



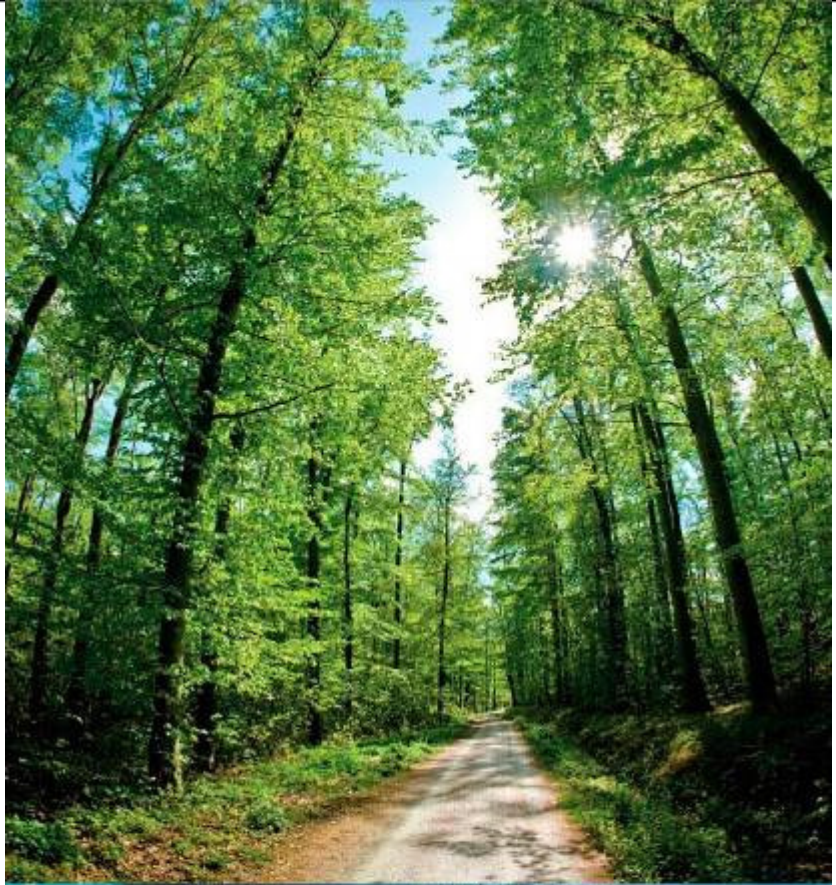
Live and Invest in Québec

QUÉBEC
IMMIGRANT
INVESTORS

www.immigration-quebec.gouv.qc.ca/investors

TOPICS COVERED

- 5 Reasons to Choose Québec
- Overview of Québec
- Quality of Life
- Education and Health Systems
- Advantages of Investing in Québec



5 Reasons to Choose Québec...

1. A vast and welcoming territory;
2. An exceptional quality of life for you and your family;
3. One of the world's best education system for your children;
4. An open, dynamic economy offering numerous business opportunities;
5. An efficient and accessible immigration program designed for you.

Overview of Québec

Geographic Location

- Québec is located in the north-eastern section of North America.
- Its largest city, Montréal, is located close to major urban centres such as New York, Boston, Philadelphia, Toronto, Detroit and Chicago.
- The St. Lawrence, one of the most important rivers in the world, links the Great Lakes with the Atlantic Ocean.



Québec's Land Mass

- Québec is the largest of the 10 Canadian provinces (1.7 million km²).
- Its surface area is equal to that of Iran and is three times that of France.
- Abundance of natural resources.
- More than a million lakes and thousands of rivers.
- Half of its surface area is covered with forests.
- It has a wealth of underground mineral resources.

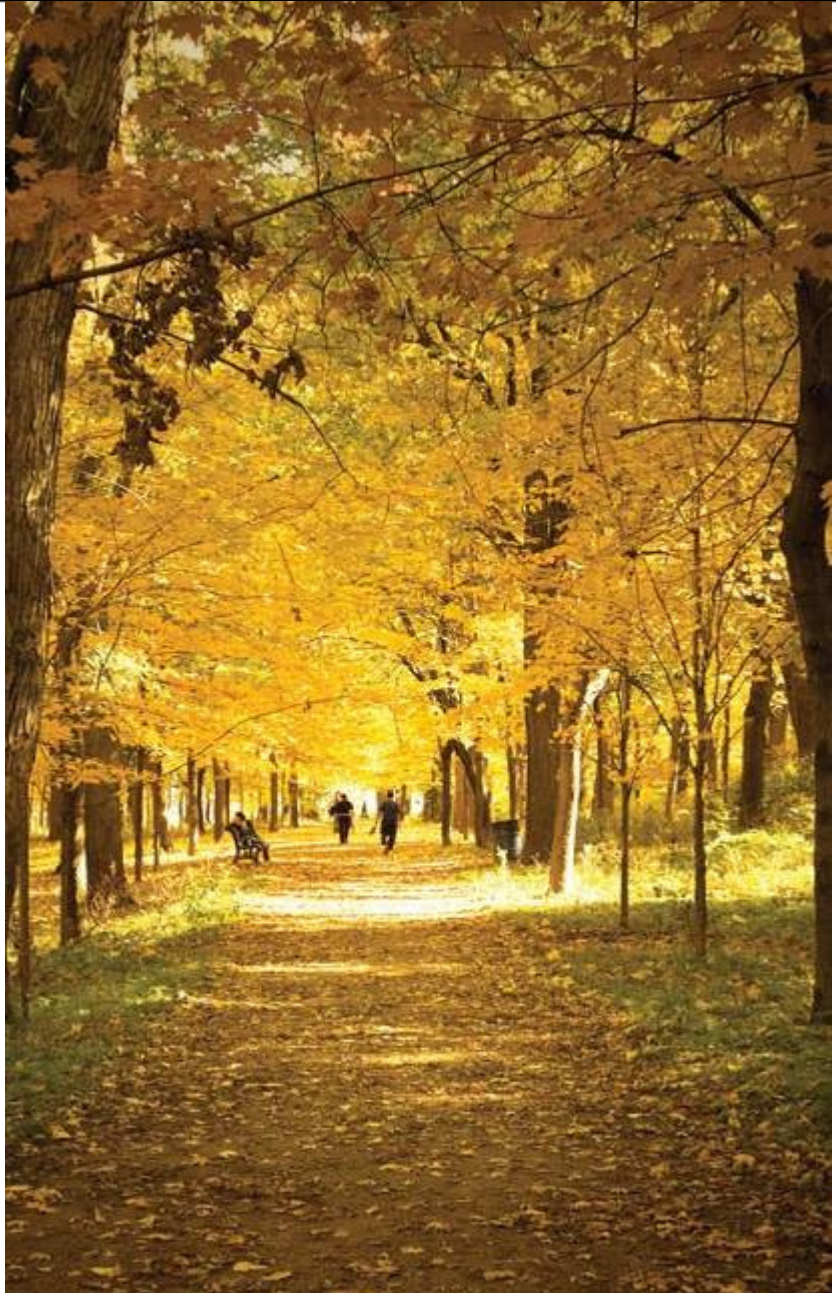


Climate

- The climate is moderate in the south where the majority of the population lives.

Four very different seasons

- **Spring:** the snow melts, the temperature starts to rise;
- **Summer:** a hot period, ideal for outdoor activities;
- **Autumn:** the temperature starts to fall, the leaves change colour, nature changes as winter approaches;
- **Winter:** the coldest period, conducive to winter sports.



Population and its Characteristics

- Québec has 8.4 million inhabitants and is the second most populous province in Canada;
- Its population is comparable to that of Switzerland and Austria;
- The capital of Québec is Québec City;
- Close to 50% of the population lives in the Montréal area;
- 13.7% of Quebecers are natives of another country.



French-Speaking Society

- French is the official language, the language of the State and the usual language of work, education, communications, business and commerce.
- 77.1% of the population speaks French at home, 7.4% English, 13.2% another language and 2.3% two or more languages.



Common Values

- Québec is a free and democratic society;
- The State is secular;
- It is a pluralistic society;
- A society based on the rule of law;
- A society in which men and women are equal.



Quality of Life

Québec

A Location Known
for Its Quality of Life



Many Reasons Explain why Québec is a Place to Have a Good Life

- Very advantageous cost of living
- A safe environment
- A rich and varied culture
- Many facilities for recreation and sports
- A unique culinary tradition in North America

Inter-city indexes of consumer price levels

Combined city average = 100

October 2017

City	Index ¹	Price differential compared to Montréal (%)
Montréal	92	-
Calgary	100	8.7
Ottawa	102	10.9
Vancouver	103	12.0
Toronto	110	19.6

¹ This table shows consumer price differentials prevailing for a selection of commodities and services at the specified point in time. Prices include sales taxes.

Source : Statistics Canada, table 18-10-0003-01, December, 2018

Affordable Housing

Metropolitan area	Average Selling Price of Residential Transactions (\$) ¹ – 2018 ¹	Average Monthly Rent (\$) ² - 2018 ²
Sherbrooke	248,000	642
Gatineau	262,500	805
Québec City	274,000	835
Montréal	388,500	790
Ottawa	414,700	1,270
Calgary	466,500	1,255
Toronto	828,600	1,463
Vancouver	985,000	1,645

¹ Average selling price for existing housing sold through Multiple Listing Service (MLS). Forecasts as of October 5, 2018.

² Two bedroom apartment

Source: Canadian Mortgage and Housing Corporation (CMHC), Housing Market Outlook, Highlights by province, Fall 2018.

Comparison of Two-Storey Single Family Home Prices

City	Median Selling Price (\$) – 2018
Québec	377,796
Montréal	749,795
Toronto	1,268,396
Vancouver	2,195,881

Source: Royal LePage, Survey on Canadian House Prices, 3rd Quarter 2018

Comparison of Condominium Apartment Prices

City	Median Selling Price (\$) – 2018
Québec	245,464
Montréal	393,352
Toronto	561,733
Vancouver	797,861

Source: Royal LePage, Survey on Canadian House Prices, 3rd Quarter 2018

Québec: A Safe Environment

- The homicide rate in Québec is about **5 times lower** than in the United States and **2 times lower** than in Finland.
- Montréal and Québec City are among the safest urban centres in Canada.
- Homicides per 100,000 inhabitants by metropolitan area (2017):
 - **Montréal: 1.11**
 - **Québec City: 1.24**
 - Toronto: 1.47
 - Vancouver : 2.02
 - Edmonton: 3.49



Sources : Statistics Canada, table 35-10-0177-01 and United Nations Office on Drugs and Crime (UNODC)

A Rich and Varied Culture

Internationally acclaimed artists:

- Céline Dion
- Cirque du Soleil
- Orchestre symphonique de Montréal (OSM)
- Denis Villeneuve, Philippe Falardeau, Jean-Marc Vallée and Xavier Dolan are filmmakers who work with the greatest international stars.



A Rich and Diversified Culture

Festivals make public places come alive year-round:

- Montréal International Jazz Festival
- Québec City Summer Festival
- FrancoFolies de Montréal
- Just for Laughs Festival
- Nuits d'Afrique
- World Film Festival
- Mondial des Cultures de Drummondville
- Québec Winter Carnival



Recreation and Sports for Everyone

- 300 golf courses, including many located near large cities;
- 12,000 km of bicycle paths in the cities and countryside;
- 70 ski resorts;
- 4 world-class casinos;
- More than 33,000 km of marked snowmobile trails;
- 27 national parks;
- Discover Québec's attractions with QuébecOriginal (www.quebecoriginal.com).



Cuisine Based on a Way of Life!

- Whether you're interested in gourmet food, world cuisine or simply eating well on the run, the culinary arts are particularly important in Québec.
- “Toqué! is a gem that single-handedly raised the gastronomic expectations of the entire city. A meal here is obligatory for anyone who admires superb food, dazzlingly presented.”

(*The New York Times* review of one of the best restaurants in Montréal.)



Education System

Education: a Major Priority

- Quebec devotes 6.5% of its GDP on education;
- That rate is higher than the average for OECD countries;
- The unemployment rate for people graduating from universities in Québec is low, i.e., 4.6% (in 2017).

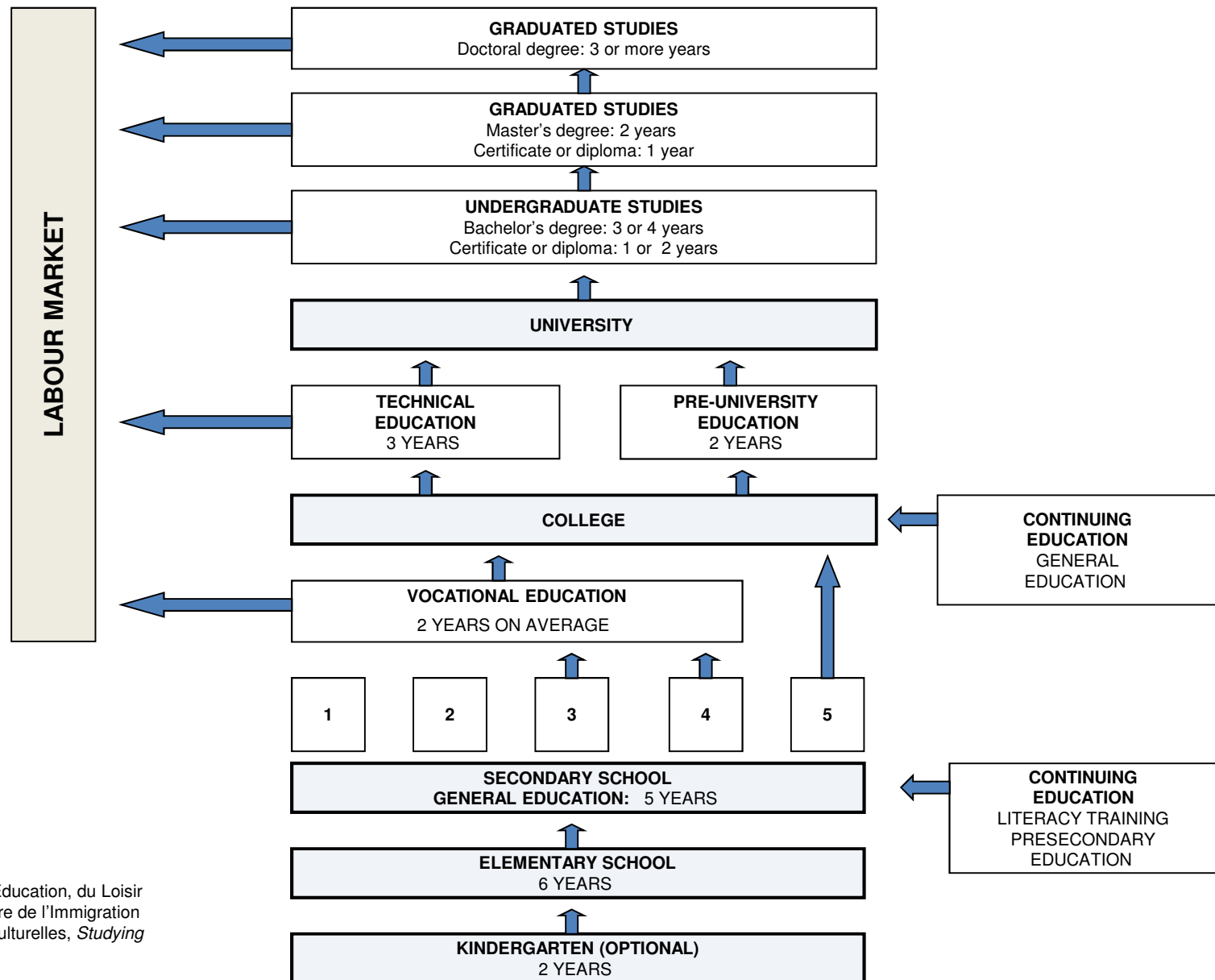


Education in Québec

- Network of institutions that are
 - Public and private
 - French-language and English-language
- Four levels of education
 - Elementary (including preschool)
 - Secondary
 - College
 - University
- School attendance is compulsory from age 6
- The public system is free at the elementary, secondary and college levels



QUÉBEC'S EDUCATION SYSTEM



Source: Ministère de l'Éducation, du Loisir et du Sport and Ministère de l'Immigration et des Communautés culturelles, *Studying in Québec*, 2008.

Language of Education

- The children of immigrants who choose public school, must attend a French-language school until the end of their secondary studies.
- At the college and university levels, students may attend a French-language or English-language institution.



Well-Established Network of Universities

List of university establishments in Québec

French-language	Université de Montréal
	Université Laval
	Université de Sherbrooke
	Université du Québec and its 10 establishments
	HEC Montréal
	École Polytechnique de Montréal
English-language	McGill University
	Concordia University
	Bishop's University

World-Renowned Universities

- **McGill:** 33rd best university in the world (QS World University Rankings 2019)
- **HEC Montréal:** 11th best EMBA in the world. (CEO Magazine, 2017)
- **Université de Montréal:** 34th best university worldwide in computer science (Times Higher Education World University Rankings 2019)
- **Montréal, the best university city in the Americas and fourth in the world** (*QS Best Student Cities in the World 2018 Ranking*)



Cost of Tuition in Québec—Among the lowest in Canada

Tuition Fees for Undergraduate Students¹

Comparison of Tuition Fees in Québec and elsewhere in Canada

Business Administration Program (2018-2019)

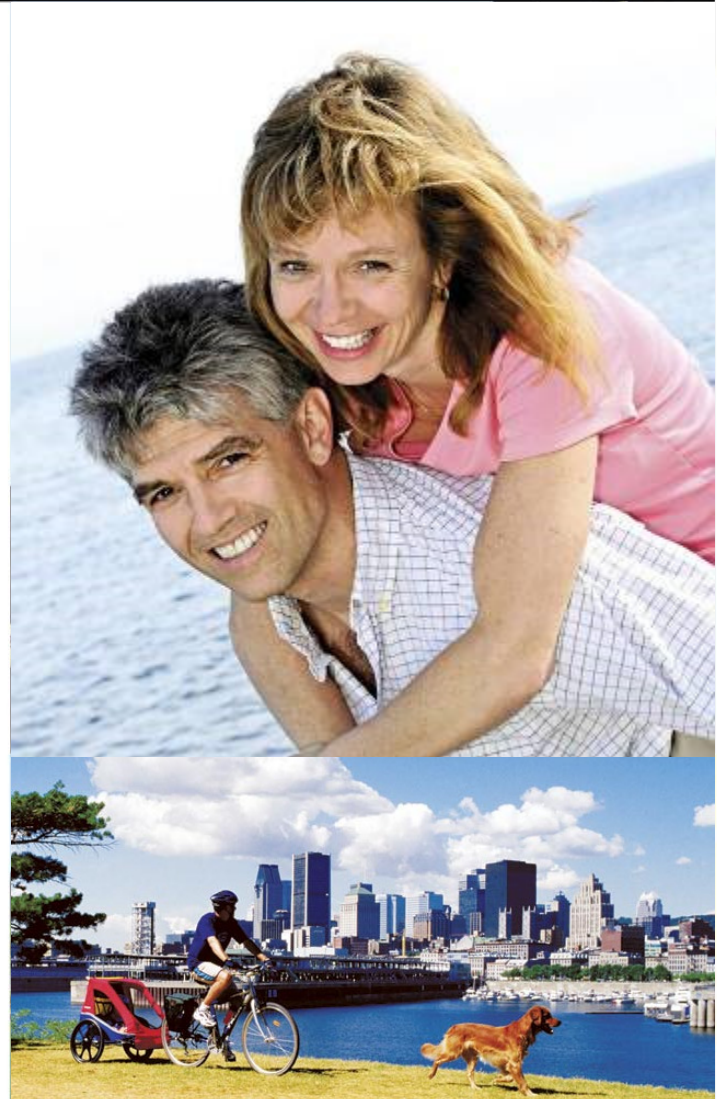
University	Residents (\$/year)	Foreign Students (\$/year)
HEC Montréal (Québec)	3,855	27,035
McGill University (Québec)	4,386	48,143
University of British Columbia	9,021	49,609
University of Toronto	16,658	57,242

¹ Tuition and other required fees
Sources : Universities web sites

Health System

Health

- The life expectancy rate of Quebecers ranks among the highest in the world (Institut de la statistique du Québec);
- New hospital centres, such as the CHUM (Centre hospitalier de l'Université de Montréal) and the MUHC (the McGill University Health Centre), with advanced technologies and highly qualified medical personnel.



A Universal System Administered by the State

- Free medical and hospital services
 - Newcomers are generally entitled to health insurance after a three-month waiting period;
- Drug insurance for all residents (public or private plan);
- Public insurance plan for workers in the event of an occupational accident or industrial disease;
- Public automobile insurance plan that protects all Québec residents :
 - in the event of injuries sustained in an automobile accident anywhere in the world, regardless of who is at fault.

Advantages of Investing in Québec

A Modern, Innovative and
Diversified Economy...



A World-Class Economy

- Gross domestic product (GDP) of \$417 billion (2017), representing 20% of the Canadian economy;
- GDP per capita of \$50,276 in 2017, up 4.1% from 2016;
- Focused on the services sector, which accounts for 72% of GDP;
- Manufacturing accounting for 90% of exports of goods and 58% of R & D spending;
- Hydroelectric grid among the most reliable in the world;
- Qualified, well-educated and multilingual workforce.



Key Sectors of Québec's Economy

Aerospace

- Montréal is considered one of the major world centres for aeronautics, on the same level as Seattle and Toulouse.
- The city is home to large prime contractors such as Bombardier Aerospace, Bell Helicopter Textron, CAE, Pratt & Whitney Canada.

Information Technologies and Multimedia

- CGI Group, Dassault Systèmes, IBM and Fujitsu chose to locate operations in Québec as well as Ubisoft, one of the world's leading designers and publishers of video games.
- Montréal is a major global hub for artificial intelligence research (Google, Microsoft, Facebook...)



Key Sectors of Québec's Economy (cont'd)

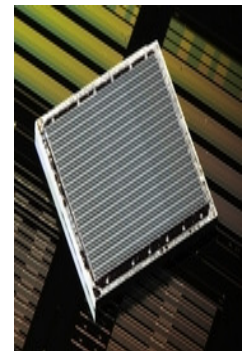
Telecommunications

- Dynamic industry based on innovation.
- Québec boasts a number of large corporations, including:
 - Bell Enterprises, Rogers, Cogeco, Telus, Vidéotron, Ericsson (research centre in Montréal).



Microelectronics

- Growing industry with approximately one hundred companies active in a variety of fields: semiconductors, designing circuits, manufacturing and assembling electronic components.
- Industry-leading companies including:
 - IBM (assembling and testing chips), Matrox (imaging solutions), Teledyne Dalsa (semiconductors manufacturing).



Key Sectors of Québec's Economy (cont'd)

Life Sciences

- Québec is a major North American centre for drugs manufacturing and medical research.
- Major international discoveries such as 3TC/Epivir, the first effective treatment for HIV and SINGULAIR, used for the treatment of chronic asthma.
- Many world leaders have operations in Québec, including Merck, GlaxoSmithKline, Galderma, Pfizer, etc.



Key Sectors of Québec's Economy (cont'd)

Ground Transportation Equipment

- This sector includes 650 businesses that employ more than 31,000 people.
- Presence of world leaders, such as Bombardier Transportation, Bombardier Recreational Products, Nova Bus, Paccar, Prévost Car.
- Several research centres in transportation electrification.



Agri-food

- High-quality raw materials and exports of products all over the world (\$8.7 billion in 2017).
- Presence of multinationals like Barry Callebaut, Danone, Frito Lay, Kraft, Parmalat and Saputo.



Key Sectors of Québec's Economy (cont'd)

Metallurgy

- Aluminum, steel and cast iron, copper, zinc and ferroalloys are the main metals processed in Quebec.
- Québec is the world's fourth-largest producer of primary aluminum.
- Presence of multinational companies : Alcoa, Aluminerie Alouette, ArcelorMittal, GlencoreXstrata, Rio Tinto Aluminium.



Optics-Photonics

- Many centres of expertise like the National Optics Institute (INO).
- World leaders such as EXFO, ABB, TeraXion and MPB Communications chose to locate operations in Québec.



Key Sectors of Québec's Economy (cont'd)

Construction

- \$47 billion in capital investments in 2017 or 12% of Québec's GDP.
- The industry boasts a number of internationally renowned engineering consulting firms, important architectural firms, building materials manufacturers and distributors together with general and specialized contractors.
- Several research centres and various fields of expertise such as construction of hydroelectric dams and prefabricated buildings.



Key Sectors of Québec's Economy (cont'd)

Environment

- Québec has very high standards of environmental protection and has made sustainable development a model for its industries.
- Vast expertise in the processing of pollutant releases, and the production of renewable energies such as hydroelectricity and wind energy.
- A leader in the field of new clean technologies.



Abundance of Natural Resources

■ Mining Resources

- Québec is an important producer of iron, zinc, nickel, silver, gold and copper.
- International companies: Goldcorp (gold), Tata Steel (iron), Jilin Jien Nickel Industry (nickel).



■ Forest Resources

- Québec : 20% of Canada's forests and 2% of the world's forests.
- Québec accounts for more than half of Canadian newsprint production and Canada is the world's largest producer.



■ Water Resources

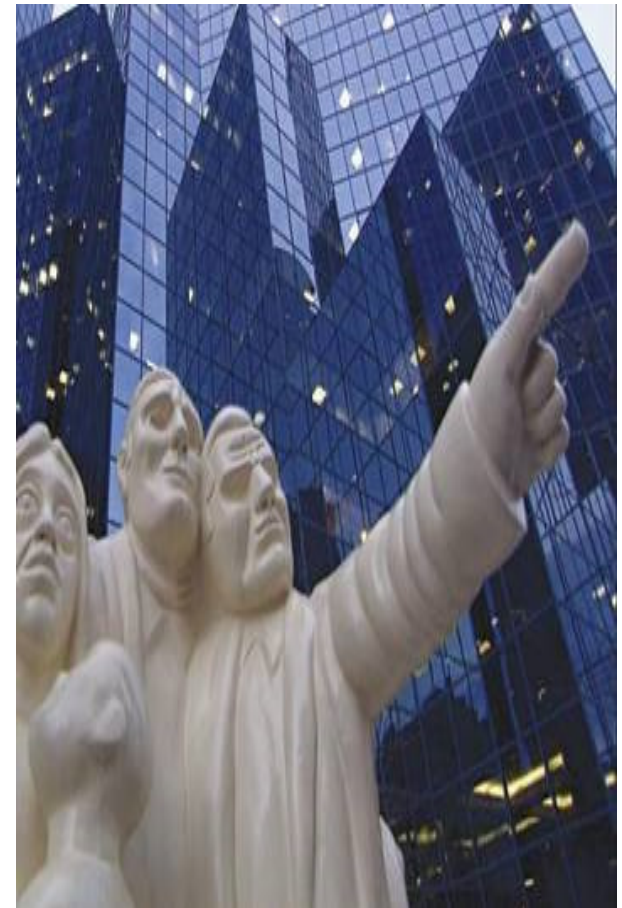
- One of the largest reserves of fresh water on earth.
- Production of electricity sold at rates among the lowest in North America.



An Economy Open to Foreign Markets

Destination of international exports of goods in 2017

Country	Value (\$ millions)	Share of total exports (%)
United States	60,146	70.5
China	2,856	3.3
Mexico	1,755	2.1
France	1,691	2.0
Japan	1,363	1.6
United Kingdom	1,340	1.6
Germany	1,317	1.5
Switzerland	1,064	1.3
Netherlands	1,041	1.2
Spain	1,001	1.2
Other countries	11,703	13.7
Total	85,276	100.0



An Economy Open to Foreign Markets

Main products exported from Québec in 2017

Products	Value (\$ millions)	Share of total exports (%)
Airplanes and other aircraft	7,073.2	8.3
Raw aluminum	6,576.7	7.7
Turbojets and turbopropellers	4,289.9	5.0
Iron ore and concentrates	2,376.8	2.8
Refined petroleum oil	1,909.8	2.2
Lumber	1,734.2	2.0
Refined copper and copper alloys	1,656.3	1.9
Trucks for the transport of goods	1,507.4	1.8
Pork meat	1,407.9	1.6
Newsprint	1,287.6	1.5
Other products	55,456.4	65.0
Total	85,276.2	100.0

Source: Institut de la statistique du Québec, December 19th 2018

An Economy Open to Foreign Markets

Origin of international imports of goods in 2017

Country	Value (\$ millions)	Share of total imports (%)
United States	31,671	34.5
China	11,719	12.8
Mexico	4,759	5.2
Germany	4,595	5.0
United Kingdom	3,576	3.9
France	2,772	3.0
Brazil	2,563	2.8
Italy	2,522	2.7
Japan	2,263	2.5
Netherlands	2,131	2.3
Other countries	23,192	25.3
Total	91,763	100.0

Source: Institut de la statistique du Québec, December 19th 2018

A Leading-Edge Transportation Network

- Québec has three international airports (Montréal-Trudeau, Montréal-Mirabel and Québec City) and 82 regional airports.
- Landing charges at Montréal-Mirabel airport for all-cargo flights are, on average, 75% to 85% lower than in New York, Boston or Toronto.
- The Montréal port is the largest container port in all of eastern Canada and operates non-stop all year long.
- Competitive trucking rates and efficient cross-border traffic.
- A rail system linking all regions of Canada and the United States.



For Companies: Operating Costs¹ Among the Most Advantageous

- Affordable labor costs
- Electricity rates among the world's lowest
- Reasonably priced rents
- Competitive tax rates
- Montréal takes top spot as most cost-competitive city among North American metropolises
- Québec City region ranks 1st worldwide among metropolitan areas of comparable size in mature markets

¹ Annual operating costs include labor, facility leasing, transportation, utilities, cost of capital as well as taxes and income taxes

Source: KPMG's Guide to International Business Location Costs, 2016 Edition

Space Leasing is Cheaper

Space Rental Cost (\$ per square metre/year) – 2018

Metropolitan area	Industrial Building ¹	Office ²
Montréal	62.22	183.96
Toronto	68.57	336.91
Vancouver	120.45	375.23

¹ Net rental cost, excluding property taxes and operation costs.

² Net rental cost in downtown.

Source : Colliers International, Market Reports, Q3 2018

Tax Rates Among the Lowest in Canada

Comparison of Corporate Tax Rates – 2018 Effective Tax Rate¹ (%)

Ontario	26.5
Québec	26.7
Alberta	27.0
British Columbia	27.0
New Brunswick	29.0
Nova Scotia	31.0

¹ Combined tax rate of the federal government and that of the province.

Source: Investissement Québec and Raymond Chabot Grant Thornton, 2018

Business Opportunities for Immigrant Investors

Taking Over a Québec Business

- New entrepreneurs are not enough to replace business owners who are retiring;
- There are businesses to take over in various sectors of the economy;
- A good opportunity for immigrant investors to seize an interesting challenge without having to start from scratch.

For your business projects,
Investissement Québec can help you:

- With financing programs;
- Benefit from competitive fiscal incentives;
- Acquire sound industry intelligence;
- Forge productive strategic alliances with local and international partners;
- Find the ideal site that suits your exact needs.

What Québec offers you—for your family and your investment projects:

- An exceptional quality of life that combines North American efficiency with European charm
- A safe place to raise a family
- Affordable housing, an education system with high standards and free universal health care
- Prime access to a vast North American free trade zone
- Low operating costs for businesses
- Educated and talented labour
- An innovative economy with a growing high-technology sector
- Government support for your business projects



THANK YOU FOR YOUR ATTENTION

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For your investment projects: www.investquebec.com
For questions about immigration: www.immigration-quebec.gouv.qc.ca/investors

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