

Gateway to New Horizons - Investment Opportunities in Canada

Quebec

7:00-8:30PM (EDT) October 14, 2021

8:00-9:30AM (JST) October 15, 2021

Speakers (Alphabetical order)



Kosuke Abe, Senior Investor Services Advisor, Japan, Invest in Canada

Invest in Canada works directly with global investors to unlock business opportunities and facilitate expansion in Canada. We bring industry, community and government partners together to offer seamless services that make it easy for you to grow your operations in Canada.



Don Bell, Partner, Torys

Don's practice focuses on commercial transactions including mergers and acquisitions and joint ventures. In addition to advising on commercial transactions, Don provides ongoing general business law advice to corporations and financial institutions carrying on business in North America. Don is fluent in Japanese, and worked for several years for a Japanese

electronics manufacturer and a business consulting company, which is reflected in the practical and service-oriented business counsel he provides.



Julien Billot, CEO, Scale Ai

Mr. Billot is CEO of Scale Ai, Canada's artificial intelligence Supercluster dedicated to building the next generation supply chain and boosting industry performance by leveraging Ai technologies. He is also an adjunct professor of HEC Montreal and the Montreal lead for two transformational programs aiming to launch and grow startups in Artificial Intelligence leveraging

Montreal tech and business ecosystem, NextAI and the CreativeDestructionLab (CDL).

He also serves as a director in various companies and non-profit organizations. He has extensive experience in the marketing, media and mobile industries, with a track record of successfully executing print to digital business transformations.

Until recently, Julien Billot has been President and Chief Executive Officer of Yellow Pages Group Corporation in Montreal, Quebec. Previously, he was Executive Vice President, Head of Media and Member of the Executive Committee of Solocal Group (formerly PagesJaunes Groupe), the publicly traded and incumbent local search business in France. Earlier experience includes serving as CEO of the digital and new business group of Lagardère Active, a multimedia branch of Lagardère Group and 13 years in senior management positions at France Telecom, notably as Chief Marketing Officer for Orange, the company's mobile subsidiary.

Mr. Billot is serving today as a Board Member at the Canadian Partnership Against Cancer, is Chairman of a Montreal based company Jogogo Media and a Board member for DistrictM and a French media group, Groupe Paris Turf.

Mr. Billot is a graduate of École Polytechnique (Paris) and from Telecom Paris Tech. He holds a postgraduate diploma (DEA) in Industrial Economics from the University of Paris-Dauphine.



David Brulotte, Délégué général du Québec à Tokyo

David Brulotte was appointed Delegate General of Québec in Tokyo on June 3, 2019. Prior to this role, he was the Director for the Asia-Pacific and the Middle East region for Invest Québec, Québec's financing corporation and economic development agency. Based in Japan, Mr. Brulotte managed the operations of IQ's offices in Japan, Korea, China and India and the business development in the region. Before his posting in Tokyo, he was based in Paris from 2014 to 2018 as the business development Director for France, Italy and the BENELUX in IQ's Paris offices. Prior to his role in Paris, Mr. Brulotte worked as a trade commissioner for over 2 years at the Quebec Government office in London.

Before working for the Québec Government, he worked in disarmament affairs for the United Nations in Kathmandu, Nepal.

Mr. Brulotte speaks French, English, and Japanese. He studied in France and Singapore, holds a B.A. in political sciences from Université Laval as well as an M.A. in international studies and diplomacy from the University of London's School of Oriental and African Studies. He has been involved in cultural philanthropy in Québec and has represented Canada at the Triathlon world championships in 2017 as well as being an Ironman All World Athlete the same year. He received Université Laval Foundation's Raymond Blais distinction in 2015 and Rotary International's Paul Harris Fellowship in 2018.



Julien Bouvrais, Head of Studio, Eidos-Sherbrooke

Julien Bouvrais is now the head of Eidos-Sherbrooke, the research and development studio in charge of accelerating the technological innovation of the Eidos-Interactive group. When Eidos-Montréal was founded in 2007, Julien joined the founding team as programming director for *Deus Ex: Human Revolution* and later became the company's Chief Technology Officer. In this role he supervised the departments of research and development, artificial intelligence, engine creation and tools.

Julien started in the video game industry at Ubisoft in France as a physics programmer on *Pro Rally 2001*. His skills and interests led him to Ubisoft's Studio in Montreal where he continued to hone his expertise as a programmer on *Speed Devils Online Racing*. He then invested in a new project by becoming a principal programmer. This strategic role allowed him to make a significant contribution to the development of a state-of-the-art automotive gaming engine. In 2004, he switched to the PS2 version of the game *Splinter Cell Chaos Theory*. Following the great success of the project, Julien was commissioned to lead the Xbox, PS2, GameCube, and Wii programming team for *Splinter Cell Double Agent*.

Along with his teams, Julien is now working on the technologies that will be at the heart of tomorrow's video games.



Katie Curran, Interim Chief Executive Officer, Invest in Canada

Effective May 20, 2021, Katie Curran has taken on the role of Interim CEO of Invest in Canada, succeeding inaugural CEO Ian McKay, who was named Canada's Ambassador to Japan. As Interim CEO, she will lead Invest in Canada's efforts to promote, facilitate and accelerate global investments into Canada and will continue in this role until a search for a new CEO is complete.

Ms. Curran previously served as Invest in Canada's Chief Administrative Officer and is a core member of the Invest in Canada leadership team responsible for the successful launch of Invest in Canada. She has been instrumental in building Canada's first federal investment promotion agency (IPA), ensuring Invest in Canada's activities align with its mandate and establishing the foundations for excellence in governance and strong stewardship of resources.

Prior to joining Invest in Canada, Ms. Curran held a range of senior roles in talent consulting and human resource management in both the private and public sector.

Ms. Curran holds an MBA from Telfer School of Management and a B. Com. in Human Resource Management from the University of Ottawa.



Vito Italia, Director, International Development, Finance Montreal

As Director of International Business Development, Vito is a member of the International Financial Center team. His mandate is to promote Montréal, with its strengths and opportunities in the financial industry, to key decision makers within international financial institutions and companies.

His career path combines a vast experience in the financial services industry, specifically within audit and assurance, wealth management, and commercial banking. In addition, Vito has consulted and guided several international corporations with their North American expansion projects, site selection, and has helped economic development agencies with their Foreign Direct Investment and Attraction strategies.

Vito holds a Global MBA from the IE Business School in Madrid, Spain focusing on international business and relations. In addition, he holds a Bachelor's degree in Accountancy from Concordia University.



Daniel Silverman, Vice-president, Foreign Direct Investment, Investissement Québec International

Mr. Silverman graduated from Montreal's Concordia University and began his career in 2002 as a Junior Consultant with the CAI Global Group, a Montreal based site selection analysis, business location analysis, jurisdictional marketing, and industrial clustering consulting firm.

In 2005, Mr. Silverman joined ROI Research On Investment, a lead prospecting and consulting firm. As Senior Vice President, Mr. Silverman consulted numerous foreign investment agencies on best practices in investment attraction and FDI strategies. Mr. Silverman joined Toronto Global in 2017 as Executive Vice President, Investment Attraction.

Toronto Global is a not-for-profit investment attraction agency that supports the expansion of foreign-owned businesses to the Toronto Region. During his time at Toronto Global, the

investment attraction team secured more than 100 new foreign investments to the Toronto Region.

In January of 2020, Mr. Silverman joined the newly created division of Investissement Québec, Investissement Québec International (IQI), as Vice President, Foreign Direct Investment to lead a team of 50+ foreign direct investment attraction professionals based in Quebec and 10 international offices. The IQI FDI team is responsible for talent attraction & immigration as well as attracting new foreign direct investment to the province of Quebec and working with foreign multinationals on their re-investment projects throughout the province.

Mr. Silverman is an active Director on the International Economic Development Council Board of Directors. In January 2021, Mr. Silverman was awarded one of the Top 50 North American Economic Developers award by Consultant Connect as well as a Top 40 Under 40 Economic Developer for the second time by Development Counsellors International and Jorgenson Consulting at the International Economic Development Council Leadership.



Guillaume Lavoie, Partner, Torys

Guillaume is a partner in the firm's Private Equity practice and focuses on private equity and venture capital transactions, as well as acquisitions of public and private corporations. He regularly represents nationally and internationally known private equity and institutional firms in private M&A transactions and equity deals in many sectors, including in the TMT, financial, infrastructure and manufacturing industries.



Marko Trivun, Senior Associate, Torys

Marko represents high-growth technology companies through all stages of their growth cycle, and those that invest in or acquire them, including VC funds and strategic investors. As part of Torys' Emerging Companies and Venture Capital group, he provides strategic advice on equity and debt financing, mergers and acquisitions, corporate governance, securities, commercial transactions, employment and intellectual property matters. Marko also brings valuable business insights to the firm, providing advice on project management and efficiencies in service delivery, developing workflows and new technology solutions to support our clients cost effectively.



Akira Yamaguchi (FDI) Director, Japan Office Foreign Direct Investment, Invest Quebec

Based at the Québec Government Office in Tokyo led by David Brulotte, Akira Yamaguchi has been appointed as Investissement Québec International's next representative in Japan dedicated to attracting Japanese investment to the province of Québec.

Fluently trilingual in English, French and Japanese, Akira brings over 15 years of experience in international business development in France, Québec and Japan. Her in-depth knowledge of the Japanese market and the Québec-Japan business cultures, combined with her vast network in high-growth sectors such as animation and video games.

Prior to her position at Investissement Quebec International, she has close to a decade of experience as a independent consultant. She coordinated the opening of two branch offices for



Japanese video game companies in Montreal, she participated in several official trade missions including the Asia Pacific Foundation First Canada's first women-only business mission to Japan in 2019.

She has assisted many companies in their efforts to develop business opportunities in Japan and the Western countries. Akira was a board member and secretary of the Quebec Japan Business Forum (QJBF) for 2 years and was then elected as President for 3 years. Akira was also the moderator and MC of "L'Effet Québec" in Shibuya, a B2B event from the Quebec Government initiative, showcasing the Quebec creator's know-how in digital creativity.