

Canada - Japan Business Symposium

Manufacturing Collaborations in Kanagawa

November 4th, Mississauga, Ontario



Wednesday, November 4th, 2009

9:00am - 1:30pm

International Centre - Mississauga

JETRO

INVEST JAPAN

Keynote Speakers:

Shigefumi Matsuzawa, Governor, Kanagawa Prefecture

Tadao Takahashi, Former EVP & Vice Chairman, Nissan Motor Co., LTD,
& President, Kanagawa-ken Employer's Association

Canada-Japan Business Symposium

On behalf of JETRO Canada, I would like to welcome you to the Canada-Japan Business Symposium 2009. We are honoured to receive such a distinguished group of speakers and participants for this year's Symposium.

With the economy on the rebound, JETRO Canada has been keeping busy in supporting our Canadian clients with expanding to Japan. It seems that the economic tribulations faced over the past year have made Canadian companies realize that market diversification is beneficial in risk mitigation and paramount to success. Rather than committing all of their efforts to the traditional U.S. & European markets, Canadian executives are now looking to Asia for future growth potential.

Japan represents the largest economy in Asia featuring the 2nd largest number of Fortune 500 companies after the U.S. Japanese companies have long been active in FDI throughout Asia representing the region's largest source of foreign investment worth US\$160 billion. Because of this established presence and network in the region, Western companies looking to grow in Asia are now deciding to establish their

regional headquarters in Japan, using the country as a hub to manage the rapidly-growing neighbouring markets in Asia. The historic port of Yokohama, Kanagawa is attracting many of these leading companies, including most recently, Nissan Motor Co., Ltd.

The specific regions of Ontario & Kanagawa share a number of similarities including strong and innovative manufacturing industries. Though many companies from each respective region are already actively engaged in bi-regional projects, numerous opportunities remain.

It is our hope that today's event will provide some insight into the benefits of operating in Kanagawa. Should expansion to Japan be on the horizon for your company, please do not hesitate to contact JETRO Canada for our support.

Sincerely,

Yuji Kurano
Executive Director
JETRO Toronto



Program

8:15 – 9:00 Registration & Networking

Master of Ceremonies – **John Craig**, Partner, McMillan LLP, Chair, Japan Society

9:00 – 9:15 Opening Remarks

- **Yuji Kurano**, Executive Director, JETRO Toronto
- **Philip Calvert**, Director General, North Asia Bureau, DFAIT
- **Tetsuo Yamashita**, Consul General, Consulate General of Japan in Toronto

9:15 – 10:30 Keynote Presentations

Shigefumi Matsuzawa, Governor, Kanagawa Prefecture

“Kanagawa’s Attractive Investment Environment”

Tadao Takahashi, Former EVP & Vice Chairman, Nissan Motor Co. Ltd. & President, Kanagawa-ken Employer’s Association

“R&D and Manufacturing in Kanagawa Prefecture – Case Study of Nissan Motor Co., Ltd”

10:30 – 10:45 Coffee Break

10:45 – 11:30 Panel Discussion

Business Opportunities in Kanagawa

- **Deval Desai**, Executive Director, Strategy & Planning, Magna International Inc.
- **Jay McNaughton**, VP, Sales & Innovation, Wescast Industries
- **Patrick Bothwell**, Corporate Senior Manager – Sales, EHC Global
- **Steve Rodgers**, President, GS Global Solutions

Panel Moderator: **David P. Worts**, Executive Director, Japan Automobile Manufacturers Association of Canada

11:30 – 11:50 Panel Q&A Session

12:00 – 13:25 Luncheon Session

Don Campbell, Senior Strategy Advisor, Davis LLP, Former Deputy Foreign Minister and Canadian Ambassador to Japan

13:25 – 13:30 Closing Remarks

Master of Ceremonies

John Craig

Partner, McMillan & Chair, Japan Society

John Craig is a senior partner in McMillan LLP's Business Law Group and has managed the firm's Japanese practice for over 25 years. He has assisted many Japanese companies invest in Canada and has been a director of Canadian subsidiaries of Japanese companies. In 2006, he was the recipient of a Commendation from the Minister of Foreign Affairs of Japan for his "invaluable contribution to the promotion of mutual understanding and friendship between Japan and Canada". John is the Chair of the Japan Society, Canada's pre-eminent association enhancing Canada-Japan relations comprised of the CEOs of the major Canadian & Japanese corporations conducting business in Canada.



Opening Remarks

Yuji Kurano

Executive Director, JETRO Toronto

JETRO is a Japanese government related organization operating under the auspices of the Ministry of Economy Trade & Industry with a focus on supporting Japanese industry abroad, while attracting foreign investment to Japan.

Philip Calvert

Director General, North Asia Bureau, Department of Foreign Affairs and International Trade Canada

Dr. Calvert became Director General of the North Asia Bureau of the Department of Foreign Affairs and International Trade Canada in 2008. He has been posted three times to the Canadian Embassy in Beijing, recently returning from his latest position as Minister and Deputy Chief of Mission. He has also had experience as Director of DFAIT's Technical Barriers and Regulations Division, Deputy Chief Negotiator for Canada on China's accession to the WTO and Departmental Assistant to Raymond Chan, Secretary of State for Asia-Pacific, among other positions. Dr. Calvert holds a PhD from the History Department of the University of Washington, Seattle.



Tetsuo Yamashita

Consul-General of Japan in Toronto

Consul-General Yamashita assumed his position in Toronto in December 2008. Prior to coming to Canada, he served as Deputy Chief of Mission (Minister) at the Embassy of Japan in Sweden. He graduated from Tokyo University and joined the Japanese Ministry of Foreign Affairs in 1978, and obtained a LL.M. from Harvard Law School in 1980. He has held a variety of diplomatic positions worldwide, including: Deputy Chief of Mission (Minister) at the Embassy of Japan in Bangladesh; Councilor (Head of Chancery) then Minister at the Embassy of Japan in Germany; Secretary-General, Taipei Office of the Interchange Association of Japan in Taiwan; First Secretary then Councilor for the Japanese delegation to the European Union in Brussels.



Keynote Speakers

Shigefumi Matsuzawa

Governor, Kanagawa Prefecture

With over 30 years experience in Kanagawa public office, Governor Matsuzawa was an early supporter of the Japanese adoption of an open-policy Government. During his tenure, he has authored numerous publications on Japan's need for reform, positioning him as a senior member in the recently elected Democratic Party of Japan. He is currently in his 2nd term as Governor of Kanagawa.



Tadao Takahashi

Former Executive VP & Vice Chairman, Nissan Motor Co., Ltd., President, Kanagawa-ken Employer's Association

Joining Nissan in 1968, Mr. Takahashi's career has focused in the manufacturing and engineering divisions of the company, ultimately positioning him as a member of the Board of Directors in 1998. In 2005, Mr. Takahashi also became the President of Kanagawa Prefecture's Employer's association.



Luncheon Speaker

Donald W. Campbell

Senior Strategy Advisor, Davis LLP, Former Deputy Foreign Minister and Canadian Ambassador to Japan

Prior to his current role at Davis LLP, Mr. Campbell had a distinguished career with Canada's Department of Foreign Affairs and International Trade, including a term as Canada's Ambassador to Japan from 1993-1997. In 2003, Mr. Campbell was appointed by the Prime Minister to co-chair the Canada-Japan Forum, an external advisory group established by the two respective governments to provide advice and to promote the bilateral relations between Canada & Japan. Mr. Campbell serves on the board of directors of a number of corporations, including Toyota Canada Inc. and is also a Council Member of the Science & Technology in Society (STS) Forum.



Panel - Moderator

David Worts

Executive Director, Japan Automobile Manufacturers Association of Canada

The Japan Automobile Manufacturers Association of Canada, JAMA Canada, was established in 1984 to promote greater understanding on economic and trade matters pertaining to the motor vehicle industry, while encouraging closer industrial cooperation between Canada and Japan. David Worts joined JAMA in 1984 as General Manager and became Executive Director in 1992. Prior to his time at JAMA Canada, Mr. Worts spent several years at the Japan External Trade Organization, JETRO, in Toronto as a Project Manager and exhibit design consultant. Mr. Worts holds a BA (Econ.) from the University of Toronto and an MBA from York University.



Panelists

Deval Desai

Executive Director of Strategy and Planning, Magna International

Deval Desai serves as Executive Director of Strategy and Planning at Magna International. In this position, Mr. Desai is responsible for market intelligence and strategic business development of Magna's operating group companies, as well as strategy and planning for Asia and other emerging markets. Prior to joining Magna, Mr. Desai was a Business Development Manager and an Engineering lead with North American Lighting, a Koito Group Company. Mr. Desai holds a Master's in Mechanical Engineering, a Master's in Management and an MBA in International Business.



Jay McNaughton

Vice President, Sales and Innovation, Wescast Industries

Mr. McNaughton joined Wescast in 2001, serving in Sales & Marketing, as Director of Corporate Development and also as Vice President, Strategic Development. In 2006, Mr. McNaughton led the start up of Wescast's China Facility in Wuhan and in 2007 led the start up of Wescast's Stainless Steel Facility in Stratford, ON. Mr. McNaughton was promoted to Vice President Sales and Innovation in October 2008 and is currently responsible for global sales with offices in North America, Europe, China and Japan. Mr. McNaughton has spent over 15 years in the automotive industry in senior positions such as corporate development, sales, operations and mergers & acquisitions. Mr. McNaughton has an HBSc from Brock University and an MBA from Wilfred Laurier University.



Patrick Bothwell

Corporate Senior Manager - Sales, EHC Global

Patrick Bothwell became Corporate Senior Manager - Sales at EHC Global in 2007. In this position, Mr. Bothwell leads a global team of 23 managers responsible for over \$35 million in annual sales to the elevator and escalator industry. Mr. Bothwell continues to serve as the Representative Director of EHC Japan K.K., which included the responsibility of establishing the Japanese subsidiary. Mr. Bothwell has firsthand experience of setting up and operating sales, manufacturing, and service facilities in Japan. He is fluent in written and spoken Japanese with 20 years experience in Japan.



Steve Rodgers

President, GS Global Solutions

Steve Rodgers currently serves as the President of GS Global Solutions, a consulting firm focused on providing competitive intelligence on the global automotive industry. Prior to establishing GS Global Solutions, Mr. Rodgers spent 22 years with Magna International serving as the VP, Global Business Development covering the Asia-Pacific region focused on the countries of Japan, Korea, China, India & Thailand. Mr. Rodgers is a member of the Board of Directors of both Exco Technologies and the ZENN Motor Company and also Senior Advisor to Optessa. Mr. Rodgers served as the Chairman of the Automotive Parts Manufacturer's Association (APMA) from 2005-2007 and is Chairman of the GreenARC Industry Working Group.



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