

GREATER MONTRÉAL
A WORLD OF
OPPORTUNITIES

MontrealInternational



GREATER MONTRÉAL

With a unique personality that combines the best of Europe and North America, Greater Montréal offers European charm and a vibrant North American business environment.

The Montréal metropolitan area offers a host of attractive advantages for investors, international organizations (IOs) and talented workers. It boasts an environment conducive to business growth, a dynamic R&D sector, a highly qualified and multilingual workforce and an incomparable quality of life, coupled with its status as an international metropolis. Greater Montréal truly offers a world of opportunities.

GREATER MONTRÉAL AT THE CROSSROADS OF NORTH AMERICA AND EUROPE

A natural hub for trade between Europe and North America, Greater Montréal is just a 90-minute flight from other major business centres like Boston and New York, and less than an hour's drive from the U.S. border.



A FIRST CLASS COMMERCIAL PLATFORM

With quality transportation infrastructure providing easy access to international markets, Greater Montréal provides a perfect springboard within North America.

Air transportation

The region boasts **two international airports:** Montréal-Mirabel (freight) and Montréal-Trudeau (passengers) serviced by some 40 airlines offering **direct flights to 130 destinations** in Canada, the United States and around the world.

Shipping

The Port of Montréal, with service to and from more than 100 countries, offers **the most direct link** between Europe and North America's industrial heartland.



▶ Montréal-Trudeau Airport

EASY ACCESS TO NAFTA MARKETS

Greater Montréal is located in the heart of a **vast free trade zone** governed by the North American Free Trade Agreement (NAFTA) which comprises a market of 460 million consumers.

Canada has also signed **additional free trade agreements** with several other countries and organizations.

DID YOU KNOW?

Canada is the best place for doing business in the G7 and ranks 7th overall out of 82 countries for the forecast period 2011-2015. The United States ranked 13th.

Source: The Economist Intelligence Unit, 2011



▶ Port of Montréal



INVESTING IN GREATER MONTRÉAL A WINNING STRATEGY

► Montréal

AN ENVIRONMENT CONDUCTIVE TO SUCCESS

Greater Montréal is the second pole of attraction for immigrants in Canada and is experiencing a remarkable economic vitality.

A multicultural population

Hailing from the four corners of the world, the Montréal metropolitan region's 3.9 million residents account for half of Québec's population. Foreign companies have access to a talent pool of **almost 2 million workers** to meet their labour needs.

A stimulating business climate

Businesses that set up in Greater Montréal enjoy a **prosperous and dynamic climate** along with a **host of competitive tax and financial incentives**. Montréal is also becoming an increasingly popular destination for international organizations, making Québec's metropolis one of the world's leading UN cities.

According to a Brookings Institute December 2010 study called *Global Metro Monitor, The Path to Economic Recovery*, Montréal is one of only two North American metropolises in the top 30 global cities that benefit the most from the economic recovery.

Stable employment

Reflecting Greater Montréal's economic vigour, the region enjoys **outstanding job stability**.

Attesting to this, even considering the recent world economic slowdown, employment in Greater Montréal only decreased 1% in 2009.

DID YOU KNOW?
In 2010, coming out of the global economic slowdown, total employment in Greater Montréal grew by 2.8%, allowing the Québec metropolis to rank 2nd among the large North American cities.



► Ubisoft, Montréal

A RICH POOL OF TALENT

Greater Montréal is known for the **abundance and diversity of its qualified workforce**, a result of the confluence of English and French speaking communities, and the successful integration of more than 120 cultural communities.

Characterized by the high level of education of its population, the region is home to the **largest pool of new graduates in Canada**. Highly competent, stable and diversified, the workforce in Greater Montréal is one of the most **multilingual in North America**. More than half of the Montréal region's population speaks two languages (French and English) and close to one Montréaler in five speaks at least three languages.

“*The establishment of AKKA Technologies in Greater Montréal is part of the Group's initiative to increase its international market share, notably in North America, and to offer its services to Québec industry [...] by rapidly developing strategic partnerships with local businesses in the aerospace, rail and new alternative technologies sectors.*”

Mr. Maurice Ricci
President and CEO of AKKA Technologies

HIGHLY COMPETITIVE COSTS

Greater Montréal offers some of the most competitive operating and living costs among the world's largest industrialized metropolitan areas.

Attractive array of financial incentives

An extensive array of targeted and highly competitive incentives in a variety of areas including R&D and high-technology help **reduce tax and labour costs** for companies that establish operations in Greater Montréal.

Generous R&D tax credits

Tax credits for R&D expenses in Greater Montréal are among the most generous in the world. Total tax costs for companies in Greater Montréal are 40% lower compared with the average for U.S. cities, and this for an average of 17 sectors of activity.

Advantageous labour costs

Salaries for certain high-level professions in Greater Montréal are proportionate to the cost of living, which represents a significant advantage—particularly for high-technology companies—**compared to major urban U.S. centres** such as Boston, Chicago, Dallas, San Diego and Seattle.

Premium space at low cost

The Montréal metropolitan area offers **industrial and office space at extremely competitive costs**. It offers the best total office space occupancy costs among the largest Canadian and U.S. agglomerations.



► Downtown Montréal



► Hydro-Québec

Electricity rates that are among the most competitive in the world

Québec's vast hydroelectric resources, coupled with an ultramodern power transport and distribution network, ensure reliable electricity supply at **competitive prices for companies in Greater Montréal**.

A TRUE INCUBATOR FOR INNOVATION

Thanks to its outstanding universities and research centres and its highly competitive R&D fiscal policies, Greater Montréal offers an ideal business environment for innovative enterprises.

A leader in R&D

Greater Montréal **ranks 1st in Canada for the number of non-profit research centres and university researchers and has the highest investments in university research**. The proportion of **high-technology jobs** in the region is comparable to that of major U.S. centres such as Dallas, San Diego and San Francisco, close to one in ten jobs.



► Research Centre, Montréal



► Université de Montréal

Qualified and creative human capital

As Canada's university capital, Montréal is home to **11 university institutions**, including four major universities (two English-language and two French-language) and seven affiliated schools. With a **university student population of 170,000**, including close to **15,000 foreign students**, Greater Montréal is one of the top three major North American university cities for the density of university students.

World-class high-technology clusters

A leader in the new economy, Greater Montréal is one of North America's main innovation centres thanks to its **diversified and distinctive industrial structure centred on high-technology clusters** such as aerospace, life sciences and health technologies (LSHT), information and communications technologies (ICT) and clean technologies.



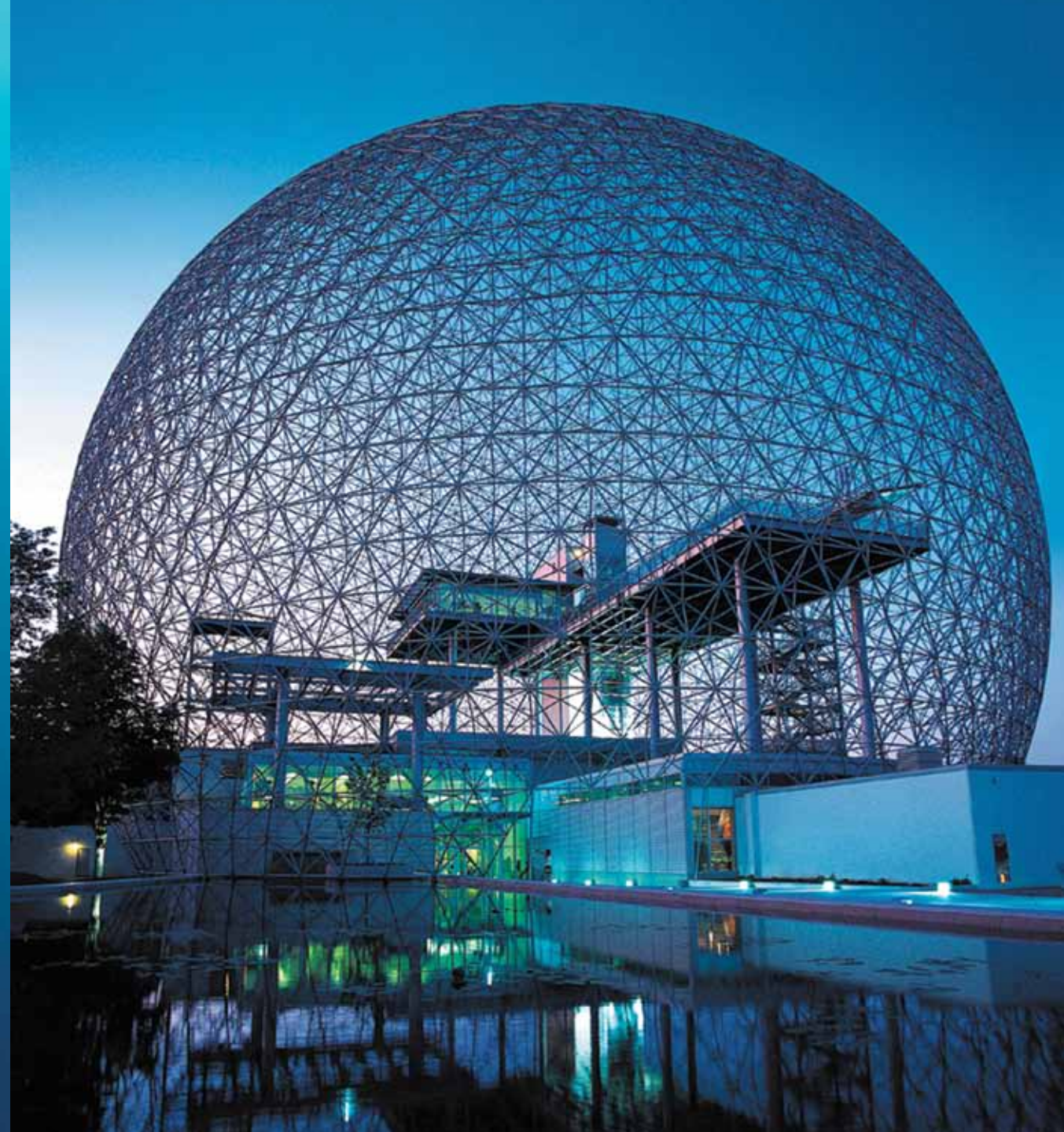
► Pratt & Whitney, Longueuil

DID YOU KNOW?

Greater Montréal is the largest centre for research and development in Canada. The level of R&D investment and the number of researchers, research centres and patents are the highest in Canada.

GREATER MONTRÉAL

A HIGH- TECHNOLOGY CENTRE OF EXCELLENCE



Biosphère, Environment Museum, Montréal ▶



AEROSPACE

Greater Montréal is one of three world aerospace hubs, along with Seattle and Toulouse. The region accounts for almost all Québec aerospace production and close to 60% of Canada's total production.

The sector at a glance

- 40,000 jobs within 235 private companies
- Annual sales of over \$11 billion, accounting for close to 10% of Greater Montréal's GDP
- 98% of Québec's aerospace activities
- 70% of total R&D spending in Canada

Some of the world leaders that have chosen Greater Montréal:

Bell Helicopter Textron, Bombardier, CAE, Esterline CMC Electronics, Héroux-Devtek, L-3 Communications MAS, Messier-Dowty, Pratt & Whitney, Rolls-Royce and Thales

Cluster secretariat: www.aeromontreal.ca



FILM AND TELEVISION

An industry that comprises the following activities: financing, training and R&D, specialized services in support to production, manufacturing and distribution of property and equipment, development of specialized applications and softwares, pre-production (design and project development), production (filming), post-production and distribution.

The sector at a glance

- More than 35,000 professionals within some 500 enterprises.
- An average annual business volume of \$1.25 billion, including more than \$200 million in capital from foreign productions.
- A post-production sector, which generated \$42 million in 2010.

Film and television activities are coordinated by the Québec Film and Television Council (QFTC).

Council secretariat: www.bctq.ca



FINANCE

All areas of finance are represented in Greater Montréal: banks and other financial intermediaries, insurance, securities, pension funds and advice and fund management.

The sector at a glance

- Close to 100,000 professionals in some 3,000 enterprises

The members of Finance Montréal, the financial services cluster, include banks and finance companies, government authorities (the Government of Québec, the City of Montréal and the Montréal Metropolitan Community) Québec's regulation organism, the AMF (*Autorité des marchés financiers*), as well as universities.

Cluster secretariat: www.grappefinancemontreal.com



LIFE SCIENCES AND HEALTH TECHNOLOGIES

A world leader in basic clinical, and non-clinical research, pharmaceutical product manufacturing, and medical and research equipment manufacturing, Greater Montréal has the largest concentration of major pharmaceutical company head offices in the country.

The sector at a glance

- 43,000 jobs within 620 organizations, including 150 research centres

There are some 50 companies in Greater Montréal making their mark in the biotechnology field both nationally and internationally. The region is home to more than one hundred private companies dedicated to the development of new medical technologies.

Some of the world leaders that have chosen Greater Montréal:

Algorithme Pharma, AstraZeneca, Boehringer Ingelheim, Bristol-Myers Squibb, GlaxoSmithKline, Johnson & Johnson, Jubilant, Merck, Novartis, Pfizer, Pharmanet, Roche, Sanofi.

Cluster secretariat: www.montreal-invivo.com



INFORMATION AND COMMUNICATIONS TECHNOLOGIES (ICT)

Greater Montréal has earned an international reputation as a major ICT innovation and research centre.

The sector at a glance

- 120,000 jobs in more than 5,000 private companies
- 70% of all ICT jobs in Québec

A rich and diversified cluster, comprising a critical mass of businesses in five major subsectors: manufacturing, software, IT services, telecommunications services and multimedia.

The multimedia sub-sector, which represents around 10% of the cluster's jobs, has experienced the fastest growth thanks to the video game field.

Some of the world leaders that have chosen Greater Montréal:

Autodesk, Bell Canada, CGI, Compuware, Dassault Systèmes, DMR/Fujitsu, Eidos, Electronic Arts, Ericsson, Funcom, GFI, IBM, Morgan Stanley, Positron, SAP, SR Telecom, Telus, THQ, Ubisoft, Vidéotron, Warner Bros. Interactive Entertainment.

Cluster secretariat: www.technomontreal.com



CLEAN TECHNOLOGIES

The sector at a glance

- Over 400 innovative companies in Québec in energy (34%), water (16%), waste (16%), air (13%), land (13%) and other technologies (10%)
- Some 200 research organizations and university chairs

Some of the world leaders that have chosen Greater Montréal:

Water: businesses working in water transportation and conservation and wastewater treatment, such as Prosep and Aquatech Water Management Services Inc.

Air: businesses involving air quality, both upwind of a process to measure and control olfactory levels, and downwind to treat and control various emissions, such as Odotech and Cansolv Technologies

Soil: businesses working to rehabilitate and process soil and groundwater, such as *Biogénie* and Stablex

Waste: businesses that collect, eliminate, sort and recycle, such as PyroGenesis Canada and Terragon Environmental Technologies

Energy: businesses whose activities touch on renewable energy or energy efficiency, such as Enerkem, Biothermica, Sofame Technologies and Ecosystem.

Cluster secretariat: www.ecotechquebec.com

OTHER SECTORS

Greater Montréal has the most diversified economy of all Canadian metropolitan regions. Many other major sectors have a strategic importance to the region's economy.

Agri-food

A remarkably dynamic sector, agri-food transformation ranks 2nd among manufacturing sectors in the Montréal metropolitan region for the number of employees.

DID YOU KNOW ?

The German chemicals company, Süd-Chemie, has announced an investment of approximately \$80 million to build a new plant in Candiac, in the Greater Montréal area. The plant will produce lithium iron phosphate, a material used particularly to develop batteries for electric vehicles.

Energy

Greater Montréal's energy sector is mainly represented by the electrical industry, the petroleum products and biofuels, and also by other emerging forms of energy such as solar, geothermal, wind, and biomass.

Several companies of goods and services also work in the field of electricity, including Alstom, ABB and RSW. Petro-Canada, Greenfield Ethanol and Rotsay are major employers in the area of fuels. In this sector, Greater Montréal has several other major players, including *Gaz Métro*, Gazmont Company and *Air Liquide*.

Nanotechnologies and new materials

The Québec government has identified nanotechnologies and new materials as strategic cross-sector technologies with high economic spin-off potential in a wide range of fields.

Real Estate

With an office space market of 8,101,142 m², 80% located in downtown, Greater Montréal is the 2nd largest industrial park in Canada.

In addition, a set of major public and private projects are underway including four major strategic initiatives that will reinforce the *avant-garde* urban lifestyle that characterizes Montréal: Montréal Technopole, the *Havre de Montréal*, the *Quartier des spectacles* and the *Espace pour la vie*.

These projects offer Montréal an opportunity to excel, innovate and stand out as a creative metropolis. Appointed UNESCO City of Design, Montréal intends to benefit from these projects and become a great laboratory for innovation.



► National Research Council Canada (NCR)

Transportation and logistics

Multinationals need access to an efficient transportation interface and reliable logistics providers, consulting services, and customs and transportation brokers. Greater Montréal offers all these services along with convenient access to major North American markets.

AN INTERNATIONAL METROPOLIS AND A HOST CITY OF CHOICE FOR INTERNATIONAL ORGANIZATIONS

Cosmopolitan, multicultural, and open to the world, Montréal has an international status. Québec's metropolis offers an ideal environment for international organizations (IOs) and an exceptional quality of life for their workers.

These advantages have helped attract some 70 governmental and non-governmental international organizations to Montréal.



► International Civil Aviation Organization (ICAO), Montréal

A fast-growing United Nations city

Montréal is one of eight United Nations headquarters cities and the **only UN city in North America other than New York**. Four United Nations specialized institutions are headquartered in the city: the International Civil Aviation Organization (ICAO), the Secretariat of the Convention on Biological Diversity (SCDB), the Multilateral Fund for Implementation of the Montréal Protocol and the UNESCO Institute for Statistics (UIS).

A dynamic consular city

Montréal has the **second-highest number of consulates in North America** after New York. Some 95 countries are represented through general consulates, consulates and honorary consulates.

A city rich in talent

IOs based in Montréal have access to a highly-qualified, multilingual, talented and creative workforce that is reflective of the city's outstanding higher education institutions.

A popular venue for international meetings

Montréal is a **premier host city** offering **high-quality facilities and competitive costs** for international meetings in North America. With the third-highest number of international meetings after New York and Washington, Greater Montréal offers a wide range of meeting facilities and accommodations. Located in the heart of the business district, the *Palais des congrès de Montréal* [convention centre], can accommodate major events of up to 30,000 people. It offers specialized and personalized support to organizations that are looking to hold international conventions or events in Montréal.



► Palais des congrès de Montréal



► Saint-Denis Street, Montréal

AN EXCEPTIONAL QUALITY OF LIFE

Greater Montréal offers an excellent-quality urban environment and highly affordable cost of living.

A safe city

Québec's metropolis **ranks 1st among the top 20 largest North American cities** in terms of personal safety. Residents and visitors can enjoy the region's public spaces in complete safety, including downtown, day or night.

A green city, Montréal features a harmonious tapestry of urban and green spaces from Mount Royal to the shores of the St. Lawrence River. Transportation options abound, thanks to the region's extensive network of pedestrian walkways, roads, public transit and Bixi—the city's public bike system.



► Habitat 67, Montréal



► Lachine Canal, Montréal

An affordable metropolis

One of Greater Montréal's major assets is without a doubt its **affordable cost of living**. Lodging, food, health care, clothing and education cost a lot less in Montréal than in other major North American or European centres.

A cultural pole

Known around the world for the richness and diversity of its cultural and artistic offerings, Montréal is the *rendez-vous* for lovers of art, music, dance, theatre, circus arts, cinema and fine dining.



MONTRÉAL INTERNATIONAL : A PARTNER IN YOUR SUCCESS

Our mission

Montréal International (MI) is a non-profit organization created in 1996 as a result of a private-public partnership. Its mission is to contribute to the economic development of Greater Montréal and enhance its international status. MI is funded by some 100 members from the private and institutional sectors, as well as the Governments of Canada and Québec, the Montréal Metropolitan community and the City of Montréal.

Our mandates

- Attract, retain and expand foreign direct investment
- Attract, retain and expand international organizations
- Attract, welcome and retain foreign talent
- Promote and reinforce Greater Montréal's economic attractiveness and international status

Our services

Montréal International offers foreign companies, international organizations and strategic foreign workers a single point of access to a complete range of personalized and confidential services at no charge to help them settle and grow in the region.

Foreign companies

In collaboration with numerous partners - the Government of Canada, the Government of Québec, the local development centres, clusters' secretariats and *Investissement Québec* - Montréal International offers foreign companies looking to invest in Greater Montréal comprehensive strategic support to help them with their set-up or expansion projects.

- Strategic consulting and support
- Advice on financial and tax incentives
- Access to partners network
- Sectorial expertise
- International mobility services

International organizations

Montréal International, along with its government partners, Canada Economic Development, the *ministère des Relations internationales du Québec*, the city of Montréal, and its other strategic partners, Tourism Montréal and the *Palais des congrès de Montréal*, supports the establishment, development and growth of international organizations in Montréal.

- Strategic consulting
- Long-term support
- Financial assistance
- International mobility services
- Application support

Qualified foreign workers

In collaboration with Emploi Québec, the *ministère de l'Immigration et des Communautés culturelles du Québec*, Service Canada and Citizenship and Immigration Canada, Montréal International helps attract, establish and retain specialized foreign workers in the Greater Montréal region, by offering high value-added services to employers and these workers.

- Advise and assist businesses, institutions and international organizations to obtain immigration documents for their qualified foreign workers (visa, work permit, extension of stay, study permit, etc.).
- Informs qualified strategic workers on the advantages of permanent residency.
- Support the spouses of these workers, through a personalized consultation service, to foster better professional integration.

CREDITS

“Greater Montréal—A world of opportunities”
is published by Montréal International.

Our other publications :

- Greater Montréal Attractiveness Indicators
- Subsidiaries of Greater Montréal
- Vying for Gold: Greater Montréal attractiveness indicators for international organizations
- Montréal Welcomes International Organizations (promotional brochure for IOs)
- Living in Montréal (Petit Futé)
- Activity Report
- Newsletters

All our publications are available on our Web site at www.montrealinternational.com



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