

# Greater Montréal, Launchpad for Emerging Ventures



2024





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# Top reasons to launch your startup in Greater Montréal



▲ **Montréal propels fast-growing companies such as Nuvei, Hopper, Brainbox AI, and many more!**

▲ **1.38B\$ venture capital (VC) investments into 130+ deals in 2023 in Québec**

▲ **Among the top cities in Canada & the U.S. for highest number of tech jobs**

▲ **Presence of many growth investors, such as Portage Ventures, Panache Ventures, Inovia, Lumira, and many others!**

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

▲ **The lowest operating costs for a software development company among the 20 largest metropolitan areas in Canada and the U.S**

▲ **30+ accelerators and incubators in high-value added sectors, such as deeptech, AI, fintech, medtech, and many more!**

▲ **#1 in Canada for university research funding with nearly \$2B per year**

▲ **Many incentives to support key projects and promote investment**

# 01

## Montréal, a Thriving Startup Hub





# A favourable environment, rich in opportunities for startups



Canada, #1 among OECD countries  
for its attractiveness to startup founders

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\$11B+ in VC investments  
between 2018 and 2023 in Québec

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30+ incubators and accelerators  
in Greater Montréal

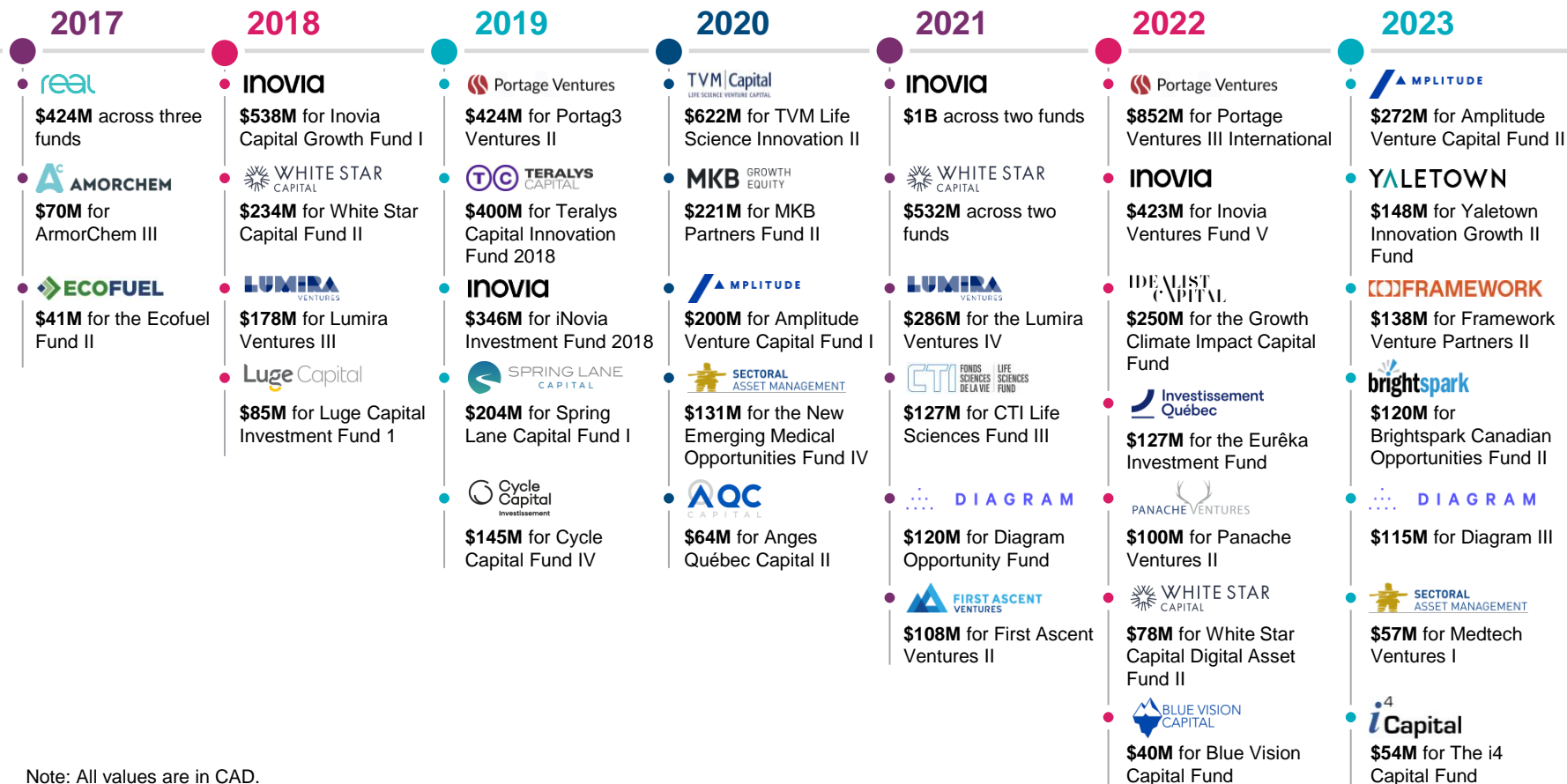
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30 coworking spaces  
in Greater Montréal

Source: OECD, "Indicators of Talent Attractiveness", 2023; Réseau Capital, 2023;  
Startups Montréal, 2024; Montréal International compilation.

# From early-stage to growth investors

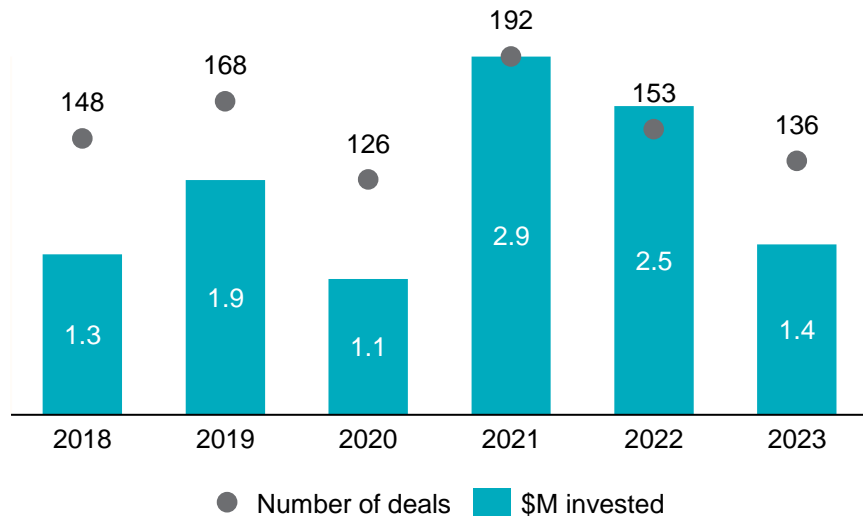


Note: All values are in CAD.

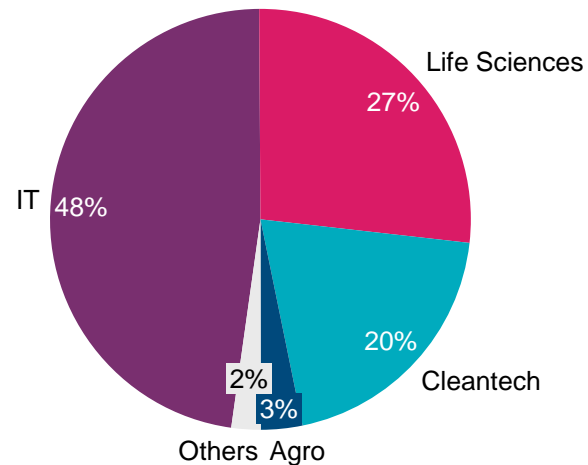
Source: Réseau Capital, 2024; Montréal International compilation.

# \$1.38B VC investments into 130+ deals in 2023 in Québec

VC investment activity in Québec  
2018-2023, in \$B and number of deals



Québec's VC investments by sector  
2023, % of total invested



**95%** in life sciences,  
cleantech and IT

# Montréal-based companies are raising funds

## Examples of recent funding in Montréal (US\$)

### Tech

**PAPER** **\$270M** (2022)  
Series D

**NORTHSTAR** **\$35M** (2023)  
EARTH & SPACE  
Series C

**MEDFAR** **\$30M** (2023)  
CLINICAL SOLUTIONS  
Series C

**optable** **\$20M** (2023)  
Series A

### Cleantech

**Lithion** **\$125M** (2022)  
Series A

**dcbel** **\$50M** (2023)  
Series B

**DEEP SKV** **\$43M** (2023)  
Series A

**AIREX** **\$28M** (2023)  
ÉNERGIE  
Series B

### Fintech

**nesto** **\$58M** (2022)  
Series C

**Shakepay** **\$35M** (2022)  
Series A

**LOCAL LOGIC** **\$13M** (2023)  
Series B

**Lighthouse** **\$7M** (2022)  
Seed

### Life Sciences

**Ventus** **\$140M** (2022)  
THERAPEUTICS  
Series C

**DalCor** **\$80M** (2023)  
PHARMACEUTICALS  
Series D

**congruence** **\$65M** (2023)  
TX  
Series A

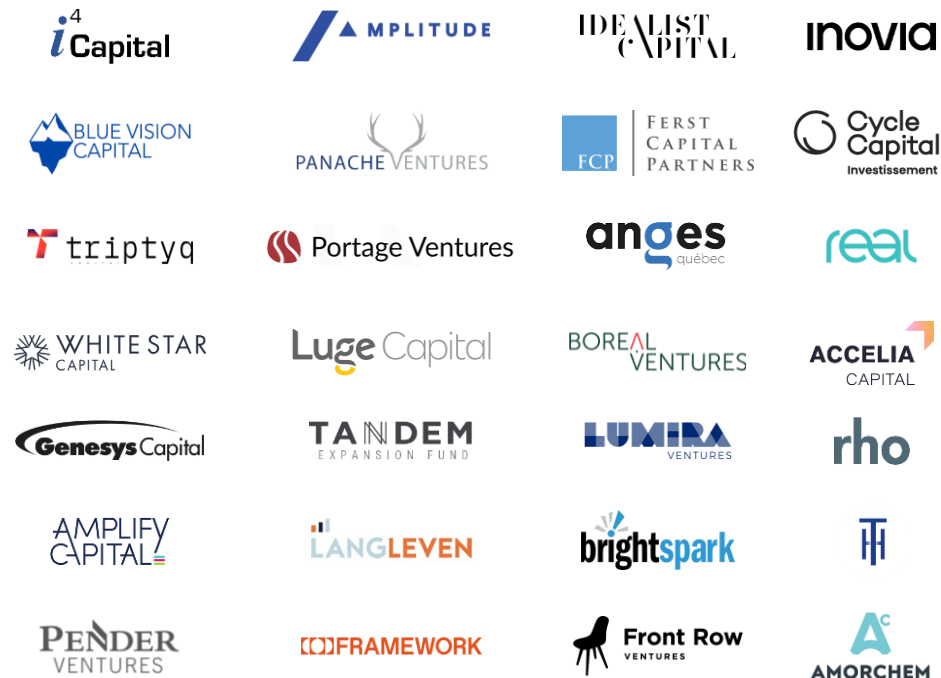
**Puzzle Medical** **\$25M** (2023)  
Devices  
Series A

-And many more!



# Many venture capital investors to fuel the startup ecosystem

## VC firms



## Corporate VC



## Institutional VC



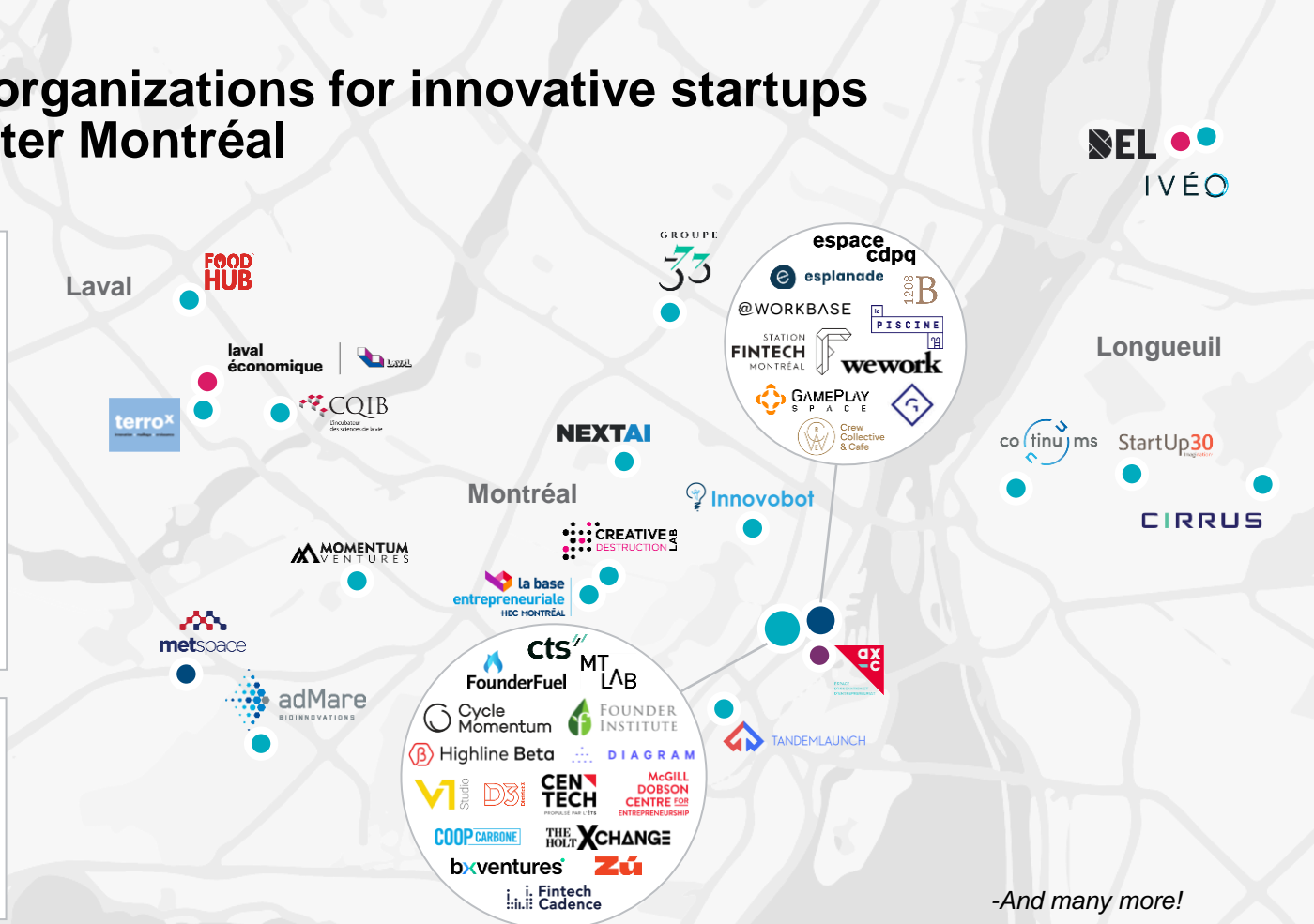
# A wide range of organizations for innovative startups throughout Greater Montréal

## Support organizations



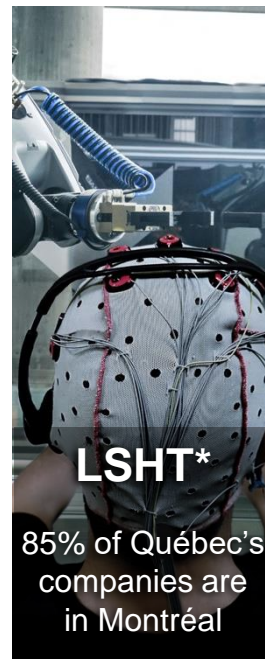
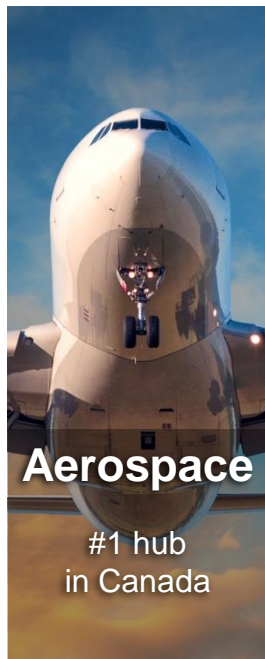
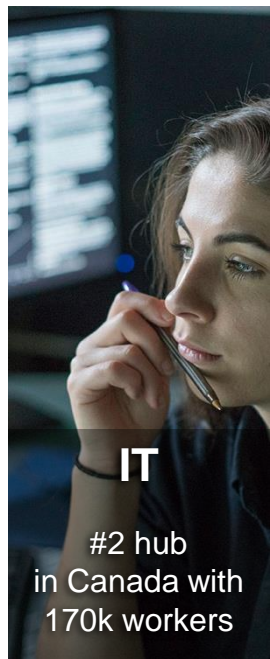
## Legend

- Incubator/accelerator
- Physical hub/coworking
- Economic development agency
- Innovation campus



-And many more!

# A world leader in many high value-added sectors



## They chose to invest in Montréal



ORACLE



accenture

vmware®



SAFRAN  
AEROSPACE DEFENCE SECURITY



northvolt

Air Liquide

ABB



moderna



Medtronic



\*Life Sciences and Health Technologies.

Source: Statistics Canada, 2023, definition based on CBRE, Scoring Tech Talent Report, 2023; Ministère de l'Économie, de l'Innovation et de l'Énergie, 2023; Government of Canada, Dashboard of cleantech companies, 2022; Statistics Canada, Table 33-10-0719-01, 2022; Montréal International analysis.

# A world-class hub in artificial intelligence

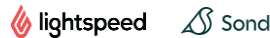
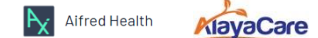
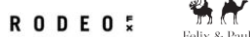
- **35,000+** workers with AI skills
- Home of **Scale AI**, Canada's AI supply chain supercluster
- Presence of **Mila**, the world's largest academic research lab in deep learning and reinforcement learning and **IVADO**, Canada's largest AI consortium
- Many global leaders have opened an AI R&D centre in Montréal, such as:

Google   Meta   SAMSUNG   THALES

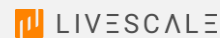
Microsoft   ERICSSON   DeepMind   IBM



# Montréal propels fast-growing companies in high value-added sectors



## Other examples of startups operating in Greater Montréal



-And many more!



# The success of an entrepreneur who chose Montréal for his startup

*“The great thing about Montréal is that there are so many original and unique discoveries to be made. When you talk to people from other parts of the world about Montréal, they’ll tell you all about what they’ve discovered here.”*

- Dax Dasilva, Lightspeed founder

- Founded in 2005, Lightspeed offers a **one-stop commerce platform for retail and hospitality**
- **Around 3,000 employees across 17 offices** in Canada, the U.S., Europe, Australia and New Zealand
- **150,000+ clients in over 100 countries**
- **A global success:** Listed on the New York Stock Exchange in 2020; Recipient of the CIX 2019 Innovator of the Year Award\*; and many more!

# 02

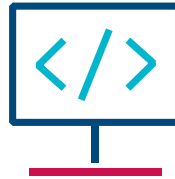
## A Deep and Growing Pool of Highly Qualified Talent



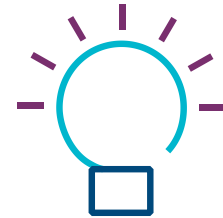
# A deep and growing pool of highly qualified talent



**Managerial & professional talent**  
**621,500 jobs**  
including marketing professionals, accountants, lawyers, executives, etc.



**STEM\* talent**  
**548,400 jobs**  
**33% of STEM professions**  
(e.g. chemists, engineers, mathematicians)  
**67% of STEM-related professions** (e.g. land surveyors, industrial designers)



**Creative talent**  
**166,800 jobs**  
including multimedia designers, video game producers, A/V technicians, etc.

\* STEM: science, technology, engineering and mathematics.  
Note: Some professions may fall into more than one category.

Source: Statistics Canada, special compilation based on data from Labour Force Survey, 2023.





## Canada's most bilingual and trilingual population

**2.4M** residents speak English, that's 4% more than in Vancouver

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**56%** of the population is bilingual (French and English), compared to 7% in Toronto and Vancouver

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**24%** of the population is fluent in three or more languages, compared to 13% in Toronto and 12% in Vancouver

# Montréal, best city in the world to study



## Canada's university capital:

**15**

University institutions with campuses

**90+**

Colleges

**50+**

Vocational training centres



## A large pool of students ready to join the workforce

**500,000+** post-secondary students, including 60% on Greater Montréal campuses



## Montréal, selected as the world's best city to study abroad

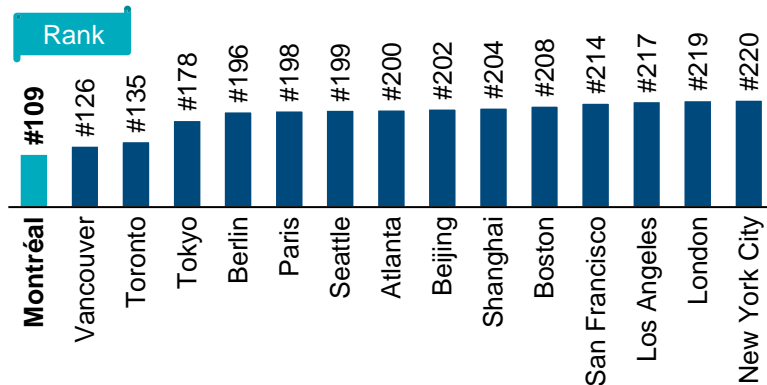
Helpful Professor, 2023



# An affordable cost of living

Montréal is **more affordable than almost all other large cities** in North America, Western Europe, China and Japan

**Mercer Cost of Living Index**  
Selection of major cities worldwide, 2024



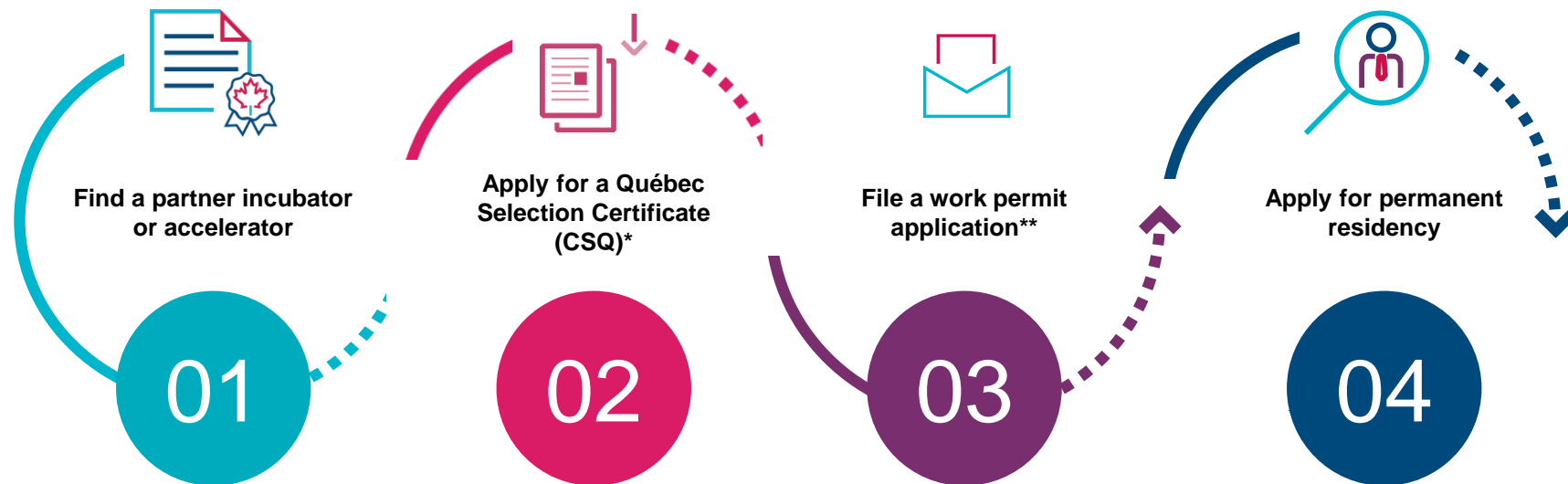
Note: Ranking of 226 cities; the ranks from the original survey were inverted to order cities from the least to the most expensive.

Source: Mercer, « Cost of Living Survey », 2024; Montréal International compilation.



# An immigration program to apply for permanent residency tailored for entrepreneurs

Québec's Entrepreneur Programme (Stream 1): Settle in Québec to launch and scale your venture



\* Entrepreneurs wishing to apply to the program must demonstrate knowledge of spoken French equivalent to a Level 7 or better according to the *Échelle Québécoise des niveaux de compétence en français des personnes immigrantes adultes*. \*\* Entrepreneurs are eligible to work permit C11 and C60.

Source: Ministère de l'Immigration, de la Francisation et de l'Intégration, Entrepreneur Program; Government of Canada, International Mobility Program: Entrepreneurs or self-employed individuals seeking only temporary residence – [R205(a) – C11]; Montréal International compilation.

# Multiple international mobility programs to attract the best international talents

Temporary immigration programs*		1 – Obtain a LMIA** and CAQ***	Processing time	2 – Submission of the work permit application	Processing time
LMIA exempt	<u>Intra-company transferees</u>	N/A (LMIA exempt program)	-	Online or at Canada Customs if the candidate is exempt from the temporary resident visa requirements	Delay varies by country****
	<u>Free trade agreements - ex.: CUSMA, Colombia, Chile, Peru</u>	N/A (LMIA exempt program)	-	Online or at Canada Customs if the candidate is exempt from the temporary resident visa requirements	Delay varies by country****
	<u>International Experience Canada</u>	N/A (LMIA exempt program)	-	Online	Up to 11 weeks
With LMIA	<u>Global Talent Stream</u>	Exemption from the obligation to make efforts to hire and recruit locally. 17 eligible professions	4 to 6 weeks	Online or at Canada Customs if the candidate is exempt from the temporary resident visa requirements	0 to 2 weeks****
	<u>Québec Simplified Process</u>	Process offered exclusively to businesses in Québec. Exemption from the requirement to demonstrate that efforts to hire locally were unsuccessful. 200+ professions are on the list of <u>eligible professions</u>	6 to 8 weeks	Online or at Canada Customs if the candidate is exempt from the temporary resident visa requirements	Canadian Visa Office (BVC) timelines, may vary by country
	<u>Regular process</u>	Demonstrate that reasonable efforts have been made to hire locally	8 to 10 weeks	Online or at Canada Customs if the candidate is exempt from the temporary resident visa requirements	Canadian Visa Office (BVC) timelines, may vary by country

\* Examples of programs: the eligibility conditions specific to each program must be met

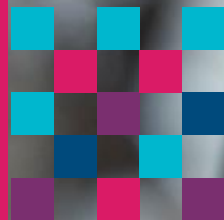
\*\* LMIA: Labour Market Impact Assessment

\*\*\* CAQ: Québec Acceptance Certificate

\*\*\*\* Priority treatment in 14 days (in 80% of cases) only for a qualified position at level 0 or A according to the National Occupational Classification.

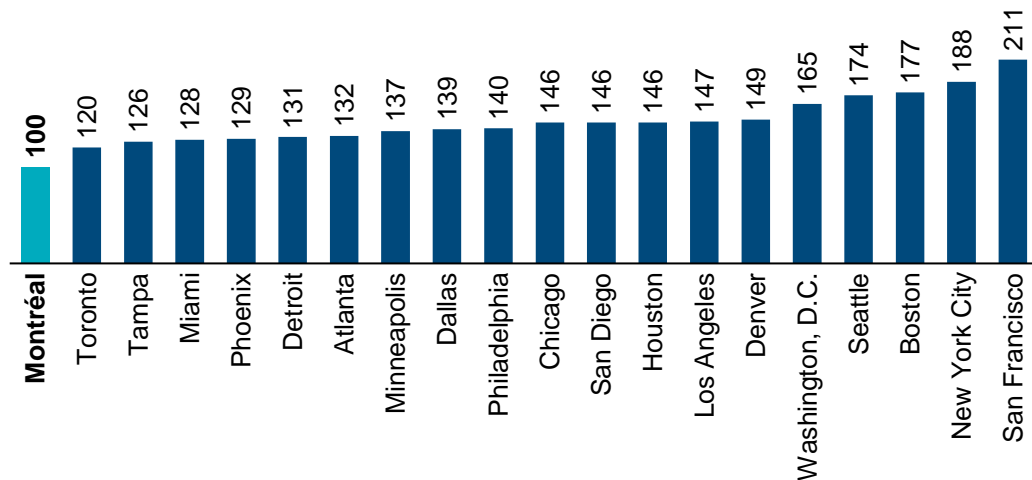
# 03

## Attractive Operating Costs and Incentives



# Operating a business costs less in Greater Montréal than in other major metropolitan areas in Canada and the U.S.

Operating costs index\* for software development  
20 largest metropolitan areas in Canada and the U.S., 2024



**32% cost advantage**

for software development compared to the average 20 largest metropolitan areas in Canada and the U.S.

\*Index Montréal = 100.

Note: The annual operating cost calculations are based on labour and property costs in US\$.

Source: fDi Benchmark, 2024; Economic Research Institute Inc., 2024; Montréal International analysis.

# Advantageous salaries for employers

## Annual salaries for 8 typical occupations in software development (US\$)\*

Selection of 8 major North American cities, 2024

	Montréal	Toronto	Atlanta	Los Angeles	Boston	New York	Seattle	San Francisco
<b>UX Designer</b>	<b>\$83,473</b>	\$89,262	\$103,973	\$110,740	\$114,828	\$119,904	\$120,143	\$141,848
<b>Quality Assurance Analyst</b>	<b>\$85,075</b>	\$90,943	\$106,361	\$113,422	\$117,366	\$122,817	\$122,749	\$145,011
<b>System Administrator</b>	<b>\$85,900</b>	\$91,812	\$106,673	\$113,761	\$117,693	\$123,186	\$123,092	\$145,424
<b>Data Architect</b>	<b>\$96,921</b>	\$104,615	\$128,286	\$169,036	\$141,056	\$151,723	\$146,101	\$174,132
<b>Full Stack Developer</b>	<b>\$104,015</b>	\$110,788	\$137,639	\$147,699	\$149,211	\$159,778	\$156,122	\$184,794
<b>Software Engineer</b>	<b>\$106,657</b>	\$113,543	\$139,422	\$149,611	\$150,818	\$161,777	\$157,955	\$186,878
<b>Lead Computer programmer</b>	<b>\$115,454</b>	\$122,706	\$150,614	\$161,821	\$160,319	\$174,215	\$169,552	\$199,745
<b>Product Development Manager</b>	<b>\$133,858</b>	\$142,559	\$179,253	\$196,412	\$193,846	\$220,236	\$196,038	\$232,748

\*Base salaries based on Level 2 (Intermediate level with 5 to 7 years of experience) at the 75<sup>th</sup> percentile, for the Computer systems design services industry (NAICS 541512).

Currency exchange based on the 2023 yearly average: US\$1.00 = CA\$1.3497.

Source: Bank of Canada, 2024; Economic Research Institute Inc., 2024; Montréal International analysis.



# A range of incentives to support key projects and promote investment

## Scientific Research and Experimental Development (SR&ED) incentive program

- **15% credit** from the Government of Canada, and **14% non-repayable credit** from the Government of Québec

## Mitacs: Accelerate Program – Business component

- Fund **collaborative research** with a contribution of **\$7,500 per unit** (4- to 6-month unit) which is doubled, for a total research award of \$15,000 (1:1 ratio)

## Refundable Multimedia tax credit (Video Game)

- The tax credit covers **up to 37.5% of qualified labour expenditures** if the multimedia title is available in French. If it is not available in French, the tax credit rate is **up to 30%**

## E-Business (B2B Software Development)

- **Refundable tax credit equal to 30%** (20% refundable and 10% non-refundable) **of eligible salaries**



# Low benefit costs for employers

## Examples of benefit costs for employers, 2024

Gross annual salary	\$50,000	\$100,000	\$125,000
Québec Public Pension Plan (employee: 6.40%; employer: 6.40%; max. \$4,038.40)	\$3,200.00	\$4,348.00	\$4,348.00
Québec Parental Insurance Plan (employee: 0.494%; employer: 0.692%; max. salary of \$91,000)	\$346.00	\$650.48	\$650.48
Employment Insurance (employee: 1.27%; employer: 1.78%; max. salary of \$61,500)	\$924.00	\$1,167.94	\$1,167.94
Health Services Fund (max. 4.26% if global salary total is more than \$7M)	\$2,130.00	\$4,260.00	\$5,325.00
Commission des normes du travail (Labour standards board) (0.06%; max. salary of \$91,000)	\$30.00	\$56.40	\$56.40
Commission de la santé et sécurité du travail (Occupational health and safety board) (0.41% in service sector; max. salary of \$91,000)*	\$180.00	\$327.60	\$327.60
Workforce Skills Development and Recognition Fund - Québec Training Law 1% (1% of total payroll must be allocated to training; for employers with over \$2M payroll)	\$500.00	\$1,000.00	\$1,250.00
<b>Total benefit costs</b>	<b>\$7,310.00</b>	<b>\$11,810.42</b>	<b>\$13,125.42</b>
<b>Total cost</b>	<b>\$57,310.00</b>	<b>\$111,810.42</b>	<b>\$138,125.42</b>
<b>Total benefits in % of gross annual salary</b>	<b>14.62%</b>	<b>11.81%</b>	<b>10,50%</b>

Note: Paid vacation represents a minimum of 4% of salary and is included in gross salary. Some rates apply up to a maximum insurable revenue.

\*The average premium rate in 2024 is \$1.48 per \$100 of payroll, all sectors combined.

Source: Revenu Québec, 2024; Montréal International compilation.

# 04

## Montréal International's Personalized, Free and Confidential Services



# Personalized, free and confidential support for setting up or expanding your business

We support foreign companies, subsidiaries already established in Greater Montréal, and international entrepreneurs in their investment projects



**Strategic and operational support**  
(business plan, sectoral expertise)



**Site selection assistance**  
(regional economic data, comparative reports)



**Advice on funding sources** (financial and tax incentives)



**Access to an established network of partners**, university institutions and research centres



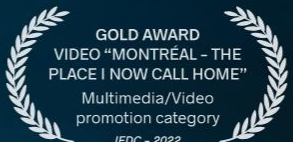
# Montréal International's soft landing program for international entrepreneurs

We help international entrepreneurs selected by Montréal's incubators and accelerators

- **One-on-one strategic coaching sessions** on the implementation process and available incentives
- **Referrals to private partners** specialized in supporting startups: lawyers, accountants, tax specialists, coworking spaces, etc.
- **Introduction to government and industry partners:** Ville de Montréal, other levels of government, clusters, industry associations
- **Provision of Montréal International's international mobility services:** assistance in obtaining work permits and visas for founders/co-founders, strategic advice on permanent residency, in conjunction with private partners.



# Montréal International, a world-leading economic development agency



...and many more!





## Contact Us



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