

Why Transportation and Logistics Companies Choose Greater Montréal



The world's best economic promotion agency at your service





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Personalized, Free and
Confidential Services

Top reasons to choose Greater Montréal for logistics and transportation



Fluidity, intermodal reliability and efficiency of all modes of transport: sea, rail, road and air



Strategic geographic location between Canada, the U.S. and Europe



Container residence time **among the shortest on the East Coast** of North America



Port of Montréal **among the top 5** on the North American East Coast



48 hours to reach close to 110 million consumers by truck and train



A strong ecosystem composed of more than **6,000 companies**



Government Maritime Strategy: **Major investments** for businesses and logistics infrastructure



Qualified workforce of **122,000 employees in logistics**



Lowest electricity rates among major North American cities



A unique, interconnected & collaborative **ecosystem in AI**

Montréal, your gateway for an efficient supply chain



01

A Booming Transportation Hub



Major transportation & logistics hub



122,000

Jobs in logistics



6,000+

companies

Canadian key players



Canadian Pacific and Canadian National are the two railroads leaders



The world's largest owner and operator of self-unloading vessels



The largest ocean bulk carrier in Canada



The largest trucking fleet in Canada



**Strategic geographic location
for freight transportation
across Canada and the world**



**Less than one hour
from the U.S. border**



**3 Industrial
- Port Zones
in Greater Montréal**



3 airports

Access to a Foreign Trade Zone Point

A rich and innovative ecosystem

Road transport and 3PLs



Marine transport and terminals



Air transport



Educational and research institutions



Rail transport



Administration and shared infrastructure



Committees and associations



A world-class hub in artificial intelligence

- **\$3+ billion in AI investments** in Greater Montréal since 2016
- The Canadian government chose Montréal as headquarters for **SCALE AI**, Canada's AI supply chain supercluster
- A community of more than 600 researchers and graduate students at Mila - the world's largest academic research lab in deep learning and reinforcement learning
- Sample of major players located in Greater Montréal:



High quality multimodal infrastructures

Efficient flow of goods across borders

- Canada is ranked 1st out of all G7 countries for the ease of flow of goods across the border.
- Only Canada has free trade agreements with all G7 countries.
- Accessible, efficient, and affordable intermodal transportation:



Air

Two international airports (Montréal-Trudeau and Montréal-Mirabel) and one general aviation airport (Saint-Hubert) with ample space to build.



Sea

One of North America's busiest ports, connected to over 100 countries.



Land and rail

32,000 km of railways and located one hour from the U.S. border.





Access to a Foreign Trade Zone Point

CargoM and its partners announced the **designation of a Foreign Trade Zone Point for Greater Montréal** to facilitate interactions between companies and federal agencies in the processing of their tax and duty-free request.

“Designating the region a Foreign Trade Zone Point will streamline access to government programs and services. In addition to fostering economic growth, this will help local businesses optimize their exports abroad and in turn, generate more jobs at home.”

The Honourable Marc Garneau, Canada's Minister of Transport



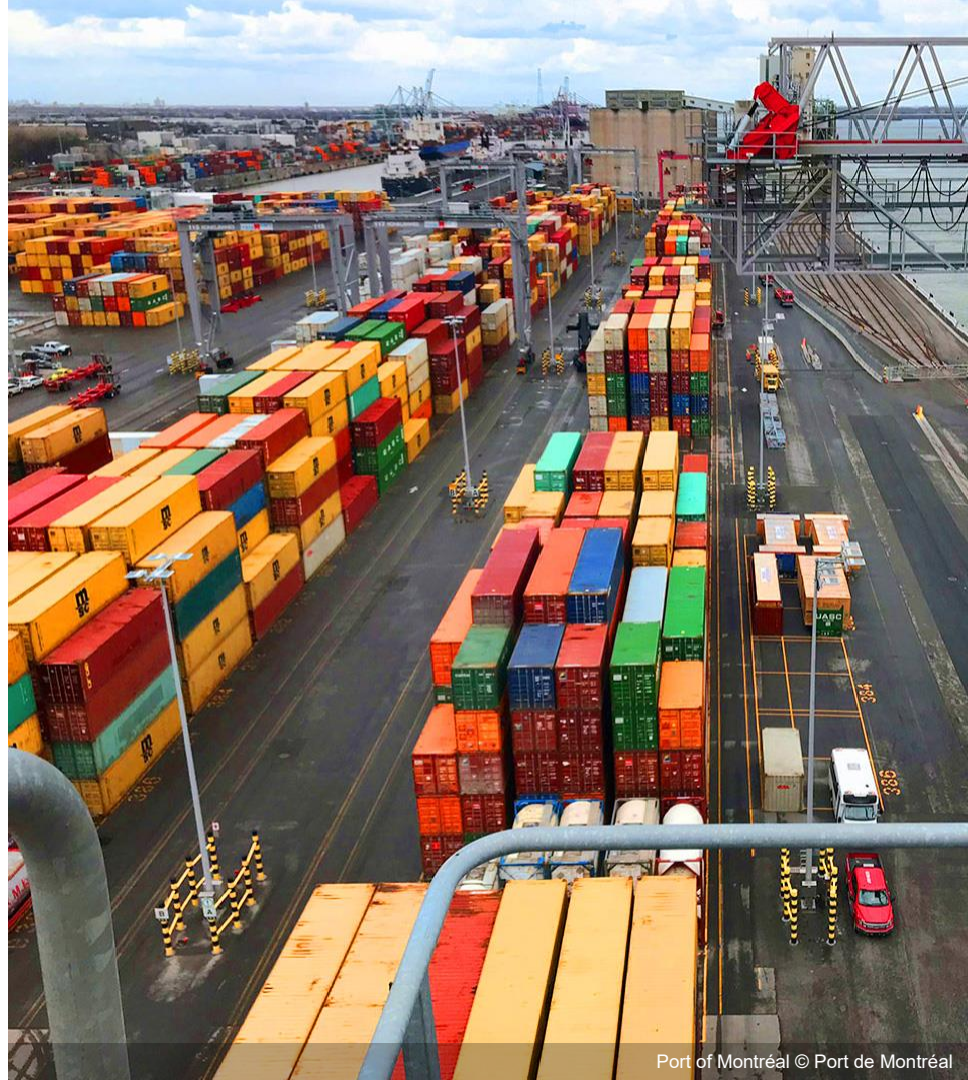
Largest port in Eastern Canada



- Dubbed the port for Québec and Ontario shippers
- More than 2,000 ships/year, 2,500 trucks/day and 60–80 trains/week
- Access to 70 M consumers in **36 hours** and 110 M consumers in **48 hours**
- **Close to 40,6 M tonnes of merchandise in 2018:** 40% liquid bulk, 37% containers and 23% solid bulk
- An increase of the maritime traffic (manufactured goods) to 9.2% (2018-2019)
- **Canada invests \$18.5 M and Québec invests \$ 6.3 M** in Port of Montréal to increase transport efficiency, capacity, and security at the Port of Montréal.



Government Maritime Strategy 2015-2030
More than \$300 M in financial support for industrial-port zones to build road access routes to port a multimodal sites, public infrastructure related to logistical hubs, and tourism infrastructure.



3 industrial-Port Zones in Greater Montréal

"The industrial-port zones of Greater Montréal are sending a powerful signal to investors about the development opportunities offered near strategic transportation infrastructures. Of course, the presence of an accessible Port of Montréal, coupled with marshalling yards and main roads of the city allow to give companies around an undeniable competitive advantage. "

Mathieu Charbonneau, General Manager of CargoM



Port terminal of Montréal

Port terminal of Sainte-Catherine

Port terminal of Contrecoeur

Port of Montréal major expansion project

Completion of project **planned for 2023-2024**

- Nearly **5,000 jobs** during construction
- One-time impact on GDP: **\$470 M**, including \$364 M in Québec



Industrial-port zones



Classification yard



Airports

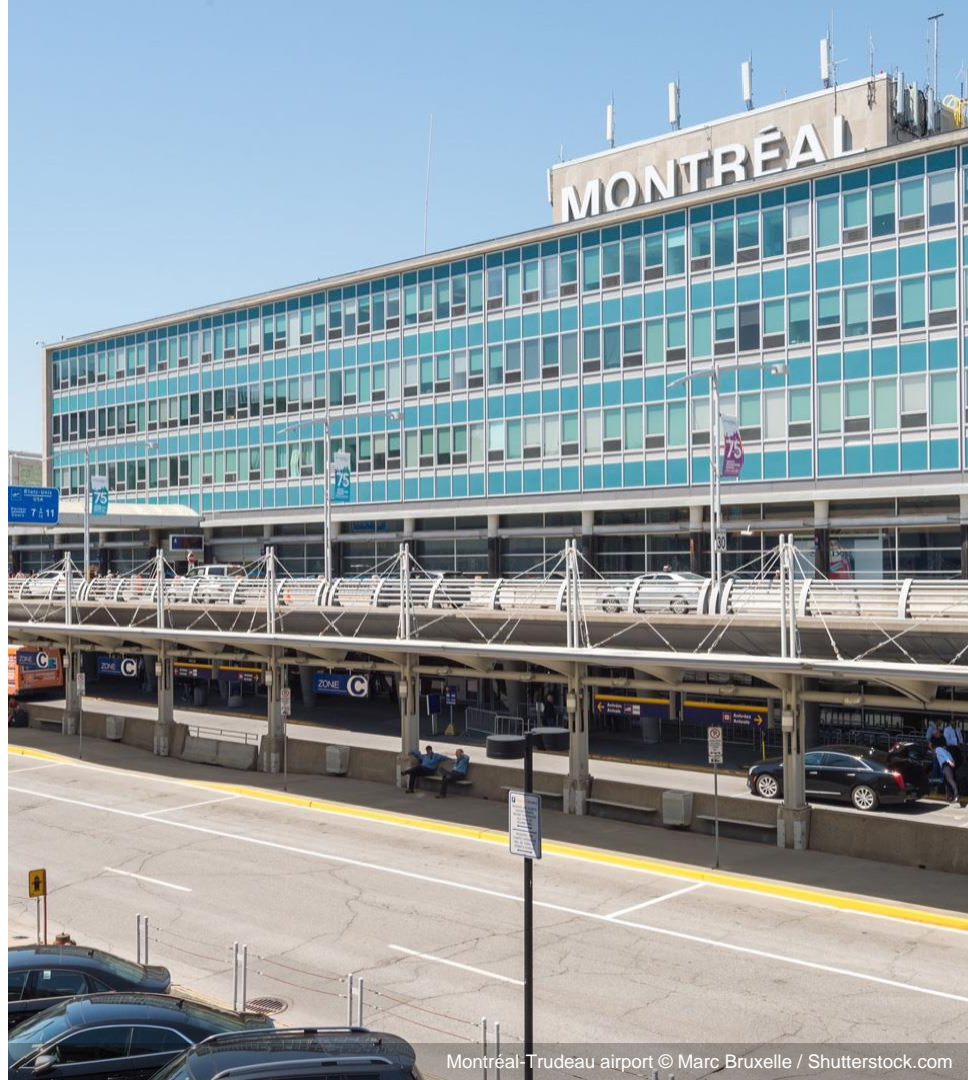


Less than one hour from the U.S. border

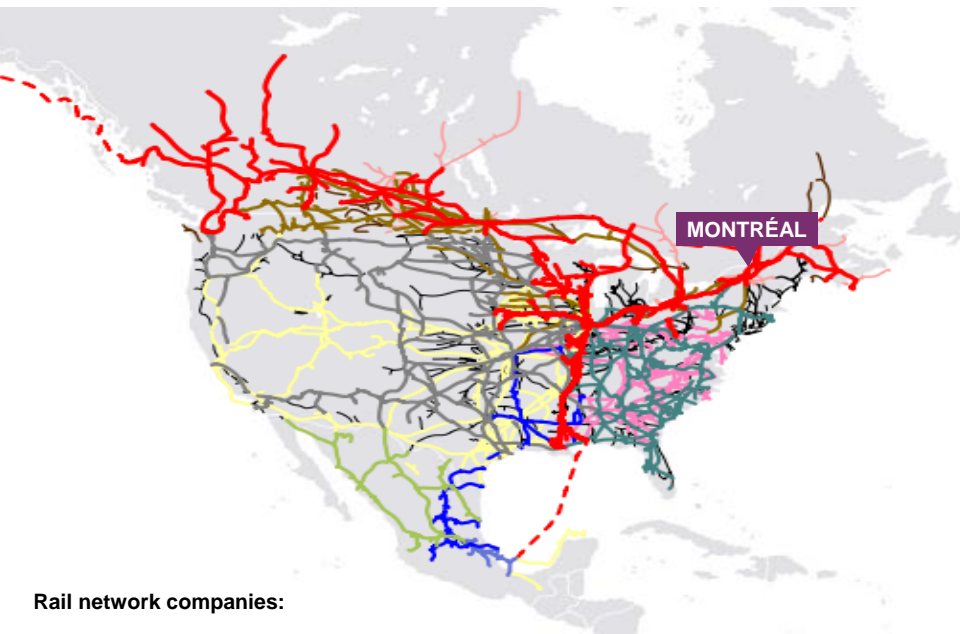
The most international airport



- **Two international airports:** Montréal–Trudeau and Montréal–Mirabel
- **One general aviation airport:** Saint-Hubert
- **20.3 M passengers** in 2019
- Direct flights from Montréal–Trudeau airport to **more than 150 destinations**, including 129 international routes
- **Air freight : +10%** between 2017-2019 (229,400 tons of cargo): 126,500 T (Montréal-Trudeau) and 102,900 T (Montréal-Mirabel)



A rail network that makes connections with North America possible



Rail network companies:

— CN	— KCS
— CP	— NS
— CSX	— UP
— BNSF	- - - Haulage/Trackage Rights



A rail network that extends across Canada and the U.S. all the way to Mexico: over 42,557 km of track in Canada

Major companies operating in Montréal



Canadian National Railway Company (CN)

Headquarters located in Montréal. Tracks stretching across Canada from the Atlantic to the Pacific coast and following the Mississippi River all the way to the Gulf of Mexico



Canadian Pacific Railway (CP)

22,500 km of track in 6 Canadian provinces and 13 U.S. states



CSX

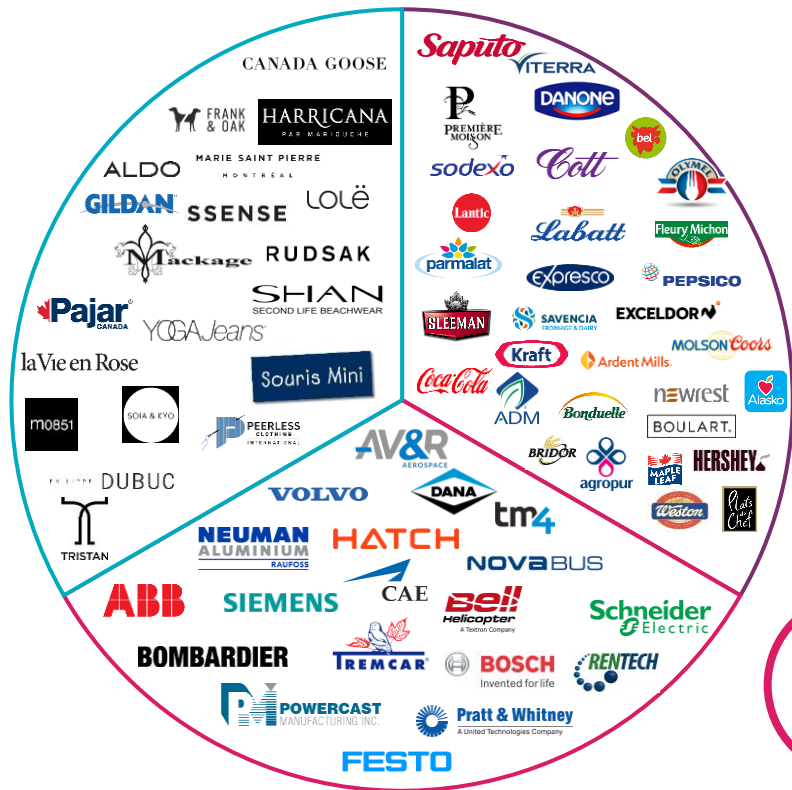
More than 34,000 km of track in 23 U.S. states, Ontario and Québec

A potential of clients coming from strong manufacturing sectors in Greater Montréal



Fashion manufacturing

- 1,800 companies in Québec
- Sales of \$8 B
- 3rd North American fashion manufacturing hub



Food processing

- 1,500 companies
- +\$17.2 B value of shipments
- \$6.2 B of GDP



Industrial manufacturing

- 53% of Québec's GDP
- +3,240 companies



World leaders recently set up automated logistics centers in Montreal



Automated center for food distribution and retail: seven storeys high, it features state-of-the-art technology that enhances efficiency and customizes shipments to meet the needs of individual retailers.



Warehouse and distribution center: its first in Canada with close to 300,000 sq. ft.



Distribution center with an automated section.



Automated center for furniture distribution and retail: 12 linear gantry robots to ensure efficient provision of in-house loading aids and optimise the goods-in process. A 750-metre floor conveyor system with 42 vehicles will connect the goods-in stations to the high-bay warehouse.



300,000 sq. ft. distribution center

02

A Strategic Market Access





Montréal's Old Port

A gateway to 60% of the world's GDP

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

Direct access to **1.5 billion consumers**
and a **combined GDP** of **US\$50 trillion**
(60% of the world's output of goods and services)

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

*Canada-United States-Mexico Agreement (CUSMA), Comprehensive Economic and Trade Agreement (CETA) and Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)

Source: World Trade Organization, 2020; World Bank, 2019; Census Bureau, 2020..

The highest concentration of tech jobs in Canada



03

A Deep and Growing Pool of Highly Qualified Talent





Dynamic university research in transportation and logistics



CIRRELT

- Interuniversity Research Center on Enterprise Networks, Logistics and Transportation



- Group for Research in Decision Analysis

HEC MONTRÉAL

- Canada Research Chair in Distribution Management
- Canada Research Chair in Decision Making Under Uncertainty
- Chair in Logistics and Transportation

UQÀM

- Canada Research Chair in Stochastic Simulation and Optimization
- NSERC Industrial Research Chair in Logistics Management



- Transportation & Logistics Network Optimization University Chair

Collaborative cluster organizations to support companies and investors

SCALE|AI

AI-Powered Supply Chains



Transport and logistics



Ground transportation



Electric and smart vehicles



Clean technologies



Information and communications technologies



Montréal' Skyscrapers



Canada's most bilingual and trilingual population



2.5 million residents speak English, that's 9% more than in Vancouver



55% of the population is bilingual (French and English), 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

The best student city in the Americas and Canada's university capital

- **Canada's university capital:** 15 university institutions and 60 colleges
- **320,000 post-secondary students**, including more than **200,000 university students** and **35,500 international university students**
- **1st in Canada for university research funding** with \$1.34+ billion yearly



**Best student
city in the
Americas**

tied with Boston
QS Best Student
Cities Rankings
2022

1	Montréal tied with Boston
2	Toronto
3	New York
4	Vancouver
5	San Francisco



04

Competitive Operating Costs and Incentives



Montréal
International



Advantageous salaries for employers

Median annual salaries* for 7 typical professions in US\$

Selection of 6 large metropolitan areas in North America, 2021

	Montréal	Toronto	Atlanta	Detroit	Chicago	New York
Warehouse Worker	\$31,444	\$33,665	\$34,716	\$38,130	\$39,917	\$41,705
Heavy Truck Driver	\$44,107	\$47,765	\$50,278	\$53,269	\$56,918	\$60,873
Distribution Manager	\$67,613	\$73,228	\$83,001	\$84,866	\$87,012	\$103,707
Automotive Engineer	\$69,155	\$74,878	\$80,599	\$82,428	\$84,565	\$100,637
Storage Administrator	\$69,374	\$73,864	\$87,367	\$93,004	\$93,947	\$101,587
Warehouse Manager	\$71,936	\$77,423	\$85,880	\$83,512	\$89,861	\$98,224
Manager Manufacturing	\$82,584	\$89,128	\$103,743	\$105,762	\$107,821	\$130,130

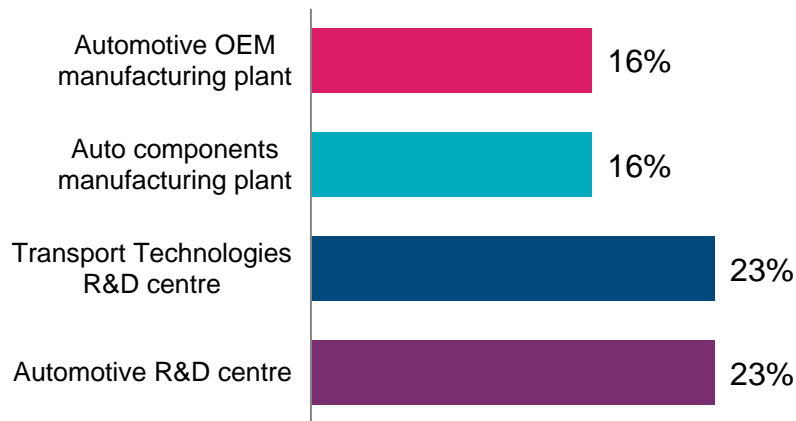
Note: Salaries based on 5 years of experience. Industry category : Transportation and Warehousing (NAICS 4800).

Currency exchange based on the monthly average of May 2021: US\$1.00 = CA\$1.2219.

Source: Economic Research Institute Inc., June, 2021.

The lowest operating costs for the transportation and logistics industry

**Greater Montréal's cost advantage
In four sectors related to the smart
transportation industry (%)**
Compared to five other
North American metropolitan areas,* 2019



**Business operating costs are the lowest
in Greater Montréal:**

- Montréal has a **20% cost advantage** on average over the following five North American metropolitan areas: **Toronto, Chicago, New York, Atlanta and Detroit.**
- A **cost model developed by fDi Benchmark** to compare operating costs for different locations and types of businesses (labour, property and utility costs).

Funding for the transportation and logistics industry



Major Investment Projects

- Projects of \$100 M or more may, under certain conditions



Partnership-building transportation electrification projects

- Intended to encourage universities, public research centres and SMEs to work together by providing funding for the development of innovative products and processes



Strategic Innovation Fund (SIF)

- Repayable or non-repayable contributions up to **50% of eligible costs for projects up to \$500 M**
- All industrial and technological sectors to support innovation



ESSOR (innovative manufacturing)

- Refundable (interest-free & low interest loans) and non-refundable contributions
- Up to 25% of the capitalizable expenses

- And many others!



05

Montréal International's Personalized, Free and Confidential Services



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 solutions**



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