

OPPORTUNITY  
 REAL ESTATE  
 香港 ALBERTA 加拿大  
 卡爾加里 HONG KONG 機會 COLLABORATION  
 GLOBAL ENERGY  
 ★ 全球能源 CANADA 北京   
 中国 CHINA INVESTMENT 投資  
 合作 TRADE  
 BEIJING CALGARY  
 房地產 PARTNERSHIP 艾伯塔

Canada – China | Mission June 2012

加拿大 – 中国 | 经贸访问 六月 2012



## CALGARY ECONOMIC DEVELOPMENT

卡尔加里经济发展局

[www.calgaryeconomicdevelopment.com](http://www.calgaryeconomicdevelopment.com)

Calgary is Western Canada's business centre and has more head offices per capita than any other Canadian city. Its key economic drivers are financial services, energy, transportation & logistics, information and communication technology, manufacturing, film, television and creative industries. As Calgary's lead economic development agency, Calgary Economic Development works with businesses to facilitate growth, expedite local, national and international business investment and trade development opportunities to promote sustainable economic growth in the Calgary region. Calgary Economic Development is a corporation funded by The City of Calgary, private industry and other levels of government and managed by an independent board of directors.

Calgary Economic Development assists businesses in the following areas:

- Business retention and expansion
- Business investment and attraction
- Workforce development
- Research and information
- Networking and business connections
- Trade missions

The Global Business Centre - a facility designed to increase international trade activity, promoting the development of new markets, coordinating incoming and outgoing trade missions and being a leader in presenting international business forums.

卡尔加里是加拿大西部的商业中心，人均企业总部密集度居全国之首。卡尔加里主要的经济驱动行业为金融服务、能源、运输和物流、信息和通信技术、制造、电影、电视和创意产业。卡尔加里经济发展局带领该市的经济发展，由独立的董事局管理，受卡尔加里市政府，民营企业和其他各级政府资助。该局与业界合作，促进经济增长，并推动本地，国内和国际的商业、贸易和投资机会，使卡尔加里地区保持可持续的经济增长。

卡尔加里经济发展局在以下几个方面协助企业发展：

- 企业保留和扩展
- 商业投资及招商
- 人力资源开发
- 研究和信息
- 商业网络及业务联系
- 贸易代表团

全球商业中心 — 旨在提高国际贸易活动，促进新市场的开发，协调出访及到访的贸易代表团，组织并成为国际商业论坛的领头人。

ORGANIZERS  
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development  
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## ABOUT CALGARY

Calgary is a bustling and vibrant centre in southern Alberta, surrounded on all sides by boundless nature. Newcomers choose Calgary for its welcoming atmosphere, magnificent natural landscape, employment opportunities and entrepreneurial spirit.

A city of more than 1.2 million people, Calgary is Canada's most vibrant city and the entrepreneurial centre of Alberta. This thriving, resource-rich area has become the economic driver of the nation.

## 关于卡尔加里

卡尔加里是繁华和充满活力的城市，位于艾伯塔省南部的中心，四面被无边自然景色包围。卡尔加里热情的氛围，壮丽的自然景观，丰富的就业机会和创业精神是吸引新来者的原因。

卡尔加里拥有120多万人口的城市，是加拿大最有活力的城市和艾伯塔省的创业中心。这个生机盎然，资源丰富的地区已成为本国的经济引擎。

*Photos from top to bottom / 照片顺序自上而下*

**Bruce Graham** | President & CEO

总裁兼首席执行官

**John Hankins** | Vice President, Investment & Trade Development

投资及贸易发展副总裁

**Paul Paynter** | Business Development Manager, Energy

商务发展经理-能源业

**Rachel Yin** | Business Development

Manager, Financial Services

商务发展经理-金融服务业

**Tom Dixon** | Business Development Manager, Real Estate & Logistics

商务发展经理-房地产及物流业

**Megan Zimmerman** | Specialist, Marketing & Communications

市场推广及传讯专家



On behalf of the Government of Alberta, it is my pleasure to express my sincere gratitude for your interest in learning more about investment opportunities in our province. For some time now, Alberta has recognized the tremendous potential of growing economic and social ties with China. This trip is intended to lay a strong foundation from which our relations will grow.

Alberta continues to be a great place to invest. We have one of the most competitive tax environments in North America, a skilled workforce, and a strong work ethic. Our province is also blessed with abundant resources in oil, natural gas and coal, which present great opportunities for investment, as do our fast-growing cities. Members of this delegation are eager to explore these opportunities with you.

Special thanks to Calgary Economic Development for organizing this mission. Thanks also to our friends in Hong Kong and Beijing for your time and hospitality. May our friendships be fruitful and prosperous!

Message from  
Honourable Alison M.  
Redford, QC  
*Premier of Alberta*

谨代表艾伯塔省政府，衷心感谢各位对我省投资机会的热忱。长久以来，艾伯塔省已认识到与中国建立经济及社会联系的巨大潜力。此行将为我们的关系奠定良好的基础。

艾伯塔省一直是投资宝地。我们拥有全北美最有竞争力的税收制度、高素质人才，和良好的职业道德。我省拥有丰富的石油、天然气和煤炭等天然资源；这些资源跟我们快速增长的城市一样，都是投资的巨大机遇。代表团的成员们渴望与大家探讨这些机会。

在此特别感谢卡尔加里经济发展局筹办是次商务访问，亦衷心感谢香港和北京的朋友们的热情支持及所付出的宝贵时间。

愿我们的友谊开花结果，万古长青！

艾伯塔省省长  
艾丽森·莱特福德  
阁下

# HONG KONG INVESTMENT SYMPOSIUM

## 香港投资论坛

TIME	ENERGY PRESENTATIONS	REAL ESTATE PRESENTATIONS
8:30 - 8:40 a.m.	Welcoming remarks	
8:40 - 9	Nexen Inc.	KORE Real Estate Group Inc.
9 - 9:20	CENO Energy	The WestView Group of Companies
9:20 - 9:40	ETX Systems Inc.	Hansen Landbrokers
9:40 - 10	Birchcliff Energy Ltd.	Sturgess Architecture/Urban Insight
10 - 10:20	Anterra Energy	ICM Realty Group Ltd.
10:20 - 10:40	Break	
10:40 - 11	Questor Technology Inc.	Calgary Aviation Land Corp.
11 - 11:20	3MV Energy	RE/MAX First
11:20 - 11:40	Sunshine Oilsands Ltd.	Bri-Mor Developments
12 - 2 p.m.	Keynote luncheon	
2 - 4	One-on-one meetings	

时间	能源简报	房地产简报
8:30 - 8:40 a.m.	欢迎词	
8:40 - 9	Nexen 公司	KORE 房地产集团
9 - 9:20	CENO 能源公司	The WestView 集团公司
9:20 - 9:40	ETX 系统公司	Hansen 土地中介公司
9:40 - 10	Birchcliff 能源有限公司	Sturgess 建筑师事务所
10 - 10:20	Anterra 能源公司	ICM 房地产集团有限公司
10:20 - 10:40	小歇	
10:40 - 11	Questor 科技公司	卡尔加里 航空土地公司
11 - 11:20	3MV 能源公司	RE/MAX 房地产
11:20 - 11:40	阳光油砂有限公司	Bri-Mor 发展公司
12 - 2 p.m.	主题演讲午餐会	
2 - 4	个别面谈	

ACTION CALGARY MISSION DELEGATES / 《企业伙伴》代表团成员

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Duckworth  
& Palmer LLP  
Law Firm

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Lawyers • Patent and Trade-mark Agents

**nexen** 

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[www.calgaryeconomicdevelopment.com/initiatives/action-calgary](http://www.calgaryeconomicdevelopment.com/initiatives/action-calgary)



The Canadian Chamber of  
Commerce in Hong Kong  
香港加拿大商会



Invest**HK**

The Government of the Hong Kong  
Special Administrative Region



Government of Canada  
Consulate General of Canada



CANADIAN ASSOCIATION  
OF PETROLEUM PRODUCERS



THANK YOU TO OUR MISSION SUPPORTERS / 感谢访问团的支持者

DELEGATES / 代表



OPPORTUNITY

REAL ESTATE

香港 ALBERTA 加拿大

卡爾加里  
HONG KONG

機會

COLLABORATION  
GLOBAL ENERGY

★ 全球能源

CANADA

北京

中国

CHINA

INVESTMENT

投資

BEIJING

合作

TRADE  
CALGARY

房地產

PARTNERSHIP 艾伯塔





**3MV Energy**

**3MV 能源公司**

3MV Energy began as a private company in the spring of 2008. Focusing on light oil production, 3MV set itself apart from other producers by keeping drilling costs low and recognizing value in areas competitors overlooked. They developed new drilling and completion methods which greatly reduced the capital required to drill, case, complete, and equip wells in the area. In January 2012, 3MV was publicly listed on the TSX Venture Exchange under the symbol TMV.

3MV 能源公司是一家于2008年春季成立的私营能源公司，主要业务为生产轻质石油。3MV 的独特优势是拥有比其他生产者更低的钻井成本，及擅长发展被忽视的项目。由于拥有先进的钻井及完井工艺，在钻井、套管、完井及设备配置中节省更多资金。自2012年1月起，3MV在多伦多证券交易所上市，代号为TMV。

**[www.3mvenergy.com](http://www.3mvenergy.com)**

**Peter Ng** | Vice President of Investor Relations,  
Asia

**Peter Ng** | 投资者关系部亚洲區副总裁





## Anterra Energy Inc. Anterra 能源公司



Anterra Energy Inc. is an independent exploration, development and production company in Western Canada with an emerging focus on the use of advanced technologies including 3-D imaging, horizontal drilling and multi stage completions to systematically develop its portfolio of conventional and non-conventional oil and gas projects. Complementing this strong exploitation and development focus, Anterra owns and operates fee-based midstream facilities in Western Canada. Anterra is a public Canadian company listed on the TSX Venture Exchange under the symbol AE.A.

Anterra 能源公司为独立勘探、开发及生产石油的企业，设在加拿大西部。公司使用先进的技术，包括3-D成像、水平钻井及多阶段完井工艺，有系统发展其传统和非传统石油和天然气项目。配合其偏重勘探及开发策略，该公司在加拿大西部拥有及营运收费的中流作业设施。Anterra 能源公司在多伦多证券交易所创业板上市，代号为AE.A。

[www.anterraenergy.com](http://www.anterraenergy.com)

**Dr. Gang Fang** | President & CEO

**Dr. Gang Fang** | 总裁兼首席执行官

**Owen Pinnell, P.Eng** | Chairman

**Owen Pinnell, P.Eng** | 主席





# ATB Financial

## ATB Financial



ATB Financial, a Crown corporation of the Province of Alberta, is a full-service financial institution headquartered in Alberta, Canada. (The Province of Alberta has an “AAA” credit rating from S&P and other rating agencies.) With assets over \$26 billion, ATB provides solutions to the retail, agricultural, small business, commercial and corporate market clients with interests in the province of Alberta.

Through its ATB Corporate Financial Services division (“CFS”), ATB offers a wide range of solutions from credit, deposit, cash management and derivatives to firms operating in industries critical to the Alberta economy including the energy, real estate and diversified sectors.

With a team of over thirty professionals, ATB Corporate Financial Services’ Energy Group is one of the largest units in Canada that focuses on energy markets. The Energy Group specializes in all aspects of this critical sector including oil and gas exploration and production, drilling and oilfield services, pipelines, midstream and utilities, and unconventional and emerging energy (including oil sands).

ATB Financial also has a strategic alliance with AltaCorp Capital Inc., an institutional financial advisory firm offering a full spectrum of value added financial and advisory services to corporations in varied stages of development.

ATB Financial recently established a strategic partnership with Bank of China (Canada). Under the partnership, the two financial institutions are seeking a wide range of cooperation, including but not limited to, trade finance, interbank liquidity lines, Reminbi accounts, syndication partnership, and corporate M&A mandates through AltaCorp.

ATB Financial总部位于加拿大艾伯塔省，是该省政府全资拥有的金融服务机构。（艾伯塔省政府拥有标准普尔的“AAA”和其他信用评级机构给予的最高信用评级。）ATB资产超过260亿美元，其金融服务的对象包括在本省拥有投资的零售业、农业、中小企业、和大型公司。

通过下属的公司银行业务部（Corporate Financial Services），ATB向能源、房地产和其他各类与本省经济密切相关的行业提供广泛的服务，包括信贷、存款、现金管理、金融衍生工具等。

ATB的公司银行业务部拥有一个30多位专业人士组成的能源团队（Energy Group），是加拿大专注于能源市场的最大金融服务团队之一。能源团队在能源这一关键领域的各个方面均拥有专长，包括石油和天然气开发和生产、钻井和油田服务、油气管道、中游产品和公用事业、非常规能源和新兴能源等（包括油砂）。

另外，ATB与投资银行AltaCorp Capital结成了战略联盟。AltaCorp向处于不同发展阶段的企业提供全套的金融咨询等增值服务。

ATB最近与中国银行加拿大分行缔结了战略合作伙伴关系。通过这层关系，两大金融机构在广泛的领域寻求合作，包括贸易融资结算、银行拆借、人民币业务、银团贷款，并通过AltaCorp提供企业收购兼并咨询服务。

详情请访问公司官网

[www.atb.com](http://www.atb.com)

**Ian Wild** | Executive Vice President, Corporate Financial Services

**Ian Wild** | 执行副总裁，企业金融服务

**Derek Zhao** | Associate Director, Corporate Financial Services

**Derek Zhao** | 副主任，企业金融服务司银行业务

A proud *Action Calgary* partner.

卡尔加里经济发展局 **战略伙伴**





## Birchcliff Energy Ltd. Birchcliff 能源有限公司

With an enterprise value of approximately \$1.9 billion, Birchcliff Energy Ltd. is a Calgary, Alberta-based intermediate oil and gas company that explores for, develops and produces natural gas, light oil and natural gas liquids from its two extensive resource plays - the Montney/Doig Natural Gas Resource Play and the Worsley Light Oil Resource Play - both located in northern Alberta's Peace River Arch.

Birchcliff能源有限公司是艾伯塔省卡尔加里市的中游能源生产企业。企业价值约19亿加元，从事勘探、开发和生产天然气，轻质石油和天然气液体。主要作业场地位于艾伯塔省北面和平河拱的两个广泛含油、气的地质结构，即蒙特尼/多伊格天然气地质结构（Montney/Doig Natural Gas Resource Play），及沃斯利轻质石油地质结构（Worsley Light Oil Resource Play）。

[www.birchcliffenergy.com](http://www.birchcliffenergy.com)

**Jeff Tonken** | President & CEO

**Jeff Tonken** | 总裁兼首席执行官





## Blake, Cassels & Graydon LLP

### 布雷克律师事务所

Bob is responsible for Blakes Beijing office. He relocated from the Firm's Calgary office to establish its Beijing office in 1998 and has resided and worked there since that time. Bob's practice includes assisting Canadian and other international companies investing and doing business in China, and assisting Chinese enterprises, both State controlled and private sector, in their acquisitions and financing in or through Canada. He and his colleagues have, over the years, worked on transactions involving prominent and better known Chinese companies such as Sinopec, CNPC, CNOOC, Sinochem, CAMC Engineering, Great Wall Drilling, China Minmetals, Hunan Nonferrous, China National Gold, Chinalco, China Investment Corporation, Jinchuan Nickel, Jilin Jien Nickel, China Rail Resources, Chinalco, China Oversea Engineering, Tongling Copper, Wuhan Iron & Steel, State Grid, Northwest Nonferrous, Chihong Lead & Germanium, CITIC Mining, etc. In addition to being a member of the national board of directors of the Canada-China Business Council for the last four years, Bob had also been a director of the Council in Beijing for the six years until 2006, three of which as the chairman of the board. He is also the Chair of the Energy & Natural Resources Section of the Inter-Pacific Bar Association; a member of the board of CNPC-Alberta Petroleum Institute, a member of the Advisory Council of the Dean of University of Alberta Law School; and was a member of the China Law Advisory Board of Lexis Nexis (a leading international legal publisher). He has been recognized by a number of other international publishers and legal organizations for his expertise in cross-border M&A and natural resources practices.

郭阳明先生是加拿大布雷克律师事务所北京代表处负责人。他自1998年从卡尔加里移居至北京，并在当地生活和工作至今。郭先生的主要工作是协助加拿大和其他国际公司在中国投资和做生意，并协助中国企业，包括国营和民营企业，在加拿大本土或透过加拿大，进行收购和融资。

多年来，他和他的同事们，为多宗涉及卓越中国企业的交易而努力工作；其中包括中石化、中石油、中海油、中化、中工国际工程、长城钻探、中国五矿集团、湖南有色、中国黄金集团、中国铝业、中投、金川镍、吉林吉恩镍、中国铁资源、中铝公司、中国海外工程、铜陵铜业、武钢、国家电网、西北有色、驰宏锌锗，及中信矿业等。在过去四年中，郭先生是《加中贸易理事会》的理事局成员。直到2006年为止的六年间，他亦是《加中贸易理事会》北京分部理事，其中三年更担任主席。他也是环太平洋律师协会能源及自然资源分部主席、中加石油中心的董事局成员、艾伯塔大学法学院院长咨询委员会成员、Lexis Nexis（国际领先的法律出版商）中国法律咨询委员会的成员。他的跨国并购本领和对天然资源的法律实践已被国际出版商和法律组织确认。

[www.blakes.com](http://www.blakes.com)

**Robert Kwauk** | Partner

**Robert Kwauk** | 合伙人





## Bri-Mor Developments

### Bri-Mor 发展公司



Bri-Mor Developments is a real estate company specializing in land development, asset management and property management. The company has operated for 20 years as a family run business, driven by a time-honored, core set of values – respect, trust, loyalty, and transparency – and believes in relationships before business. The current portfolio of assets and active development covers retail, office, storage and residential communities and is valued at over \$150 million with a focus on the fast growing, leading commercial market of Calgary, Alberta, Canada.

Bri-Mor enjoys a strong track record of rewarding partnerships, attractive returns for co-investors, category leading projects, and proven performance, based on a wide scope of team expertise. The company looks forward to new partnerships with which it can capitalize on its core strengths and the vast array of real estate opportunities within western Canada.

Bri-Mor Developments and its core executive team are led by Fatima Dhanani and her son, Aleem Dhanani.

Bri-Mor Developments是一家房地产公司，专门从事土地开发、资产管理和物业管理。公司属家族式营运，有20年历史。一直坚守其核心价值，即尊重、信任、忠诚、和透明，并以客为先。现拥有资产和积极发展项目，包括零售、办公楼，仓储及住宅社区，价值1亿 5千万美元。发展焦点放在加拿大艾伯塔省卡尔加里市，因其增长迅速，并在商业市场上领先。

Bri-Mor拥有一支专业知识广泛的团队，在回报股东及共同投资者、行业领先及经验验证后的业绩表现，享有优良记录。该公司期待着新股东加入，可尽显其核心优势，在加拿大西部的房地产发展投资机遇，发挥所长。

Bri-Mor和它的核心高管团队是法蒂玛，和她的儿子，阿利姆。

**[www.westgroveestates.com](http://www.westgroveestates.com)**  
(project site)

**Fatima Dhanani** | President

**Fatima Dhanani** | 总裁

**Aleem Dhanani** | Managing Director

**Aleem Dhanani** | 董事总经理





## Burnet, Duckworth & Palmer LLP BD&P 律师事务所

Burnet, Duckworth & Palmer LLP is a leading, full service Canadian law firm of over 140 lawyers skilled in virtually every aspect of business law and litigation. We serve clients in the energy, business, financial, insurance, new technology and real estate sectors in Canada, the U.S. and beyond.

Burnet, Duckworth & Palmer LLP是一家领先的，提供全方位服务的的加拿大律师事务所，并拥有140名律师，在每一方面的法律和诉讼业务都各具擅长。我们在加拿大及美国，为能源、商业、金融、保险、新技术和房地产行业的客户提供服务。

[www.bdplaw.com](http://www.bdplaw.com)

**Bill Maslechko** | Partner

**Bill Maslechko** | 合伙人

A proud *Action Calgary* partner.

卡尔加里经济发展局 战略伙伴





## Calgary Aviation Land Corp. 卡尔加里 航空土地公司

Calgary Aviation Land Corp. (CAL Co) is developing a 1,400 hectare real estate project with the value appreciation of land situated in close proximity to a secondary airport to be situated north of the City of Calgary and adjacent to the City of Airdrie. The aggregated land will be developed into airside and industrial/commercial groundside developments. The development also includes 500 acres to be dedicated to a world-class motorsports facility.

A portion of the land will be allocated to the airport operations - the airport will be incorporated in a separate entity from the real estate development. The land appreciation multiples are generated from 1) re-zoning, 2) servicing, and 3) airport proximity, the last of which is unique to this development.

卡尔加里 航空土地公司(CAL Co)正在开发 1,400 公顷的房地产项目。土地具增值潜力，位于卡尔加里市北部，邻近二级机场，与艾尔德里市毗邻。聚合的土地，将发展成机场控制区，工业或商业的地勤用途。其中 500 英亩地将致力发展成一个世界级的赛车场地。一部分土地将被划为机场营运。机场业务由独立的公司营运，与房地产开发分开。土地价值以倍数增长的原因为 1)土地用途被重新划分，2) 服务，和 3) 靠近机场；邻近机场是这项目独特的优势。

[www.rockyviewmotorsports.com](http://www.rockyviewmotorsports.com)  
(project site)

**Dominic Young** | Chief Executive Officer  
**Dominic Young** | 首席执行官





## CENO Energy CENO 能源公司

CENO Energy Ltd. is a Canadian company dedicated to exploration and development of conventional and heavy oil fields suitable for cold production in western Canada.

The company was founded in 2006 by senior petroleum industry experts with strong oil investment backgrounds.

CENO Energy's vision is to grow into one of Canada's leading providers of oil, creating abundant value for our shareholders.

Oil will remain the world's dominant economic driver and a strategic resource for many years to come. CENO will use our time-tested development acumen to strategically combine Canada's rich oil resources with China's technology and manufacturing capabilities. The resulting enterprise will form a bold, new competitive powerhouse in the petroleum industry.

CENO 能源公司是加拿大一家致力于勘探和开发适用于加拿大西部冷生产的常规油和重油的公司。

公司由高级石油业专家于2006年创立，有着雄厚的石油投资背景。公司的愿景是成长为加拿大领先的石油供应商、为股东创造巨大的价值。石油将继续是拉动世界经济的主要因素，在未来很多年也将继续作为战略资源。

CENO会将长久经时间考验的敏锐度战略性地来让加拿大丰富的石油资源和中国的技术和制造能力相结合。最终的企业将会是一个石油业中勇敢、全新、具有竞争力的强企。

[www.cenoenergy.ca](http://www.cenoenergy.ca)

**Ronald Kong** | Senior VP & CFO

**Ronald Kong** | 高级副总裁兼首席财务官





## ETX Systems Inc.

### ETX 系统公司



ETX Systems is a private Canadian company who has developed a revolutionary heavy oil upgrading technology, IYQ Upgrading, based on its patented cross-flow, fluid bed design. IYQ Upgrading provides significant improvements over existing upgrading technology including a 9% improvement in liquid yield, significant reduction in capital scope, and a reduced environmental footprint including lower CO2 emission intensity.

Overall, the technology can provide economic returns of 18 – 24% under the same conditions which provide a 12% return for delayed coking.

IYQ's benefits can be obtained when the technology is deployed upstream at a production site, midstream in a merchant upgrader, or downstream integrated with a refinery. ETX is seeking industry and financial partners to participate in the commercialization of the technology and subsequent commercial rollout. The estimated market opportunity is well in excess of \$50 billion.

ETX是一家私营的加拿大公司，拥有一种革命性的重油提升技术（IYQ），该技术是基于其专利的横流及流化床设计。与同类技术相比，IYQ可提高液体采收率9%、显著减低所需资本、降低二氧化碳排放强度和减少环境污染。

总体而言，该技术可提供18 - 24%的回报；在相同的条件下，延迟焦化只能提供12%的回报。

IYQ的科技的最大效益，是用在上游的生产现场、中游的商业提升器，或下游跟炼油厂整合的设备。ETX正在寻求行业和金融合作伙伴，参与技术的商品化和随后的商业部署。估计的市场机会超过500亿美元。

[www.etxsystems.com](http://www.etxsystems.com)

**Bernie LeSage** | Director, Business Development  
**Bernie LeSage** | 业务发展总监

**Gerard Vincent Monaghan** | President & CEO  
**Gerard Vincent Monaghan** | 总裁兼首席执行官





## Gowlings 高林律师事务所



Gowlings is a leading Canadian law firm offering a diverse range of services to help domestic and international organizations achieve their business objectives. Recognized for excellence in business, advocacy and intellectual property law, Gowlings provides dedicated industry expertise in a number of sectors including natural resources, energy, infrastructure, government relations, life sciences, financial services, technology and manufacturing. The Firm combines traditional legal services with innovative solutions in areas such as transfer pricing and tax, and occupational health and safety, to provide business entities with a competitive advantage. Characterized by national strength and regional focus, Gowlings has over 800 professionals across Canadian offices in Montréal, Ottawa, Toronto, Hamilton, Waterloo Region, Calgary and Vancouver, and also internationally in Moscow, London, and a representative office in Beijing.

高林律师事务所（Gowlings）在加拿大首屈一指，能提供多元化的服务，协助国内和国际机构实现其业务目标。公认的卓越服务，涵盖商业、倡导和知识产权法。高林律师事务所能于众多领域，提供专业意见，包括自然资源、能源、基础设施、政府关系、生命科学、金融服务、技术和制造行业等。该公司结合传统法律服务，配以创新的解决方案。再转让定价、税务、职业健康和安全等范畴提供服务，增强企业的竞争优势。高林律师事务所所在加拿大全国拥有超过800个专业人员，彰显其本土实力；办事处遍布加拿大，包括蒙特利尔、渥太华、多伦多、汉密尔顿、滑铁卢地区、卡尔加里和温哥华；国际办事处设在莫斯科及伦敦，并在北京设有代表处，凸显区域聚焦。

[www.gowlings.com](http://www.gowlings.com)

**David Lefebvre** | Chief Corporate Development Partner - Asia

**David Lefebvre** | 首席企业发展合伙人-亚洲

**Patrick Burgess** | Calgary Lead, Infrastructure and Mining Industry Group

**Patrick Burgess** | 卡尔加里地区主管，基础设施及矿业

A proud *Action Calgary* partner.

卡尔加里经济发展局 **战略伙伴**





## Hansen Land Brokers Hansen 土地中介公司

Hansen Land Brokers is a boutique land brokerage firm located just twenty minutes south of Calgary, Alberta in the town of High River. After twenty years of specializing in the sale and purchase of land assets in southern Alberta, Hansen Land Brokers has the transaction-based experience, the professional knowledge and up-to-date education to provide you with the right guidance when preparing to either sell or buy all types of land, be it for agricultural, recreational, development or investment purposes.

Our project-oriented approach allows us to spend more time, effort and resources on each individual property and client giving us the best possible chance at achieving a positive result.

Hansen 土地中介公司位于艾伯塔省卡尔加里市南面的 High River 镇，离卡市约二十分钟车程。过去二十多年来，在艾伯塔省南部专门销售和购买土地资产，积累丰富交易经验，专业知识和到最新的信息。无论准备出售或购买土地作农业、休闲、发展或投资用途，我们为您提供正确的指导。我们采用项目导向的方法，好让我们花更多的时间，精力和资源，对每个客户及其物业实现理想的成绩。

[www.hansenlandbrokers.ca](http://www.hansenlandbrokers.ca)

**Shawn Hansen** | President

**Shawn Hansen** | 总裁



## ICM Realty Group Ltd. ICM 房地产集团有限公司



ICM Group is a world class real estate investment firm focusing on the Canadian and US commercial real estate markets. For over 20 years our group has had 100 per cent investment satisfaction with an average return on fully realized assets of 15.4 per cent.

We provide our clients with customized investment solutions, by managing from the perspective of an owner. Our strategic leadership commands unique opportunities to preserve and enhance assets, leading to the maximization of cash flow and value.

ICM集团是世界一流的房地产投资公司，专注于加拿大和美国的商业房地产市场。本集团有超过20年投资100%的满意度，充分实现资产15.4%的平均回报。我们为客户提供定制投资方案，从业主的角度管理。我们的战略领导，掌握了独特的机会，以保持和提高资产，导致现金流和价值的最大化。

[www.icmgroup.net](http://www.icmgroup.net)

**Bruce Timm** | Principal

**Bruce Timm** | 总裁

**Lance Sebo** | Business Development

**Lance Sebo** | 业务发展





## KORE Real Estate Group Inc. KORE 房地产集团



KORE Real Estate Group Inc. is an integrated real estate company based out of Canada with its head office in Calgary, Alberta and satellite offices in Vancouver, British Columbia and Toronto, Ontario. KORE provides the services of real estate consulting, marketing, and sales to real estate developers and specializes in marketing to the Chinese demographic both in Canada and China. In addition, the company offers relocation services both to businesses relocating employees and individuals who are immigrating to Canada from China.

The company owns and operates the KORE Referral Network, a Canada-China real estate referral network. The referral network connects Chinese businesses, immigrants, and investors with real estate agents and developers to facilitate the purchase of real estate in Canada. KORE has a strong focus on building long term relationships in China with strategic partners from a variety of industries. As a result, KORE is well positioned to effectively market Canadian developments projects in China and expand the size of its referral network. Through its subsidiary, KORE provides services including, but not limited to residential and commercial real estate, buyer and seller agency representation, multilingual and multicultural full service customer care, and property acquisition for investment purposes.

KORE 房地产集团是一家综合性的房地产公司，总部设在加拿大艾伯塔省卡尔加里市，在温哥华和多伦多市设有卫星办事处。

KORE提供房地产咨询、市场营销、向房地产开发商销售，及提供针对加拿大华人市场，和中国内销市场的营销服务。此外，该公司也为企业雇员和个人移民，在加拿大提供搬迁转移等服务。该公司拥有并经营Kore转介网络，该网络连接中国企业、移民及投资者，并转介至加拿大房地产经纪人和开发商，以方便在加拿大购买房地产。KORE聚焦中国，在不同行业，建立长期战略合作伙伴关系。因此，KORE处于有利地位，能有效地推销加拿大在中国开发的项目，并扩大其转介网络的规模。

通过其子公司，KORE提供服务，包括，但不限于住宅和商业房地产，买方和卖方机构的代表，多语言和多文化的全方位服务的客户服务，以及购置物业作投资用途。

[www.koregroup.ca](http://www.koregroup.ca)

**Peter Ng** | President

**Peter Ng** | 總裁

**Jessica Ma** | Business Development Director

**Jessica Ma** | 商务发展董事



## Nexen Inc. Nexen 公司



Nexen Inc. is an upstream oil and gas company responsibly developing energy resources in some of the world's most significant basins – including the UK North Sea, offshore West Africa, the Gulf of Mexico and Western Canada. Nexen is strategically focused on three businesses: conventional oil and gas, oil sands and shale gas. With a high-quality asset base and significant growth on the horizon, we're well-positioned to deliver long-term shareholder value.

The foundation of our growth strategy is the energy and expertise of our employees, who are committed to working with integrity and engaging our stakeholders. We're proud of our strong track record of safe, reliable and environmentally responsible energy development.

Nexen公司是上游石油及天然气生产企业，以负责任的态度，开发世界上最重要的盆地能源资源，包括英国北海、西非海域、墨西哥湾和加拿大西部。Nexen公司的战略重点在三个业务，即常规石油和天然气、油砂和页岩气。以高品质的资产基础及快速增长，我们会很好地实现长期的股东价值。员工的动力、诚信、专业知识、和利益相关者参与，是我们实现增长策略的基石。我们对坚实的安全纪录、可靠和对环境负责的能源发展方向，感到自豪。

[www.nexeninc.com](http://www.nexeninc.com)

**Tom Evans** | Vice President - Corporate & Business Development

**Tom Evans** | 企业及业务发展副总裁

**Kim Woima** | Manager, Investor Relations

**Kim Woima** | 投资者关系经理

A proud *Action Calgary* partner.

卡尔加里经济发展局 **战略伙伴**





## Questor Technology Inc. Questor 科技公司

Questor Technology Inc. ("Questor") is an international environmental technology company specializing in custom solutions to eliminate flared gas. Our proprietary incinerator technology specializes in the destruction of H<sub>2</sub>S, VOCs and BTEX gases ensuring compliance with various regional and federal regulatory bodies. Improvement of air quality is one of the key concerns to sustainable development worldwide. As strict environmental regulations are being enacted to protect the public and minimize harmful emissions into the atmosphere, our clients look to Questor to develop solutions that meet regulatory compliance and allow them to operate cost effectively in an environmentally responsible and sustainable manner.

Questor 科技公司是一家国际性的环境技术公司，专门定制解决方案，消除火炬气。我们专有的焚烧技术，能确保遵守与各区域和联邦监管机构的规定，除掉硫化氢，挥发性有机化合物和苯系物气体。改善空气质素是全球可持续发展的关键问题之一。世界各地正制定严格的环保法规，以保障公众利益，及尽量减少有害气体排放到大气中。我们的客户期待Questor制定解决方案，满足合规性，并允许他们在对环境负责的和可持续的方式经营，产生成本效益。

[www.questortech.com](http://www.questortech.com)

**Audrey Mascarenhas** | President & CEO  
**Audrey Mascarenhas** | 总裁兼首席执行官







## RE/MAX First RE/MAX 房地产

Bev Clark is an associate broker with RE/MAX First, and has been a member of the real estate industry for over two decades; her experience, knowledge, and professionalism are easily discerned. Like many realtors, Bev travels all over the city of Calgary and surrounding areas to help her clients find the perfect property.

In the realm of real estate, Bev has a critical eye for detail and a keen appreciation of substance and quality over ostentatious camouflage. With extensive experience in corporate relocation, investment property, and relating to intellectuals, innovators, and free spirits alike, Ms. Clark is clearly a unique force in the market.

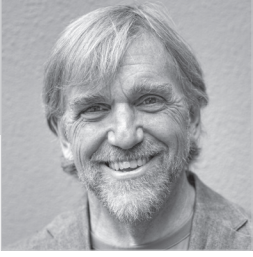
克拉克女士是 RE/MAX 的经纪，她已经在房地产行业工作超过二十年，拥有大晨经验及专业的知识。像许多房地产经纪人，她会在卡尔加里市及周边地区，为她的客户找到最完美的物业。

在房地产领域，克拉克女士对细节的挑剔，和敏锐的眼光时常识破表面上的伪装。在企业转移，投资物业，都拥有丰富的经验，显然是一个在市场上独树一帜的力量。

[bevclark.remax.ca](http://bevclark.remax.ca)

**Bev Clark** | Associate Broker  
Bev Clark | 经纪





## Sturgess Architecture/Urban Instinct Sturgess 建筑师事务所

Sturgess Architecture is an award-winning Calgary design firm, celebrating 35 years of architecture and urban design. As a 20 person collaborative, the firm operates as a studio office where all members of the staff are aware of the phases and details of every project. In 2003, Sturgess Architecture won the Royal Architectural Institute of Canada Award for Construction Documents. This honour illustrates the firm's commitment to each project, not only in its design, but in the technical process by which it is achieved. After 35 of practice, the firm has created a sufficiently varied and consistently interesting body of work. A book on the work of the firm, Full Spectrum, was published by the University of Calgary Press in 2010. The work has won national and international recognition throughout its history, with the 2011 World Architecture Festival Award for the Glacier Discovery Walk entering Sturgess Architecture into the league of the world's most innovative and celebrated architects.

Urban Instinct, is a joint venture between Jeremy Sturgess and Madeleine King, focused on developing sites within Calgary that contribute to walkable urban neighbourhoods and "complete communities" -- site plans are based on the principles of environmental sustainability to achieve their highest and best use. Specific investment opportunities available for discussion.

Sturgess建筑师事务所是一家屡获殊荣的卡尔加里设计公司，经营建筑和城市设计达35年。作为一个20人的合作团队，该公司的员工都知道每一个项目的各个阶段和细节。Sturgess建筑师事务所于2003年，赢得了施工文件奖，加拿大皇家建筑学会奖。这些荣誉，说明该公司的承诺，每个项目，不仅重视设计，还要实现它的技术过程。经过35多年的实践，该公司已经创造足够多样和有趣的工作。卡尔加里大学在2010年出版的书《全谱》，对公司的工作作出说明。

长久以来，建筑事务所的工作已赢得了国家和国际的认同，赢得了2011世界建筑师大奖。Sturgess建筑师事务所已被列为世界最具创新性建筑公司之一。

Urban Instinct是Jeremy Sturgess和Madeleine King成立的合资企业，在卡尔加里专门发展容易通达，及完善城市社区的地产项目。基于可持续发展，并实现最高和最佳使用等标准。该公司备有具体的投资方案供讨论。

[www.sturgessarchitecture.com](http://www.sturgessarchitecture.com)

**Jeremy Sturgess** | Principal

**Jeremy Sturgess** | 首長





## Sunshine Oilsands Ltd. 阳光油砂有限公司

Sunshine is a Hong Kong Stock Exchange listed company with an extensive asset base in the Canadian oil sands. With 1.2 million acres of land, 45 billion barrels of oil in place, 1 approved project, 2 additional projects in for approval and initial targeted production from the first 3 projects of 200,000 bpd, Sunshine is well positioned for rapid growth and value creation in the years ahead. Significant existing shareholders include Orient Group, China Investment Corporation, Sinopec, Bank of China, and China Life Insurance. Current focus is on construction and development of the first project at West Ells, with an updated reserve/resource report due mid-year and progression of joint venture discussions underway.

阳光油砂是香港联交所上市公司，在加拿大拥有庞大的油砂资产基础。资产包括有120万英亩土地、45亿桶石油储量、1项核准的项目、2项新增待批的项目。最初启动的3个产量为每天20万桶。阳光油砂是定位于未来几年快速增长和价值创造。现有股东包括东方集团、中国投资有限责任公司、中石化、中国银行，及中国人寿保险。目前的重点是在West Ells建设和开发，更新中期储量和资源报告，及已开展合资商讨。

[www.sunshineoilsands.com](http://www.sunshineoilsands.com)

**John Zahary** | President & CEO

**John Zahary** | 总裁兼首席执行官





## The WestView Group of Companies

### The WestView 集团公司



The WestView Group of Companies was established as an integrated group of companies that combine efforts to one common purpose; profitability without debt in the Canadian home building industry. It includes WestView Builders, Red Door Homes and WestView Capital. WestView Builders was founded by Johannes van Leenen as a premier home builder in Western Canada, offering clients innovative designs and executive quality finishes in their home. Red Door Homes offers the same quality and innovation as WestView Builders, but with more competitive, entry level pricing. WestView Capital was created as a multifunctional real estate finance and investment company. It provides investors with opportunities to participate in premier land development projects in Western Canada. Now building in 8 communities in Alberta, WestView continually strives to be the leading home builder in Western Canada, and to attain the best land development opportunities wherever they may be.

WestView集团是一个综合性企业，成立宗旨为建立一家有盈利，没负债的加拿大建筑商。集团旗下业务包括建筑商及融资公司。WestView 建筑由Johannes van Leenen 先生创办，是加拿大西面第一家建筑商，能为客户提供创新的设计和 Execution 质量完成。Red Door Homes 提供同样的建屋质量及创新，但更具竞争力，为入门价格。WestView资本是一个多功能的房地产金融和投资公司。它让投资者有机会在加拿大西面参与土地开发。集团现正在艾伯塔省八个社区建设。

[www.westviewgroupofcompanies.com](http://www.westviewgroupofcompanies.com)

**Johannes van Leenen** | President

**Johannes van Leenen** | 董事长

**Trevor Gent** | Partner

**Trevor Gent** | 合伙人





DELEGATE DIRECTORY / 代表团名录

OPPORTUNITY

REAL ESTATE

香港 ALBERTA 加拿大

機會

COLLABORATION

GLOBAL ENERGY

卡爾加里  
HONG KONG

★ 全球能源

CANADA

北京



中国

CHINA

INVESTMENT

投資

合作

TRADE

CALGARY

BEIJING

房地產

PARTNERSHIP 艾伯塔

# DELEGATE DIRECTORY / 代表团名录

## **3MV Energy** **3MV 能源公司**

**Peter Ng** | Vice President of Investor Relations, Asia

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## **Anterra Energy** **Anterra 能源公司**

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**Owen Pinnell, P.Eng** | Chairman

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## **ATB Financial** **ATB Financial**

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## **Birchcliff Energy Ltd.** **Birchcliff 能源有限公司**

**Jeff Tonken** | President & CEO

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## **Blake, Cassels & Graydon LLP** 布雷克律师事务所

**Robert Kwauk** | Partner

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## **Bri-Mor Developments** **Bri-Mor 发展公司**

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**Aleem Dhanani** | Managing Director

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## **Burnet, Duckworth & Palmer LLP**

**BD&P 律师事务所**

**Bill Maslechko** | Partner

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## **Calgary Aviation Land Corp.** 卡尔加里 航空土地公司

**Dominic Young** | Chief Executive Officer

**E-mail** | 电邮  
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## **CENO Energy** **CENO 能源公司**

**Ronald Kong** | Senior VP & CFO

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## **ETX Systems Inc.** **ETX 系统公司**

**Bernie LeSage** | Director, Business Development

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**Gerard Vincent Monaghan** | President & CEO

**E-mail** | 电邮  
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# NOTES / 注解

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# NOTES / 注解

卡爾加里 HONG KONG 全球能源 中國 BEIJING 房地產

OPPORTUNITY REAL ESTATE 香港 ALBERTA 加拿大 機會 COLLABORATION GLOBAL ENERGY CANADA 北京 INVESTMENT 投資 TRADE CALGARY 艾伯塔 PARTNERSHIP

