of environmental protection equipment manufacturers.

Cumulative revenue growth of environmental protection equipment manufacturing industry 2004-May 2009



Cumulative revenue growth of environmental protection equipment manufacturing industry 2004-May 2009

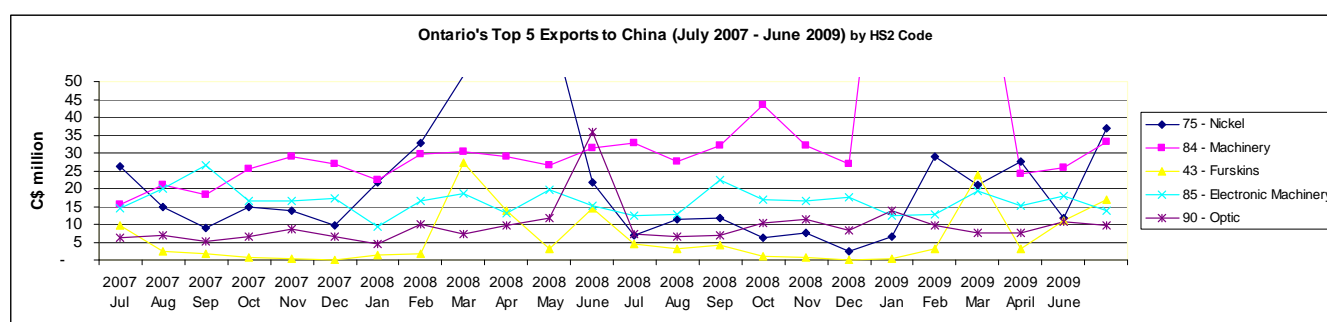


**Ontario's trade with China in June 2009**

China is Ontario's second largest trading partner, with two-way trade totaling \$24.40billion in 2008 (up 10.4% from 2007). China is Ontario's fifth largest export market in 2008 (after the US, the UK, Mexico and Norway) with total exports of \$1.89 billion, an 8% rise when compared with 2007. This increase is mainly contributed to by the sales of basic metals such as nickel (unwrought or powders), copper. Exports of rubber and machinery/mechanical appliances also increased sharply. China is Ontario's 2nd largest import source in the world (only after the US). Imports grew from \$20.36 billion in 2007 to \$22.51 billion in 2008, an increase of 11%.

The top 5 exports and imports (based on HS2 code) in June 2009 between Ontario and China with their historical data (24 months) could be found in the following two charts.

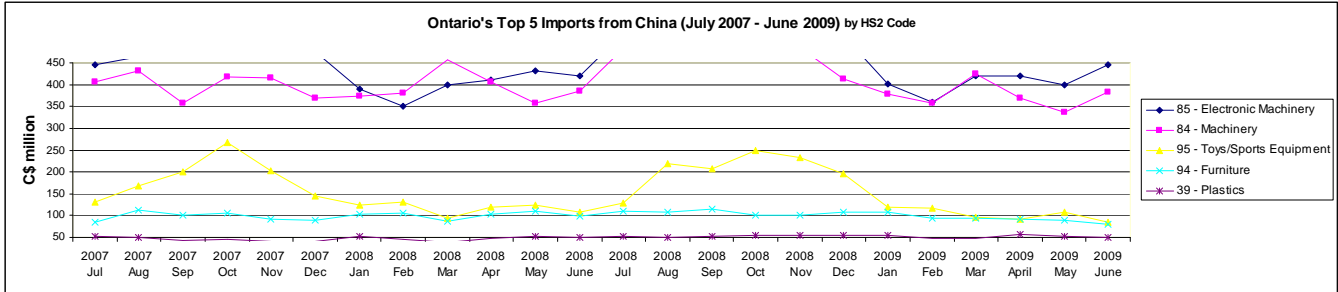
Differ from the Canada's exports to China, which decreased by 15% in June (grew by 8.5% in May), Ontario's exports showed an opposite trend, with a strong growth of over 30% when compared with that of May. The province's exports to China in June worth C\$171.6 million, while compared with April's C\$144 million and May's 131 million. After March 2009, this is the first time that the provincial exports' share of the national exports to China



went close to 19%. While compared with the same month in 2008, however, Ontario's export to China was still 10% lower, with the nation's number as negative 8.2%.

The largest contributor of the increase of exports to China in June is that of Nickel, which increased by more than \$25 million alone (and a pick-up from the May's C\$15 million decline) and accounted for 62% of the July total increase. Top five exports to China in June 2009 are Nickel (increase by 213%), Machinery (increased by 27.6%), Furskins (increased by 53%), Electronic Machinery (decreased by 24.7%), and Optic products (decreased by 8.5%). All top five except optic products were from the May's Top five. Among other top 10 exports, the rubber products saw a strong recovery (87% growth from that of May) while the cooper and related exports accounted just more than half of those in May.

Compared with those of Ontario's export, Ontario's imports from China show a much stable pattern. The total imports from China had a moderate growth (2% compared with May 2009; -5.8% compared with June 2008), to C\$1568 million. The national figure grew by over 5.5% from May 2009, leaving Ontario's share slightly declined from 54% in May to 52.6% in June, still accounting more than half of the total imports the country imported from China. All top five imports from China in June could also be found in May without changes in ranking: Electronic Machinery, Machinery, Toys/Sports Equipment, Furniture, Plastics products. Among the top ten imports, both the consumer goods category (growth of exports of textile, apparel and footwear while decline of those of Toys and furniture) and the industrial inputs category (growth of machinery and decline of iron, steel products) find dispersed trends within the category.



**TRADE SHOW / MISSIONS**

**Automotive**

**Ontario Automotive Mission to China (September 13-27, 2009)**

The Ontario Ministry of International Trade and Investment, in partnership with Ontario's International Marketing Centres in China, the Canadian Embassy and Consulates General in China, and the APMA, is pleased to invite Ontario firms to participate in the Ontario Automotive Mission to China. The mission will include exhibiting at the China International Auto Parts Expo (held in Beijing September 24-26), the largest auto parts trade show in China. Prior to the trade show, the mission will visit Guangzhou, Shenzhen, Hefei, Shanghai, Changchun and Shenyang, six cities with strong automotive clusters and potential.

Mission activities include business briefings, presentations at technical seminars, showcasing opportunities with local OEMs and auto parts manufacturers, one-on-one meetings, networking luncheon events and site visits in each city.

**Main Activities**

	15 Guang Zhou	16 He Fei	17-19 Shang Hai	20-21 Chang Chun	22 Shen Yang	23-26 Bei Jing
Trade Show						✓
Briefing	✓		✓		✓	
Seminar	✓	✓	✓	✓	✓	✓
Reception	✓			✓	✓	✓
1:1 Meeting	✓			✓	✓	✓
Site Visit	✓	✓	✓	✓	✓	

Please find mission detail on our website:

[http://www.ontarioexports.com/calendarevents/calendarevents\\_details.asp?id=72&keywords](http://www.ontarioexports.com/calendarevents/calendarevents_details.asp?id=72&keywords)

Please refer any questions to Wenbo Pan.

**Contact Information**

Mr. Wenbo Pan, Area Director – China  
 International Trade Branch  
 Ministry of International Trade and Investment  
 Tel: 416-326-1346 Fax: 416-325-2766  
 Email: Wenbo.pan@ontario.ca

**TruckWorld 2009 (November 3-5, 2009 Jinan, Shangdong)**

The upcoming truck show (TruckWorld 2009) will be hosted Nov.3-5 in the capital city of Shandong province and is the largest truck market in China. The trade show is relatively new (starting from 2008, with visitors more than 18000) but has grown as one of the largest auto/auto parts show within the category.

**Show Name:** Truckworld 2009  
**Show Day:** Nov 3th -5th. 2009  
**Open Hours:** Wednesday & Thursday Whole day  
 Friday Half day

**Venue:** Jinan International Convention & Exhibition Center  
No 1, Xinyu Road (S), Gaoxin District, Jinan, Shandong, China

**Organizers:** China Council for the Promotion of International Trade  
China Association of Automobile Manufacturers  
Jinan Municipal People's Government  
Shandong Automotive Manufacturers Association

Ontario will not have a provincial pavilion within the trade show, but the organizer will kindly provide assistance and complementary accommodations to foreign exhibitors and visitors. Ontario's International Marketing Centre in Beijing will also provide assistance for Ontario exhibitors.

**Contact:** Ms. Zhang Shanshan, Jinan Branch of CCPIT  
Email: [jinantruck@163.com](mailto:jinantruck@163.com)  
Tel: 0531-66602812

### Life Sciences

In recruitment process

#### Natural Health Products, Life Sciences and Health Care Mission to Hong Kong (Aug 11-15, 2009)

Co-organized by the Consulate General of Canada in Hong Kong, the Hong Kong Trade Development Council (HKTDC), and the Hong Kong Economic and Trade Office (HKETO), this mission aims at assisting participants to find potential business and partnership opportunities, access to targeted business networks and first-hand market intelligence.

This mission is designed for participation by those Canadian companies which are involved in natural health products, life sciences, and health care and are interested in expanding their business to China and Hong Kong.

This initiative is supported by BioNova, Nova Scotia's Biotechnology and Life Sciences Industry Association, the Canadian Advanced Foods and Materials Network (AFMNet), Canadian Health Food Association (CHFA), Monte Jade Science & Technology Association, Western Canada, OCRI, Western Canadian Functional Food & Natural Health Product Network (WCFN) and the Governments of Alberta, B.C., Manitoba, Ontario and Saskatchewan.

Highlights of the programmes include: a special programme consisting of briefing session, roundtable discussion, pre-arranged one-on-one business meetings, site visits and networking activities on August 12, 2009, and participation in the International Conference & Exhibition of the Modernization of Chinese Medicine & Health Products (ICMCM) starting on August 13.

There is no registration fee required for joining this mission. Delegates are responsible for their respective airfares, hotel accommodation and incidental expenses. Group programmes will be sponsored. Delegates are also eligible to apply for partial hotel accommodation sponsorships. The full announcement of the mission can also be available from the following website: [http://202.64.102.92/hktdc/download.php?fid=\\_phpsVsgCA](http://202.64.102.92/hktdc/download.php?fid=_phpsVsgCA)

For registration or detail information, please contact Mr. Adrian Cheng.

#### Contact Information

Mr. Adrian Cheng, Business Development Officer,  
Hong Kong Trade Development Council, Toronto Office  
Tel: (416) 366-3594 Fax: (416) 366-1569  
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**Canadian Healthcare Mission to East China (Shanghai, Suzhou & Nanjing) (October 19-22, 2009)**

The Canadian Consulate General in Shanghai (China) and the Canadian Provincial Governments are jointly organizing a healthcare mission to East China. The program dates are arranged in conjunction with the opening of a new Canadian Trade Office in Nanjing (a major city near Shanghai), and a local Chinese new drug discovery conference IDDST ([www.iddst.com](http://www.iddst.com)).

**Proposed Itinerary Draft**October 19 Monday – Shanghai

09:00 – 09:30	Consulate Briefing
09:30 – 10:30	SFDA briefing
10:45 – 11:45	Customs briefing
12:00 – 14:00	Cancham luncheon with Canadian investment champion
14:00 – 14:45	Transport to Zhangjiang High-tech Park (biggest life sciences cluster in Shanghai)
14:45 – 16:00	Visit to a local or Canadian company in Shanghai
16:00 – 17:00	Transport back to hotel

October 20 Tuesday – Suzhou

08:00 – 09:30	Transport to Suzhou
09:30 – 11:30	Meeting with BioBay and tour of the BioBay (biotech cluster in Suzhou)
11:30 – 13:30	Luncheon with Suzhou Industrial Park
13:30 – 15:30	Roundtable with BioBay resident companies
15:30 – 17:30	Transport to Nanjing

October 21 Wednesday – Nanjing

09:00 – 11:00	Canadian capability seminar with the Canadian Investment champion
11:00 – 12:00	One-on-one meeting with local companies in Nanjing
12:00 – 13:30	Partnering luncheon
13:30 – 15:30	CRO roundtable with Nanjing CROs
15:30 – 17:00	Visit to a local Nanjing company

October 22 Thursday – Shanghai

08:30 – 12:00	Transport to Shanghai
12:00 – 13:30	Lunch
13:30 – 15:30	Canadian investment champion presentation to local companies One on one meetings
Optional:	IDDST from ( <a href="http://www.iddst.com">www.iddst.com</a> )

**Contact Information**

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Trade Commissioner (Life Sciences)  
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Email: [carrie.gu@international.gc.ca](mailto:carrie.gu@international.gc.ca)  
Website: [www.shanghai.gc.ca](http://www.shanghai.gc.ca)

## Mining

### Ontario Mining Mission to China (October 13-28, 2009)

The Ontario Ministry of International Trade and Investment, in partnership with the Ontario Ministry of Northern Development and Mines, the Ontario International Marketing Centre in Beijing, the Canadian Embassy and Consulate in Chongqing, the Canadian Association of Mining Equipment and Services for Export (CAMESE) and the Sudbury Area Mining Supply and Service Association (SAMSSA), is pleased to invite Ontario firms to participate in the Ontario Mining Equipment and Services Mission to China.

The mission will include exhibiting at the China Mining Congress & Expo (or China Mining 2009, held in Beijing September 20-22), the largest mining event in China.

Prior to the China Mining show, the mission will visit Kunming and attend the Sustainable Mining Forum hosted by Yunnan Provincial Government and the Canadian Consulate. After the China Mining show, delegates will visit Inner Mongolia and Shanxi province, two mining-rich areas and walk the China Coal & Mining Expo (CCME) 2009, another important mining event in Beijing.

Mission activities include business briefings, presentations at technical seminars, showcasing opportunities, one-on-one meetings, networking luncheon events and site visits in each city. Mission participants will gain valuable market information, explore potential partnerships and meet with key clients throughout the mission.

Suppliers to the mining industry, including mining equipment, technology and service providers would benefit from the mission. Three targeted categories include:

- Increase productivity and efficiency (in surveying, exploration and production)
- Increase safety (production)
- Provide services related to mine environmental protection & recovery

Please find the mission detail on our website:

[http://www.ontarioexports.com/calendarevents/calendarevents\\_details.asp?id=75&keywords](http://www.ontarioexports.com/calendarevents/calendarevents_details.asp?id=75&keywords)

Please refer any questions to Wenbo Pan.

#### Contact Information

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## Telecommunication

In recruitment process

### Canadian Telecom Mission to P&T Wireless and Networks Comm China (September 16-20, 2009)

In order to support Canadian companies seek new business opportunities, find local partners, and increase their competitiveness, the Canadian Embassy in Beijing, in cooperation with the CATA will be organizing a Canada Pavilion at P/T Wireless 2009 to showcase Canadian expertise in the wireless sector.

With over 600 million mobile subscribers and close to 300 million internet users, China is the world's largest telecommunications market. The Chinese ICT sector has been growing at double digit rates for the past decade and the recent launch of 3G in China is expected to open new opportunities for companies in the wireless field. Despite the global economic crisis, the Chinese telecommunications sector is one of the few major markets in the world that is expected to continue to grow.

P/T Wireless is the exclusive telecom exhibition in China sponsored by the Chinese Ministry of Industry and Information Technology (MIIT). With over 500 exhibitors and 50,000 visitors, P/T Wireless is the largest and most influential telecom exhibition in Asia. This is a key opportunity to interface with many domestic and foreign decision makers, showcase new innovative technology, as well as find potential Chinese partners who can assist in penetrating the Chinese supply chain.

The Embassy will also coordinate value added elements such as One-on-one match making (some restrictions apply); Networking reception with key local ICT sector contacts; Meetings with Trade Commissioners from other parts of China; Media roundtable; Translation support for promotional material (2 pages maximum).

Please note that companies do not have to become an exhibitor to receive support from the Trade Commissioner Service for services such as participating in the networking/matchmaking events (details for these are TBD).

For more information, please contact Ms. Jin Leong

#### **Contact Information**

Ms. Jin Leong, Trade Commissioner, North Asia Commercial Relations (China)  
Foreign Affairs and International Trade Canada  
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Email: [Jin.Leong@international.gc.ca](mailto:Jin.Leong@international.gc.ca)  
Event website: <http://www.wirelesscomm-china.com>

## **TRADE OPPORTUNITIES**

### **Automotive**

#### **Changan New Energy Auto Co.**

Chang'an New Energy Auto Co.,Ltd founded in Dec. 2008, unveiled by the Minister of S&T. It is 65% owned by Changan Group (the fourth largest auto maker in China) and 35% by a subsidiary VC of the Chongqing S&T Commission. Changan has recently been moving from the R&D stage into the production of 'green' vehicles. The Changan Group most recently supplied 20 of their hybrid vehicle "Jiexun" to support the Beijing Olympics.

In Nov. 2008 in Beijing, Changan Group signed a contract to sell 30 units of their "Benben" brand vehicles (without powertrain) to a Canadian battery company to assemble with battery in Canada as an off-road vehicle. Chang'an New Energy Auto has now been established to develop the full range of Hybrid, Electrical, Fuel Cell and Hydrogen vehicles. They have taken over production of hybrid vehicles from the parent company and already produced a first batch of vehicles since their foundation a few short months ago. Their first fuel cell vehicles are expected to be ready for pilot launch next year.

Zhou Bo, the general manager will lead a delegation to Ontario in September 2009 and may make immediate purchase for the following:

- Electric sedan product line manufacturing equipments
- Engine and battery manufacturing production lines
- Auto parts diagnose and testing equipments,
- Control system

**Contact Information**

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**UPCOMING EVENTS / INCOMING DELEGATIONS****Automotive****In recruitment process****Seminar with Changan New Energy Auto Co. (September 8-17, 2009 Toronto)**

Date: September 9 (Wednesday) (TBC)

Venue: Ontario Investment and Trade Centre (OITC), 35th Floor, 250 Yonge Street

Ontario automotive companies are invited to join a seminar and have direct discussion with delegates from the Changan New Energy Auto Co., Ltd.

The delegation, led by the president Mr. ZHOU Bo, will visit Canada from September 7<sup>th</sup> to 17<sup>th</sup>. The delegation hopes to identify potential R&D partners and suppliers for their new electric vehicle program.

They are looking for specifically:

**Technology:**

- Vehicle safety/diagnostic testing
- Electric car and parts EMC controls
- Battery management technology
- Control system hardware and software technology
- Engine and battery manufacturing and integration technology

**Equipment:**

- Electric sedan product line manufacturing equipments
- Engine and battery manufacturing production lines
- Auto parts diagnose and testing equipments,
- Control system

This seminar would be a great opportunity for those who want to meet their Chinese counterparts for information exchange and discussion about potential cooperation.

**Delegation Information**

MR.ZHOU BO	General Manager
MR.ZHOU ANJIAN	Chief of R&D Department
MR.YUAN CHANGRONG	Director of Battery System
MR.ZHAO CHUANLIN	Director of Integration System
MR.CHEN GUANGBING	Interpreter

**Meeting Information**

**Date and Time:** Sept 08, 2009 (Tuesday)  
09:00 – 12:00 pm

**Location:** Ontario Investment and Trade Centre (OITC), 35th Floor, 250 Yonge Street

**Agenda** (subject to change):

Time	Boardroom	Activities
09:00 - 09:05	Collaboration	Greetings, by MEDT & ChangAn NEV
09:10 - 09:25	Collaboration	Auto Industry Capability, by Vince Guglielmo (APMA)
09:25 - 10:05	Collaboration	Introduction/presentation of ChangAn NEV
10:05 - 10:25	Collaboration	Ontario's Auto Industry and Green Auto, by Hamid Shirazi (MEDT)
10:25 - 10:40	Collaboration	Coffee break and networking
10:40 - 10:55	Roundtable & Executive	One-on-one meeting 1&2 (pre-set)
10:55 - 11:10	Roundtable & Executive	One-on-one meeting 3&4 (pre-set)
11:10 - 11:25	Roundtable & Executive	One-on-one meeting 5&6 (pre-set)
11:25 - 11:40	Roundtable & Executive	One-on-one meeting 7&8 (pre-set)
11:40 - 11:50	Roundtable	Extra meeting 9
11:50 - 12:00	Roundtable	Extra meeting 10
12:00 - 12:45	Executive	Working Lunch (ChangAn NEV & MEDT staff)

The delegation will visit Windsor and London on September 9<sup>th</sup> and 10<sup>th</sup>. Please contact Wenbo Pan should you request further detail.

**Contact Information**

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**Seminar with Changchun Automotive Delegation (October 29, 2009 Toronto)**

Date: October 29<sup>th</sup>, 2009 (Thursday)

Venue: Ontario Investment and Trade Centre (OITC), 35th Floor, 250 Yonge Street

Ontario automotive companies are invited to join a seminar and have direct discussion with delegates from the Changchun city, one of the most important automotive industry bases in China.

Yang jun liang	Deputy Secretary General,	Changchun People's Government
Sha xian qing	Secretary,	Changchun City of Quality and Technical Supervision
Wang shu yun	Deputy Director,	Commerce Bureau of Changchun City
Zhao xu	Deputy Director,	Bureau of Industry and Information Technology of Changchun
Xing xiao tian	Director,	Commerce Bureau of Changchun City
Zhang jun	Staff member,	Commerce Bureau of Changchun City
Zheng shou chen	Deputy Chief,	Department of Commerce, Jilin Province
Sun jian sheng	Deputy Director,	Changchun Automotive Industries Development Area Investment Promotion Bureau
Zhang wen cong	Project Official,	Changchun Automotive Industries Development Area Investment Promotion Bureau
Sang tao	Associate Professor,	Auto-Body Design Department, College of Automotive Engineering, Jilin University
Daijun	Dean	Changchun City Product Quality Supervision and Inspection Institute
Wang yu ming	General Manager,	Changchun FAW Sihuan Group Co.,Ltd.
Wang zhi ren	Chief department,	Changchun FAW Sihuan Group Co.,Ltd.
Fan xijun	Deputy GM,	Changchun FAWAY Automobile Components Co. , Ltd.
Zhang yuan	Board Chairman,	Changchun Huifeng Automotive Gear Co.Ltd
Wang ran	Director,	Changchun Huifeng Automotive Gear Co.Ltd

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Liu xing zhi	Section chief,	Fawer Automotive Parts Company Ltd.America Office
Hu jian min	Business Manager,	Fawer Automotive Parts Company Ltd.America Office
Liu yun peng	Business Manager,	Fawer Automotive Parts Company Ltd.America Office
Wang wei guo	Business Manager,	Fawer Automotive Parts Company Ltd.America Office
Hong yihua	General Manager,	Hua Long Cement Company Limited JiLin

This seminar would be a great opportunity for those who want to meet their Chinese counterparts for information exchange and discussion about potential cooperation.

Programs are yet finalized. Please contact Wenbo Pan should you request further detail.

## Life Sciences

### Jiangsu Bio Delegation (September 21, 2009, Toronto)

Ontario life sciences companies (pharmaceutical etc.) or research institutions that are interested in China may be invited to join a seminar and have direct discussion with delegates from the Jiangsu province.

The delegation, led by the Jiangsu provincial government, includes some bio-tech/pharmaceutical companies and industry associations such as

Zhangjiagang Sanyuan Biotech Co.,Ltd  
Morgen Medical Technology CO.,Ltd  
Wuxi Huapin Medical Technology Co.,Ltd  
Wuxi Meidel Biotech Co., Ltd  
Jiangsu Chia Tai Tianqing Pharmaceutical Co. Ltd.  
Nanjing Zhongchuang Technology Investment Co.,Ltd.  
ChangZhou Santai Labs, Inc.

The seminar is co-organized by Canada Jiangsu Chamber of Commerce, Ontario Ministry of Economic Development & Trade, The Biotechnology Initiative, Goodmans Barristers & Solicitors, and Access Consulting International Inc.

**Date:** September 25, 2009 (Friday)

**Time:** 8:45 am - 12:00 noon

**Location:** Goodmans, 250 Yonge Street, Suite 2400, Toronto, ON M5B 2M6.

**Cost:** Free of charge (Participation is free of charge but registration is mandatory)

(Registration begins at 8:00am and continental breakfast will be provided)

#### Contact Information

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