Montréal International
Greater Montréal’s economic promotion agency
Your gateway to the city
01
About
the organization
A public-private partnership

- **82 municipalities** making up the *Communauté métropolitaine de Montréal*
- Board of Directors
  - 3 levels of government
  - Private sector partners
- **Funding**

  - Canada
  - Québec
  - Montréal

- + 185 private sector partners
Three drivers of wealth creation

- Foreign investment
  - Attraction
  - Retention
  - Expansion

- International organizations
  - Attraction
  - Retention
  - Expansion
  - Creation

- International talent
  - Attraction
  - Retention
Delivering results since 1996

Facilitated foreign investment projects worth $18 billion and helped create or maintain over 71,000 jobs.

Assisted half of the city’s 66 international organizations in setting up operations in the area.

Provided guidance to over 11,000 skilled foreign workers.
02
Foreign direct investment

Mural painting representing Leonard Cohen © Henry MacDonald
Foreign-owned subsidiaries: A multiplier effect on the economy

In Greater Montréal

2,200+ subsidiaries across
2,600 establishments

1% of business establishments

10% of jobs

20% of GDP
Montréal International delivered record results in 2018
63 projects involving new investments or expansions

Facilitated
$2.474 billion
in foreign investment

Helped create
5,939 jobs
and maintain over 535

Supported
10,868 jobs
Breakdown by sector
Investments concentrated in high-tech sectors

- Information and communications technology (ICT): 51.5%
- Visual effects and animation: 16.4%
- Data centres and related services: 7.5%
- Artificial intelligence: 7%
- Video games: 6%
- ICT – Other: 6%
- Aerospace: 6.8%
- Finance: 5.6%
- Retail and wholesale: 4.9%
- Life sciences and health technologies: 3.8%
- Other: 27.4%
Breakdown by region
The United States ranks No. 1

- 50% Americas
  - 42% United States
  - 8% Rest of the Americas
- 45% Europe
  - 26% France
  - 14% United Kingdom
  - 5% Rest of Europe
- 5% Asia
Examples of projects completed in 2018

<table>
<thead>
<tr>
<th>Accreon</th>
<th>ALTAGRAM</th>
<th>BEHAVOX</th>
<th>Valo</th>
<th>DAVIDSON</th>
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<tbody>
<tr>
<td>eidos montreal</td>
<td>havas</td>
<td>Jumio</td>
<td>L'ORÉAL</td>
<td>megazebra</td>
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<td>METHOD STUDIOS</td>
<td>QUANTUMBLACK</td>
<td>SCANLINE VFX</td>
<td>upgrade</td>
<td>varian</td>
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Significant benefits for Greater Montréal

Accounted for 17% of Québec’s economic growth in 2018

- $216 million in tax revenue for Québec
- $153 million in tax revenue for Canada
- $92 million in property tax revenue for the Communauté métropolitaine de Montréal
03 International students and workers
Enhancing Greater Montréal’s pool of skilled talent

The city’s talent pool by the numbers:

- **200,000** students across 11 institutions of higher learning
- **277,000** workers in fields related to science, technology, engineering and mathematics
- **136,000** workers in creative industries
- **341,000** managerial and professional workers
Montréal International delivered record results in 2018
An unprecedented number of hires

- 640 experienced skilled workers hired
- $75,000 average annual salary
- 14 recruitment missions: Brazil, United States, France, Great Britain, Mexico, Tunisia, Sweden, etc.
- 184 participating companies

A 351% increase over 2015
Hires by sector in 2018
Tech sectors dominate

- IT services: 148 hires (40%)
- Corporate services: 63 hires
- Health care: 210 hires
- Aerospace: 26 hires
- Finance: 20 hires
- Video games: 49 hires
- Software: 34 hires
- Artificial intelligence: 21 hires
- Other: 210 hires
International mobility

812 skilled workers received support

Temporary resident application process
438 workers received guidance

Permanent resident application process
374 workers were provided with information
International students
Retention

160+ activities focusing on immigration and life and work in Québec

10,400+ international students reached
International students
Attraction

5 international student recruitment events

14 participating educational institutions or research centres
04
International organizations
International organizations: Enhancing the city’s global reputation

Montréal boasts the 3rd highest number of organizations in North America, after New York City and Washington, D.C.

66 international organizations, including four UN headquarters

Close to 1,700 jobs

$350 million in economic spin-offs per year

Montréal is the world’s civil aviation capital
Montréal International delivered strong results in 2018

1. organization relocating to Montréal
   - Rights and Resources Initiative

3. retention/expansion projects
   - World Anti-Doping Agency
   - International Secretariat for Water
   - Secretariat of the Convention on Biological Diversity

38. international organizations supported in the city
International organizations
Two newly created organizations

LGBTQI Human Rights

Artificial Intelligence
05 Economic marketing
**Economic marketing**
A reputation that extends far beyond borders in 2018

<table>
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<tr>
<th>Coverage in major daily newspapers</th>
<th>A stronger digital presence</th>
<th>Sector profiles and targeted studies</th>
</tr>
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<tbody>
<tr>
<td>79% increase in reputation over 2017 ($6 million)</td>
<td>77% increase in social media subscribers over 2017 (45,000)</td>
<td>Artificial intelligence</td>
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<td></td>
<td>192% increase in the number of viewing hours for our videos over 2017 (3,000)</td>
<td>Medical technology</td>
</tr>
<tr>
<td></td>
<td>13% increase in the number of website visits over 2017 (300,000)</td>
<td>Food processing</td>
</tr>
<tr>
<td><a href="http://www.montrealinternational.com">77% increase in social media subscribers over 2017 (45,000)</a></td>
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<td>Intelligent electric transportation</td>
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<td>Other</td>
</tr>
<tr>
<td>+ a new web portal: <a href="http://www.montrealinternational.com">www.montrealinternational.com</a></td>
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06

Our services
Personalized confidential services provided free of charge

- Long-term strategic guidance and support
- Economic data and communication services
- Access to a network of partners
- Assistance with incentive programs
- Advice on the foreign worker immigration process
- Recruitment of foreign workers and international students
Partners committed
to promoting Greater Montréal and creating prosperity in the region—to the benefit of all

Public funding in 2018: $13.3 million
Private funding in 2018: $3.5 million
Partnering with Montréal International means:

- Actively contributing to Greater Montréal’s economic development

- Joining our network of leaders of multinational subsidiaries and partners, making the most of our events, and growing your business

- Using targeted media to reach a specific B2B audience to position your brand

- Accessing Montréal International’s expertise and exclusive studies, analyses and submissions, along with key comparative data on Greater Montréal
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