



Chambre de commerce  
du Montréal métropolitain  
Board of Trade of Metropolitan Montreal

## Make Inroads on the Gulf Markets

Learn about business opportunities and calls for tender in the region

Montréal, March 14, 2013

– Preliminary Program –

- |                  |   |
|------------------|---|
| 7:30 am          | <b>Registration and breakfast</b>   |
| 7:50 – 7:55 am   | <b>Opening remarks</b><br>Board of Trade of Metropolitan Montréal   |
| 8:00 – 8:30 am   | <b>A brief look at the Gulf Cooperation Council countries</b><br>Export Development Canada  |
| 8:40 – 9:25 am   | <b>The Gulf countries in 2013: business opportunities for Québec-based companies</b><br>Hind Sergieh<br>President<br>Sergieh Group  |
| 9:25 – 9:55 am   | <b>Business Culture: learn how to negotiate with the Gulf countries</b><br>Daniel Roussin<br>Lawyer<br>Roussin Larose Lessard   |
| 9:55 – 10:10 am  | <b>Break and networking</b>   |
| 10:10 – 10:45 am | <b>Legal aspects: getting established in the region</b><br>Sam Bayat<br>Attorney<br>Bayat Group   |
| 10:45 – 11:15 am | <b>Take part in major projects and international calls for tender</b><br>Simon Davari<br>Partner<br>SdM Chartered Professional Accountants  |
| 11:15 – 11:50 am | <b>Round table: testimonials from Québec-based companies on their business development in the Gulf countries</b><br>Maurice Piché, Sonitec<br><br><i>Other panellists to be confirmed</i> |
| 11:50 am         | <b>Closing remarks and networking</b>   |

WORLD TRADE CENTRE  
MONTREAL

L'Équipe d'experts en commerce international  
de la Chambre de commerce du Montréal métropolitain  
Le WTC Montréal reçoit le soutien financier de Développement économique Canada.