

Companies of the  
future are heading  
North to Montréal



Mural painting of Leonard Cohen @ Henry MacDonald

**IQ** Investissement  
Québec

**MTL**  
**INTL**  
MONTRÉAL  
INTERNATIONAL

# A strong and growing metropolis strategically located in North America



## Population

- 4.2 million residents
- 23% of foreign-born population (34% for the city of Montréal)



## Economy

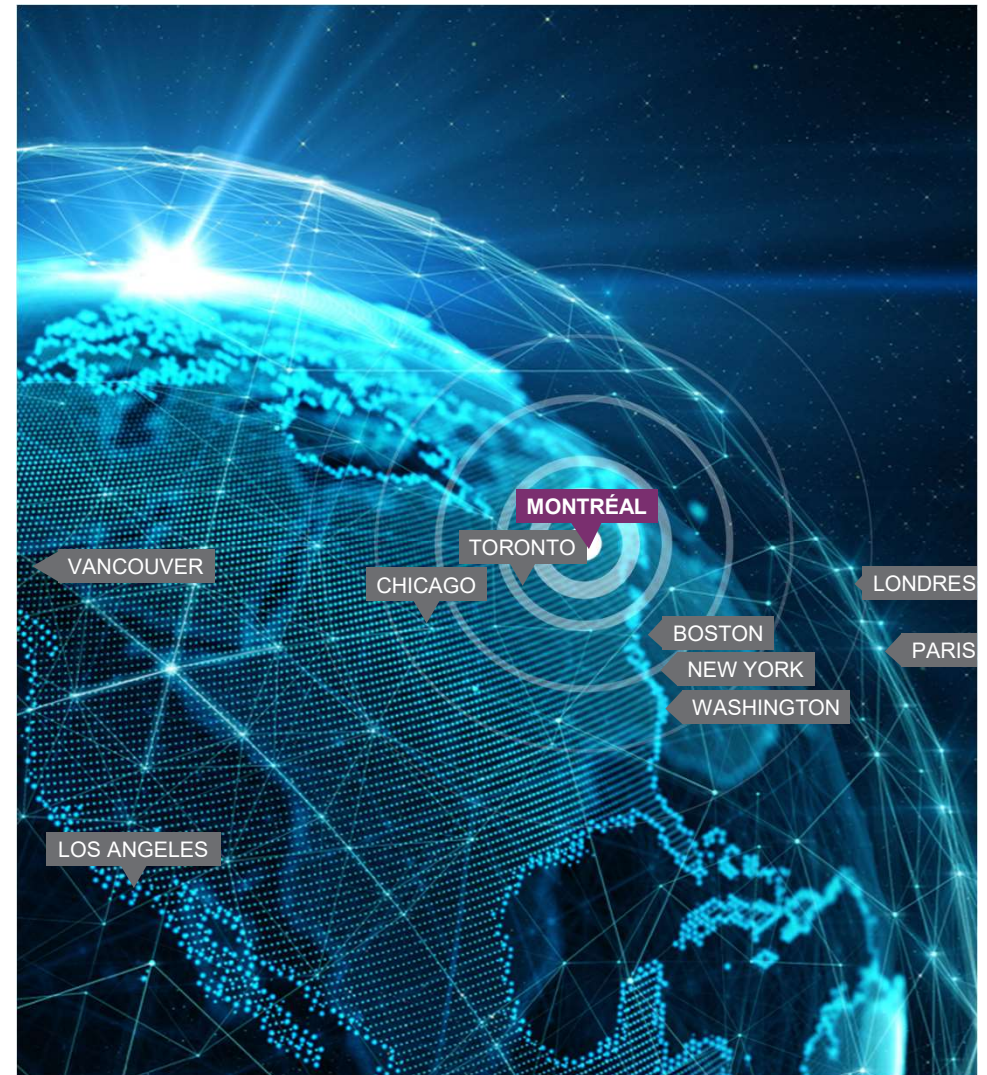
- **Best economic growth in Canada in 2018:** +3.6% in its GDP
- **Unemployment rate** (2018): 6.1%
- **\$2.5 billion in foreign direct investment** in 2018 accompanied by Montréal International



## Location

- 82 municipalities, 1 metropolitan area
- **A 90-minute** flight from Boston and New York City
- Less than a **one-hour** drive to the U.S. border
- **Daily direct flight Montreal/Tokyo since June 2018!**

Source: Conference Board of Canada, 2019; Statistics Canada, 2019; Montréal International Analysis.



## A world leader in high value-added sectors



**1<sup>st</sup>**

concentration of deep learning researchers in the world



**1<sup>st</sup>**

in Canada and a world leader in VFX & animation



**5<sup>th</sup>**

video game development hub in the world



**2<sup>nd</sup>**

largest aerospace hub in North America



**6<sup>th</sup>**

largest life sciences and health technologies hub in North America

Sample of major companies located in Greater Montréal



Source: MILA; Québec Film and Television Council, 2018; Game Industry career guide, "Best cities for video game development jobs", 2015; Statistics Canada, 2016; U.S. Bureau of Labor Statistics, 2016; Montréal International Analysis.



# Top reasons to invest in AI in greater Montréal



**Canada's University Capital**



Montréal's **Yoshua Bengio** is the winner of the prestigious **Turing Award 2018** and the **most cited computer scientist per day** (September 2018)



Nearly **11,000 university students** enrolled in Artificial Intelligence and data-related programs



**\$1 billion +** funding dedicated to university research



**Joëlle Pineau**, Associate Professor with the School of Computer Science at **McGill University** and the **Head of the new Facebook AI Research lab**



The **Canadian government chose Montréal as headquarters** for SCALE AI, Canada's AI supply chain supercluster



**300 + researchers and doctoral students in fields related to Artificial Intelligence**, the largest academic concentration in the world (MILA)

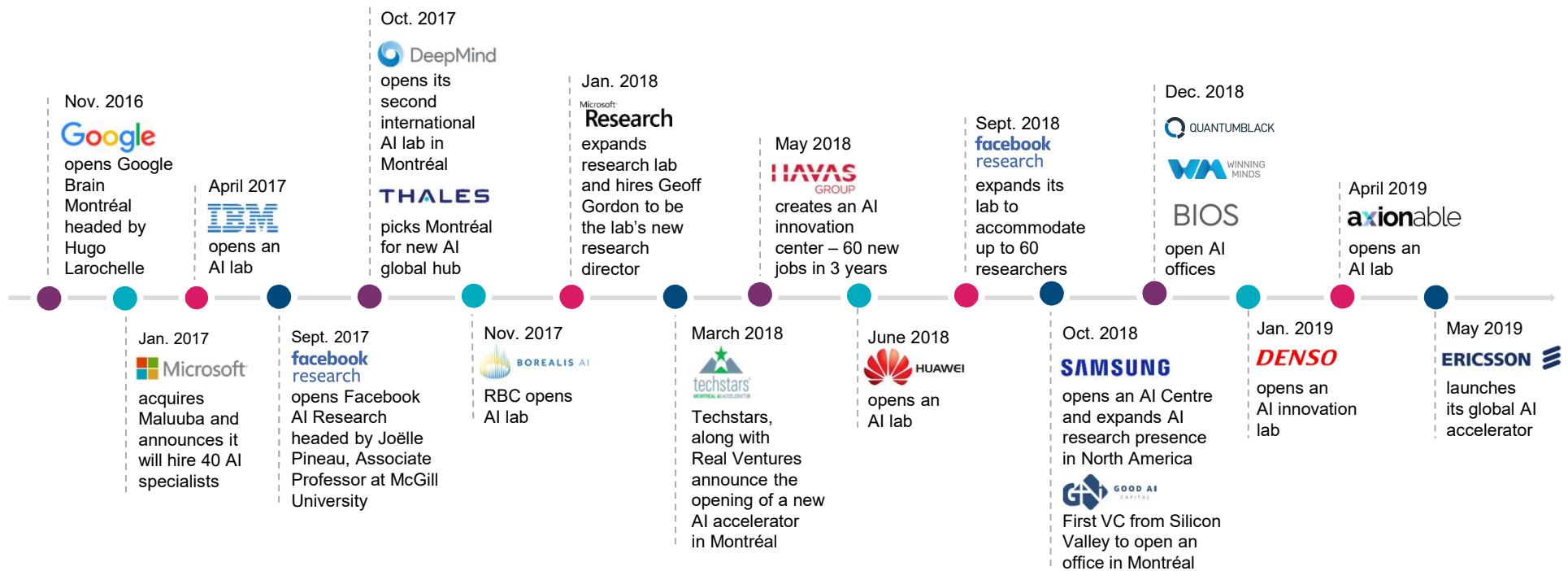


**Nearly \$1.1 billion in AI investments announced in Greater Montréal** since 2016



**Montréal has all the major players, plus a thriving community and ecosystem**

# A few of the world leaders developing their AI expertise in Montréal



## AI stands on a strong information technologies industry

- **107,500** qualified employees in IT, and **5,240** companies
- **A GDP of \$11.6 B**
- **Lowest operating costs in North America** for software development
- **Broadly diversified industry:**



**5<sup>th</sup>**

video game development hub in the world



**1<sup>st</sup>**

in Canada and a world leader in VFX & animation



**5<sup>th</sup>**

highest tech jobs concentration among the largest metropolitan areas in Canada & U.S.

### Sample of major JAPANESE IT companies in Greater Montréal

FUJITSU

HITACHI  
Inspire the Next



eidos  
montreal

PTW



Sony  
Interactive  
Entertainment

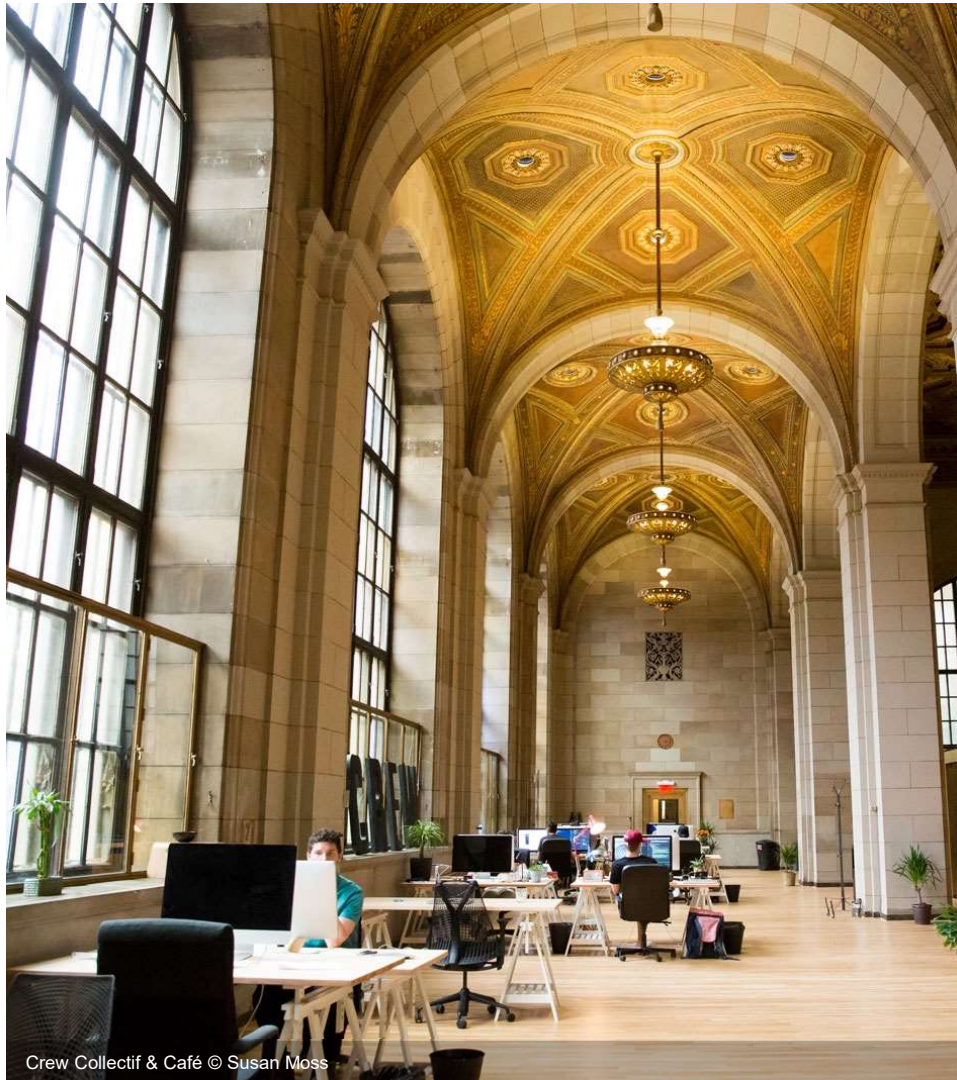


**DENSO**

**Panasonic**

Source: Techno Montréal, 2017; Statistics Canada, 2016; and Bureau of Labor Statistics (BLS), 2016;

fDi Benchmark, 2018.



Crew Collectif & Café © Susan Moss

## A booming startup ecosystem

- One of the top startup ecosystems in the world
- \$861 million in VC financing in Montréal in 2018 (+29%)
- **+30 incubators/accelerators**  
– and counting!
- **+45 coworking spaces**



Source: "Global Ecosystem Report" 2018; "Montréal Startup Ecosystem Report", Credo, 2016; "Midterm Report" – Smart City, February 2017; Canadian Report "Money Tree", PwC Canada | CB Insights, 2019.



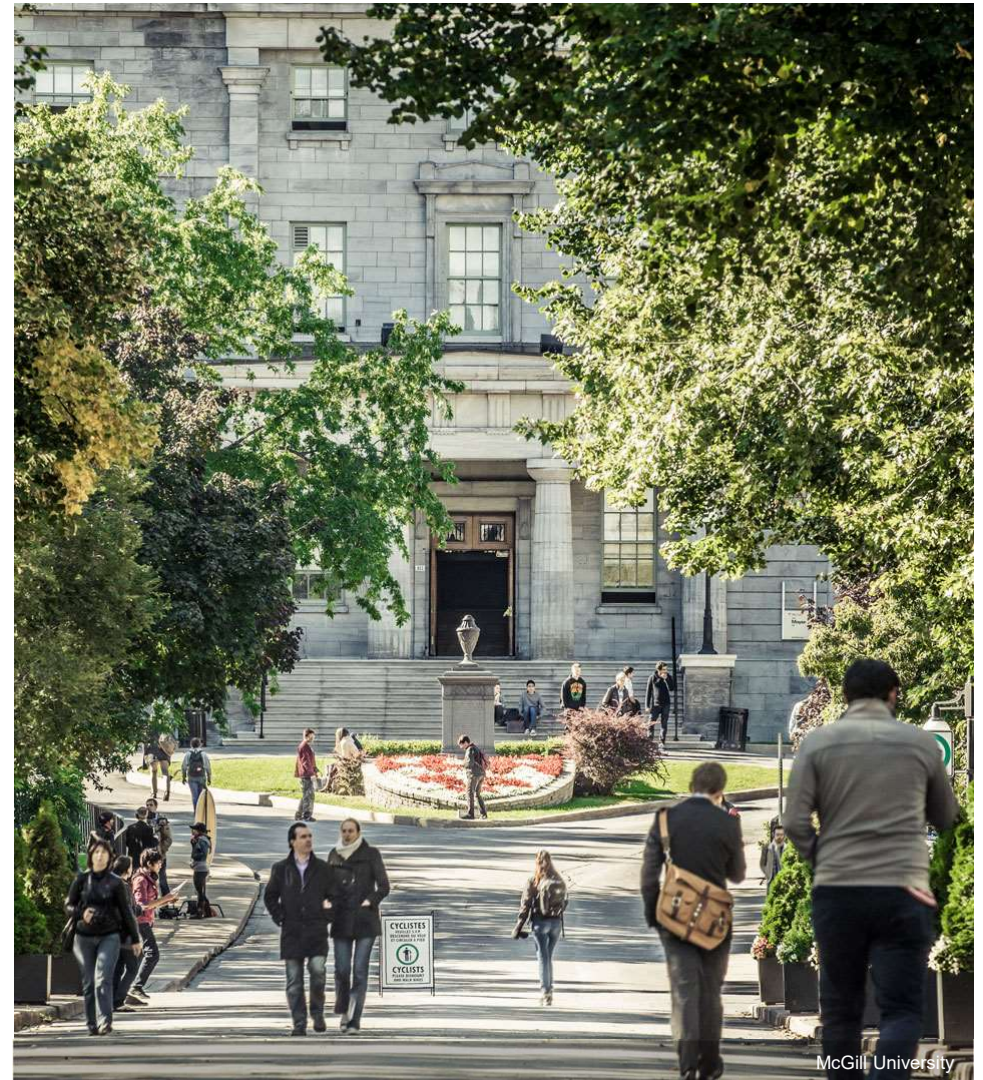
# The best student city in the Americas and Canada's university capital

- **Canada's university capital:** 11 university institutions and 60 colleges
- **320,000 post-secondary students**, including **201,000 university students** and **35,500 international university students**
- **More than \$1 billion in funding dedicated to university research**
- **Best student city in the Americas:**



1	Montréal
2	Boston
3	Toronto
4	Vancouver
5	New York

Source: QS Best Student Cities in the World, 2018; Ministère de l'Éducation, du Loisir et du Sport du Québec, 2016; Research Infosource Inc., 2018.







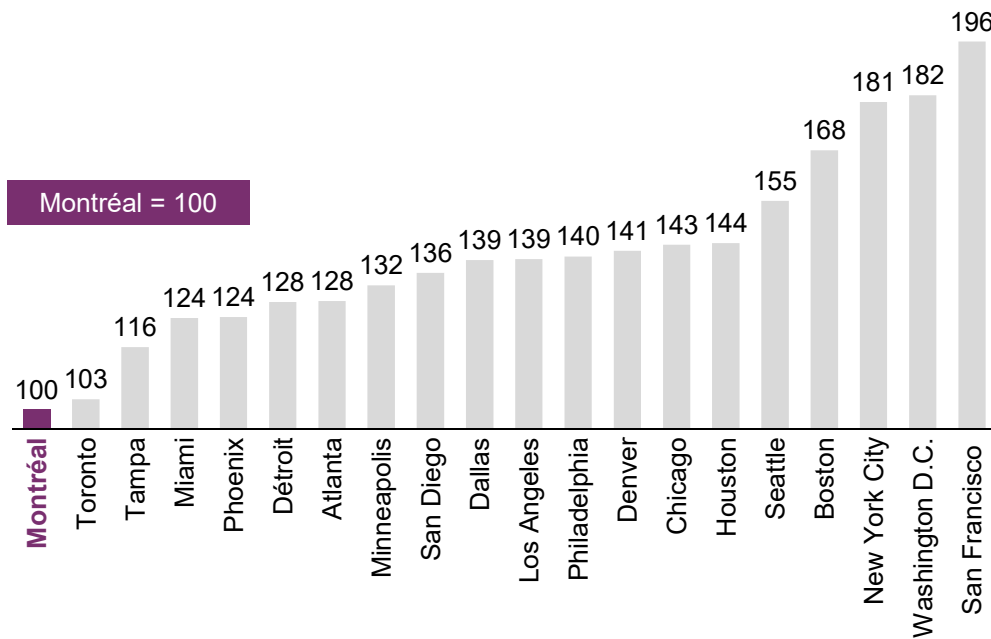
The Village au Pied-du-Courant and Jacques Cartier Bridge © Montréal International

## The metropolitan area with the most bilingual and trilingual population in Canada

- **2.5 million residents speak English**, that's 9% more than in Vancouver
- **55% of the population is bilingual** (English and French), compared to 8% in Toronto and 7% in Vancouver
- **Almost 20% of the population is fluent in three or more languages** compared to 4% in Toronto and 3% in Vancouver

Source: Statistics Canada, 2016.

## Most competitive operating costs for software development



Note: The annual operating cost calculations are based on labour and property costs in US\$.

Source: fDi Benchmark, 2019.

**Running a business costs less in Greater Montréal than in any other major metropolitan area in Canada and the U.S.**

- **1<sup>st</sup> place ranking:** The most competitive operating costs compared to any other major metropolitan area in Canada and the U.S. (2019)
- **29% cost advantage compared** to the average of the 20 largest metropolitan areas in Canada and the U.S. (2019)

# An easy access to highly advantageous incentives

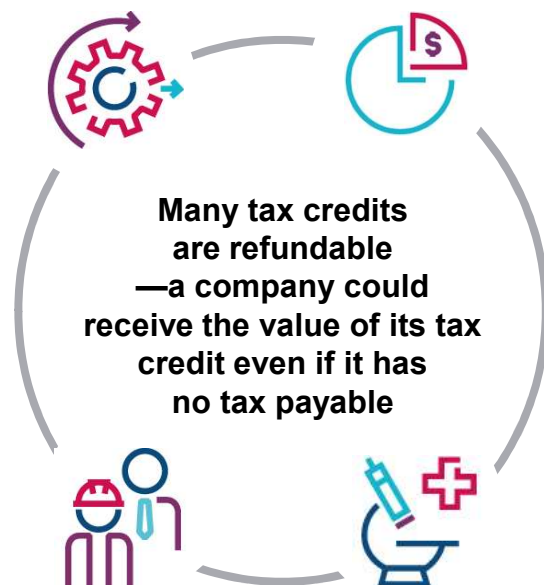
## Major projects and innovations

Grants, interest-free loans and other support available, such as competitive electricity rates of **CA\$3.98/kWh** for large power\*

## Labour development

Grants such as:

- **25% of costs** to implement training programs
- **50% of costs** to create a HR department



## Sector tax credits

Such as:

- **Up to 38%** for film and video production
- **Up to 37.5%** for multimedia production
- **Up to 30%** for e-business development
- **24%** for international financial centres

## Research and development

- **Up to 30%** tax credit on R&D
- **Tax holiday** for foreign researchers and experts

Note:

\* Rate LG: large power with minimum billing demand of 5,000 kW, transmission and distribution included, for 120-kV supply with 95% load factor, and including the Economic Development Rate reduction (if eligible).



## **Montréal International, a single point of access to a series of personalized, free and confidential services**



**Long-term  
strategic support**



**Economic data  
and communication  
services**



**Government  
relations facilitation**



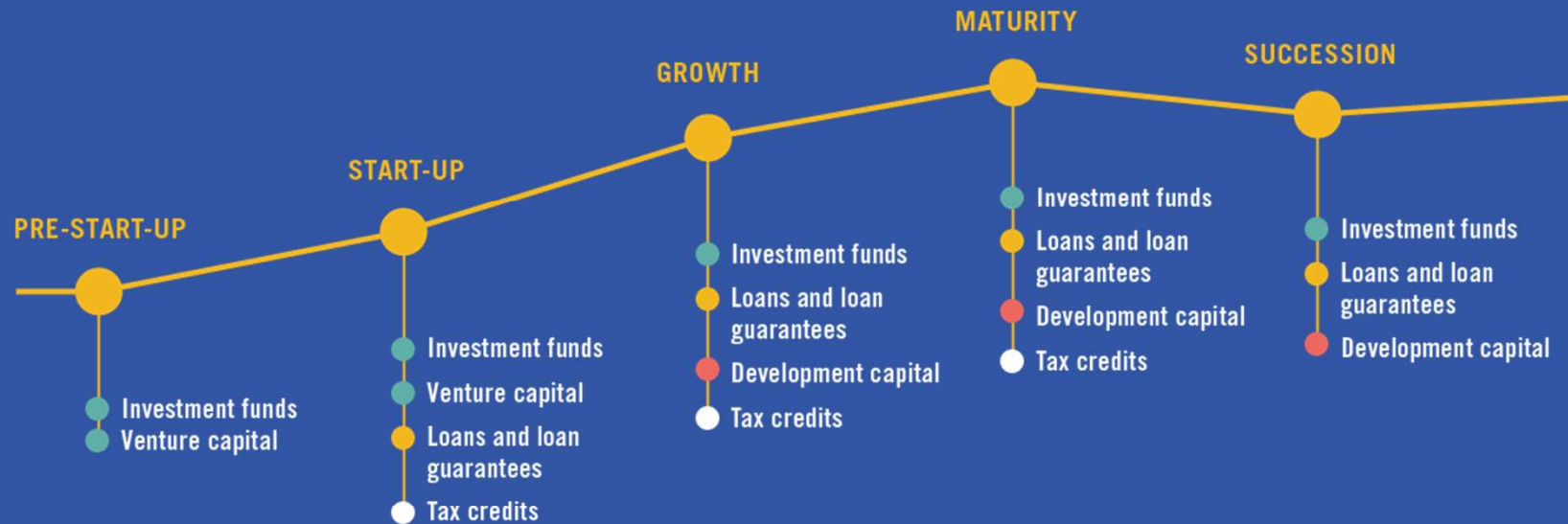
**Incentive programs  
assistance**



**Foreign workers  
immigration  
assistance**



**International  
recruiting missions**



A full range of services for every stage  
of a business's growth