

Upcoming trade mission opportunities for Ontario tech companies

The Ontario Government continues to support Ontario companies to recover and/or further develop their interprovincial and international markets as a means to get back to business. This includes one-on-one export advice, webinars focused on market/sector intelligence, and facilitation of international/interprovincial business connections.

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October 12-17: Ontario ICT Virtual Export Business Mission to India Mobile Congress

The Ontario government is accepting expressions of interest for a virtual export business mission to India Mobile Congress in New Delhi. The virtual trade show, scheduled for Oct. 15-17, 2020, is organized by the Cellular Operators Association of India and the Department of Telecommunications in India. India Mobile Congress aims to be a platform for industry, regulators and policy makers to discuss and deliberate on critical issues affecting the growth and proliferation of the telecom and technology sectors. Ontario companies participating in the mission will receive targeted assistance from the Ontario government, including B2B meetings, connections to leading telecom companies, systems integrators and other partners, market intelligence and briefings on the ICT/telecom industry in India, and access to potential networking events at the trade show.

- For details, contact Fawzia.sheikh@ontario.ca.

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Oct. 19-23: ICT Export Business Mission to Brazil (Registration deadline: September 18).

The Government of Ontario is organizing a virtual trade mission to Brazil taking place from October 19 – 23, 2020. Brazil is Latin America's largest telecom and ICT market. It is one of the world's largest emerging ICT markets with annual expenditures of over US\$120 billion, representing more than 46 per cent of the total ICT market in Latin America. Opportunities exist for Ontario's ICT industry products and technologies in hyper connectivity (IoT, mobility, 5G, wireless and wireline technologies, satellite, etc.) and in disruptive technologies (blockchain, cloud computing, artificial intelligence, smart cities, cybersecurity). In partnership with Global Affairs Canada, this virtual export business mission will include market and sector opportunity briefings and a program of one-on-one meetings with potential customers, distributors and business partners. This is a great opportunity for Ontario companies to make international business connections. COST: CAD \$750. Deadline for registration is: September 18, 2020.

- You can register here: www.ontario.ca/tradecalendar/ict-export-business-mission-brazil .
- For any questions, please contact Claudia.Penalosa@ontario.ca

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October 20-22: Virtual Export Business Mission to Infosecurity Europe Online 2020

The Ontario government is planning to organize a virtual export business mission to [Infosecurity Europe Online](#) taking place October 20th-22nd, 2020. Held annual in London (UK), Infosecurity Europe is one of the largest cybersecurity events in Europe and will take place virtually for the first time this year. The mission will include participation in the virtual exhibition at Infosecurity Online, exclusive B2B matchmaking and networking opportunities as well as a web seminar including market briefings and presentations by leading industry players and stakeholders focused on key opportunities in the cybersecurity sector in markets across Europe. Joining the mission represents an excellent opportunity for Ontario cybersecurity companies already active or interested in doing business in European markets. The mission presents a unique opportunity to get access to key industry players, new customers and potential technological partners.

- If you are interested in participating and would like to learn more, please contact philipp.kornitzky@ontario.ca, (416) 428-2569

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Oct. 27-29: Ontario Wireless/5G Export Business Mission to THRIVE (MWCA)

The Government of Ontario is planning a digital export business mission to GSMA THRIVE North America. GSMA Thrive North America is a virtual event platform brought to you by the people behind MWC and MWCA, which usually takes place in Los Angeles, CA. This trade mission to THRIVE takes place online from October 27 to 29, 2020 offering expert content and networking to thousands of 16,000 attendees from the Americas as they discuss technologies related to 5G, IoT and AI. Twenty new and established companies would exhibit in their own virtual booth, which would be linked to Government of Ontario's pavilion, with plenty of benefits. Priority registration for first time participants in an Ontario mission or for previous clients applying with a new participant. Cost per company: \$1,000 or less depending on industry interest. A minimum of ten companies are required for this mission. Financial assistance for eligible companies may be available through Canada's [CanExport Program](#).

- Interested companies must express their interest before September 14, 2020 to mauricio.ospina@ontario.ca

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November 9-20: Virtual Smart Cities Export Business Mission to Europe

This year's Smart City World Expo Congress becomes Smart City Live on November 17-18, 2020, a virtual program of day-long broadcasting, plus dedicated online workshops, sessions, and side events. Over a two-week period, the mission will provide companies the opportunity to participate in market briefings from Trade Commissioners from various European markets; attend virtual presentations by city officials, smart city industry experts and large buyers of smart city solutions; participate in the Smart City Live online programs (November 17-18). Vetted companies will also be able to take part in an individually-tailored

B2B meetings. Space is limited so express your interest before September 30 or sooner to secure your spot.

- If you would like to attend the event, you may register [here](#).
- For any questions, please contact Rita.Patlan@Ontario.ca

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November 30: Virtual Cleantech Export Business Mission to Enlit Europe

The mission will help companies set the stage for entry into the European energy market and their participation in next year’s edition of Enlit Europe. The “Clean Energy for all Europeans” proposal highlights regulatory foundations to increase the use of smart grid technologies. This includes innovative ICT solutions that provide real-time information on power flows and demand at the local level, as well as by-pass physical infrastructure that prevents the efficient power transmission and distribution. The mission package will include pre-mission webinar; 1:1 export advice and consultation; online seminar on Digitization of the Energy Sector and the Role of Utilities: A Comparison Between Europe and Canada; market-specific briefings; and bi-lateral meetings.

- Express your interest before September 30 or sooner [here](#) to secure your spot.
- For any questions, please contact Rita.Patlan@Ontario.ca

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November: Ontario Gaming Mission to 2020 MEGA/MIGS

Ontario government, in partnership with Interactive Ontario, will be organizing a virtual trade mission to Montreal Expo Gaming Arcade (MEGA)/Montreal International Game Summit (MIGS) in November 2020. MEGA/MIGS is the only conference in Canada for over 15 years devoted to the video game industry as a whole. MEGAMIGS 2020 will be a very special online edition with virtual booth, live programming, a networking platform and a variety of activities. And much more!

- Please contact Lisa Qi at lisa.qi@ontario.ca if you are interested in the mission.

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November - December: Ontario Virtual Fintech Business Mission to Japan

Ontario fintech companies working in Japan’s 9 fastest-growing Fintech subsectors (Paytech, Insurtech, Single Sign-on & Secure remote data access, Wealth & Asset management, Robo-advisors for consumers and portfolio managers, Compliance with regulations such as obligation for know your customer (KYC), Blockchain technology application, Social financing (linking lenders and borrowers), and AI financing (trustworthiness of borrowers calculated over collected data) are invited to participate in the mission. Mission members will attend a web pitch session in November, to Japanese major banks, securities and financial organization, fintech solution integration & distribution partners, and participate in customized online B2B program with potential clients and partners in early December. Joining this virtual business mission represents an excellent opportunity for Ontario companies to get access to (or expand their business in) Japan, with its capital being perceived as a strong candidate to replace Hong Kong as Asia's financial hub.

- Contact Wenbo.Pan@ontario.ca or 416-433-4992 for program details.

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December 7-11: Ontario Virtual ICT Export Business Mission to the Singapore Fintech Festival 2020

The Government of Ontario is organizing an export business mission to the [Singapore Fintech Festival](#) (SFF), one of the largest gatherings of the global FinTech community in the world. According to the inaugural Global Fintech Index City Ranking 2020 report, Singapore is the fintech leader in **Asia Pacific** (APAC) and the fourth top fintech city in the world. SFF is organized by the Monetary Authority of Singapore (MAS), the leading financial regulator. In partnership with the Association of Banks in Singapore and SingEx Holdings, the festival was supported by Deloitte, Google Cloud, GIC and Prudential. In 2019, MAS and the central bank of Singapore renewed cooperation on Fintech with Canadian Securities Regulators and the trade show saw over 60,000 participants from 140 countries.

- For more details, contact Eve.Rotstein@ontario.ca , Tel. 647-629-3750.

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