With the aim of fostering collaboration, the Secretariat of The Montreal Group is facilitating a series of One-off Benchmark discussions around key topics of common interest for participants of state-supported Development Banks to learn and exchange with their peers from around the world.

Those interested about **IP financing** met virtually in 2020.
Karen Kastner was appointed Vice President, Partnerships and Government Relations in July 2016. In her role she leads a national team and is responsible for the development and implementation of BDC’s external partnership and government relations strategies. Ms. Kastner joined BDC in 2006 as director of corporate strategy and planning. She was subsequently promoted to assistant vice-president in the same functional area. During this time, she led the development of numerous annual corporate plans and was responsible for the Bank’s submission for the 2010 legislative review of the BDC Act.

In 2012, Ms. Kastner was promoted to Vice President, Office of the President, serving as strategic advisor to the President and CEO, until taking on her current role.

Ms. Kastner began her career with the federal Department of Justice where she worked on the implementation of new domestic legislation. She then became involved in international treaty negotiations, providing policy advice and representing Canada at the United Nations, G8, European Commission and Organization of American States. Ms. Kastner also worked at the Canadian Air Transport Security Authority which she joined to build its corporate planning and government relations functions.

Ms. Kastner holds a Bachelor of Arts in Communication Studies from Concordia University and an LL.B from the University of Ottawa. She has published articles in the United Nations Publications and the International Institute of Security Studies.

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Alexandra Bonnefoy is an expert in banking and investment strategy advising BDC Capital since 2017. In her role, she is leading strategic initiatives in the venture capital, private equity and tech financing space to help businesses across Canada getting access to capital.

Before joining BDC Capital, Alexandra was Senior Manager at National Bank of Canada (NBC) responsible of retail banking products and the development of affinity programs. For more than a decade prior, she worked as Chief Financial Analyst in strategy and corporate development, where she performed several mergers and acquisitions (M&A), partnerships and strategy mandates for NBC.

Alexandra currently sits on the Financial Literacy Committee of Finance Montreal and is actively involved in Montreal’s tech community. Alexandra holds a master's degree in Industrial Engineering from École Polytechnique and a bachelor in Applied Economics from HEC Montréal.

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ÉMILIE LESAGE-PÉRILLEUX

Head of Legal and Intellectual Property
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Émilie Lesage-Périlleux is Head of Legal and Intellectual Property at Bpifrance, since 2018. Emilie worked at the French patent and trademark office as a patent examiner between 1999 and 2005. Then, she became the manager of the team in charge of the examination of more than 4,000 patent applications in chemistry.

In 2015, the French office INPI initiated a transformation to dematerialize its procedures. Emilie was in charge to lead this transformation and to organize change management for the industrial property directorate. In 2017, she became customer manager and she was responsible of building a new relationship with key users and of co-building the online filing for designs, trademarks and patents.

Convinced that intangible assets are essential in the new economy, she is executive member (and formerly general secretary) of the “Observatoire de l’immatériel”, a group created in 2007 to promote intangible assets and support intangible as a key lever for the development of the French economy.

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Stephanie Tourne is the intellectual property referent of the Innovation Department at Bpifrance, the French National Promotional Bank, Innovation Agency, Sovereign Fund and Export Credit Agency since April 2019.

PhD in signal processing in 2005, Stephanie worked as software engineer in an international company before integrating the French Industrial Property Office as a computer science expert in the Patent Department. After several years, she worked in the French Research Agency in a public-private partnership financing program.

In Bpifrance, she promotes the importance of IP in the innovation financing and investing and particularly in biological and digital assets. She evaluates the IP risks on important operations.

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Jani Tuominen works as Finance Manager, SME Financing at Finnvera. He has been working at Finnvera for over 10 years with experience from all SME customer segments within Customer Relations. All in all he has 13 years of experience from different positions in banking and financing. In 2007-2009 he worked on consumer financing and sales in Citibank plc.

Jani graduated from the Lappeenranta University of Technology and received his M.Sc. degree in Economics in 2016.

Finnvera provides financing for the start, growth and internationalization of enterprises and guarantees against risks arising from exports. Finnvera strengthens the operating potential and competitiveness of Finish enterprises by offering loans, domestic guarantees, export credit guarantees and other services associated with the financing of exports. The risks included in financing are shared between Finnvera and other providers of financing. Finnvera's outstanding commitments from SME and Export Financing are approximately 25 billion euros.

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Guy Robinson heads up the Innovation Policy team, Intellectual Property Office in the United Kingdom. IPO's aspiration is that IP is recognised as an asset and is treated as such. To do this his team is: Working to ensure innovators, creators, and entrepreneurs can identify their IP, recognise its value and use it as an asset; Working to ensure the financial services sector recognises IP as an asset and consequently provides products and services which support commercialisation and growth are Integrating the concept of IP as an asset into policy making across the IPO and UK government.

Much of IPO's policy work compliments and expands interventions of other government departments.

Guy Robinson also heads up the ID corporate team who are responsible for the smooth running of the directorate through facilitating the Director and the SMT with issues such as budget and risk management.

Guy began his IPO career in 1999 as a patent examiner and has been in a policy role since 2010. Before joining the IPO he worked in Health Insurance and he studied for his degree in Business and Technology at Coventry University whilst working, part time, at McDonalds.

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Sally heads up the Business Support Policy team within the IPO. The team is responsible for developing policy initiatives to improve access to the IP system for SMEs to ensure that they are able to recognise and understand their IP, develop strategies to manage and exploit it and grow their business.

Our goal is to make sure businesses understand that IP is an asset to their business and a critical element of their business strategy, as opposed to a technical, legal issue that is somehow separate to their core business. To this end we work with partners across the business support landscape within the UK and other Government Departments to achieve common goals.

Previously Sally worked in the IPO’s Education Outreach Team leading on activities in respect of education; this included working in partnership with Aardman Animations to develop the web based resource “Cracking Ideas” and the nationwide Cracking Ideas competition along with the now closed IPO sponsored “Wallace and Gromit Presents a World of Cracking Ideas” exhibition. The exhibition, aimed at promoting the importance of innovation and creativity received over 500,000 visitors during its three year run.

Sally has worked for the IPO for over 20 years with experience in Trade Marks examination and tribunals, management of the IPO’s Central Enquiry Unit (now called Information Centre) and was a member of the Business Outreach & Education Team for 7 years before joining the Business Support Policy team.

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The Montreal Group is a global forum for development banks focused on micro, small and medium-sized enterprises (MSME). It is a not-for-profit organization that was founded in 2012 to promote international cooperation, mutual learning and exchange of technical expertise among its members. The Group’s name is derived from the city in which it was founded, Montréal, Canada.

As of June 2020, members are:
BDC (Canada), BNDES (Brazil), Bpi (France), CCG (Morocco), CDB (China), Finnvera (Finland), Nafinsa (Mexico), SIDF (Kingdom of Saudi Arabia), SOWALEIN (Belgium)

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