



## **Serbian Bio-Partnering Mission to Canada** led by the Omniglobe Business Solution Ltd. with support of the Serbian Embassy in Canada

May 5 - 10, 2008

### **Market visit Background**

This Business Development trade mission is designed to support organizations in Serbia wanting to expand their activity in the Canadian market. The mission is appropriate for all Serbian biotechnology companies active in the biotechnology sector seeking R&D partners, as well as service providers and those companies seeking licensing deals of all types.

### **Opportunities in Canada**

The main thrust of Canada strategic plan for development is to achieve high economic growth through promotion and strengthening of a number of fast growing sectors. Following are some of the key market features:

- Strong Economic Performance: 7th largest economy in the world; highest of the G8 economies
- World player in the Biotechnology sectors
- Major manufacturer of pharmaceuticals
- Integral part of the North American economy

We encourage CEOs and other senior pharmaceutical, Life Science and biotechnology industry executives to take advantage of visiting this exciting and expanding market which is full of opportunities.

### **In-market Activity**

Travelling to Canada and meeting face-to-face with prospective customers is crucial to establishing relationships that play an important role in doing business. Whilst in Canada there will be an in-country briefing, where you will be presented with a market overview and tips on how to conduct business. Thereafter, you will be free to attend meetings with your potential clients identified through research or by yourself. In addition, your itinerary will be personalized for your company – all recommendations on business appointments and meeting locations will be tailored to cater to the needs of your company.

### **Proposed Itinerary**

May 5	Arrive in Toronto
May 6	Company meetings in Toronto exhibit or visit <a href="http://www.biofinance.ca">www.biofinance.ca</a>
May 7	Company meetings in Toronto exhibit or visit <a href="http://www.biofinance.ca">www.biofinance.ca</a>
May 9	Company meetings in Ottawa
May 6	Company meetings in Montreal
May 7	Depart from Montreal to Belgrade

### **Registration and Cost**

Deadline is **March 7, 2008**. The first 20-25 qualified companies will be accepted  
There are two levels of participation for the Trade Mission to Canada 2008

#### **Level 1** - Fee \$7,500 CAN per person

Participation in various business networking events

- Mission/Market briefings
- Inclusion in the mission brochure
- Invitations for 4 of your key business contacts to each of the business networking events
- Inclusion in press conferences/deal signing ceremonies for significant announcements.
- Airfare: includes all international and domestic air travel.
- Hotels: includes single-occupancy, standard room for six nights at first-class hotels.
- Ground transportation between cities
- Mission Support: Estimate - includes mission planning, access to all mission events, and in-country assistance.

#### **Level 2** - Fee \$1,200 CAN per person

- One-On-One Business Matchmaking: (target: 5-7 meetings) with potential customers and partners

**Expenses not included:** Visa and passport fees, exhibit or visit [www.biofinance.ca](http://www.biofinance.ca), meals outside of mission events, Interpreter costs and other personal expenses. Additional fees will apply for the following options:

Business Class Airfare Supplement  
Hotel Room Upgrades to Suites

### **How to apply**

Please fill in the registration form and email to [zora@omniglobebusiness.com](mailto:zora@omniglobebusiness.com) or fax to 1 613-822-5099



## Serbian Bio-Partnering Mission to Canada

May 5 - 10, 2008

Deadline for Submission of Candidates: March 7, 2008

Mission Participation Information: Limited to 20-25 businesses

## Registration Form

Name: \_\_\_\_\_  
Job Title: \_\_\_\_\_ Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Telephone: \_\_\_\_\_ E-mail: \_\_\_\_\_  
Nature of Business \_\_\_\_\_

Do you have a partner/distributor in Canada?  Yes  No

Is your firm seeking representation on an exclusive basis in this market?  Yes  No

I would like to join Canada's Outdoor Farm Show  as an exhibitor  
 as a trade fair-visitor

Do you require assistance in arranging individual (partner) company meetings?  Yes  No

Are there any specific companies, or types of companies, you would like us to contact?  
If so, please name them.

What trade objectives would you like to achieve during your visit? Please check all that apply.

- Finding Sales Reps  Exposure to New Business Prospects  Finding Distributors  Finding Licensees  Product Testing  
 Government Relations  Joint Venture Partners  
 Other \_\_\_\_\_

For the Trade Mission to Canada 2008, We are offering two levels of service. Please indicate which level suits your company's needs:

Level 1 - Fee \$7,500 CAN per person  Yes  No

Level 2 - Fee \$1,200 CAN per person  Yes  No

### Payment Information

Payment must accompany your application form. Payment must be received in the form of corporate check or corporate credit card.

In order to be confirmed as a participant, payment in full must be received by March 7, 2008.

Cheque / money order payable to: Omniglobe Business Solutions Ltd. "Europe - Canada Trade Missions"

Mail to : Omniglobe Business Solutions Ltd., 275 Slater Street, Suite 900, Ottawa, Ontario K1P 5H9 Canada

Amount due:  \$7500 CAN (one participant) - Level 1  \$1200 CAN (one participant) - Level 2

- Cheque / money order  Enclosed  
 Credit Card  Master Card  Visa

Card Number: \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name of Cardholder \_\_\_\_\_ Signature of Cardholder: \_\_\_\_\_

If paying by credit card, you may fax this page to +1 613 822 5099

Signature confirms your company's intention to participate in this program. Payment must accompany registration to be considered.

*Program is offered on a first come – first served basis and space is limited!*

A 50% refund on participation fee will be offered on cancellation request received in writing up to April 5, 2008; thereafter, no refund will be given. Omniglobe Business Solutions Ltd. cannot be held responsible for any late or unexpected meeting changes; cancellations or unforeseen circumstance. Programming is subject to change based on the needs of the final delegation.

### Waiver of Liability:

*I agree to assume responsibility for and hold Omniglobe Business Solutions Ltd. and its partners harmless for any and all risks in or arising from my participation in this trade mission. This waiver shall include, but is not limited to, risk of bodily injury, illness, death, and/or property damage or loss. I hereby for my business, myself, my heirs, and executors and administrators of all the foregoing, release and discharge the Omniglobe Business Solutions Ltd. its employees, Board of Directors, sponsors and all persons associated herewith from all claims and damages resulting from or arising out of, or incident to participation in this program.*

Name \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

Complete the enclosed application and return it to the address below before March 7, 2008.

Applications also are available Web site at [www.omniglobebusiness.com](http://www.omniglobebusiness.com)

We will notify all applicants of their selection status By March 14, 2008.

Please contact:

**Zora Arnautovic**

Managing Director

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