

ACCLR

Services aux entreprises



Business Opportunities Seminar

Cuba: an isolated market to prioritize

Assess your development strategy with advice from our experts

April 18, 2018

8:30 a.m. **Registration and Breakfast**

9 h a.m. **Welcome Remarks**
Jean-Christophe Lambert
Advisor, International Market Development
Chamber of Commerce of Metropolitan Montreal

9:05 a.m. **Current Situation of the Cuban Market**
Josefina Vidal Ferreiro
Ambassador of Cuba in Canada
Embassy of Cuba in Canada

9:25 a.m. **Business Opportunities in Cuba and Priority Sectors**
Nancy Lussier
President
Chamber of Commerce and Industry Canada-Cuba

9:45 a.m. **Entrepreneurs Speak – Panel**
Gustavo Szejnberg
Vice-President Delegate – Emerging Markets
National Bank of Canada

France Dionne
Chief Executive Officer
Institut de tourisme et d'hôtellerie du Québec

Mario Lussier
Vice-President
Groupe Lussier

Luc Allary
Director, Business Development and Sales – Caribbean
and Central America
Canadian Commercial Corporation

Benoit Brouillette
General Manager
Labplas

10:15 a.m. **Coffee Break and Networking**

10:45 a.m. **Round Tables**

Legal and Fiscal Frameworks in Cuba

Cyril Arnaud
General Manager

Chamber of Commerce and Industry Canada-Cuba

Gregory Biniowsky
Consultant
Gowling WLG

Logistic Procedures with Cuba

Israël Turgeon
President
Cargomax

William Shatner
Sales representative
Protos Shipping

Doing Business with Cuba

Anita Labelle
Project Manager
Canadian Commercial Corporation

Mara Bilbao
Consul General of Cuba in Montréal
Consulate General of Cuba in Montréal

Financial Support for Exports Towards Cuba

Antoine Lajoie
President
Finmetrix

Gustavo Szejnberg
Vice-President Delegate – Emerging Markets
National Bank of Canada

Sectorial Specialists and Government Support

Guillaume Jobin
Advisor – Latin America and Antilles Division
Ministère de l'Économie, de la Science et de l'Innovation

Cristina Ramos Moreno
Commercial and Economic Advisor
Embassy of Cuba in Canada

12:15 p.m. **End of Activity and Networking**

In collaboration with:



Official Airline:

