

# Seafood

Bayshore Lobster Ltd	
	 <p><b>BAYSHORE</b> LOBSTER AND SEAFOOD</p>
Website	<a href="http://www.bayshorelobster.com">www.bayshorelobster.com</a>
Address	99 Backbay, Backbay, NB E5C 2V4
Company Representatives	<p>Name: Nathan Song Title: Director Email: nathan@bayshorelobster.com</p> <p>Name: Selina Lu Title: Sales manager Email: selina@bayshorelobster.com</p>
Sector	Agriculture & Agri-food (including seafood)
Company Description	Bayshore began life in 1994 as a small lobster packing plant. Bayshore grew to be one of the Top 10 exporters of 2019 in New Brunswick, Canada. They have expanded their network, improved their processes and implemented cutting edge technology. Now, with more than 25 years experience, Bayshore sells live lobster to over 10 countries across the globe to professionals in wholesale, retail and restaurants. They have outgrown the outside pound and tank facility and now building a new state of the art large capacity tank house. Their Premium location is in the largest lobster and seafood harvesting areas in Canada. This means the highest quality lobster in Atlantic Canada.
Description of products and services	Live Lobster Frozen Lobster Sea cucumber
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> </ul>
Markets of interest	<p>Seoul, South Korea: No Tokyo, Japan: Yes Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: N/A Japan: Yes</p>

Export experience	Asia, Europe, American
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## Ito Seafoods Ltd.



Website	<a href="http://www.itoseafoods.ca">www.itoseafoods.ca</a>
Address	2 Bluewater Road, suite 125, Bedford, NS B4B 1G7
Company Representatives	<p>Name: yoshi suzuki  Title: Director  Email: <a href="mailto:yoshi@itoseafoods.ca">yoshi@itoseafoods.ca</a></p> <p>Name: dice nishizaki  Title: Sales Manager  Email: <a href="mailto:dice@itoseafoods.ca">dice@itoseafoods.ca</a></p>
Sector	Agrifood & Agri-food (including seafood)
Company Description	Ito Seafoods is a seafood broker exporting the finest seafood sourced from Atlantic Canada to Asian countries for over 35 years.
Description of products and services	Ito Seafoods offers varieties of frozen lobster items: HP raw tails and raw meat for French restaurants, whole cook for buffets, raw bodies and minced meat for processors, retail box for supermarkets.
Company Objective	<ul style="list-style-type: none"> <li>• Identify/assess competition</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>
Markets of interest	<p>Seoul, South Korea: No</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: No</p> <p>Japan: No</p>
Export experience	Japan, Korea, Taiwan, Hong Kong



## Lobster Fishers of PEI Marketing Board (Lobster PEI)



# LOBSTER

PRINCE EDWARD ISLAND 

Website	<a href="http://www.lobsterpei.ca">www.lobsterpei.ca</a>
Address	420 university ave suite 101, PE C1A 7Z5
Company Representatives	<p>Name: Charlotte Campbell</p> <p>Title: Executive and Marketing Director</p> <p>Email: <a href="mailto:charlotte@lobsterpei.ca">charlotte@lobsterpei.ca</a></p>
Sector	Agriculture & Agri-food (including seafood)
Company Description	<p>The Lobster Fishers of Prince Edward Island Marketing Board (Lobster PEI) was established in 2016 by PEI's lobster fishers to grow the profile of Prince Edward Island's premium-quality lobster.</p> <p>PEI's lobster fishery dates back over 150 years, and many of our 1260 industry-leading fishers learned the trade from their parents and grandparents. High-quality, safe, and sustainably harvested PEI lobster is enjoyed by consumers in 28 countries around the globe.</p> <p>Learn more at <a href="http://www.lobsterpei.ca">www.lobsterpei.ca</a> or by visiting Lobster PEI on Facebook, Instagram, and LinkedIn</p>
Description of products and services	Premium quality MSC lobster products from Prince Edward Island, Canada. Live, processed and value added
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Identify/assess competition</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> <li>• Source new supply chains</li> </ul>



Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: Yes Japan: Yes
Export experience	N/A

<b>Louisbourg Seafoods Ltd.</b>	
	<b>MIRABAY</b> The Taste of Tradition
Website	<a href="http://www.louisbourgseafoods.ca">www.louisbourgseafoods.ca</a>
Address	3 Commercial Street, Louisbourg, NS B1C 1B5
Company Representatives	<p>Name: Derrick Kennedy Title: Sales Director Email: <a href="mailto:derrick.k@louisbourgseafoods.ca">derrick.k@louisbourgseafoods.ca</a></p> <p>Name: Shawn Xu Title: Sales Manager Email: <a href="mailto:shawn.x@louisbourgseafoods.ca">shawn.x@louisbourgseafoods.ca</a></p> <p>Jan Voutier and Noah Lahey</p>
Sector	Agrifood & Agri-food (including seafood)
Company Description	We have 5 processing facilities in Nova Scotia. We are very interested in sustainable practices in everything we do. We are one of the last family owned seafood companies left in Nova Scotia. We employ over 600 people during peak season
Description of products and services	We process Red Fish into many forms, we do whole round to fillets. Fresh or frozen, I.Q.F or shatterpack. We also process Snow Crab clusters. We pack whole raw frozen lobster, as well as cooked whelk among other species.

Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> <li>• Source new supply chains</li> </ul>
Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: No Japan: No
Export experience	USA, China, Japan, Singapore, Philippines, Spain, France, Italy

<b>McGraw Seafood</b>	
	
Website	<a href="http://www.mcgrawseafood.com">www.mcgrawseafood.com</a>
Address	3313 rue Principale, Tracadie, NB E1X 1G5
Company Representatives	<p>Name: Robbie Graham Title: Marketing &amp; Sales Manager Email: <a href="mailto:robbie@mcgrawseafood.com">robbie@mcgrawseafood.com</a></p> <p>Name: Jake Augustine Title: General Manager Email: <a href="mailto:jake@mcgrawseafood.com">jake@mcgrawseafood.com</a></p>
Sector	Agriculture & Agri-food (including seafood)
Company Description	McGraw Seafood is a BRC-certified, First Nations-owned seafood processor based in Atlantic Canada. They specialize in snow crab, lobster, redfish, salmon, and steelhead trout fillets. Founded in 1973 and acquired by Elsipogtog First Nation in 2008, McGraw is vertically integrated with its own snow crab quota. The plant employs over 200 people, primarily local Acadians

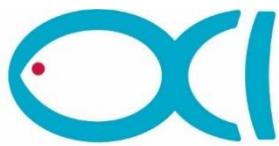
	and sources directly from 150 Indigenous harvesters. Profits support community development in Elsipogtog.
Description of products and services	<ul style="list-style-type: none"> <li>- Snow crab (bulk brine and nitrogen frozen)</li> <li>- Lobster (whole cooked frozen &amp; lobster meat)</li> <li>- Redfish (whole frozen, fillets)</li> <li>- Steelhead (fillets)</li> </ul>
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Identify/assess competition</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>
Markets of interest	<p>Seoul, South Korea: Yes</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: Yes</p> <p>Japan: Yes</p>
Export experience	USA, Japan, China, South Korea

<b>North Lake Fisheries Inc.</b>	
	
Website	<a href="http://www.northlakefisheries.com">www.northlakefisheries.com</a>
Address	150 Central Street, Montague, PE C0A 1R0



Sector	Agriculture & Agri-food (including seafood)
Company Description	North Lake Fisheries is a leader in providing premium seafood to local & world markets. Our hard-shell Canadian Atlantic Lobster ( <i>Homarus Americanus</i> ), is wild caught off the rugged Atlantic coast lines in clear cold pristine waters. Our company operates two seafood processing facilities and one cold storage facility.
Description of products and services	Frozen Whole cooked Lobster, Frozen Whole Raw Lobster, Frozen Raw Lobster Tails, Frozen Cooked Lobster meat, Frozen Cooked Snow Crab Cluster. Breaded Fish and Shrimp.
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Identify/assess competition</li> <li>• Identify an innovation/technology to improve my product/production process</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate on-site sales</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> <li>• Source new supply chains</li> </ul>
Markets of interest	Seoul, South Korea: no Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: No Japan: Yes
Export experience	United States, Spain, Japan, South Korea, China

## Ocean Choice International



**OCEAN CHOICE**  
INTERNATIONAL

Website	<a href="http://www.oceanchoice.com">www.oceanchoice.com</a>
Address	1315 Topsail Rd., St. John's, NL A1E 1E4
Company Representatives	Name: Shigeho Ueda Title: President, Ocean Choice Japan Email: shigehou@gmail.com
Sector	Agriculture & Agri-food (including seafood)
Company Description	Ocean Choice is a family owned, vertically integrated seafood harvesting, processing and marketing company. With five land-based factories and three frozen at sea vessels, OCI offers a diverse range of products including a variety of groundfish, shellfish and pelagic species. Ocean Choice is committed to sustainability, with most of their products either MSC certified or in a fisheries improvement project and working toward certification.
Description of products and services	Shellfish (Including snow crab, Canadian coldwater shrimp, sea scallops, whelk and lobster) Groundfish (Including Atlantic Cod, Greenland halibut, yellowtail flounder, silver hake, greysole and redfish) Pelagics and other items (including capelin, mackerel, herring and sea cucumber)
Company Objective	<ul style="list-style-type: none"> <li>Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>Generate on-site sales</li> <li>Generate potential long-term sales (over the next 12 months)</li> <li>Generate leads/contacts</li> </ul>
Markets of interest	Seoul, South Korea: No Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: No Japan: No
Export experience	The United States, Asia (China, Korea, Japan, Taiwan, Vietnam, Singapore); Europe (United Kingdom, France, Spain, Portugal, Belgium, The Netherlands, Poland, Bulgaria, Switzerland, Iceland, Denmark, Sweden, Italy); Morocco and Egypt



## True North Seafood



Website	<a href="https://truenorthseafood.com">https://truenorthseafood.com</a>
Product Catalogue:	<a href="https://landing.truenorthseafood.com/wp-content/uploads/2025/02/Cooke-Canada-Catalogue-2024.pdf">https://landing.truenorthseafood.com/wp-content/uploads/2025/02/Cooke-Canada-Catalogue-2024.pdf</a>
Address	874 Main St, Blacks Harbour, NB E5H 1G6
Company Representatives	<p>Name: Charlene Hancock  Title: International Marketing and Business Development Manager  Email: charlene.hancock@cookeaqua.com</p> <p>Name: Brett Cooke  Title: Director of Global Supply  Email: brett@cookeaqua.com</p> <p>Rong Chen, International Sales Specialist</p>
Sector	Agriculture & Agri-food (including seafood)
Company Description	<p>Since 1985, we've been raising Atlantic salmon on the cold, clear waters of the Bay of Fundy. We started with three nets and 5,000 fish. Now, we're still a family business, still working alongside our neighbours, and still just as focused on bringing you the freshest salmon possible.</p> <p>The ocean is part of who we are. It shapes our days and keeps us honest. We believe healthy salmon means healthy communities, so we take care of our waters and our people, too. That means steady work for local families and real support for our towns, whether it's pitching in for a shoreline cleanup or helping out at local schools.</p> <p>Our commitment hasn't changed, even as we've grown. We work hard to raise salmon that's delicate, flavorful, and always fresh. You can taste the quality in every bite.</p>



<p>Description of products and services</p>	<p>Fresh from the East Coast. Rooted in family.</p> <p>True North Seafood stands tall as part of Cooke Inc., the world's biggest family-owned seafood company. For over forty years, we've raised Atlantic salmon along Canada's East Coast, using responsible aquaculture that keeps our waters clean and our neighbours strong.</p> <p>We believe in a hands-on approach. Our team manages every step, from selecting the best fish to using trusted technology that keeps our salmon healthy. Every detail matters. Each salmon grows up in waters watched over by people who care, from the very first egg to the final delivery.</p> <p>We track every batch, so you always know where your seafood comes from. It's a fully traceable process—egg, harvest, delivery—all under our watchful eye. This way, we keep our standards high and your seafood safe.</p> <p>Proudly, our Canadian Salmon meets Best Aquaculture Practices (BAP) certification. That's our promise that every fish is raised with care for the environment and the community. Salmon comes fresh from our waters all year long, so you never have to wait for the best.</p> <p>What's on the table?</p> <ul style="list-style-type: none"> <li>• Atlantic salmon burgers</li> <li>• Fresh, never-frozen DHON salmon</li> <li>• Cold and hot smoked salmon, prepared by hand with flavours you'll crave</li> <li>• A variety of <u>farmed and wild species</u>, gathered from waters around the globe</li> </ul> <p>From our family to yours, every bite carries a story of tradition, care, and the simple joy of a good meal. If you're hungry for seafood that's honest and fresh, welcome to the table.</p>
<p>Company Objective</p>	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Identify/assess competition</li> <li>• Generate on-site sales</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>
<p>Markets of interest</p>	<p>Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes</p>
<p>Potential new export markets</p>	<p>South Korea: Yes Japan: No</p>

	Note: They have a very modest presence in these markets, and they're looking to increase market share. The goal for this mission is to gain a deeper understanding of the market and secure new relationships.
Export experience	China, Japan, South Korea, United Kingdom, Indonesia, Hong Kong

## **Victoria Co-operative Fisheries Limited**



Website	<a href="http://www.victoriafish.com">www.victoriafish.com</a>
Address	247 New Haven Rd, Neils Harbour, Victoria County
Company Representatives	Name: Thom Thai Title: Export Manager Email: thomthai@victoriafish.com
Sector	Agrifood & Agri-food (including seafood)
Company Description	VCF, established in 1995, is a seafood processor in northern Cape Breton, NS. A Fisherman owns this company. We process and produce a premium selection of seafood products, including live lobster and various value-added lobster and snow crab products. We purchased live and fresh seafood from over 140 commercial fishing vessels. We ship these products to our clients around the world. VCF is only 1 of 2 companies on Cape Breton Island to process lobster. We are also one of the largest employers in Victoria County, who, at peak season, employ more than 135 people. We currently ship our products within North America, Europe, and Asia. We have certifications we need, such as BRC, MSC, and CIFA certification.
Description of products and services	At VCF, we produce and export various premium seafood such as live lobster, frozen whole cooked lobster, frozen whole raw lobster, lobster tails, cooked claw and knuckle lobster meat, lobster bodies, cap on leg, lobster meat, and cooked bullet lobster. Snow crab cooked section 5-8oz; 10-10oz, 10oz + Fresh and Frozen Halibut



	Frozen Scallop Frozen Jonah Crab
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Identify/assess competition</li> <li>• Introduce a new product or service</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate on-site sales</li> <li>• Generate potential long-term sales (over the next 12 months)</li> </ul>
Markets of interest	Seoul, South Korea: No Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: Yes Japan: Yes
Export experience	U.S, Spain, Italy, China, Taiwan, Hong Kong, Japan, Thailand, S. Korea, Vietnam

## Food and Beverage

ANNE of Green Gables Chocolates	
	
Website	<a href="http://www.annechocolates.com">www.annechocolates.com</a>
Address	15 Milky Way, Unit 10, PE C1E 3S1
Company Representatives	<p>Name: Peter McLaughlin  Title: President/Owner  Email: peter@annechocolates.com</p> <p>Name: Kym Taal  Title: Sr. Manager of Sales and Marketing  Email: kym@annechocolates.com</p>
Sector	Agriculture & Agri-food (including seafood)
Company Description	<p>Their story began in 1999 as a traditional chocolate shoppe producing premium handmade chocolates inspired by the book, Anne of Green Gables. Today, they have lovingly expanded our product line in keeping with ANNE's playful and precocious personality. Their new production facility is located at 15 Milky Way, Charlottetown, Prince Edward Island. They currently employ approximately 65 hard working staff members in peak season.</p> <p>Products include: Raspberry Cordial Craft Soda, COW Chips (Choc covered potato chip) Boxed Chocolates etc.</p>
Description of products and services	Retail, Wholesale, Gifting, Beverage, Premium Indulgence. Products include: Raspberry Cordial Craft Soda, COW Chips (Choc covered potato chip) Boxed Chocolates etc.
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> <li>• Source new supply chains</li> <li>• Identify investment opportunities</li> </ul>
Markets of interest	<p>Seoul, South Korea: Yes</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: Yes</p> <p>Japan: Yes</p>

Export experience	Online orders ship to USA but otherwise no exporting.
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<b>Atlantic Beef Products Inc.</b>	
	 <b>ATLANTIC</b> <b>Beef</b> PRODUCTS INC.
Website	<a href="http://www.abpi.ca">www.abpi.ca</a>
Address	95 Train Station Rd, Albany, PE Canada C0B 1A0
Company Representatives	<p>Name: Russ Mallard Title: President Email: Rmallard@abpi.ca</p> <p>Name: Bruce Andrews Title: Vice President Email: Bandrews@abpi.ca</p>
Sector	Agrifood & Agri-food (including seafood)
Company Description	Atlantic Beef Products Inc., (ABPI) is located in Albany, Prince Edward Island and produces beef, ground beef and variety meats (offal). ABPI has brands such as Prince Edward Island Certified Beef™, Blue Dot™ and True Beef™ They are Canadian Federal Establishment Number 443.
Description of products and services	Atlantic Beef Products Inc. is the only federally inspected beef processing plant in Atlantic Canada. ABPI provides a vital service to the regions beef and dairy producers. ABPI produces high quality beef cuts and grinds for retailers, food service distributors and industrial processors in Canada, Japan and the US. ABPI is also very close to final approval for South Korean market access.
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for company's products/services</li> <li>• Identify/assess competition</li> <li>• Reinforce existing customer relationships and explore potential partnership agreements for additional sales agent, distributor, etc.</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>

Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: Yes Japan: No
Export experience	Japan, USA. The application for approval to South Korea is pending and ABPI has had meetings with potential customers in that market. ABPI can only ship frozen sea containers out of the Port of Halifax, Canada. Fresh shipments by air freight also an option.

### COWS Inc. (dba COWS Creamery)



Website	<a href="http://www.cowscreamery.ca">www.cowscreamery.ca</a>
Address	12 Milky Way, Charlottetown, PE C1E 2E2
Company Representatives	Name: Andrea White Title: Wholesale Manager Email: <a href="mailto:andrea@cows.ca">andrea@cows.ca</a>
Sector	Agriculture & Agri-food (including seafood)
Company Description	With over 40 years in the dairy industry, COWS Creamery is an Award-Winning cheese and butter producer on Prince Edward Island, Canada. Quality and taste are very important, and they proudly use 100% Canadian milk in all dairy products.
Description of products and services	COWS Creamery produce six cheddars – Avonlea Clothbound, 1 Year Old, Extra Old, 2-Year-Old, 3-Year-Old, and Appletree Smoked, a triple cream blue cheese branded Blue Moo, and three 84% butter fat butters – Sea Salt, Unsalted, & Cultured. Our cheddars and butters are made with 100% PEI milk and our Blue Moo is produced with Ontario milk. All products are Award-winning including our Avonlea Clothbound being named 'World's Best Vintage Cheddar' at the World Cheese Awards!



Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Identify/assess competition</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate leads/contacts</li> </ul>
Markets of interest	<p>Seoul, South Korea: No</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: No</p> <p>Japan: Yes</p>
Export experience	Selling small amounts of product into the USA but have not received orders since the Tariffs were implemented earlier this year.

### Nabuurs Gardens Ltd.



Website	<a href="http://nabuursgardens.com">nabuursgardens.com</a>
Address	4986 A.A. MacDonald Highway, Montague, PE C0A 1R0
Company Representatives	<p>Name: Terry Nabuurs</p> <p>Title: President &amp; Co-Owner</p> <p>Email: <a href="mailto:terry@nabuursgardens.com">terry@nabuursgardens.com</a></p>
Sector	Agriculture & Agri-food



Company Description	Nabuurs Gardens Ltd is a long-standing family-run Canadian agricultural producer that grows, processes and wholesales frozen fruit. The company specializes in IQF wild blueberries, and also produces IQF raspberries and strawberries.
Description of products and services	Nabuurs Gardens product lines include branded retail IQF stand-up pouches, wholesale 13.6 kg cases, bulk 550 kg totes of fruit, and 19L pails of pasteurized fruit puree. These products are available in wild blueberry, raspberry, and strawberry, and are ideal for food manufacturing companies to use as a raw ingredient in baking, juices and preserves, as well as for retail sales.
Company Objective	<ul style="list-style-type: none"> <li>● Learn about/access new markets</li> <li>● Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>● <input type="checkbox"/> Generate on-site sales</li> <li>● <input type="checkbox"/> Generate potential long-term sales (over the next 12 months)</li> <li>● <input type="checkbox"/> Generate leads/contacts</li> </ul>
Markets of interest	<p>Seoul, South Korea: Yes</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: Yes</p> <p>Japan: Yes</p>
Export experience	Selling frozen fruit indirectly into the United States, and in current discussions with importers and brokers in a number of countries in Asia to open up additional markets.

## OCEAN TECH/CLEAN TECH/ENERGY

### Aspin Kemp and Associates Inc.



Energy Systems

Website	<a href="https://www.aka-group.com/">https://www.aka-group.com/</a>
Address	23 Brook Street, PE C0A 1R0
Company Representatives	<p>Name: Martin Simic</p> <p>Title: Director – Strategy</p> <p>Email: <a href="mailto:martinsimic@aka-group.com">martinsimic@aka-group.com</a></p>
Sector	<p>Clean Technology</p> <p>Energy</p> <p>Ocean Tech</p>
Company Description	AKA Energy Systems is an energy systems integrator and a technology company delivering innovative solutions for marine and land-based power systems to improve system reliability, reduce emissions, and reduce operating cost. AKA has extensive electrical, mechanical, and automation engineering capabilities, a manufacturing and machining facility and a global field service team. Our testing infrastructure is available to support rapid prototyping and validation testing of clean tech technologies through our EcoFusion Testing Labs brand.
Description of products and services	AKA is designing, building and commissioning electrical power plants for marine and land based systems. Our hybrid propulsion systems and energy storage and energy management and controls systems are in use in over 130 vessels worldwide ranging from tug boats to passenger vessels and oil and gas deepwater drilling vessels. We are designing and deploying land based microgrids and hydrogen and e-fuel production systems scaled to support remote communities, industrial base and maritime ports.
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Identify/assess competition</li> <li>• Introduce a new product or service</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate on-site sales</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>



Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: No Japan: Yes
Export experience	Asia, Europe, US, Middle East, South America, Caribbean

<b>Kraken Robotics</b>	
	<b>KRAKEN</b> <b>ROBOTICS</b>
Website	<a href="http://www.krakenrobotics.com">www.krakenrobotics.com</a>
Address	189 Glencoe Dr. Mount Pearl, St John's, NL A1N 4P6
Company Representatives	Name: Roland Leyte Title: Business Development Manager Email: <a href="mailto:roland.leyte@krakenrobotics.com">roland.leyte@krakenrobotics.com</a>
Sector	Ocean Tech
Company Description	At Kraken Robotics, our mission is to transform subsea intelligence, empowering our clients to overcome the ocean's greatest challenges – safely, efficiently, and sustainably.
Description of products and services	<p>Kraken Robotics develop world-class underwater sensing, power solutions, and robotic systems that enable safer, more efficient, and data-driven decision-making for industries operating in complex marine environments. Synthetic Aperture Sonar (MINSAS, MPSAS); KATFISH towed Sonar; Pressure tolerance UW batteries; seabed survey for energy requirements.</p> <p>Kraken Synthetic Aperture Sonar (SAS) is a technology evolution, integrating the capability to perform imaging and bathymetric mapping simultaneously, while delivering significantly higher resolution, range, and one of the industry's best Area Coverage Rates (ACR). Kraken's KATFISH actively stabilized synthetic aperture sonar (SAS) tow-fish system delivers ultra-high-resolution data of up to 2 cm x 2 cm. The KATFISH tow-body leverages</p>

	articulated tailfins and an intelligent autopilot to compensate for motion, enabling high-quality data collection and large area coverage rates.
Company Objective	<ul style="list-style-type: none"> <li>• Determine if there is export potential for my company's products/services</li> <li>• Generate leads/contacts</li> <li>• Identify/assess competition</li> <li>• Introduce a new product or service</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>
Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: No
Potential new export markets	South Korea: No Japan: Yes
Export experience	US, UK, EU, IAP, and AUS

<b>SubC Imaging</b>	
 <b>SubC Imaging</b>	
Website	<a href="http://www.subcimaging.com">www.subcimaging.com</a>
Address	327 Memorial Drive, Clarenville, NL A5A 1R7
Company Representatives	Name: Charlene Hounsell Title: Manager of Sales Email: <a href="mailto:charlene.hounsell@subcimaging.com">charlene.hounsell@subcimaging.com</a>
Sector	Ocean Tech



Company Description	<p><b>SubC Imaging</b> is a Canadian company that specializes in advanced <b>underwater imaging and video technology</b>. They design and manufacture high-resolution <b>camera systems, lights, lasers, and software</b> used for subsea exploration, inspection, and research. Their solutions are widely used in industries like <b>offshore energy, marine science, defense, and subsea robotics</b>, enabling users to capture and analyze high-quality visual data in deep and challenging underwater environments.</p>
Description of products and services	<p>SubC Imaging is dedicated to the continuous development of the most technologically advanced and intelligent subsea imaging equipment and software. Serving a broad range of industries—including marine research, offshore oil and gas, aquaculture, and fisheries—SubC provides cutting-edge solutions tailored for demanding underwater environments.</p> <p>With a global client base spanning over 30 countries, SubC's suite of underwater technologies—including complete camera systems, high-performance cameras, LEDs, and laser modules—has a proven track record of reliability and innovation. Many of these systems, including those deployed in observatories, have been operating continuously since installation, consistently delivering dependable performance in some of the world's most challenging conditions.</p>
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Identify/assess competition</li> <li>• Identify an innovation/technology to improve my product/production process</li> </ul>
	<ul style="list-style-type: none"> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate potential long-term sales (over the next 12 months) • Generate leads/contacts</li> </ul>
Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: Yes Japan: No
Export experience	30 countries globally

## BIO/LIFE SCIENCES

### AffinityImmuno Inc.



**Affinity  
Immuno**

Website	<a href="http://www.affinityimmuno.com">www.affinityimmuno.com</a>
Address	747 Brackley Point Road, Brackley, PE, C1E 1C4
Company Representatives	Name: Amir Zuccolo Title: Director of Quality Email: azuccolo@affinityimmuno.com
Sector	Life/Bio Sciences
Company Description	AffinityImmuno Inc. is a biotechnology company focusing on providing custom products and service to the research community with emphasis on biological drugs. With over 20 years experience working in the biotech and pharmaceutical sector, they offer high quality products and services to quickly meet new opportunities. Their primary business is with clients involved in academic, clinical, and contract R&D in the biological drug space. Their clients are involved in generic drug characterization and clinical trials to bring existing drugs to new markets as well as research and development.
Description of products and services	AffinityImmuno Inc. has several off the shelf ELISA (Enzyme Linked Immunosorbent Assay) kits to measure the pharmacokinetic profile and anti-drug antibody response to several monoclonal antibody drugs. They are also able to make custom polyclonal antibodies in rabbits and chickens. They can develop custom methods de novo or modify existing methods to suit their client's needs. They have solid understanding of ICH guidelines and compliance with regulatory bodies and have an extensive experience in method development and validation for biological molecules.)
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> </ul>

	<ul style="list-style-type: none"> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>
Markets of interest	<p>Seoul, South Korea: Yes</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: Yes</p> <p>Japan: Yes</p>
Export experience	European Union (primarily France and Germany), United States, United Kingdom, India, China, Japan, and South Korea.

## HealthEMe Inc.



Website	<a href="https://healtheme.ca/">https://healtheme.ca/</a>
Address	1791 Barrington Street, Suite 402, NS B3J 3K9
Company Representatives	<p>Name: Ashwin Kutty  Title: President  Email: hello@healtheme.ca</p> <p>Name: Faten Alshazly  Title: CEO  Email: hello@healtheme.ca</p>
Sector	Life/Bio Sciences (MedTech)
Company Description	<p>HealthEMe, is a chronic disease self-help healthcare Innovation that began in Mental Health, and is now working in Breast Cancer and GI, with more on the horizon. With former healthcare administrators leading the helm, coupled with expert medical doctors serving as advisors, we redefine care precisely when patients need it most, before, during the critical stages of deterioration while awaiting triage, and transitions between care.</p> <p>HealthEMe is designed to be adaptable across various sectors, including healthcare, education, pharma, and insurance. With a commitment to enhancing patient outcomes, our approach combines administrative</p>



	<p>expertise with medical insights, ensuring a seamless experience. By prioritizing efficiency and personalization, we aim to transform the healthcare landscape, offering a comprehensive solution that addresses the evolving needs of patients, providers, and the broader healthcare ecosystem.</p> <p>HealthEMe has gained significant traction, both domestically and internationally. In addition to being named one of Canada's top 10 Most Innovative Businesses, HealthEMe has gained significant traction in Canada, with commercialization in Nova Scotia and Ontario and is now engaged with First Nations and Indigenous populations. Globally, we have conducted trials in Mexico and established strategic partnerships in the U.S. and Australia. Furthermore, and more relevant to this trade mission, discussions with Samsung and LG (along with Seoul National University Hospital) in South Korea have occurred with the potential to secure potential collaborations using our solution with wearables and home care devices, reflecting the growing demand for HealthEMe.</p>
Description of products and services	HealthEMe is an innovative self-help chronic illness application designed and developed to be an end-to-end product supporting an individual for their Mental Health and chronic illness needs, prior to, during and post their clinical intervention with a care provider. It is the first evidence-based tool that is independently trialed in numerous countries for efficacy and use across the Healthcare, Academia, Pharmaceutical and Insurance industries.
Company Objective	<ul style="list-style-type: none"> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate on-site sales</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>
Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: Yes Japan: Yes
Export experience	United States and on the horizon Costa Rica, India, United Arab Emirates, Qatar and Panama.

## Myomar Molecular Inc.



Website	<a href="https://myomarmolecular.ca/">https://myomarmolecular.ca/</a>
Address	1344 Summer Street, Suite 209, Halifax, NS B3H0A8
Company Representatives	<p>Name: Ryan Marshall  Title: COO  Email: rmarshall@myomarmolecular.com</p> <p>Name: Rafaela Andrade  Title: CEO  Email: rpandrade@myomarmolecular.com</p>
Sector	Life/Bio Sciences
Company Description	Myomar Molecular is a start-up that is creating solutions to monitor, prevent, and assess muscle degeneration. Our mandate is to provide a personalized approach to monitor muscle health for improving quality of life and disease state. Research carried out by Myomar's team identified unique and specific molecular alterations in urine associated with muscle degeneration, which resulted in the identification of a specific panel of muscle health biomarkers. Until now, specific biomarker signatures linked to muscle degeneration had not been elucidated. Myomar technology is the first to monitor muscle health by measuring this unique panel of biomarkers in urine.
Description of products and services	Myomar's technology is a urine test for monitoring and prediction of muscle health, particularly in forecasting muscle degeneration. By adopting a highly individualized approach to enhance muscle well-being and giving strategic recommendation based on molecular biomarkers, this innovative test is poised to revolutionize the entire field, setting a new standard for precision and objective muscle health assessments to improve quality of life and longevity.
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Introduce a new product or service</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate on-site sales</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>

	<ul style="list-style-type: none"> <li>Identify investment opportunities</li> </ul>
Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: Yes Japan: Yes
Export experience	U.S.

<b>Somru BioScience Inc.</b>	
	
Website	<a href="https://somru.ca">https://somru.ca</a>
Address	19 Innovation Way, BioCommons Research Park, PE C1E 0B7
Company Representatives	Name: Mohammed Moin Title: Chief Executive Officer Email: moin@somrubioscience.com
Sector	Life/Bio Sciences
Company Description	<p>Somru BioScience Inc. is a Canadian biotechnology company specializing in cutting-edge solutions that accelerate biologics, biosimilar, and vaccine development. Headquartered in Prince Edward Island, Canada, Somru supports global pharmaceutical and biotech companies with high-quality assay development, biomarker analysis, and bioanalytical testing services. With a strong focus on innovation, quality, and client collaboration, Somru has built a reputation for delivering reliable and customized solutions in a timely manner. Our proprietary technologies and regulatory-compliant practices help our clients navigate complex drug development pathways—from discovery to clinical trials.</p> <p>Somru is actively seeking strategic collaborations and distribution</p>



	partnerships in South Korea and Japan to expand our product and service footprint and bring our expertise to new markets in Asia.
Description of products and services	Somru BioScience Inc. is a trusted partner in large molecule drug development, offering innovative bioanalytical products and services that accelerate drug and vaccine development for our global partners. We specialize in providing regulatory-compliant CRO services, including Pharmacokinetics (PK), Pharmacodynamics (PD), immunogenicity (ADA), and Neutralizing Antibody (NAb) assay development, validation, and sample analysis for both pre-clinical and clinical studies. Leveraging our cutting-edge proprietary technologies, we deliver "fingerprint-like" characterization for biosimilar drugs and highly sensitive bioanalysis, capable of detecting biomarkers at femtomolar levels—driving precision and innovation in drug discovery and development.
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Identify/assess competition</li> <li>• Introduce a new product or service</li> <li>• Identify an innovation/technology to improve my product/production process</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate leads/contacts</li> <li>• Identify investment opportunities</li> </ul>
Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: Yes Japan: Yes
Export experience	USA, India, China, Korea, Germany, Australia, UK, Switzerland, Spain, Italy, Netherlands, Belgium, Japan

## MANUFACTURING (WOOD PRODUCTS)

### JMN Enterprises, Inc



### WOOD FOR CHEF

Website	Company: <a href="http://www.jmncanada.com">www.jmncanada.com</a> Brand: <a href="http://www.woodforchef.com">www.woodforchef.com</a>
Address	2515 rte 205, NB E7A 1R1, Canada
Company Representatives	Name: Daniel Beauregard-Long Title: VP Sales Email: danielbl@jmncanada.com
Sector	Manufacturing: Kitchenware
Company Description	<p>JMN is a manufacturer of premium quality and sustainably sourced wooden kitchenware &amp; barbecue accessories. JMN is a second family-owned Canadian company founded in 1998.</p> <p>JMN works a number of wood species including maple, cherry, and walnut. Products are made by our team of expert craftspeople. Our products are made in Canada.</p>
Description of products and services	Their products on the kitchenware side include cutting boards, butcher blocks, serving trays, sushi boards, charcuterie boards, knife blocks, mineral oil, etc.) and on the barbecue side (grilling planks, bbq scraper, smoking wood). We sell our branded products to national retailers / distributors, and private label products to brands (ie. knife brand).
Company Objective	<ul style="list-style-type: none"> <li>• Determine if there is export potential for my company's products/services</li> <li>• Identify/assess competition</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate potential long-term sales (over the next 12-24 months)</li> <li>• Generate leads/contacts</li> <li>• Target clients</li> </ul>

	<ul style="list-style-type: none"> <li>○ Distributors for our WoodForChef line of products that will develop the market</li> <li>○ Brand owners (ie knife manufacturer) for our private label cutting boards</li> <li>● Meeting &amp; start relationship. Ideally follow up meeting in upcoming convention (ie Inspired Home Show OR Ambiente)</li> <li>● Visit <ul style="list-style-type: none"> <li>○ Costco store (current client)</li> <li>○ Dean &amp; Deluca store (current client)</li> </ul> </li> </ul>
Markets of interest	<p>Seoul, South Korea: Yes</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: Yes</p> <p>Japan: Yes</p>
Export experience	USA, Germany, UK, Japan (small)

<b>Larch Wood Enterprises Inc.</b>	
	
Website	<a href="http://www.larchwoodcanada.com">www.larchwoodcanada.com</a>
Address	117 Bridge Rd, NS B0E 2A0
Company Representatives	<p>Name: Liam O'Rourke  Title: General Manager  Email: <a href="mailto:liam@larchwoodcanada.com">liam@larchwoodcanada.com</a></p> <p>Name: Ben Webster  Title: Owner  Email: <a href="mailto:info@larchwoodcanada.com">info@larchwoodcanada.com</a></p>
Sector	Agriculture & Agri-food (including seafood)
Company Description	Larch Wood Canada is a premier manufacturer of end-grain cutting boards and high-quality wood products, handcrafted from sustainable Eastern Canadian larch. Based in Cape Breton, Nova Scotia, our company is renowned for its commitment to superior craftsmanship, sustainable practices, and timeless design. They currently export to several international markets, with a strong and growing presence in South Korea and Japan, where



	our products are highly valued for their quality and aesthetic appeal. They are currently expanding our local manufacturing capacity to better meet rising demand from these markets, making this an ideal time to visit the region, strengthen relationships, and explore new opportunities for growth.
Description of products and services	Larch Wood Canada specializes in the design and production of premium end-grain cutting boards, butcher blocks, and custom wood products made from sustainably harvested Eastern Canadian larch. Their cutting board product line includes 30 unique SKUs, each crafted to showcase the natural beauty and durability of larch wood. Celebrated for their distinctive grain patterns and natural antibacterial properties, their cutting boards are ideal for both home and professional kitchen. We will be representing our line of end-grain cutting boards, which are currently sold in both South Korea and Japan. In South Korea, where we are well established, this trade mission presents an opportunity to strengthen and expand our existing sales channels. In Japan, we are in the early stages of market entry, and an in-market presence would be invaluable in supporting local partners and cultivating new business opportunities.
Company Objective	Introduce a new product or service Explore potential partnership agreements (e.g. sales agent, distributor, etc.) Generate on-site sales Generate potential long-term sales (over the next 12 months) Generate leads/contacts
Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: No Japan: No
Export experience	United States, Europe (Predominately Scandinavia and Germany), South Korea, Japan, China.

## EDUCATIONAL INSTITUTIONS

### College of the North Atlantic



College of the North Atlantic



GLOBAL

Website	<a href="http://www.cna.nl.ca">www.cna.nl.ca</a>
Address	1 Prince Philip Drive, St. John's, NL A1C 5P7
Company Representatives	<p>Name: Elizabeth Vincent  Title: AVP International  Email: elizabeth.vincent@cna.nl.ca</p> <p>Name: Elizabeth Winney  Title: President and CEO  Email: elizabeth.winney@cna.nl.ca</p>
Sector	Education
Company Description	<p>College of the North Atlantic (CNA), located in Newfoundland and Labrador, is one of the largest post-secondary educational and skills training centers in Atlantic Canada, offering over one hundred (100) full-time diploma, post-diploma, advanced diploma, certificate programs and applied degrees. In its capacity as a public post-secondary training and development institution, it has been creating curriculum and developing training programs that have been addressing industry priorities for many years. CNA has broad experience in the following sectors:</p> <ul style="list-style-type: none"> <li>• Natural Resources</li> <li>• Industrial Trades</li> <li>• Oil and Gas Sector</li> <li>• Applied Research</li> <li>• TVET Development</li> <li>• Engineering Technology</li> <li>• Safety Certifications</li> <li>• Technical Teaching Training</li> <li>• Distance Learning</li> <li>• Mining</li> </ul>
Description of products and services	<p>Economic development is strongly linked to the presence of an effective and responsive education system and the establishment of an educated and trained workforce. College of the North Atlantic (CNA) embodies the concept of education-industry interface through the development of partnerships, tailor-made training, technical assistance and consultancies around the world to promote labour market renewal and develop relevant professional and skills training programs. College of the North Atlantic's instructional and support staff have the expertise to ensure quality programs and services. Training expertise at College of the North Atlantic exists in a wide range of sectors.</p>



Company Objective	<ul style="list-style-type: none"> <li>Identify/assess competition</li> <li>Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>Generate leads/contacts</li> <li>Identify investment opportunities</li> </ul>
Markets of interest	<p>Seoul, South Korea: Yes</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: No</p> <p>Japan: Yes</p>
Export experience	<p>The College has contributed to major educational reform projects in many countries by partnering with colleges and universities, government ministries, non-governmental organizations, and private sector entities to enable growth in the workforce to meet the HR demand. CNA has collaborated with clients in South America, Asia, Africa, and the Caribbean. Some of our initiatives include:</p> <ul style="list-style-type: none"> <li><u>Antigua</u>: with Antigua State College, LIAT airlines, ECCAA and the Ministry, develop an Aircraft Maintenance Technician program.</li> <li><u>Guyana</u>: with Linden Technical Institute, developed a Heavy-Duty Mechanic program.</li> <li><u>Guyana</u>: with Government Technical Institute, developed an Automotive Technician program.</li> <li><u>Guyana</u>: short safety certifications and solutions to create a safety culture for the Mining Industry.</li> <li><u>Guyana</u>: Solar PV installation program to include a bridging program for the Indigenous youth.</li> <li><u>Guyana, Jamaica, Belize, St. Lucia, Dominica, and Grenada</u>: developed a country strategy with six (6) specific workplans on training for students with disabilities and inclusion in the workplace.</li> <li><u>Jamaica</u>: Food Sustainability program.</li> <li><u>Kenya</u>: Industrial trade program development</li> <li><u>South Africa</u>: TVET capacity building, partnership development and applied research</li> <li><u>China</u>: Curriculum, brokering and partnerships</li> <li><b>Qatar: Twenty (20) plus years running a full campus with CNA curriculum.</b></li> </ul>

## Faculty of Business Administration, Memorial University



Website	<a href="http://www.mun.ca">www.mun.ca</a>
Address	15 Paddy Dobbin Drive, NL A1A 4V3
Company Representatives	<p>Name: Chansoo Park            Title: Professor            Email: <a href="mailto:cpark@mun.ca">cpark@mun.ca</a></p> <p>Name: Dr. Tom Cooper (or A Research Fellow will attend)            Title: Professor            Email: <a href="mailto:tcooper@mun.ca">tcooper@mun.ca</a></p>
Sector	Education
Company Description	Memorial's Faculty of Business Administration prepares globally competitive graduates through innovative, AACSB-accredited programs and strong international partnerships. As the province's only business faculty, we blend global reach with local impact, developing resilient leaders through hands-on learning, strong ethics, and a legacy of national firsts in business education.
Description of products and services	Dr. Park brings over 11 years of academic experience at MUN in Newfoundland and 8 years of industry experience in South Korea, including roles in multinational consulting and as a marketing manager. His research focuses on global strategy in East Asia, international joint ventures, knowledge transfer, and cross-cultural business practices. He has provided executive coaching to organizations. Dr. Park can provide country-specific business insights.
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services</li> <li>• Identify/assess competition</li> </ul>



	<ul style="list-style-type: none"> <li>• Introduce a new product or service</li> <li>• Identify an innovation/technology to improve my product/production process</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> <li>• Source new supply chains</li> <li>• Identify investment opportunities</li> </ul>
Markets of interest	<p>Seoul, South Korea: Yes</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: Yes</p> <p>Japan: Yes</p>
Export experience	N/A

<b>Memorial University of Newfoundland</b>	
	
Website	<a href="https://www.mun.ca/engineering/">https://www.mun.ca/engineering/</a>
Address	Memorial University of Newfoundland, 230 Elizabeth Avenue, St. John's, NL A1C 5S7
Company Representatives	<p>Name: Rocky Taylor</p> <p>Title: Associate Dean, Research (Interim) &amp; Professor</p> <p>Email: <a href="mailto:rstaylor@mun.ca">rstaylor@mun.ca</a></p>
Sector	Education

Company Description	<p>Memorial University of Newfoundland (MUN) is a public university with multiple campuses, including locations in St. John's, Corner Brook, Goose Bay and Harlow, England. It's Newfoundland and Labrador's only university and is a major center for research and teaching, with particular expertise in harsh environments engineering, ocean technology, quantum communications, machine learning and artificial intelligence, energy and clean technology, as well as environmental and sustainability engineering. The university offers a wide range of programs, from undergraduate to postgraduate levels, and emphasizes student-centered and experiential learning.</p>
Description of products and services	<p>They provide world-class Engineering, Research and Development Support Services, including specialized capabilities in Ice and Harsh Environment Testing and Modeling, Ocean and Clean Technology Innovation, and Energy Systems Research with a focus on supporting development of new products/services from ideation through to commercialization. This includes supporting green wind-hydrogen development in the province, as well as Aerospace and Defence technology, with a focus on Arctic and marine applications. They also support SMEs, new entrepreneurs, and start-ups in developing innovative products and services for both local and international markets. These efforts are strengthened through active international collaboration and knowledge transfer, facilitating partnerships across academia, industry, and government.</p> <p>This opportunity is very valuable to Memorial, but the value of participation extends beyond the organization, as they are a very partner centric organization. The group represents globally recognized expertise in ice and harsh environment engineering, energy, clean technology, and ocean technology underpinned by world-class infrastructure and research capacity in Newfoundland and Labrador. This includes the Harsh Environment Research Facility (HERF), a globally unique world-class marine icing, ice loads on ships/structures and cold temperature materials test facility. In addition, the Launch, Memorial University's innovation hub for ocean technology commercialization and the integrated capabilities of the National Research Council (NRC) and C-CORE, contribute extensively to the provincial and region innovation and entrepreneurial ecosystem. They develop and deploy advanced sensor systems, ice load and vessel interaction models, and tools for assessing ice and Arctic operational risks—key to next-generation icebreaker design, polar logistics, and climate adaptation. Their research and innovation platform also supports critical sectors such as aerospace and defence (e.g., Arctic situational awareness, autonomous systems, ice-class ship design), clean technology (e.g., carbon capture and storage, low-impact materials), energy</p>

	(e.g., supporting green wind-hydrogen development and export pathways), and ocean technology (e.g., ship technology, subsea sensing). Through these capabilities, they have an established track record of helping advance sustainable development and enable international collaboration in polar, marine, and extreme environments, not only for the university but also in direct partnership with local companies and not-for-profits.
Company Objective	<ul style="list-style-type: none"> <li>• Learn about/access new markets</li> <li>• Determine if there is export potential for my company's products/services Generate leads/contacts</li> <li>• Identify an innovation/technology to improve my product/production process</li> <li>• Explore potential partnership agreements (e.g. sales agent, distributor, etc.)</li> <li>• Generate potential long-term sales (over the next 12 months)</li> <li>• Generate leads/contacts</li> </ul>
Markets of interest	Seoul, South Korea: Yes Tokyo, Japan: Yes Osaka, Japan: Yes
Potential new export markets	South Korea: Yes Japan: Yes
Export experience	They are currently engaged in active partnerships with organization from markets in Norway, Finland, the United States, and many other countries. Over the past 18 months, they have focused on building strategic collaborations in South Korea and Japan. Dr. Taylor recently returned from Korea, where joint project planning began with Korean partners to leverage funding opportunities for collaborative initiatives involving Memorial University, NRC, C-CORE, and Korean institutions. They are working closely with the Korean Polar Research Institute (KOPRI) and Japan's JAMSTEC—both of which are building next-generation icebreaking research vessels. In July, they will host delegations from KOPRI, KRISO, JAMSTEC, and the University of Tokyo in St. John's as part of the POAC 2025 conference, co-chaired by Dr. Taylor and Dr. Stephen Bruneau, including a keynote from JAMSTEC on the MIRAI II initiative. These efforts, supported by Newfoundland and Labrador's world-class infrastructure and expertise, are fostering high-impact international partnerships across academia, government, and industry. Additionally, South Korean companies like Hanwha are pursuing Canadian defence contracts, while Japanese leaders such as Kawasaki Heavy Industries are advancing liquefied hydrogen shipping technologies that align with our region's green hydrogen export potential. Our engineering capabilities are directly relevant to these organizations and other similar companies in these markets. These growing relationships are laying the

	foundation for long-term economic opportunities between Atlantic Canada, South Korea, and Japan.
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## University of Prince Edward Island



UNIVERSITY  
of Prince Edward  
ISLAND

Website	<a href="http://www.upei.ca/research">www.upei.ca/research</a>
Address	550 University Ave, PE C1A 4P3
Company Representatives	<p>Name: Marc Richard            Title: Manager of Partnerships and Innovation            Email: <a href="mailto:mrichard@upei.ca">mrichard@upei.ca</a></p> <p>Name: Marva Sweeney-Nixon            Title: Associate VP Research &amp; Dean of Graduate Studies            Email: <a href="mailto:msweeney@upei.ca">msweeney@upei.ca</a></p>
Sector	Cleantech
Company Description	<p>The University of Prince Edward Island (UPEI) is PEI's only university and a hub for cutting-edge research and innovation. Through interdisciplinary collaboration with industry and partners, UPEI tackles global challenges and delivers real-world solutions across key sectors.</p> <p>UPEI researchers focus their research on five signature areas of excellence that align with global priorities and industrial needs:</p> <ul style="list-style-type: none"> <li>• <b>Sustainable Development</b> – Clean tech, advanced materials, and engineering.</li> <li>• <b>Environmental Stewardship</b> – Climate resilience and environmental science.</li> <li>• <b>Healthy Communities</b> – Public and preventative health solutions.</li> <li>• <b>Healthy Animals</b> – Veterinary, aquaculture, and diagnostics.</li> <li>• <b>Humanity, Justice, and Organizations</b> – Innovation, entrepreneurship, and leadership.</li> </ul> <p>UPEI creates practical, scalable solutions through applied research and close collaboration with industry. The Faculty of Sustainable Design Engineering leads this work by developing custom technologies in sustainability, clean energy, and advanced manufacturing. UPEI also applies AI across fields like</p>



	<p>smart energy systems, climate modeling, business analytics, and diagnostics. Through strong partnerships UPEI drives innovation, sustainability, and economic growth. Much of the research is done by graduate students and post-doctoral fellows. UPEI welcomes visiting graduate students and also places that our graduate students can travel to for professional development and enhancing their experience.</p>
<p>Description of products and services</p>	<p>UPEI offers a broad range of research, commercialization, and innovation services designed to support industry, advance academic research, and drive regional and global impact. The portfolio of the Associate Vice-President Research (AVPR) and Dean of Graduate Studies (DGS) plays a central role in this mission. The AVPR-DGS leads strategic research initiatives across the university, and oversees the launch and growth of innovative graduate programs. One such initiative is the upcoming Master of Cleantech Leadership and Transformation (MCLT). The MCLT is a 16-month trans-disciplinary program which will contribute directly to PEI's Net Zero goals and provide a pipeline of talent and research capacity for the global cleantech sector. It aims to produce leaders and innovators who will assist governments, industries, and communities adopt and create sustainable solutions that transform PEI, Canada and indeed the planet towards 'net zero'. The program is the first of its kind in Atlantic Canada and is supported by the Government of PEI.</p> <p>Within the AVPR portfolio, the <b>Office of Commercialization, Industry, and Innovation (OCII)</b> acts as UPEI's primary interface with industry. OCII is responsible for identifying, protecting, and commercializing intellectual property generated by UPEI researchers. The office works closely with faculty, students, and partners to develop technologies into market-ready solutions through licensing, startup development, and strategic partnerships. OCII also facilitates industry-academic collaborations by connecting external organizations with UPEI's researchers and infrastructure, supporting joint projects, contract research, and consulting services.</p> <p>UPEI has developed and owns several innovative technologies in sectors such as <b>biomanufacturing, artificial intelligence, cleantech, and climate resilience</b>, which we are actively looking to promote and commercialize on a global stage. Our goal is to attract international partners interested in co-development, licensing, or acquisition of these technologies.</p> <p>Through its faculty, UPEI also offers expertise in areas including <b>sustainable engineering, biomedical engineering, climate adaptation, and smart agriculture</b>. By engaging with global industry partners through research collaborations, technical consulting, and joint development initiatives, UPEI aims to generate economic value, elevate its global reputation, and help position Prince Edward Island as a hub for innovation and cutting-edge R&amp;D.</p>

Company Objective	<p>-Learn about/access new markets  - Determine if there is export potential for my company's products/services  - Explore potential partnership agreements (e.g. sales agent, distributor, etc.)  - Generate leads/contacts</p> <p>One of the key objectives of this mission is to support the role of the AVP Research and Dean of Graduate Studies by promoting UPEI's academic and research programs to an international audience. This includes raising the profile of our new Cleantech Academy and graduate program (Master of Cleantech Leadership and Transformation), which are central to UPEI's sustainability and innovation strategy. We also aim to attract undergraduate and graduate students, foster student exchange opportunities, and pursue collaborative research opportunities with institutions and partners that align with our priorities.</p> <p>OCII's overarching objective for this mission is to explore new research partnerships and generate high-quality leads to advance UPEI's technology development and commercialization efforts. Specifically, our goals include:</p> <ol style="list-style-type: none"> <li>1. We're seeking development partners for a pending patent involving a gearless transmission system for wind turbines. This innovation could significantly enhance reliability and reduce maintenance costs, making it an important advancement in renewable power generation.</li> <li>2. Another of our key objectives is to identify a development or licensing partner for a new AI technology created and patented by UPEI that enables high performance machine learning with a reduced memory footprint, which is ideal for small and non-cloud-based devices. As well by reducing memory and energy demands, it supports more efficient, sustainable computing.</li> <li>3. Another key objective is to explore research partnership opportunities for Dr. Aitazaz Farooque, a global leader in smart and sustainable agriculture, which is an area of growing international importance. His team has developed several innovative technologies in this field that could also be promoted for collaboration or commercialization.</li> <li>4. We're also seeking research partners for Dr. Yulin Hu, who is advancing work in green hydrogen production and biofuels. Her research focuses on</li> </ol>

	<p>sustainable, scalable methods for clean fuel generation, making it highly relevant to industry and government priorities in the clean tech space.</p> <p>5. We're also looking to promote and market the Climate Hazard Risk Information System (CHRIS) developed by Dr. Xander Wang. CHRIS is a powerful decision-support tool that uses climate modeling and data analytics to assess risks related to flooding, sea-level rise, and other climate hazards. Designed to support infrastructure planning and climate adaptation strategies, it has strong potential for use by governments, insurers, and industry in building climate resilience.</p>
Markets of interest	<p>Seoul, South Korea: Yes</p> <p>Tokyo, Japan: Yes</p> <p>Osaka, Japan: Yes</p>
Potential new export markets	<p>South Korea: Yes</p> <p>Japan: Yes</p>
Export experience	N/A