

# Québec, your partner for growth

November 2022



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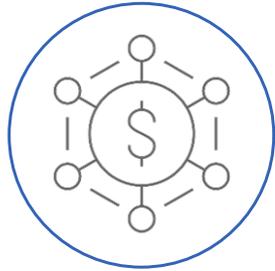
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Who we are

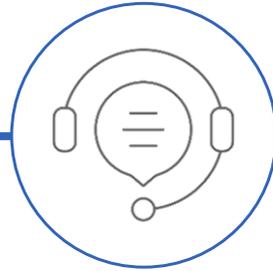
# Investissement Québec: The government corporation dedicated to Québec's economic development

- Investissement Québec's mission is to play an active role in Québec's economic development by spurring business innovation, entrepreneurship, and business acquisitions, as well as growth in investment and exports.
- Working through Investissement Québec International, the Corporation:
  - Supports Québec businesses with their export projects, and
  - Prospects for foreign talent and investment

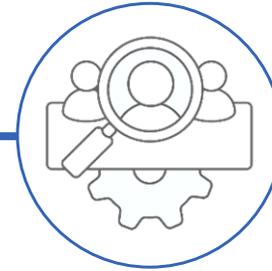
# About Investissement Québec



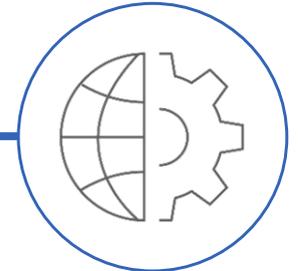
**Financing**



**Consulting**



**Innovation**



**International**

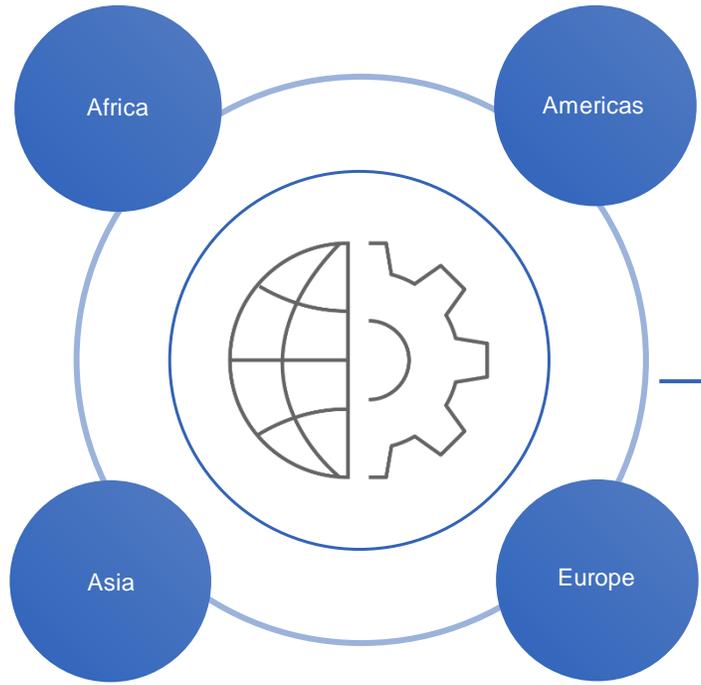
Offices across  
Québec's  
17 administrative  
regions



**Over 1,000 employees**

working to create, attract, and grow businesses in Québec and global markets

# Investissement Québec International



 Investissement Québec International



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

# Québec has a strong presence across Canada and internationally

## Québec offices in Canada and internationally



**100+ advisors**  
to qualify suppliers and support its clients internationally

**10,000+ suppliers**  
of high-quality products in various sectors

**\$1.2B** in deals generated through IQI services to procurement specialists and suppliers

Source: Ministère des Relations internationales et de la Francophonie (map), 2021; Investissement Québec, 2021.



Wind farm in Cap-Chat in Gaspé © André Quenneville

# 02 What we do

# Specialized export assistance

## Our role

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



# Export services



## Business intelligence

- Specialized information on targeted markets
- Market or entry strategy validation
- Identification and validation of business opportunities
- Partner referrals or referencing, as required
- Information on regulatory and normative requirements



## Networking

- Identification of potential customers or partners\*
- Connecting and organizing business meetings between customers and partners
- Support for customer or partner validation

\* Does not include identification of suppliers or subcontractors



## Commercial establishment

- Support for opening an office abroad
- Support for the acquisition of foreign companies



## Financing

- Financing solutions
- Financial assistance programs

In collaboration with the economic teams of [Québec](#), [Canada](#), and [overseas](#) offices, as well as the IQ and IQ-CRIQ regional networks

# Prospecting for foreign talent and investment

## Our role

Assist international companies in their efforts to establish and grow their operations in Québec  
Attract foreign talent essential to the growth of the Québec economy



# FDI - Our support services for new business ventures and international expansions



## Business intelligence

- Information on Québec's business environment and strategic 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 network

- Contact with qualified business partners
- Access to government agencies



## Local sourcing

- Identification and qualification of local suppliers



## Manufacturing technology support

- 100+ engineers and technical experts
- Topics: productivity; digital transformation; environmental performance; product innovation and conformity



## Export assistance

- Market validation
- Networking with foreign partners and clients



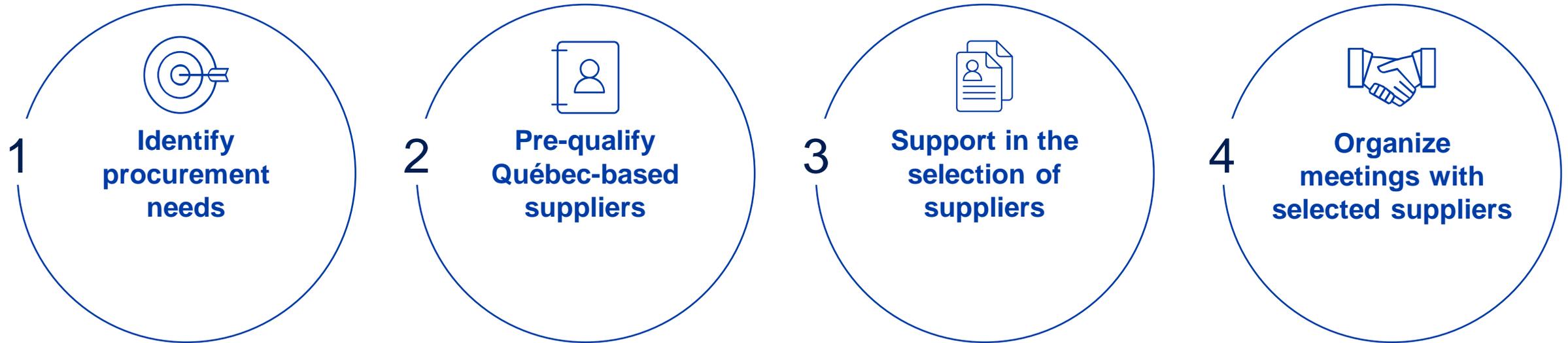
03

What can we do for you?

# Collaboration examples

- **Partner of H2O Innovation for a number of years in regards to different projects, all in regards to pursuing market opportunities with governmental support**
  - Participation to trade missions
  - Lead identification and introduction in other canadian provinces and in the US
  - Introduction to governmental contacts in Africa
- **Helping you acheive H2O Innovation sales in different markets with our local knowledge and presence**
- **Governmental entry/introduction can be usefull to solidify reputation and insures projects are well aligned**
- **Identify and introduce you to companies in Quebec that could complement your sales portfolio**

# Personalized support services to select qualified suppliers



**We are there every step of the way to help you  
find the right suppliers quickly**

# A range of products and services in various cleantech sectors <sup>16</sup>



Energy efficiency



Renewable energy



Waste materials



Water management



Soils



Air



Green chemistry



Decarbonization

Photo credits: Wind farm © Perry Rotondo; Decatur Project © H2O Innovation.

# 140+ water management companies across Québec

## A range of expertise



Treatment, purification,  
desalination



Rainwater management  
and data tracking



Water recycling

A thriving industry, supported by leading businesses,  
such as:



- And many more!

Source: Réseau environnement, 2021 Investissement Québec International, 2022.

# 250+ waste materials companies across Québec

## A range of expertise



Polymer recycling  
including polystyrene  
recycling



Waste reclamation



Robotic sorting,  
composting and  
recycling equipment

A thriving industry, supported by leading businesses,  
such as:



PYROWAVE

Polystyvert



- And many more!

Source: CETEQ, 2021; Réseau Environnement, 2021; Investissement Québec International, 2022.

# 65+ renewable energy companies across Québec

## A range of expertise



Hydropower



Wind



Solar



Biomass

A thriving industry, supported by leading businesses,  
such as:

**BORALEX**

**eocycle**

**Biothermica**

**INNERGEX**

**CHARBONE**

**OPAL-RT  
TECHNOLOGIES**

**Brilliant Matters**

**Kruger**

**MARMEN**

**rematek  
énergie**

**LEKLA<sup>MD</sup>  
SOLAR ENERGY**

**TECHÉOL**

**Stace**

**TECHNOSTROBE**

**ndb**

- And many more!

Source: Ecotech Québec, 2019; Ministère des Relations internationales et de la Francophonie, Incontournable Québec, 2021; Association de l'industrie électrique du Québec, 2021; Investissement Québec International, 2022.

# 50+ energy efficiency companies across Québec

## A range of expertise



Smart buildings



Energy storage



Integrated remote control systems and IoT

A thriving industry, supported by leading businesses, such as:

BRAINBOX AI

DIMONOFF

REALTERM ENERGY

DISTECH CONTROLS™

SOLLUM

GOLDER  
MEMBRE DE WSP

ANNEXAIR

THERMOFIN

ecosystem

HONCO  
BÂTIMENTS

Trigo  
energies

ECONOLER

dcbel

WSP

3ONE  
structure

- And many more!

Source: Ecotech Québec, 2019; Investissement Québec International, 2022.

# Thank you

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