

## Claude Richard, P.Eng. CEO- President

For the past twenty years, Mr. Richard, an expert in **government and sustainable strategic financing**, as well as in strong **government relations**, has facilitated the financing of local and foreign companies at the national and international levels.

With more than 40 investment projects to its credit, its activities in **structuring projects** in the fields of **high technology** enable their development from feasibility studies to the development of partnerships, up to associated financing.

Working within the Quebec government's **financial and industrial holding corporation**, for nearly 10 years, he managed a portfolio of investment projects and enabled the development and financing of joint ventures and technologically oriented companies.

**Strategic advisor** to senior executives of government ministries and state-owned corporations, with an economic vocation, he enables their development and deployment of strategies in attracting foreign investors internationally.

His expertise in structuring investment projects, and his ability to **translate** advanced technologies into business environments, enables an **alignment** between financial requirements, technologies and market opportunities sought in **sustainable investment and financing**, and the development of business files meeting the **evaluation criteria and parameters** of governments and strategic financial actors.

His area of action encompasses **innovative technologies** such as decarbonization, clean technologies, life sciences, space and aerospace industries, biotechnology, and sustainable energy.

His **in-depth knowledge** of the different government bodies and their mode of operation simplifies the deployment of an optimal communication strategy and facilitates timely access to the **right decision-makers** and **government stakeholders**.

Mr. Richard **facilitates** and **accelerates** the financing of organizations in Canada and Europe as well as **interactions** with governments and strategic financial actors.



**QUENTUS**  
STRATÉGIE | FINANCEMENT

Specialized for over twenty years in strategic financing and high-level government relations, Quentus assists foreign and local companies in the development and financing of their implementation and expansion projects. Quentus is recognized for **accelerating the evaluation and decision-making process of governments and strategic financial actors**, while **maximizing** the financial and business commitments of the various stakeholders.

**For a discussion on the scope of your project, we invite you to contact us :**

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