

RENISON COLLEGE University of Waterloo



Business Seminar Programme

9:00 a.m. - 10:15 a.m.

**Economic Realities:
Identifying Opportunities in South East Asia**

Chair:
Panelists:

Dr. Valentine O'Donovan, CEO, Com Dev International

**Dr. Linda Lim, Director, Southeast Asia Business Programme,
University of Michigan**

**Seiji Adachi, Director, Japanese Business Services,
PricewaterhouseCoopers**

John Yuen, Vice-President Sales, Trimark Mutual Funds

10:15 a.m. - 10:30 a.m.

Coffee Break

10:30 a.m. - Noon

**Doing Business With East Asia:
What You Really Need to Know**

Chair:

**Dietmar Kubasta, Manager of Communications,
Communtech**

**Patricia Kanter, Area Director, Japan & Korea,
Ontario International Trade Corporation**

**Donald Tong, Director, HongKong Economic &
Trade Office**

**Timo Vainionpaa, President Aurora International
Telecommunications Inc, Waterloo**

Panelists:

Noon - 1:30 p.m.

**Great Hall, Renison College
Keynote Speaker:**

**Luncheon & Keynote Address:
Sponsor: Trimark Mutual Funds
The Honourable Sergio Marchi,
Minister of International Trade**

1:30 p.m. - 3:30 p.m.

**Doing Business in East Asia:
Bringing the Deal to a Successful Conclusion**

Chair:

**Justin Fabian, Vice-President, Business Development,
Research In Motion, Waterloo**

Panelists:

**Peter Schury, Business Development Manager,
Export Development Corporation**

Antoinette Ylin, Manager, Trade Finance, Bank of Montreal

Howie Wong, Partner, Corving, Stralby and Henderson