

Greater Montréal: Life Sciences & Health Tech Hub





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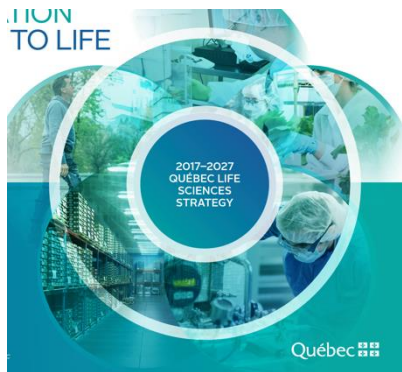


01

Life Sciences: A Strategic Sector for Québec



A strong support to foster innovation in Quebec



**Life Sciences
strategy**



**Research and
Innovation strategy**



**Digital
Strategy**



**Advanced
manufacturing
(biomanufacturing)**

More than **\$1,7 B**

**Biomanufacturing
is Quebec's
#1 Priority
in life sciences**



02

A Unique Interconnected & Collaborative Ecosystem





Québec – Key facts



56,000

Jobs (80% concentrated in Greater Montréal)



650+

Companies

Snapshot of foreign companies that have chosen the Greater Montreal for their canadian footprint



A growing critical mass of innovative companies

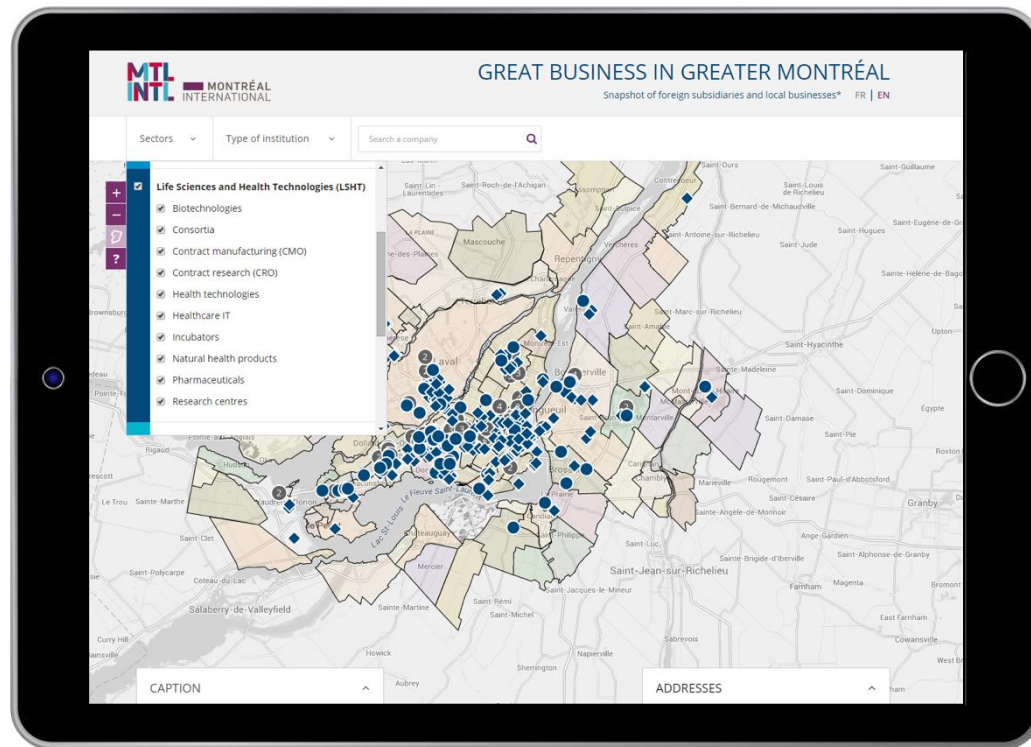
Pharma

Biotech

Medtech

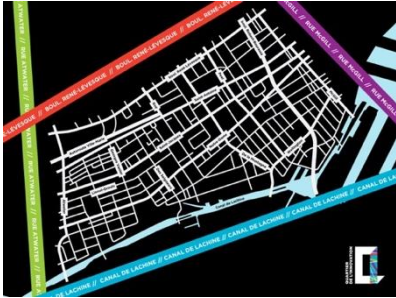
Artificial Intelligence

Digital



Major hubs to boost business partnerships

Innovation district



www.quartierinnovationmontreal.com/en



www.citebiotech.com/city/



www.technoparc.com/en/



Multi-tenant hub specialized in the development of Small molecules and Biologics & Vaccines

www.neomed.ca/en/

A strong support from venture capital in Quebec

Anges Québec

AmorChem

CTI Life Science

Lumira Capital II

Sanderling Ventures

TVM Capital Life Science

Versant Ventures

CIC Capital Ventures

Teralys Capital

Caisse de dépôt et placement du Québec (CDPQ)

Fonds de Solidarité FTQ

BDC

Le grand retour des biotechs au Québec

François Malin | Agence QMI | Publié le 26 octobre 2017 à 11:38 - Mis à jour le 26 octobre 2017 à 11:45



October 2017:

**A strong come back
of biotechs in Quebec**

4 companies recently raised more than \$380M: Repare (\$87M), Clementia (\$177M), Milestone (\$70M) and PreciThera (\$46M)

World-renowned scientific excellence

Recent major investments in **cutting-edge infrastructures**

- McGill University Health Centre (MUHC)
- CHU Sainte-Justine, Mother & child university hospital center
- Centre hospitalier de l'Université de Montréal (CHUM)

Reputed for our **collaborative approach** (Research – Industry – Government)



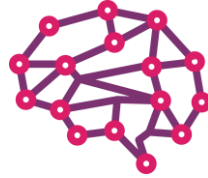
Internationally-acclaimed fields of expertise



Oncology



**Cardio-vascular
and metabolic
diseases**



**Neuroscience
and mental
health**



**Infectious
diseases**



Aging



**Cellular therapy and
regenerative medicine**



**Precision medicine (genetics,
genomics and proteomics)**



**Medical imaging
and cytometry**



**Big Data and
artificial intelligence**

Examples of flagship programs to accelerate discovery, development and commercialization



NEOMED: Transforming early scientific innovations into business partnership opportunities



Transmedtech Institute: Transdisciplinary and intersectoral open innovation ecosystem or living lab – To develop next generation medical technologies



IRICoR: Accelerating discovery and commercialization of highly innovative therapies in oncology by strong partnerships with industry



MEDTEQ: Consortium for Industrial Research and Innovation in Medical Technology



CQDM: Development of breakthrough tools and technologies that enhance biopharmaceutical R&D productivity



CTS: Accelerator for medical technology companies



C3i: One-stop shop for the development, translation and commercialization of ground-breaking cancer immunotherapies treatments



CENTECH: Space that transforms the projects of tech entrepreneurs into business success stories



CATALIS: Quebec's Experts Unite to Offer Excellence in Early Clinical Research



DISTRICT 3: Startup accelerator and entrepreneurial community located within Concordia University.

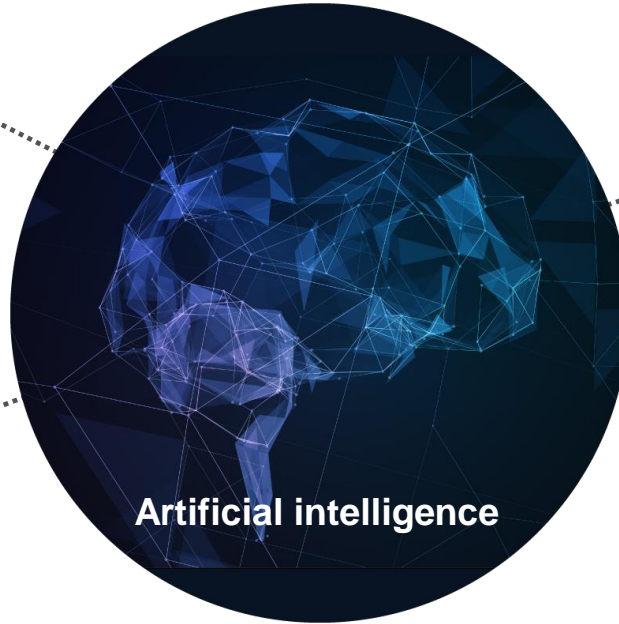
Key expertise for the health industries' futures all in a single place



Biotech/Pharmaceuticals



Medical technologies



Artificial intelligence



Digital health

Examples of companies that use AI in healthcare



IMAGIA: AI-driven personalized care



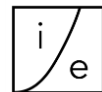
My Intelligent Machines: accelerating post genomic research by leveraging AI & bioinformatics



Invivoai: using AI to streamline the development of new drugs – facilitating accurate toxicity screening in the earliest phases of drug discovery



Corstem: machine learning and AI software developer specialized in medical imaging analysis and computer vision



Informed experiments: distill the complexity of gene interaction networks with our AI algorithms to accelerate cancer research



Precision analytics: predictive analytics and cloud computing to handle large datasets



QUANTUMBLACK: specialized data analytics group that uses data, analytics, and design to create competitive advantage in life sciences



Diagnos: early detection of critical health issues through the use of AI



Mr Young: AI-powered chatbot designed to help cope with anxiety



Myelin: Artificial intelligence synthesis of ASD scientific data



Innovie Health: AI powered solution aims to drive the most accurate and efficient risk stratified care management strategy for healthcare system



Arctic Fox AI: AI-assisted radiology for Alzheimer's and related dementias.



BIOS: developing neural interfaces to enable AI-based treatments on organs and nerve systems throughout the body



AI added dimension to healthcare institutions



CHUM launched a school of AI in medicine devoted to the study of the social, legal and ethical implications of AI in the health sector

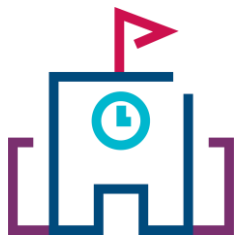
Doctors and researchers at the CHUM are pursuing **80 projects involving artificial intelligence**

03

A Deep and Growing Pool of Highly Qualified Talent



Canada's university capital



11

higher education institutions

UQÀM



UNIVERSITÉ DE
SHERBROOKE



UNIVERSITÉ
TÉLUQ

École nationale
d'administration publique

ÉTS
Le génie pour l'industrie

Université du
de Montréal

Université du Québec
Institut national
de la recherche
scientifique

HEC MONTRÉAL

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



04

Attractive Operating Costs and Incentives



Most competitive operating costs



1st clinical trials and life Science R&D Centre¹

1st bio-pharma manufacturing²

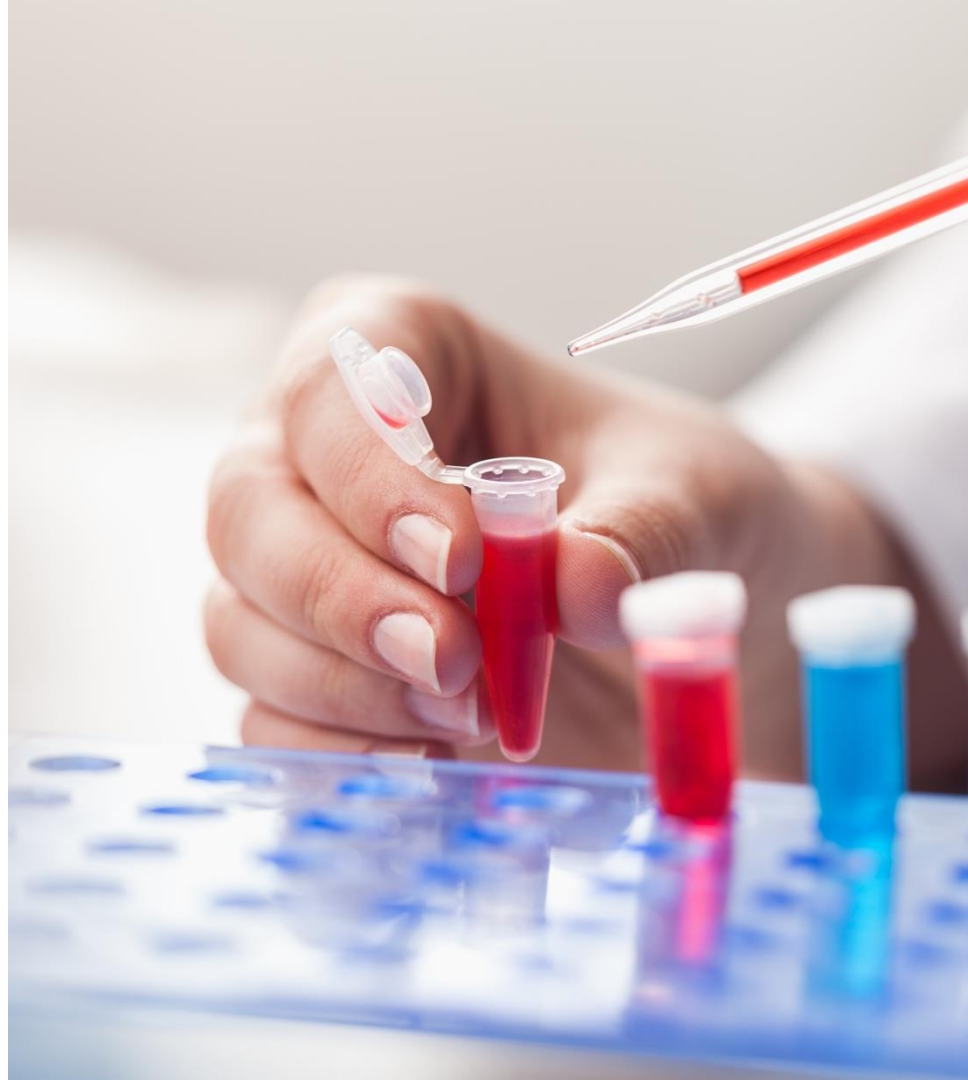
1st medical devices manufacturing plant

among the **20** largest metro areas in Canada and the U.S.

Source: fDi Benchmark, 2019.

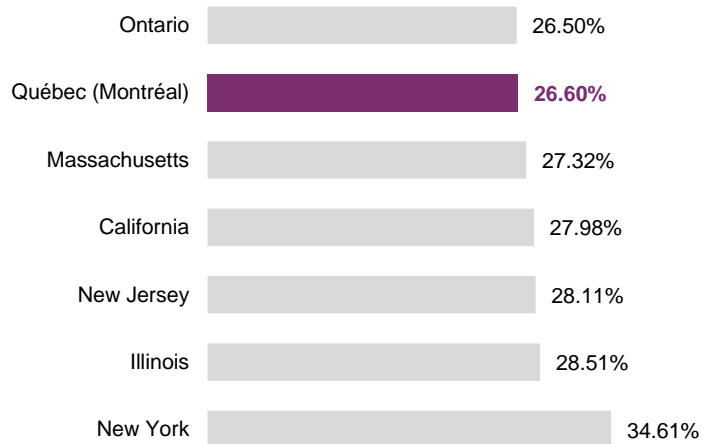
1: Research, discovery, design, development or testing of biotechnology or pharmaceutical related products and/or medical devices.

2: Companies in this industry develop and manufacture therapeutic products and in vitro diagnostics using biotechnology.



Tax rates and non-taxation of foreign earned income*

Comparison of corporate effective tax rate (%)
Selected Canadian provinces and U.S. States, 2019



*Note: Canada does not tax foreign earned income when it has a tax treaty with the country where the income was earned.

or has signed an information-sharing agreement with this country.

Source : Ministère de l'Économie et de l'Innovation du Québec and Raymond Chabot Grant Thornton, April 2019.



Aerial view of Montréal skyline

An easy access to highly advantageous Incentives

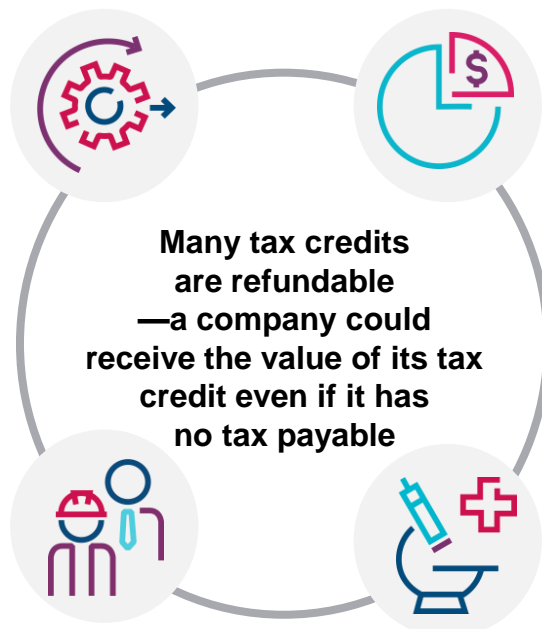
Major projects and innovations

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 30%** for e-business development

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).



Advantageous tax credits

Scientific **research** & experimental **development**



15%

Canada

Refundable



14%

Québec

Development of e-business



30%

of eligible salaries*

*Up to \$25,000 / employee / year

05

Montréal International's Personalized, Free and Confidential Services



Montréal
International



Montréal International, a single point of access to a multitude of personalized, free and confidential services



**Long-term
strategic support**



**Economic data
and communications
services**



**Government
relations facilitation**



**Incentive programs
assistance**



**Foreign workers
immigration
assistance**



**International
recruiting missions**



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