

Monte Jade Canada/NRC Technology Mission to Hong Kong June 28-29, 2004

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-

Organizers:



Supporting Organizations:



Monte Jade Canada/NRC Technology Mission to Hong Kong
June 28-29 *, 2004

Delegation list

Organization Committee	
Monte Jade Science and Technology Association (Western Canada) www.mjcanada.com	Mission Leader Frank Pho, Chairman (Also Managing Director, IT, Business Development Bank of Canada) Robert Quon, Secretary (Also Partner, Fasken Martineau) Winnie Sun, Director (Also Vice-President, Suns Group)
National Research Council of Canada www.nrc-cnrc.gc.ca	Nicholas Fong, Industrial Technology Advisor
Pan Universe Tech Consultant Ltd.	Dr. Daniel Teng, Senior Consultant

Observer	Philip Leung, President (Observer)
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Canadian Company	Representatives	Technology Subsector
Cantronic System Inc. www.cantronics.com	James Zahn, President & CEO	Designer, manufacturer and marketer of infrared thermal imaging and CCTV camera systems and other CCTV products for demanding security applications.
Contec Innovations www.contec-innovations.com	Perry Quan, President & CEO Sean Alger, Director of Finance	Mobile applications server
Data Corporation www.thedatacorp.com	Larry Lehoux, President Chris Wilds, UK Manager	Full service developer and technology provider of wireless and secure collaborative applications.
Digital Bus www.digital-bus.com	Alexis Liu, CEO	Content delivery solutions of PC games and E-Learning software over broadband networks
Hexago www.hexago.com	Stephen Oronte, President & CEO	Migration strategies and software solutions to assist governments and corporations in the migration, deployment, and application development of IPv6-based Internet
Linux Magic	Michael Peddemors, President	Create Linux Applications and Linux based systems.
Mobile Operandi www.mobileoperandi.com	Michael Scolari, Director of International Sales – Carriers	Content Delivery to multimedia cell phones
Net Integration Tech. Inc. www.net-integration.net	Jean Sebastian Cournoyer, Executive Director	Enterprise Linux based server operating system and IT autonomic computing solutions for small & medium sized business

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Technologies Innovation AIKS	Moustapha Talaat, President	<i>Provision of Intelligent Store Information System to the retail industry</i>
Sendum www.sendum.com	Wayne Chester, President & CEO	<i>Sendum designs and manufactures wireless location devices. to track high-dollar packages and assets for the North American transportation industry</i>
Wireless 2000 www.wireless2000.com	Efraim Gavrilovich, President & CEO	<i>Engineering & R&D company in RF, RFID and wireless communications technology.</i>
11 companies	13 representatives	

Total delegates: 18



Frank T.L. Pho, C.A.

Frank leads a team of Directors focused on Information Technology investments across Canada. He has national responsibility over a portfolio of IT companies currently worth \$90 million at cost. Frank and his team have produced 10 profitable exits including two over 30x return.

Prior to BDC, Frank was with the Corporate Finance Group at CP Rail where he reviews projects greater than \$25 million. Prior to CP Rail, he was with Ernst & Young where he successfully turned around a division of Procter & Gamble. While at E&Y, Frank was also involved in planning, design and implementation of Strategic Information Technology plan, Systems Conversion, and Management Information Systems for the manufacturing, banking and insurance industries.

Frank has been a guest lecturer at SFU for the Executive MBA Program and MBA Information Technology and is currently Chair of Monte Jade Science and Technology Association (Canada). MJ mission is to become the forum of choice in promoting technology investments by supporting entrepreneurship and fostering partnership between technology companies and investors in the Pacific Northwest and Asia.

Frank Pho holds a Bachelor of Commerce degree graduate Degree in Accountancy from Concordia University and is a Chartered Accountant.

Some of Frank's and his IT team's winners

Creo Products Inc.	IT	IPO on TSE, NASDAQ
Next Generation Inc.	IT	Strategic acquisition by Burnsand Inc.
Ledalite	Advanced Technologies	Strategic acquisition by Genlyte Thomas Group
Ecolux Inx.	Advanced Technologies	Strategic acquisition by GELcore L.L.C.
Tarian Software Inc.	IT	Strategic acquisition by IBM
Telos	IT	Strategic acquisition by UTStarcom
Xantrex	Advanced technologies	IPO on TSE
Octiga Bay	IT	Strategic acquisition by Cray Inc.



[BDC Venture Capital](#) is a major venture capital investor in Canada, active at every stage of the company's development cycle, from seed through expansion, with a focus on technology-based businesses that have high growth potential and that are positioned to become dominant players in their markets.

BDC Venture Capital has been involved in venture capital since 1975 and has to date invested in more than 400 different companies. It currently manages approximately \$400 million in venture capital assets invested in the areas of [Life Sciences](#), [Telecommunications](#), [Information Technology](#) and [Advanced Technologies](#).

Our typical Venture Capital investments

Our typical initial investments range from \$500,000 to \$3,000,000 as part of a financing round in the \$1,000,000 to \$10,000,000 range. If existing portfolio companies continue to develop and create value, we reinvest to maintain our pro-rata share of the investment along with other existing investors. We lead transactions and participate in syndicates led by other venture capital funds.

As a rule, we seek representation on the Board of Directors of our investee companies. We encourage the creation of a strong and well-balanced Board of Directors that works in the best interest of the company and its shareholders.

Our sector focus

Advanced Technologies

The "Fabless" business model, systems-on-a-chip, and applications-specific integrated circuits have demonstrated high growth rates and have created value for investors. We continue to look at new discoveries in alternative energy sources, advanced materials, and industrial technologies. Intellectual property and knowledge continue to attract us to this area.

Information Technology

Software such as enterprise-wide applications, targeted vertical markets, networking/communications, operating systems, as well as collaborative applications are examples of key areas that present interesting investment opportunities.

Life Sciences

Long-term demographic trends, the full sequencing of the human genome, and the convergence of technologies such as bioinformatics and proteomics are driving a surge of medical discoveries in diagnostics, preventive medicine and therapeutics, ultimately creating new investment opportunities.

Telecommunications

New applications in the optical and wireless networking, photonics and fibre-optics, broadband transmission, bandwidth and network optimization continue to attract our attention.

Our performance

	10-year internal rate of return (IRR) ⁿ in %					
Year ending March 31	1999	2000	2001	2002	2003	2004
Direct investments	13.5	24.8	26.9	26.1	19.2	14.3



Robert W. Quon, LL.B.

Robert Quon is a partner in the Business Department of Fasken Martineau. He has broad corporate and commercial practice with an emphasis on mergers and acquisitions, corporate reorganizations, domestic and international business investments, and financial institutions and related services. He is also an active member of the firm's Asian Practise Group.

Robert obtained his M.B.A. in 1989 from McGill University and Stockholm School of Economics and his LL.B. in 1993, from University of British Columbia. Robert is a director of Monte Jade Canada and chairs the

Monte Jade Canada's October 2004 Venture Capital and Asia Pacific Partnering Forum.

Representative Experience

- Act for three Asian-based airlines in the development of their business operations in Canada
- Act for Asian-based foreign banks in the obtaining of Canadian regulatory approval and the development of business operations in Canada
- Act for a European-based multinational corporation that provides engineering consulting and advise on its acquisition, divestiture and reorganization activities
- Act for local software and hardware companies in connection with the creation of their corporate structure and their domestic and international business activities
- Act for a Japan-based multinational trading corporation and advise on acquisition, divestiture and reorganization activities and negotiated and implemented a mining joint venture
- Advised on the Canadian expansion plans for an international brewery and for an American wood truss manufacturer
- Negotiated and implemented joint ventures for the development and management of various business ventures
- Created local and offshore trusts for creditor and protection and tax planning



Fasken Martineau is a leading national business and litigation law firm in Canada. With over 560 lawyers in offices in Vancouver, Calgary, Yellowknife, Toronto, Montreal, Quebec City, New York, London and Johannesburg, we provide services to our clients in virtually all areas of the law, on a national and international basis.

The firm provides clients with recognized expertise in both of Canada's legal systems, common law and civil law, and in both of Canada's official languages, English and French. Our clients include Canadian and foreign corporations, governments and private individuals.

Many of the firm's lawyers are acknowledged leaders in their fields of expertise. Seventy-five of our lawyers are recognized in the Canadian Legal Lexpert Directory. Nineteen of them are ranked among the 500 leading lawyers in Canada. And fourteen of the firm's partners are cited as "The World's Leading Lawyers " in the prestigious Chamber's Global.

Fasken Martineau's utmost concern is to provide the business community with the means to meet constantly evolving legal obligations. Just as we help our clients keep pace with industry transformations, we ceaselessly adapt our services to meet the requirements of the existing legal framework.

We offer advice on a wealth of major issues confronting the business world in Canada. Our firm has earned itself an enviable reputation for the depth and scope of its expertise in litigation, business law and labour law. We can offer our clients efficient and timely services thanks to the particular expertise of our various practice groups specializing in specific areas of law.

Our lawyers are committed to providing our clients with the best results that a practical, creative and business-oriented approach can offer.



Nicholas Fong, P.Eng.

Nicholas joined the National Research Council Canada (NRC) in 1989. Through his 15 years at NRC's Industrial Research Assistance Program (IRAP), Nicholas helped many companies in British Columbia growing from a start up phase to become a successful company. Prior to NRC Nicholas Fong worked as a Biomedical Engineer at the Vancouver General Hospital developing medical devices. He taught Biomedical Engineering at British Columbia Institute of Technology (BCIT). He also worked as a Laboratory Engineer developing laboratory equipment and taught undergraduate Systems and Electronics courses at the Simon Fraser University (SFU).

His work experience includes embedded systems, software development, wireless and telecommunications systems, Internet technologies, encryption and biomedical devices. Nicholas graduated from Electrical Engineering at the University of British Columbia (UBC) in 1976.



National Research
Council Canada

Conseil national
de recherches Canada

Canada

National Research Council (NRC) is an agency of the Government of Canada, reporting to Parliament through the Minister of Industry. It is governed by a council of 22 appointees drawn from its client community.

NRC is composed of 19 different institutes and national programs, spanning a wide variety of disciplines and offering a broad array of services. NRC is located in every province in Canada and plays a major role in stimulating community-based innovation in Canada.

NRC institutes and programs are organized into Physical Sciences and Engineering, Life Sciences and Information Technology and Technology and Industry Support.

The Physical Sciences and Engineering Research Program includes the four manufacturing technology institutes and the institute of Aerospace, Construction and Astronomy.

The Life Sciences and Information Technology is a portfolio comprised of the five biotechnology institutes and the Genomics and Health Initiative, Molecular Sciences, Nano Technologies, Measurement Standards and two information and communications technology institutes.

Technology and Industry Support includes a number of industry-oriented services, such as the NRC Canada Institute for Scientific and Technical Information and NRC Industrial Research Assistance Program. The NRC Industrial Research Assistance Program is Canada's premier science and technology research organization. It provides access to technology and business advice, financial assistance, contacts and national and international networks. Canadian Firms helped by NRC are better equipped to perform basic R&D, to commercialize new products and processes, and to access new markets. The program provides customized solutions to over 12,000 Canadian Small Medium Enterprises annually.

**Daniel Tang, PhD.**

Dr. Daniel Teng is a Senior Consultant at Pan-Universe Tech Consultant and he is also currently with the College of Engineering, University of Saskatchewan, Canada.

Dr. Teng has a strong technical background and over 15 years experience in semi-conductor and integrated circuit design especially in multiple-valued logic design, system-on-chip (SOC) design flow and emerging devices.

Before joining Pan-Universe Tech Consultants Ltd., Dr. Teng was with PMC Sierra where he designed and developed CAD infrastructure and flow for integrated circuits. He also served previously as Senior CAD Engineer at Princeton Technology where he was responsible for the development of cell library by which a design can be targeted to UMC. Prior to that, he was an Application Engineer for Mentor Graphics' special project team and his team developed the first UMC design kit for the company. He began his career in 1986 with Taiwan International Patent & Law Office (TIPLLO) as a patent engineer where he evaluated and filed patents for international clients such as 3M, DuPont, Siemens etc.

In addition, Dr. Teng received his Ph. D. in Electrical Engineering from University of Saskatchewan, Canada. Dr. Teng has authored many technical publications and given numerous scientific presentations.

Pan-Universe Tech Consultants Ltd.

Pan-Universe Tech Consultants Ltd., was established in Canada in 1992 as a subsidiary of SUNS. Pan-Universe Tech Consultant is a technology consulting firm focusing on outsourcing, technology evaluating, technology brokering and mergers and acquisitions of business ventures for SUNS independently owned subsidiaries (the "Partners") and its business members (the "Alliances"). Sun's has a detailed history and established roots in Asia and Canada that provides various technical and business consulting services for the biotechnology, environmental technology, information technology and investment communities.



Winnie Sun

Winnie is Vice President of Suns Group, a founding director and current director of Monte Jade Canada.

Winnie Sun has over 18 years of experience in 5 countries, Brunei, Singapore, Taiwan, China and Canada, in the following areas of agricultural and

pharmaceutical industries: research and product development, commercialization, technology transfer, technical evaluation, project planning and project management.

Winnie received her MS degree in Agricultural Chemistry from National University of Taiwan. She has authored numerous publications in the field of biotechnology, given many scientific presentations and appeared as expert guest in radio and television shows.



Suns Group is an organization with a long history of operating Agriculture and Industrial businesses. Originated from Che-Chiang Province of China in the 19th century, Sun Yuan Fung Company expanded its operations to Taiwan, Brunei, Malaysia, Hong Kong and Canada in the 20th century.

Suns Group consists of the following six primary industries:

- Agriculture
- Biotechnology
- Environmental Technology
- Information Technology
- Venture Capital Investments
- Real Estates



CORPORATE SUMMARY

Cantronic Systems, Inc. is a world leader in infrared night vision technology, specializing in passive and active infrared cameras, infrared illuminators, low light infrared sensitive CCD cameras and long-range night vision surveillance systems for demanding homeland security applications. The company's technology has been widely featured by national and local media including Discovery channel, CBC, CTV, Toronto Star, Vancouver Sun. The Company has achieved breakthrough performance characteristics, including viewing distances of 800 meters for its active infrared night vision camera. Cantronic has formed strategic relationships with various world-class electro-optic companies, integrators, software and network designers to enable us to offer an effective alternative to conventional cameras and surveillance systems. A rapidly expanding, worldwide base of military, government, commercial, and residential customers, recognizes the company's specialized skills and accomplishments.

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Email: james@cantronic.com
Website: www.cantronic.com

Launched 1992
Employees 100
Revenues 10 million
Stage

PRODUCTS

Infrared Imaging cameras
Fever Scan Cameras for SARS screening
CCTV night vision Surveillance cameras
and systems. Infrared illuminators.
Transformer oil gas on-line analyzer

INVESTORS

Various.

BOARD OF DIRECTORS

James Zahn
Helen Leung

MEETING OBJECTIVES

Find distributors, deals and agents for our products and services.

Find direct customers (government buyers) for our Fever Scan SARS screening cameras systems for airports and railway terminals.

Find OEM manufacturing companies for security products in Korea for possible product collaborations

Meet business possible partners and learn about emerging technologies and market opportunities in these countries.

TECHNOLOGY/PRODUCTS

Infrared Imaging cameras
Fever Scan Infrared Cameras for SARS screening at public facilities such as airports, railway stations etc.
CCTV night vision Surveillance cameras and systems for security and protection applications.
Infrared illuminators for night time infrared illumination.
Transformer oil gas on-line analyzer for on-line fault monitoring and detection of power transformer used in Electric utilities.

MARKET OPPORTUNITY

We are looking for security products distributors and dealers to market our CCTV night vision surveillance camera products to the security industries. We are also looking for distributors for industrial instruments in Korea and Hongkong for marketing our infrared imaging camera for condition monitoring and power transformer oil gas analyzers products. We are also looking for Korean manufacturers of security surveillance products for OEM manufacturing opportunities.

COMPETITIVE ADVANTAGE

We use the latest technologies in all the products and services that we offer. We offer both passive thermal seeking infrared imaging systems and active illumination night vision surveillance CCTV camera systems. Our active infrared night vision surveillance camera system can see as far as 800 meters day and night, misty and rainy, making it an ideal product for around clock security surveillance CCTV systems.

MANAGEMENT TEAM

James Zahn, President/CEO
Mark Mandell, Vice President, Sales and Marketing



contec innovations

Converging Wireless, Internet
& Information Technologies

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Position: President
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Website: www.contec.ca
TSX: BUZ

Launched	1999
Employees	20
Revenues	N/A
Stage	Commercialisation

PRODUCTS

Hornet (Mobile Service Delivery Platform):

Developer Edition
Application Services Provider Edition
Carrier Edition

PARTNERS/CUSTOMERS

NEWT (Network For Emerging Wireless Technologies) – Calgary, Canada
PDAGER – Beijing, China
Danet GmbH – Darmstadt, Germany

INVESTORS

British Columbia Advanced Systems Institute
National Research Council of Canada
TSX Public Market

BOARD OF DIRECTORS

Perry Quan, co-founder
Roland Schmidt, co-founder
Donald Lay, One Degree Capital
John Meekison, Pacific International Securities

MEETING OBJECTIVES

Meet with mobile operators and third party service providers as potential customers and partners

CORPORATE SUMMARY

Contec Innovations accelerates the growth of the mobile Internet. Contec specializes in providing turnkey carrier-grade application solutions to wireless carriers and Application Services Providers worldwide. Principals of the company have extensive background and experience in wireless telecommunications, both from a technical and a business development perspective. The company has sales offices and agents established in Europe, Singapore, South Africa, China and the Middle East.

CONTEC TECHNOLOGY/ PRODUCTS

Our flagship product is Hornet™ – a turnkey, carrier-grade mobile services delivery platform that enables rapid development and deployment of new mobile data applications.

Hornet combines superior scalability, performance and billing support with an open, industry standard architecture. Designed with input from service providers around the globe, the cost-effective Hornet integrates seamlessly into existing network infrastructures.

MARKET OPPORTUNITY

Increased competition, slowing subscriber growth, and massive capital outlays for network expansion have mobile operators seeking additional sources of revenue. A willingness by mobile phone users to pay for new data services gives cellular operators and third party service providers an opportunity to generate significant additional revenues. However, they require a high-grade delivery solution to do so. Contec's Hornet provides this powerful solution through its proprietary software that deploys mobile data services faster, safer and more cost-effectively than any other solution available in the marketplace today.

Today, there are 1.4 billion cellular phone subscribers worldwide, forecasted to increase to 2.2 billion by 2008. On average, data accounts for 10% of total carrier revenue and is forecasted to grow to 18-25% within the next 3 years.

COMPETITIVE ADVANTAGE

The Hornet is an extremely full-featured product, but its most compelling advantage is its patent-pending "Sandbox" capability. This allows multiple developers to create and deploy carrier-class applications on a live network simultaneously with no risk of crashing the system or over-consuming resources. This radically reduces both application development and deployment time and costs. It also streamlines integration and simplifies operations and maintenance issues. In this way, Hornet creates an environment where application introduction is low-risk and easy – let subscribers find their own "killer applications". With many applications developed concurrently and deployed efficiently, Hornet Sandbox delivers speed to market advantage and virtually unlimited competitive differentiation and advantage.

MANAGEMENT TEAM

Perry Quan, President & CEO
Roland Schmidt, CTO
Craig Townsend, VP Technical Operations
Larry Cayer, Sr. Director Product Management
Sean Alger, Director Finance



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Position: President
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Email: llehoux@thedatacorp.com
Website: www.thedatacorp.com

Launched 1999
Employees Canada (12), UK (3)
Revenues \$ 1 million
Stage

PRODUCTS

Communicator
ICollaborate

PARTNERS/CUSTOMERS

Ministry of Forestry
Cabadian Barr Association
Opel
Intel

BOARD OF DIRECTORS

Larry Lehoux
Paul Callaghan, MD Leighton
Steve Nelson, Former CFO Sage
Tim Steward, Former Director of Marketing Microsoft

MEETING OBJECTIVES

Meet with partners and resellers.
End customers would be Government ministries, Associations and enterprises who look for the deployment of a cost effective and secure communication networks of landline and wireless devices.
Investment opportunity available as we are raising the first VC round.

CORPORATE SUMMARY

The Data Corporation is a full service developer and technology provider of wireless and secure collaborative applications. With its head office in Canada and satellite offices in the United States and the United Kingdom, the Data Corp has clients in unique industries and geographic locations.

Having several years of experience in high end product development, as well as receiving IRAP grants, R&D tax credits and initial investments, the company is well positioned to exploit its technology and capture significant market share with its unique product features and technology.

TECHNOLOGY/PRODUCTS

Communicator

This application is delivered to end users as an ASP and enables organizations to send SMS, MMS, EMS and WAP messages to more than 99% of mobile networks worldwide. The application (Communicator) facilitates the management of opt-in recipients and provides an easy way to mass communicate branded and personalized text and multi-media content to mobile devices. Communicator also provides an extensive logging and reporting engine to track the results of your digital correspondence.

ICollaborate

ICollaborate is a collaborative application that enables people and organizations to secure and manage communications and document sharing. It is a desk top application and is designed for the Windows operating system. It provides an easy way to quickly begin collaborating with colleagues and contacts with very little effort. It has inherited security that is native to the application and ensures that all correspondence is private. It provides secure instant messaging, secure document collaboration and data synchronization.

COMPETITIVE ADVANTAGE

Affordable full features collaborative solutions as well as interconnection to over 99.7% of all cellular networks in the world

MANAGEMENT TEAM

Larry Lehoux, President & CEO
Dan Gagnier, Business developer

DIGITAL BUS INC.

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Postal Code: V6L 1C3

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Position: President & CEO

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PRODUCTS

See Technology /Products

PARTNERS/CUSTOMERS

HiNet, Chunghwa Telecom (Taiwan)
China Telecom
China Railcom

INVESTORS

BOARD OF DIRECTORS

MEETING OBJECTIVES

Korea - Broadband provider, game portals, game publishers (developers).

Shanghai - Shanghai Telecom, China Netcom, Sina, Sohu, Netease, China.com

Hong Kong - PCCW, iCable, Tom.com, or other Broadband providers

For straight licensing and/or profit sharing partners)

CORPORATE SUMMARY

Digital Bus Inc. provides PC gaming technologies and value-added service solutions to Telco's, Cableco's, Publishers, Game Portals and Cyber Cafes. As a technology company and content aggregator, Digital Bus is focused on the on-demand delivery of top-selling PC game software.

TECHNOLOGY/ PRODUCTS

PC game content aggregation service

Game content localization (convert English or Korean, Japanese based content into Traditional Chinese, Simplified Chinese version or vice versa)

Digital Rights Management (Game content encryption and archiving)

Web based game-on-demand platform (secured content delivery network)

Online tournament management system

SkillArcade – casual game tournament system

Xfire – instant messenger for PC game users

MARKET OPPORTUNITY

Our market opportunities are the aggregate opportunities addressed by our customers who are

- interested in licensing our digital distribution technology to provide Game-on-Demand service to their users.
- interested in licensing our online tournament management technology.
- Broadband service provider or internet cafes who want to introduce new value-added broadband services to users.
- Game developers or game publishers who wants to increase market share by joining the fast growing e-Commerce and on-demand business sectors.
- Portals who seeks new applications to attract more traffics, game communities, etc.
- Digital content (PC games, video, e-Learning materials) creators who have needs on advanced Digital Rights Management (DRM) technology to extend their product distribution lines.

COMPETITIVE ADVANTAGE

Digital Bus platform is supported by many top international game publishers such as Atari Entertainment, Eidos Interactive, Valve Software, Ubisoft Entertainment, Strategy First, Acer TWP, Interserv Interactive, etc.

Digital Bus is developing online tournament management system – which gives amateur and professional gamers the opportunity to play market leading video games in online competitions for prizes.

MANAGEMENT TEAM

Alexis Liu, President & CEO
Gene Chen, CTO



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Launched	2002
Employees	
Revenues	
Stage	Commercialization

PRODUCTS

Migration Broker	Available
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PARTNERS/CUSTOMERS

SPAWAR-DREN, General Dynamics,
Teleglobe, KDDI, SURFNet, AARNet

INVESTORS

BDC Venture Capital
Fonds de Solidarite
Innovatech Quebec

BOARD OF DIRECTORS

Marc Blanchet, Hexago
Bob Collet, AT&T USA
Richard Drouin, McCarthy Tétrault
Ngoc Hung Vu, BDC Venture Capital
Volker Reible, Berkom
Rémi Vachon, Innovatech Québec

MEETING OBJECTIVES

Asian partners who consult and assist
Government ministries and agencies, and
corporations in the deployment and
migration to an IPV6 network.
Also distributors of network technology
equipment and enterprises with IPV6
enabled products

CORPORATE SUMMARY

Hexago is positioned at a unique point in the market with underlying enabling technology that facilitates transition to IPv6 deployment and provides a platform for the development of applications that use the IPv6 feature set. The company is currently focused on transition and inter-operability between IPv4 and IPv6 and has the best fully featured solution in the market. While all vendors are working on making their product offerings IPv6 functional they are addressing their specific products only. Hexago is addressing the across-the-network issues that require multi-vendor, multi-platform, and inter-operability solutions for realistic deployment of IPv6.

HEXAGO TECHNOLOGY/PRODUCTS

Hexago technology solves the IPv6 deployment and inter-operability problem. The core technology, Tunnel Setup Protocol™ (TSP™) facilitates IPv6 traffic over IPv4 networks and comes with additional features. Hexago currently has a hardware platform that will enable this activity. Hexago technology represents the least expensive and most feature-rich "best practice" for deploying IPv6. The software can be sold without the hardware and Hexago software can be marketed as a licensed code product. The Hexago technology platform and the operating system HexOS™ have been specifically designed to support applications. These applications will exploit the large addressing scheme of IPv6 and use the expansion of visible IP nodes to enable many "pervasive" and "ubiquitous" applications. The company is also positioned to use the IPv6 feature set to allow many existing applications such as VoIP and IP Mobility to scale and subsequently flourish where, to date, they have been limited by the IPv4 network infrastructure.

MARKET OPPORTUNITY

IPv6 will create a billion dollar opportunity market by enabling a world tied together by ubiquitous networks. The Japanese government estimate that new emerging businesses and services taking advantage of IPv6 will be worth \$809 billion by 2010. Opportunities for completely new kinds of businesses will be enabled. IPv6 is the underlying technology that will allow everything to have static IP address and to subsequently always be connected.

COMPETITIVE ADVANTAGE

Freenet6 is the free IPv6 migration site developed as a part of IPv6 research and testing undertaken by Hexago, and has serviced over 30,000 end-users since its inception. Freenet6 has provided the company with management experience, realistic product development environment, legitimate user forum, Internet-wide real-life testing environment, a volume of user interactions and aided the development of feature sets based on all of the above. No other company in the world can make a claim at this level.

MANAGEMENT TEAM

Stephen Oronte, President & CEO
Marc Blanchet, CTO
Yves Poppe, VP Marketing & Business Development

ADVISORY COMMITTEE

Louis-Francois Pau, former CTO Ericsson's "network core products unit"
Robert M. Hinden, Head of standards for the Nokia Enterprise Solutions
Robert I. Fink, Head of Research ESnet, retired



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Contact: Michael Peddemors
Position: President & CEO
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Email: michael@linuxmagic.com
Website: www.linuxmagic.com

LinuxMagic Inc. Launched: 2001
Wizard IT Services Ltd. Launched: 1997
Employees: 10
Revenues: \$450 000
Stage: Early Stage

PRODUCTS

MagicMail Server
Workplace Server
LinuxMagic VPN
LinuxMagic OpenSource
PBX Software

PARTNERS

Novell/SuSE
COGNOS
Oracle

CUSTOMERS

ASP Global Services
DSL Extreme
COGNOS
Fitness World
Sterling Shoes

INVESTORS

BOARD OF DIRECTORS

(Under review)

MEETING OBJECTIVES

Establishing a Long Term Asian Partner
Bringing LinuxMagic technology to the Asian Market
Embedded Operating Systems

CORPORATE SUMMARY

LinuxMagic was formed 3 years ago to develop and create Linux Applications and Linux based systems. Heavily involved in providing products for the North American ISP market, LinuxMagic has strong client service and product relationships in that vertical, and is expanding that market with both new products and services. As well, LinuxMagic has received national recognition for their Thin Client Desktop Solutions. Based in Surrey, BC, Canada, LinuxMagic benefits from its location just outside of Vancouver in many ways, including Research Incentives, Lower Development costs, and ease of access to all North American Markets as well as the emerging Asian IT Industry. Its team has developed a reputation as cost effective, experts, and leaders in the industry. Michael Peddemors, its President and CEO, is recognized as an innovator and spokesman for OpenSource and Linux, and its amazing implications worldwide.

TECHNOLOGY/PRODUCTS

LinuxMagic is the Research and Product Development arm of Wizard IT Services, specially created to leverage Wizard's 7 years of experience as the Leading Linux Support house in the Pacific Northwest. LinuxMagic has a history of creating Linux Applications quickly and cost effectively, from their LinuxMagic Embedded OS projects and LinuxMagic Operating System to specialized applications based on these, including their VPN/Firewall, LinuxMagic WorkPlace Servers, LinuxMagic MagicMail Servers, and LinuxMagic PBXCalloggers and AutoDialers. Custom applications range from POSsystems, Fitness and Wellness programs, and server monitoring tools. As well, content delivery systems, whether for PC or handheld applications, benefits from LinuxMagic's security and Linux expertise.

MARKET OPPORTUNITY

LinuxMagic recognizes that the Pacific Rim and Asian industries and markets are facing continual explosive growth over the next few years, and their IT industry is ready to influence a major portion of the world in years to come. LinuxMagic wishes to partner and invest technology in this sector. LinuxMagic is looking for partners in the wireless application market, PBX Phone systems, OpenSource ASN Compliers, Anti-Spam Mail Servers, and Embedded devices. LinuxMagic is also looking for partners who wish to license its technologies, for use in products geared for the Asian market. LinuxMagic will also consider direct financial partnering opportunities for those companies/individuals who wish to access North American markets.

COMPETITIVE ADVANTAGE

LinuxMagic is backed up with over 7 years of Linux experience in its parent company, Wizard IT Services. With a proven ability to bring products to market, a proven reputation in the marketplace, and recognized expertise in Linux Development, partnering with LinuxMagic enables you to leverage premier Linux Support House in the Pacific Northwest region of North America. The ability to create custom solutions quickly, more effectively, and for lowered costs has been proven with its existing stable of products. Bringing these products and technologies to the Asian market allows you to build on the current market acceptance and presence.

MANAGEMENT TEAM

Michael Peddemors, President & CEO
Ada Thomas, Director of Operation
Dylan Mills, Director of Wellness and Fitness Systems
Josh Wilsdon, Director of Product Development
Jason Slusarchuck, Director of Product Sales, Mail Server Division



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www.mobileoperandi.com
www.mophone.com

Launched	2002
Employees	15
Revenues	Early
Stage	Early-stage

PRODUCTS

MOPHONE	Available
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CUSTOMERS

WirelessWave (Retail)
Cellular Solutions (Retail)
Total Communications (Retail)
Digital Communications (Retail)
Cellworks Communications (Retail)
Pacific Cellular (Retail)

PARTNERS

NRC-IRAP - TPC
Telefilm Canada – New Media Fund
Broken Saints
Laura Gibson
29 Productions
Openwave Developer Network
Nokia Developer Network
Sony Ericsson Developer Network

INVESTORS

GrowthWorks Capital
Advanced Systems Institute

BOARD OF DIRECTORS

Joe Timlin, GrowthWorks Capital
Patrick Payne, Mobile Operandi
Riz Kheraj, Mobile Operandi

MEETING OBJECTIVES

Asian mobile carriers, retailers, and content providers / aggregators who are looking for a differentiating wireless service in the area of mobile entertainment.

CORPORATE SUMMARY

Mobile Operandi Communications Corporation (www.mobileoperandi.com) is a wireless service solutions provider, headquartered in Vancouver, BC, Canada. The company delivers a critical new mobile entertainment service called MOPHONE – a Synchronized Content Service (SCS) for cell phone users.

TECHNOLOGY/PRODUCTS

MOPHONE addresses two fundamental problems facing the wireless industry: end-user ease of use and simple access to compelling personalized content. MOPHONE provides a seamless service that allows management of mobile phone features such as picture messaging, sharing images, creating slide shows, ringtones and multimedia messaging through the convenience of a web browser. End-users create and manage their mobile content on a personal web site from which they can easily drag and drop or download the content to their phones, and vice versa. Subscribers can also send content from their personal website directly to other mobile phones.

MARKET OPPORTUNITY

Currently the mobile industry is undergoing a fundamental paradigm shift. Users are upgrading handsets with monochrome and text display to new multimedia devices with color and graphic displays.. Strategy Analytics estimates that cellular handset sales are projected to grow from 469 million in 2003 to 870 million in 2006. In the same year, In-State/MDR estimated camera phone sales at 7.8 million, and that figure is expected to grow at an annual rate of 53% to 2007.

Mobile carriers currently face a variety of barriers. The set-up and configuration of new mobile phones has been time consuming and frustrating for the end user and very costly for retailers and operators, making usability the key barrier. Most wireless providers have been unable to provide strong appeal to their mobile subscribers – current offerings include simple content with a reported lack of integrated, user-friendly wireless applications and customized, fun content available. Consequently, service providers are not generating acceptable revenues because mass-market adoption for a mediocre content offering is further hindered by complexity and frustration.

Mobile Operandi is mainly targeting 15 to 30 year olds – a group that is the most tech-friendly, with a great deal of disposable income and the highest awareness levels for advanced mobile services.

Easy, Fast, Fun Solution = MOPHONE

MOPHONE is the catalyst that wireless service providers need to reduce activation/provisioning costs, improve end user adoption and generate significant new revenues from increased traffic on the wireless data network.

COMPETITIVE ADVANTAGE

MOPHONE is an independent service provider which offers true inter carrier picture messaging. In addition MOPHONE offers extensive services not currently available with the major networks. There are many companies out there that provide individual offerings such as ringtone downloads, graphics, OTA, SMS. No company however packages their services like MOPHONE does. MOPHONE is the service to easily be able to control your cell phone from your PC.

MANAGEMENT TEAM

Patrick Payne, President & CEO
Riz Kheraj, COO
Michael Scolari, Director of International Sales - Carriers
Tony White, Director of Retail Sales



NET INTEGRATION TECHNOLOGIES INC

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Launched	1999
Employees	50
Revenues	cdn\$2M
Stage	Start-Up

PRODUCTS

Net Integrator Lite	Available
Net Integrator Mark I	Available
Net Integrator Mark II	Available
Net Integrator Mark IIIR	Available

PARTNERS/CUSTOMERS

150 VARs in North America & Europe
Bell Canada (SI)
Hansol Korea (OEM)

INVESTORS

BDC
Desjardins
Innovatech Montreal
Vimac

BOARD OF DIRECTORS

Maxwell Beaverbrook
J.S. Cournoyer, Innovatech
John Kidd
Roland Leger, Desjardins
Ozzy Papic, Net Integration
Neal Hill, Vimac
Ngoc Hong Vu, BDC

MEETING OBJECTIVES

Asian VARs, System Integrators or OEM partners having established channels and expertise in Servers, Networking Software Servers, Linux Operating System and Applications Software.

CORPORATE SUMMARY

Net Integration Technologies has developed a family of high performance, simple-to-use, reliable and affordable network server appliances called Net Integrator. Net Integrator is designed to act as a gateway to the Internet and as the central server for all services.

NITI TECHNOLOGY/PRODUCTS

Not only is NITI's Net Integrator, the most advanced integrated server technology available to small and medium-sized business, it also offers unparalleled simplicity and efficiency in any computing environment. Net Integrator is delivered to customers as a turnkey solution, hardware and software combined. The Net Integrator is a network appliance, all-in-one server that is well suited for 1 or hundreds of remote offices.

Net Integrator comes in 4 versions:

Net Integrator Lite
Net Integrator Mark I
Net Integrator Mark II
Net Integrator Mark IIIR

MARKET OPPORTUNITY

The second-generation IT technologies centred on the Internet have entered the mainstream. However, new technologies present challenges for everyone; the main issues being complexity, high cost of acquisition, installation and maintenance. Moreover, very few companies are able to realize the full business benefits of modern IT technologies, and as a result are unable to fully participate in the emerging Internet-based economy. Despite clear indications of the burgeoning market for small and medium organizations (SMOs) and the increasing demand for viable Internet access and IT solutions, most established networking and personal computing vendors have tailored their main product offerings for the large corporate market which can afford the expensive IT personnel and infrastructure required to run a complex network. To fully participate in the modern economy, the market requires easy-to-use, affordable and scalable products that deliver a full range of existing and emerging Internet-enabled (HTML, XML, Browser-based) applications and services.

COMPETITIVE ADVANTAGE

The Net Integrator is essentially an "IT department in a box", it does not require additional hardware, software or network shutdown. It has the benefit of being compatible with a variety of OS and existing network infrastructure. In addition to installation, use and maintenance ease, the system also offers quick recoverability from faults without the assistance of an IT personnel. Best of all, the Net integrator is 40% to 80% less costly than general-purpose servers equipped to perform similar functions.

MANAGEMENT TEAM

Ozzy Papic, President & CEO
Greg McClement, VP Strategic Alliances
Avery Pennarun, VP Software Architecture
Dave Coombs, VP Software Development
Brian Diamond, VP Business Development
Dan Kempf, VP US Sales
Shau Breton, VP Operations and Administration

Sendum

Sendum Wireless Corporation

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Position: President

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Launched 2003

Employees 10

Revenues Not disclosed (greater than \$1,000,000).

Stage Commercial products

PRODUCTS

CDMA tracking devices for high value assets.

PARTNERS/CUSTOMERS

PARTNERS

-Bell Mobility

-Sprint PCS

-Verizon

-Qualcomm

CUSTOMERS (Partial listings)

-Banking (Bank of America, Wahcovia)

-Manufacturing (Dell Computers, HP)

-Law Enforcement (US Customs, FBI)

-Government (US Postal Service, US Dept of Agriculture)

-Transportation (Courier companies and nationwide fleet companies).

INVESTORS

Sendum is self funded

BOARD OF DIRECTORS

Owners

MEETING OBJECTIVES

Sendum is looking for companies in China that want to address the new and emerging market for intelligent transportation systems.

Sendum is interested in partnering with application service providers and CDMA network operators who offer location based services.

CORPORATE SUMMARY

Sendum builds wireless location products that can significantly improve Supply Chain Security as well as offer new levels of customer service to the transportation industry. Sendum has extensive experience designing, manufacturing, marketing and supporting wireless location products. Sendum's products utilize Network Assisted GPS. This technology allows Sendum's products to achieve 20db (that's 300 times) better performance over traditional GPS units. This means Sendum's devices will operate in environments where traditional GPS will not work

TECHNOLOGY/PRODUCTS

Sendum's Package Tracker PT100-C is a wireless location device that allows transportation companies and shippers to track lost or stolen packages/cargo. The PT100-C's small rugged size, long battery life and excellent GPS performance allows it to be easily hidden inside packages or other cargo containers.

Sendum Vehicle Tracker VT100-C is a wireless location device that interfaces with the vehicles on board computer system to provide real time location and telemetry data such as vehicle speed, mileage, engine fault codes and remote control functions (door lock/unlock, etc.) The VT100-C also has a complete wireless modem to support web surfing and email transfer.

MARKET OPPORTUNITY

The opportunity is to track high dollar assets in environments where traditional GPS can not work. Today the wireless location device market is less than a million units per year. Market estimates for location services will exceed \$25 billion in 2007. Across all segments, the total number of devices could exceed 100 million units by 2007. Key assets to track; vehicles, semi-trailers, commercial shipments, portable assets, etc.

COMPETITIVE ADVANTAGE

Sendum's devices work in places where traditional GPS simply can not work. Sendum's devices have been designed for the transportation industry and are rugged, small and have a long battery life.

The PT100-C works in the back of a semi-trailer, in a warehouse, office or other impaired environments and has a 21 day battery life in the device the size of a pager.

The VT100-C has the lowest installation cost of any wireless tracking device on the market.

MANAGEMENT TEAM

Wayne Chester, President & CEO is the co-founder of Sendum. Prior to Sendum, Wayne was the Senior Vice President of Wireless Products at Glenayre.

Kerry Zoehner is the co-founder of Sendum and leads up Sendum's product efforts. Prior to Sendum, Kerry was the Vice President of Wireless Products R&D at Glenayre and he spent over 20 years in various senior levels at Nortel.



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Launched	1992
Employees	14
Revenues	2.2 M
Stage	Commercialization

PRODUCTS

Retail Management Systems Available

PARTNERS/CUSTOMERS

Co-op Atlantic, Petronas Malaysia,
Sapura Energy Malaysia, Boni-Soir,
Pétroles Thérien

INVESTORS

BDC Venture Capital
CDP Technologies

BOARD OF DIRECTORS

Moustapha Talaat AIKS
André Primeau Capital Brome

MEETING OBJECTIVES

Asian partners who could market and support our Retail Management System "ISIS" in the following vertical retail markets:

- Gas station and Convenience Store
- Grocery Stores
- Pharmacies and Drugstores
- Retail automation and marketing strategies to consumers

CORPORATE SUMMARY

Technologies Innovations AIKS was established in 1992 when it was mandated to study, analyze and develop a strategic marketing plan for a retail operator in the convenience store (C-Store) business. The results of that mandate are excellent professional services complemented by an integrated retail business management solution "ISIS" (Intelligent Store Information System) to the retail industry. Over the years the ISIS technology has been refined and advanced to meet highly demanding needs of most types of retail businesses including Gas Stations, C-Stores, Grocery stores, Department Stores, etc.

ISIS (Intelligent Store Information System) is a true intelligent, reliable and dependable partner of retail business operators, contributing to the growth in revenues and profitability.

AIKS do not sell systems but a partnership with its clients by understanding and evaluating the business to produce a strategic marketing plan. We have experts in that area with proven track records. From the client's marketing plan we generate business rules that form the basis of ISIS implementation

AIKS TECHNOLOGY/PRODUCTS

POS (Point of Service): Within the ISIS strong emphasis has been to customer convenience when they interact with the cashiers. An intuitive graphical based design has been incorporated for the cashier to capture vital information about the customer while quickly processing the sales in order to maximize customer outflow rate.

Back Office / Head Office: The ISIS Back Office and Head Office systems are primarily similar except that in the Head Office an extra logic is provided to exchange data with multiple stores. Besides that all functionality and features available in the Back Office are also available in the Home Office. Therefore, when only a single store is involved the Back Office has all the modules that facilitate smooth management of the store. When multiple stores are involved the Back Office is installed at the store and the Head Office is installed at the Head Office of the retail business operator.

MARKET OPPORTUNITY

The successful implementation of a large contract for the commissioning and installation of the ISIS system in over 600 Petronas convenience store and gas stations (420 completed) proves the viability of the ISIS system and its response to the requirements in the Asian market. AIKS is capitalising on this credibility by expanding its presence into other countries in that market. It is our projection to reach annual sales of 10 M\$ over the next three to four years.

COMPETITIVE ADVANTAGE

Intuitive graphical displays of products and prices, attractive product advertisements, convenient price checking and fast check out time (120 customers per hour) for customers, makes shopping experience for customers and store front cashiers both convenient and pleasant.

The wealth of useful knowledge acquired from the embedded data warehouse within ISIS through innovative data mining techniques based on sophisticated correlation principles assists all levels of management in ensuring that the right product is available **at the right location at the right price at the right time** to the right customer resulting in increased revenues and profitability.

Detailed transaction logging virtually eliminates all loopholes of fraud, which itself is sufficient to justify ISIS as a business partner of retail business operators. The true flexibility and scalability of the ISIS solution comes from the fact that all the above tools and functionality can be deployed on a single station in a single store. It can also be spread over multiple systems and multiple locations through centralized or distributed architectures or a combination of both, depending upon the structure and modus operandi of the retail business.

MANAGEMENT TEAM

Moustapha Talaat, President & CEO
André Primeau, Executive Director
Mary Marccone, North American Marketing



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Launched: 1997
Employees: 5-10
Revenues: 0
Stage: pre-revenue

PRODUCTS

UWB Contactless Switch
UWB Development Kit
UWB Heart Rate & Respiration Monitor
UWB Precision Asset Location & Tracking System
Restricted Access Control System / Metal Detector

PARTNERS/CUSTOMERS

Optima Health Solutions - Vancouver, BC
Novax Industries - Vancouver, BC
HiWave - Seoul, Korea
Transas - St.Petersburg, Russia
Wredco - San Diego, USA

INVESTORS none

BOARD OF DIRECTORS

Efraim Gavrilovich
Deborah Rootman
Rasvan Mihai
Victor Goncalves

MANAGEMENT TEAM

Efraim Gavrilovich - President & CEO
Doug Rue - Vice President Sales and Marketing
Alon Newton - Engineering Manager
Darrell Koskinen - Business Development Manager

MEETING OBJECTIVES

1. To explore market and investment opportunities for our following products:
 - UWB (Ultra Wideband) Contactless Switch
 - UWB Heart Rate & Respiration Monitor
 - UWB Precision Asset Location & Tracking System
 - UWB Development Kit
 - Concealed, Multi-Zone, Walk Through Metal Detector
2. To identify, qualify and establish business connections with local contract manufacturers, suitable to manufacture our products in China.

CORPORATE SUMMARY

Engineering and R&D company bringing together highly qualified specialists with advanced academic degrees and extensive practical experience in RF, RFID, and wireless communications technology. We provide our customers with comprehensive contract design, product development, and R&D services. At present, the company is focussed on leveraging their experience in RF and wireless communications to exploit new market opportunities made available by the February 2002 FCC decision to approve the deployment of Ultra-WideBand (UWB) technology.

TECHNOLOGY/PRODUCTS

UWB is a revolutionary technology that uses very low power - short duration pulses to transmit at high bit rates without a carrier frequency. Its almost all-digital properties make it potentially very low cost to manufacture. In addition, its wide bandwidth and low power make it appear as noise to other RF technologies making it more secure and less interfering. UWB also has the ability to penetrate through walls and other structures allowing it to detect hidden objects.

The UWB Contactless Switch toggles the state of a connected device (on/off) by sensing movement within its detection range. The UWB Heart Rate & Respiration Monitor uses radar-like signal reflection processing to provide health status information. The UWB Precision Asset Location & Tracking System uses ranging and data transmission to provide extremely accurate real-time information on the location of a tagged object. The unique Restricted Access Control System allows detection of moving metal objects within an environment of static metal objects.

MARKET OPPORTUNITY

Many markets are opened up with the introduction of UWB technology due to its low cost, low power consumption, license free, high bit rate, and secure communication features. Opportunities range from mass-market applications in Wireless Personal Area Networks (WPANs) for streaming audio/video to niche applications in radar-like object penetrating monitoring/control.

At present, the company is concentrating on: industrial and commercial markets with its UWB Precision Asset Location & Tracking System, health and fitness markets with its UWB Heart Rate & Respiration Monitor, and industrial and public security markets with its Restricted Access Control System / Metal Detector.

COMPETITIVE ADVANTAGE

As one of a few companies with knowledge and working prototypes utilizing UWB technology, Wireless 2000 is poised to take advantage of the many opportunities that are now made feasible as a result of the FCC approval to use UWB technology.

The uniqueness of the Restricted Access Control System provides an opportunity to deploy metal detection in environments where other metal detectors cannot operate.