

Greater Montreal So Many Reasons to Invest





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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)



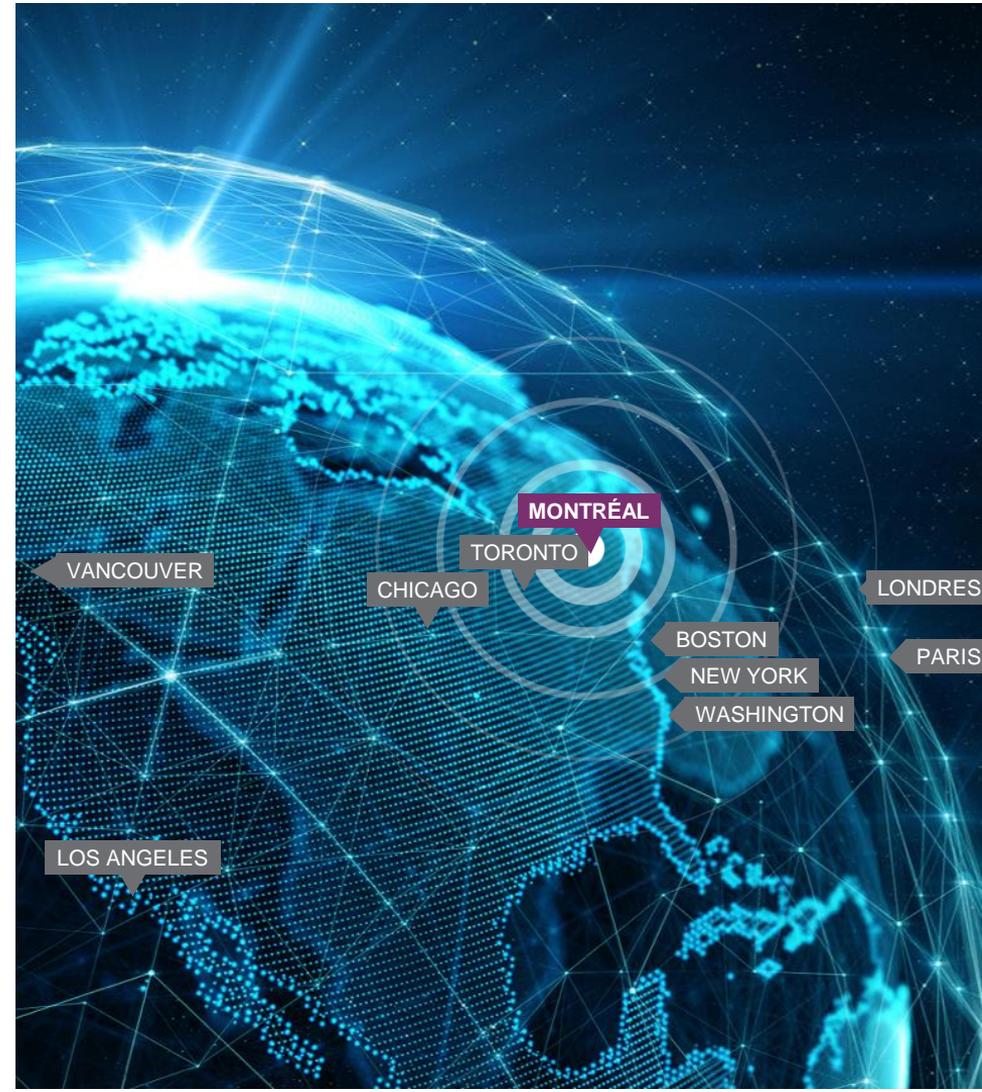
Economy

- **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





A gateway to 70% of the world's GDP

Thanks to **NAFTA, CETA, CPTPP**
and 12 other free trade agreements in force*

Direct access to **1.5 billion wealthy consumers**
and a **combined GDP of US\$55 trillion**
(70% of the world's output of goods and services)

**Only Canada has free trade agreements
with all G7 countries**

*North American Free Trade Agreement (NAFTA), Comprehensive Economic and Trade Agreement (CETA) and Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)

Source: Invest in Canada, 2019; The World Bank, 2017.

Access to high-quality transportation infrastructure



- **19.4 million passengers** in 2018 (+6.9%)
- **Direct flights to more than 150 direct destinations**, including **119 international** (28 for the USA): the **most international** Canadian airport
- Major investments of **\$2.5 billion** within 5 years



- **2nd largest port** in Canada and **1st container port** in Eastern Canada
- **38 million** metric tons of merchandise in transit every year, including 36% containerized cargo
- **Major investments** announced for the upcoming years



A world leader in high value-added sectors



1st

concentration of deep learning researchers in the world



1st

in Canada and a world leader in VFX & animation



5th

video game development hub in the world



2nd

largest aerospace hub in North America



6th

largest life sciences and health technologies hub in North America

Sample of major companies located in Greater Montréal

Google

CGI

aws

BOMBARDIER

Pratt & Whitney
A United Technologies Company

Rolls-Royce

SAP

technicolor

Morgan Stanley

CAE

gsk
GlaxoSmithKline

Pfizer

WB
GAMES

UBISOFT

f

IBM

EA

L'ORÉAL
CANADA

Medtronic

RioTinto
Alcan

A world-class hub in Artificial Intelligence

- More than \$2 billion in AI investments announced in Greater Montréal since 2016
- The Canadian government chose Montréal as Headquarters for **SCALE AI**, Canada's AI supply chain super cluster
- All major players and a thriving community aiming for a better world





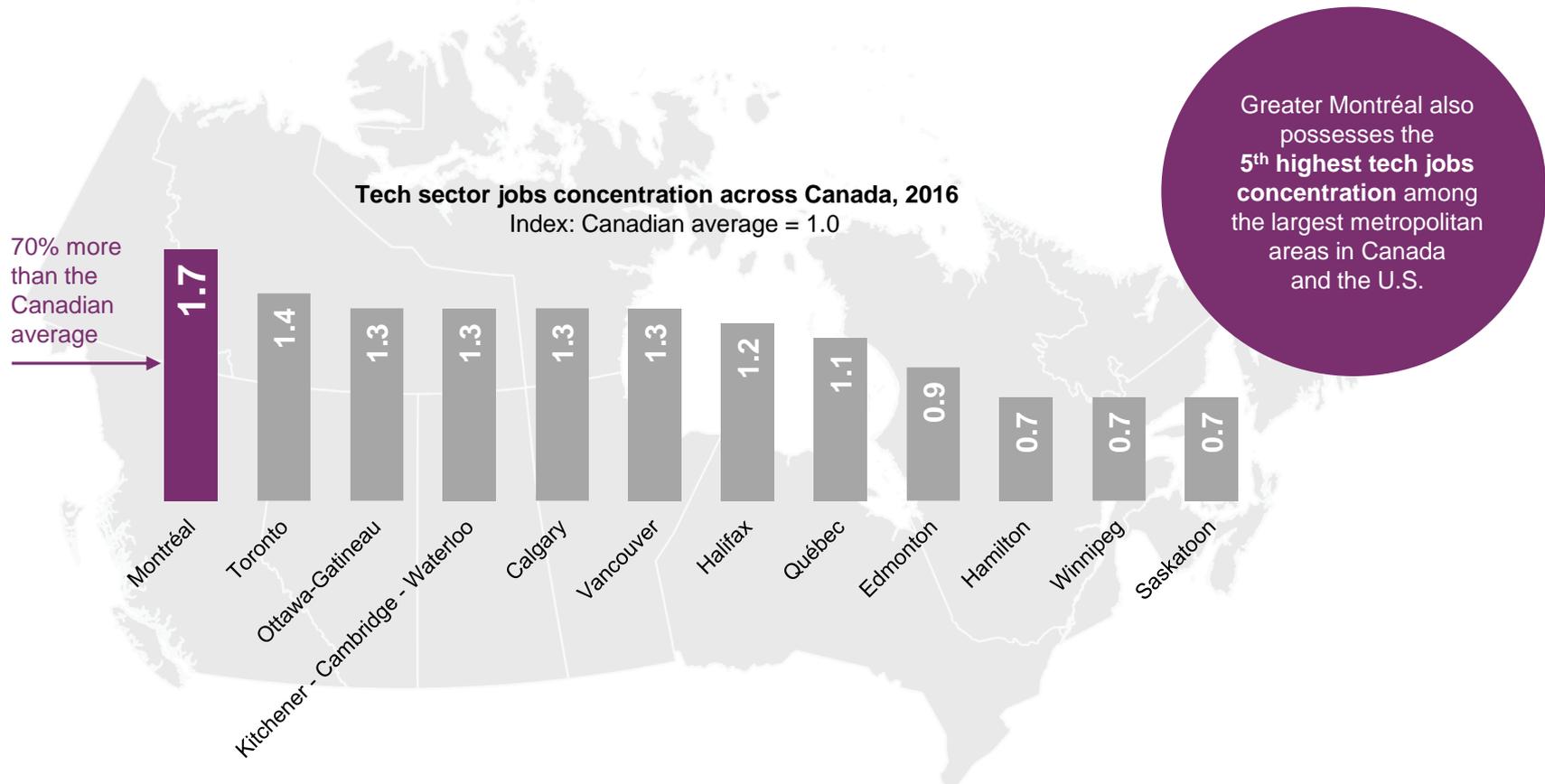
A booming startup ecosystem

- Canada is the most attractive country in the world for entrepreneurs according to the OECD
- \$861 million in VC financing in Montréal in 2018 (+29%)
- **+30 incubators/accelerators**
– and counting!
- **+45 coworking spaces**



Source: OECD Indicators of Talent Attractiveness, 2019; "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 highest concentration of tech jobs in Canada



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





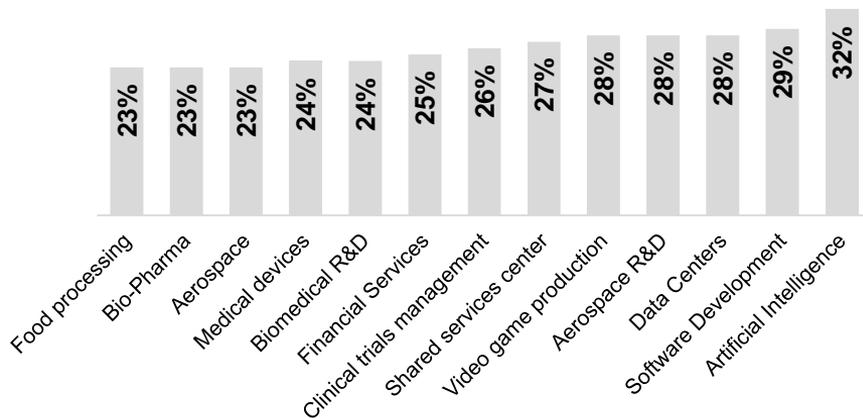
The metropolitan area with the most bilingual and trilingual population in Canada

- **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

Very attractive operating costs for many industries

- Overall, running a business costs less in Greater Montréal than in any other major metropolitan area in Canada and the U.S.
- More than 26% cost advantage on average for high-tech sectors:

Greater Montréal's cost advantage compared to the average of the 20 largest metropolitan areas in Canada and the U.S., 2019



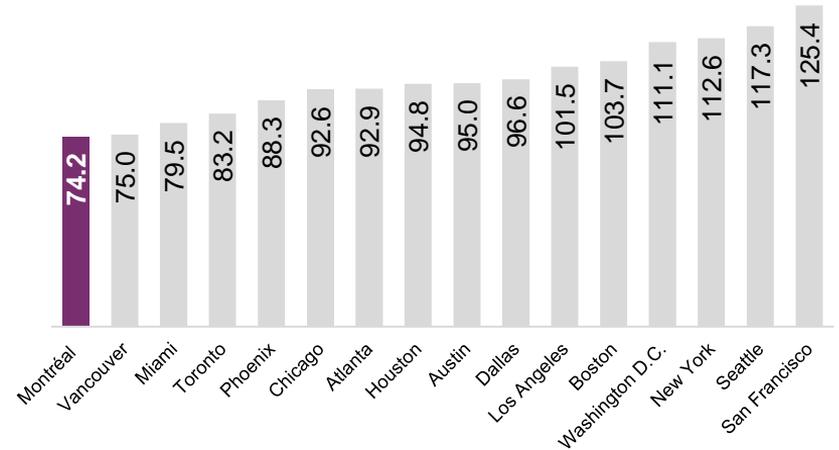
Mural painting representing Leonard Cohen © Henry MacDonald



The lowest tech talent wage

Greater Montréal has the lowest tech talent wage in Canada and the U.S. with an average of US\$74,200:

Average tech talent yearly wage in US\$ 000's
Selected large metropolitan areas
in Canada and in the U.S.



An easy access to highly advantageous incentives

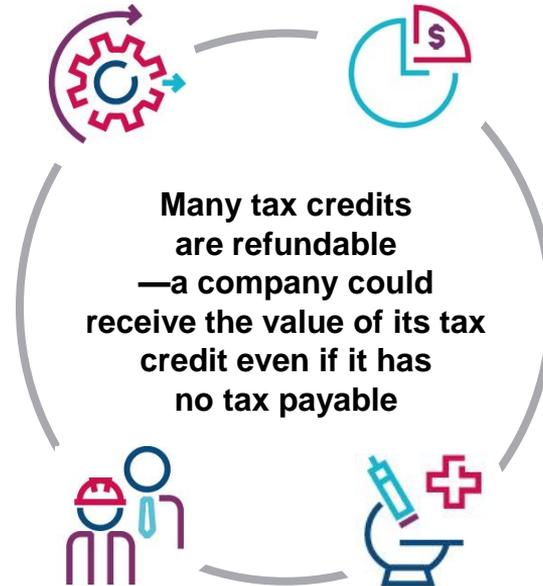
Major projects and innovations

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

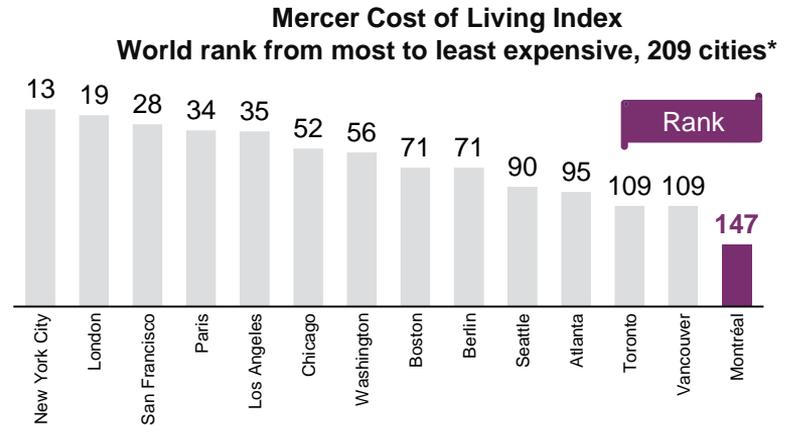
Note:

* 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).



A low cost of living

Greater Montréal is **cheaper than almost all other large cities** in North America and Western Europe:



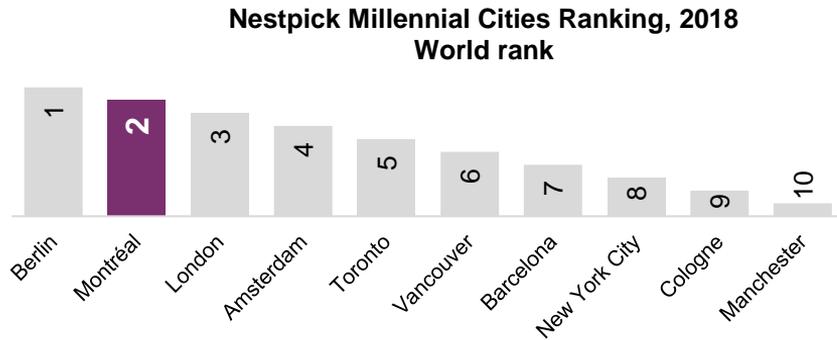
Greater Montréal offers a higher purchasing power thanks to:

- **Cheap housing**
- **Generous family allowances**
- **Low private medical insurance costs**
- **Affordable child care**

*A higher rank represents higher costs
Source: "Cost of Living Survey," Mercer, 2018.

An exceptional quality of life

Montréal is the 2nd best city in the world for millennials:



- **Lowest homicide rate** among the 20 largest metropolitan areas in Canada and the U.S.
- **Health care provided at no cost**
- **Lowest education tuition fees** in North America
- **Vibrant cultural metropolis** with +100 festivals and 70 museums





A worldwide recognition

Most reputable city in the Americas

Reputation institute, 2018

Best city in Canada and 6th in the world

TimeOut, 2019

Best student city in the Americas

Qs best student cities 2018

Most affordable major city in Canada and the U.S.

UBS prices and earnings, 2018

Best Bike City in North America

Coya, Global Bicycle Cities Index, 2019

3rd friendliest city in the world

Rough guides, 2016

UNESCO city of design since 2006

Top host city in North America for international association events

Union of international associations (UIA), 2018

“Our commitment to Montréal began with our Montréal office, and it has never been stronger. The opening of our Google Brain centre in Montréal and our \$4.5-million investment [...] to support the Montréal Institute for Learning Algorithms (MILA) are part of that commitment. Montréal’s growing expertise is attracting a lot of international attention.”

– Marie-Josée Lamothe, Managing Director,
Google Québec

Google

“Greater Montréal offers life sciences companies a very welcoming environment, with a very open spirit of collaboration among universities, research institutions, industry, and governments. I would also like to mention the strategic support provided by Montréal International which, along with its partners, has actively contributed to our company’s growth.”

– Neil Fraser, President,
Medtronic of Canada

Medtronic

“Microsoft is excited to engage with faculties, students and the broader tech community in Montréal, which is becoming a global hub for AI research and innovation.”

– Brad Smith, President,
Microsoft

Microsoft

“We like to hire really smart problem solvers, and Québec universities are producing the kind of talent we need. Our decision [to locate in Montréal] was based on a market study that looked at the availability of skills in local markets, market size, costs, local incentives, university programs and number of graduates.”

– Alan Vesprini, Managing Director,
Morgan Stanley’s Montréal Technology Centre

Morgan Stanley

“Other regions offer one or more of these key success factors, but Greater Montréal stands out because it has succeeded in combining them into a socio-economic model that is closely aligned with our needs.”

– Francis Baillet, Vice-President,
Corporate Affairs, Ubisoft Montréal

UBISOFT
MONTREAL

“We will leverage Montréal’s unique ecosystem of world class talent and creativity to advance the applications of ethical artificial intelligence world-wide.”

– Patrice Caine, Chairman and Chief
Executive Officer, Thales

THALES

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**



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