

So Many Reasons to Launch your Startup in **Greater Montréal**



The world's best economic promotion agency at your service





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A booming startup ecosystem

- Canada is the most attractive country in the world for entrepreneurs according to the OECD
- **30+ incubators and accelerators** helping startups grow to the next level
- **45+ coworking spaces** to host scaling startups
- **More than US\$2.7 B in VC** in Montréal between 2018 and 2020
- **Six of Canada's ten most active VCs** in 2020 are based in Greater Montréal
- **286+ VC deals** in 2019

Source: OECD Indicators of Talent Attractiveness, 2019; "Global Ecosystem Report" 2018; Credo, "Montréal Startup Ecosystem Report", 2016; "Midterm Report" – Smart City, February 2017; Canadian Venture Capital & Private Equity Association, 2018, 2019 and Q3, 2020.

A place where startups scale

The highest funding obtained in 2021 by startups in Greater Montreal:



raised **180 M\$ US** – May 2021 Series D



raised **175 M\$ US** – Aug. 2021 Series G



raised **100 M\$ US** – June 2021 Series C



raised **63 M\$ US** – June 2021 Series B



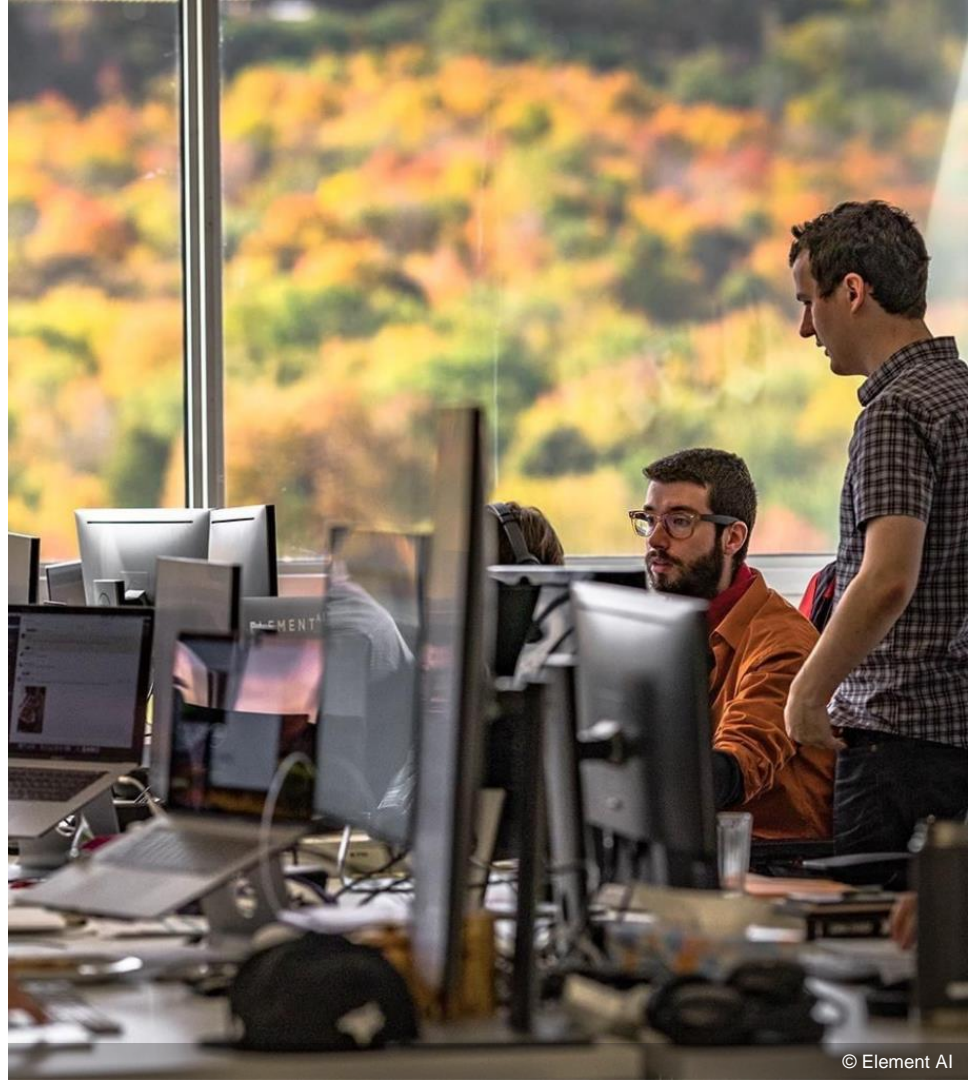
raised **45 M\$ US** – July 2021 Series B



raised **27 M\$ US** – June 2021 Series B



raised **19 M\$ US** – August 2021 Series A



Launch of Bonjour Startup Montréal, positioning the city globally

BONJOUR
STARTUP
MONTREAL



Montréal startup ecosystem at a glance



Some of the leading startups in Montréal

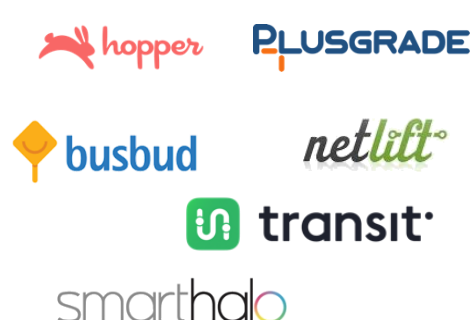
AI



Life Sciences



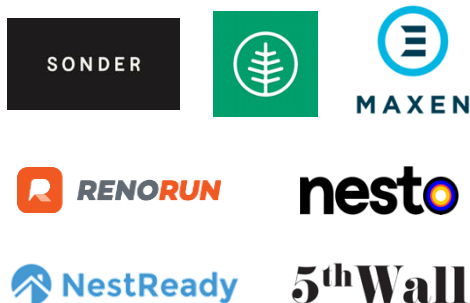
Travel and mobility



Finance



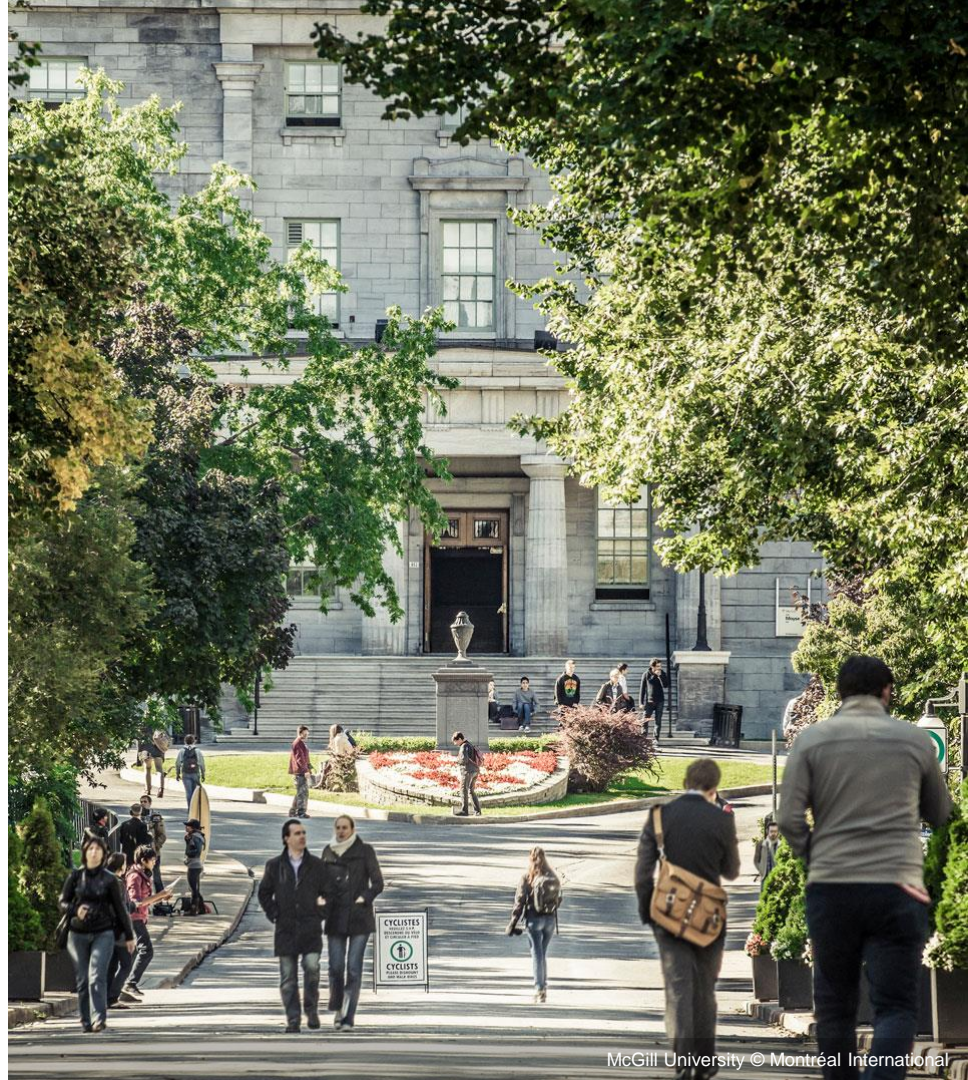
PropTech



Creative Industries



Globally recognized university entrepreneurship centers





Leading generalist incubators and accelerators in Greater Montréal



A major software and IT services player

- **160,000+ IT workers** and **7,000+ companies** in Greater Montréal
- **5th highest concentration of tech jobs** among the largest metropolitan areas in Canada and the U.S
- **The lowest operating costs in Canada and the U.S.** for software development companies
- Advantageous incentives: up to **30% of eligible expenses and salaries** for E-business development and R&D

Sample of major companies located in Greater Montréal

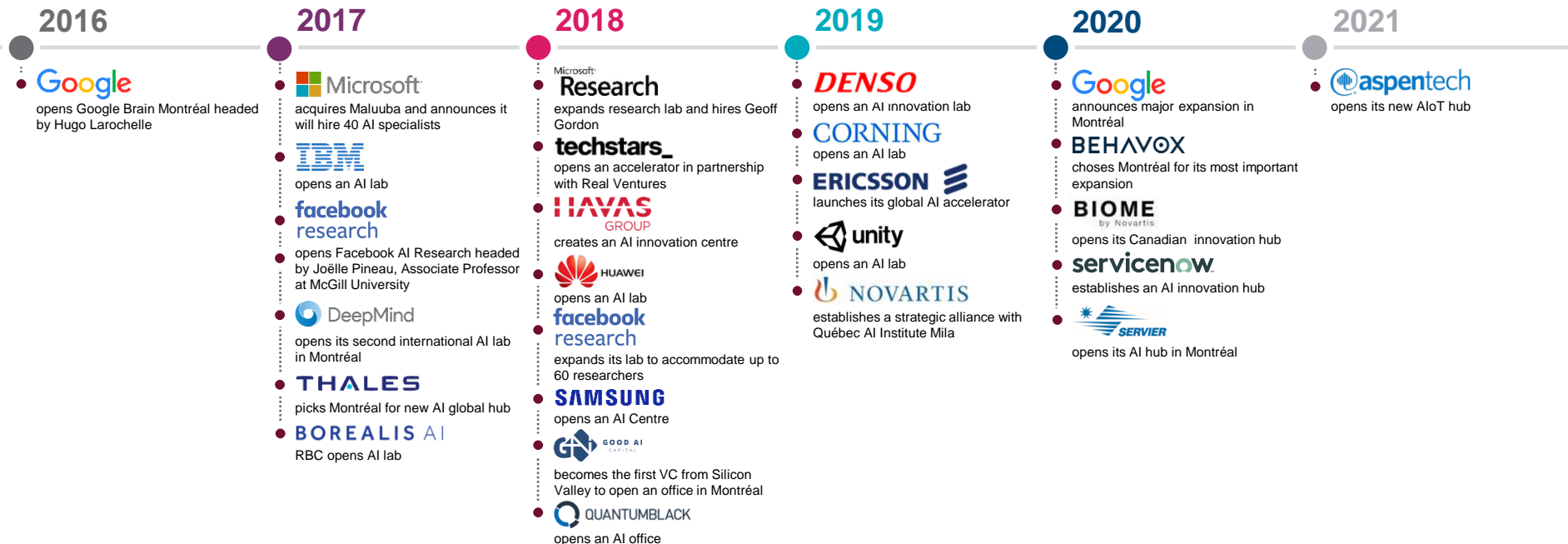


A world-class hub in artificial intelligence

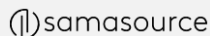
- **\$3+ billion in AI investments** in Greater Montréal since 2016
- The Canadian government chose Montréal as headquarters for **SCALE AI**, Canada's AI supply chain supercluster
- A community of more than 600 researchers and graduate students at Mila - the world's largest academic research lab in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



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



Other foreign companies that have chosen Greater Montreal





A collaborative artificial intelligence sector

Incubators and accelerators



Collaboration and support



Investors



A thriving creative industry



1st

city in Canada and
a world leader in
digital creativity



5th

Largest video
game development
hub in the world



5th

Highest
concentration of
tech jobs among
Canadian and U.S.
metropolitan areas

And several other growing sectors



VR/AR



Data Centres



Cybersecurity

Major companies located in Greater Montréal



A FremantleMedia Company



A creative ecosystem

Incubators and accelerators



Collaboration and support



Investors



A fintech and financial services hub

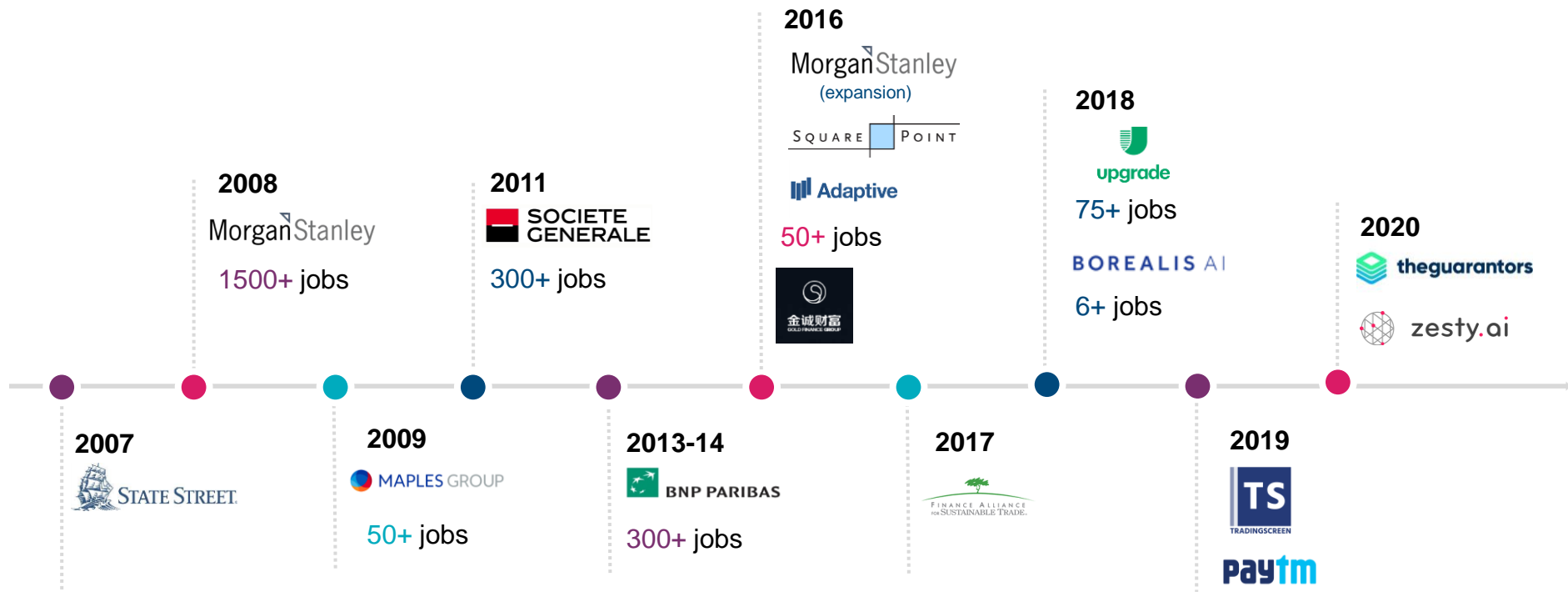
- **110,000+ jobs** and over **3,000 companies**
- **1st in Canada and 3rd in North America for green finance** according to the Global Green Finance Index 2021
- **The world top-ranked centre of AI expertise** for banking and financial services
- **200** leading foreign financial institutions and **50%** of Canadian pension funds and asset managers
- **28% cost advantage** in software development compared to the average of the 20 largest metropolitan areas in Canada and the U.S.
- **Advantageous refundable tax credit:** up to 24% of eligible salaries for international financial centres

Major companies located in Greater Montréal



Montréal has emerged as a key regional platform to support North American activities

Recent key foreign investments in FinTech





An amazing playground for FinTech companies

Incubators and accelerators



Desjardins Lab



Collaboration and support



Investors



PORTAGE

inovia



Life sciences and health technologies: 6th in North America

- **56,000 industry jobs in Québec**
(80% in Greater Montréal)
- **650 companies**
- **Most competitive operating costs in Canada and the U.S.** for bio-pharma, clinical trials, life sciences R&D, and medical devices
- **Internationally-acclaimed fields of expertise:**



Oncology



Cardio-vascular
and metabolic
diseases



Aging



Infectious
diseases



Neuroscience
and mental
health



Cellular therapy
and regenerative
medicine



Precision
medicine



Medical imaging
and cytometry



Big Data
and
AI

Major companies located in Greater Montréal



MERCK



NOVARTIS

Medtronic



GlaxoSmithKline



SANOFI



McKesson



charles river



Med Qualis



LIFE FROM INSIDE



SANDOZ



KEYRUS



abbvie



*Note: Among the 20 biggest cities in Canada and the U.S.

Source: Ministry of Economy, Innovation and Exports, 2017; Montréal Invivo 2017; Statistics Canada, 2019 and Bureau of Labor Statistics (BLS), 2019; fDi Benchmark, 2019.

Flagship programs to accelerate discovery, development and commercialization

Incubators and accelerators



Collaboration and support



Investors



A leader in cleantech and intelligent mobility

- **500+** innovative companies specialized in clean technologies



BIXI is a public bicycle sharing system launched in Montréal in 2009 and owned by PBSC Urban Solutions. Its services are available in 33 cities, with 84,000 bikes and 6,800 stations around the world



Hydro-Québec, **state-owned electricity (99% green and renewable energy)**

Thanks to its **abundant supply of renewable, stable and low-cost hydropower**, Greater Montréal has **one of the lowest electricity prices in North America: 4.04¢ CA/kWh***

Major companies located in Greater Montréal



A supportive ecosystem in cleantech and intelligent mobility

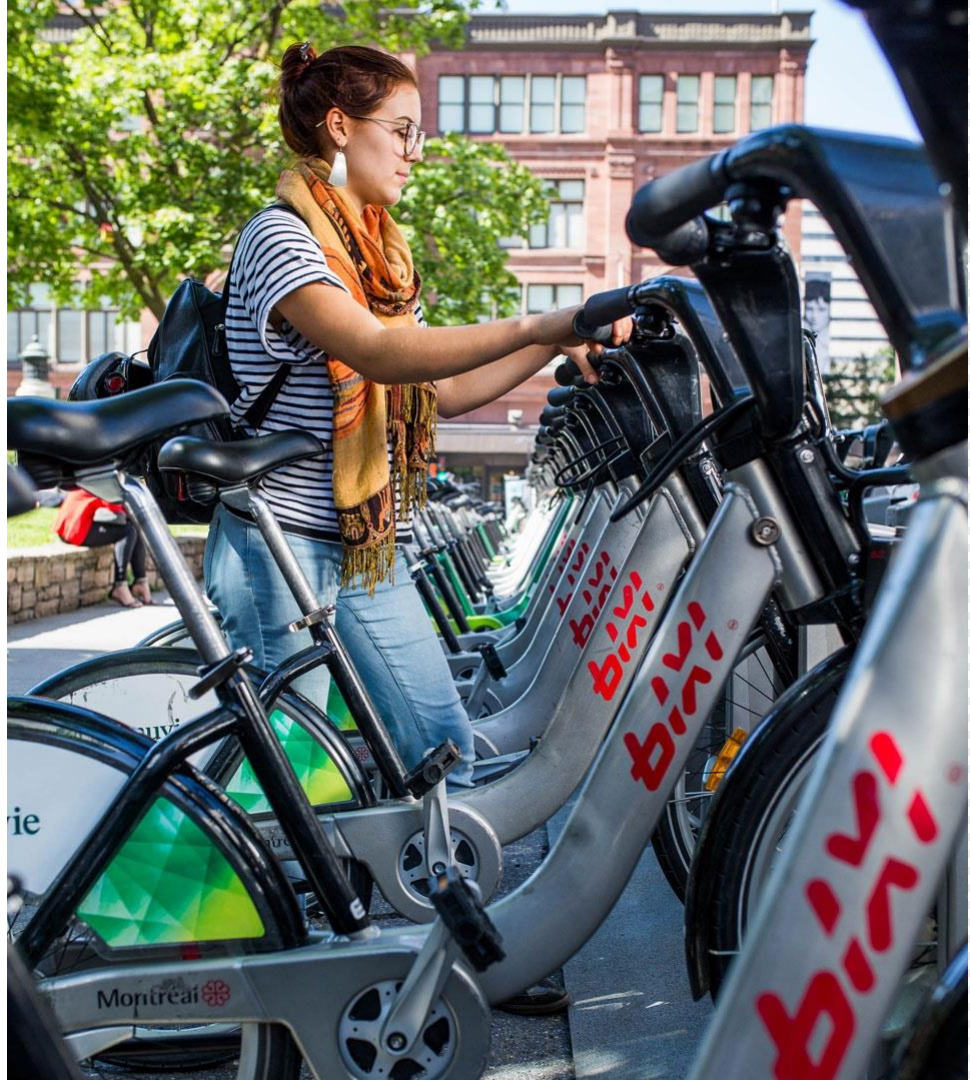
Incubators and accelerators



Collaboration and support



Investors



Major events happening in Montréal



World Summit AI

April 2022

americas.worldsummit.ai



STARTUPFEST™

Startupfest

July 2022

startupfestival.com



C2 Montréal

October 2021

c2montreal.com



Canada FinTech Forum

October 2021

www.forumfintechcanada.com



MOVIN'ON

June 2022

movinonconnect.com



Montréal International

Game Summit

November 2021

Megamigs.com



Effects America

June 2022

effects-events.com



Aéromart Montréal

October 2021

montreal.bciaerospace.com



Montréal's Olympic Stadium © Parc olympique

Globally recognized

Most reputable city in the Americas

Reputation Institute, 2018

Best city in Canada and 6th in the world

Time Out, 2019

Best student city in the Americas tied with Boston

QS Best Student Cities Rankings, 2022

Best city in the Americas for its quality of life

Knight Frank, City Wellbeing Index, 2020

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

UBS Prices and Earnings, 2018

Best Cycling City in North America

Coya, Global Bicycle Cities Index, 2019

Second most walkable city in Canada

Walk Score, 2020

UNESCO City of Design since 2006

Top host city in North America for international association events

Union of International Associations (UIA), 2020

“The reason we’ve been able to attract so much talent to Lightspeed from all over the world is because this is a vibrant city, with several renowned universities and an affordable quality of life. That’s a context that simply doesn’t exist elsewhere [...]. Montréal benefits from first-rate investors, and economic hubs such as New York, Toronto and even Europe, which are very easily accessible. We’re really here to stay.”

– Dax Dasilva, CEO, Lightspeed



“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



“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



“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



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