

**Gateway to New Horizons - Investment Opportunities in Canada  
Atlantic Canada**

**4:00-5:30PM (PDT) June 24th, 2021**

**6:00-7:30PM (CDT) June 24th, 2021**

**7:00-8:30PM (EDT) June 24th, 2021**

**8:00-9:30PM (ADT) June 24th, 2021**

**8:30-10:00PM (NDT) June 24th, 2021**

**8:00-9:30AM (JST) June 25th, 2021**

**Speakers (Alphabetical order)**



**Robert Acorn, Associate Director of Research & Development, Sekisui Diagnostics Canada**

Robert Acorn, M.Sc. is Associate Director of Research & Development at Sekisui Diagnostics Canada. Robert began his career as a Research Technician in an Endocrinology lab at the Atlantic Veterinary College, University of Prince Edward Island, before returning to school to complete his MSc at the University of Guelph. While in Ontario, Robert held a series of contract positions in Health Canada's Pest Management Regulatory Agency, and in a pathogen research lab at the Canadian Food Inspection Agency. When the opportunity arose to return to Prince Edward Island, Robert began his career with Diagnostic Chemicals Ltd, (now Sekisui Diagnostics) in January 2000. Robert first started as a Research and Development Scientist, working with other team members on internally developed In Vitro Diagnostic reagents for sale to large multinational companies, as well as supporting the transfer and validation of contract manufactured products. Robert then moved into a Technical Operations role, to provide direct technical support to the Manufacturing and Quality Control groups during technology transfers, new product validations, quality and root-cause investigations, process development, and introduction of statistical process control. Robert later returned to R&D as Associate Director, to lead the department through a series of changes to increase efficiency of new product launches, to reformulate older products for improved performance and reduced environmental impact, and to support the ability of Sekisui's scientists to incorporate new technologies into their products so they can expand into new fields for the sustained growth of Sekisui Diagnostics.



**Michael Beattie, President, Gas Infusion Systems/Ship Nature's Way**

Michael Beattie, former Chief Veterinarian for the Province of New Brunswick under the Department of Agriculture, Aquaculture and Fisheries has over 25 years experience in aquatic veterinary medicine, including delivery of the first active disease monitoring program and toxicology

research in the marine environment. As an advisor to the Minister and Deputy Minister, his advice has been used to formulate new policy and regulations both Provincially and for the Atlantic Canadian region. He has numerous peer reviewed publications and is a frequent speaker at international conferences. As an adjunct professor at UPEI's Atlantic Veterinary College (AVC), he has co-supervised graduate students and lectured undergraduate veterinarians. Dr. Beattie has served on multiple national and international committees regarding fish health and welfare (National Aquatic Animal Health Program), (Eastern Aquatic Veterinary Association) (Chilean Aquaculture Advisory Group), monitoring of drug residue levels (Canadian Food Inspection Agency), food safety (Canadian Science Advisory Secretariat) and biosecurity practices (Center for Aquatic Health Sciences). As part of a team investigating the dispersal/dilution of pesticides in aquaculture, he was awarded the Order of Merit from the Department of Fisheries and Oceans. Post graduation from AVC, he was employed with Nutreco (world's largest fish/terrestrial feed company) as the North American Product Manager, responsible for: marketing, sales, technical advice and R&D programs. As part of an international network, he was also delegated with monitoring/reporting aquatic disease outbreaks world wide. Dr. Beattie obtained his Doctor of Veterinary Medicine degree (1994) at the University of PEI / AVC and was admitted as a Member of the Royal College of Veterinary Surgeons, London England in 1996. Previous to this he completed both a BSc. Honors and MSc. Marine Biology at the University of New Brunswick along with a Marketing Certification from the Norwegian School of Business and completion of the FITT program (Forum for International Trade Training). In his final year at UNB he was elected Student Union President for a 1 year term. He was a partner in CORES Dive Inc., a commercial dive company located in Saint John, NB for 6 years.

Research funding sources/partners include; NSERC, ACRDP (DFO), CSAS, IRAP, NBIF Vouchers and TDF grants through Dept. NBAAF. Dr. Beattie also has an ASOP application submitted to the Ocean Super Cluster Group, valued at \$1.2m. Presently Dr. Beattie is serving as President with GIS Gas Infusion Systems Inc., a company specializing in oxygen infusion for the aquaculture, wild fisheries and hydro-electric fish passage sectors. GIS innovative technology have ongoing research projects involving many institutions; Ocean Frontiers Institute, Aquatron Dalhousie University, Huntsman Marine Science Center, Sterling University, Atlantic Veterinary College and Harriot Watt University. GIS technology is also used in climate change studies, controlling CO2 levels and infusing radioactive isotopes ( $^{15}\text{N}_2$ ) into sea water.

Dr. Beattie holds a patent for "artificial lobster bait" and has filed 6 provisional patents surrounding the GIS technology platform with Ridout and Maybee LLP. The latter includes a submission for stripping CO2 from aqueous solutions utilizing a highly specialized 3-D printed plastic disc. Recently Dr. Beattie was awarded the Distinguished Alumnus 2017 from the University of Prince Edward Island (Atlantic Veterinary College).

About Gas Infusion Systems/Ship Nature's Way: Ship Nature's Way (SNW) has combined best-in-class novel solutions for mobile storage and multi-modal live haul of Aquatic animals. SNW is a JV between GIS Gas Infusion Systems and Ocean Perfect. SNW provides patented technology and species-specific SOP's regarding cost effective, humane, extended live haul transport which

controls temperature, manages respiratory gases and waste products at maximum stocking densities without negatively impacting meat quality, shrinkage and animal welfare.



**Don Bell, Partner, Torys**

Don's practice focuses on commercial transactions including mergers and acquisitions and joint ventures. In addition to advising on commercial transactions, Don provides ongoing general business law advice to corporations and financial institutions carrying on business in North America. Don is fluent in Japanese, and worked for several years for a Japanese electronics manufacturer and a business consulting company, which is reflected in the practical and service-oriented business counsel he provides.



**Katie Curran, Interim Chief Executive Officer, Invest in Canada**

Effective May 20, 2021, Katie Curran has taken on the role of Interim CEO of Invest in Canada, succeeding inaugural CEO Ian McKay, who was named Canada's Ambassador to Japan. As Interim CEO, she will lead Invest in Canada's efforts to promote, facilitate and accelerate global investments into Canada and will continue in this role until a search for a new CEO is complete.

Ms. Curran previously served as Invest in Canada's Chief Administrative Officer and is a core member of the Invest in Canada leadership team responsible for the successful launch of Invest in Canada. She has been instrumental in building Canada's first federal investment promotion agency (IPA), ensuring Invest in Canada's activities align with its mandate and establishing the foundations for excellence in governance and strong stewardship of resources.

Prior to joining Invest in Canada, Ms. Curran held a range of senior roles in talent consulting and human resource management in both the private and public sector.

Ms. Curran holds an MBA from Telfer School of Management and a B. Com. in Human Resource Management from the University of Ottawa.



**Joel Halse, Chief Executive Officer, East Coast Innovation**

Joel is a retired Captain from the Canadian Armed Forces where he served as an aerospace engineer. He subsequently spent more than a decade working as a Professional Engineer and hands-on Corporate Engineer in one of the world's top ten aquaculture companies. He is the named inventor on two projects, taking them from product development to commercialization. He

deployed more than \$100 Million in capital to address business problems through technological solutions in all facets of the aquaculture industry — from freshwater hatcheries, to farm systems, to fish handling, transportation, and production and shipping.

About East Coast Innovation: Development of novel fish transfer technology. ECI works with the sea site and land based salmon farming industry, primarily in the design, manufacturing, installation and commissioning of equipment used within all parts of the industry (farming operations such as feed, lice treatment, fish transfer, and harvest, as well as processing, etc.)



**Kendra MacDonald, CEO, Canada's Ocean Supercluster**

Kendra MacDonald is the CEO of Canada's Ocean Supercluster, responsible for driving innovation and digital, sustainable, and inclusive growth in the ocean economy. Together with a team working across six cities in Atlantic Canada, Kendra is focused on changing the culture of doing business in the ocean in Canada from coast-to-coast-to-coast, increasing collaboration across ocean sectors and Canada's global reach. In recognition of her leadership in building the cluster from the ground up, Kendra was recently named one of Atlantic Canada's Top 50 CEOs by Atlantic Business Magazine. Kendra was previously a Partner in Deloitte's Risk Advisory practice and the Chief Audit Executive of Deloitte Global. Kendra speaks regularly on the topics of innovation, future of work, and disruptive technologies, and also serves on the Board of the Canadian Chamber of Commerce and is the Past-Chair of the Newfoundland and Labrador Association of Technology Industries. Over the course of her career, Kendra has both lived and worked in Ottawa, Montreal, Australia and Hong Kong before moving to St. John's in 2010 where she now resides with her husband and two children.



**Sheamus MacDonald, Co-Founder and Chief Executive Officer, Sedna Technologies**

Sedna Technologies comes from humble beginnings as both founders are native Nova Scotian's growing up along the coast and have been actively involved in the fishing industry for a number of years. Co- Founder Mr. Sheamus MacDonald is a graduate of the Aquatic Resources Management program from St. Francis Xavier University followed by a master's degree from Memorial University of Newfoundland in Marine Studies; Fisheries Resource Management. Mr. MacDonald operates as the Chief Executive Officer of Sedna Technologies. Growing in a commercial fishing family, Sheamus has a wide range of expertise in the fishing industry as a commercial fishermen and industry consultant. Sheamus has been fishing commercially for 15 years with his father, off the coast of Nova Scotia. Growing up in a small rural community built with the commercial fishing industry as its foundation has allowed Sheamus to understand the importance of sustainability and innovation in the industry.

About Sedna: Sedna Technologies is a fisheries technology firm based out of Nova Scotia, Canada. The focus of Sedna is to increase the traceability of seafood products by creating innovative and simple to use software solutions for exporters, processors, distributors and harvesters involved in international and domestic trade.



**Marko Trivun, Senior Associate, Torys**

Marko represents high-growth technology companies through all stages of their growth cycle, and those that invest in or acquire them, including VC funds and strategic investors. As part of Torys' Emerging Companies and Venture Capital group, he provides strategic advice on equity and debt financing, mergers and acquisitions, corporate governance, securities, commercial transactions, employment and intellectual property matters. Marko also brings valuable business insights to the firm, providing advice on project management and efficiencies in service delivery, developing workflows and new technology solutions to support our clients cost effectively.

#### **Moderator**



**Daniel Dooks, Regional Director, Invest in Canada**

Daniel brings more than 15 years of experience in economic and business development to his role as Regional Director at Invest in Canada. Responsible for the Atlantic region, Daniel works directly with global investors to unlock business opportunities and facilitate their expansion to Atlantic Canada. Prior to joining Invest in Canada, Daniel worked with Export Development Canada (EDC), where he equipped Canadian exporters with the financial and risk-mitigation solutions needed to confidently grow their businesses. In 2017, Daniel was recognized nationally as EDC's leader for new client acquisition. For the 10 years prior to joining EDC, Daniel worked for the Province of Nova Scotia, attracting foreign direct investment in the manufacturing, mining, logistics, and energy sectors. Today, Daniel leverages these experiences and specializes in developing custom financial packages that include both conventional financing and government funding. His clients often comment that Daniel goes above and beyond, connecting them with all the information required to seamlessly move their diligence processes forward. Daniel holds a Bachelor of Commerce and Certificate in Human Resource Management from Saint Mary's University.

#### **Facilitator**



**Rebecca Skinner, Invest Services Advisor, Invest in Canada**

Rebecca Skinner is an Investor Services Advisor for Atlantic Canada at Invest in Canada. In this role, Rebecca works with global investors to unlock business opportunities and facilitate their expansion to the provinces of New Brunswick, Nova Scotia, Prince Edward Island, and Newfoundland & Labrador. Prior to joining Invest in Canada, Rebecca spent six years with Nova Scotia Business Inc. (NSBI), the province of Nova Scotia's investment attraction agency. Throughout her time at NSBI, Rebecca worked as a Sector Strategist for Ocean Technology, and later became a Marketing Advisor to lead the organization's international marketing efforts. Rebecca holds a Bachelor of Business Administration in Marketing from Mount Saint Vincent University and a Masters of Business Administration in International Business from Saint Mary's University in Halifax.