

CANADA



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The Canadian Trade Commissioner Service
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Canada Trade Mission to Italy 28th – 30th May 2017

CANADIAN DELEGATION PROFILES



Government of Canada
Trade Commissioner Service

Gouvernement du Canada
Service des délégués commerciaux

Canada

AEROSPACE

EBCO Industries Ltd and Advanced Cyclotron Systems Inc.

Participant(s) Info

Richard Eppich

Chief Executive Officer and President

Vincenza Eppich

Assistant to Richard Eppich

Sector

Aerospace and defence

Objectives

Exposure to new business prospects and export/import of products. EBCO offers the opportunity to be a bridge for European companies to do trade with United States. OEMs and tier-one manufacturers/suppliers operating in the Aerospace and Defence; Mining and Aggregates; Pulp, Paper and Forestry; Power and Hydro Generation; Nuclear; Medical (hospitals and medical institutions); Marine and Offshore; and Oil, Gas and Petrochemical sectors. Resellers, industry representatives/agents and distributors that operate and are specialised in the aforementioned sectors in which EBCO operates.

Company Profile

Serving a variety of industries (Mining & Aggregates; Pulp, Paper & Forestry; Power & Hydro Generation; Aerospace, Defense & Nuclear; Marine & Offshore; and Oil, Gas & Petrochemical), EBCO's strengths encompass the complete spectrum of manufacturing, from heavy metal fabrication, heavy machining, and turnkey assembly, to light precision fabrication and precision sheet metal fabrication. EBCO is an experienced exporter currently doing business in Italy, but interested in expanding its network. EBCO has been a supplier to the aerospace and defense industry for over 40 years. Advanced Cyclotron Systems, Inc. (ACSI), an EBCO company, is a world leader in the design and manufacturing of cyclotron equipment, including PET and SPECT radioisotope production cyclotrons. EBCO manufactures and supplies complete systems for radioisotope and radiocompound production. EBCO has had success in selling cyclotrons to the medical community in Italy, including Gemelli Hospital.

Emergco Aerospace

Participant(s) Info

George Zilahi

General Manager

www.emergco.com

Sector

Aerospace and defence (Helicopter speciality operational role equipment)

Objectives

Formalize a collaboration agreement with Italian companies for design, certification and manufacturing services. Seeking Italian companies that produce speciality equipment and that may complement product lines that Emergco

can market and sell into Canada. Connect with primary rotorcraft OEM based in Italy. Build on existing relationships and exposure to new business prospects with SMEs that are involved in aeronautical equipment development. Establish contacts with Leonardo Group, Helicopter Division, OEM of civil and military rotorcraft.

Company Profile

Emergco was founded in 1994 and is a world leader in innovative techniques and equipment for human external cargo (HEC) load operations for light to medium sized category helicopters. Emergco holds a number of Transport Canada Civil Aviation–issued Supplementary Type Certificates (STCs) for aerial human external cargo products. Products and/or services include: Helicopter external load and speciality operational role equipment that Emergco designs, certifies and manufactures.

Groupe Hypertec / CIARA technologies

Participant(s) Info

André Lamarre

First Vice President

www.hypertec.com

Sector

Aerospace and defence, information and communications technologies (ICT), Ciara creates (R&D) and manufactures cutting-edge technology products catering to the Aerospace, automotive and financial industries.

Objectives

Finding joint venture partner(s); build on existing relationships; finding investment opportunities; exposure to new business prospects; and, immediate export sales. CIARA intends to use this opportunity to meet with potential resellers and clients in the aerospace and automotive sectors to open new markets for our Canadian built high performance IT products. Experienced exporter currently doing business in Italy, but interested in expanding its network. Hypertec would like to identify new customers and re-sellers in the aerospace, automotive and finance industries to develop business relationships.

Targets for meetings include:

The engineering and design teams of Italian OEMs and tier-one systems and parts manufacturers operating in the aerospace and automotive sectors, eg. all divisions of Leonardo Company (Aircraft and Helicopter etc.), Piaggio Aircraft Industries, FIAT-Chrysler, IVECO (CNH), Ferrari, Lamborghini, Maserati, Ducati, Honda Motorcycles. Engineers and IT teams at Italian banks (eg. Unicredit, Intesa Sanpaolo), HFT (High Frequency Trading) firms and IT companies that supply the financial sector with software systems for trading. Resellers, industry representatives/agents and distributors that operate and are specialised in the aerospace, automotive, software and financial sectors. The members of Confindustria federations that are involved in the aerospace (AIAD), automotive (ANFIA) and ICT (ANIT) sectors.

Company Profile

CIARA is a world leader in the field of information technology, data centres and security. Its global presence includes two manufacturing facilities in North America, offices across North America, Europe and Asia, as well as distribution networks in more than 80 countries. CIARA provides products and services to over 3,500 clients worldwide, ranging from SME's to Fortune 500 corporations. The sectors serviced include automotive, aerospace, engineering, online content delivery providers, finance, defense and military. Aerospace/automotive: Hypertec produces high performance computers and servers that increase the speed of software that aerospace sector manufacturing companies use. This increases and enhances the productivity of engineers and designers while helping to reduce time to go to market strategies. Hypertec already provides Ferrari with hardware and Hypertec

has helped Ferrari set up cloud infrastructure and a data centre so that their teams can work better in a virtualization environment.

Financial sector: Hypertec's core capability and strength is in High Frequency Trading (HFT). Hypertec provides the hardware (HFT servers) that will optimize the various software that banks and trading firms use and which in turn will enable faster processing and calculation, ultra-low latency and reduce jitters in their systems. Hypertec targets clients such as banks and trading firms who need milliseconds when purchasing stocks.

CIARA has created the world's fastest, most energy efficient high frequency work-stations and servers at affordable prices, with no compromise on quality or technology for the automotive and aerospace sectors, who use them to design, simulate and perform virtual testing of mechanical parts. CIARA's cutting-edge workstations, servers and tools have been designed and optimized to increase productivity, reduce costs and improve overall quality of engineered products to support the work of engineers and designers who use resource intensive CAD and simulation software.

CIARA has worked over the past 5 years with some of Italy's top performance car manufacturers. We have provided them with datacenter, rack mounted, high performance servers and workstations designed for their engineering and designers teams. Compared to IT solutions they were using in the past, we were able to assist them in reducing their daily workload by at least 30%, while also reducing file access and computing times by over 50%. We have also assisted them in creating their new mobile IT environment for their racing team.

Vancouver Airport Authority - Innovative Travel Solutions

Participant(s) Info

Christopher Gilliland

Manager, Innovative Travel Solutions

www.yvr.ca/inv

Sector

Aerospace and defense, information and communications technologies (ICT)

Objectives

Build on existing relationships and exposure to new business prospects.

VAA-ITS's priority markets is self-service border control solution in Italy. VAA-ITS has received high interest in their product from the Italian government, airports in Milan and Rome and from the seaport in Venice. VAA-ITS see the mission as an opportunity to re-engage with all stakeholders and to seek out additional airports and seaports interested in their technology. Targeted meetings: Italian or Italy-based airline companies; airport management authorities; ENAV (Ente Nazionale Assistenza al Volo) and ENAC (Ente Nazionale Aviazione Civile).

Company Profile

VAA-ITS invented BorderXpress self-service border control solution and are the largest provider in the world of non-registered self-service border solutions with more than 1,200 kiosks operating in major international airports in Canada, the US, the Caribbean and the Pacific. BorderXpress is the world's first kiosk-based self-service border control solution, designed to reduce wait times for all travellers. Their solution accepts all passports, without any fees or prior registration requirements, to expedite processing and reduce border wait times by up to 50%. BorderXpress automates the administrative functions of border control with two simple steps and with quicker processing time and higher throughput, airports require 50% less space for queuing.

AGRIFOOD

BioNeutra North America Inc.

Participant(s) Info

Barry Charnay

Senior Vice President Business Development

www.bioneutra.ca

Sector

Agri-food (Fiber, sweetener and prebiotic products for food, beverage and supplement applications)

Objectives

Build on existing relationships; exposure to new business prospects; and immediate export sales. BioNeutra are currently close to completing building a manufacturing facility in Edmonton Alberta and want to make use of the CETA platform. New business prospects need to be identified and expanded given our applications in food products categories. The weight loss markets and bakery/nutrition bar markets are the current leading market applications. Some progress has started in dairy applications in Canada, USA, UK, and the EU. BioNeutra's goal is to export their expanded range of VitaFiber products for food and beverage manufacturers. The key area being to assist in reducing sugar while providing fiber benefits. A key goal is market insight to assess product development with food and beverage manufacturers.

Company Profile

VitaFiber is our branded isomalto-oligosaccharide range of products. The key attributes and benefits include: a natural reduced calorie sweetener; a natural soluble prebiotic dietary fiber. VitaFiber provides functional benefits of mouth feel and soluble fiber for digestive health, weight management, children's nutrition, and gluten free diets. Our aim is to contact B2B manufacturers to enable reduced calorie diets with fiber functionality. VitaFiber products are all-natural, organic certified, GMO-free, non-allergenic, halal and kosher branded food ingredient produced from non-GMO corn and from tapioca starch supply crop sources. VitaFiber's key attributes and benefits include: a natural reduced calorie sweetener; a natural soluble prebiotic dietary fiber.

Canadian Food Exporters Association

Participant(s) Info

Susan Powell

President & Chief Executive Officer

www.cfea.com

Sector

Agri-food

Objectives

To assess the market for their members and meet potential distributors, sales representatives and agents who would be open to doing business with Canadian companies. To gain exposure to new business prospects and to learn more about opportunities in the Italian market as a result of CETA coming into force.

Company Profile

The Canadian Food Exporters Association is a not-for-profit industry association dedicated to enhancing Canadian food, beverage and ingredient exports. Their mandate is to increase the profitable export sales of their members' products, increase the number of small-to-medium sized processors and manufacturers exporting and to raise the international profile of Canadian food, beverage and ingredient products. Their members offer a wide range of products such as bakery items, snack foods, specialty foods, prepared foods, confectionery items, alcohol and non-alcohol beverages, meat products, spices, flavours and enhancers and pulses.

Italian Centre Shop Ltd.

Participant(s) Info

Teresa Spinelli

President

www.italiancentre.ca

Sector

Agri-food (Specialty Grocery- best known European products. Plum tomatoes, olive oil, coffee, pasta etc.. Deli Meats & Cheeses)

Objectives

Build on existing relationships; finding investment opportunities; and exposure to new business clients; product testing and market research. Seeking new and trendy food products for the Canadian market. Already has Italian suppliers and would like to expand these.

Company Profile

Company has been in business for over 50 years and today has 4 delicatessen stores with 509 employees in Alberta where they carry over 100 different types of meats and 100 different type of cheeses. The company proposes itself as a cultural experience, a gathering place where they offer the best known European products that aim to exceed their customers' expectations, delighting them with family memories of home. The company is a passionate trend-setter that listens to its customers and is attentive to local and world markets. The company already imports directly from Italy pasta and canned plum tomatoes.

Importations Mini Italia

Participant(s) Info

Patricia Occhiuto, CPA, CA

Co-President

www.miniitalia.ca

Sector

Agri-Food

Objectives

Build on existing relationships; finding investment opportunities; and exposure to new business prospects. The main objectives for this trade mission are to identify suppliers, investment opportunities and partnerships with Italian producers to vertically integrate their existing business and increase business opportunities. Priority sector focus is on cheese and dairy products.

Company Profile

Importations Mini Italia is an Italian specialty food importer and distributor with 3 offices across Canada (Montréal, Toronto and Calgary). Their clientele is in all food sectors from retailers to distributors to the food service industry and is from all corners of the country. The company has been in business since 1980 importing specialty products ranging from pasta, to cheeses, charcuteries, oils, marinated vegetables to cookies. The company has been doing business with Italy since 1980 in the agri-food sector.

Institut de tourisme et d'hôtellerie du Québec

Participant(s) Info

Liza Frulla

General Manager

Paul Caccia

Associate General Manager, Communication & Affairs Development

www.ithq.qc.ca

Sector

Agri-food

Objectives

Build on existing relationships; exposure to new business prospects; meetings with companies in tourism, hotel and restauration sector; and partnerships with Italian hotel management schools.

Company Profile

Established in 1968, l'Institut de tourisme et d'hôtellerie du Québec (ITHQ) provides professional training, at secondary school, college and university level, in hotel management, restauration and tourism. The l'Institut has adopted an innovative approach to training through applied research in the field and through close collaboration with industry.

Gattuso Inc.

Participant(s) Info

M. Frédéric Gattuso

www.gattuso.ca

Sector

Agri-food

Objectives

Develop channels to export cheeses, and other specialised food products, from several provinces in Canada to Italy. Part of a consortium for sales and marketing in the food sector.

Company Profile

Gattuso was founded in 1936 and operates in the agrifood sector as an importer and distributor of cheeses and other specialty food products. Gattuso has long term experience in importing Italian cheeses to Canada.

Golden Ontario Products

Participant(s) Info

Nancy Kingsley
CEO

Patrizio Donato
President
www.donatointernational.com

Sector

Agri-food - meat industry - beef, pork, venison, bison, and lamb

Objectives

Previous experience in Italy was in the automotive and wine sector. Company is seeking contacts in Italy that focus on importing niche products in the meat industry and they would like to engage primarily with Italian agents and distributors that are specialised in the field of hospitality and food service.

Company Profile

Golden Ontario Products is a federally licenced abattoir located in Mount forest Ontario. The company is approved to process beef, bison, venison and lamb and co-packs for major retail chains. Their boutique line features a 45 day dry age programme for beef, as well as specializing in high-end niche cuts and products under the Donato International label which services the hospitality and food service industry. The company has export licenses for the USA, Vietnam, Hong Kong and Mexico. The company has been engaged in trading into China and in exporting activities with Italy in the past.

Lady York Foods

Participant(s) Info

Gabriele Torchetti
President
www.ladyyorkfoods.com

Sector

Agri-food

Objectives

To study and explore the effects that CETA will have on their business, the types of products purchased from Italian producers and possible effects on the cost of these products. To meet with Italian food producers and distributors.

Company Profile

The company specializes in selling products purchased from Italian Agricultural producers. These products include: olive oil, peaches, etc. The company operates as a business partner to Italian companies. Although they sell a large amount of imported products (from other distributors) from Italy, Lady York Foods recently began building its own relationships with producers in Italy. Their initial relationship was with olive oil producers, which has led to the development of two new private label brands of olive oil.

Nella Cutlery & Food Equipment Inc

Participant(s) Info

Robert Nella

Owner

www.nellacutlery.ca

Sector

Other – Food / restaurant equipment

Objectives

Finding a sales representative, distributor, agent, joint venture partner(s); product testing and market research; build on existing relationships; finding investment opportunities; immediate export sales. The goal for the trip is to promote their Food Service Equipment and build relationships in the local market for potential investment opportunities. The main objective for the mission is to assess the market for potential investment opportunities and contacts within the Food Service industry.

Company Profile

Nella Cutlery is a family owned business that offers an immense selection of affordable brand name professional restaurant equipment. Established in 1952, Nella Cutlery provides integrity and experience along with great value on an extensive selection of brand name professional culinary products. Along with offering thousands of professional food equipment and supplies, their experienced professionals also provide a number of quality services, including professional installation, custom fabrication, and knife sharpening services. Food Service Equipment and building relationships in the local market for potential investment

SHRA - Strategic HR Asset

Participant(s) Info

Daniela Tixi

Managing Director

Carolyn Armstrong

Vice President Business Development

www.shrasset.com

Sector

Agri-food, information and communications technologies (ICT)

Participation

Full mission

Objectives

Finding a sales representative, distributor, agent; finding joint venture partner(s); finding investment opportunities; exposure to new business prospects; and immediate export sales. SHRA objectives are the following: to seek channels of distribution for Canadian Food products; to assist Italian Companies in exporting to Canada; to assist Italian Companies interested in building their enterprise e-commerce strategy (partnering with ShopifyPlus); to promote and launch a Canadian Field and HR Training

communication App created at MarsVenture, Toronto. Companies for meetings include: food processors that handle nuts and/or companies that produce food products with nuts; food distributors; alcohol and spirit distributors; companies interested in using technology (app) for their sales force/training.

Company Profile

Focusing on promoting business within the framework of CETA, the company's executive team provides Marketing, Sales (Retail, B2B, B2C), Distribution, HR, Financing and Legal strategic and operational assistance to help clients expanding their organization or product distribution regionally, locally or overseas, in any sector. Their Advisory Team is made up of Technology and Food Executive members with over 35 years of experience in companies like Campbell Soup, Canada Bread, Ferrero, Food Starter Food Hub, Pusateri's, MarsVenture, to name a few, collaborating with Chamber of Commerce, the Italian Trade Commission, various related Ministries.

SHRA consists of two divisions: BUSINESS ADVISORY DIVISION focusing on the CETA agreement, this Flex team of in-house and preferred partners provides companies with Marketing, Sales, Distribution, HR, Financing and Legal assistance to help clients expanding their organization or product distribution regionally, locally or overseas, in any sector, and, a HR OUTSOURCING DIVISION SHRA that offers full Human Resources range Strategy and support, SHRA offers a team of HR professionals who work with SMEs and large organizations.

The Varone Group Inc.

Participant(s) Info

Toni Varone

thewinehouseagency.weebly.com

Sector

Wine

Objectives

Build on existing relationships. The company currently represents Italian wine producers in Canada and wishes to also introduce high quality Canadian wines for distribution in the Italian market. This is a fact-finding trip for the company.

Company Profile

The company imports Italian and Californian wines with a view to expanding its business to the export of Canadian wines in the Italian market.

Willow Park Wines & Spirits

Participant(s) Info

Peggy Perry

Vice President, Purchasing & Marketing

www.willparkwines.com

Sector

Agri-food

Objectives

Finding joint venture partner(s); product testing and market research; finding investment opportunities; exposure to new business prospects; and immediate export sales. The company is interested in growing its internet division and needs partners in market. The company is looking for new investment opportunities both in and out of the beverage alcohol business.

Company Profile

The company is primarily seeking new products and to establish relationships with people who would like to have spirited beverages featured in the Canadian market. Company imports wine and spirit products to Alberta and Saskatchewan for both wholesale and retail operations. The company is Canada's largest privately-owned liquor store with the most comprehensive wine, beer and spirits education programme in the country. Italian wines are the second and/or third most important category in their stores. The company has been purchasing Italian alcohol beverage products for over 30 years and has visited Italy many times, attending trade events and visiting wine and spirit companies.

La Coop Federee

Participant(s) Info

Gino Becerra

Managing Director, Grain Sector Agribusiness Division

<http://web.lacoop.coop/fr/>

Sector

Agri-food (vertically integrated company in the agribusiness sector from crop production to meat packing and distribution)

Objectives

Finding a sales representative; distributor; agent; joint venture partner; exposure to new business prospects and immediate export sales of grains, cereals and oilseeds. Soybeans are a specific oilseed that the company would like to target into the Italian market.

Company Profile

La Coop Federee grows soybeans, corn and wheat and is one of the largest agro-industrial companies in Canada. The grain division, until 2 years ago, was mostly a domestic operation feeding traditional exporting companies in Canada. The company's current strategic plan is to start exporting directly to targeted markets and over the course of the last year has successfully exported soybeans to Rotterdam and Hamburg, corn into Ireland and Spain and wheat into Mexico. The company is the largest handler of nongmo soybeans into Europe.

ICT

Blackberry

Participant(s) Info

Diego Ghidini

Sales Director, Italy

www.blackberry.com

Sector

Information and communications technologies (ICT)

Objectives

Finding joint venture partner(s); exposure to new business prospects; and expanding business in Italy through new business partnerships and additional customers, on top of the existing installed base.

Company Profile

A global leader in mobile communications, BlackBerry revolutionized the mobile industry when it was introduced in 1999. Today, BlackBerry aims to inspire the success of millions of customers around the world by continuously pushing the boundaries of mobile experiences. Founded in 1984 and based in Waterloo, Ontario, BlackBerry operates offices in North America, Europe, Asia Pacific and Latin America. The company trades under the ticker symbols "BB" on the Toronto Stock Exchange and "BBRY" on the NASDAQ. Security and cyber security services IoT Enterprise Mobility Management services Foreign subsidiary of a Canadian company. Experienced exporter currently doing business in Italy, but interested in expanding this network.

Xahive inc.

Participant(s) Info

Sem Ponnambalam

President and Co-founder

David Mohajer

Vice President and Co-founder

www.xahive.com

Sector

ICT

Objectives

Finding a sales representative; distributor; agent; joint venture partner(s); investment opportunities; and exposure to new business prospects and immediate export sales. The company would also like to meet with automotive industry players and key influencers and contacts in the legal, accounting and education areas. Meeting with the Confindustria federations involved in the ICT (ANIT) and cybersecurity sector and the Automotive industry (ANFIA). Resellers, industry representatives/agents and distributors that operate and are specialised in the ICT and cybersecurity sectors.

Company Profile

Xahive is a cybersecurity company founded to fulfill the need to provide safe, secure cybersecurity solutions in the internet-based communications space. The company promotes Secure Communication Software. Recent speaking engagements in Cybersecurity Education include: the World Economic Forum, an FBI presentation on cybersecurity for SMEs with collaboration from Mastercard and Xahive, SBDC, WeConnect International, Ontario and Ottawa Chambers of Commerce, Ottawa Community Loan Fund (OCLF), Invest Ottawa, Carleton University Telfer School of Business, (Government of Canada) and the Federal Community of Regulators. Xahive offers a service that allows professionals to send real time messages, without compromising the confidentiality of their communications. The system is very similar to text messaging, with the size limits and functionality of an email system. This service is available on the web, Android and on iOS. The company also offers Cybersecurity Education for businesses looking to maintain an edge on cybersecurity education.

MNUBO

Participant(s) Info

Massimiliano (Max) Lucchesi – Sr. Sales Manager, EMEA and Canada

www.mnubo.com

Sector

ICT

Objectives

Identifying a sales representative, distributor and/or agent.

Company Profile

Mnubo is a Montréal-based start-up founded in 2012. It is a pioneer in the “Internet of Things”, providing software and services in data management and analytics. The company currently has 47 employees, mainly data scientists and data analysts. Mnubo serves customers in both the consumer and industrial markets. It is recognized by the industry as a major actor in the IoT space. Mnubo received the "Fast Growing Top 50" prize awarded by Deloitte and Touche and more recently was selected as the "Most Promising IoT Company" by the CIO review. Its customers include companies of all sizes, from SMEs to industry leaders such as SKF, the dormakaba Group, Weil McLain and ITSCOM.

INFRASTRUCTURE

Astaldi Canada inc.

Participant(s) Info

Emanuele Triassi, Vice Chair

www.astaldi.com

Sector

Infrastructure & Construction

Objectives

Expand growth and strength ties; build on existing relationships; finding investment opportunities; expanding its network of suppliers for projects that they can pursue from Canada to other countries using the Italian expertise that they have.

Company Profile

Astaldi is a worldwide leader in infrastructure and construction and related project management. Astaldi recently acquired TEQ an important player for major construction projects worldwide. TEQ offers a complete range of services such as project manager, construction manager, general contractor and/or a construction costs consultant. With more than thirty years of experience in the construction of institutional, commercial, industrial and residential buildings, the company has become a fully multidisciplinary team, capable of intervening at all stages of a project from initial concept and planning to commissioning sophisticated systems.

Borealis Infrastructure Inc.

Participant(s) Info

Tenio Evangelista

Vice President, Government Relations

www.omers.com

Sector

Financial Services (Infrastructure)

Objectives

Build on existing relationships; find investment opportunities; explore potential investment in large-scale infrastructure projects; identify infrastructure investment opportunities.

Company Profile

Borealis Infrastructure manages infrastructure investments for OMERS and is a world leader in developing infrastructure investing as an asset class for institutional investors. Borealis has a proven track record in identifying, investing and managing infrastructure investments around the world and has delivered solid returns. OMERS is the defined benefit pension plan for approximately 461,000 active, deferred and retired employees from nearly 1,000 municipalities, school boards, libraries, police and fire departments and other local agencies in communities across Ontario.

BTY Group

Participant(s) Info

Omar Elshayal

Business Development Director - EMEA

www.bty.com

Sector

Infrastructure & Construction, Transportation, Healthcare, Power, Sports Facilities

Objectives

Build on existing relationships; exposure to new business prospects; and immediate export sales. Company would like to meet: investors or contractors that bid for PPP projects in Italy or globally for lenders technical advisors; developers of private hospitals to offer project delivery/cost, cost management services; and real estate developers to offer project delivery/cost management services. They would also like to meet local banks that finance major infrastructure projects.

Company Profile

BTY specializes in supporting developers and owners plan, build and maintain major infrastructure projects. Their dedicated teams combine international expertise with deep local roots to manage every aspect of planning, design and construction and operations of the asset. They are renowned for their ability to work across borders to provide project management, cost and risk management, and technical due diligence for both traditional and Public-Private Partnership (P3) procurement models. Their professionals are construction and project finance experts who are leaders in their markets and trusted advisors to their clients.

INSTITUTIONS/ASSOCIATIONS

Italian Chamber of Commerce in Canada - Montreal Office

Participant(s) Info

Danielle Virone

Executive Director

www.italchamber.qc.ca

Sector

Business association

Participation

Full Mission

Italian Chamber of Commerce in Canada West

Participant(s) Info

Giorgio Puppini

Executive Director

www.iccbc.com

Sector

Business association

Participation

Full Mission

Italian Chamber of Commerce Ontario

Participant(s) Info

Corrado Paina

Executive Director

www.italchambers.ca

Sector

Business association

Participation

Full Mission

City of Toronto

Participant(s) Info

George Spezza

Director Business Growth Services, Economic Development & Culture
www.toronto.ca

Sector

Government – Municipal
Aerospace and defence
Agri-food
Information and communications technologies (ICT)

Objectives

Promote Toronto's interest in expanding trade and export development for SME's. Support Toronto based companies on the mission. Participate and provide overview of Toronto's International Trade objectives during the Minister's roundtable. Build on relationships with Global Affairs Canada in the Rome Embassy and Canadian Consulate in Milan and the Italian Chamber of Commerce of Ontario. Support the Federal Government mission to promote the benefits of the new Canada-European Comprehensive Economic and Trade Agreement (CETA) for Canadian/Toronto companies.

Conseil Économique et Tourisme Haut-Richelieu

Participant(s) Info

Erica Zoia

General Director
www.haut-richelieu.qc.ca

Sector

Aerospace and defence
Agri-food

Objectives

To promote the Région du Haut-Richelieu and consolidate its relationships in Italy.

Company Profile

The Conseil Économique du Haut-Richelieu is an economic development agency whose mandate is to accompany and support companies in the Saint-Jean-sur-Richelieu region with the aim of enhancing their projects. The region is characterised by a strong presence of companies active in the defence, security, aerospace, transport and logistics sectors.

Délégation du Québec à Rome

Participant(s) Info

Marianna Simeone,

Déléguee du Québec à Rome

www.mrif.gouv.qc.ca

Participation

Rome

Objectives

To promote Québec and consolidate its relationships in Italy.

Company Profile

Québec government representation in Italy.

Investissement Québec

Participant(s) Info

David Brulotte

Sector

Aerospace and defence

Agri-food

Information and communications technologies (ICT)

Objectives

To promote Québec and consolidate its relationships in Italy.

Company Profile

Investissement Québec is an investment attraction agency that aims to stimulate Québec's economy by encouraging business investment and job creation within the province. Investissement Québec administers financing programs, tax measures, and elaborates prospects for foreign investments.

EDUCATION

Centennial College

Participant(s) Info

Andrew Petrou,

Director, Strategic Initiatives and External Relations

www.centennialcollege.ca

Sector

Aerospace and defence

Agri-food

Information and communications technologies (ICT)

Objectives

Finding joint venture partners; product testing and market research; build on existing relationships; finding investment opportunities; and exposure to new business prospects.

Company Profile

Over the past 50 years Centennial College has transformed from a local community college to a worldly institution with a presence in several emerging markets. Their core focus is on preparing graduates to enter the workforce, while offering students distinct ways to learn to be leaders. Downsview Campus is the new home of Centennial's aerospace technology programmes and is scheduled to open in Autumn 2018. The campus will anchor the Downsview Aerospace Innovation and Research (DAIR) Cluster which will work to maintain Canada's fifth-place ranking as an aerospace supplier to the world.

Concordia University

Participant(s) Info

Alan Shepard

President & Vice-Chancellor

William Cheaib

Associate Vice President, International

www.concordia.ca

Sector

Aerospace and defence

FINANCIAL & LEGAL SERVICES

OMERS

Participant(s) Info

John Ruffolo

CEO, OMERS Ventures/Executive Managing Director, OMERS Platform Investments

Tel.: +1 416-369-3725

jruffolo@omersventures.com

www.omersventures.com

Sector

Financial Services

Participation

Full mission

Objectives

To connect and explore business opportunities for both OMERS and the portfolio of companies of the Venture Capital division of OMERS (OMERS Ventures). Finding a sales representative, distributor, agent,

joint venture partner, and to build on existing relationships and find investment opportunities. Meeting institutions, key players and/or associations that would be interested in partnership, investment and co-investment opportunities in a variety of asset classes including private equity and venture capital. Broad introductions to ecosystem giants that help sculpt technology and innovation in the region. Identification of investment opportunities in private equity and venture capital; learn about the tech and innovation ecosystem in Italy; and discover relationships that transcend the venture capital portfolio companies of OMERS, etc.

Company Profile

Founded in 1962, OMERS is one of Canada's largest defined benefit pension plans with more than \$85 billion in net assets, as at December 31, 2016. They invest and administer pensions for more than 470,000 members from municipalities, school boards, emergency services and local agencies across Ontario. OMERS has employees in Toronto and other major cities across North America, the UK, Europe and Australia – originating and managing a diversified portfolio of investments in public markets, private equity, infrastructure and real estate.

OMERS Ventures portfolio Canadian company Interaxon Inc. has a strategic research and development partnership and licensing agreement with the Italian Safilo Group. The partnership was announced in December 2016 and the joint technology will help athletes enhance their performance and competitive edge through cognitive training technology. Safilo Group is a fully-integrated eyewear manufacturer and worldwide distributor, Interaxon Inc. is a world leader in consumer brain-sensing technology. , today announced a with Toronto's Interaxon. Press release: <http://www.prnewswire.com/news-releases/safilo-partners-with-interaxon-300382520.html>

Watson Goepel LLP

Participant(s) Info

Celso Boscariol

QC Partner

www.watsongoepel.com

Sector

Agri-food, information and communications technologies (ICT)

Objectives

Build and leveraging upon existing relationships and developing new ones with Italian professionals and SMEs while drawing their attention to the opportunities in Canada. Identification of investors for the Canadian market and export opportunities for Canadian goods and services into the Italian market.

Company Profile

The company delivers legal services and strategic consultancy to Italian companies entering the Canadian market, as well as to Canadian companies seeking to develop export opportunities into Italy. The company has a strong knowledge of the Italian market, chamber of commerce network and business and industrial associations and legal system. CETA will enable them to assist Canadian firms wishing to penetrate Italian market. The company has already worked and been successful with investments by Italian and other EU member companies in Canada which has resulted in the establishment of businesses and joint ventures in Canada.

Raymond Chabot Grant Thornton

Participant(s) Info

Emilio B. Imbriglio

President & CEO

<http://www.rcgt.com/en/>

Sector

Service provider (e.g. financial; legal)

Objectives

Product testing and market research; build on existing relationships; finding investment opportunities; and exposure to new business prospects.

Company Profile

Raymond Chabot Grant Thornton is a leader in the fields of assurance, auditing, taxation, consulting and recovery and reorganization services. The Firm owes its success to a team of more than 2,300 professionals, including some 200 partners who assist their clients to unlock their full potential for growth both locally and outside Canada. Raymond Chabot Grant Thornton is a member of Grant Thornton International Ltd, providing its clients with access to a solid global network of firms located throughout the world, including in Italy.

RBC

Participant(s) Info

Tony Loffreda

www.rbc.com

Sector

Financial services

Participation

Full participation

Objectives

To explore and identify investment opportunities and network expansion with respect to major investments in the areas of personal and commercial banking, capital markets and wealth management in Canada. RBC's interests are in companies and entrepreneurs wanting to expand into or invest in Canada. RBC can also facilitate international expansion for entrepreneurs.

Company Profile

RBC is the largest bank in Canada with close to 80,000 employees in almost 50 countries. RBC operates amongst other areas in personal & commercial banking, capital markets and wealth management.

Teralys Capital

Participant(s) Info

Cedric Bisson

Partner

www.teralyscapital.com

Sector

Agri-food, information and communications technologies (ICT)

Sectors of interest include: - E-retailing / novel models of retailing - Fintech - Internet of things - Artificial intelligence - Life sciences (broadly defined including biotech)

Objectives

Finding joint venture partner; build on existing relationships; finding investment opportunities; exposure to new business prospects; develop relationships with like-minded investors and co-investors; deepen networks in artificial intelligence, fintech, e-commerce, internet of things and life sciences broadly defined.

Company Profile

Teralys Capital is Canada's largest innovation-focused investor, financing private funds in IT, life sciences and clean or industrial innovations, from early stage start-ups to expansion, growth and technology buy-outs. The firm has more than C\$1.6 billion under management across two venture capital funds of funds and two legacy portfolios of funds. They also co-invest directly alongside partner funds in later stage companies in Canada and abroad. Teralys also invests internationally in US and EU-domiciled initiatives, with a dual goal of financial returns and of raising the profile and networks of Canadian investors abroad. Teralys Capital (www.teralyscapital.com) is Canada's largest innovation-focused investor, financing private funds in IT, life sciences, and clean or industrial innovations, from early stage start-ups to expansion, growth and technology buy-outs. During this mission, we intend to broaden our networks with co-investors, strategic partners and industrial partners in our core sectors: ICT, ag-tech and life sciences. Our funds have already invested or developed businesses in Italy and we intend to expand collaborations.

SHOP OUTFITTING

Maxxmar Window Fashions Participant(s) Info

Norbert Marocco

President

Steven Marocco

Vice President, Operations

Monique Marocco

www.maxxmar.com

Sector

Other: Window coverings

Objectives

Build on existing relationships and exposure to new business prospects

Company Profile

Maxxmar Window Fashions is today's most innovative company on the market whose mission is to continually bring quality innovative products at the most affordable price. Norbert Marocco, who has been granted over 60 patents for window covering, and his team are dynamic and inventive and have brought to market revolutionary products such as: vinyl shutters, stock cut down machines, operable and workable specialty shapes, and the one piece multi sectional angle track, just to name a few products. The company promotes proprietary window covering solutions and proprietary revolutionary child safety solutions.

TRANSPORTATION

Inter-Transport Ltd.

Participant(s) Info

Tony Altomare
President

Nello Altomare
www.itlca.com

Sector

International Freight Forwarding and Logistics

Objectives

Exposure to new business prospects

Company Profile

For over 25 years, ITL-Inter-Transport has provided freight forwarding services to large and small businesses, across Canada and around the world. As specialists in freight forwarding and complete project management, they offer leading edge solutions in all sectors between Italy and Canada and beyond. Be it air, sea, rail or truck, ITL provides the network a wide range of convenient and flexible services to handle any commodity or size of shipment.