



## INNOVATION - WHY CANADA SHOULD BE ON YOUR RADAR MARKET ENTRY SERIES WORKSHOP, CANADA 2020



**September 23rd 2020**

**16:00 - 17:15 hrs. Santiago de Chile (UTC-3).**

ONLINE VIA **ZOOM** - IDIOMA INGLÉS

### PROGRAMA

- 16:00 – 16:05      **Welcome and brief overview of the Chilean innovation sector**  
Jorge O’Ryan Schutz – Director of ProChile
- 16:05 – 16:10      **Why Canada? Brief overview of the Canadian market and introduction to today’s speakers**  
Fernando Acuña – Trade Commissioner of Chile in Canada
- 16:10 – 16:35      **Opportunities in Canada for Chilean tech companies- Local investment incentives**  
Moderated by Mark Richardson, Senior Trade Commissioner, Canadian Embassy in Santiago
- 1. Montreal International**  
                                 Eliza Fiuza, Project Manager of Foreign Investments
- 2. Toronto Global**  
                                 Graeme Cooke, Senior Advisor
- 16:35 – 17:05      **Business Expansion in Canada for tech companies, moderated by Mark Bonel, Director, Chile-Canada Chamber of Commerce (Market Entry Strategy, investor perspective, challenges encountered, tips for market expansion into Canada, etc.):**
- Claudio Rojas, National Angel Capital Organization (NACO)
  - Pablo Herrera, Managing Partner, Deloitte Private (Santiago)
  - Cornershop, Javier Fernández, Expansion Growth Director
- 17:05 - 17:15      **Q & A**