

Montréal International A vital contribution

2019 ACTIVITY REPORT

MTL
INTL Montréal
International

Greater Montréal still standing

2019 was a record-breaking year for Montréal International. Once again, the Québec metropolis enjoyed the strongest economic growth of all major Canadian cities. Within our teams, this growth has resulted in a marked increase in foreign investment and in the number of international skilled workers hired. The exceptional results presented in this report are due to all the hard work by seasoned, multilingual professionals committed to the success of their clients and to creating wealth in Greater Montréal throughout the year.

Montréal International thus supported 89 projects for investments totalling over \$2.64 billion that created more than 7,700 jobs. The Montréal International team also facilitated the recruitment of more than a thousand international skilled workers, and played a strategic role in two international organizations setting up in Greater Montréal, while creating another from scratch at the request of the Government of Québec.

2020 is already shaping up to be different; the coming months will present major challenges for

businesses, workers and the city itself. Now more than ever, Greater Montréal must build on what it is known for, such as the creativity of its talent, its collaboration and innovation ecosystems, and its quality of life.

To this end, Greater Montréal can count on several organizations committed to its development.

In this context, Montréal International plays a key role. We would like to thank the members of the Board of Directors and our partners, both public and private, who constantly strive to better serve the region.

Although the current situation affects us all, we still have a substantial project portfolio. While some projects might be cancelled, and others postponed, we are confident that most will materialize in the coming months. Our team will spare no effort to bolster major projects, create quality jobs and support activity in our cutting-edge sectors.

Accordingly, it is vital that we maintain our strategy of being open to the world. Our city's capacity to create

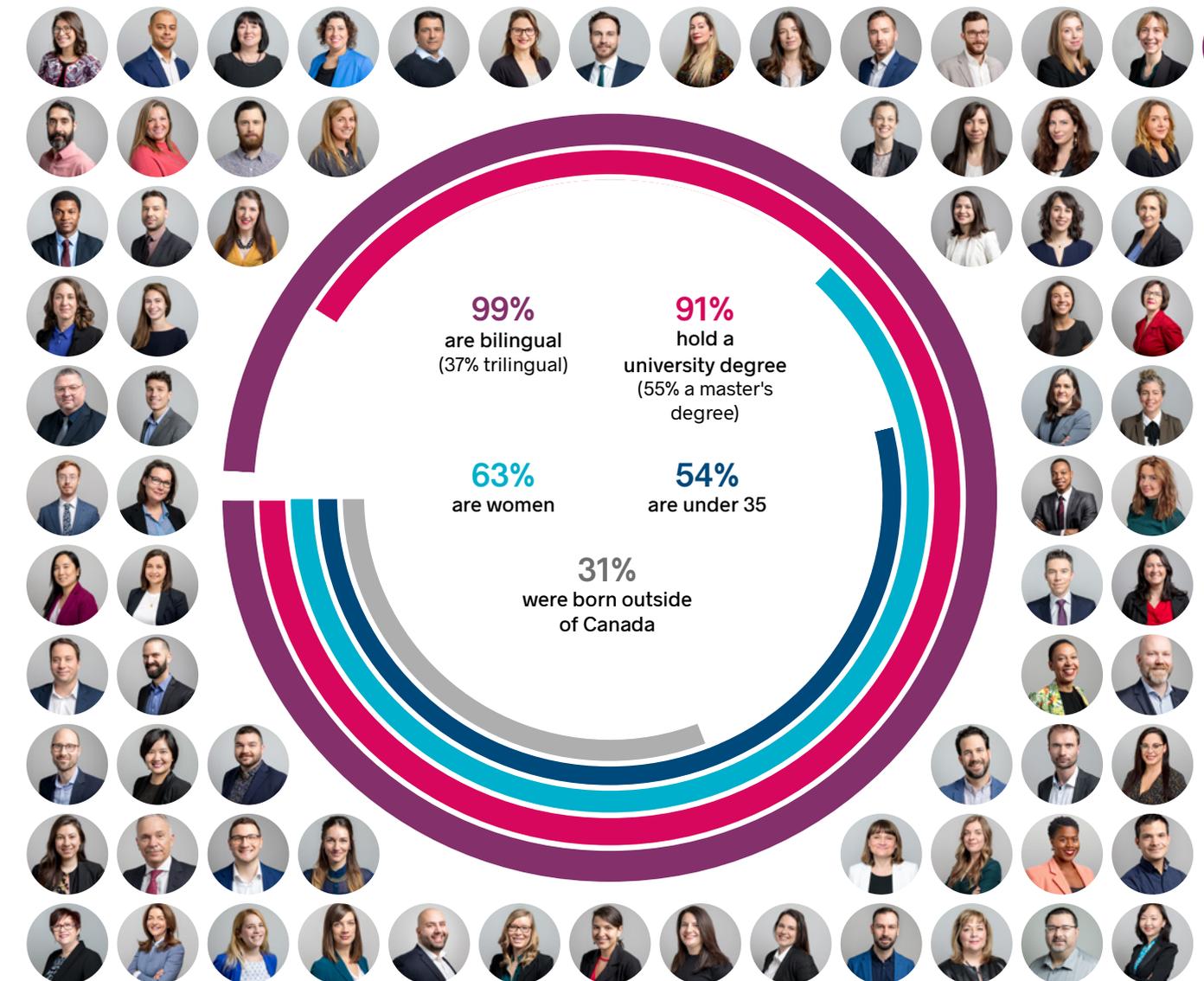
wealth hinges on its ability to help local businesses with their exports, but also on its ability to attract investment from abroad.

Let's join forces and stay the course. Together, anything is possible.

Jean Laurin
Chairman of the Board and President and Chief Executive Officer, Devencore

Stéphane Paquet
President and Chief Executive Officer, Montréal International

The reason for our success: an outstanding team

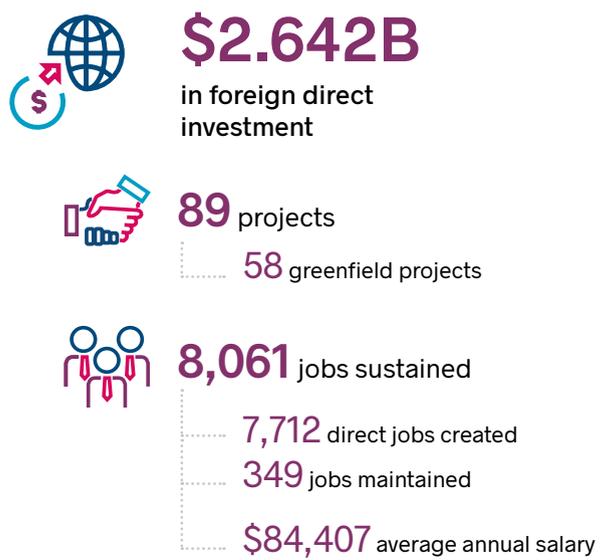




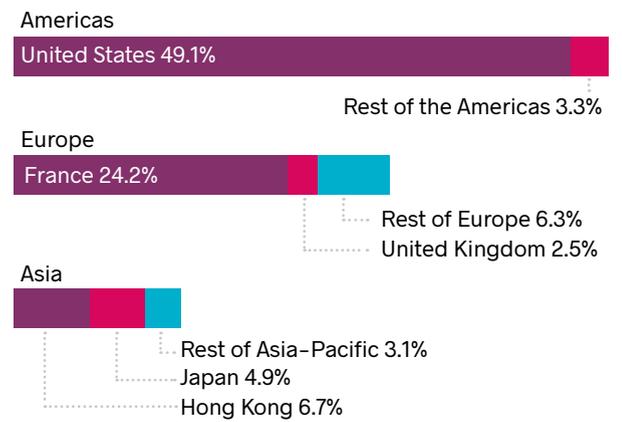
Foreign direct investment

Greater Montréal has never been so attractive. In 2019, Montréal International supported 89 foreign direct investment projects, including 58 businesses that have set up operations here, meaning over one new company per week in the region. By supporting these projects, Montréal International helped to achieve record investments totalling \$2.642 billion, an increase of 164% since 2015.

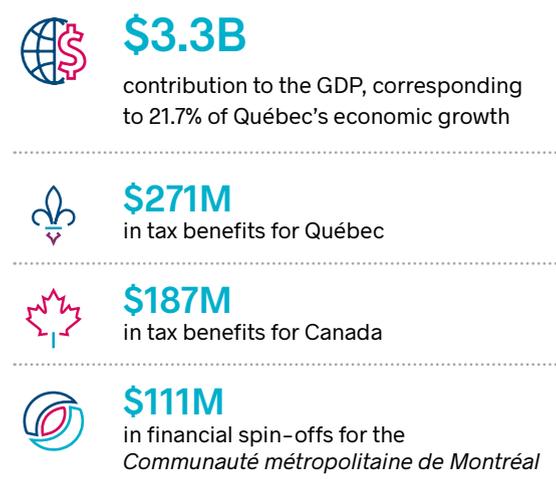
Record investments for the 4th year running



Breakdown by region: United States ahead, Asia-Pacific earns a spot



Investments that deliver meaningful results to Greater Montréal and Québec as a whole



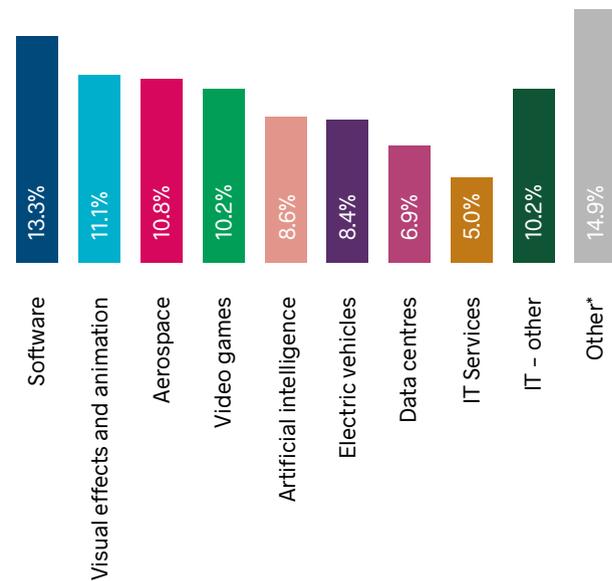


of these projects would not have been established in Greater Montréal (27%) or would have been established on a smaller scale, with delays or higher costs (61%) without MI's support, according to a survey conducted by consulting firm SOM.

Profile of foreign investment

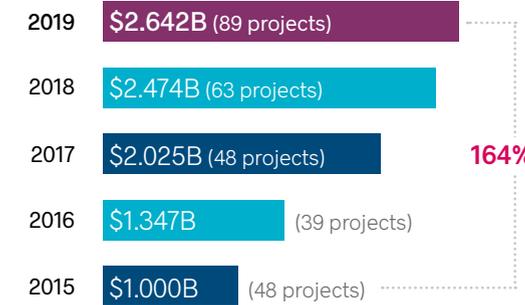
In keeping with previous years, the high-tech sectors remain the economic pillars of Greater Montréal and showcase the region's know-how on the international scene. Accounting for almost two-thirds of the investments supported by MI in 2019, the software, aerospace, visual effects and animation, video games, artificial intelligence and electric vehicle sectors are in the lead.

Breakdown by sector: diversified high-tech sectors

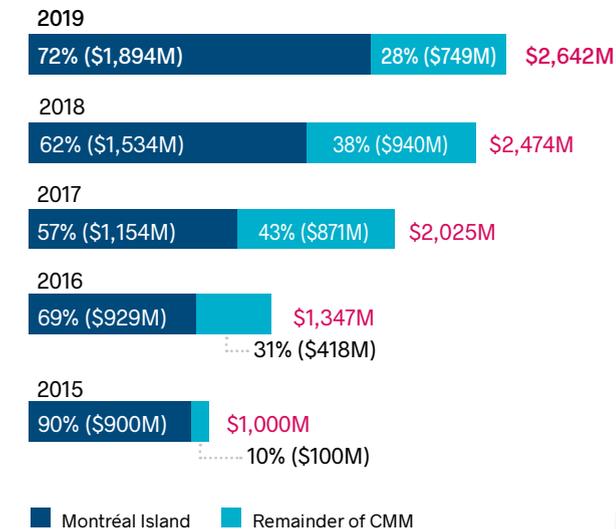


*Agri-food, energy, life sciences and health technologies, etc.

Growth in foreign direct investment



Breakdown of projects within the *Communauté métropolitaine de Montréal* (CMM)



Examples of projects completed in 2019

VISUAL EFFECTS AND ANIMATION

Digital Domain (Hong Kong)
The new studio's activities will be focused on feature films. This is the first major Asian visual effects player to settle in the city.

Outpost (United Kingdom)
The British special effects studio chose Montréal to set up its first production centre outside the United Kingdom.

AEROSPACE

Derichebourg (France)
This leader in aeronautics has created a subsidiary in the city to consolidate its activities in North America.

Mitsubishi (Japan)
The Japanese aircraft manufacturer's new centre of excellence will create up to 250 jobs.

CYBERSECURITY

OneSpan (United States)
This cybersecurity firm has made Montréal its largest operations centre.

ARTIFICIAL INTELLIGENCE

Samasource (United States)
This American company, which specializes in secure training data management, continued its expansion by opening a new R&D centre.

VIDEO GAMES

2K (United States)
One of the biggest American video game studios has opened a Montréal office to develop a new chapter in the cult game *BioShock*.

Axionable (France)
The French firm has set up its first research and services centre in data strategy and artificial intelligence while focusing on sustainable development.

NovaQuark (France)
This world-class player set up in Montréal to step up the development of the online game *Dual Universe*.

ENERGY

Hy2gen (Germany)
The company is partnering with Greenfield Global to help reduce GHGs in Québec using an innovative green hydrogen production technology.

International entrepreneurs

For the second year, the MI team continued its activities to promote and prospect high-potential international entrepreneurs. Its efforts paid off, with 11 start-ups deciding to settle in Greater Montréal during the year, including Prokarya Labs (biotechnologies), CoTeacher (science and data analysis) and LiveScale (software).





1122

This is the number of skilled international workers hired through Montréal International recruitment missions.



International talent

Once again this year, the Montréal International team put a lot of energy into expanding Montréal's talent pool, in particular by stepping up promotional efforts among skilled workers and international students. In addition to overseas recruitment missions and numerous targeted activities, our team also provides businesses with strategic support to simplify the immigration process for their international workers.



Skilled workers

Through its Talent Montréal initiative, Montréal International organizes numerous recruitment missions to help companies recruit qualified and experienced workers around the world.

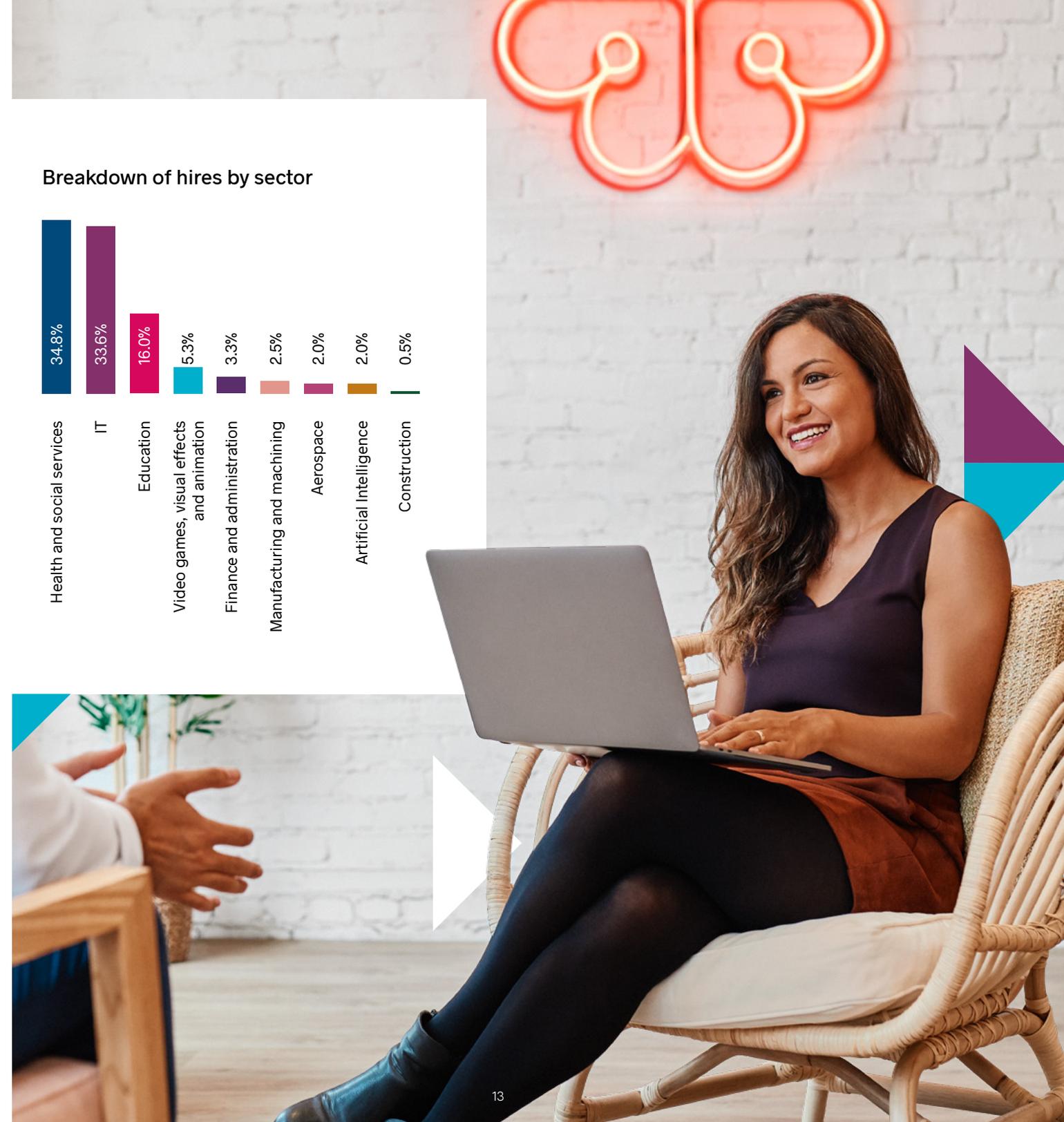


1,122

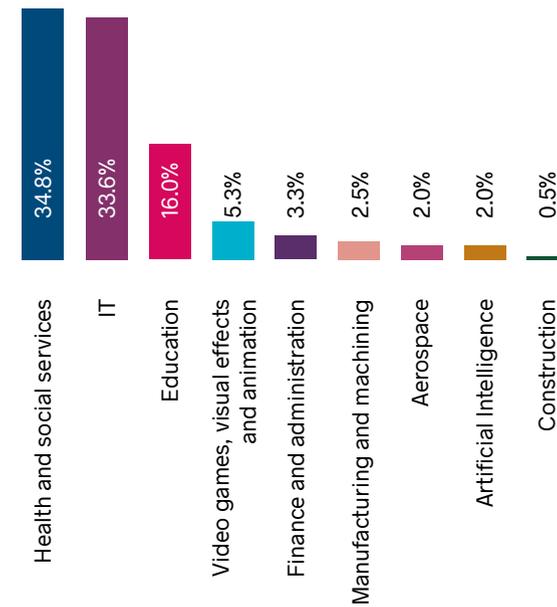
hires, a 75% increase since 2018

21 recruitment missions

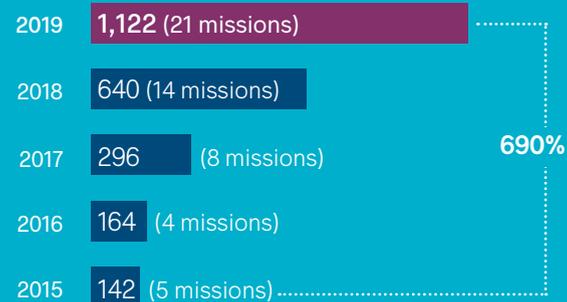
229 participating companies



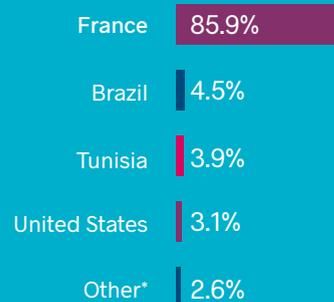
Breakdown of hires by sector



Increase in the number of skilled workers hired



Breakdown of hires by geographical origin: France in the lead



*Mexico, Morocco, Colombia and United Kingdom

Immigration process

Day after day, a team of professionals supports businesses and workers in their immigration process in Greater Montréal. In 2019, they helped almost 800 international workers to obtain either temporary work permits or permanent residence.

FOR TEMPORARY RESIDENCE

573 workers supported
(1,111 people including their family)

110 companies informed

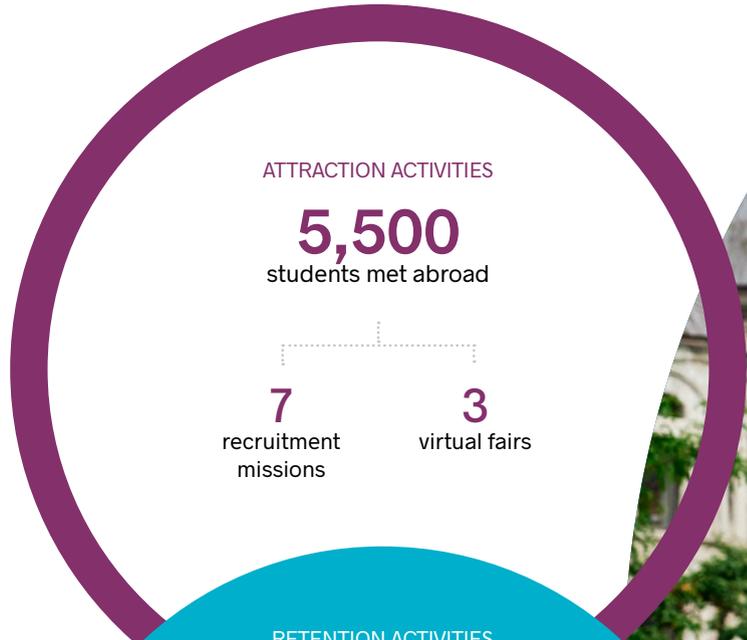
FOR PERMANENT RESIDENCE

211 workers informed



International students

The *I choose Montréal* initiative, launched by Montréal International in collaboration with the Québec Ministry of Immigration, Francization and Integration, helps to attract and retain international students, a strategic labour pool for businesses in Greater Montréal.



International organizations

More than ever, Montréal International shared its expertise with the international organizations that showcase the city throughout the world. In 2019, the team facilitated the creation of one international organization and attracted two new international organizations to Montréal, while carrying out 150 strategic interventions with 42 Montréal-based IOs.

According to a survey conducted by consulting firm SOM, 100% of the international organizations supported by our team said they were very satisfied (77%) or somewhat satisfied (23%) with Montréal International's services.

1 start-up project

- ▼ **Égides, l'Alliance internationale francophone pour l'égalité et les diversités**
With the support of the Government of Québec, Montréal International facilitated the creation of this international organization.

2 attraction projects

- ▼ **GODAN, the *Global Open Data for Agriculture and Nutrition***
This international organization moved its headquarters from Oxford in the UK to McGill University in Montréal. GODAN's mission is to promote food security and end global hunger.
- ▼ **ZMQ Global**
This Indian organization chose to establish its international office in Montréal to develop technological solutions to better support marginalized communities.



IOs supported
by 150 strategic interventions

Economic marketing

In addition to its prospecting activities and overseas missions, Montréal International is stepping up its efforts to promote the region both here and abroad. Whether through strategic publications, targeted studies, digital promotional campaigns or press relations, every effort is made to further the influence of Greater Montréal.

Increased presence in the media and on the web (vs. 2018)

- 73% increase in followers on social media
- 51% increase in MI website visitors from outside Québec

A reputation that crosses borders (vs. 2018)

- 69% in media reputation gain* (\$10.0M value)
- 114% in media reputation gain outside Québec (\$7.7M value)

* Media reputation gain is the dollar value of reputational impact in the media. Since 2017, Montréal International has used this data to assess the value of media spin-offs in respect to Greater Montréal's economy, both locally and internationally.



Business intelligence with an international focus

- New business cases
- Aerospace
 - Visual effects and animation
 - Video games
 - Innovative manufacturing
 - Transport and logistics

And more than ten strategic positioning documents

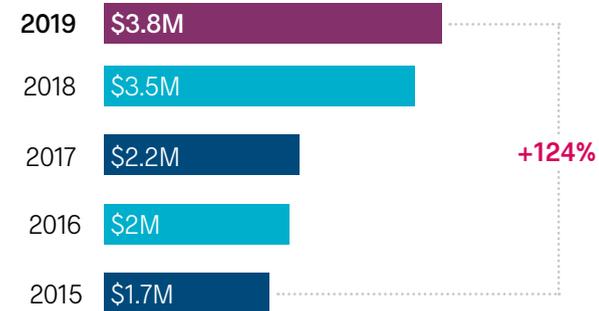




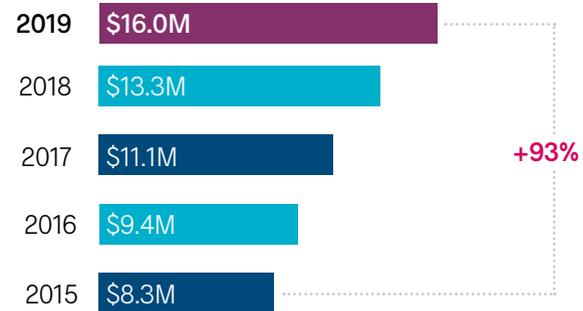
Thanks to our partners

Montréal International would like to thank all its partners, both public and private. Their contribution and involvement within the MI community help to drive the metropolitan region's economic growth and international influence.

Private funding



Public funding



Major partners



Public partners



AAA Canada
 Montréal Port Authority
 Aéroports de Montréal
 AGA Assurances Collectives
 Age of Minds
 AgileDSS
 Air Canada
 Airbus Defence & Space Canada
 AKKA Group North America
 Akufen
 Embassy of Canada in Austria
 AMJ Campbell Movers
 Amplexor Canada
 AP&C
 Association Québécoise des Technologies
 Astek-Via Consultants
 Avison Young
 Baker Tilly Montréal
 National Bank of Canada
 Royal Bank of Canada
 BCF Business Law
 BDO Canada
 Bédard Resources
 Behaviour Interactive
 Berger-Levrault International
 BG Communications International
 Blakes, Cassels & Graydon
 Blue Solutions Canada
 BMO Financial Group
 BNP Paribas Canada
 Borden Ladner Gervais
 British-Québec Business Coalition
 Broccolini
 BUF Canada
 Bureau du cinéma et de la télévision du Québec
 B-YOND
 Caisse de dépôt et placement du Québec
 Canderel
 CAP Public Affairs Advisors
 CBC - Radio-Canada
 CBRE
 CDW
 CEDROM-SNi - Cision
 Canadian Centre for Architecture
 Canadian-Swiss Chamber of Commerce
 Board of Trade of East Montréal
 Chamber of Commerce of Metropolitan Montréal

South Shore Chamber of Commerce and Industry
 Laval Chamber of Commerce and Industry
 Cinesite
 Claridge
 Cogeco Communications
 Colliers International Québec
 Conseil du patronat du Québec
 Eidos Interactive Corporation
 Macdonald, Dettwiler and Associates Corporation
 CPA Québec
 Cushman & Wakefield
 Wallix Canada Cybersecurity
 Cysca Technologies
 DCM Aerospace
 Deloitte
 Devencore
 Difuze
 Digital Domain
 Digital Shape Technologies
 Gameloft Entertainment
 Double Stallion Games
 École de Technologie Supérieure
 École Polytechnique de Montréal
 Écritel
 Electronic Arts
 Enercon Canada
 Ergoweb
 Ericsson Canada
 eStructure Data Centers
 Exeo Attorneys
 EY
 Fasken
 Fédération des caisses
 Desjardins du Québec
 FIME
 Fleur de Lys Relocation
 Solidarity Fund QFL
 Gestisoft
 Giro
 GlaxoSmithKline
 Go Concept
 Google Canada
 Gowling WLG Canada
 Groom & Associates
 Alithya Group
 Créatech Group
 Focus Group
 Hypertec Group
 Magellan Group
 Nexio Group
 Onepoint Group

Volvo Group
 GuruLink
 HEC Montréal
 Hikvision Canada
 Hitachi Systems Security
 Hub6
 Hydro-Québec
 Montréal Institute for Learning
 Algorithms
 IRIC
 IVADO Labs
 Ixiasoft
 Jones Lang LaSalle
 Keyrus Canada
 KPMG Law Firm
 Lallemand
 Laporte Consultants
 Larochelle Consulting Group
 Lavery Lawyers
 Leduc RH
 Legault Joly Thiffault
 Greencopper Publishing
 Interdata Laboratories (Datalogue)
 Lette & Associates
 LGM Management & Conseil
 Lib. WorkSpace
 Linkbynet North America
 IMDS Software
 LOK North America
 Ludia
 Malicis
 MatrixSpec Solutions
 Mazars
 McCarthy Tétrault
 McMillan
 Mecachrome Canada
 Microsoft Canada
 Miller Thomson
 Montoni
 Morin Public Relations
 New Era Immigration
 Oasis Animation
 OPAL-RT Technologies
 Orthogone Technologies
 Plusgrade
 Pomerleau Construction
 Power Corporation of Canada
 Provencher_Roy
 PwC
 Quadbridge North America
 Raymond Chabot Grant Thornton
 Regroupement des collèges du Montréal métropolitain

Rheinmetall Canada
 Richter
 Rodeo FX
 Roland Berger
 Safran Canada
 Safran Helicopter Engines Canada Inc.
 Safran Landing Systems Canada
 SERTI Computing
 Siemens Canada
 SINC
 SNC-Lavalin
 Société AHE
 LGS Group Consulting Company
 Société Générale Canada
 Solotech
 Beyond Technologies Solutions
 Sourcinc
 Startup Festival
 Stelia North America
 Stradigi AI
 Syscomax
 Systematix
 Intelerad Medical Systems
 TACT Intelligence-conseil
 Technicolor Canada
 Think-Cell
 Thinkmax
 Tonic DNA
 Tourisme Montréal
 Trading Screen
 Turbulent Média
 Ubisoft Entertainment
 Umlaut Group
 Concordia University
 Université de Montréal
 Université du Québec à Montréal
 McGill University
 Vaco
 VIA Rail Canada
 Virtuos Games
 Vision7 International
 Warner Bros Games Montréal
 WeWork
 Willis Towers Watson Canada
 Wrnch
 Yulex
 Zenika



380 Saint-Antoine Street West
Suite 8000
Montréal, Québec H2Y 3X7
Telephone: 514-987-8191
montrealinternational.com

CREDITS

Montréal International's 2019 Activity Report is produced
by the Economic Affairs and Marketing Communications Division.

Version française disponible.

Legal Deposit
Bibliothèque et Archives nationales du Québec
Library and Archives Canada
Second quarter, 2020
Printed in Canada

Credits: Montréal International, 2020

Montréal International would like to thank its partners for their financial support: the Government of Canada, the Government of Québec, the *Communauté métropolitaine de Montréal*, the City of Montréal and private companies.

Canada

Québec



Montréal