

# Invest in Québec to Grow your Business

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MU, Ville-Marie, ElMac Gene Pendon © Eva Blue - Tourisme Montréal





Château Frontenac in Québec City

01

# A Strategic Location and Dynamic Business Environment



# Canada, an excellent place to invest in



**The best country of the G20 for doing business over 2020-2024**

*Economist Intelligence Unit (EIU), 2019*



**The best place to start up a business among G20 countries**

*World Bank, Doing Business, 2020*



**The soundest banking system among G7 countries and 2nd in the world**

*World Economic Forum, 2019*



**Most educated work force in the OECD: over half the population aged 25 to 64 have a tertiary level education**

*OCDE, Education at a Glance, 2019*



**The best country in the Americas for attracting and retaining highly skilled workers**

*OECD, Indicators of Talent Attractiveness, 2019*



Downtown Québec City  
© Office du Tourisme de Québec



Old Port, Grande-Rouge and downtown  
Montréal © Loïc Romer

Source: Invest in Canada, "Why Invest in Canada", 2020.

# An economy built on a strong foundation



**Great political stability and historically balanced budget** by the Government of Québec



**A Aa2 credit rating for Québec**, with a stable outlook (Moody's, 2019)



**An ecosystem of institutional investors**, including the *Caisse de dépôt et placement du Québec*, **one of the largest pension fund managers in the world**



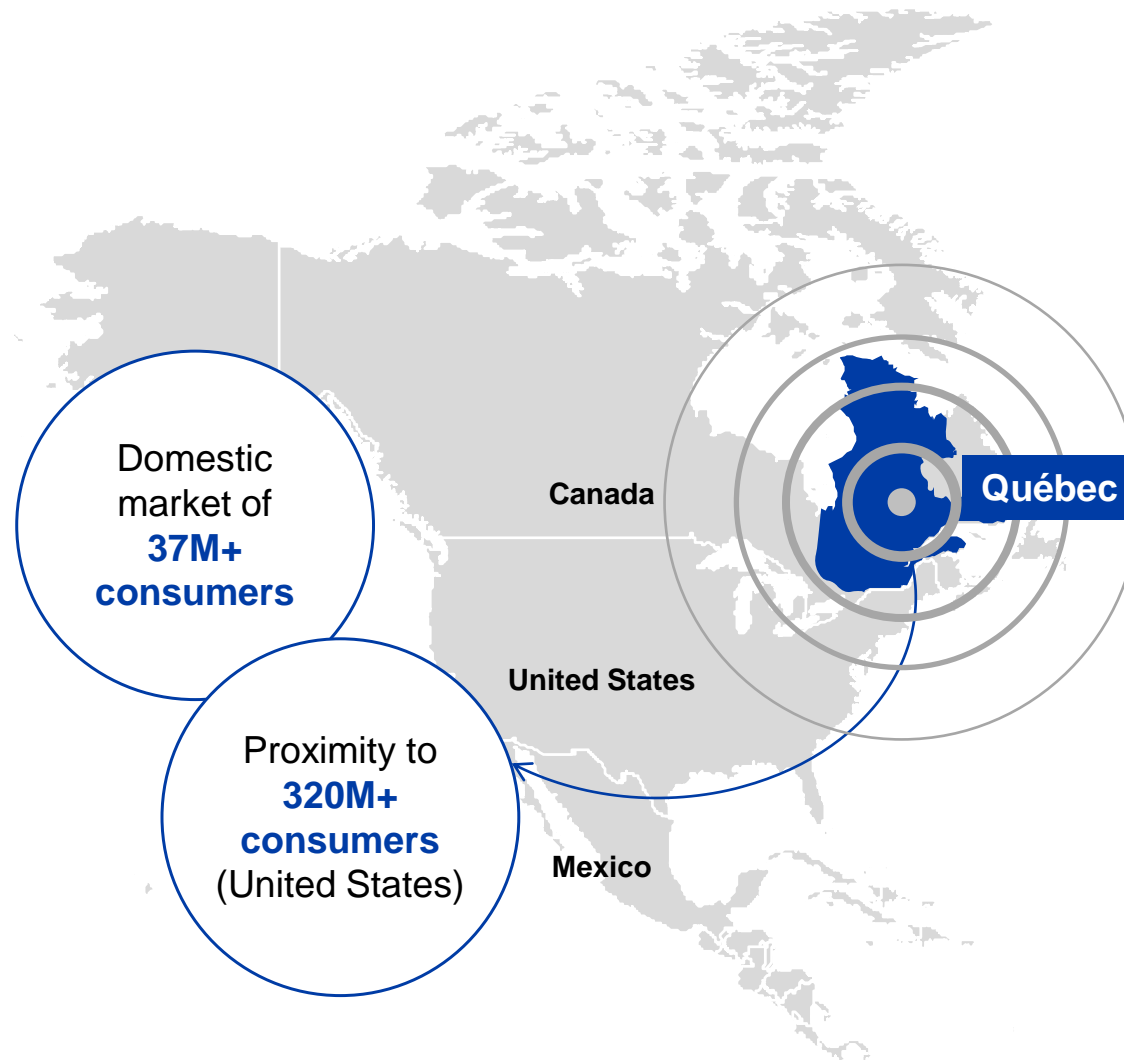
**Strong government support and many attractive and stable incentive programs:** R&D, e-business, international financial centres, multimedia titles, video and film production, etc.

# A gateway to 1.5 billion consumers and 60% of the world's GDP

**CUSMA, CETA and CPTPP,**  
and 11 other free trade agreements in force\*

**Direct access to**  
**1.5 billion consumers** and a **combined GDP of**  
**US\$50 trillion** (60% of the global production of goods  
and services)

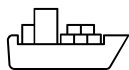
Only Canada has free trade  
agreements with all other G7 countries



\* Canada-United States-Mexico Agreement (CUSMA), Canada-European Union Comprehensive Economic and Trade Agreement (CETA) and Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP).  
Source: World Trade Organization, "Regional Trade Agreements Database", 2020; World Bank, "GDP and total population by country", 2019; U.S. Census Bureau, Population in the United States, 2020.



# Efficient transportation infrastructures



**20 strategic commercial ports\***

- **110M metric tonnes** transshipped every year
- Montréal: **2<sup>nd</sup> largest port in Canada**
- Québec City: **deep-water port** closest to the Great Lakes



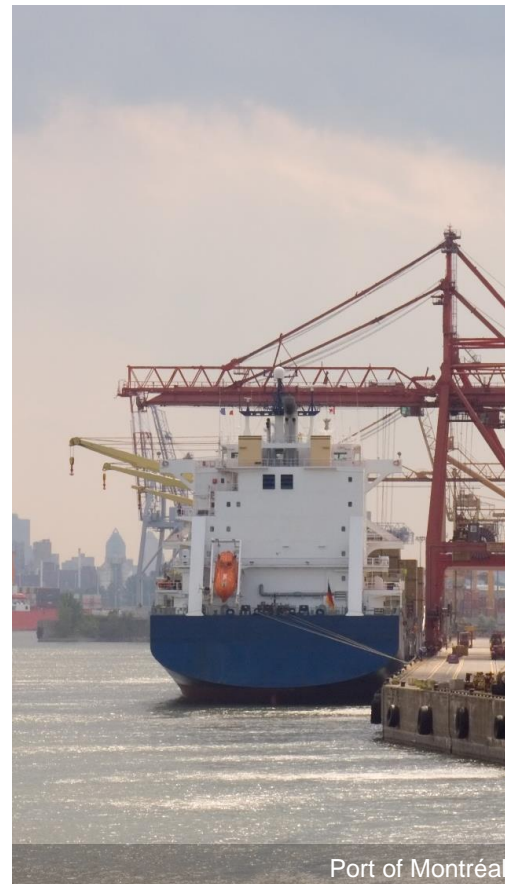
Served by **4 international airports\*\***

- **Over 22M passengers** at Montréal and Québec City airports in 2019
- Direct flights to **152 destinations**, including 122 international flights
- Montréal-Trudeau Airport, **the most international airport** in Canada



**1 integrated railway network**

- Connecting **Canada, the United States and Mexico**
- **3 main companies** (CN, CP and CSX)



\* 17 ports open year-round (with or without assistance from icebreaker).

\*\* Montréal-Trudeau, Montréal-Mirabel, Québec City and Ottawa.

Source: Aéroport de Montréal, "Annual Report", 2019; Aéroport de Montréal, "Economic contributions – YUL", 2018; Transports Québec, "Rapport sur le réseau portuaire stratégique", 2016; CAMAQ, "Recensement des aéroports", 2019; Port of Montréal, 2020.

# Lowest electricity rates in North America, produced from renewable energy source

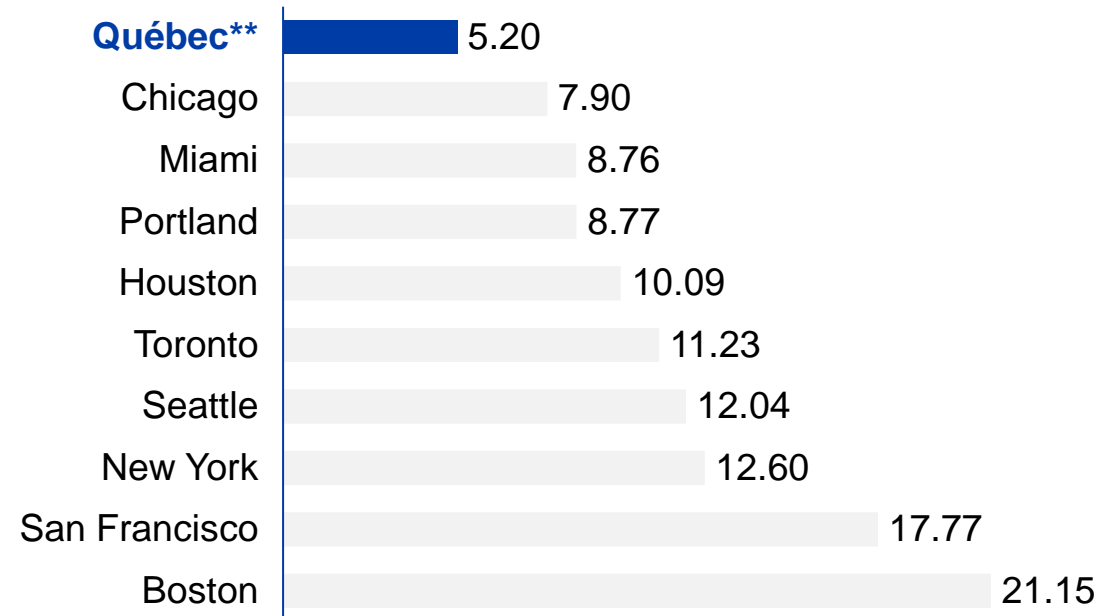


**No. 1 in North America for the lowest and most stable rates** for large power consumers

- Hydro-Québec, a Crown corporation, **is one of the world's leading hydropower producers**
- **99%** of the electricity in Québec is produced from **clean, renewable sources**
- **Preferential rates** also granted to **large consumers of energy**

## Average electricity rates – Large power customers\*, ¢/kWh (before taxes), CA\$

Selected metropolitan areas in Canada and the U.S., April 2020



\* According to Hydro-Québec's estimate based on 3,060,000 kWh of usage, 5,000 kW of power and a 85% load factor.

\*\* The electricity rate is the same for all of Québec; there is no rate variation based on region or municipality.

Source: Hydro-Québec, "Comparison of Electricity Prices in Major North American Cities – Rates in effect April 1, 2020."

# A diversified economy based on high value-added sectors



**Video games**



**Visual effects and animation**



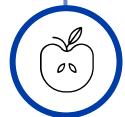
**Software development and computer services**



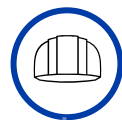
**Financial services and FinTech**



**Life sciences and health technology**



**Food processing**



**Mining exploration**



**Metal transformation**



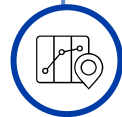
**Aerospace**



**Industry 4.0**



**Energy technologies**



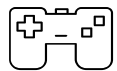
**Transportation and logistics**

**Québec also has expertise in:**

- Optics and photonics
- Electronic systems
- Green buildings
- Plastics and elastomers
- Forestry / Pulp and paper
- Furniture and milled wood
- Etc.



# World leader in several cutting-edge sectors



## Top 5

global video game development hub



## 6th

North American hub for life sciences and health technology\*



## 2nd

cybersecurity hub in Canada for study programs



## Top 10

global VFX and animation hub



## 2nd

aerospace hub in North America

**+** Significant foreign investment and excellent business opportunities in IT, financial services, FinTech, electric and smart transportation, clean technology, innovative manufacturing, transportation and logistics, etc.

## Examples of major companies located in Québec

Google

CGI

facebook

BOMBARDIER



Pratt & Whitney  
A United Technologies Company

AIRBUS



technicolor

Morgan Stanley



ERICSSON

Rolls-Royce



NOVARTIS

Rakuten Ready



Medtronic

L'ORÉAL  
CANADA

aws

RioTinto  
Alcan

\* Ranking of Greater Montréal, which represents 80% of total jobs in life sciences and health technology.

Source: Montréal International, "A hub for the digital creativity sector", 2020; Montréal International's analysis based on Statistics Canada, 2019; and U.S. Bureau of labour Statistics, 2019; SERENE-RISC, 2019; Québec Film and Television Council, 2020.

# Québec, a world-class hub in artificial intelligence



- **\$3+ billion in AI investment** in Québec since 2016
- **Over 18,000 university students**
- **Headquarters of Scale AI**, the AI supercluster dedicated to Canada's supply chain, based in Québec
- Mila brings together a community of 600+ researchers and graduate students: the **world's largest academic research center** in machine learning

Examples of major players located in Québec:



Source: Ministère de l'Éducation et de l'Enseignement supérieur, 2021; Mila, 2020.



# Optics-photonics: A competitiveness factor cutting across several sectors

- **220+ companies** with light-based processes or technologies
- **22,000+ workers** in these companies, all industries combined
- **Dozens of organizations involved in research**, including the Centre for Optics, Photonics and Lasers (COPL), the National Optics Institute (INO), the Computer Vision and Systems Laboratory (CVSL), etc.

## Québec city, the birthplace of photonics

- Major companies in Québec city, such as:



## Key industries

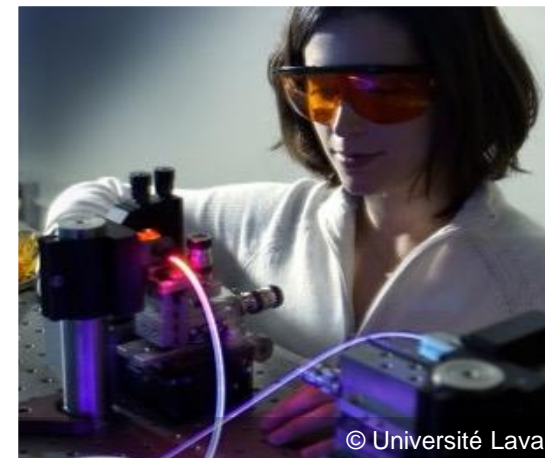
- Life sciences
- Advanced manufacturing
- Aerospace
- Agri-food
- Energy and environment

... and many more



## Key applications

- Fibre optics
- Lasers
- Internet of Things
- Image editing software
- Artificial intelligence



Source: Optonique, "Photonics: A portrait of Québec's industries", October 2019; Ministère de l'Économie et de l'Innovation, 2020; Québec International, 2020.

# Many organizations providing support to companies

## Sector clusters and organizations

<p><b>AI</b></p>  	<p><b>Technology</b></p>   		<p><b>Digital creativity</b></p>   	<p><b>Cybersecurity</b></p>  	
<p><b>Transportation and logistics</b></p>   	<p><b>Clean energy</b></p>  	<p><b>Innovative manufacturing</b></p>   	<p><b>Applied technologies</b></p>  	<p><b>Life sciences</b></p>  	<p><b>Finance</b></p>  
<p><b>Aerospace</b></p> 	<p><b>Metals and elastomers</b></p>    		<p><b>Bio-food</b></p>  	<p><b>Other sectors</b></p>     	

## Economic development agencies









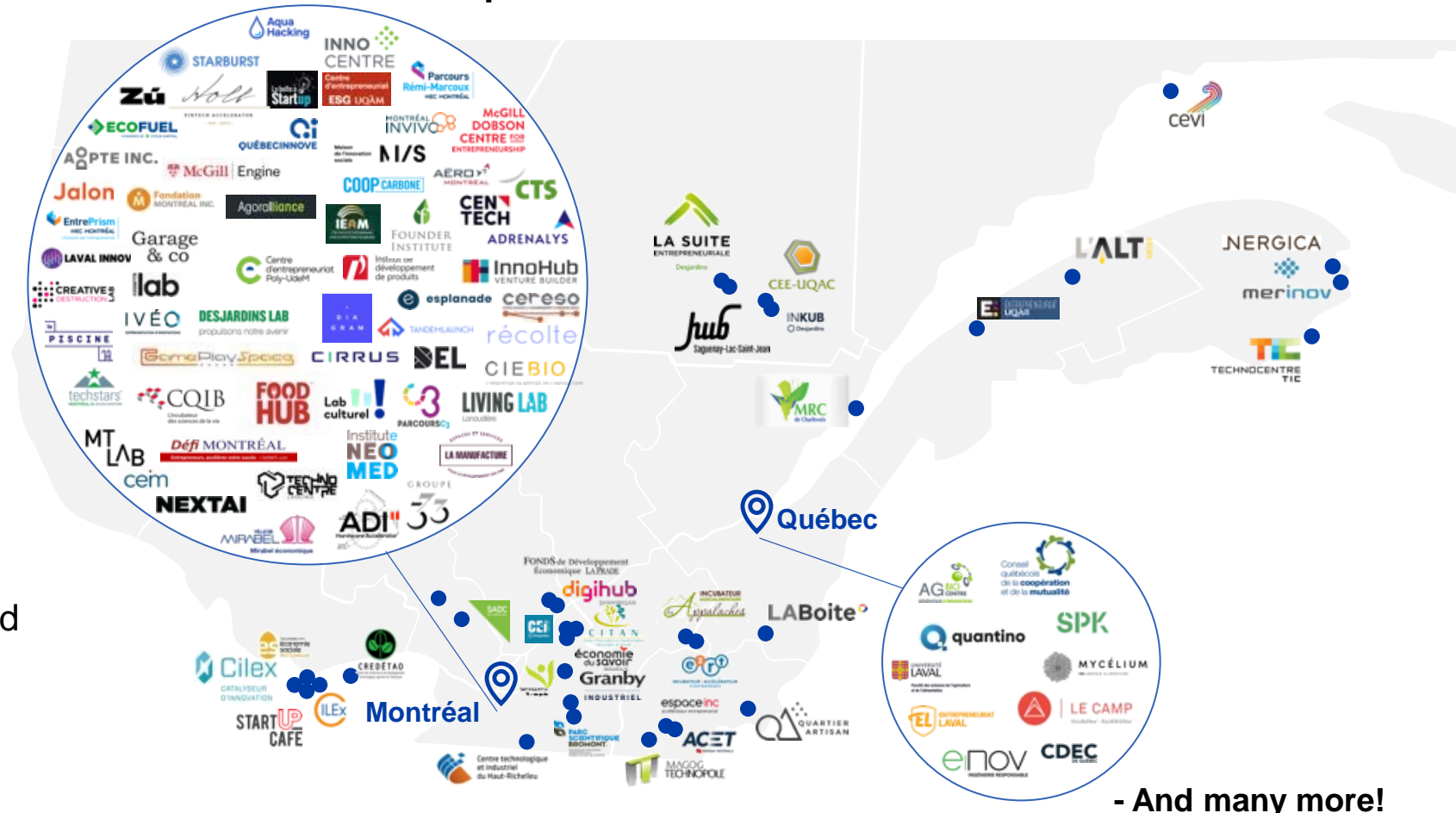




# A booming startup ecosystem

- **100+ incubators and accelerators** across Québec
- **100+ coworking spaces**
- Canada is the **most attractive country in the world for entrepreneurs** according to the OECD
- **Wide-ranging specializations:** AI, quantum computing, life sciences, FinTech, etc.
- **Startup Québec®:** a series of government actions supporting business incubators, accelerators and university entrepreneurship centres

Map of incubators and accelerators in Québec



- And many more!

Source: MAIN, Map of accelerators in Québec, 2020; Info Entrepreneurs, Directory of collaborative workspaces and directory of accelerators and incubators, 2020; OECD, "Indicators of Talent Attractiveness", 2019; Ministère de l'Économie et de l'Innovation, Information on programs, 2020.

# World-class educational and research institutions

- **18 universities and nearly 140 colleges**, with campuses spread out over Québec
- **Over 500,000 post-secondary students**, including over **300,000 university students** and over **87,000 international students**
- **More than 90,000 university graduates each year**



**Best Student City  
in the Americas**  
QS Best Student  
Cities ranking, 2019

<b>1</b>	<b>Montréal</b>
2	Toronto
3	Boston
4	Vancouver
5	New York

Source: Canadian Bureau for International Education, "Facts and Figures", 2020; QS Best Student Cities, 2019; Ministère de l'Éducation et de l'Enseignement supérieur, 2021.



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