

# impulsion

International Summit on Electric  
and Smart Transportation

**2023 PROGRAM**

Une initiative de : / An initiative of: Avec la participation financière de

Monday, March 13

Government strategies and public  
policies favouring the expansion of EST



7:00 to 8:00 am

 Welcoming & registration | Coffee and pastries

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8:00 to 8:35 am

 Welcoming remarks



**Sarah Houde**

CEO  
[Propulsion Québec](#)



**Valérie Plante**

Mayor  
City of Montreal



**Benoit Charette**

Minister of the Environment, the Fight Against  
Climate Change, Wildlife and Parks  
Minister Responsible for the Laurentides Region  
**Gouvernement du Québec**

8:35 to 9:15 am

 Major transport projects that are strengthening the public offering (in French)



**Jean-Marc Arbaud**

President and Chief of Direction  
CDPQ Infra



**Arthur Nicolet**

CEO  
Transdev Canada



**Sandrine Gourlet**

Executive director External Relations  
Société du Grand Paris



**Mehdi Sinaceur**

Member of the Executive Board, Deputy CEO, Senior  
VP - Americas, Asia-Pacific, South Africa and United  
Kingdom Business Unit  
RATP Dev



Moderator:



**Erik Grab**

Strategic Anticipation & Innovation Vice-Président  
MOVIN'ON Founder & Activator  
MICHELIN Group



9:15 to 9:40 am

 **Conversation: Positioning Quebec as a Leader in the Transition to a Zero Emissions World (in French)**



**The Honourable Pascale St-Onge**

Minister of Sport  
Minister responsible for the Economic Development  
Agency of Canada for the Regions of Quebec  
**Gouvernement du Canada**



**Pierre Fitzgibbon**

Minister of Economy, Innovation and Energy  
Minister Responsible for Regional Economic  
Development  
Minister Responsible for the Metropolis and the  
Montréal Region  
**Gouvernement du Québec**



Moderator:



**Sarah Houde**

CEO  
[Propulsion Québec](#)



9:40 to 9:50 am

 **Sustainable, smart and inclusive transport: Policy actions for the decade to come**

Total transport activity will more than double by 2050 compared to 2015 under the current policy trajectory. Existing transport decarbonisation policies will be insufficient to pivot passenger and freight transport onto a sustainable path. By contrast, more ambitious yet realistic transport decarbonisation policies could reduce transport CO2 emissions. ITF Secretary-General Young Tae Kim will provide insights into how the challenges that policy makers face can become opportunities for creating truly sustainable and inclusive transport systems.



**Young Tae Kim**

Secretary-General  
International Transport Forum (ITF)



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9:50 to 10:00 am

 **Remarks**



**The Honourable François-Philippe  
Champagne**

Minister of Innovation, Science and Industry  
Government of Canada



10:00 to 10:40 am

 **Energy transition: driving economic development and source innovation between regions (in French)**



**François Decoster**

Vice-president in charge of culture, heritage, regional languages and international relations (Hauts-de-France Region),  
Mayor of Saint-Omer,  
President of the Renew Europe group at the European Committee of the Regions  
**Région Hauts-de-France**



**Lucie Allard**

Mayor  
**City of Bécancour**



**Daniel Cournoyer**

Deputy Mayor  
**City of Trois-Rivières**



**Michel Angers**

Mayor  
**City of Shawinigan**

Moderator:



**Alain Lemieux**

President, General Manager  
**Vallée de la transition énergétique**





10:40 to 11:10 am

 **How to stimulate innovation and ensure EST ecosystem growth (in French)**



**Luc Sirois**

Quebec's Chief Innovation Officer  
Conseil de l'innovation du Québec



**Véronique Foucart Rottier**

European Project Coordinator  
ID4Mobility



**Claire Baritaud**

Coordinator Transport Innovation Agency  
Direction Générale des Infrastructures, des  
Transports et des Mobilités



Moderator:



**Thierry St-Cyr**

CEO  
InnovÉE Innovation Énergie Électrique



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11:10 to 11:15 am

 Median Cities: a field of innovation in the sustainable mobility (in French)

Launch of the “sommet international de l’innovation en villes médianes” (SIIVIM) 2023



**Denis Thuriot**

Mayor city of Nevers President Nevers Agglomeration  
Councilor of the region Bourgogne-Franche-Comté  
City of Nevers



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11:15 am to 12:15 pm

 BREAK - Exhibition | Technology B2B Meetings

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11:20 am to 12:00 pm



## Signature of an agreement between Propulsion Québec / InnovÉÉ / Agence de l'Innovation pour les Transports (AIT)

Press room



**Sarah Houde**

CEO  
[Propulsion Québec](#)



**Claire Baritaud**

Coordinator Transport Innovation Agency  
**Direction Générale des Infrastructures, des Transports et des Mobilités**



**Thierry St-Cyr**

CEO  
**InnovÉÉ Innovation Énergie Électrique**



**Sophie Lagoutte**

Consulate General of France in Montreal  
**General Consulate of France in Montreal**



**Michèle Boisvert**

Delegate general of Quebec in France  
**Québec Government Office in Paris**



12:15 to 2:00 pm



## Luncheon Conference

**Theme: The competitive advantage of decarbonation in an integrated value chain in the context of energy transition and security of supply**



**Denis Geoffroy**

Chief Commercialization Officer  
Nano One



**Eric Baril**

Director General Automotive and Surface  
Transportation Research Centre Division of  
Transportation and Manufacturing  
**National Research Council Canada**



Moderator:



**Sophie Bergeron**

Managing Director  
Rio Tinto Iron and Titanium (RTIT) and Diamonds



**Jean-François Béland**

Vice-President, Ressources Québec  
**Investissement Québec**



2:00 to 2:30 pm

 **BREAK - Exhibition | Technology B2B Meetings**

2:30 to 3:30 pm

 **1st Series of Workshops**

**How to cost-effectively decarbonize the transport sector (in French, will be translated in English)**

Room 516D



**Philippe Dunsky**

President  
DUNSKY ÉNERGIE + CLIMAT



**Johanne Whitmore**

Senior Researcher, Chair in Energy Sector  
Management  
HEC Montréal



Moderator:



**Gabriel Durany**

CEO  
AQPER



**Daniel Breton**

CEO  
Electric Mobility Canada



## Redevelopment of urban spaces and sustainable mobility in cities of the future (in French)

Room 516E



### Catherine Morency

Full Professor, Chairholder, Chaire Mobilité  
Chairholder, Canada Research Chair on personal  
mobility Chairholder, Chaire en transformation du  
transport  
**Polytechnique Montréal**



### Amandine Rambert

Project Manager  
**Vivre en ville**



Moderator:



### Laurent Chevrot

General Manager  
**Agence de mobilité durable**



### Florence Paulhiac

Full Professor, Chairholder, Chaire internationale sur  
les usages et pratiques de la ville intelligente  
**UQAM School of Management**



### Bertrand Ayrat

Vice-President of the Urban Community of La  
Rochelle in charge of mobility, transport and the  
cycling master plan  
**Urban Community of La Rochelle**



## Keys to the success for implementing autonomous and connected vehicles in a territory

Room 516A



**Clément Aubourg**

Head of Autonomous Vehicles - New Mobility Services  
**Groupe Keolis**



**Aymeric Audigé**

Head of the Automated Vehicle Division - General  
Directorate for Infrastructure, Transport and Mobility  
**French Ministry Of Transportat**



**Annie Saleh**

Director - Autonomous and Connected Driving  
Systems  
**PMG Technologies**



Moderator:



**Primael Sodonon**

Innovation and autonomous vehicles projects advisor  
**City of Montreal**



3:30 to 4:00 pm



**BREAK - Exhibition | Technology B2B Meetings**

4:00 to 5:00 pm



## 2nd Series of Workshops

### Experimentation to accelerate the deployment of new sustainable mobility solutions

Room 516E

Presented by:



#### Laurent Eisenman

New practices & Rural Services Program Directeur,  
Rural Mobilities Director  
SNCF Tech4Mobility



#### Magali Alix-Toupé

CEO  
LE MANS TECH



#### Sébastien Roy

General Manager  
Ville de Varennes



#### Bertrand Ayrat

Vice-President of the Urban Community of La Rochelle in charge of mobility, transport and the cycling master plan  
Urban Community of La Rochelle



Moderator:



#### Benoit Balmana

CEO  
IVÉO





## Government electrification initiatives : seizing opportunities

Room 516D



### Martin Boudreault

Responsable du secteur Électrification et développements technologiques  
Direction de l'expertise, de l'ingénierie et des acquisitions

**Ministère des Transports du Québec - Centre de gestion de l'équipement roulant (CGER)**



### Yves Madore

Analyst, Fleet, Greening Government Strategy  
**Treasury Board Canada Secretariat**



### Vincent Marmion

Senior Advisor  
**Canada Economic Development for Quebec Regions**



Moderator:



### Eddy Zuppel

Program Leader, Clean & Energy Efficient Transportation  
**Conseil national de recherches du Canada (CNRC)**



**3:45 to 5:00 pm | Sharing parking:  
Innovating to optimize the use of urban  
space (in French, with simultaneous  
translation)**

Room 516B

Presented by:

AGENCE  
DE MOBILITÉ  
DURABLE  
MONTRÉAL



**Éric Diserbeau**

Director of Mobility and Transport  
Rennes Métropole



**Gautier Caland**

Sr. Director of Innovation & Marketing  
Indigo Group



**Eric Dubois**

General Manager  
Parking Brussels



**Mathieu Nicaise**

Strategy & Innovation Senior Officer  
Brussels Intercommunal Transport Company



Moderator:



**Antoine Sambin**

Head of mobility strategies  
Agence de mobilité durable



**Marc-André Carignan**

Animateur, auteur et chroniqueur en aménagement  
urbain



5:00 to 7:00 pm

🍷 Impulsion 2023 Innovation Edition Opening Cocktail

Terminus Viger

Presented by:



Tuesday, March 14

Key sectors in EST: driving a green  
economy by 2030



7:00 to 8:00 am

 Welcoming & registration | Coffee and pastries

8:00 to 8:15 am

 Welcoming remarks



**Sarah Houde**

CEO  
[Propulsion Québec](#)



**Bruno Marchand**

Mayor of Québec



**Geneviève Guilbault**

Deputy Premier  
Minister of Transport and Sustainable Mobility  
**Gouvernement du Québec**



8:15 to 8:55 am

 **The green battery of tomorrow: a value chain stemming from international collaboration**



**Eric Desaulniers**  
President & CEO  
Nouveau Monde Graphite



**Patrick Gervais**  
VP Truck & Public Affairs - Canada  
Lion Electric



**Benoit Couture**  
President  
Recyclage Lithion



Moderator:



**Hubert Bolduc**  
President  
Investissement Québec International



8:55 to 9:35 am

## Renewable hydrogen production, storage, transportation, and usage

In order to speed up the energy transition, Quebec must use various technologies to replace fossil fuels in the sectors producing the most GHGs, particularly in the transportation sector. In this context, the experts on this panel will address the following points:

- An overview of the Quebec renewable hydrogen value chain
- Identification of the success parameters for the implementation of a heavy transportation industry powered by green hydrogen in Quebec
- Technical, economical and environmental perspectives for the province.



**François Hoche**

Business Development  
Lhyfe



**Alex Savelli**

Managing Director Americas for Hydrogen  
Technologies  
Cummins Inc



**Cory Shumaker**

Head of Business Development Americas  
Hyzon Motors



**Patrick Savoie**

Account Manager Americas Sales Team  
Ballard Power Systems



Moderator:



**Philippe Tanguy**

Chief Strategy Officer Quebec  
HTEC



9:35 to 9:50 am

 **Key Note speaker : Sustainable transportation solutions with Digital transformation – Dream it, Make It**

Key enabler for sustainable mobility is to leverage technologies that will digitally transform businesses. Siemens is committed to bring technologies that bridge the gap between real and digital world with our Xcelerator, enabling a digital twin. This is transforming automotive & transportation industry with electrification, autonomous vehicle/ADAS and smart manufacturing solutions, leveraging data analytics, AI and Deep Learning.



**Nand Kochhar**

Vice President, Automotive and Transportation Industry  
**Siemens Digital Industries Software**



Presented by:

**SIEMENS**



9:50 to 10:30 am

## Challenges of sustainable road transportation for long-distance operations

Manufacturers and transporters are increasingly committed to seeking out ever cleaner transport solutions for their daily operations.

Several heavy vehicle manufacturers have therefore made a commitment to a sustainable future: Volvo now offer electric battery trucks with a range of 300 km between recharges; while Prévost has just introduced a completely redesigned new coach that reduces its fuel consumption by up to 12%, and is also developing a 100% electric coach with a range of at least 400 km by 2026.

But what about road transport operators? What are their needs, expectations and challenges, and what role should they play in the development of a charging/filling infrastructure? What are the challenges to overcome in achieving carbon neutrality objectives for heavy vehicles on long-distance operations? What will be the most efficient energy mix for this ecosystem in North America?



**François Tremblay**

President  
Prevost & Volvo coaches North America



**Éric Callé**

Marketing, Innovation and New Mobility Services  
Kéolis Group



**Jacques Dostie**

Electromobility National Sales Manager  
Volvo Truck Canada



**David Morneau**

Executive Vice-President and Chief Operations Officer  
Groupe Morneau



**Mathieu Charbonneau**

General Manager  
CargoM



10:30 to 11:10 am

 **New technologies in transportation: how are current innovations shaping the future of mobility? (in French)**



**Hélène V. Gagnon**

Chief Sustainability Officer and Senior Vice President,  
Stakeholder Engagement  
**CAE**



**Jean-François Lambert**

Vice-President, Advanced Technology and Electric  
Vehicle Development Chairman of the Board of  
Directors, Centre de technologies avancées BRP -  
Université de Sherbrooke (CTA)  
**BRP**



**Pierre Olivier**

Chief Technology Officer  
**LeddarTech**



Moderator:



**François Adam**

Co-founder and General Manager  
**Institut du véhicule innovant (IVI)**



11:10 to 11:50 am



## Deployment of charging infrastructure: how to meet demand by 2030?

With its « 2030 Plan for a Green Economy », Quebec intends to reduce its greenhouse gas emissions by 37.5% by 2030, compared to their 1990 level. Furthermore, 4 Twh will be allocated by 2030 within a strategic plan by Hydro-Quebec, towards the electrification of vehicles in Quebec. However, the accessibility, costs and availability of charging infrastructure are identified as potential obstacles to the electrification of vehicle fleets. The panel will discuss the following levers to accelerate the electrification of vehicle fleets.



**John Ieraci**

President  
ABB E-Mobility Canada



**John Casola**

Chief Investment Officer  
Banque de l'Infrastructure du Canada



Moderator:



**Marie Lapointe**

CEO  
Association de l'industrie électrique du Québec  
(AIEQ)



**France Lampron**

Director – Energy and Mobility Solutions  
Hydro-Québec



**Frédéric Morency**

VP Sustainability, Strategic Initiatives & Innovation  
Schneider Electric Canada



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11:50 am to 12:40 pm

 **BREAK - Exhibition | Technology B2B Meetings**

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12:40 to 12:50 pm

 **Luncheon welcoming remarks**



**Pascale Boyer**

Member of Parliament for the 1st constituency of the Hautes-Alpes, France,  
President of the National Association of Mountain Elected Officials,  
President of the Study Group: New green energies and hydrogen,  
Member of the Commission for Sustainable Development and Regional Planning



12:50 to 2:00 pm



## Luncheon Conference

Impacts of technological developments  
on future rail transport



**David Borot**

Innovation Director for New Mobilities  
SNCF Group



**Nancy Belley**

General Manager  
Réseau Charlevoix & Chemin de Fer Charlevoix



Moderator:



**Stéphane Kaba**

Smart and Green Mobility Director President of  
SpeedInnov  
Alstom



**Marie H el ene Cloutier**

Executive Director, Customer Experience  
EXO



2:00 to 2:30 pm



**BREAK - Exhibition | Technology B2B Meetings**

2:30 to 3:30 pm



## 3rd Series of Workshops

2:15 to 3:45 pm | How to manage the electric transition in dense urban transport space?

Room 516A



**Pierre Zivec**

Vice President Performance, Safety and Digital  
Transdev Canada



**Nicolas Letendre**

President  
Letenda



**Daniel Daviau**

Product Planning Leader, Charging Infrastructure  
Strategy & On-board Telecommunication Systems  
Nova Bus



**Keith Todd Kerman**

Chief Fleet Officer, Deputy Commissioner  
Department of Citywide Administrative Services,  
City of New York



**Luc Lamontagne**

Innovation and IT Executive Director  
Société de transport de Montréal (STM)



Moderator:



**Nino Di Cara**

Founder & President  
Electric Autonomy Canada



## Batterie lithium-ion and beyond... (in English, will be translated in French)

The demand for further cost reduction and/or increase in energy density, as well as the growing concern related to the expected growth of the market for conventional batteries, is pushing some large manufacturers to accelerate the investigation of complementary or alternative chemistries to lithium. This conference will present recent innovations, challenges and opportunities of major technologies "beyond the lithium-ion battery..."

Salle 516E



**Tobias Glossmann**

Principal Systems Engineer, HV Battery Research  
**Mercedes-Benz**



**Alain Vallée**

General Manager Canada  
**Blue Solutions**



**Dr Shoichiro (Shawn) Watanabe**

Executive Vice President and CTO  
**Panasonic Energy Co., Ltd.**



Moderator:



**Karim Zaghib, Ph.D, H.D.R.**

Professor  
**Concordia University**



## Testing and simulation as validation and certification tools

Room 516D



**Guy Dulude**

Portfolio Director - Canada  
Siemens Digital Industries Software



**Éric Dion**

Director, Partnerships and business industrial advisor  
Investissement Québec - CRIQ



**Mark Cohen**

Vice-President, Engineering Solutions  
PMG Technologies



**Claire Mangado**

Director of Embedded Software for Autonomous Systems  
CS Group Canada



Moderator:



**Philippe Bisson**

Business Development Manager  
OPAL-RT



3:30 to 4:00 pm



**BREAK - Exhibition | Technology B2B Meetings**



4:00 to 5:00 pm



## 4th Series of Workshops

The circular economy as a source of innovation in Electric and Smart Transportation

Room 516A



**Patrick Kilfoil**

Economic Development Commissioner  
City of Montreal



**Mathieu Gauthier**

Co-Founder & Head of Business Development  
Boomerang



**Mathieu Sasseville**

Senior Impact Investment Advisor  
Fondaction



**Sam Cherhabil**

Founder & CEO  
Gomove



Moderator:



**Audrey Roberge**

Advisor in circular economy and GHG management  
Coop Carbone



## Strategic role of advanced and sustainable materials in the decarbonization of transport (in French)

What are the elements (technological, political, market, etc.) that influence innovation in materials? Assess the relevance of providing Quebec with a roadmap for advanced materials in view of the 2050 carbon neutrality objective.

*This workshop ends exceptionally at 5:15 pm.*

Room 516D

Presented by:



**Normand Mousseau**

Physics Professor and Scientific Director  
**Université de Montréal - Institut de l'énergie  
Trottier - Polytechnique Montréal Carrefour de  
modélisation énergétique**



**Nima Moghimian**

Global Director of Research and Development  
**NanoXplore**



**Salvatore Vitale**

Executif president and Chief Financial Officer  
**Sayona**



**Frederic Schuster**

Director of the Cross-Disciplinary Program on  
Material Science & Engineering  
**CEA PTCMP, Saclay, France**



**Didier Arseguet**

Vice President, Technology  
**Rio Tinto Iron and Titanium**



Moderator:



**Marie-Pierre Ippersiel**

President and Chief Executive Officer  
**PRIMA Québec**



## The contribution of electronic systems in the Electric and Smart Transportation industry

Room 516E

Presented by:



**Normand Bourbonnais**

President and Chief Executive Officer  
Technum Québec



**Gabriel Bernatchez**

Chief Technical Officer (CTO) and Vice President &  
Co-founder  
Taiga



**Vincent Riou**

General Manager  
FIC North America



**Luc Leblanc**

President and Chief Executive Officer  
Orthogone Technologies



**Daniel Boisvert**

Business Development Director  
C-MAC



Moderator:



**Marie-Hélène Lamarre**

General Manager  
ISEQ



2:00 to 5:00 pm



## French CCI in Canada Accelerate Together: Large Group meets Innovative Solution

**Accelerate Together is a startup pitch competition and pre-qualified B2B business meetings tailored to meet the networking and innovation needs of large corporations and startups/small businesses in the Electric and Intelligent Transportation (EIT) sector.**

### What is the format?

Accelerate Together will take place in the Startup Zone of this summit. The 20 selected companies from Canada and France will have a few minutes to present their concept to a jury of 6 executives.

The jury members will evaluate live the pitch of each startup/SME and will give a score. Prizes will be awarded in 4 categories: **Sustainable Mobility, Smart City, Last Mile Mobility** and a "Coup de Coeur" award.

*Activity organized by :*



Jury member:



**Donald Angers**

CEO  
C3E



Jury member:



**Xavier Boisgontier**

Business Development Director North America  
Alstom



Jury member:



**Marylène Paquet**

Director, International Services  
Desjardins



Jury member:



**Pierre Cardin**

Head of Public Affairs Canada  
Airbus



Jury member:



**Élise Villeneuve**

Partner - Strategy and Innovation  
Deloitte



Jury member:



**Marie Hélène Cloutier**

Executive Director, Customer Experience  
EXO



17h à 19h

 **Cocktail**

Expo Room

Presented by:



Wednesday March 15

Business models, funding, and  
technology acceleration to ensure the  
success of EST companies



7:00 to 8:00 am

 Welcoming & registration | Coffee and pastries

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8:00 to 8:20 am

 Welcoming remarks



**Sarah Houde**  
CEO  
[Propulsion Québec](#)



**Julien Tougeron**  
General Manager  
CCI Française au Canada



8:20 to 9:00 am

 **Business models and value creation in the EST sector**

Learn how three emerging IoT companies have successfully created value through innovative business models. This panel will also allow you to learn more about the pitfalls of raising financing and the key elements that helped them convince investors.



**Benoit Lacroix**

CEO  
Astus inc.



**Chris Thomas**

Co-Founder & Partner  
Assembly Ventures



Moderator:



**Frédéric Bel**

VP Marketing & Business Development  
7 Generation Capital



**Amélie Foz-Couture**

Partner  
Diagram Ventures





9:00 to 9:40 am

 **Total Cost of Ownership of an Electric Vehicle Fleet: Winning Models**



**Johan Levesque**

Head of Research & Development  
La Poste Group



**Mark Ang**

CEO and Co-Founder  
GoBolt



**Khelil Khelil**

Senior Manager, Applied Research and Innovation  
Purolator Inc.



Moderator:



**Benoit Montreuil**

Prof. ISyE, Director Supply Chain & Logistics Institute  
& Physical Internet Center, Coca-Cola Chair Material  
Handling & Distribution  
Georgia Tech



9:40 to 10:20 am

 Innovation in the development of transportation solutions: what are the winning IP strategies?



**Jocelyn Auger**

Partner  
Fasken



**Caroline Lefebvre**

Intellectual Property Advisor  
Office de la propriété intellectuelle du Canada  
(OPIC)



**Marie-Josée Lapointe**

Vice President, Legal Affairs  
Axelys



Moderator:



**Victor Poudelet**

Directeur, Centre d'innovation collaborative en  
mobilité  
Propulsion Québec



10:20 to 11:00 am

 **Green Hydrogen Business Models in Quebec (in French)**



**Simon Barnabé**

Professeur chez UQTR, titulaire de la Chaire de recherche municipale pour les villes durables, codirecteur de l'I2E3



**Catherine Gosselin**

Senior Project Manager  
**Harnois Énergies**



**Frédéric Delrieu**

Lead Consultant  
**Amp&Axle**



**Daniel Charette**

Chief Operating Officer  
**CHARBONE Hydrogen Corp**



Moderator:



**Nancy Déziel**

General Manager  
**CNETE**



11:00 to 11:40 am

 Collaboration models / Startups and large groups



**Richard Chénier**

CEO  
Centech



**Patrick Gagné**

CEO  
Cycle Momentum



**Pierre-Franck Edwige**

Investment Director  
RATP Capital Innovation



**Agnès Flémal**

General Manager  
WSL



Moderator:



**Jessika-Kina Ouimet**

Innovation Manager  
Startup Montréal



11:40 to 11:45 am

 Quebec EST sector Investors guide and capital raising



Sarah Houde

CEO  
[Propulsion Québec](#)



11:45 am to 12:25 pm

 **Enhanced Funding Models, adapted to the EST sector**

Presented by:



**Pierre-Luc Labelle**

President and Chief Operating Officer  
**Finalta Capital**



**Benoit Brunet**

Senior Director, Capital Solutions  
**CDPQ**



**Christian G. Brosseau**

Vice President, Private equity & impact investments,  
Structuring Capital, Energy & Environment  
**Fonds de solidarité FTQ**



Moderator:



**Emilio B. Imbriglio**

Chairman of the Board, Equisoft  
Corporate director  
Former CEO, Raymond Chabot Grant Thornton



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12:25 to 12:45 pm

 Lunch and Networking

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12:45 to 12:50 pm

 Remarks



**Stéphane Pilette**

Investment Director  
Desjardins Capital



12:50 to 2:20 pm



## Successful Capital Raising for EST Businesses

This workshop will help companies prepare for their next capital raising, regardless of their stage of growth. The following topics will be covered:

- Value creation milestones for companies based on dominant business models;
- Understanding how investors analyze the key risks associated with the EST sector;
- building a successful financing application in the EST sector.



**Sylvain Carle**

Partner  
Innovobot



Co-host:



**Jean-François Tremblay**

Founding Partner  
Mouve & Company





## Institutional partners

Canada 

Québec 

 **GOUVERNEMENT**  
*Liberté  
Égalité  
Fraternité* 

Montréal 

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# Presenting Partners

AttriX



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## Lead-Partners

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 **Desjardins**

**MOVIN'ON**

**SIEMENS**

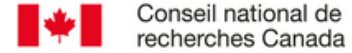
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## Major Partners



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# Official Partners



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## Workshop Partners

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## BtoB Zone Partners

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## Cocktail Partners



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