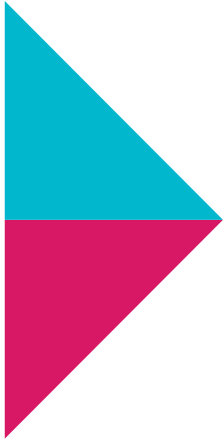


Activity report

2018

A record-breaking performance





Our best kept secret.

In 2018, Greater Montréal had the strongest economic growth among all major Canadian cities, spurred by an unprecedented wave of foreign investment.

The entire Montréal International (MI) team went the extra mile to contribute to this undeniable success. With its highly educated team, comprising 60% women and 45% millennials, our organization counts on 80 dedicated professionals and specialists determined to move the city forward together.

The 63 foreign investment projects that received support totalled \$2.5 billion and led to the creation of nearly 6,000 direct jobs. What is even more noteworthy is that the annual average salary for these high-quality jobs is \$77,000, which is 75% higher than the average salary in Québec's private sector. These investment projects generated significant spinoffs for the metropolitan area that account for 17% of Québec's economic growth in 2018.

Moreover, the support provided by our team was a decisive factor in 84% of these projects. According to an independent survey conducted by SOM, 47% of them would have been established on a smaller scale or would have taken longer to implement, while 37% would not have been established in Montréal at all without MI's support.

Another notable achievement is the recruitment of 640 experienced and skilled foreign workers, which is an increase of 116% compared to the previous year. This was the result of 14 sector-specific or multi-sector recruitment missions organized by Montréal International to the benefit of 143 local companies that were looking to hire the perfect candidates.

Our team has evidently had many other accomplishments in 2018, especially in terms of international organizations and foreign students; and we invite you to read this Report to learn about all of our achievements. Every single success is a reminder that we have much to gain by working together. We would therefore like to thank all those who have helped enhance our collective wealth, in particular, the Board members and our partners, both in the public and private sector, driven by their desire to better serve the Greater Montréal metropolitan area.

Let us continue to leverage our leadership and to effectively promote our technology sectors, our creative workforce, our higher education institutions, our business ecosystems and our quality of life.

Most importantly, we will continue to rely on an outstanding team that delivers record-breaking results, year after year, and helps generate significant wealth for all Quebecers through its daily work.

It is our best kept secret... and also our greatest strength.

L. Jacques Ménard, C.C., G.O.Q., LLD
President of the Board of Directors

Hubert Bolduc
President and CEO



Our strength: our team

Montréal International's diverse, highly educated team is made up of **80 experienced, polyglot professionals** dedicated to helping their clients succeed and creating wealth in Greater Montréal.

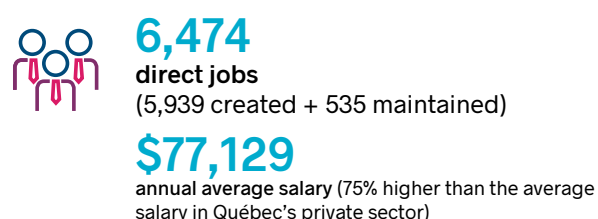
- 93%** have a university degree
- 88%** are bilingual (25% are trilingual)
- 61%** are women
- 45%** are aged 35 and under
- 36%** were born outside of Canada



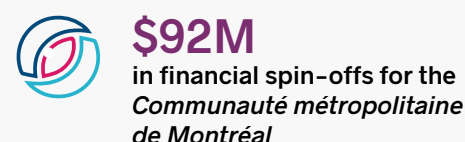
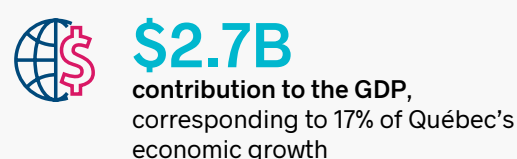
Foreign direct investment

In 2018, Montréal International supported 63 foreign companies in setting up or expanding in the region. The record-breaking investments totalled \$2.474 billion, a 22% increase compared to 2017 and up 150% since 2015. These projects created 5,939 direct jobs and maintained 535 jobs with an annual average salary of \$77,129.

Record investment for the third consecutive year



Significant impact on Greater Montréal's economy*

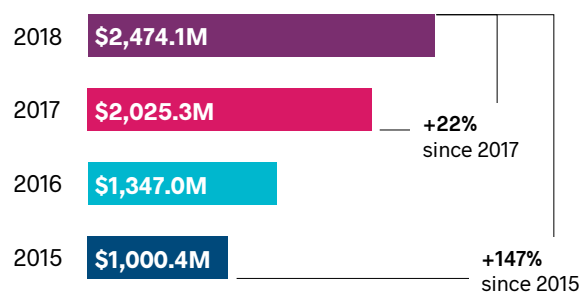


*Based on the inter-sectoral model devised by the
Institut de la statistique du Québec

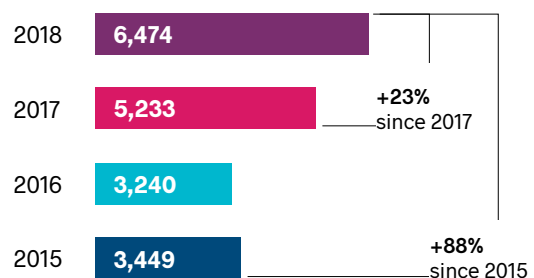
Montréal International: the support that makes a difference

According to an independent survey conducted by SOM among foreign companies that MI accompanied in 2018, **37% of the projects would not have been established in Montréal without MI's support** and **47% would have been established on a smaller scale or would have taken longer to implement**. MI, therefore, played a **key role in 84% of the projects supported**.

Foreign direct investment



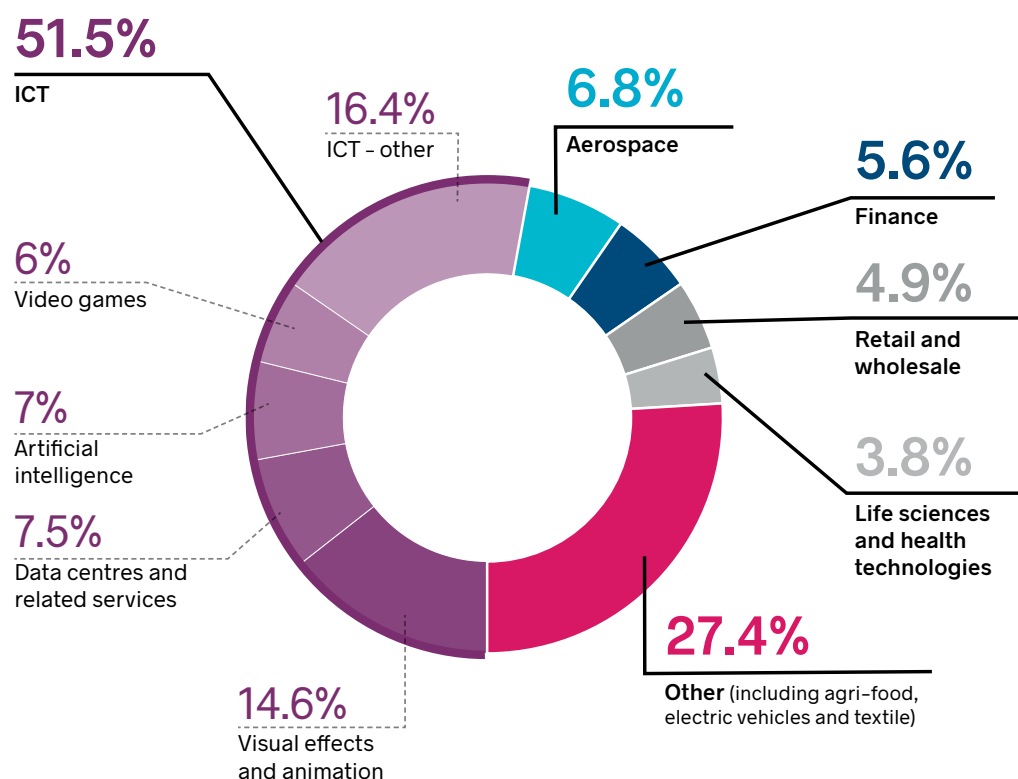
Number of jobs created or maintained



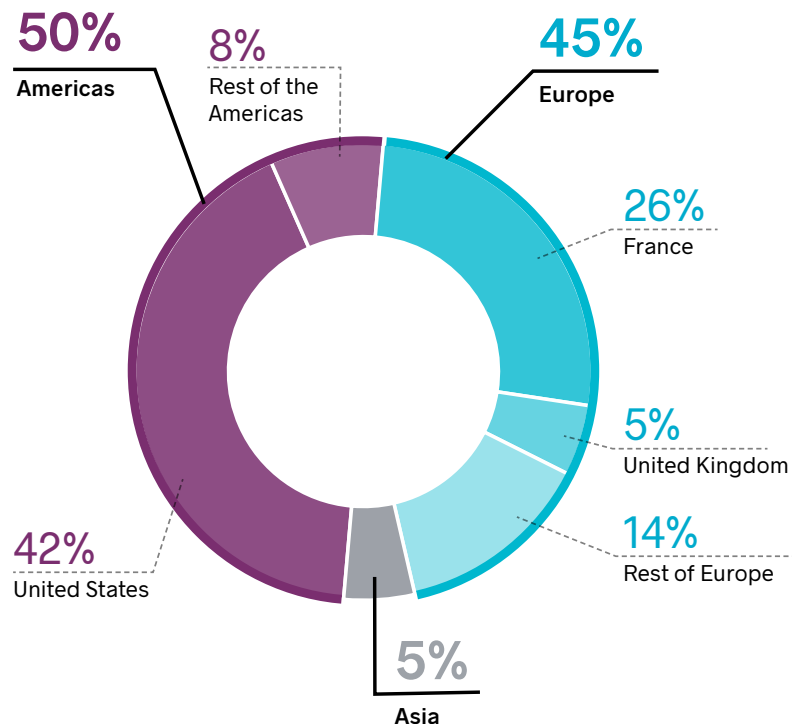
Foreign direct investment breakdown

Once again, this year, the high-tech sectors (information and communications technologies, aerospace, life sciences and health technologies) were the economic pillars of Greater Montréal, with investments of \$1.536 billion, representing 62% of the total investments. Within the ICT family, the visual effects, data centre, artificial intelligence and the video games sectors are the clear standouts, as they alone account for 35% of investments as a result of Mtl's efforts in 2018.

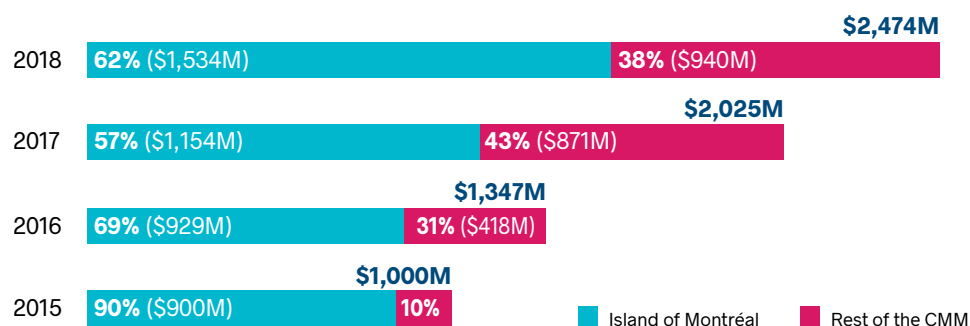
By sector:
focus on high technology



Geographical breakdown:
the United States leads the way



Breakdown of projects within the
Communauté métropolitaine de Montréal (CMM):
an increase that benefits the entire region



Foreign entrepreneurs

In 2018, Montréal International launched its promotion and prospecting activities for high-potential foreign entrepreneurs – a new mandate assigned by the Government of Québec. Our team has met with more than 250 prospects, 32 of whom have taken steps to launch their startup in Montréal and three of whom have already been established.

Examples of projects completed in 2018

VISUAL EFFECTS AND ANIMATION

Scanline VFX (Germany)
Opened a visual effects studio to support the firm's expansion

Technicolor (France)
Expanded the MPC studio to meet growing demand from Hollywood producers

ARTIFICIAL INTELLIGENCE

Jumio (United States)
Established AI Labs focused on enhancing online identity verification solutions

QuantumBlack (United Kingdom)
Created an AI centre of excellence specializing in data analysis

VIDEO GAMES

MegaZebra (Germany)
Opened a first international studio for mobile games development

Eidos-Montréal (Japan)
Expanded and modernized its facilities to support the studio's projects and ambitions

FINTECH

Upgrade (United States)
Opened a technological development centre focused on creating new financial products

IT SERVICES

Blue Meteorite (Finland)
Established the Valo Solutions subsidiary to commercialize its Valo product in North America

AEROSPACE

Safran (France)
Expanded and automated facilities at its Mirabel subsidiary, Safran Landing Systems

LSHT

Varian (United States)
Established a cancer care centre of innovation and technological solutions

International talent

Montréal International's team went the extra mile in 2018 to deepen the talent pool in Greater Montréal through its three areas of action:

1. Facilitating international recruitment of skilled workers
2. Making the immigration process easier to navigate
3. Attracting and retaining international students

1. International recruitment of skilled workers



In 2018, Montréal International helped recruit 640 experienced skilled workers, which is more than double the previous year. This was achieved through hosting 14 recruitment missions abroad.



640

experienced skilled workers hired



\$75,000

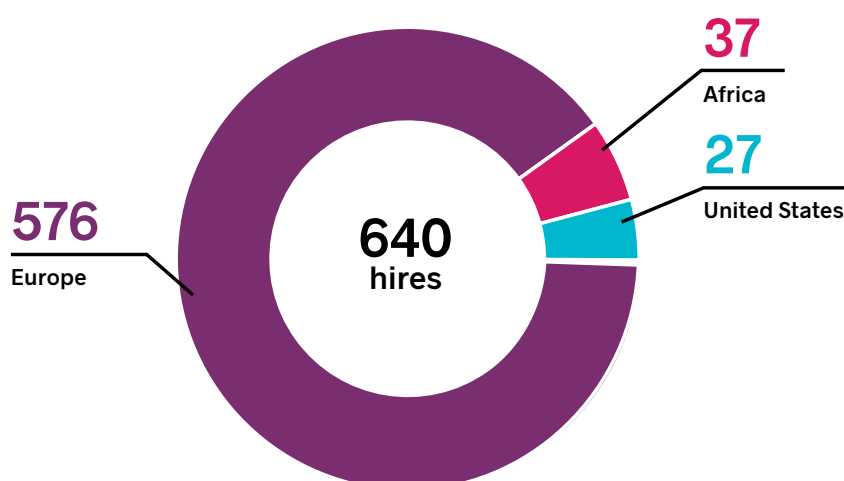
average annual salary (70% higher than the average salary in Québec's private sector)



\$48M

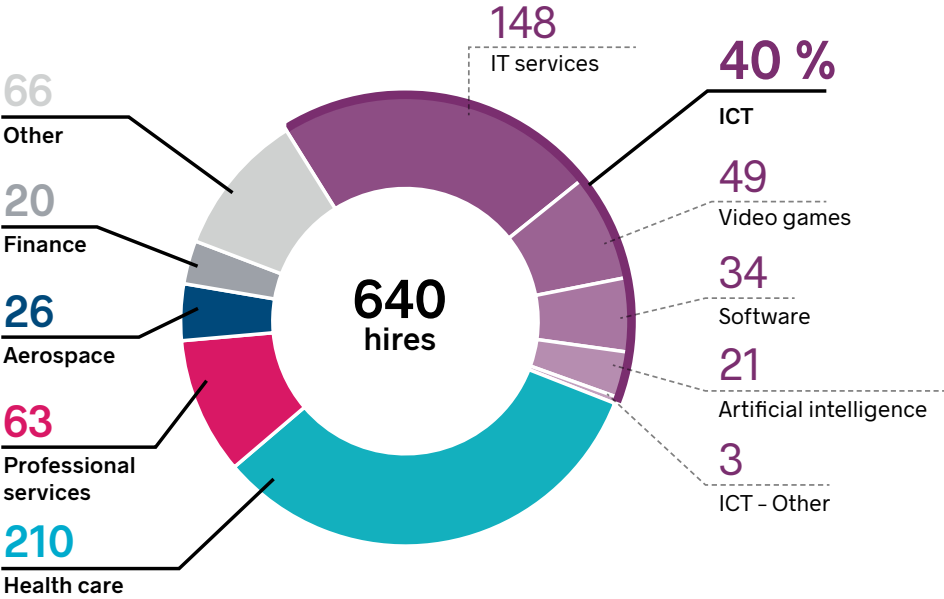
payroll

Hires by geographical origin:
Europe, the main hiring pool

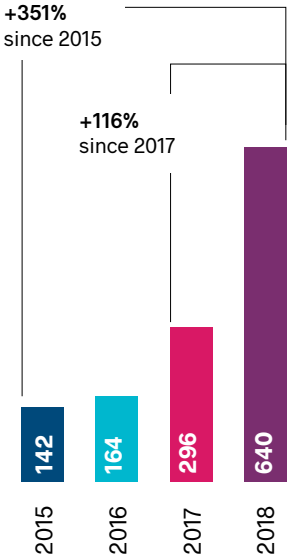




Hires by sector:
domination of high-tech



Number of
experienced skilled
workers hired



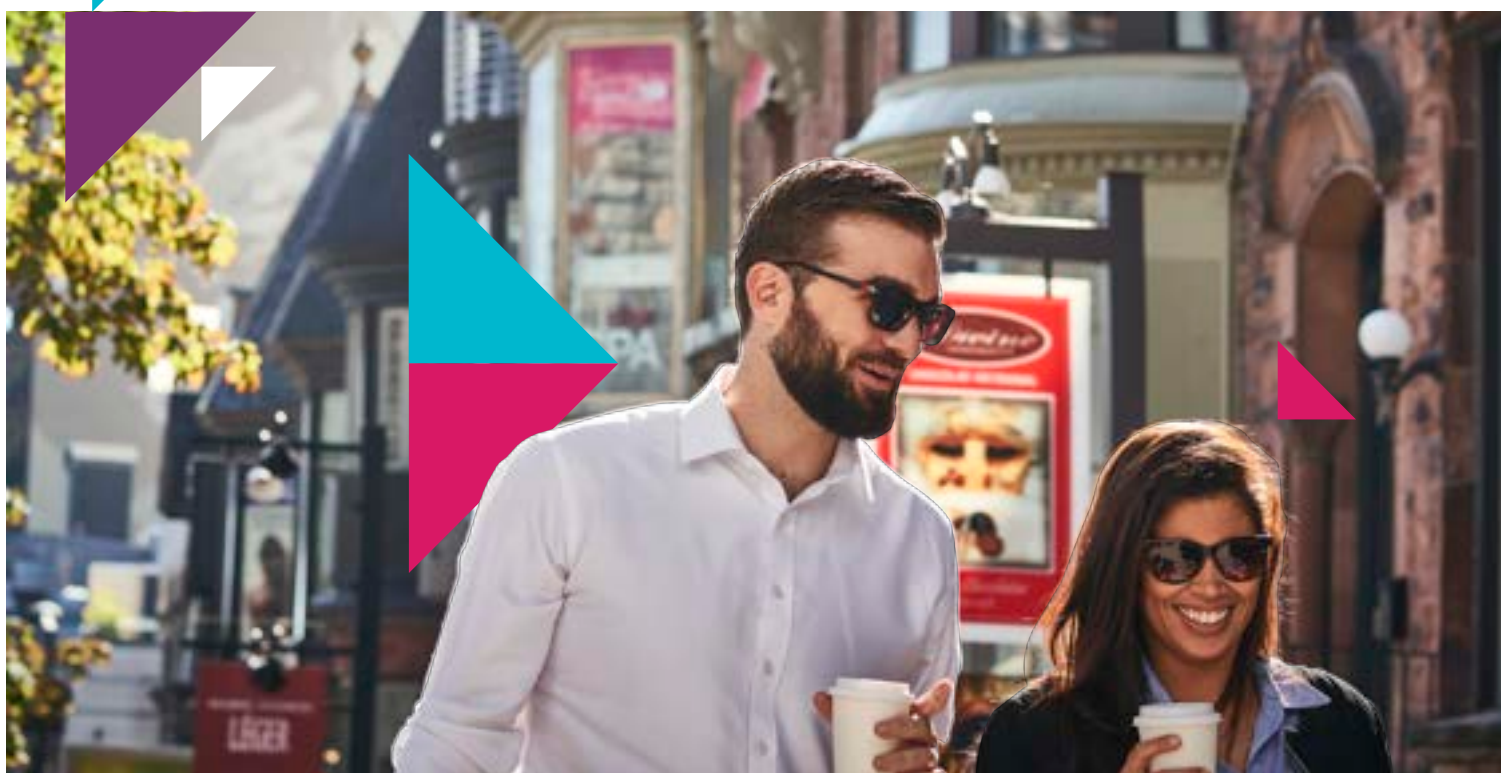
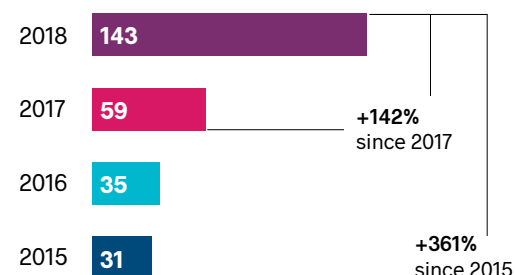
14 sector-specific or multi-sector missions at high-potential international events

- **Game Developers Conference**
San Francisco (United States)
Video games
- **International Conference on Machine Learning**
Stockholm (Sweden)
AI
- **Journées Québec**
Paris (France)
2 multi-sector missions
- **Mission to Antilles**
(in partnership with Desjardins)
ICT
- **NeurIPS**
Montréal (Canada)
AI
- **Pixelatl**
Cuernavaca (Mexico)
Visual effects and animation
- **Pilot project**
Tunis (Tunisia)
ICT and manufacturing
- **Airshow**
Toulouse (France)
Aerospace
- **APEC fair**
Paris (France)
Multi-sector mission
- **Nursing fair**
Paris (France)
Health care
- **Silicon Milkroundabout**
London (United Kingdom)
2 ICT missions
- **The Developers Conference**
Porto Alegre (Brazil)
ICT

143 unique participating companies

(out of a total of 184 participations)

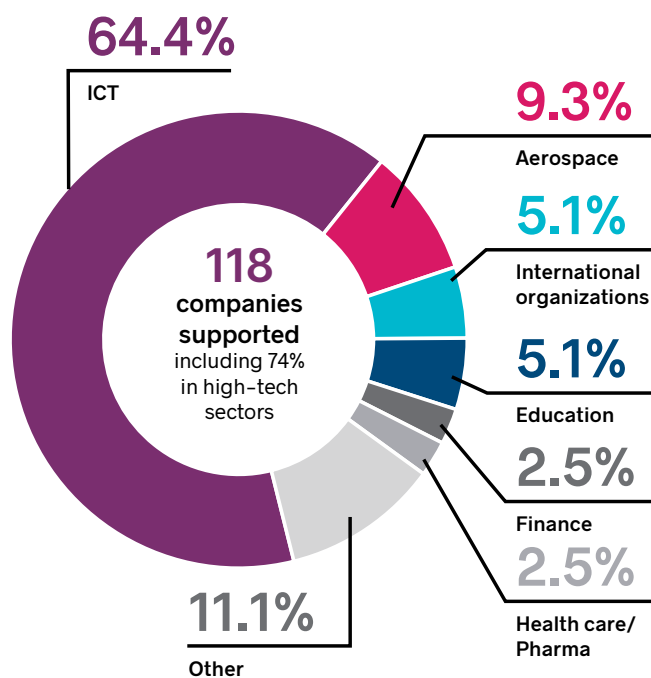
Number of unique participating companies



2. Immigration efforts

In 2018, Montréal International's team supported more than 800 skilled workers. While MI provided 438 workers with strategic assistance with their temporary resident applications, 374 other workers were given an insight into the permanent residency application process.

Temporary residency



438
workers supported
+16% since 2017



\$83,000
average annual salary

Permanent residency

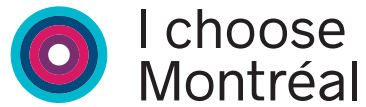
374
workers informed
+117% since 2017

33
information sessions

Training sessions provided to better prepare companies and their employees:

- Compliance regimes related to work permits
- Recent developments in temporary immigration
- Work permits
- Training specific to the needs of universities
- Support for spouses

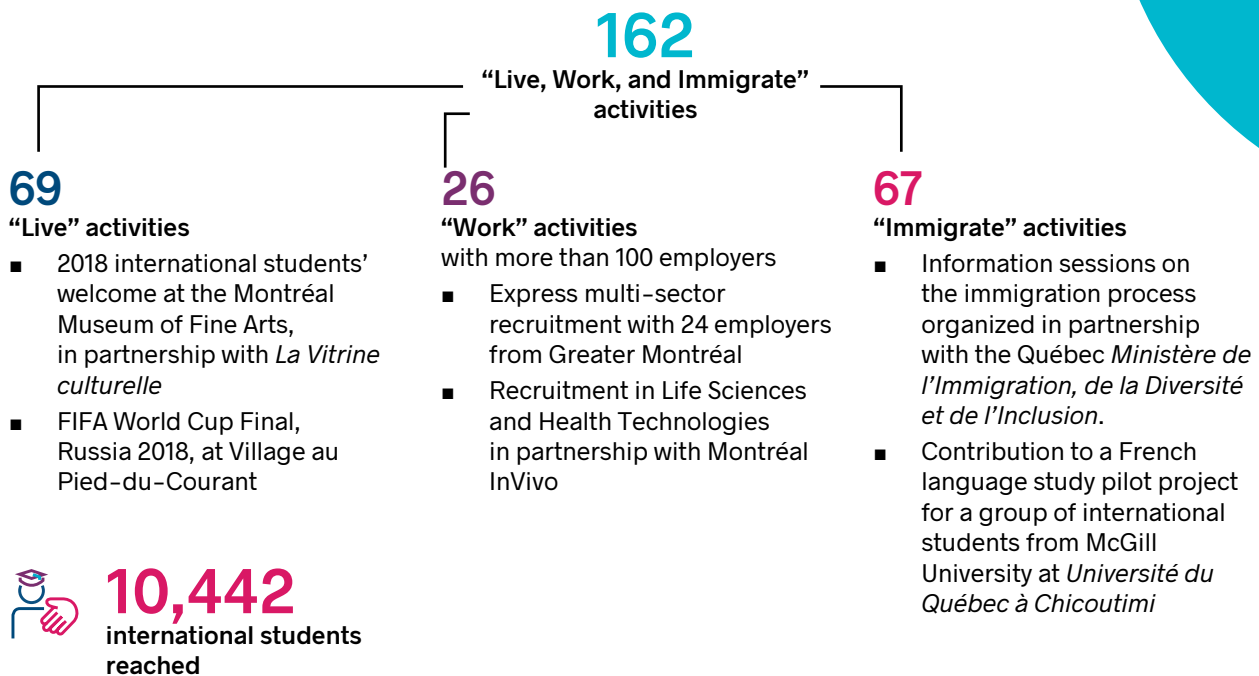
3. International students



The I choose Montréal project, launched by Montréal International in collaboration with the Québec *Ministère de l'Immigration, de la Diversité et de l'Inclusion* (MIDI), made contact in 2018 with more than 10,400 international students already in the area through more than 160 activities designed to encourage them to stay and make Montréal their home.



Retention activities



Attraction activities

The added international student attraction component—a new mandate entrusted by the Government of Québec in March 2018—resulted in five international student promotion and recruitment activities, in partnership with 14 educational institutions and research centres in Greater Montréal.

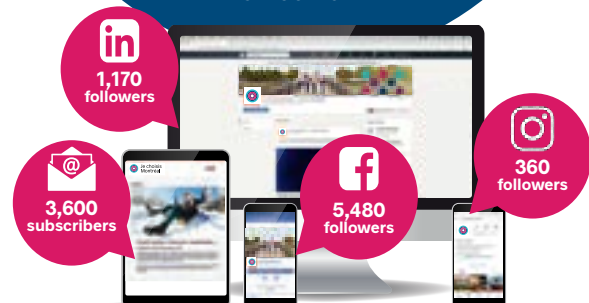
- 5**
promotion and recruitment missions
- Brussels and Namur (Belgium)
 - Casablanca and Rabat (Morocco), and Tunis (Tunisia)
 - Cuernavaca and Mexico City (Mexico)
 - Montréal –at the NeurIPS conference
 - Toronto (Canada)


14
participating educational institutions and research centres

Did you know?

Montréal was voted the **world’s best city for “student experience”** in the 2018 *QS Best Student Cities* ranking.

The number of international university students in Greater Montréal continued to grow in 2018, reaching the record number of **35,500**, which is a jump of 6.1% since 2017.





International organizations

In 2018, Montréal International helped attract a new international organization, in addition to supporting three expansion/retention projects and undertaking more than 190 strategic initiatives to support the activities of 38 international organizations already in the city.

4 projects completed

1 attraction project

- **Rights and Resources Initiative (RRI)**
Environment/Human rights
Global network comprised of more than 170 partners, affiliated networks or contributors, which works to defend the land rights of Indigenous Peoples and local communities in Africa, Latin America and Asia. RRI will open an office in Montréal in 2019.

3 retention or expansion projects

- **World Anti-Doping Agency (WADA)**
Sports/Health
Independent international organization leading a worldwide movement for doping-free sport through its research and educational activities and monitoring of compliance with the World Anti-Doping Code. The WADA has committed to keep its headquarters in Montréal until 2031.
- **International Secretariat for Water (ISW)**
Environment
In partnership with its sister agency Solidarity Water Europe (SWE) based in France, the ISW is developing initiatives that mobilize proponents of universal access to water and sanitation and that preserve water resources. ISW is expanding and will create new jobs in Montréal when it launches a youth and water component.
- **Secretariat of the Convention on Biological Diversity (SCBD)**
Environment
Affiliated with the United Nations Environment Programme, the SCBD supports the objectives of the Convention on Biological Diversity, a global agreement on the conservation of biodiversity, sustainable use of the components of biodiversity and the equitable sharing of the benefits derived from the use of genetic resources. The SCBD headquarters will remain in Montréal.

192 strategic initiatives

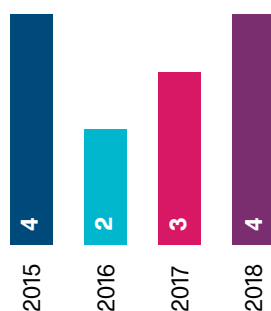
to support the activities and development of 38 international organizations present in Greater Montréal (networking opportunities, holding training workshops, finding office space, etc.).

Mandated by the Government of Québec because of its specialized expertise in supporting international organizations, Montréal International was also entrusted in 2018 with supporting the creation of two new international organizations.

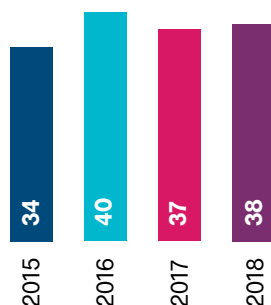
2 creation projects

- *Réseau LGBTQI francophone international* (provisional name)
Human rights
International non-governmental organization that will advocate to protect and advance the rights of LGBTQI people in Francophone countries. Its launch is scheduled for May 2019.
- *World Artificial Intelligence Organization* (provisional name)
Artificial intelligence
An organization which will act as a facilitator between AI stakeholders around the world and consolidate AI framework initiatives.

Number of projects to help IOs set up, expand or consolidate their operations



Number of Montréal IOs that have received strategic support



Did you know?

Montréal International is one of the few economic promotion agencies in the world that has a program specifically designed to attract and retain international organizations and help them expand.

In Montréal:

66 international organizations
(the largest community in North America, after New York City and Washington, D.C.)

\$350M in economic spin-offs
per year*

1,700 high-quality jobs*

An international reach
and access to influential international networks

*Source: KPMG, "The economic benefits associated with the activities of international organizations established in Montréal", April 2018.

Economic promotion

To support its prospecting and attraction activities abroad, Montréal International analyzes the economic strengths of Greater Montréal and continuously and proactively promotes them.



Publications that are relevant to MI's audiences, including...

targeted studies

- The most strategic global talent pools for recruitment in Greater Montréal
- Tech talent in Greater Montréal
- The perception of the foreign subsidiaries about the business environment in Greater Montréal
- Greater Montréal, connected globally for more collective wealth

sector profiles

- Cybersecurity
- Fashion
- Medical technology
- Artificial intelligence (update)
- Intelligent electric transportation (update)

a guide "Living in Montréal & area", in partnership with *Immigrant Québec*

around 15 blog posts on Greater Montréal's economic developments and attractiveness factors





Enriching events

- Strategic forum titled: “Montréal: alive with the international”, in partnership with the Chamber of Commerce of Metropolitan Montréal
- More than 20 public appearances as part of panels, conferences and other business events

Digital platforms that promote the region...

online

- 300,000 visits (+13%)
- 630,000 page views (+15%)
- 10,000 subscribers to the MI newsletter (+30%)

on social media

- **Twitter:** 11,500 followers (+34%)
- **LinkedIn:** 17,500 followers (+58%)
- **Facebook:** 750 followers (new)
- **Youtube:** 83,000 views (+150%, including 72% from abroad)

in images, with 28 new videos

- **2,700 hours of viewing (+192%)**
 - A series of seven testimonials focused on key sectors
 - The reasons Montréal is a global AI hub
 - Why base your startup in Montréal
 - Montréal is one of the five best student cities in the world
 - Sustainable mobility, in partnership with Propulsion Québec
 - Choose *Les Journées Québec* to recruit top talent

Coverage in major local and international media, including...

- *Challenges* (France)
- *Financial Post* (Canada)
- *Forbes* (United States and Mexico)
- *Le Monde* (France)
- *New York Times* (United States)
- *Nikkei* (Japan)
- *Smart City Mag* (France)
- *Wired* (United Kingdom)

Montréal International generated **715 media mentions in 2018.**

This contributed significantly to Greater Montréal's economic profile, which thereby benefited from an **exceptional increase in reputation valued at \$5.9 million, including 45% from abroad.**

Do you love Greater Montréal?
You, too, can help raise its global profile by joining our ambassadors in the Contact Montréal network.

www.contactmontreal.com

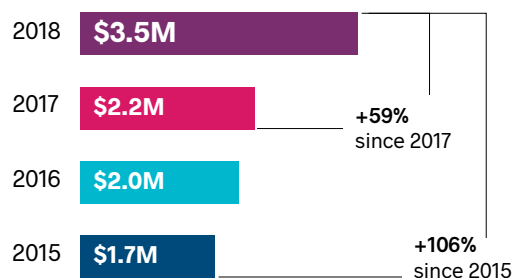
 **Contact
Montréal**

Thank you to our partners

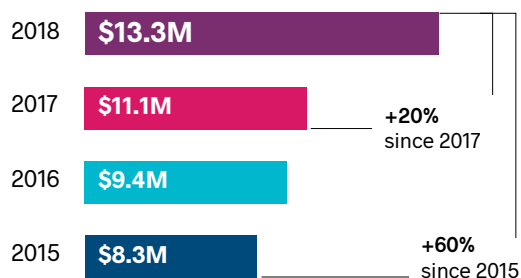
Montréal International would like to thank all its partners, both in the public and private sector, that encourage the growth of Greater Montréal. All companies, regardless of their size and area of activity, are invited to get actively involved in Greater Montréal's economic development by joining its unparalleled business network.



Private funding



Public funding



*Contributions from the private sector and private revenues for special projects



Private sector partners

AAA Canada
Accuracy
Administration portuaire de Montréal
Aéroports de Montréal
AGA Benefit Solutions
AgileDSS
AHE Canada
Airbus Défense & Space Canada
AKKA Group North America
Akufen
Alithya
AMJ Campbell Moving
Amplexor Canada
AP&C, A GE Additive Company
Association Québécoise des Technologies
Astek Group - Via Consultants
Avison Young
Ayming
BCF Business Law
BDO Canada
Behaviour Interactive
Berger-Levrault International
Beyond Technologies
Blake, Cassels & Graydon
Blue Solutions
BMO Financial Group
British-Québec Business Coalition
Broccolini
BUF Canada
B-Yond
CAMSS World
Canderel
Carpe Omnia Solutions
CBRE
CDPQ
Chambre de commerce de l'Est de Montréal
Chambre de commerce et d'industrie de la Rive-Sud
Chambre de commerce et d'industrie de Laval
Charles River Laboratories
Cinesite
Cision / CEDROM-SNI
Claridge
Cogeco Communications
CognitiveChem
Colliers International
Colo-D
Concordia University
Conseil du patronat du Québec
Corporation Macdonald, Dettwiler & Assoc.
Créatech
Cushman & Wakefield
Cysca Technologies
Deloitte
Derichebourg Canada Environnement
Devencore
Digital Shape Technologies
École de technologie supérieure

Éritel
Eidos Montreal
Electronic Arts
Enercon Canada
Ergoweb
Ericsson Canada
Exia
EY
Fasken
Fédération des caisses Desjardins du Québec
FIME
Fleur de Lys Relocation
FML Avocats
Fonds de solidarité FTQ
Gameloft
GlaxoSmithKline
Google Canada
Gowling WLG
Greencopper
Groom & Associates
Groupe Focus
Groupe Meloche
GuruLink
HEC Montréal
Hitachi Systems Security
Hub6
Hydro-Québec
IKOS Consulting
Innovitech
Institute for Research in Immunology and Cancer
Intelerad Medical Systems
Interdata
International Medias Data Services
Ixiasoft
Jones Lang Lasalle
Kaloom
Keyrus Canada
Kinova Robotics
KPMG Law
Laporte
Larochelle Groupe Conseil
Lavery Lawyers
Leduc RH
Lette
LGS Group Consulting Corporation
Linkbynet North America
LJT Lawyers
LOK Corporation
Ludia
Lyrebird
MatrixSpec Solutions
Mazars
McCarthy Tétraut
McGill University
McMillan
Mecachrome Canada
Medtronic of Canada
Mercer Canada

Miller Thomson
Mobeewave
Morin Relations publiques
MPC Montreal
National Bank of Canada
New Era Immigration
Nexio
Oasis Animation
Onepoint
OPAL-RT Technologies
Orthogone Technologies
P3 Group Canada
Pardeux
Polytechnique Montréal
Pomerleau
Power Corporation of Canada
ProfitScience
Provencher_Roy
PwC
Quadbridge North America
Quebec Film and Television Council
R3D
Raymond Chabot Grant Thornton
RBC Royal Bank of Canada
Regroupement des collèges du Montréal métropolitain
Rheinmetall
Richter
Rodeo FX
Roland Berger
Safran
Scalar
Sector Group
Siemens Canada
SNC-Lavalin
Solution B.I
SSENSE
Startup Festival
STELIA North America
Stradigi Ventures
Swiss-Canadian Chamber of Commerce
Syscomax
Systematix
TACT Intelligence-conseil
The Chamber of Commerce of Metropolitan Montreal
The Hypertec Group
Tourisme Montréal
Ubisoft Montréal
Université de Montréal
Université du Québec à Montréal
Vézina Assurances
VIA Rail Canada
Volvo Group Canada
Warner Bros Games
Willis Towers Watson
Yulex
Zenika
Zone Franche



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