



LIFE
SCIENCES

**In Québec,
we grow creativity
and build on talent.**

IQ Investissement
Québec

GROWING JUST GOT EASIER



Join the Leaders

BASIC RESEARCH

AstraZeneca, Boehringer Ingelheim, GlaxoSmithKline, Merck, Pfizer

PHARMACEUTICAL MANUFACTURING

Axcan Pharma, DRAXIS Pharma (Jubilant Organosys), GlaxoSmithKline, Pfizer, Pharmascience, ratiopharm, Sandoz, sanofi-aventis, Schering-Plough, Valeant Pharmaceuticals International

MEDICAL EQUIPMENT MANUFACTURING

Baxter, BD GeneOhm (Becton Dickinson), BHM Medical (GETINGE), Covidien, DRAXIMAGE (Jubilant Organosys), Medtronic CryoCath, Nobel Biocare, ORTHOsoft (Zimmer), Roche Diagnostics, Solumed (3M), Stryker

CONTRACT RESEARCH

Anapharm, Cato Research, Charles River, Covance, Icon Clinical Research, MDS Pharma Services, Quintiles

SOME STATISTICS	COMPANIES	WORK-FORCE
International pharmaceutical companies	28	9,300
Healthcare technologies	150	7,800
Contract research	29	4,800
Natural health products	125	3,100
Manufacturing (contract and generic)*	21	4,600
Biotechnologies	67	2,300
Total	420	31,900

* Manufacturing companies only

Source: Ministère du Développement économique, de l'Innovation et de l'Exportation, May 2005

Discover the Talent You Need

One of Québec's key attractions is its highly skilled talent pool. In addition to its workforce of over 32,000 people in the life sciences industry and 10,500 researchers in public research centres, the province produces an impressive 5,000 graduates a year in biopharmaceutical programs at both the college and university levels.

Join a First-Class Scientific Community

Québec has long been recognized as a key international scientific research pole. It boasts four schools of medicine—McGill University, Université de Montréal, Université Laval and Université de Sherbrooke—and 300 research groups that are making breakthroughs in areas like neurology, oncology, cardiology, immunology and genomics. There are also 75 active research centres and nine Canadian network centres of excellence specializing in infectious diseases, genetics, stroke research and stem cells.

In addition, 18 research networks enable Québec researchers to collaborate in specific areas. These networks provide quick access to the best researchers in Québec as well as a large pool of test populations for clinical trials.

“We looked at locations all over North America, and Montréal came out very favourably. Tax, financial and other issues were taken into consideration, but the most important was access to scientific talent.”

Philippe Walker

*Vice-President (Discovery)
and head of AstraZeneca's
laboratories in Montréal*

Tap into Great Financial Incentives and Tax Benefits

Québec offers financial incentives and taxation measures that make it a great place to do business for life sciences companies. These include some of the world's best R&D tax incentives, attractive corporate tax rates and an income tax holiday for foreign researchers.

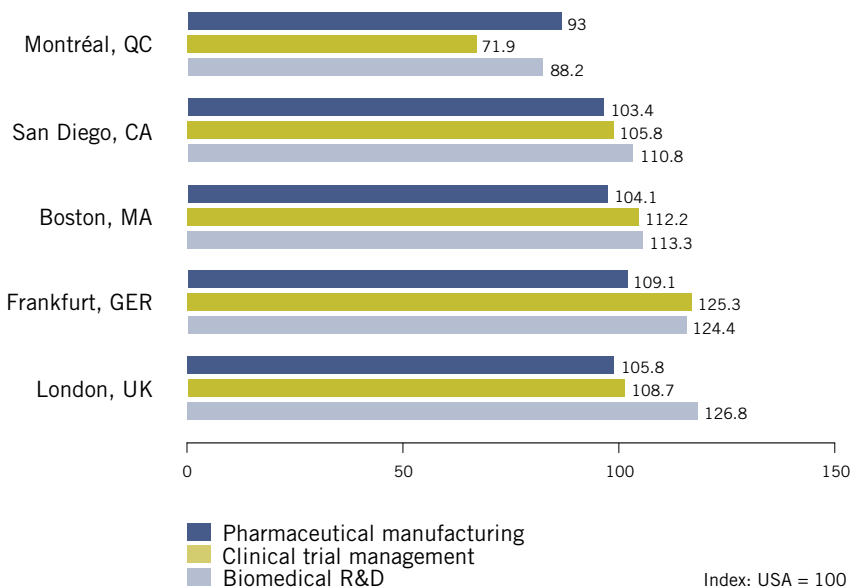
- **Thanks to generous tax credits, the net cost of a \$100 R&D expenditure can be as little as \$60 for major corporations. Companies receive refunds for the amount of these credits.**
- **Québec has the lowest corporate income tax rate in North America: 29.9% in 2010.**
- **Foreign scientists and experts can take advantage of a personal provincial income tax holiday of up to five years.**
- **Companies that build or expand research centres in Québec can obtain refunds for 15% of their construction or expansion costs.**



Lower Your Operating Costs

Operating costs are lower in Québec than in Europe and the United States (KPMG 2008). What's more, Montréal has the most economical operating environment of any major international city involved in biomedical research, pharmaceutical manufacturing and clinical trial management.

COMPARISON OF ANNUAL COSTS



TAKE ADVANTAGE OF QUÉBEC'S NUMEROUS BENEFITS:

- A critical mass of renowned companies, universities, hospitals and research centres;
- A diversified industry with operations in manufacturing, R&D, contract research and marketing;
- Attractive tax incentives;
- A highly skilled workforce with low turnover;
- Very competitive operating costs;
- A strategic geographic position within a 1,000-kilometre (600-mile) radius of Boston, Philadelphia, Washington and New York.



QUÉBEC'S LIFE SCIENCES INDUSTRY IS DRIVEN BY CREATIVITY AND COMPETITIVE SPIRIT.

- Québec is home to 420 life sciences companies.
- The 10 largest pharmaceutical companies in the world have operations in Québec.
- About 20 multinational pharmaceutical companies have their Canadian head offices here.
- Québec has an unparalleled talent pool of 32,000 highly qualified people and a public health research network that includes over 10,500 researchers.
- Québec has four schools of medicine and 300 research organizations that are making breakthroughs in areas like neurology, oncology, cardiology, immunology and genomics.

“Québec is a very ripe market for innovation; it always has been.”

Hugh O'Neill

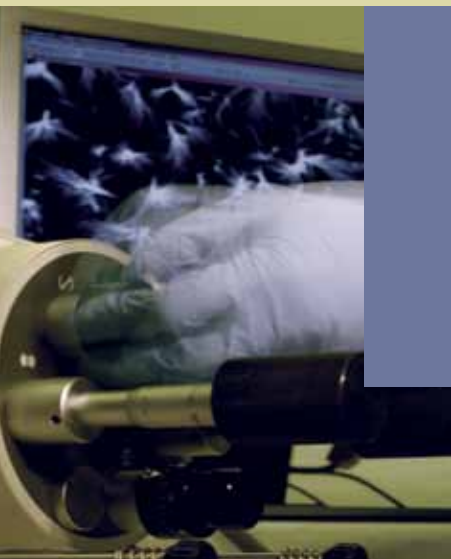
*President and CEO,
sanofi-aventis Canada*

<http://smr.newswire.ca/fr/sanofi-aventis/sanofi-aventis-hugh-oneill>

Source: *The Gazette*, October 23, 2009

TAKE YOUR CREATIVE IDEAS TO MARKET

Québec is one of the few places in the world where a pharmaceutical company can take a product from the idea stage all the way through basic research, development, testing, manufacturing and marketing.



CHOOSE INVESTISSEMENT QUÉBEC

**ARE YOU LOOKING FOR THE RIGHT PLACE
TO GROW YOUR LIFE SCIENCES COMPANY?**

CALL INVESTISSEMENT QUÉBEC.

We combine the advantages of a financial institution and an economic development agency, so we have what it takes to meet your needs.

OUR TEAM OF EXPERTS CAN HELP YOU:

- Gain insight into the challenges and opportunities offered by Québec's life sciences industry;
- Build productive, strategic alliances with local and international partners;
- Find a location that suits your needs;
- Benefit from attractive tax incentives;
- Find the right financing solutions including loans, loan guarantees and working capital.

CALL US TODAY.



GROWING JUST GOT EASIER

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