

Japanese  
companies are  
heading to Montréal

Mural painting of Leonard Cohen @ Henry MacDonald

# A strong and growing metropolis strategically located in North America



## Population

- 4.2 million residents
- 23% of foreign-born population (34% for the city of Montréal)



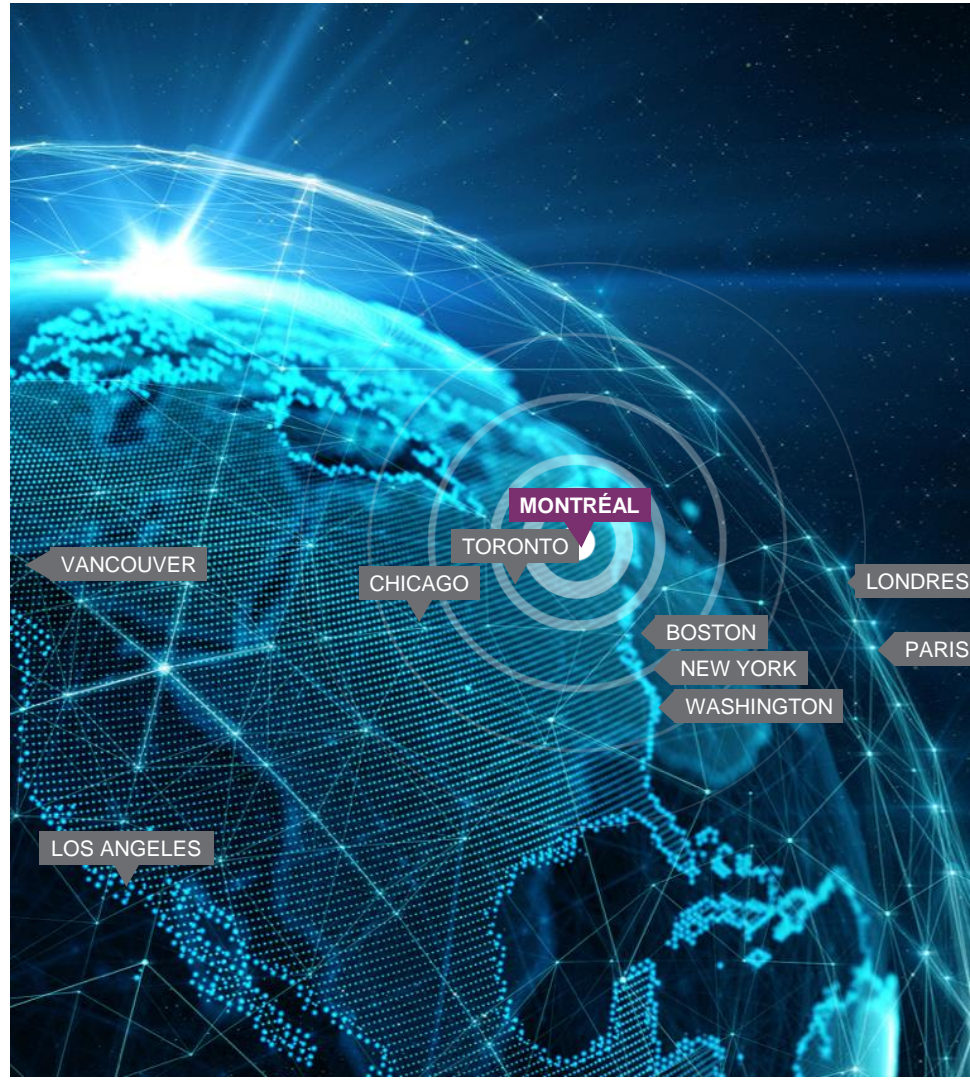
## Economy

- **Best economic growth in Canada in 2018:** +3.6% in its GDP
- **Unemployment rate** (2018): 6.1%
- **\$2.5 billion in foreign direct investment** in 2018 accompanied by Montréal International



## Location

- 82 municipalities, 1 metropolitan area
- **A 90-minute** flight from Boston and New York City
- Less than a **one-hour** drive to the U.S. border
- **Daily direct flight Montreal/Tokyo since June 2018!**



# A world leader in high value-added sectors

Sample of nearly 80 Japanese companies located in Greater Montréal



1<sup>st</sup>

concentration of deep learning researchers in the world



1<sup>st</sup>

in Canada and a world leader in VFX & animation



5<sup>th</sup>

video game development hub in the world



2<sup>nd</sup>

largest aerospace hub in North America



6<sup>th</sup>

largest life sciences and health technologies hub in North America



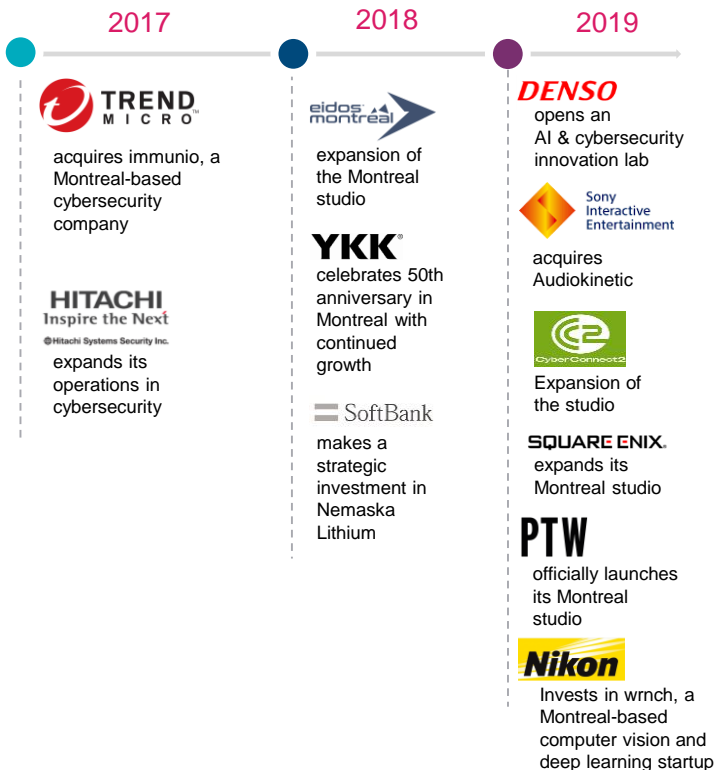
5<sup>th</sup>

highest tech jobs concentration among the largest metropolitan areas in Canada & U.S.



# Growing interest from Japan for Montreal

## Investments



## Examples of companies doing R&D collaboration with institutions



**Panasonic**



**HITACHI**  
Inspire the Next



# A booming startup ecosystem

- One of the top startup ecosystems in the world
- \$861 million in VC financing in Montréal in 2018 (+29%)
- **+30 incubators/accelerators**  
– and counting!
- **+45 coworking spaces**



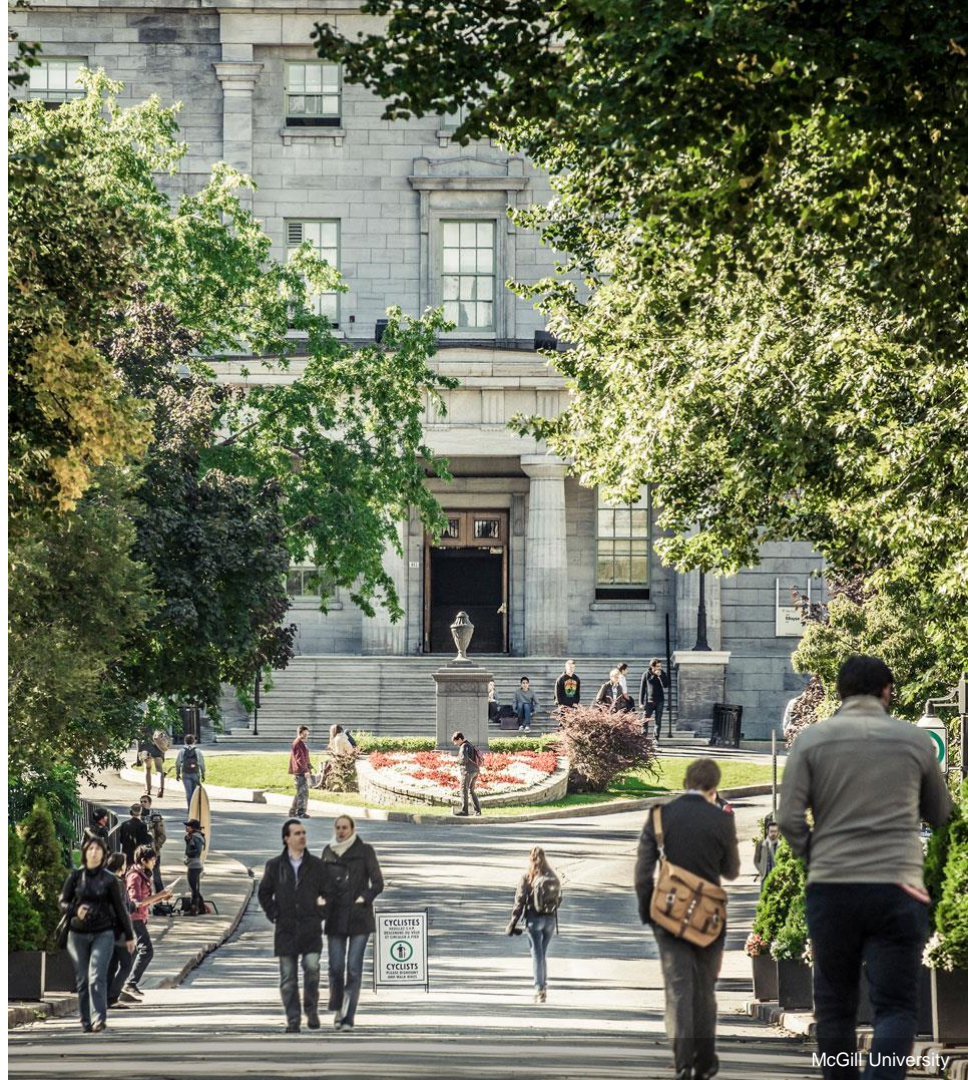
Source: "Global Ecosystem Report" 2018; "Montréal Startup Ecosystem Report", Credo, 2016; "Midterm Report" – Smart City, February 2017; Canadian Report "Money Tree", PwC Canada | CB Insights, 2019.

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

- **Canada's university capital:** 11 university institutions and 60 colleges
- **320,000 post-secondary students**, including **201,000 university students** and **35,500 international university students**
- **More than \$1 billion in funding dedicated to university research**
- **Best student city in the Americas:**



1	Montréal
2	Boston
3	Toronto
4	Vancouver
5	New York



Source: QS Best Student Cities in the World, 2018; Ministère de l'Éducation, du Loisir et du Sport du Québec, 2016; Research Infosource Inc., 2018.



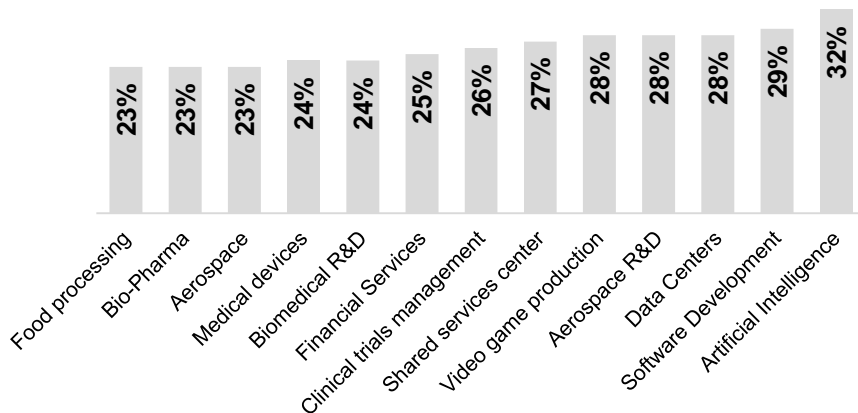
## The metropolitan area with the most bilingual and trilingual population in Canada

- **2.5 million residents speak English**, that's 9% more than in Vancouver
- **55% of the population is bilingual** (English and French), 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

# Very attractive operating costs for many industries

- **1<sup>st</sup> place ranking:** The most competitive operating costs compared to any other major metropolitan area in Canada and the U.S. (2019)
- **More than 26% cost advantage** on average for high-tech sectors:

Greater Montréal's cost advantage compared to the average of the 20 largest metropolitan areas in Canada and the U.S., 2019



# An easy access to highly advantageous incentives

## Major projects and innovations

Grants, interest-free loans and other support available, such as competitive electricity rates of **CA\$3.98/kWh** for large power\*

## Labour development

Grants such as:

- **25% of costs** to implement training programs
- **50% of costs** to create a HR department



## Sector tax credits

Such as:

- **Up to 38%** for film and video production
- **Up to 37.5%** for multimedia production
- **Up to 30%** for e-business development
- **24%** for international financial centres

## Research and development

- **Up to 30%** tax credit on R&D
- **Tax holiday** for foreign researchers and experts

Note:

\* Rate LG: large power with minimum billing demand of 5,000 kW, transmission and distribution included, for 120-kV supply with 95% load factor, and including the Economic Development Rate reduction (if eligible).

# 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 missions**

# Foreign workers immigration assistance

We also provide strategic support to businesses and our partners to make the immigration process easier to understand :

- Provide **advice from immigration experts** on how to obtain official temporary stay documents for foreign workers and their families
- Organize **information sessions on temporary immigration procedures** and compliance requirements for employers
- Organize **information sessions on permanent residency** process for employees
- **Assist the spouses of foreign workers** in making a smooth transition into the workforce



# International skilled workers and students recruitment assistance

With our partners, we organize **recruiting missions** in Europe, the United States, Latin America and the Maghreb to promote Greater Montréal as a great place to live and work for skilled, experienced workers. Join one of our missions and take advantage of our **affordable turnkey services**:

- Post and promote job offers
- Handle **logistics** throughout the mission
- Promote Greater Montréal's assets to candidates
- Offer **information sessions** regarding the immigration process:
  - Give employers an insight into the temporary residency
  - Give information to recruited candidates about permanent residency

**I choose Montréal**, developed in partnership with the *Ministère de l'Immigration, de la Diversité et de l'Inclusion du Québec*, is geared toward international students planning to settle in Greater Montréal after graduation.

The program aims to better equip students, in part by facilitating their access to the job market. Take advantage of our tailor-made services to make the most of an **untapped pool of over 35,000 highly educated, multilingual Québec graduates**:

- Organize **recruiting, networking and information events**
- **Advertise job offers** on digital platforms on an ongoing basis
- **Network with educational institutions and their departments** (e.g., international student office, career services, faculties)



## Contact us



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