

# Japan Business Seminar: Corporate Growth Opportunities

**March 3, 2015 (9:30 – 1:00 pm)**  
**Hilton Hotel (Toronto 1 Ballroom)**  
145 Richmond Street West, Toronto, ON M5H 2L2

## Agenda

9:00 – 9:30 *Registration / Networking*

**MC:** Sue Rauth, Deputy Director, Ontario Regional Office, DFATD

9:30 – 9:35 *Opening Remarks*

Jim Feir, Director, Ontario Regional Office, Foreign Affairs, Trade and Development (DFATD)

9:35 – 9:55 *Keynote Presentation - 'Japan's Re-emergence: Opportunities for Foreign Companies'*

Tsuneaki Kato, Executive Vice President, JETRO Tokyo

9:55 – 10:55 *Canadian Company Case-studies (15min presentation per person)*

**Manulife Financial** - Paul Rooney, COO

*Manulife entered the Japanese market in 1999 with a joint venture and later merger with Daihyaku. It is one of the largest Canadian investor in Japan with over 120 offices and 2,700 agents.*

**OMERS Strategic Investments** - Jacques Demers, President & CEO

*In 2014, OMERS Strategic Investments signed a co-investment agreement with Japan's Government Pension Investment Fund (GPIF), the world's largest pension fund, and the Development Bank of Japan (DBJ).*

**Redknee Solutions** - Vishal Kothari, COO

*One of the top software companies in Canada, Redknee entered the Japanese market in 2011 and has been utilizing JETRO's Invest in Japan Business Support Centre services in Tokyo.*

**Woodbridge Group** - Hamdy Khalil, Senior Global Director for Advanced Technologies and Innovation

*The Woodbridge Group is one of the most active Canadian auto parts companies in Japan through its joint venture initiatives with Japanese partner INOAC Corporation.*

10:55 – 11:15 *Q & A session*

11:15 – 11:35 *Outline of DBJ's Support for Canadian Companies Entering Japan*

Hiroaki Fuchiwaki, Deputy Chief Representative, Development Bank of Japan (DBJ) New York

11:35 – 11:55 *JETRO Programmes and Services*

Kazuo Nakamura, Executive Director, JETRO Toronto

11:55 – 12:00 *Closing Remarks*

Yasunori Nakayama, Consul-General of Japan

12:00 – 13:00 *Networking Lunch*

*Thank you for your cooperation to fill in the questionnaire and submit to JETRO staff.*

### Supporting Organizations:

