



Investissement Québec

Investissement Québec

Your partner of choice, your key to growth



**Over
1,000 employees**



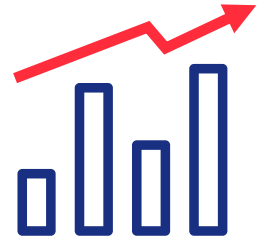
**24 places of business
in Québec's
17 administrative
regions**



**Over 30 offices in
6 Canadian cities and
19 countries**

Our mission

- Play an active role in Québec's economic development
- Spur innovation and the growth of local and international investment
- Support business creation and development



Strategic orientations

Enhance businesses' competitiveness through innovation and productivity

1

5 Move the organization forward

4

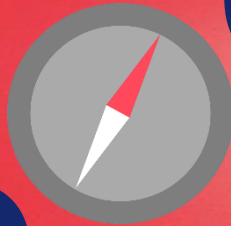
Complement our partners' services by filling the main gaps in the capital chain

2

Increase exports, business internationalization and market diversification

3

Attract more foreign investment and talent



A significant contribution to Québec's economic development

Review of the year 2021–22

Over
4,600

strategic, technological
and export-assistance
services rendered

\$4.9B

in financial commitments in
support of projects with a total
value of **\$16.6B**

- **\$2.0 billion**
in own-equity financing
- **\$2.9 billion**
as a mandatary of the Québec
government

Portfolio under
management: close to

\$15B

Our clientele is wide-ranging and highly diversified



**Businesses of all sizes
with operations in
Québec**



**Cooperatives
and social economy
enterprises**



**Québec-based
subsidiaries of foreign
companies**

Services and programs tailored to a wide range of industries

Business solutions designed to meet your needs



Financement

- Prêts et garanties de prêt
- Investissements en capitaux propres : capital de risque, capital de développement et fonds d'investissement



Conseil d'affaires

- Meilleures pratiques et maillage d'affaires
- Alignement stratégique de projets
- Bilan et plan d'amélioration
- Aides financières non-remboursables



International

- Soutien à l'exportation
- Attraction d'investissements et de talents étrangers



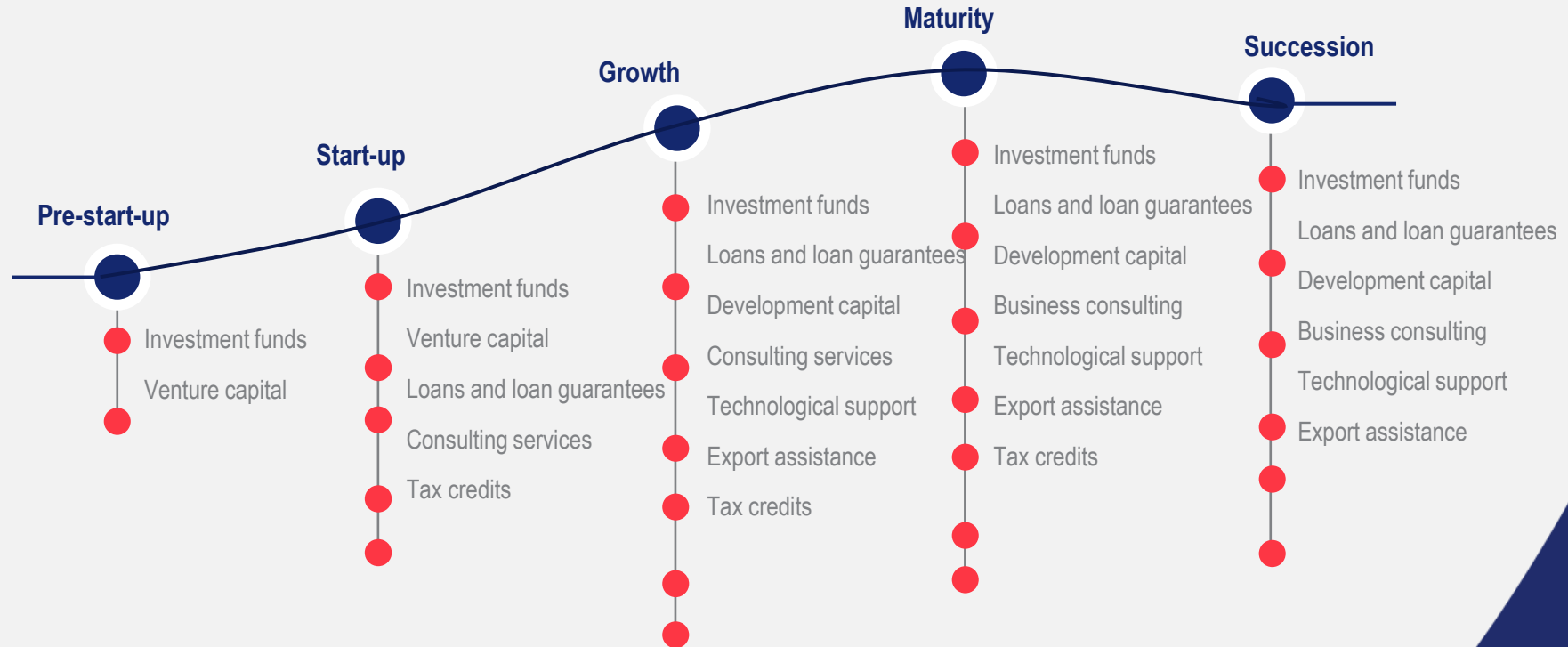
Accompagnement technologique

- Automatisation et robotisation
- Transformation numérique
- Performance environnementale industrielle
- Appui au développement de produits innovants et conformes

Financing



Support for every stage of growth



Financing and investment solutions

A wide array of financing and investment solutions

**Term loans, loan guarantees, share capital,
quasi-equity and venture capital**

Provided through

Investissement Québec's own equity
and mandatory programs*

Productivité

**Innovation
et R-D**

Exportation

**Relève et
transfert
d'entreprise**

**Fonds de
roulement
pour
croissance**

*Non-refundable assistance can be provided through certain programs, in accordance with program terms.

Financing and terms

Loans at competitive rates	Loans in partnership with other lenders
Loan guarantees	Quasi-equity financing

- Minimum financing: \$50,000
- Can cover up to 100% of project costs
- Short- or long-term financing (up to 25 years)
- Capital repayment can be deferred (for up to 24 months)
- Loan guarantees with variable terms, depending on business specifics
- Securities may be required

Financing of refundable tax credits

**Loan at a
competitive rate**

Loan guarantee

- Minimum financing: \$50,000 for SR&ED tax credits, and \$20,000 for others
- Can cover up to 100% of refundable tax credits
- Maximum financing term: 18 months
- Capital repayments deducted directly from tax credit payments
- Loan guarantees with variable terms, depending on business specifics
- Securities may be required

**Ministère des
Finances**

CREATION



**Investissement
Québec**

AUTHORIZATION AND
FINANCING



**Revenu
Québec**

PAYMENT

Collective entrepreneurship

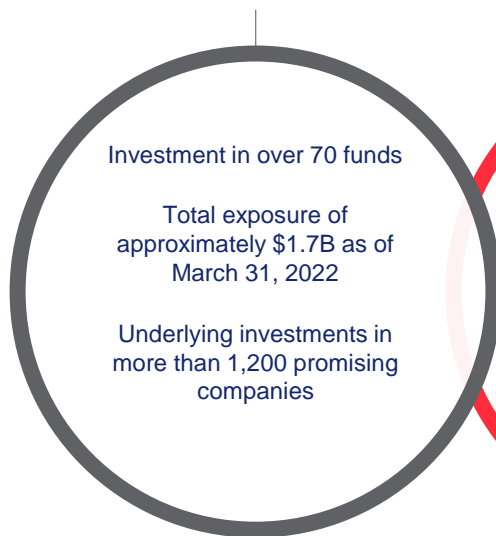
Cooperatives, non-profit organizations and social economy enterprises

- Loans and loan guarantees
- Business consulting
- Government programs
- Technological support in conjunction with Investissement Québec - CRIQ

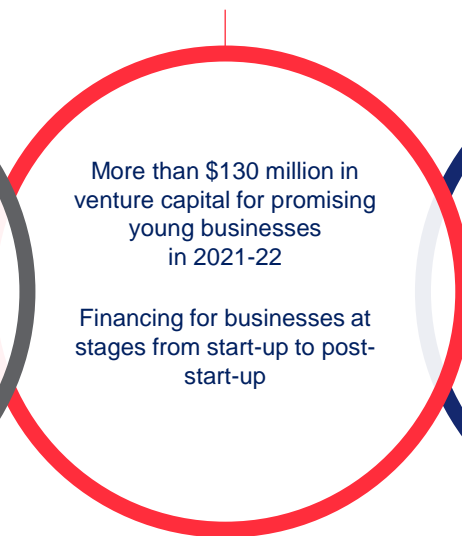


Specialized solutions

Investment funds



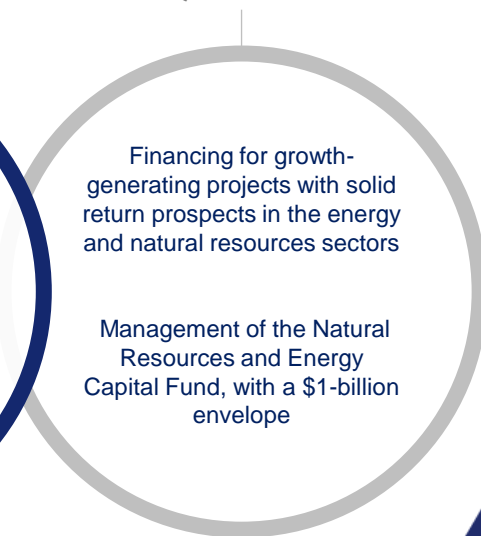
Venture capital



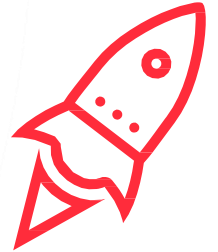
Development capital



Ressources Québec



Investment funds



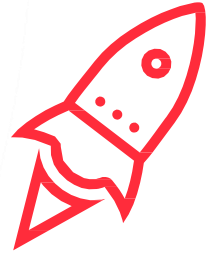
Investment in more than 70 funds

- Total exposure of roughly \$1.7 billion as of March 31, 2021
- Underlying investments in more than 1,200 promising businesses

Portfolio diversified across industries and growth stages

- Technology, life sciences, manufacturing and cleantech
- Venture capital: seed, start-up and post-start-up phases
- Development capital: business growth, acquisition and transfer (FTEQ) stages

Venture capital



Over \$130 million in venture capital for promising young businesses as of March 31, 2021

Financing for businesses at stages from start-up to post-start-up

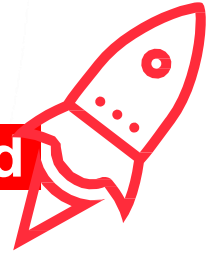
- Commercialization of innovative technological solutions
- Equity investment in the form of share capital

Priority industries:

- ICT, life sciences (other than biotech), innovative manufacturing, green technologies and other innovative industries
- Investment in the form of preferred shares (Min.: \approx \$1 million for equity investments of at least 5% and no more than 20%)



Development capital



Financing for businesses in the growth, maturity and succession stages

- Ensure the future of profitable Québec-based businesses in complementarity with other market stakeholders

Priority industries:

- Agri-food, aerospace, transportation, manufacturing, IT and multimedia
- Equity investment or combination of financing solutions
- Investment in the form of quasi-equity or share capital
- Equity investment of \$10 million or more



Ressources Québec



- Gateway for businesses that want to invest in the natural resources, energy and forestry industries
- Wide range of financial instruments
- \$10M to \$100M+
- Strategic and financial partner that promotes growth-generating projects for the Québec economy
- Manages the Natural Resources and Energy Capital Fund, with a \$1-billion envelope

Business Consulting



Our business consulting services

- Plan and manage your business strategy
- Manage your growth
- Plan your investments
- Boost your sales
- Optimize your operations
- Plan your digital transformation

We're here to help you achieve your business objectives and carry out your projects.



Our business consulting services

- Business intelligence and best practices
- Business networking
- Strategic project alignment
- Evaluation and improvement plan
- Assistance in selecting and capitalizing on non-refundable financial assistance programs

We refer you to available opportunities and the right partners in the field for your projects.

We put you in touch with the most useful partners in our network.

We help you structure your projects and plan their execution.

We will review your business processes with you, suggest priority actions and offer assistance with their implementation.

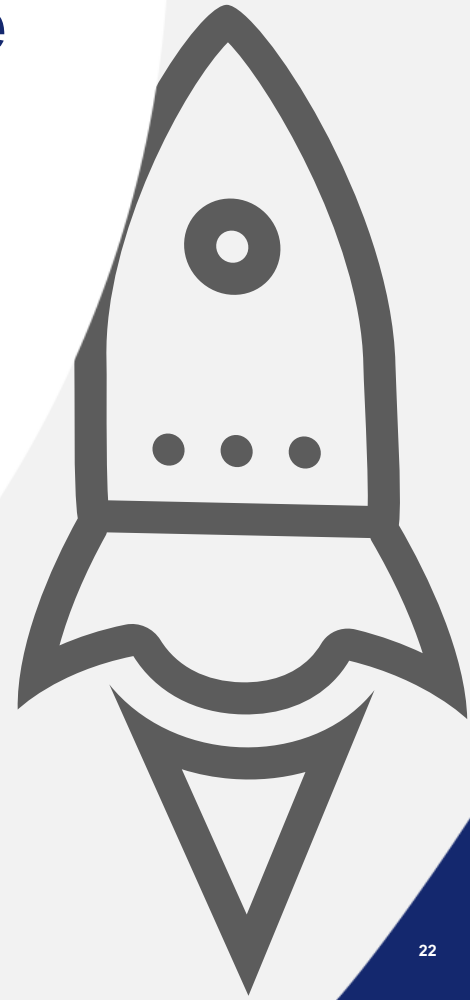
We provide financial assistance to expedite the execution of your projects.

Non-refundable financial assistance

A few of our available programs

- Innovation program: development and commercialization
- Programme de soutien à la commercialisation et à l'exportation
Commercialization and export support program
- Programme ESSOR – Appui à la concrétisation de projets d'investissement (volet 1)
ESSOR program – Support for investment projects (Component 1)

* Other programs geared to specific needs are available.



Technological support

Spurring innovation
and generating transformation

**We are the
gateway for
businesses with
innovation and
technological
transformation
projects.**



**Industrial
innovation is our
field.**

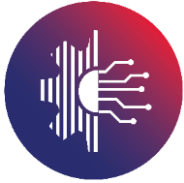
**Technological
support is our
business.**



A team that understands business challenges



Boosting **productivity**



Carrying out the **digital transformation**



Improving **industrial performance** on the **environmental front**



Developing **compliant innovative** products

- Over 100 multidisciplinary technical experts assisting businesses with their growth and innovation plans.
- Neutral specialists who understand industrial realities.
- Specialized laboratories in Québec and Montréal



The Investissement Québec – CRIQ difference

- Support tailored to business realities
- A customized approach to innovation
- A unique pool of technological expertise
- A credible and objective resource
- At the heart of Québec's innovation ecosystem



Success stories in every industry



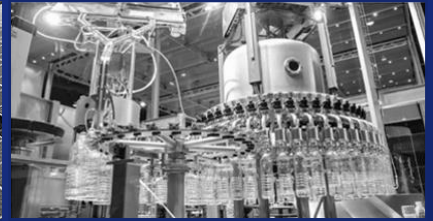
Advanced manufacturing



Life sciences



Cleantech



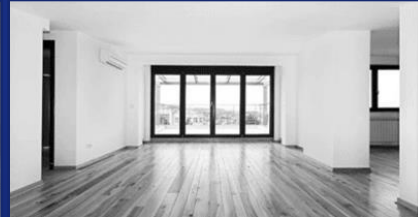
Agri-food



Transportation



Aerospace



Construction



Mining



Technical textiles



Digital technologies



Scientific and technical services



Waste management and remediation



**Technological
support**

Pelican

Automation for greater
productivity and
operational efficiency

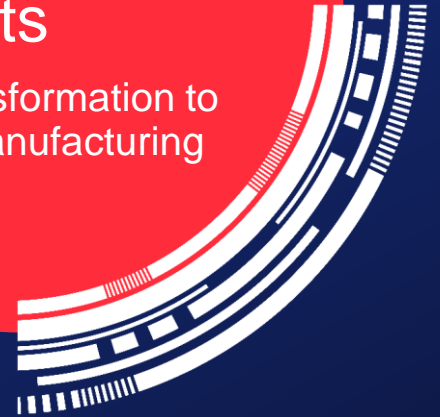





Technological
support

Gilbert Products

Digital transformation to
improve manufacturing
methods



Productivité innovation



Productivité innovation

Spurring the competitiveness and accelerating the growth of Québec businesses through productivity and innovation

Helping more businesses take action by embracing:

- Innovation in all its forms
- Processes and technologies like automation, digitization, robotization and AI applications

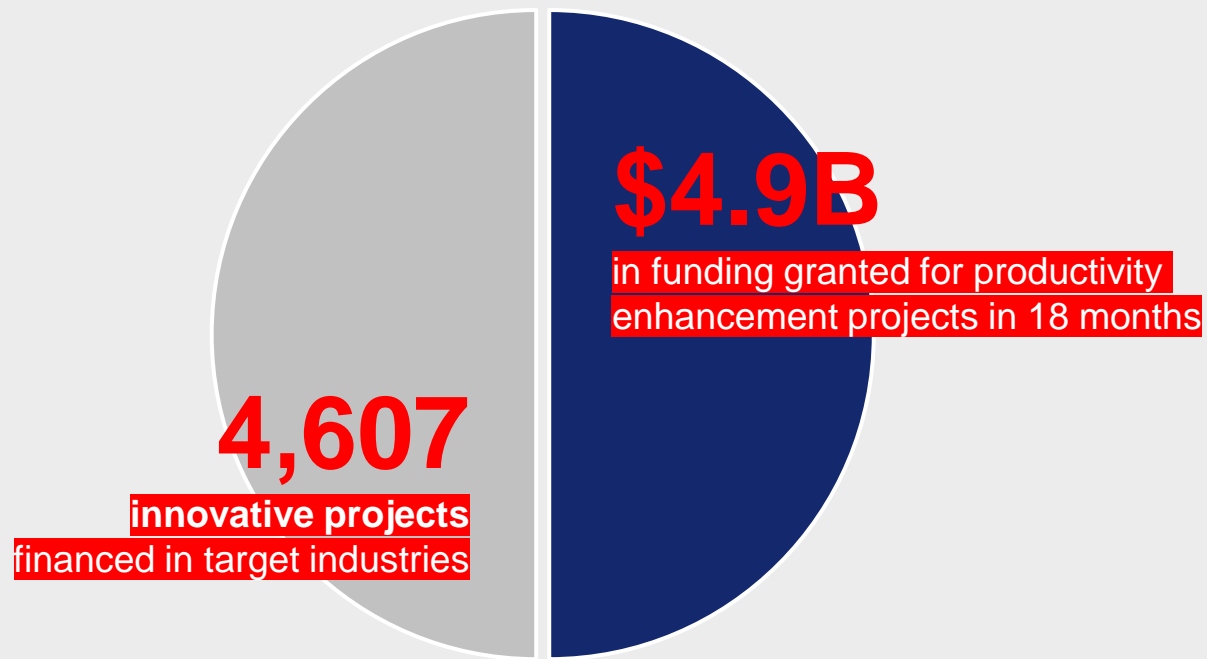
2020–2024
financing target

\$2.4B

A significant contribution to Québec's economic development

**Productivité
innovation**

2021–2022 results





The Productivité innovation solution

- Term loan of \$50,000 or more
- Deferral of principal repayment for up to 48 months
- Financing covering up to 100% of project costs

Eligible expenses

- Innovation project leading to the adoption of new technologies
- Acquisition of innovative equipment to increase productivity
- Integration of IT to improve process efficiency
- Development of new ways to commercialize products
- Product improvement and development
- Implementation of new organizational processes to boost agility

A tailored financial solution

Tax Credit for the Integration of IT in SMBs



You may qualify for a tax credit if you are seeking to upgrade your business processes with high-value-added software packages.



Industry 4.0 Audit Program:

Ensuring your business's digital transformation is a success

Evaluation of a business's digital maturity and its strategic and operational challenges

- Structured and personalized evaluation process
- Experienced and recognized auditors
- Digital plan including priority projects
- Eligibility for the MEI's financial assistance program

To learn more about the Productivité innovation initiative

Visit

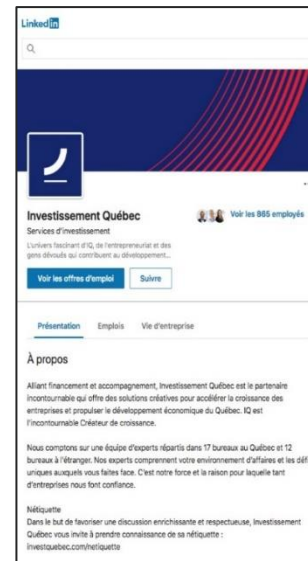
- Our micro-site, productiviteinnovation.com
- Follow us on social media

Keep an eye on our communications

- Get tips, business testimonials, articles and updates on new technologies and trends
- To inspire, inform and guide Québec's entrepreneurs and business leaders

Contact us

- By e-mail at productiviteinnovation@invest-quebec.com
- By telephone at 1 844 474-6367



CompétiVert

Financing target
2021–2024

\$1B

Encouraging businesses to adopt
clean technologies and
environmentally responsible
practices to become more
competitive and reduce their
environmental footprint

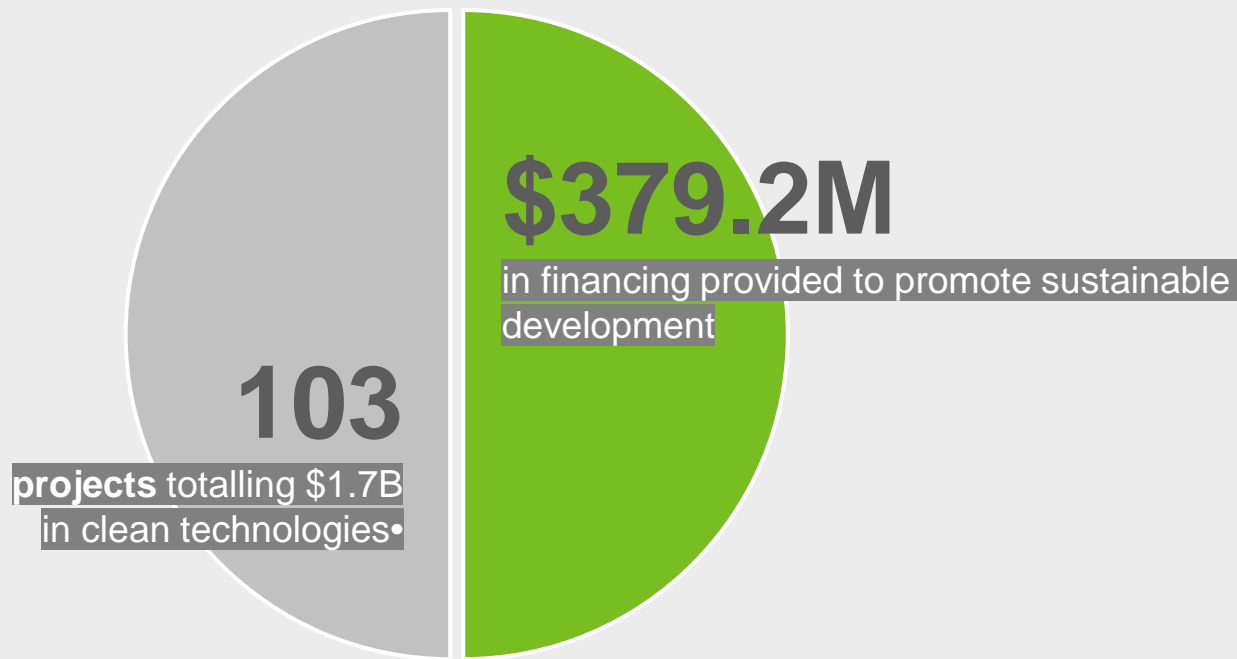
Pour un
Québec

+ productif
+ innovant
+ vert

A significant contribution to Québec's economic development

Compétit^{Vert}

2021–2022 results



Charting a new course for lasting productivity

- Québec is aiming to achieve **carbon neutrality** by 2050
- The global cleantech market will be worth **\$23 trillion** by 2030
- 79% of Quebecers say they are **very worried** about environmental issues
- 86% of business surveyed reported that ecodesign has improved their **image** or **visibility**
- Nearly 70% of respondents stated that their employer's commitment to sustainable development was a **key factor** in deciding whether or not to keep working for a business

+ productive + innovative + green



Compétivert is all about...



Making businesses more **competitive** through **clean technologies** and environmentally responsible practices



Spurring the **growth** of local cleantech businesses and **showcasing** their products and services in Québec and abroad



Strengthening **cooperation** with actors in the green economy **ecosystem**



Being a **partner of choice** for the growth of businesses, entrepreneurs and an open, inclusive, innovative and sustainable economy



Compétivert's financing solution

- Term loan and loan guarantee of \$50,000 or more
- Moratorium of up to 48 months on principal repayment

Examples of eligible expenses:

Operating funds or capital assets for projects involving the adoption or development of a clean technology or environmentally responsible practice, such as:

- Launching an innovation process
- Acquiring cleantech
- Implementing environmentally friendly practices
- Developing clean technology



Eligibility requirements:

- Head office, decision-making centre and principal place of business in Québec
- Start-up or post-start-up stage
- Have an innovative technology with strong market potential
- Led by talented, experienced teams
- Receive support from a partner investment fund accredited by Investissement Québec

The Compétivert matching-fund solution

- Equity stake of \$1 million to \$5 million
- Same terms as those of the accredited partner investment fund

Sample projects: energy efficiency, electric mobility, renewable energies, new fuels, green chemistry, circular economy, agritech +++



The Compétivert industrial environmental performance diagnostic

Investissement Québec – CRIQ offers personalized technological support in industrial environmental performance for businesses that want to become more competitive while reducing their environmental footprint.

Une démarche collaborative et interactive en 4 étapes



Customized service and a proven methodology!



Master classes

- Monthly virtual presentations
- Variety of topics enabling participants to seize the benefits and business opportunities of the green economy
- Content, tips and success stories on integrating cleantech and environmentally responsible practices



+ financing + support + diagnostic + activities

To learn more about the Compétivert initiative



Visit

- Our microsite, competivert.com
- Follow us on social media

Stay in touch

- Receive tips, articles and business success stories
- Register for our master classes

Contact our experts

- 1 844 474-6367
- competivert.com



Investissement Québec International



Investissement Québec International

Prospecting for foreign talent and investment

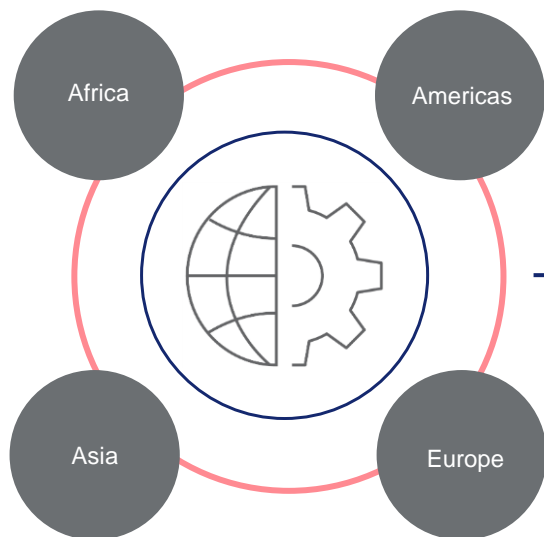
Guide and assist international companies in their efforts to establish and grow their operations in Québec



Specialized export assistance

Assist businesses seeking to increase and diversify their sales of goods and services outside Québec

Investissement Québec International



 Investissement
Québec
International



International businesses:
Setting up and growing
in Québec



Québec businesses:
Developing or
increasing exports

We maintain a presence in over
30 offices in
19 countries and
6 Canadian cities

Prestigious international honours



Catégorie Programme de
développement économique

**Manufacturiers
innovants**

*International Economic
Development Council*



**Meilleure agence
canadienne
de développement
économique 2021**

Magazine Site Selection



**Organisation
de développement
économique
de l'année**

*International Economic
Development Council*

Québec's economic network



Our support services geared to exporters



Business intelligence

- Specialized information on target markets
- Market or entry strategy validation
- Identification and validation of business opportunities
- Partner contacts and referrals, as required
- Information on standards and regulations



Networking

- Identification of potential clients and partners
 - Establishing contact and organizing meetings with clients and partners
 - Assistance with client and partner validation
- * Does not include identification of suppliers or subcontractors



Business set-up

- Assistance with opening foreign offices
- Support for acquiring foreign businesses



Financing

- Financing solutions
- Financial assistance programs

In cooperation with the financial teams working out of Québec government offices in Canada and abroad, as well the IQ and IQ-CRIQ regional network

Our support services for new business ventures and international expansions



Business intelligence

- Information on Québec's business environment and growth industries
- Comparative data on operating costs



Site prospecting

- According to stringent criteria
- Regional teams covering the entire province



Financing

- Financing solutions
- Government incentive programs



Business networking

- Establishing contact with qualified business partners
- Access to government agencies



Local sourcing

- Identification and qualification of local suppliers



Technological support

- 100+ engineers and technical experts
- Focus: productivity; digital transformation; environmental performance; compliant innovative products



Export assistance

- Market validation
- Networking with foreign partners and clients



**Je m'approvisionne
au Québec**

Québec-based procurement: **strategic and profitable**

To increase Québec's share of sales in Québec businesses' procurement chains

- Develop a network of Québec-based suppliers
- Repatriate manufacturing activities to Québec
- Qualify potential Québec-based suppliers



Investissement Québec is **here to help!**

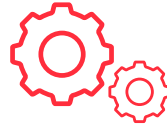
- Replacing imports and identifying Québec suppliers
- Strengthening your Québec suppliers: capacity, productivity and competitiveness
- Repatriating foreign production units to Québec
- Working group to strengthen supply chains in strategic industries
- Maximization of public procurement in the regions



Case Studies

Project: Growth

Relocation and amalgamation of operations



	PROJECT		FINANCING	
Non-profit organization				
Waste management and socio-professional integration	Construction	\$6,000,000	IQ loan (pari passu)	\$2,000,000
	Purchase of land	\$100,000	Lender A (pari passu)	\$2,150,000
	Fees	\$50,000	IQ – EDF loan	\$200,000
+100 employees and 70 participants each year			Grant	\$500,000
+45 years of operation			Sale of building	\$600,000
			Investment	\$700,000
	TOTAL	\$6,150,000	TOTAL	\$6,150,000

Project: Growth

Support demand and sales by dedicating a larger space to logistic services and product warehousing



	PROJECT	FINANCING
Building acquisition	Purchase of building \$12,057,000	IQ loan
Distribution of industrial parts and components of industrial equipment	Movable property \$943,000	(pari passu) \$6,150,000
22 employees	Miscellaneous fees \$300,000	BDC loan (pari passu) \$6,150,000
11 years of operation		Outlay \$1,000,000
	TOTAL \$13,300,000	TOTAL \$13,300,000

Project: Productivity

Increase the plant's efficiency to achieve its sales growth potential



	PROJECT		FINANCING	
Creation of a new production line to boost competitiveness	Equipment and software purchases	\$7,825,000	IQ loan (pari passu)	\$4,275,000
Manufacturer of wood furniture for the institutional market, public buildings, hotels and high-end condominiums	Payroll expenses	\$3,000,000	IQ – EDF loan (pari passu)	\$2,000,000
	Contingencies/ marketing	\$1,260,000	Desjardins loan	\$5,525,000
	Professional fees	\$925,000	Working capital	\$1,210,000
261 employees				
6 years of operation	TOTAL	\$13,010,000	TOTAL	\$13,010,000

Project: Business transfer

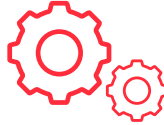
Buyback of 100% of the shares by three new shareholders



	PROJECT	FINANCING	
Métaux Coulés BC	Buyback of 100% of shares	IQ loan	
Cast metal gear and part wholesaler	\$1,700,000	(pari passu)	\$550,000
4 employees	Working capital	Desjardins loan	
28 years of operation	\$125,000	(pari passu)	\$450,000
		Shareholder loan and advance	\$425,000
		Balance of purchase price	\$400,000
	2020-06-14	TOTAL	\$1,825,000

Project: Productivity

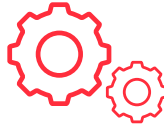
Relocation



	PROJECT		FINANCING	
Non-profit organization	Building purchase	\$1,100,000	IQ loan	\$970,000
Support for families	Expansion	\$661,235	Lender A	\$355,000
8 employees	Fees	\$93,136	IQ – EDF loan	\$200,000
+22 years of operation	Contingencies	\$38,765	Lender B	\$100,000
			Working capital	\$93,136
			Fundraising	\$175,000
	TOTAL	\$1,893,136	TOTAL	\$1,893,136

Project: Growth

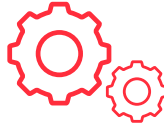
Business acquisition



	PROJECT		FINANCING	
Manufacturing				
50 employees	Working capital	\$2,500,000	IQ share capital	\$2,500,000
5 years of operation				
	TOTAL	\$2,500,000	TOTAL	\$2,500,000

Project: Productivity

Increase in plant efficiency to achieve sales growth potential



	PROJET		FINANCING	
Creation of a new production line to enhance competitiveness Manufacturer of wood furniture 31 employees 6 years of operation	Equipment & software purchase	\$725,000	IQ loan	\$440,000
	Payroll expenses	\$180,000	IQ-EDF loan	\$440,000
	Contingencies/commercialization	\$110,000	Desjardins loan	\$220,000
	Professional fees	\$85,000		
	TOTAL	\$1,100,000	TOTAL	\$1,100,000

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