

ONTARIO
CANADA

2017

ONTARIO

BUSINESS MISSION

TO VIETNAM

December 3 to December 6, 2017

HO CHI MINH · HANOI



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ONTARIO CANADA



2017

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TABLE OF CONTENTS

WELCOME

The Honourable Kathleen Wynne Premier of Ontario	4
The Honourable Michael Chan Minister of International Trade	5

DELEGATE PROFILES

Agriculture and Food Delegation

Competitive Green Technologies	8
Grape Growers of Ontario	9
Jakeman's Maple Products	10
London Agricultural Commodities Incorporated	11
MAP Agri Incorporated	12
Morrison Lamothe	13
Nurture Growth Bio Fertilizer	14
Ontario Fruit and Vegetable Growers' Association	15
Ontario Ginseng Growers Association	16
Ownace International Group Inc.	17
Ryding-Regency Meat Packers Ltd.	18
Sue-Ann Staff Estate Winery Inc.	19
Town of Lincoln	20
University of Guelph	21
Vieni Estates Wine and Spirits	22

TABLE OF CONTENTS - continued

General Delegation

Asia Pacific Holding Group	24
B+H Architects Vietnam Co. Ltd.	25
City of Vaughan	26
Forrex (Holding) Inc.	27
Green and Spiegel	28
Miller Thomson LLP	29
Noah Digital Inc.	30
OP Trust	31
Yusen Logistics (Canada) Incorporated	32

Medical Technology Delegation

Carefree Casters.	34
Focal Healthcare	35
Hibar Systems Limited	36
iNano Medical Inc.	37
Northernchem Inc.	38
Nutralab-Maplelife Canada Group	39
Ontario Long Term Care Association	40
RamSoft Inc.	41
Spartan Bioscience	42

TABLE OF CONTENTS - continued

Science and Technology Delegation

Centennial College	44
Communitech	45
Lakehead University	46
Laurentian University	47
McMaster University	48
Menergy Corporation	49
OACETT	50
Seneca College	51
Sino-Ontario International Education Center	52
Stanford International College of Business and Technology	53
York University	54



A PERSONAL MESSAGE FROM The Premier of Ontario

I am excited to be leading the 2017 business mission to Vietnam, accompanied by a delegation of Ontario companies and organizations that will join me in showcasing our province's expertise in a wide range of sectors, including medical technologies, science and technology, agri-food, education and financial services.

Vietnam represents a new destination for our 2017 business mission and, as one of Asia's fastest-growing economies, offers many opportunities to Ontario businesses. I look forward to leading my first mission to Vietnam, and to working in close collaboration with delegates to open up new trade and investment opportunities.

We travel to Vietnam confident in the knowledge that Ontario is one of the best places in the world to do business. And, throughout the mission, we will share this compelling success story, while also highlighting the factors that have made it possible. These include our highly skilled and educated workforce, our diverse and multicultural society, a competitive and innovative business climate, modern and efficient infrastructure, and access to North American markets through our free trade agreements. Together, these elements make our province a natural partner for Vietnamese businesses.

I want to thank each and every delegate and partner for participating in our 2017 business mission to Vietnam, and wish them success in developing valuable contacts and establishing new partnerships.

A handwritten signature in black ink that reads "Kathleen Wynne". The signature is fluid and cursive, written in a professional style.

Kathleen Wynne
Premier



A PERSONAL MESSAGE FROM The Minister of International Trade

As the Minister of International Trade, I am pleased to join Premier Wynne as she leads Ontario's business mission to Vietnam.

Vietnam is an important trading partner for Ontario. The goal of this mission is to lay the foundation for future partnerships between Ontario and Vietnam and form a productive relationship as economic and cultural partners. Ontario is committed to developing and strengthening mutually-beneficial commercial ties with such a valuable economic partner.

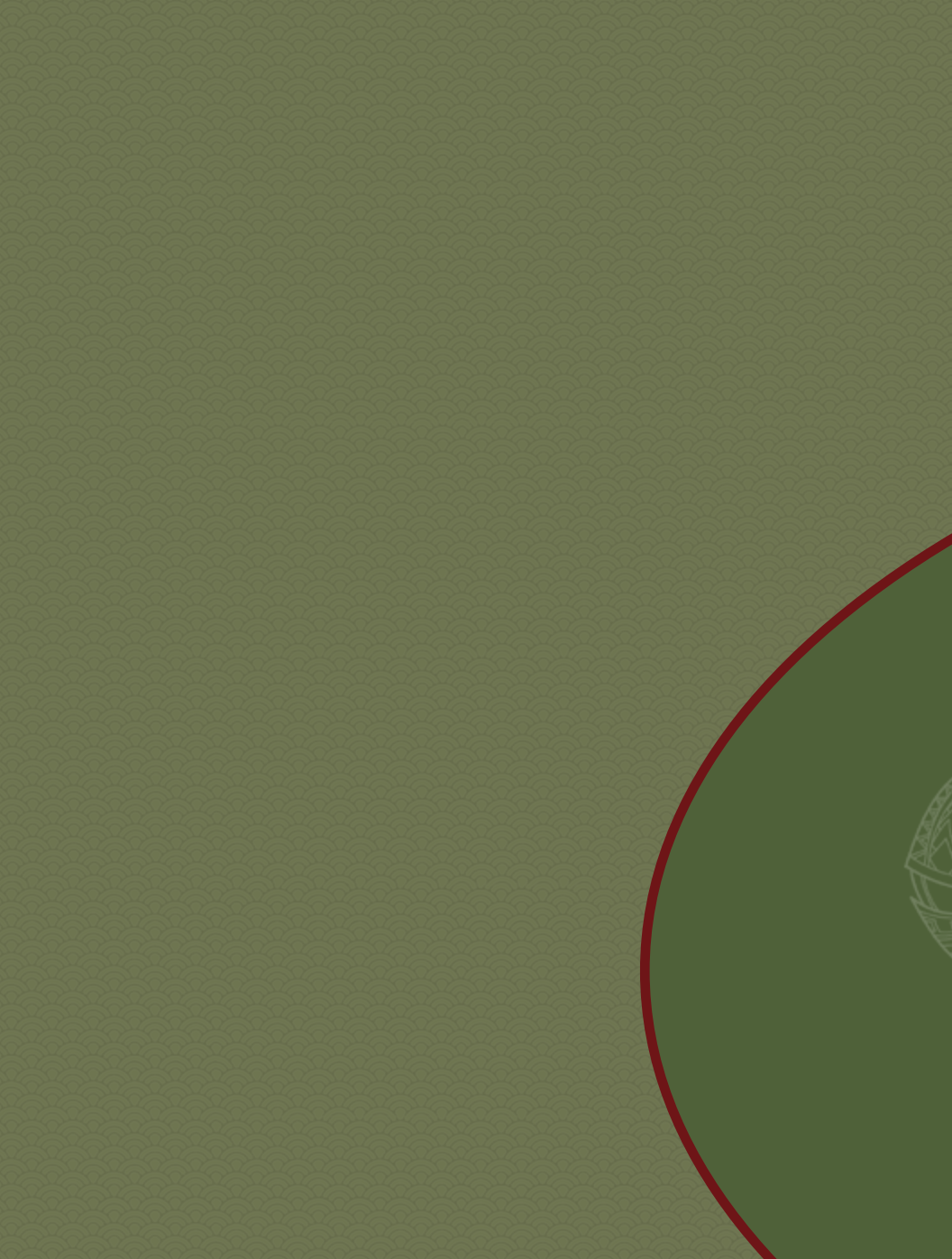
I invite you to learn more about Ontario and why it is a great place to do business. Ontario is home to variety of vibrant industries with a highly educated, skilled and reliable workforce. Our dynamic ecosystem supports world-class research and development and commercialization, which generates economic activity at home and abroad.

I am optimistic about the economic opportunities that will emerge from this mission. The better we understand the Vietnamese market, the more productive and successful our business interactions will be.

To all our friends and partners in Vietnam — many thanks for your interest in Ontario. I look forward to the opportunity for Vietnam and Ontario to further strengthen our relationship, and to working with you to make this business mission a success.

A handwritten signature in black ink, appearing to read "Michael Chan". The signature is fluid and cursive, written over a light grey background.

Michael Chan
Minister of International Trade



Agriculture and Food Delegation





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Canada

Competitive Green Technologies



Atul Bali

Chief Executive Officer

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Competitive Green Technologies is Canada's leading bio-polymer focused compounding company using waste and under-valued streams of Ag biomass to make patented bio-carbon and compostable resins - used by McCafe (McDonald's) and President's Choice brand at Loblaws among other customers and the auto industry for light-weighting auto parts by the Ford Motor Company.

Objectives

We have a patented formulation in the use of bio-carbon and are looking at supply partners that can form part of a mutually rewarding value chain wherein we could license technology and / or establish some commercial relationship to the mutual benefit of Ontario and Vietnam for high-value added usage of waste coconut fibre related biomass



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Canada

Grape Growers of Ontario



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Debbie Zimmerman
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Grape Growers of Ontario is the official organization operating under the authority of the Farm Products Marketing Act, which represents all of Ontario's 500 growers of processing grapes, including more than 180 wineries. Ontario's grape and wine industry contributes \$4.4 billion of economic impact to the province of Ontario.

Our vision is for Ontario-grown grape products to be recognized domestically and internationally. China is our grape and wine industry's most important export market for bottled wine with 864,927 litres exported in 2016, including 157,879 litres of Icewine. This is compared to 284,136 litres of bottled table and Icewine exported to the United States. Exports to China doubled in terms of volume between 2014 and 2016. The jewel in our product crown is the high quality, premium Icewine that is produced by our grape growers.

Objectives

- ◆ This trade mission presents an opportunity to present our award-winning Ontario wines and high quality Icewine to build international connections and develop a better understanding of the market to assist our members in developing export markets.
- ◆ There are also opportunities to explore the potential collaboration or sharing of new technologies and research

grapegrowersofontario.com



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Beachville, Ontario NOJ 1A0
Canada

Jakeman's Maple Products



Chad Jakeman
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Jakeman's Maple Products is a family-owned business located in Beachville ON. The Jakeman family has been producing and selling maple syrup since 1876. Our maple syrup was rated #1 in Canada in a blind taste test by a major Canadian newspaper on two separate occasions, and now Jakeman's fine maple products can be found throughout Canada and abroad.

Objectives

We have distribution within the Vietnamese market and are looking to expand as our product is unique and can only be produced in North America.



2900 Yonge Street, Suite 510
Toronto, Ontario M4N 3N8
Canada

London Agricultural Commodities, Incorporated



Meng Kei (Michael) Loh
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London Agricultural Commodities is a privately held enterprise that buys, sells, processes and stores agricultural commodities throughout Canada and the United States. We own and operate several grain elevators in Southwestern Ontario. Annually, our trading office and elevators handle over 50 million bushels of grain. We trade a variety of grains including corn, soybeans, specialty/export quality soybeans, wheat, oats, rye, barley and other miscellaneous grains. We also deal in feed ingredients, mill-feeds, salvage grains, and fertilizers..

Objectives

We are experienced Ontario exporters of food grade soybeans and DDGS (Distiller's Dried Grains with Solubles) to Asian markets and presently we are exporting to 16 countries. Vietnam is quickly becoming an emerging market for our products and we plan to seek business opportunities and partnerships.

londonag.com



114 Applewood Street
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Canada

MAP Agri Incorporated



Martin Philippi
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MAP Agri provides a full range of agriculture inputs to assist small and medium size farms in developing situations to expand and grow. The inputs include Ontario dairy/goat genetics, small-scale cropping equipment and implements, feed preparation and distribution (small-scale TMR (total mixed ratio) and pelleting feed), milking equipment and other small-scale processing equipment equipped in 20 or 40 ft containers that meet HACCP standards for safety and security. Our programs also include a training module designed specifically for the farmer or village that engages the project.

Objectives

The purpose of this mission is to support the designated representative dealers in the country and introduce an expanded product range. MAP Agri Incorporated now represents Jaylor and other agriculture-related companies that address gaps in development of small farms by using Ontario technology and expertise.



MORRISON LAMOthe INC.

5240 Finch Avenue East, Unit 2
Toronto, Ontario M1S 5A2
Canada

Morrison Lamothe Incorporated



David Pigott

President

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Morrison Lamothe is primarily a private label and co-manufacturing frozen food processor based in Toronto. We operate three frozen food plants and employ approximately 250 people. Our products are sold in retail stores and also used in restaurants. Over 60 per cent of our production is exported. We are looking to expand exports to China and Southeast Asia, including Vietnam, and are currently applying for certification of our facilities from the CFIA (Canadian Food Inspection Agency) and its Chinese counterpart, the AQSIQ.

Objectives

Working with the CFIA, we have lobbied successfully to obtain a new trade protocol with China to allow our dough-enrobed meat products to enter into the Chinese market and are looking to obtain the same for Vietnam. This would include sausage rolls, appetizers, meat pies and hand held snack pies. We are looking to identify both online and traditional retailers, importers and distributors to partner with.

morrisonlamothe.com



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Canada

Nurture Growth Bio Fertilizer



Can Nguyen

President and Chief Executive Officer
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Nurture Growth Bio Fertilizer is an innovative bio-organic liquid fertilizer manufacturing company based in Mississauga, Ontario. The company has been working towards expanding business in the agricultural industry outside of North America. Nurture Growth has been a part of the India, Brazil and now the Vietnam trade mission.

Nurture Growth manufactures a bio-organic liquid, fertilizer solution that uses new Canadian Agri-technology to improve the agricultural industry. By utilizing food waste with bio-enzymes, an organic chemical free, liquid fertilizer is produced. Nurture Growth will increase crop yield up to 25%, assist in amending soil, and lastly act as a natural insect repellent.

Objectives

Our goal is to expand globally. With the help of the Ontario Business Mission to Vietnam we hope to connect with more potential customers, government officials and partners.



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Canada

Ontario Fruit and Vegetable Growers' Association



Jan VanderHout
Chair
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The **Ontario Fruit and Vegetable Growers' Association** is one of Canada's oldest farm organizations and has served as the voice of the province's 7,500 fruit, vegetable and greenhouse farmers for over 150 years.

Our sector supports almost 40,000 on-farm jobs in rural Ontario, as well as a further 8,700 jobs specific to horticulture and specialty crops. Our farmers grow more than 125 different fruit and vegetable crops with an estimated annual farm gate value of \$1.74 billion (2014).

Objectives

Explore market trends and opportunities for Ontario fruit and vegetable growers in Vietnam while networking with key government and private sector officials..



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Canada

Ontario Ginseng Growers Association



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Hon. Robert Speller
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Ontario Ginseng Growers Association is a non-profit organization representing the 160 growers in Ontario. Our focus is on education, research and marketing.

Objectives

We are looking to expand access into the Vietnamese market. Our industry currently represents approximately \$250 million in annual ginseng exports.



120 West Beaver Creek Road, Unit 5
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Canada

Ownace International Group Incorporated



Zhenlong Jiao
President
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jjiao@ownace.ca

As a Canadian specialty food producer with focus in Canadian grown premium ingredients, **Ownace International Group** develops and manufactures high-quality nutrition food products. We have knowledge and expertise in exporting dry grains and other ready-made grocery products to China and Korea, including our Ownace brand which is recognized in the Chinese marketplace.

Objectives

To promote Ownace International products, such as: rolled oats, granola and muesli products and seeking additional buyers for our products in Vietnam.



70 Glen Scarlett Road
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Canada

Ryding-Regency Meat Packers Limited



Michael Blicher
Exports
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Ryding-Regency Meat Packers is the 3rd largest beef harvesting facility (slaughter house) in Ontario. Exports remain a growth area for Ryding with sales in China, Saudi Arabia, United Arab Emirates and the United States. With a growing demand for high quality beef in Vietnam, we are very interested in exploring and entering this market to grow our export sales.

Objective

As a federally registered establishment, we are in a position to export beef to Vietnam and bring a culmination of Ontario agriculture to the mission representing the Ontario corn grown to feed the animals, the Ontario cattle producers and feeders and our own employment at the plant to turn the product into high quality beef. Our objective is to meet with different parties in the beef supply chain in Vietnam to locate a local importer and distributor with whom to work to sell our products into market.



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St. Catharines, Ontario L2R 6P7
Canada

Sue-Ann Staff Estate Winery Inc.



Sue-Ann Staff
President and Winemaker
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Sue-Ann Staff Estate Winery, home of the “Fancy Farm Girl”, is a premium winery in Jordan, Ontario, Canada. Located on the brow of the Niagara Escarpment, the winery is the ultimate assemblage, blending over 100 years of the family’s grape growing history with Sue-Ann’s international winemaking acclaim. The winery, established on the family’s 200 year old estate, produces award winning VQA (Vintners Quality Alliance) wines. Sue-Ann (first female and youngest Ontario Winemaker of the Year) endeavours to expand the winery from its humble beginnings 9 years ago into a significant winery with a wide range of wines tailored to the consumers of Ontario and the vast export market abroad. Currently Sue-Ann produces many wines from sparkling, dry and off dry whites, light to full bodied reds and Icewine. The winery currently exports to South Korea, Austria and China (first shipment sent in July 2017) and sells to the Ontario, Quebec and Manitoba liquor boards.

Objectives

Meet potential buyers and distributors from Vietnam.

sue-annstaff.com

Agricultural Delegation



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Canada

Town of Lincoln



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John David Pachereva
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The **Town of Lincoln** is a thriving centre for agriculture, agri-tourism and horticulture. As an Agricultural Centre of Excellence within the Region of Niagara, Lincoln boasts some of North America's most fertile soil. Lincoln is growing safe fruits and vegetables and producing award winning wine, ice-wine, beer and spirits. In addition, Lincoln's economy also includes manufacturing and a thriving greenhouse industry focused on horticulture and floriculture.

Objectives

We are participating in this mission to open trade opportunities for our local businesses, increase trade opportunities for our wine, beer and spirits industry, as well as highlight Lincoln as an ideal location for foreign direct investment and a top destination for tourism in Ontario, Canada.

lincoln.ca



UNIVERSITY
of GUELPH

50 Stone Road East
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Canada

University of Guelph



Dr. Malcolm Campbell

Vice-President, Research

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The **University of Guelph (U of G)**, “Canada’s Food University”, is a research-intensive and learner-centred comprehensive university, with campuses spanning urban hubs and rural communities. U of G is known for excellence in the arts and sciences and for commitment to developing exceptional thinkers and engaged citizens.

University of Guelph has nearly 28,000 undergraduate and graduate students at our campuses in Guelph, Toronto and Ridgetown, including 1,200 international students from more than 100 countries, and more than 140,000 alumni living in 150 countries.

Students, faculty, and staff pursue active inquiry and exercise creativity across a range of disciplines, including: agricultural and veterinary sciences, physical and life sciences, social sciences, business, arts and humanities.

Objectives

The University of Guelph is a research-intensive university with deep roots and impact in agriculture and veterinary medicine research and innovation. The university is looking to strengthen existing connections, build new collaborations and create new research and innovation opportunities in Vietnam.

uoguelph.ca



4553 Fly Road
Beamsville, Ontario LOR 1B2
Canada

Vieni Estates Wine and Spirits



Steven DiMora
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sdimora@vieni.ca

The founder of **Vieni Estates** brings his passion for wine from Italy and combines it with his love for this distinctly Canadian wine region, particularly the unique attributes of the rolling hills of the Vinemount Ridge. Master winemaker Mauro Salvador takes the best of the many varietals grown on the estate to produce a broad and compelling range of still wines, ice wines and sparkling wines crafted in the Charmat method (Metodo Italiano). Each offering is crafted to reflect the best of the terroir, the varietal and the winemaker's skills.

In addition to the many fine wines produced here, Vieni Estates also offers traditional Italian-style grappas and spirits distilled from the many fruits of Ontario.

Immerse yourself further in the Vieni experience by staying at the beautifully updated Bed & Breakfast, where every room has a stunning view of the vineyards and 30 acres of protected forest along the Niagara Escarpment.

Objectives

Meet potential clients and distributors for our award winning VQA (Vintners Quality Alliance) wines and spirits.

General Delegation



General Delegation



250 Consumers Road, Unit 511
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Canada

Asia Pacific Holding Group



Lily Lee
President
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Asia Pacific Holding Group, founded in 2003 in Toronto, is a professional consulting group serving primarily in Asian markets with interests in business investments, education and cultural exchange programs in Canada. We operate under several divisions; investment consulting, employment service, student association and immigration centres. Our clients are primarily Chinese investors, entrepreneurs and internationally trained who intend to start and establish businesses in Canada. Committed to promoting Canada and Ontario in particular, as an investment destination to international businesses, we aim to help strengthen bilateral trade and investment relations by bridging business, education and cultural ventures and enterprises between China and Canada. Over the last decade, we have helped hundreds of clients achieve their business goals through our consulting services.

Objectives

We believe that, as a privately owned business, we share the same goals of the Ontario mission to Vietnam. Our participation in the delegation will allow us to establish partnerships by directly meeting and engaging with public and private sectors in Vietnam to invest and study in Ontario and expand Ontario businesses in Vietnam.

aphricgroup.com



Resco Tower, Level 6
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B+H Architects Vietnam Co. Ltd.



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Founded in 1953, **B+H Architects** is a global, award-winning, full-service architecture, interior design, master planning and landscape design firm recognized for excellence in sustainable design, technical expertise and the delivery of complex, large-scale projects. Headquartered in Toronto with studios in Vancouver, Calgary, Seattle, Shanghai, Beijing, Hong Kong, Singapore, HCMC and Dubai, B+H provides services across a span of sectors.

CHIL Interior Design is the hospitality studio of B+H. Applying a boutique approach while leveraging global resources, we design and create unparalleled hospitality experiences. For our clients, we also provide pre design services including feasibility studies and Advance Strategies consulting to establish project goals and design parameters for successful developments.

Objectives

Established in 2010, our Vietnam studio is in the centre of vibrant Ho Chi Minh City. Our expertise in international design practices and deep understanding of the standards and regulations of the local construction market allow us to provide world-class design to our local clients and international developers in Vietnam. B+H is designing throughout the country for a wide range of Mixed Use, Residential, Retail, Hospitality, Healthcare, Institutional, Transportation and Commercial developments.

bharchitects.com



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Canada

City of Vaughan



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Tim Simmonds
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As the 17th largest municipality in Canada with a population of more than 330,000, Vaughan has seen economic growth that surpasses regional, provincial and national averages. Construction activity exceeded a \$1 Billion for the past eight out of ten years as employment growth has averaged 3.5 per cent annually for the past decade.

With more than 150 million consumers within a day's drive, the City's is a gateway location to North America. Business is connected by direct access to subway, transit and only 10 minutes to Pearson International Airport. Freight and goods seamlessly move via the Canadian National Railway's largest classification yards and Canadian Pacific's largest intermodal terminal with direct connections to the Port of Vancouver and Montreal. Vaughan is truly connected to the world economy.

Vaughan's business base is comprised of 11,370 firms and employs more than 208,000. Vaughan is well positioned in advanced manufacturing and emerging sectors such as smart grid and smart city technology. Vaughan is the place to be.

Objectives

Through this business mission, Vaughn seeks to generate investment and nurture government connections, facilitating investment and creating jobs.

vaughan.ca



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Canada

Forrex Holding Inc.



Kevin Duan
President
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FORREX is dedicated to providing customers services related to resource integration of business properties, including integration of advantageous resources across developers, retailers and property management. We provide a one-stop solution of management services, starting right from the initial planning phase of the project development. FORREX has over two decades of experiences and practices in Canada-Asia business relations.

Objectives

Develop further relationships with potential customers and partners in Vietnam

General Delegation



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Canada

Green and Spiegel



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Green and Spiegel LLP is the largest boutique immigration firm in Canada and has assisted many Vietnamese companies and individuals in obtaining visas to Canada. As senior partner, Stephen Green is a past chair of the Canadian Bar Association, Citizenship and Immigration, National Section. He has been a guest speaker at Manulife's conference in Hanoi to explain on how one can do business in Canada. We have been doing business in Vietnam for over 15 years and have staff who are fluent in Vietnamese..

Objectives

We pride ourselves on providing the best immigration advise to individuals and companies on the various programs in Canada.



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Canada

Miller Thomson LLP



Andy Chan

Managing Partner (Vaughan and Markham), Head - Asia Practice
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With more than 550 lawyers and 12 offices across Canada - the most of any Canadian law firm, **Miller Thomson LLP** offers a complete range of business legal services to corporations, financial institutions, entrepreneurs, governments and individuals.

Our multidisciplinary legal team has extensive experience with business transactions in global markets, and particular expertise in advising Asian companies looking to invest, diversify or expand into Canada. Miller Thomson can assist with a wide range of transactional matters, including mergers and acquisitions, joint ventures, corporate reorganizations, securities offerings, stock market listings and establishing businesses in Canada.

Objectives

The focus of our initiative is to attract and help implement inbound investment into Canada, and in particular, Ontario.



980 Fraser Drive, Suite 208
Burlington, Ontario L7L 5P5
Canada

Noah Digital Incorporated



Bin Tang, PhD

President and Chief Executive Officer
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Noah Digital, located in Burlington, Ontario is a full-service digital marketing agency with over 15 years of experience in assisting small and mid-sized businesses to increase their sales by leveraging the power of online digital channels.

We specialize in search engine optimization, paid search, programmatic advertising, social media, content marketing, and conversion rate optimization. We monitor, measure, analyze and optimize your campaign performance on a daily basis to deliver optimal results. We are a multilingual professional digital marketing team who understand both North American and Asian audiences.

We are a results-driven, customer-oriented company focusing on helping clients achieve their business goals. It is our priority to provide excellent support and a smooth service delivery.

Objectives

As a Canadian owned bilingual digital marketing company, we can offer a different value proposition to the 2017 Ontario Business Mission to Vietnam with distinct digital marketing, including an across-the-board commerce approach.



1 Adelaide Street East, Suite 1200
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Canada

OPTrust



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Timothy Shortill
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With net assets of \$19 billion, **OPTrust** invests and manages one of Canada's largest pension funds and administers the OPSEU (Ontario Public Service Employees' Union) Pension Plan, a defined benefit plan with almost 90,000 members and retirees. OPTrust is a global investor with a team of experienced investment professionals in Toronto, London and Sydney.

OPTrust's investment mandate focuses on achieving the organization's mission to pay pensions today and preserve pensions for tomorrow. Our members depend on us to provide secure, predictable income in retirement. As such, how we think about investing and how we manage our plan needs to fully align with our members' interest.

Objectives

We are exploring innovative approaches to emerging market investing with an emphasis on working with trusted local partners. The Vietnamese opportunity is compelling and we are seeking potential investment opportunities in Vietnam, as well as the broader region.

OPTrust has a prior relationship with the Government of Vietnam, as we engaged in exploratory discussions with their Ministry of Social Services about assisting in the formation of a state pension system, as well as modernizing their social security system.

optrust.com



261 Parkhurst Square
Brampton, Ontario L6T 5H5
Canada

Yusen Logistics (Canada) Incorporated



Brian MacAlpine
President
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Yusen Logistics is a global logistics services enterprise with over 20,000 employees worldwide working in over 500 locations. We provide air freight, ocean freight and contract logistics (warehousing/distribution) along with customs clearance and consulting services related to our field.

Objectives

To work with key Canadian companies and their current or potential partners in Vietnam by providing transportation solutions for products originating in Canada or being imported to Canada.

Medical Technology Delegation





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Canada

Carefree Casters



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Carefree Casters designs and manufactures engineered casters for medical, automotive and high tech industries. The casters are used for mobile applications such as MRI, ultrasound, CT scan, anesthesia and patient monitors in the medical industry and assembly lines in automotive industries.

Objectives

- ◆ To increase our exposure in the Vietnamese and Asian medical markets and increase our foothold in the sector
- ◆ Find potential business partners to increase our sales and marketing initiatives.



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Toronto, Ontario M6R 2J1
Canada

Focal Healthcare Incorporated



Lauren Killip

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Focal Healthcare is a medical imaging company with a vision to improve prostate cancer care through the development of a suite of image-guidance devices. These products are based on platform MRI/ Ultrasound Fusion technology that co-registers suspicious lesions identified on a prostate MRI onto live ultrasound and allows 3D image tracking for precise targeting during a procedure. This allows clinicians to specifically target suspicious cancer lesions in the prostate for more accurate diagnostic biopsies, enhanced monitoring and focal therapy.

Fusion technology is quickly becoming standard of care for prostate cancer diagnosis and treatment in North America and Europe. Focal Healthcare's best-in-class products were designed to improve accuracy and significantly lower the financial, work-flow and integration barriers that exist with other fusion products. The company's first two products are commercially available in Canada, the U.S. and Hong Kong.

Objectives

In Asia, 30-40% of all men diagnosed with prostate cancer will die of the disease. This is in contrast to only 12% mortality in North American men, suggesting a need for improved diagnosis and treatment options. Focal Healthcare believes there is a large market for fusion technology in Asia and we are actively pursuing expansion into the Asian markets. We are interested in meeting with potential partners and investors to help us achieve this goal.

focalhealthcare.com

Medical Technology Delegation



35 Pollard Street
Richmond Hill, Ontario L4B 1A8
Canada

Hibar Systems Limited



Iain McColl
President and
Chief Executive Officer
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imccoll@hibar.com



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Hibar Systems is a Canadian company that specializes in the design and manufacture of custom engineered, automated machinery with particular expertise in precision liquid dispensing systems. Founded in 1974, the company's first product was a precision dispensing pump for high accuracy dispensing of small (< 2 microliter) doses of electrolytes into watch batteries. Since 1974 the company has grown to become a world leader in precision liquid dispensing technology and automated dispensing systems as well as automated assembly equipment with a particular expertise in high speed continuous motion systems used in the food, cosmetic, pharmaceutical and battery industries.

Objectives

Hibar is continuously looking to deepen relationships and market penetration. With the advancement of Vietnam's consumer sector, Hibar sees great potential in advancing automation for production of consumer products such as batteries, cosmetics and pharmaceuticals.

hibar.com



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iNano Medical Incorporated



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iNano Medical, established in 2009, has two R&D departments in Toronto and Ottawa. iNano Medical aims to provide professional development and production services for hospitals and medical device manufacturing companies in North America and Asia.

Our motto is, "Better care through innovation". This drives us to use MEMS (Micro Electronic Mechanical system) technology and Nanometer Engineering technology to provide professional and state-of-art medical devices and technologies to our clients.

Objectives

We are providing development services for a new eye care system, micro-scale biosensors and nano-scale in-vitro diagnosis (IVD) kits to medical technology or manufacturing companies in Asia.

Medical Technology Delegation



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Northernchem Inc.



Dr. Jun Pang
President and Chief Executive Officer
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Northernchem Inc. is a Canadian high-tech chemical and pharmaceutical company providing quality products and research & development. Our business includes new drug R&D, new technology for generic drugs, natural & health products, pharmaceutical intermediates, 3D printing of medical parts, early stage cancer test technology, 3D bioreactor in vitro expansion of stem cell technology and stem cell therapy and rehabilitation.

Our international cooperation includes research and development, manufacturing and sales. Currently we have international collaborations with more than 160 institutions, including universities, research institutions, pharmaceutical companies and medical institutions in the United States, Canada and China.

We have state-of-the-art facilities including an organic synthesis lab, analysis lab, cell line lab, formulation lab, 3D printing lab and raw material lab for natural & health products, as well as our pilot scale and production workshop. Our scientists' extensive expertise in organic synthesis and analysis allows us to offer you an impressive catalogue of products for all your professional needs.

Objectives

- ◆ Seeking partnership opportunities in the medical science and medical technology fields.
- ◆ Recruiting medical and pharmaceutical representatives in the Chinese market.
- ◆ Seeking collaboration in the International Executive Medical Development Course.

northerncheminc.com



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Nutralab-Maplelife CANADA Group



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Nutralab-Maplelife CANADA Group is a leading contract manufacturer and supplier of vitamin and dietary supplements in Canada. Nutralab has over 20 years of experience in contract manufacturing and private label service for natural health products., and is equipped with advanced GMP manufacturing facilities for softgels, tablets, capsules, liquids and powders. We have produced products for many global leading brands like Walmart, Shoppers Drug Mart, Loblaws, Jean Coutu, and more.

Maplelife Nutrition is our in-house brand of dietary supplements, with over 100 NPN products made to the highest Canadian standard of quality. We offer contract manufacturing and raw material supplies for a wide range of health supplements, sports nutrition, and nutraceuticals in our Health Canada-licensed GMP facilities located in Toronto.

Objectives

- ◆ Seek a representative, distributor or trade partner
- ◆ Meet existing representatives or customers
- ◆ Meet potential customers

nutrallabcorp.com maplelifecanada.com



**ONTARIO
LONG TERM CARE
ASSOCIATION**

425 University Ave, Suite 500
Toronto, Ontario M5G 1T6
Canada

Ontario Long Term Care Association



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The **Ontario Long Term Care Association** is the largest association for seniors in long term care in Ontario and Canada. We represent all categories of membership including private, not-for-profit, charitable and municipal homes. We are committed to advancing the quality of long term senior care services in Ontario and are the lead office for the Canadian Association for Long Term Care. With advocacy and leadership as a key focus, the association has been able to influence legislative, policy and regulatory change, support sector expansion and redevelopment. We provide educational opportunities to ensure the increasing needs of seniors are being met with safe, high-quality care.

Objectives

The Ontario Long Term Care Association excels in research around new, innovative models of senior care, data and education programs to enhance the quality of living in seniors. Global aging concerns are very similar and sets a foundation for collaboration and sharing of promising practices and programs. We have a global LTC Dashboard for all countries and proposed future models of care which we have labelled “Long Term Care Plus”.

oltca.com



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RamSoft Incorporated



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Ramsoft has 20 years of experience in radiology workflow and IT management which has taught us that no two radiology practices are alike. Whether it be an outpatient practice, radiology group or a hospital, RamSoft will revolutionize the way you do business.

We stand apart from all other healthcare IT vendors as we provide fully customizable and robust radiology workflow solutions, built on a single platform database infrastructure. Our products are developed and tested with our customers in mind to ensure industry-leading performance, flexibility, security and standard compliance for all segments of the imaging market.

Objectives

We are actively working with three companies that want to represent RamSoft in Vietnam and we are interested in meeting with them and the hospitals they are pursuing with our software and services.

ramsoft.com



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Spartan Bioscience



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Spartan Bioscience is a medical device company specializing in rapid, point-of-care DNA testing. Headquartered in Ottawa, Canada, Spartan currently has regulatory approvals worldwide for its 1st generation Spartan RX platform. Spartan's first DNA test is for CYP2C19, a genetic test for heart attack patients taking anti-platelet drugs.

Spartan's 2nd generation platform, the Spartan Cube, is the world's smallest molecular diagnostics device with applications in pharmacogenetics, infectious disease and water safety testing.

Objectives

- ◆ Seek a representative, distributor or trade partner
- ◆ Meet existing representatives or customers
- ◆ Identify partners for manufacture under licence or joint venture

Science and Technology Delegation



CENTENNIAL
COLLEGE

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Centennial College



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Centennial College is a public postsecondary institution that works closely with governments, industries and other educational institutions to create a highly skilled and innovative workforce. Centennial is the leading institution in international education and one of the top ten colleges in Canada in research.

Centennial has won national gold awards for internationalization from CBIE (Canadian Bureau of International Education) and CICan (Colleges and Institutes Canada) and was a finalist two years in a row for Economic Impact Ontario (Service Exports).

Objectives

On this mission we aim to brand Canadian College education in Vietnam for the purpose of recruiting international students; increase the pathways to and from Canada for both domestic students and international students for the purpose of internationalizing the student learning experience and improving international skills in graduates; and establish international applied research collaborations in fields such as robotics, information and communications technology (ICT), manufacturing and our soft landing program for global entrepreneurs

centennialcollege.ca



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Communitech



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Established in 1997 in Waterloo Region, **Communitech** is an innovation hub dedicated to building a world-leading tech ecosystem. The Communitech team supports over 1,400 members with programs for startups, scale-ups and large global enterprises.

Objectives

Communitech recognizes that Asia is a key market for many Ontario-based companies. Our team has invested in building strong relationships with key contacts across the Greater China Region. We have been helping companies to open up investment and market opportunities in partnership with Canada's provincial and federal partners, as well as Canadian Trade Commissioners on the ground. We are interested in meeting key venture capitalists, large corporations, tech parks, incubators and accelerators and government representatives from both Vietnam and China to explore more potential and opportunities for our tech communities.

communitech.ca



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Lakehead University



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Lakehead University is a comprehensive and research-intensive university with 10 faculties, including law and medicine with campuses in Thunder Bay and Orillia, Ontario. Situated on the largest lake in the world, we are the only university in northwestern Ontario. We are ranked as Canada's #1 research university in our category for the past three years, and we are recognized as one of Ontario's "equity powerhouses" for our commitment to serving underrepresented groups. Lakehead University strives to nurture discovery, support innovation, and advance achievement. We lead the way in college transfer opportunities, and over half of our students are first generation university students. In 2015, Lakehead University marked 50 years as an institute of exceptional and unconventional learning.

Objectives

Our value proposition is to provide opportunities for collaborations in research and innovation. In particular, we will be seeking opportunities for collaborations in the environment and natural resource sectors and medical technologies.



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Canada

Laurentian University



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Laurentian University is a bilingual, tri-cultural university serving almost 10,000 students across 175 programs of study at all levels of study. Our key academic areas of focus include mining and environmental restoration, engineering, business, and health programming.

Objectives

Laurentian brings over a decade of expertise ranging from international research to student mobility and multi-jurisdictional joint degree delivery. We seek to reinforce our existing partnerships and explore a limited number of potential new partnerships, with particular emphasis on mining innovation and technology, rural health and environmental sustainability. Our foothold in Vietnam is still being developed and we look forward to enhancing our knowledge of and contacts in Vietnam for future collaboration.

laurentian.ca

Science and Technology Delegation



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Canada

Inspiring Innovation and Discovery

McMaster University



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Founded in 1887, **McMaster University** is Canada's most research-intensive universities and one of only four Canadian universities listed among the top 100 universities in the world. Comprised of six faculties (science, health sciences, engineering, humanities, social sciences and business) and over 70 research centres and institutes, McMaster is renowned for its innovation in both learning and discovery and has a strong global presence with over 170,000 alumni in 137 countries. With some 30,000 graduate and undergraduate students and a 1,000 full-time faculty, McMaster generates some \$355 million in sponsored annual research income. The McMaster Model, a student-centered, problem-based, interdisciplinary approach to learning, has been adopted worldwide.

Objectives

We wish to explore research partnerships with leading universities, private sector corporations and government agencies, as well as tech transfer and commercialization pathways in the following areas: water and health, biomedical engineering, neuro/behavioural sciences, healthy development and aging, automotive R&D, high-value manufacturing, advanced software technologies and renewable energy.

mcmaster.ca



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Menergy Corporation



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Headquartered in Toronto, **Menergy Corporation** is a leading provider of geothermal energy solutions. With more than 30 years of experience in geothermal applications, Menergy has developed an extensive patent portfolio in energy conservation and environmental protection.

Active in Asia since 2004, Menergy provides vertically integrated services such as soil testing, system design, equipment manufacturing, installation, interior renovation, project management, and energy performance contracting in one package. Menergy's geothermal solutions are also ideal in district energy applications to service multiple buildings.

Objectives

Menergy Corporation is seeking to expand its reach and develop partnerships in Asian markets.

Science and Technology Delegation



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Canada

OACETT (Ontario Association of Certified Engineering Technicians and Technologists)



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OACETT (Ontario Association of Certified Engineering Technicians and Technologists) certifies engineering technicians and technologists based on academics, work experience, and law and ethics. Understanding science and technology trends, including education and technical training, in foreign countries is an important part of our business. Foreign-trained technologists are a growing part of our 25,000 membership and the Ontario workforce.

Objectives

International missions like this one have proven to be invaluable in terms of building partnerships with industries, colleges and government, as well as for understanding the educational and training environment of foreign workers who emigrate to Ontario and often apply for OACETT membership.

oacett.org



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Canada

Seneca College



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President

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One of the largest colleges in Canada, Toronto-based Seneca offers professional and career-based education through more than 160 degrees, graduate certificates, diplomas and certificates. Seneca's polytechnic approach to education includes extensive work-integrated learning and applied research opportunities for students.

With more than 40 years of experience in international education, Seneca now welcomes nearly 7,000 international students from 150 countries, including China and Vietnam. Seneca's expert faculty and staff are active in delivering educational consulting services in curriculum, program design and academic delivery in more than a dozen countries.

High academic standards make Seneca the partner of choice for postsecondary institutions, education associations and governments around the world. Supported by more than 70 partnerships with universities and colleges in Canada and across the globe, Seneca offers exciting transfer pathways and exchange options for domestic and international students to continue their education at Seneca and with our partners.

Objectives

Network with educational and industry representatives

senecacollege.ca

Science and Technology Delegation



Sino-Ontario International Education & Immigration Center
中國-安大略國際教育及移民中心

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Sino-Ontario International Education Center



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Sino-Ontario International Education Center is a consulting firm focused on promoting Ontario post-secondary education and helping oversea clients to study in Ontario.

Over the years, we have earned a reputation for excellence in the field of promoting Ontario colleges, universities and consulting services to students. Our strong partnership with Ontario colleges and universities, unparalleled advice, backed by experience and expertise, sets us apart from all other consulting companies.

Objectives

Set up meetings with Vietnamese local education authorizations for long-term partnerships with Ontario colleges



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Stanford International College of Business and Technology



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Stanford International College of Business and Technology is a registered career college with five campuses providing 26 trade, technology and business diploma and certificate training programs in the Toronto and Greater Toronto Area. Training programs include welding, IT (Information Technology), HVAC (heating, ventilation and air conditioning), industrial automation (PLC and Robotics), CNC and Master CAM, industrial electrician, automotive technology, quality control, business management and accounting.

Campuses are located in convenient locations accessible by public transit as well as by private transportation. Parking at all campuses are free to all students and our Instructors and professors are highly qualified with multiple years of experience in their related fields. The labs are well equipped for hands on training and maintain small classes sizes for students to benefit more from industry experienced instructors. All of our programs are designed for today's market requirements.

Objectives

Seeking new partnerships and network with educational representatives

Science and Technology Delegation



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Canada

York University



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York University is a leading interdisciplinary research and teaching university in Canada. The second largest university in the country, York University is host to a dynamic academic community of 53,000 students and 7,000 faculty and staff, as well as 295,000 alumni worldwide.

York University has 11 faculties and 25 research centres conduct ambitious, groundbreaking research that cuts across traditional academic boundaries. Our distinctive and collaborative approach to research is preparing students for the future and bringing fresh insights and solutions to local and global challenges.

Objectives

This mission is to develop new associations with institutions in Vietnam, to promote undergraduate, graduate and research collaboration and student and faculty exchange.

We look forward to strengthening existing relationships and developing new ones to support collaborative and mutually productive academic initiatives that can benefit our communities-at-large and contribute to Ontario's knowledge-based economy. The ties between York University and the international community help us to maximize innovation expertise and provide opportunities to leverage the natural convergences that exist.

yorku.ca

ONTARIO
CANADA

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