



Canadian Chamber of Commerce in **Japan**

Canadian Energy Round-up

November 25, 2014@TMI Associates

INPEX



Canada 



Speaker bios

CCCJ Canadian Energy Round-up 2014 (Tuesday November 25, 2014@TMI Associates)

Time	Speaker and presentation information
14:00 – 14:05	Opening Remarks (CCCJ Chair – Wilf Wakely)
14:05-14:10	Remarks by Ambassador of Canada to Japan, H.E Mackenzie Clugston
14:10 – 14:30	Shinji Fujino – Executive Director, Member of the Board – JOGMEC - A Japanese Investor’s Perspective - Issues of direct concern to Japanese importers/users of Canadian energy products
14:30 – 15:00	Arun Alexander – Minister (Commercial) – Embassy of Canada - Highlights of steps being taken by the Government of Canada to advance energy resource development and diversify export markets.
15:00 – 15:25	Avrom Salsberg – Trade and Investment Representative for British Columbia in Japan - An overview of the tax and its implication on currently announced projects.
15:25-16:00	Networking Coffee Break
16:00-16:25	Ron Deyholos – Lawyer, Torys LLP Canadian LNG: Issues and Strategies for foreign investors. - Recent development of large unconventional gas plays (using new technologies) - Transition from need to import to need to export energy and need for foreign capital) - Overview of current projects and foreign investment into projects - Options for structuring foreign investment projects - Investment Canada approval of foreign investment - Challenges impacting Canadian LNG projects/foreign investor
16:25-16:50	Mark Podlasly - First Nations Energy and Mining Council - Origin of the First Nation's rights and application to natural resources project - Implication for LNG plants and pipeline project development
16:50-17:15	James LeMoine – Lawyer, Bull Housser LLP - Overview of the BC new LNG tax and related issues - Overview of the BC Green House Gas Regulation and environmental assessment of LNG projects on the BC coast
17:15-17:40	Tom O’Sullivan – Mathyos Japan – Global Energy Solutions -Recent developments in power and gas sectors in Japan including energy mix and nuclear re-starts. -International LNG developments and competitive environment for Canadian LNG.
17:40-18:05	Paul Blomerus - Westport Innovation; Greg Rozitis - Vice President, Business Development, Hitachi High-Tech AW Cryo, Inc Domestic use of LNG fuel in North America in synergy with LNG export - New applications in trucking, rail, mining, marine, petroleum and remote communities - Investment opportunities and economic growth potential
18:05-18:30	Q&A Session



Wilf Wakely, Chairman, Canadian Chamber of Commerce

Wilf Wakely is a 35 year resident of Japan and is Canadian lawyer admitted to practice in Japan as a registered foreign law solicitor, and is principal of Wakely Foreign Law Office. His firm works in Qualified Joint Venture with TMI Associates.

His focus is on corporate and business law advisory regarding international commercial transactions, such as licences, distribution agreements and representation - including as resident Director and statutory auditor. He also advises regarding government relations including regulatory negotiations and provides advice on sovereign developments, including projects such as the re-development of the Canadian Embassy, the European Union Delegation building and other foreign missions in Tokyo.. He has been Chairman of the Canadian Chamber of Commerce since 2011. Wilf Wakely's career in Japan also included being posted to Canada's Embassy in Tokyo as First Secretary and as Commissioner, Trade and Investment for the government of British Columbia, in Kobe. This last posting involved Canadian energy projects



Mackenzie Clugston, HE Ambassador of Canada to Japan

HJ.E. Ambassador Mackenzie Clugston was born in Japan and raised here throughout high school. He speaks Japanese fluently.

He graduated from Trent University with a Bachelor Degree in Arts in 1974, and a Masters of Public Administration from Queen's University in 1977. He joined the Department of Foreign Affairs and International Trade in 1982. Between 1985 and 1997, he served abroad twice in Tokyo as a Public Affairs Officer as well as Trade Commissioner. In 2000, he was appointed Consul General in Osaka and in 2003, moved back to Tokyo to become Minister and Deputy Head of Mission in Tokyo. From 2009–2012, Mr. Clugston was Ambassador of Canada to Republic of Indonesia, Democratic Republic of Timor Leste and the Association of Southeast Asian Nations (ASEAN).

Mr. Clugston was appointed as Ambassador of Canada to Japan on September 19, 2012 and presented his credentials to His Majesty the Emperor of Japan on December 14, 2012



Shinji Fujino – Executive Director, Member of the Board – JOGMEC

Mr. Fujino entered the Ministry of Economy, Trade and Industries (METI), the Government of Japan in 1987. He has over ten years of experience in energy policy in METI. He worked in the International Energy Agency (IEA, Paris) from September 2008 to June 2012. As Head of Country Studies Division, he reviewed energy policies of the IEA member countries. He has been working in JOGMEC (Japan Oil, Gas and Metals National Corporation) as Director General of Business Strategy Department, Oil & Gas Upstream Business Unit from July 2012 until March 2014 and as Executive Director, Member of the Board from April

2014. He majored in physics, and has a BA and a Master in Science from the University of Tokyo.



Arun Alexander – Minister (Commercial) – Embassy of Canada

Mr. Alexander joined the Department of Foreign Affairs and International Trade in 1995. Between 1998 and 2001, he served as Trade Commissioner at the Canadian High Commission to Singapore. On returning to Ottawa in 2001, he was Counsel and later Deputy Director at the Trade Law Bureau, a joint unit of the Department of Foreign Affairs and International Trade and the Department of Justice. From 2005-2009, Mr. Alexander was assigned to the Canadian Mission to the European Union in Brussels where he served as the Head of the Agriculture, Fisheries and Environment Section. He returned to Ottawa

in 2009 and served as the Director of the Trade Law Bureau and as the Chief of Staff to the Deputy Minister of International Trade from 2010-2012. His most recent assignment was that of Director General and Deputy Legal Adviser of the Trade Law Bureau.



Avrom Salsberg – Trade and Investment Representative for British Columbia in Japan

Mr. Salsberg was appointed as the Trade and Investment Representative for British Columbia in Japan, in July 2007. Prior to that, he was a Trade Commissioner at the Canadian Embassy in Japan for 7 years, focusing primarily on the technology sectors. Before joining the Embassy, he served as Managing Editor and Head of Business Development for a technical publications company in Tokyo. Mr. Salsberg originally came to Japan in 1994 as part of the Japan Exchange and Teaching (JET) Program,

living on a small island in the Seto Inland Sea in Hiroshima Prefecture. During his nearly 20 years in Japan, he has become fluent in Japanese.



Ron Deyholos - Torys LLP

Ron Deyholos is co-head of the firm's Calgary office. His practice focuses on energy, M&A and project development. He has advised on all aspects of the development and operation of various energy projects in Canada, including major offshore oil and gas, oil sands, cogeneration and wind power projects. Ron's experience includes advice on joint ventures, partnerships, energy supply agreements, production and facilities construction, and operating matters. His energy expertise includes asset and share acquisitions and divestitures.

Ron also has significant experience in the outsourcing and contracting of business processes and services, including of energy and power project management, operations and maintenance. Ron has acted for a number of clients involving major energy transactions including such parties as Husky Energy, Greengate Power in conjunction with brand name energy and resource firms such as Petro-Canada, Teck Cominco, Imperial Oil, Exxon Mobile amongst others.



Mark Podlasly - First Nations Energy and Mining Council

Mr. Podlasly is a member of the Nlaka'pamux Nation located in British Columbia and Washington State. He is a senior advisor to the First Nations Energy and Mining Council on extractive industries and their impact on indigenous lands and communities. The Council supports First Nations interests in land, community and resource issues on indigenous territories across British Columbia. Mr. Podlasly is also the co-founder and CEO of North Pacific Energy Ltd., a Canadian wood biomass energy company servicing Japan and Korea's electricity and industrial power sectors

A graduate of Harvard University's Kennedy School of Government, Mark has considerable experience in corporate strategy, strategic partnerships and global markets related to the energy and mining sectors. Prior to co-founding North Pacific Energy, Mark ran a successful executive education and consulting practice in Asia, Europe and the USA, designing corporate strategy, leadership, and globalization programs for clients including GE, Unilever, General Mills, Clorox, Goldman Sachs and Praxair. Mr. Podlasly serves his First Nation as Lead Trustee for the Nlaka'pamux Legacy Trust, a mining revenue sharing fund dedicated to community and skills building for eight band communities in central BC.



James (Jay) LeMoine - Bull, Housser & Tupper LLP

Mr. LeMoine is a commercial lawyer whose work focuses on the commercial aspects of infrastructure projects and business transactions. His practice includes the negotiating, drafting and implementation of commercial contracts, business structures, public-private partnerships and infrastructure agreements.

In addition to his P3 work, Mr. LeMoine regularly advises on a variety of business transactions including commercial financings, acquisitions and divestitures of shares and assets as well as on general contractual matters. His commercial work includes business structuring for First Nations, including the implementation of Impact Benefit Agreements and the structuring of development corporations, not-for-profit entities, joint ventures and limited partnerships. He has spent five years working with the municipal government in Kobe, Japan, where he became a proficient speaker of Japanese.



Matthew Keen - Bull, Housser & Tupper LLP

Mr. Keen is an energy regulatory lawyer who practices in the areas of energy law, utility regulation, environmental assessment and permitting, and First Nations law. He represents clients before the British Columbia Utilities Commission, the Alberta Utilities Commission, and the National Energy Board of Canada.

Mr. Keen's utility regulation work relates to tolls and tariff proceedings on natural gas and crude oil pipelines and electricity transmission power lines, in both British Columbia and Alberta. He has extensive experience with major industrial facility applications and the associated environmental assessment and permitting processes – most notably pipeline and powerline transmission facilities, upstream hydrocarbon developments, and downstream LNG infrastructure. He has participated in environmental assessment tribunal, joint review panel, and Royal Commission processes. Mr. Keen acts for major customer associations in both provinces, as well as individual large industrial customers and energy companies engaged in natural gas and crude oil production and trading. He has also acted for utilities and power producers in both provinces.



Tom O'Sullivan – Mathyos Japan – Global Energy Solutions

Mr. O'Sullivan has over 20 years experience working in the Asia Pacific region in Japan and Hong Kong. He has held senior roles at Deutsche Bank, Bank of America Merrill Lynch, and PricewaterhouseCoopers. He is a Civil Engineer and Chartered Accountant and most recently has specialized in the International Energy Sector with a main focus on North East Asia especially Japan through his own company Mathyos advising global companies on strategy and international issues including cross-border investments.



Paul Blomerus – Westport Innovation

Dr. Blomerus is Vice President of Natural Gas Fuel Supply Systems at Westport Innovations and is responsible for technology acquisition and new product development for fuel supply systems used in the on-road, rail, marine, and mining sectors. As part of his role, he is leading the establishment of an LNG Technology Centre headquartered in British Columbia that will conduct research in the areas of LNG production, distribution and consumption. The LNG Technology Centre will also focus on incubation and acceleration of LNG-related businesses. Dr. Blomerus joined Westport from Rolls-Royce Aerospace in the UK. Prior to Rolls-Royce, Dr. Blomerus was a consultant for

McKinsey and Co. serving primarily industrial and technology clients out of the firm's Chicago office. Dr. Blomerus holds a Ph.D. in Engineering Science from the University of Oxford and a B.Sc. in Mechanical Engineering from the University of Cape Town.



Marc Bolduc – President, Hitachi High-Tech AW Cryo, Inc

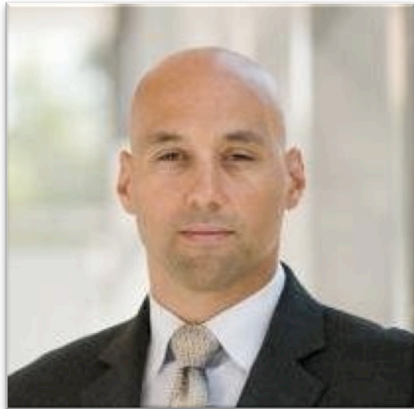
Mr. Bolduc is the Vice-Chairman of the Canadian Chamber of Commerce in Japan, and is president Hitachi High-Tech AW Cryo Inc. Hitachi High-Tech AW is a newly established company that conducts a manufacturing and sales operation for LNG transport tank containers and related products, which offer safe, highly efficient transportation of small to medium volumes of natural gas. Marc has lived in Japan for 10 years, and is fluent in Japanese. Mr. Bolduc obtained an MBA from Université de Montréal - HEC Montréal, and a BA in Political Sciences and East Asian Studies from McGill University.



Greg Rozitis – Vice President, Business Development, Hitachi High-Tech AW Cryo, Inc

Greg Rozitis is a Business Development Professional with a focus on Japanese/North American markets. Over 20 years of experience in market research in a variety of industries in Japanese/North American markets including high-tech, resource and energy (oil & gas), as well as consumer retail products.

Along with significant market research success, expertise in international business development and market penetration using extensive personal and business network of senior government and industry leaders. Demonstrated success in building distribution for a variety of products and technologies both in Japan and North America. Mr. Rozitis serves as Vice President Business Development to Hitachi High –Tech AW Cryp Inc., a Vancouver based joint venture producing Cryogenic Storage vessels for the LNG market. With a working level of Japanese and French languages (English is first language), development of cultural and business relationships is second nature. Mr. Rozitis is the co-chair of the CCCJ energy committee.



Stephane-Enric Beaulieu, Founder and Chief Executive Officer at BiBa Development Inc.

In August 2014, Mr. Beaulieu founded BiBa Development Inc., an Investment, Energy and Natural Resources Consulting Firm focusing on bringing Japanese investment into Canadian projects and supporting market entry of Foreign companies looking to develop their business in Japan. From Aug. 2011, he occupied the position of Director of the Investment, Energy and Natural Resources Division at the Canadian Embassy in Tokyo with a mandate to coordinate Foreign Direct Investment in Canada and

Canadian Direct Investment Abroad initiatives, with a focus on the Energy and Natural Resources sectors. Mr. Beaulieu is the Chair of the CCCJ events committee, and is co-chair of the CCCJ energy committee.