



BRAZIL WEEK

EVENT PROGRAM

BRAZIL-CANADA CHAMBER OF COMMERCE



Brazil-Canada Chamber of Commerce
Brésil-Canada Chambre de Commerce

apexBrasil

MINISTRY OF
**FOREIGN
AFFAIRS**

MINISTRY OF
**DEVELOPMENT,
INDUSTRY, TRADE
AND SERVICES**

GOVERNO DO
BRASIL
DO LADO DO POVO BRASILEIRO

HOSTED BY

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MESSAGE FROM OUR CO-CHAIRS



PETER HAWKINS
Co-Chair of the BCCC



DANIEL RICICA
Co-Chair of the BCCC

Dear partners and supporters

It is with great enthusiasm that we invite you to join us for the **Brazil Week in Toronto**, taking place on September 10 & 11, 2025.

This flagship initiative by the Brazil-Canada Chamber of Commerce - BCCC and ApexBrasil represents a unique opportunity to strengthen the economic and cultural bridge between Brazil and Canada. As we bring together business leaders, government officials, and innovators from across both countries, our goal is clear: to foster dialogue, facilitate partnerships, and showcase the remarkable potential of bilateral collaboration.

Brazil Week will highlight key sectors where our countries intersect while fostering meaningful networking, investment, and policy discussions. We are proud to support this platform that reflects the BCCC's mission: connecting ideas, people, and opportunities.

We invite you to explore the sponsorship opportunities outlined in this proposal and become an integral part of this landmark event. Together, we can drive new connections and lasting impact for the Brazil-Canada business corridor.

We look forward to welcoming you in September. ”

Warm regards,

Peter Hawkins & Daniel Ricica

Co-Chairs, Brazil-Canada Chamber of Commerce

ABOUT THE BCCC

The Brazil-Canada Chamber of Commerce - BCCC is a not-for-profit organization dedicated to fostering and strengthening the economic and commercial ties between Brazil and Canada. With a mission to promote bilateral trade, investment, and partnerships, the BCCC serves as a bridge between the two nations, helping businesses, organizations, and governments collaborate more effectively across borders.

By providing key resources, strategic insights, and valuable connections, the Chamber supports its members in expanding their commercial activities and achieving long-term success. For over 50 years, the BCCC has played a pivotal role in connecting leaders from the private and public sectors in Brazil and Canada. Through networking, advocacy, and market intelligence, the Chamber helps members identify opportunities, overcome challenges, and enhance their business interests.

With a strong focus on facilitating dialogue, the BCCC empowers companies to grow in dynamic, sustainable, and competitive markets. Its initiatives include industry-specific events, trade missions, policy advocacy, and thought leadership designed to drive impactful collaborations and foster innovation.



Connecting companies since 1973



**Awarded the
Order of Rio
Branco**

ABOUT BRAZIL WEEK

Brazil Week in Toronto is a business and policy event co-hosted by the Brazil-Canada Chamber of Commerce - BCCC and ApexBrasil, dedicated to advancing the economic relationship between Brazil and Canada. Taking place on September 10 and 11, 2025, the major events will convene leaders from government and business for high-level discussions, strategic networking, and sector-driven collaboration.

Held in the heart of Toronto, the program will feature keynote addresses, panel discussions, and bilateral sessions with representatives from the Brazilian and Canadian private and public sectors, offering unique insights into trade policy, innovation strategy, sustainability, and international cooperation.

Whether you represent a multinational corporation, a growing startup, or a public institution, Brazil Week in Toronto offers an unparalleled opportunity to connect with key stakeholders and shape the future of Brazil-Canada relations.



03 EVENTS



+100 ATTENDEES



**HIGH-LEVEL
NETWORKING**



**HIGH-LEVEL
SPEAKERS**

BCCC SPONSORS AND PARTNERS

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DOING BUSINESS IN BRAZIL - 18TH EDITION



DATE

September 11, 2025

TIME

9:30 AM to 4:00 PM

LOCATION

McCarthy Tétrault
66 Wellington St W Suite 5300
Toronto, ON M5K 1E6



AUDIENCE

Guests and the general audience

This event is made possible by the
generosity of **McCarthy Tétrault!**

AGENDA

9:30 AM - Registration and Networking Breakfast

10:00 AM - Welcome Remarks

- Gary Litwack - Counsel, M&A and Capital Markets, McCarthy Tétrault

10:05 AM - Opening Remarks

- Peter Hawkins, BCCC Co-Chair (MELLOHAWK Logistics)
- Ana Repezza, Business Director (ApexBrasil)
- Paola Saad, Co-Chair of the BCCC Trade & Investment Committee
- Salo Rapoport, Co-Chair of the BCCC Trade & Investment Committee and Chief Strategy Officer at Cescon Barrieu

10:15 AM - Brazil's Path Toward Trade Diversification

- Introduced By Salo Rapoport
- Sophia Magalhaes de Oliveira Kadri, Head of Division of Industry and Service Promotion at MRE - Ministry of Foreign Affairs

10:25 AM - Overview of Brazil & Canada Trade Investment

- Introduced by Peter Hawkins
- Gustavo Ribeiro, Market Intelligence Manager, ApexBrasil

10:55 AM - Panel 1: FDI - Foreign Direct Investment & Infrastructure Projects Brazil

- Introduced by Peter Hawkins
- Moderator: Michael Kennedy, Director of the BCCC; Financial Advisor, CIBC
- Mauricio Santos, Senior Partner, Cescon Barriau
- Brad Nicpon, Partner, Real Property & Planning, McCarthy Tétrault
- Ralph Chery, Director, Business Development (FDI), Latin America & Florida, Investissement Québec

12:00 PM - Meet Rio Grande do Sul

- Introduced by Paola Saad, Co-Chair of the BCCC Trade & Investment Committee and President of Mandala Group
- Fabricio Forest, Investment Attraction and Commercial Promotion Director, Invest RS

12:15 PM - Lunch**1:00 PM - Meet Minas Gerais**

- Introduced by Khalil Leopoldo, Manager, Business Development & Partnerships
- Gustavo Costa de Souza, Superintendent of Investment and Export Promotion at the State Secretariat of Economic Development of Minas Gerais

1:15 PM - Smart Cities & New Technology

- Introduced by Peter Hawkins
- Moderator: Andrea Gardella, Founder and Principal Economist, Alcance Solutions
- Ian Spence, Senior Manager Business Development, MARS
- Daniel Glover, Partner and National Co-Lead, Cyber/Data Group, McCarthy Tétrault

2:00 PM - International Trade: Building Partnerships with Brazil

- Moderator: Peter Hawkins, Co-Chair of the BCCC and SVP & Managing Director of MELLOHAWK Logistics
- Vasuda Sinha - Partner, International Arbitration, Litigation and Dispute Resolution, McCarthy Tétrault
- Robert Peterman, Chief Commercial Officer, Toronto Stock Exchange

2:50 PM - Market Diversification - Identifying Opportunities & Building Partnerships - Doing Business with Brazilians

- Introduced by Peter Hawkins
- Moderator: Cinthya Ortiz, Sr. Intl. Market Consultant, Latin America and the Caribbean, MEDJCT, Government of Ontario
- Prerna Sharma, Senior Economist, EDC
- Gustavo Ribeiro, Market Intelligence Manager, ApexBrasil
- Margarita Motta, Expert Advisor, Exports – South America, LATAM Department, Investissement Québec International
- Tom Mix, Partner, Business Law, McCarthy Tétrault

3:50 PM - Closing Remarks

- Peter Hawkins, Co-Chair of the BCCC; SVP & Managing Director; MELLOHAWK Logistics

- **4:00 PM - End of the Event**

SPEAKERS' BIOS



WELCOME REMARKS



GARY LITWACK

Counsel, M&A and Capital Markets
McCarthy Tétrault

Gary Litwack is counsel at McCarthy Tétrault, where his practice focuses on public and private equity and debt financing, mergers and acquisitions, and securities regulation, with a special emphasis on transactions (including financings, M&A, and industry-focused commercial arrangements) involving mining, financial services, and registrant companies.

He is particularly active in the Latin American market, regularly advising clients on cross-border transactions and regulatory matters in the region. Gary also counsels independent committees of boards of directors regarding “related party” and significant material transactions and circumstances, as well as dealers and advisors on investment funds and registration compliance.

OPENING REMARKS



PETER HAWKINS

Co-Chair of the BCCC and SVP and Managing Director of MELLOHAWK Logistics

Peter Hawkins is Co-Chair of the Brazil Canada Chamber of Commerce (BCCC) and the co-owner of MELLOHAWK Logistics, an international, certified-diverse, freight forwarder with offices in Canada, the US and Brazil and sixty-five global partners. He is Chair of the Professional Advisory Committee (PAC) for the International Business Program for Sheridan College and sits on the PAC committee for the Bachelor of Business committee for the Bachelor of Business Administration degree. He is a TAP advisor

Global Affairs - International Trade, as well as the Toronto Board of Trade and Mississauga Board of Trade (Co-Chair International Trade Committee and member Policy Committee) and Canadian Gay & Lesbian Chamber of Commerce. Peter was named Mississauga Board of Trade's Businessperson of the Year and was awarded the Access Employment Walk of Fame Award and the CGLCC Exporter of the Year. He collaborates closely with Canadian companies seeking to export to new markets, international companies looking at market/FDI potential in Canada, and global business matchmaking.

He is a volunteer mentor and champion of newcomers, new graduates, women, entrepreneurs, and people re-entering the workforce., and he often speaks at Schulich, Ted Rogers School, York University, Centennial College, Sheridan College, Lambton College, Mohawk College and various Chambers of Commerce and immigrant associations, most recently at Triec and Ontario Heroes. He conducts regular workshops on professional networking.

MELLOHAWK Logistics was awarded Xpert Logistics Global Service Provider of the Year and MELLOHAWK Logistics staff have twice been named Canadian Young Freight Forwarder of the Year (CIFFA). Peter Hawkins is a producer of this year's multi-awarding winning documentary The Long Rider about a cowboy who rode a horse from Calgary to Brazil.

OPENING REMARKS



PAOLA SAAD

Co-Chair of the BCCC Trade & Investment Committee
and President of Mandala Group

Paola Saad is the CEO and Founder of Mandala Group, a company dedicated to connecting Canadian businesses with global markets through expert matchmaking and international trade facilitation. With over 25 years of experience leading trade missions and events, Paola has worked with a diverse range of clients—including multinational corporations, financial institutions, civic organizations, foreign dignitaries, and governments—across more than 40 sectors globally.

In addition to her work at Mandala Group, Paola is a Senior Partner at In Vino Frances Veritas, a French company importing organic, biodynamic, and

sustainably farmed wines from France, Spain, and Italy. The company focuses on promoting high-quality wines while supporting sustainable agricultural practices, with a particular emphasis on expanding its reach to South America and Asia.

Paola thrives in high-pressure environments, consistently managing multiple projects while meeting tight deadlines. Her leadership extends to several boards and advisory roles, including serving as a director on the Board of the United Nations Association in Canada, Toronto Region, where she also chaired Event Planning. She is the Past President and Chair of the Trade and Investment Committee at the Brazil-Canada Chamber of Commerce (BCCC) and currently serves as Chair of the Centennial College Program Advisory Committee for International Business, in addition to advising the GiET Foundation.

Paola's outstanding contributions have earned her prestigious accolades, including the "Brazilian Woman in Power" award from the Canadian Federal and Ontario Provincial Governments and a CONCID award for her work with the Brazilian community in Toronto.

She holds a Master's degree in Business Administration and Marketing from the University of Liverpool, a Postgraduate Specialization in Public Relations from Ryerson University, and an Honors B.A. in Economics from the University of Toronto.

OPENING REMARKS



SALO RAPOPORT

Chief Strategy Officer, Cescon Barrieu
BCCC, Trade & Investment Co-Chair

Salo Rapoport is a strategic leader with over 25 years of experience in corporate strategy, business development, marketing, finance, and performance management. As Chief Strategy Officer of Cescon Barrieu, one of Brazil's top law firms, Salo led transformative initiatives that drove significant growth, fostered innovation, and supported international expansion — including strengthening ties with the Canadian market.

With a career built across multinational corporations such as Unilever, Diageo, and Boehringer-Ingelheim, alongside entrepreneurial ventures in the import sector, Salo brings a unique blend of strategic vision, data-driven management, and hands-on execution. A graduate of Fundação Dom Cabral — Latin America's leading business school — and executive programs at other top-tier universities, Salo is also an advocate for social impact through volunteer board roles. He is recognized for aligning diverse teams behind ambitious goals and consistently delivering sustainable growth. At the Brazil-Canada Chamber of Commerce, Salo serves as Co-Chair of the Trade & Investment Committee (since January 2025) and Board Member (since May 2025), committed to advancing strategic collaboration, fostering innovation-driven partnerships, and unlocking new opportunities for bilateral trade and investment.



SOPHIA KADRI

Head of Division of Industry and Service Promotion at
MRE - Ministry of Foreign Affairs

Sophia Kadri is a career diplomat and currently serves as Head of the Division for the Promotion of Industry and Services at the Ministry of External Relations of Brazil.

Prior to this appointment, she served at the Embassy of Brazil in Washington (2016–2019), where she was responsible for relations with the U.S. Congress, and at the Embassy in Montevideo (2019–2022), in the Political and Defense Section. In 2024, she co-chaired the G20 Tourism Working Group. Since 2023, she has coordinated over 15 official trade missions, with a particular focus on Africa and Asia.

She graduated in International Relations from the Graduate Institute of International and Development Studies in Geneva, Switzerland, and joined the Brazilian Foreign Ministry in 2008.

FOREIGN DIRECT INVESTMENT & INFRASTRUCTURE PROJECTS BRAZIL



BRAD NICPON

Partner, Real Property & Planning at McCarthy Tétrault

Brad Nicpon is a partner in McCarthy Tétrault's Infrastructure Group in Toronto. His practice areas include: infrastructure development, procurement, construction, energy, real property, and P3s. He also advises on the purchase and sale of infrastructure and real property assets.

Brad advises various levels of government and private sector clients in respect of the procurement, construction, financing, operation and maintenance of major projects, including hospitals, law enforcement facilities, sports facilities, entertainment venues and transit/transportation projects. He is counsel to the Government of Ontario on the Province's transit-oriented development program. A significant portion of Brad's practice has focused on power transmission and power generation projects, including renewable (storage, solar, offshore wind and onshore wind) and traditional (coal, oil shale and gas) projects. He also advises on projects in the emerging geothermal infrastructure sector. Brad has led infrastructure transactions around the world, including Asia, the Middle East, the UK, Europe and North America. Brad has also held senior government roles, having served as Director of Policy to two Ministers of Infrastructure. In that capacity he advised the Minister, the Office of the Premier and other senior government decision-makers on all major infrastructure matters.

FOREIGN DIRECT INVESTMENT & INFRASTRUCTURE PROJECTS BRAZIL



MAURICIO TEIXEIRA DOS SANTOS
Senior Partner, Cescon Barrieu

Maurício Teixeira dos Santos is a Senior and Founding Partner of Cescon Barrieu, where he leads the firm's Infrastructure practice. For more than three decades, he has advised on structured and project finance transactions as well as M&A across the infrastructure sector. His experience covers a wide range of industries, including energy, water and sanitation, digital telecom, oil and gas, financial services, and infrastructure more broadly. He is consistently recognized as one of Brazil's leading lawyers in project finance, banking and finance, and infrastructure by top U.S. and European legal publications.

Maurício holds a law degree from the University of São Paulo, a Master of Laws from the University of Tübingen (Germany), and a Global Executive MBA from INSEAD (France/Singapore). He is currently an applicant to the Master of Liberal Arts in International Relations – Extension Studies program at Harvard University. Earlier in his career, he served as an international associate at a major New York law firm (2000–2001).

FOREIGN DIRECT INVESTMENT & INFRASTRUCTURE PROJECTS BRAZIL



MICHAEL KENNEDY

Director at the BCCC
and Financial Advisor at CIBC

Michael Kennedy is presently a Director at the Brazil Canada Chamber of Commerce and a Financial Advisor at CIBC. He is an advisor specializing in investment, with a passion for strengthening economic ties between Canada and Brazil. He has worked with financial institutions to identify opportunities for cross-border growth and investment.

Michael holds a Bachelor of Arts in Political Science and Business Administration from Acadia University and an MBA at La Universidad Torcuato Di Tella in Buenos Aires, Argentina. In addition, Michael is fluent in Spanish and Portuguese.

FOREIGN DIRECT INVESTMENT & INFRASTRUCTURE PROJECTS BRAZIL



RALPH CHERY

Director - Foreign Direct Investment (FDI) for Latin America
Investissement Québec

Ralph Chery is the Director - Foreign Direct Investment (FDI) for Latin America at Investissement Québec, the financial arm and development agency of the Canadian province of Quebec. He helps Latin American companies to expand their activities in Quebec.

After completing a Bachelor's degree in Electrical Engineering at Concordia University in Montreal, Ralph began his career as a Project Engineer for Honeywell, working in refineries and power plants across North America and the Middle East. He went on to complete postgraduate degrees in Finance at McGill University and in Business Administration at IESE Business School in Barcelona, Spain. He then worked for the French bank BNP Paribas in London and Montreal.

He has extensive experience working in the energy sector, having worked for E.ON's trading unit in Düsseldorf, Germany and Trafigura, a Swiss oil products company, selling oil products in Central America and the Caribbean from Panama.

Upon returning to his hometown of Montreal, Ralph joined Mitacs, a Canadian non-profit organisation that facilitates collaboration between academia and business, as Director of Business Development, before joining Investissement Québec. Ralph enjoys travelling and learning languages, and is currently training for his eighth full marathon. Ralph speaks fluently French, Spanish and Portuguese.



FABRICIO FOREST

Investment Attraction and Commercial Promotion
Director, Invest RS

Business administrator with an MBA in International Business Management. He was CEO of a multinational company in Porto Alegre and is the former CEO of Ideal Foods, a company specializing in the export of proteins of animal origin.

Fabricio worked in business entities in Rio Grande do Sul, such as ADVB-RS, where for six years he was president of the RS Exportation Award Council, made up of 17 entities relevant to Rio Grande do Sul's foreign trade, and Federasul.



GUSTAVO COSTA DE SOUZA

Superintendent of Investment and Export Promotion
at State Secretariat of Economic Development of
Minas Gerais

Gustavo Costa de Souza is Superintendent of Investment and Export Promotion at the State Secretariat of Economic Development of Minas Gerais. He oversees initiatives that expand the state's global economic presence, including the organization of international trade missions.

A career governmental manager, he has over a decade of experience in public administration, international cooperation, investment and trade promotion and university-industry relation. He holds two master's degrees — in Development Studies (Lunds Universitet) and in Public Administration (João Pinheiro Foundation, Brazil) and a B.A in International Relations (PUC Minas).



ANDREA GARDELLA

Founder & Principal Economist
Alcance Solutions

Andrea founded Alcance Solutions in 2022 to empower small and medium-sized businesses and investors, and unlock global opportunities by providing strategic and sustainability-focused research and risk assessments. With a multidisciplinary approach, we guide organizations to navigate complex challenges and make strategic decisions that drive sustainable success in industries contributing to the climate transition.

Andrea spent over 12 years at Export Development Canada supporting Canadian exporters and investors grow internationally first as a Principal Economist, covering South America and natural resource industries, and then as a Senior Advisor advancing Canada's climate-related analysis and finance policy.

Andrea holds a Bachelor's degree in Economics from the University of Ottawa as well as a Master's in Global Security Studies-Environment and Energy from Johns Hopkins University. Andrea is fluent in English, French and Spanish. Andrea speaks intermediary Portuguese.



DANIEL GLOVER

Partner and National co-lead, Cyber/Data Group at
McCarthy Tétrault

Dan Glover has significant experience in all aspects of information law. His practice takes a 360-degree approach to data: he helps clients extract the tremendous value inherent in data, while at the same time managing the complex risks associated with data. He has worked on the highest-stakes files in the field, having advised clients in relation to the three largest data breaches in Canadian history and having argued landmark cases before the Supreme Court of Canada and other leading appellate courts.

The breadth and excellence of Dan's practice are widely recognized. Chambers Canada ranks Dan as a leading lawyer in three separate areas: Intellectual Property: Litigation, Media & Entertainment, and Privacy & Data Protection. Dan also plays a key role in McCarthy Tétrault's Band One Information Technology practice.

Dan's insights come from significant exposure to the many different areas of law touching on the exploitation and protection of information, including privacy, cybersecurity, breach response, copyright and trademark infringement, privilege, anti-spam and marketing compliance, confidential information, competition law, constitutional law, and Internet law.



IAN SPENCE

Senior Manager, Business Development
MaRS Discovery District

Ian Spence is a Senior Manager of Business Development at MaRS, where he drives growth at the intersection of advanced industries and strategic partnerships. His work connects Canada's most ambitious ventures with corporate leaders in areas of advanced manufacturing, mining, energy, biomanufacturing, and enterprise technologies, creating pathways for adoption, investment, and global impact.

Ian is passionate about unlocking the potential of Canadian innovation and bringing it to the world. His approach blends industry narratives with practical impact — helping organizations harness advanced technology and their practices to strengthen business performance and build more resilient societies. Prior to joining MaRS, Ian built a multidisciplinary career across energy, advanced AR/VR, IT, and consumer technology. With 15 years of experience in sales and marketing, he brings both venture and commercial insight with a cross-sector perspective. Ian holds a BA (Double Honours) in Biology and Geography from Wilfrid Laurier University.

INTERNATIONAL TRADE: BUILDING PARTNERSHIPS WITH BRAZIL



ROBERT PETERMAN

Chief Commercial Officer

Toronto Stock Exchange and Global Capital Formation
TMX Group

Robert Peterman is Chief Commercial Officer at Toronto Stock Exchange (TSX), TSX Venture Exchange (TSXV). He is responsible for domestic and international activities for TSX and TSXV across new corporate listings and Exchange Traded Funds and Products. His group also covers capital development and support for all TSX and TSXV issuers. Combined, the exchanges are home to over 3,400 public issuers.

During 2024 over 220 companies or ETFs went public on TSX and TSXV and over \$21B of equity capital was raised. In total the total market capitalization of TSX and TSXV was just short of \$5T at the end of 2024. Making TSX one of the largest exchanges in the world for raising equity capital and attracting corporate listings.

Robert completed his MBA at the Richard Ivey School of Business. Prior to working at TMX, Robert worked in Corporate Strategy for a subsidiary of Brookfield Asset Management. He was a member of the Ivey Entrepreneurship Council. Currently he is also a Director for SVX (Social Venture Exchange) formerly a joint venture between TMX Group and MARS.

INTERNATIONAL TRADE: BUILDING PARTNERSHIPS WITH BRAZIL



VASUDA SINHA

Partner, International Arbitration, Litigation and Dispute Resolution at McCarthy Tétrault

Vasuda Sinha is a partner in McCarthy Tétrault's National Litigation and Dispute Resolution Group. Her practice is focused on complex commercial and investment arbitrations and litigation, as well as cross-border and jurisdictional disputes.

Her extensive experience and appearances as counsel before various international arbitral tribunals and courts, including SCC, ICC, UNCITRAL and ICSID tribunals and the Supreme Court of Canada, is particularly sought-after by clients with global operations and investments during periods of geopolitical and market volatility. She has represented clients on a broad variety of matters including those related to insolvency and investment treaty violations involving a variety of industries and jurisdictions.

MARKET DIVERSIFICATION: IDENTIFYING OPPORTUNITIES & BUILDING PARTNERS



CINTHYA ORTIZ

Sr. Intl. Market Consultant, Latin America and the Caribbean, MEDJCT, Government of Ontario

Cinthya holds a degree in International Business from the University of the Incarnate Word in San Antonio, Texas, where her interest in global markets first took shape. A natural entrepreneur and risk-taker, she founded three businesses, gaining valuable insights through both successes and challenges. These experiences gave her a deep understanding of the private sector and shaped her

perspective on how best to support companies in their growth journeys.

With more than 15 years of experience helping businesses expand internationally, Cinthya brings a uniquely comprehensive view of global trade. Her professional journey has been truly international: she lived in China, where she gained firsthand experience with Asian markets; strengthened her expertise in North America during her time in the United States; and, as a proud Mexican, launched her career and early ventures in Latin America. This diverse background ultimately brought her to Canada, where she has lived for the past decade.

For the last three years, Cinthya has served as Area Director for Latin America and the Caribbean at Ontario's Ministry of Economic Development, Job Creation and Trade (MEDJCT). In this role, she partners with hundreds of Ontario companies each year, facilitating introductions to buyers, leading trade missions, and providing strategic guidance on international market entry—efforts that have helped generate millions of dollars in new business opportunities for the province.

MARKET DIVERSIFICATION: IDENTIFYING OPPORTUNITIES & BUILDING PARTNERS



MARGARITA MOTTA

Expert Advisor, Exports – South America
Investissement Québec International

Margarita is a dynamic international business strategist with over 15 years of experience helping companies grow beyond borders. With deep expertise in global market development, export strategy, and international trade mechanisms, she has guided countless firms toward successful expansion.

Before joining Investissement Québec in 2021, Margarita spent nearly a decade at Québec International, where she led the Market Development team and served as Export Commissioner. Her strategic insight and hands-on approach made her a trusted advisor across industries.

Originally from Colombia, Margarita holds a bachelor's degree in economics, an MBA in international management, and a certificate in leadership. She's driven by impact, collaboration, and the belief that Québec innovation belongs on the world stage.

MARKET DIVERSIFICATION: IDENTIFYING OPPORTUNITIES & BUILDING PARTNERS



PRERNA SHARMA

Senior Economist

Export Development Canada (EDC)

Prerna is a senior economist with EDC's economics team. She focusses on external and internal research on the global and Canadian economy and trade. She has been with EDC for 3.5 years, prior to this Prerna worked at the Brookings Institution in India. She has a masters from Columbia University in New York and an undergraduate degree in Economics from the University of Warwick in the U.K.

MARKET DIVERSIFICATION: IDENTIFYING OPPORTUNITIES & BUILDING PARTNERS



TOM MIX

Partner, Business Law at McCarthy Tétrault

Tom Mix is a seasoned legal advisor with over two decades of experience in mergers and acquisitions, cross-border transactions, and regulatory compliance. As a partner in McCarthy Tétrault's national Business Law Group, Tom provides strategic counsel to clients across various industries, including agribusiness, mining, private equity, and retail.

Leveraging his background as former Vice President M&A and Strategic Projects and General Counsel at Nutrien Ltd. the world's largest agriculture inputs and services company, Tom offers clients a unique perspective that combines in-depth industry knowledge with practical legal solutions. He has successfully guided clients through complex domestic and international transactions, navigating regulatory frameworks in jurisdictions such as the United States, Europe, Asia, Latin America, Australia, and the Middle East.

Tom's expertise includes advising on mergers and acquisitions, strategic partnerships, corporate governance, shareholder matters, and go to market strategies. His ability to lead negotiations with government regulators and stakeholders has been instrumental in facilitating significant deals and ensuring compliance with diverse legal requirements.

CONTACT US

If you are interested in learning more about the BCCC,
please contact us at info@brazcanchamber.org



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