

# Greater Montréal: Life Sciences & Health Tech Hub





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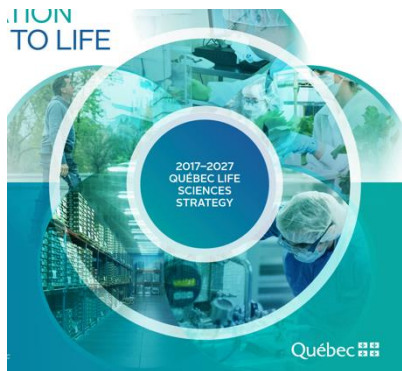


# 01

## Life Sciences: A Strategic Sector for Québec



# A strong support to foster innovation in Québec



**Life Sciences  
strategy**



**Research and  
Innovation strategy**



**Digital  
Strategy**



**Advanced  
manufacturing  
(biomanufacturing)**

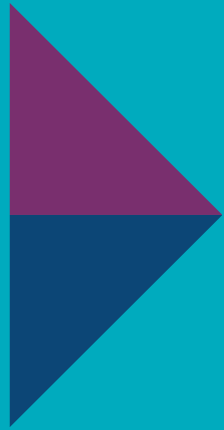
More than **\$1,7 B**

**Biomanufacturing  
(including cell  
therapy)  
is Québec'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 Montréal for their Canadian footprint

 <b>MERCK</b>	 <b>charles river</b>	 <b>Medtronic</b>	 <b>Pfizer</b>	 <b>abbvie</b>	 <b>McKESSON</b>	 <b>varian</b>	 <b>FRESENIUS MEDICAL CARE</b>
 <b>ZIMMER BIOMET</b>	 <b>SANOFI</b>	 <b>Med Qualis KEYRUS biopharma</b>	 <b>SERVIER</b>	 <b>NOVARTIS</b>	 <b>BIOMÉRIEUX</b>	 <b>ThermoFisher SCIENTIFIC</b>	 <b>Innomar Strategies AmerisourceBergen</b>
 <b>DELPHARM</b>	 <b>Elekta</b>	 <b>GE Healthcare</b>	 <b>Roche Diagnostics</b>	 <b>Otsuka</b>	 <b>JUBILANT DRAXIMAGE</b>	 <b>BIO-RAD</b>	 <b>HERMES MEDICAL SOLUTIONS</b>
 <b>Bristol-Myers Squibb</b>	 <b>BRACCO</b> LIFE FROM INSIDE	 <b>SANDOZ</b>	 <b>valneva</b>	 <b>analogic</b>	 <b>Pierre Fabre Dermo-Cosmétique</b>	 <b>EOS imaging</b>	 <b>Cambrex</b>
 <b>GCBT</b>	 <b>SIEMENS Healthineers</b>	 <b>Lundbeck</b>	 <b>Abbott</b>	 <b>Onco design BIOTECHNOLOGY</b>	 <b>3M</b>	 <b>Guerbet</b>	 <b>DynaCare</b>
 <b>delmar</b> une compagnie de Holding F.I.S.	 <b>Innomar Strategies AmerisourceBergen</b>	 <b>gsk GlaxoSmithKline</b>	 <b>TEVA</b> TEVA CANADA INNOVATION	 <b>LABORATORIES CANADA INC.</b>	 <b>GALDERMA IET</b>	 <b>PowerHealth Solutions</b>	 <b>ATGen</b>
 <b>INDIVIOR</b>	 <b>icumedical</b> human connections	 <b>DOMAIN THERAPEUTICS</b>	 <b>NICHI-KO</b>	 <b>Accreon</b>	 <b>IPSEN</b> Innovation for patient care	 <b>CardinalHealth</b>	 <b>SIGVARIS GROUP</b>



# A growing critical mass of innovative companies

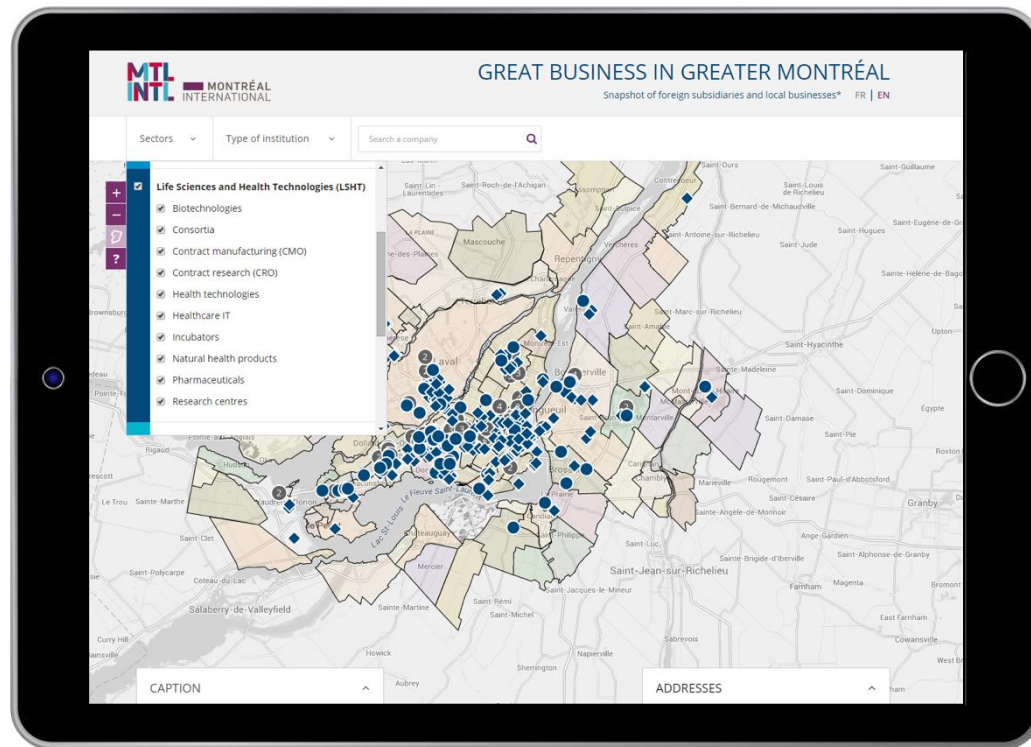
Pharma

Biotech

Medtech

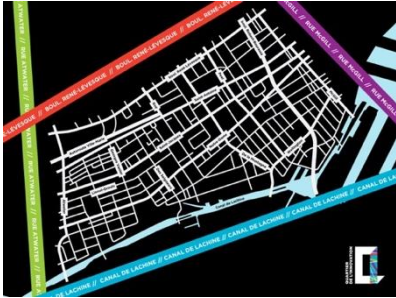
Artificial Intelligence

Digital



# Major hubs to boost business partnerships

## Innovation district



[www.quartierinnovationmontreal.com/en](http://www.quartierinnovationmontreal.com/en)



[www.technoparc.com/en/](http://www.technoparc.com/en/)



[www.citebiotech.com/city/](http://www.citebiotech.com/city/)



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

[www.neomed.ca/en/](http://www.neomed.ca/en/)

# A strong support from venture capital in Québec

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)





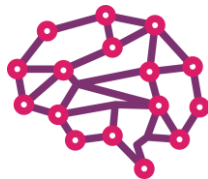
# Internationally-acclaimed fields of expertise



**Oncology**



**Cardio-vascular  
and metabolic  
diseases**



**Neuroscience  
and mental  
health**



**Infectious  
diseases**



**Aging**



Cellular therapy,  
regenerative medicine

Rare diseases



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**



## Major public investment

**\$93.5 M** from the First Research Excellence Fund (2016)

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**\$100 M** over the next 5 years for the creation of a Québec AI cluster (2017)

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**\$40 M** over the next 5 years for the creation of a Québec AI cluster (2017)

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Montréal chosen as headquarters for SCALE AI, the only Canadian AI cluster

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**\$313 M** for Scale AI Supercluster (2018) and for the development of AI talents (2019)

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**\$329 M** over the next 5 years to accelerate the adoption of AI in Québec (2019)





**a unique, interconnected  
& collaborative ecosystem  
of AI researchers, startups  
and major players**

An upcoming  
burgeoning  
community of  
**3000+**  
talented individuals  
specializing in AI

An upcoming  
burgeoning  
ecosystem of  
**5000+**  
professionals  
connected  
to Mila



A spirit of collaboration

ELEMENT<sup>AI</sup>



BOREALIS AI  
RBC Institute for Research



SAMSUNG

espace  
cdpq



Google

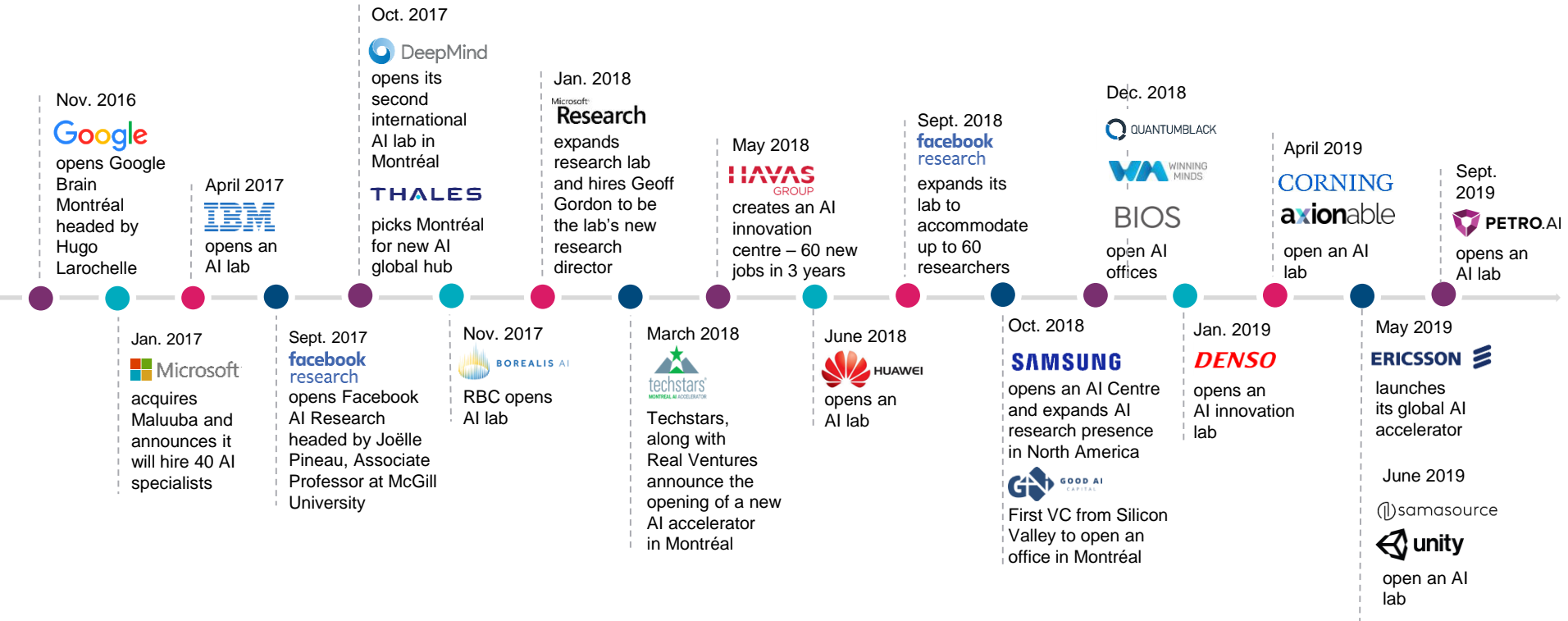
facebook



stradigi<sup>AI</sup>



# A few of the world leaders developing their AI expertise in Montréal



# Examples of companies that use AI in healthcare



**IMAGIA:** AI-driven personalized care



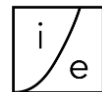
**My Intelligent Machines:** accelerating post genomic research by leveraging AI & bioinformatics



**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

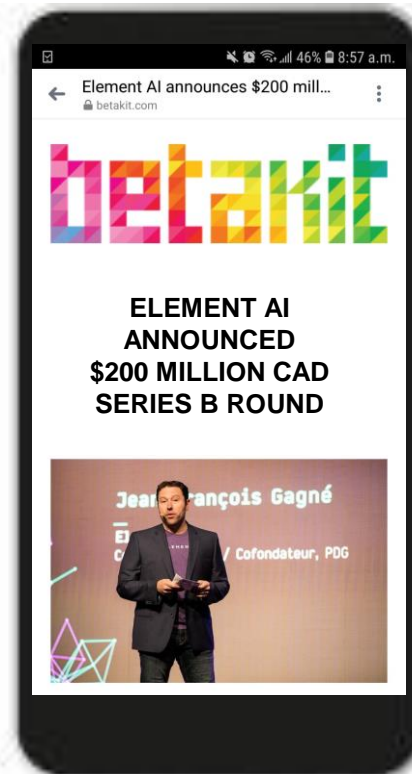


**Arctic Fox AI:** AI-assisted radiology for Alzheimer's and related dementias.



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

# Breaking news!







# 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

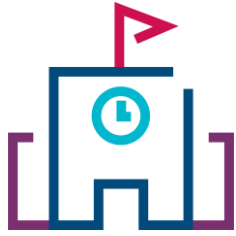
Doctors and researchers at the CHUM are pursuing **80 projects involving artificial intelligence**

# 03

## A Deep and Growing Pool of Highly Qualified Talent



# Canada's university capital



# 11

## higher education institutions

UQÀM



UNIVERSITÉ DE  
SHERBROOKE

UNIVERSITÉ  
Concordia  
UNIVERSITY

McGill

UNIVERSITÉ  
TÉLUQ

École nationale  
d'administration publique

ÉTS  
Le génie pour l'industrie

Université  
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 more than **200,000 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	Toronto
3	Boston
4	Vancouver
5	New York



Source: QS Best Student Cities in the World, 2019; Ministère de l'Éducation, du Loisir et du Sport du Québec, 2018; Research Infosource Inc., 2018.



# 04

## Attractive Operating Costs and Incentives



# Most competitive operating costs



**1<sup>st</sup>** clinical trials and life Science R&D Centre<sup>1</sup>

**1<sup>st</sup>** bio-pharma manufacturing<sup>2</sup>

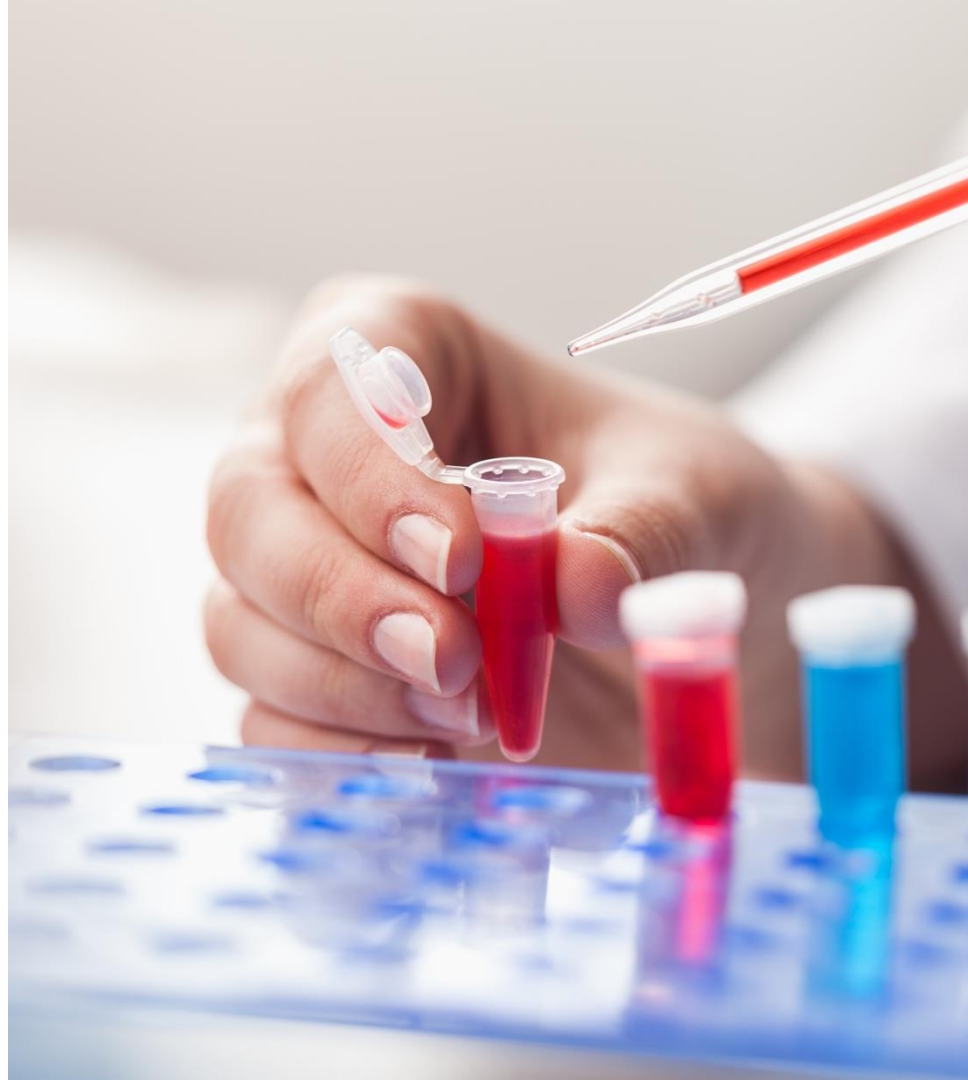
**1<sup>st</sup>** medical devices manufacturing plant

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.

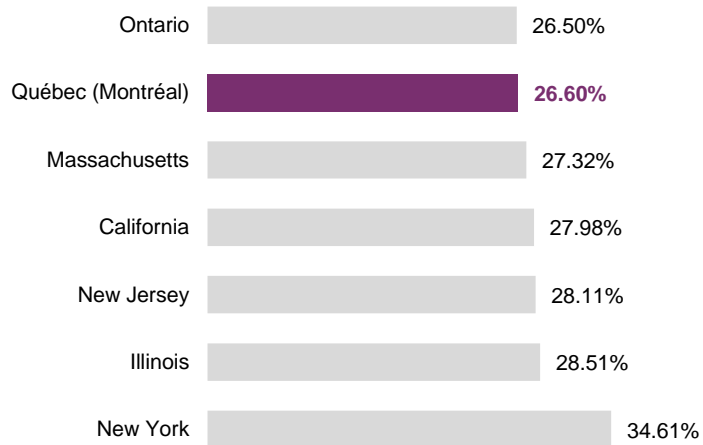
2: Companies in this industry develop and manufacture therapeutic products and in vitro diagnostics using biotechnology.





# Tax rates and non-taxation of foreign earned income\*

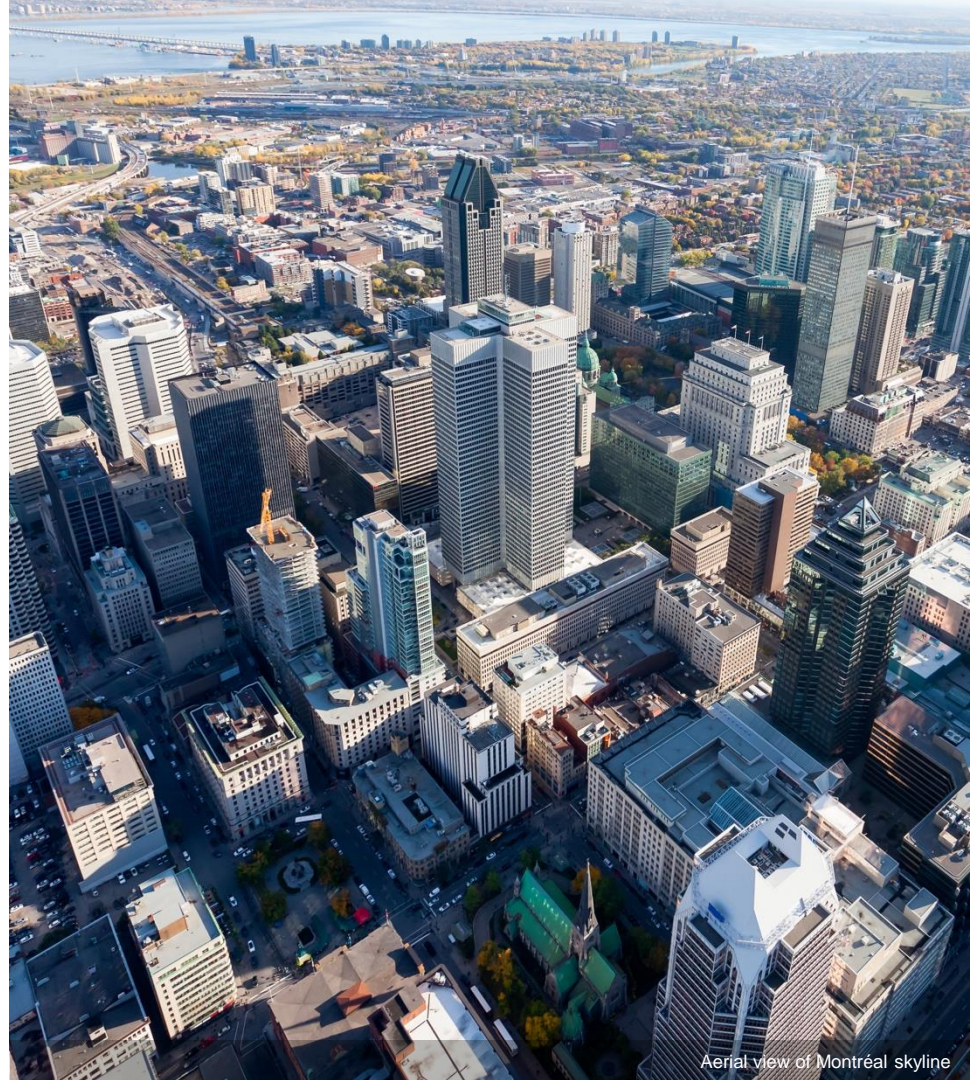
**Comparison of corporate effective tax rate (%)**  
Selected Canadian provinces and U.S. States, 2019



\*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

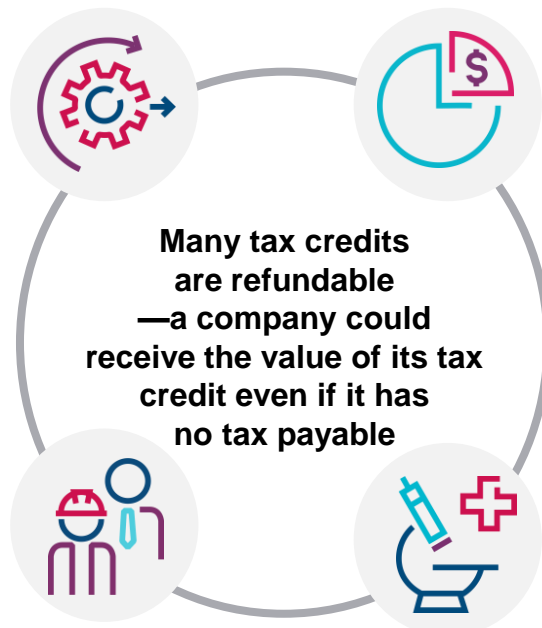
## Major projects and innovations

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, 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**



# Contact us



Montréal  
International

**Montréal International**  
380 Saint-Antoine Street West  
Suite 8000  
Montréal, Québec H2Y 3X7

**t** +1 514-987-8191  
[www.montrealinternational.com](http://www.montrealinternational.com)

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