

2014

ACTIVITIES REPORT





TECHNOPARC
MONTRÉAL

2014 ACTIVITIES
REPORT

TABLE OF CONTENTS

- 4 Message from the Chairman of the Board
- 5 Message from the President and CEO
- 6 Board Activities
- 8 2014 Strategic Planning
- 10 Economic Climate
- 13 Financial Position
- 14 Results of the 2014 Action Plan

Saint-Laurent Campus 16

- 18 2008-2014 Trends
- 21 Real Estate Activities
- 23 New Resident Companies
- 24 Our Residents' Achievements
- 28 Athletic and Social Events
- 30 Transportation

Éco-campus Hubert Reeves 32

- 32 Progress Report

TM² Business Centre 34

- 35 2014 Year in Review
- 35 New Resident Companies
- 35 Activities and Events

Health District 36

Communications Activities 38

- 38 Visiting Delegations
- 39 Advertising and Promotion
- 40 Communications and Networking Events
- 43 International Conferences

Real Estate Prospecting 46

MESSAGE FROM THE CHAIRMAN OF THE BOARD



Paul Saint-Jacques

I am delighted to report that 2014 was an exceptional year in many ways. For starters, we welcomed many new residents to our Saint-Laurent Campus. We also finalized several land sale agreements pursuant to the strategic orientation set by our Board of Directors a few years ago and the sales strategy implemented by senior management. As part of the strategic plan that was developed last year, we updated our vision and master plan to provide TM with property development conditions that were more consistent with current trends. We also created new partnerships that should lead to significant progress at the Éco-campus Hubert Reeves site and at sites beyond the Saint-Laurent Campus.

None of these positive results would have been possible without the Board's ongoing commitment and close cooperation with senior management.

The Board fulfilled its governance duties by taking an active role on many new fronts this year, holding 20 face-to-face or video conference meetings. I am grateful to everyone on the Board for their diligent oversight of Board activities, for their vital role in keeping operations on track, for the clear orientations they set for TM, and for their commitment to ensuring the success of all Board and sub-committee activities.

I must also underscore the outstanding work and results produced by our President and CEO and his dedicated team who, despite their limited size, once again rose to every challenge and met every target.

I invite everyone in the TM family, our Board members, employees, partners, suppliers and clients, to keep supporting our mission of fueling Montreal's technological growth.

I hope you enjoy reading this report, which is a faithful representation of the main activities pursued by Technoparc Montréal in 2014.



Mario Monette

MESSAGE FROM THE PRESIDENT AND CEO

I am pleased to present the highly positive results outlined in our 2014 Activities Report, which we intend to build upon to fuel Technoparc Montréal's growth in 2015. Of the 27 years of Technoparc Montréal's existence, 2014 will stand out for its exceptional results, which will serve as a major push for our new 2014-2017 action plan.

To begin, we signed off on two major 123,087 m² (1,324,900 ft²) real estate transactions for a record \$11.4 million.

One of these transactions involved Green Cross Biotherapeutics, a South Korean firm that will establish its Canadian headquarters, a research centre, and a blood plasma fractionation plant on our Saint-Laurent Campus, representing a building area of 380,000 feet, a \$200 million investment, and the creation of 375 jobs.

Combined with those from last year, these two real estate transactions enabled us to reduce our mortgage balances by 56.2%.

The promotion, attraction and retention work we carried out with other building owners and developers working on the Saint-Laurent Campus enabled us to significantly decrease our vacancy rate, which stood at 6.9% in December 2014. As of the end of the year, there were 27 new resident companies and 825 new jobs.

The 2013 launch of our TM² Business Centre, which was created to bring small businesses to the Saint-Laurent Campus in order to strengthen the area's ecosystem, has been a huge success. The Centre is currently full and we are considering creating a second centre to meet the demand.

We are also proud to have signed a partnership agreement with CHU Sainte-Justine in order to help it establish the *Cité internationale de la réadaptation pédiatrique de Montréal*. We also remain active in promoting Montreal's Health District and are working closely with CHUM to determine the next steps.

I would like to thank our clients, our collaborators and our suppliers for their generous support. My special thanks to the City of Montreal for its financial support and expertise and, especially, to the Borough of Saint-Laurent's senior management and staff for helping us realize our projects and meet our goals.

I would also like to thank the Chairman of the Board and its members for their dedication and their invaluable strategic advice.

Finally, this great year would not have been possible without the creativity, innovativeness, enterprising spirit and dynamism of Technoparc Montréal's small team, which I had the pleasure of heading.

BOARD ACTIVITIES

In 2014, the Board organized 20 face-to-face or video conference meetings and managed the affairs of its various committees.



2014 *ACTIVITIES
REPORT*

Governance Committee

In 2014, the Governance Committee held two meetings which led to a new charter project and a revised governance policy. The Committee also reviewed its code of ethics and conduct, and looked into other matters such as Board member selection criteria and the definition of a member's independence status.

Audit and Risk Management Committee

The Audit and Risk Management Committee met five times this year. The Committee members studied various risk management issues, had its charter reviewed by the Board, reviewed purchase offers as transactions were presented to them, made recommendations to the Board, and studied the various real estate transaction and risk

management tools and documents used by Technoparc Montréal.

Human Resources Management Committee

In 2014, the Human Resources Management Committee had a charter project approved by the Board, held a meeting where it set objectives for the President and CEO and Technoparc Montréal, assessed the 2013 results, and made related recommendations to the Board.



From left to right:

Pierre B. Paquin, Board Administrator and Attorney at Bélanger Sauvé SENCRL; Claude Proulx, Observer and Representative of Investissement Québec; Véronique Doucet, Observer and Director of the Borough of Saint-Laurent; Mario Monette, President and CEO of Technoparc Montréal; Suzanne Deschamps, President of the Governance and Ethics Committee and VP of Development and Legal Affairs at Groupe Pacific; Michel Bédard, Board Administrator and VP of Real Estate Investments at Desjardins Global Asset Management; Michel Desbiens, Board Secretary; Paul Saint-Jacques, Chairman of the Board; Lidia Divry, Board Administrator and Executive Director of TechnoMontréal; André Labrie, Board Administrator; Alan DeSousa, Board Administrator and Mayor of the Borough of Saint-Laurent; Serge Guérin, Observer and Director of the Economic Development Department of the City of Montreal; Vianney Bélanger, Board Administrator and President of COPRIM; Luana Borelli, Executive Assistant to the President and CEO of Technoparc Montréal; Jean-Luc Landry, President of the Human Resources Management Committee and President and CEO of Gestion de portefeuille Landry inc.; Daniel Bouffard, Observer and VP of Finance at Technoparc Montréal

2014 STRATEGIC PLANNING



As part of its 2014-2017 Strategic Plan, Technoparc Montréal set out to create a new vision for its Saint-Laurent Campus. To this end, a consultant was hired in the fall to assess the current situation and to study innovation area development trends relevant to the Campus and the industrial perimeter beyond it.

The consultant will set out to revise the current master plan, propose new development solutions which are more consistent with current innovation area labour and growth trends, and present strategies aimed at improving public and active transportation in Montreal's western suburbs to make the Campus more accessible.

The project should be completed by the spring of 2015.

Technoparc Montréal is overseeing the project in partnership with the Borough of Saint-Laurent, the City of Montreal and with the collaboration of the owners of land to be developed.

Mission

Offer work environments and real estate solutions that promote technological innovation, collaboration and success in order to propel the development of the Saint-Laurent Campus, the Éco-Campus Hubert Reeves and Montreal's Health District.

Vision

Excel and increase our visibility by developing innovative projects that will contribute to Montreal's economic and technological development.

Values

- Integrity
- Trust
- Competence
- Collaboration
- Creativity

Strategic Thrusts

- Develop partnerships in order to offer services and solutions that fit our clients' needs;
- Design, conduct or manage innovative real estate projects for technology entrepreneurs or corporate residents of the Saint-Laurent Campus, the Éco-Campus Hubert Reeves, and Montreal's Health District;
- Develop high value-added activities such as the Business Centre and the business accelerator in order to strengthen the Saint-Laurent Campus's appeal.

2014-2017 Strategic Objectives

- 1** Create a new development vision for the Saint-Laurent Campus;
- 2** In collaboration with the City of Montreal and the Borough of Saint-Laurent, create a new Special Planning Program (SPP) for the Saint-Laurent Campus;
- 3** Develop a relevant real estate development plan;
- 4** Increase Technoparc Montréal's self-financing capacity;
- 5** Propose an organizational model in line with Technoparc Montréal's strategic roles:
 - Senior management and administration;
 - Real estate strategies and transactions;
 - Project management (ÉCHR, QSM, Business Centre, business accelerator...);
 - Promotion, prospecting and hospitality.

ECONOMIC CLIMATE

Labour Market on the Island of Montreal

Based on provisional data gathered by the Institut de la statistique du Québec, the Island of Montreal saw 11,400 fewer jobs¹ in 2014, a 1.2% decline from 2013. In annual average terms, there were 16,700 fewer full-time jobs and 5,400 more part-time jobs.

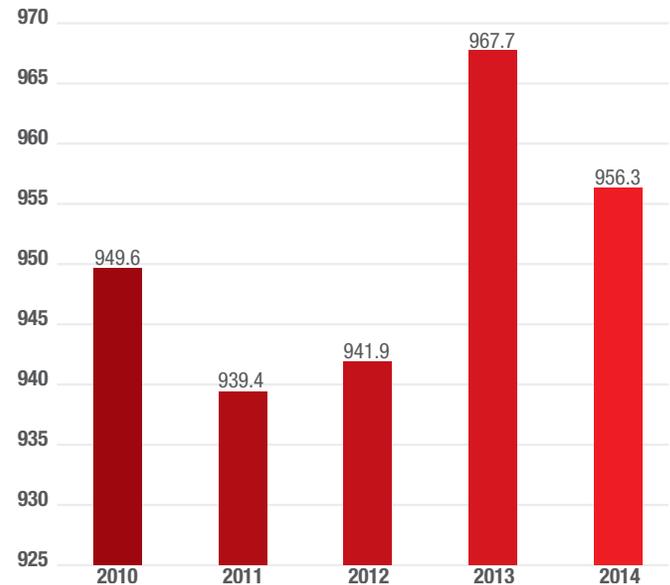
It should be noted that while the first eight months of 2014 saw consecutive monthly declines, the number of jobs increased during the last four months of the year.

The Montreal Office Market

In its marketview for the fourth quarter of 2014, CBRE found that:

- The Greater Montreal Area (GMA) office market ended with flat net absorption values in 2014. The “hidden” new supply that came online in the last three years via the Loft office market has taken its toll on core office properties.
- Lease renewals and expansions remained a major part of the market, which saw fewer transactions completed. Most leases were renewed for 5 years, with some larger tenants renewing for a period of 10 years or more.

Number of jobs on the Island of Montreal
(in thousands)



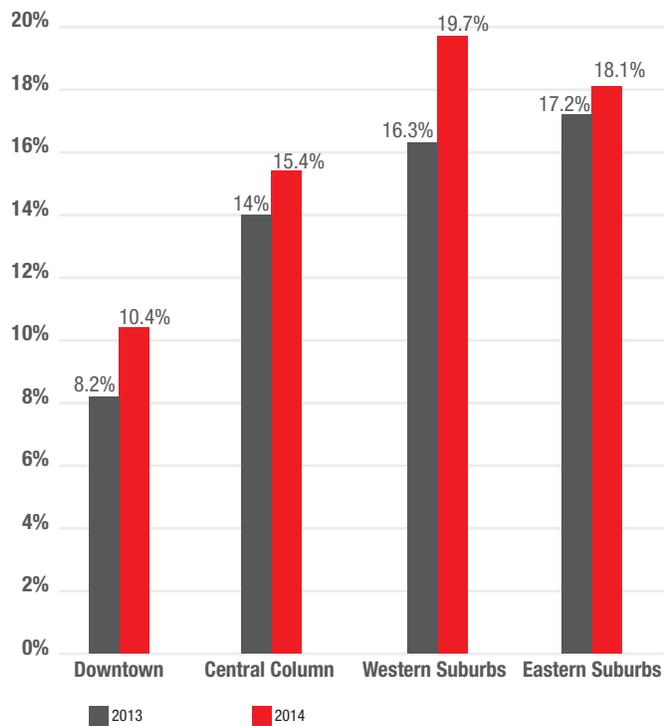
¹ Since the data was drawn from Statistics Canada's Labour Force Survey, the labour market is evaluated by the place of residence of the employed person and not their workplace.

- Demand for new generation office spaces in the suburbs is impacting vacancy in older stock in those markets.
- The GMA vacancy rate reached 12.7%, with the Central Business District (CBD) rising above 10.0% for the first time since late 2006. The suburban markets are also at their highest rates since 2006, at 16.3%.²

CBRE also found that many large multinationals are reassessing their needs and their approach, leading to a greater demand for open-concept LEED-certified office spaces and facilities for employees. Several of these projects are in suburban sub-markets near major highways and are thus easily accessible by car.

Overall, GBA sub-markets reported higher vacancy rates in the fourth quarter of 2014 vs. the same period of 2013. It should be noted that the vacancy rate for Downtown Montreal rose above 10%, the highest rate since 2006, and that of western suburbs rose to 19.7%, the highest rate since 2005.

Vacancy rate of office buildings on the Island of Montreal

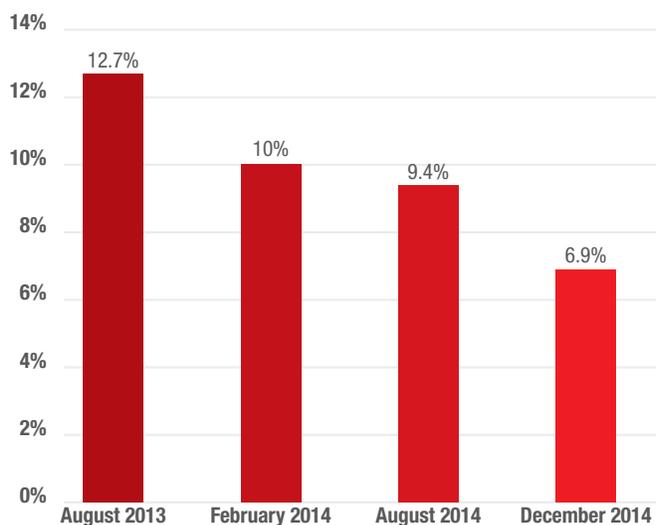


² Source : CBRE. (2014) *Montreal Office Marketview T4 2014*.

Office Market in the Saint-Laurent Campus

The Saint-Laurent Campus's leasing activities soared in the fall of 2014. December 2014 figures showed that the vacancy rate saw a marked decline, at 6.9% — a very impressive feat considering the overall situation in the Greater Montreal Area, where vacancy rates rose.

Vacancy rate of office buildings on Technoparc Montréal's Saint-Laurent Campus



It should be noted that in 2014, Broccolini Construction also started construction on the Broccolini Corporate Center Saint-Laurent 2. According to data published by the *Commission de la construction du Québec* in December 2014, the 12,500 m² project has been valued at \$30M. It will be Montreal's second largest new office building next to Deloitte's \$200M downtown tower. Construction on the building, which will be located at 2600 Alfred-Nobel Boulevard and house Hospira's Canadian headquarters, should be completed in the summer of 2015.

FINANCIAL POSITION

In 2014, Technoparc Montréal surpassed its land sale objective and increased its real estate activities on its Saint-Laurent site. We closed two major transactions, resulting in the sale of over 123,000 m² of land and signed a \$200 million deal with Green Cross Biotherapeutics, representing the largest pharmaceutical investment to be made in Quebec over the past 10 years.

These transactions generated revenues of 11.4 million and enabled Technoparc Montréal to reduce its debt to financial partners by more than 50%, including an amount of \$5.48 million which was repaid to the City of Montreal.

Revenues generated by our TM² Business Centre were \$155,000 in 2014 and should more than double next year thanks to the acquisition of a new building that will welcome even more small tech companies to the Saint-Laurent Campus. These revenues are in addition to the \$2.6 million provided by the City of Montreal.

Technoparc Montréal's operating expenses also decreased by 12% between 2013 and 2014 and now stand at \$2.2 million, in addition to the \$1 million in taxes paid to the City of Montreal.

On the heels of a great 2013, Technoparc Montréal had the best year in its history.

RESULTS OF THE 2014 ACTION PLAN

The 2014 action plan began a new strategic planning cycle for 2014-2017, focused on Technoparc Montréal's updated mission and five strategic objectives.

Objective 1: Mobilize the surrounding community and our partners to revise the Saint-Laurent Campus's development model

We hired an outside consultant to revise the Campus's current master plan, in collaboration with the Borough of Saint-Laurent and the real estate developers who are our main partners. This consultant was mandated to revise the development framework of the site and its surroundings, open new avenues, propose transportation solutions to make the Campus more accessible, and present a sustainable development approach adapted to the needs of Campus workers. A work report should be completed and presented to the Borough of Saint-Laurent in the spring of 2015 for a broader review of its main recommendations.

The efforts underway will help rally Campus property owners, companies and workers around common goals aimed at upgrading the site while pursuing its development, as evidenced by the construction of a new 12,500 m² office building at the entrance of the Campus, which will be housed by the new Canadian headquarters of Hospira, a major pharmaceuticals company.



Objective 2: Bring the Éco-campus Hubert Reeves project to fruition by carrying out preliminary wetland and infrastructure work and planning the construction of the first building on the campus

In 2014, we obtained two environmental authorizations from Quebec's Ministry of Sustainable Development, Environment and the Fight against Climate allowing us to undertake the work that must be done before developing the future Parc des Sources and the street that will provide access to the site. Construction of this street will be carried out in the spring of 2015 by the Borough of Saint-Laurent, the City of Montreal's agent.

Along with these activities, we signed a partnership agreement and completed a business plan with a Canadian company to pursue a major real estate investment project at the Éco-campus, a significant phase of which should begin in 2015. This project will kick off construction on the first wooden buildings at the site.

Objective 3: Bring the Health District's Multifunctional Health Centre project to fruition by creating the initial business report in collaboration with partners

The Multifunctional Health Centre project was initially comprised of four components (the *Campus de santé*, the *Pavillon des bio-industries*, the *Maison de la santé* and the *Centre de réadaptation et d'hébergement*). Following a government report on surplus health buildings, the *Campus de santé publique de Montréal* component was moved to Hôtel-Dieu hospital. In this context, the *Société québécoise des infrastructures* decided to develop the public health campus project at this new site. Technoparc Montréal and CHUM are also looking into the possibility of developing the *Pavillon de la génomique clinique et des bio-industries* project near CHUM.

Objective 4: Increase our ability to welcome start-ups through the construction or leasing of dedicated office spaces

We continued to welcome new start-ups to our TM² Business Centre, which now has 15 tenant companies and 11 companies using our domiciliation services. Now that the TM² has sold out, we made a purchase offer on a new building so we can significantly increase our ability to welcome new companies as of 2015.

Objective 5: Begin the systematic sale of specific lots in order to focus on target projects such as the development of sites and the realization of added-value projects

The year 2014 brought record land sales, representing a total area of 123,086 m² and a value of \$11.44 million. One of these transactions allowed us to sign a \$200M investment deal with Green Cross Biotherapeutics. By the end of the year, Technoparc Montréal still had over 326,000 m² of land available for development.

As you can see in this Activities Report, Technoparc Montréal was active in Montreal and elsewhere throughout 2014 in order to develop partnerships and wide scale projects, promote our real estate solutions with the business and scientific community here at home and abroad, and pitch companies and research centres that may want to come to Montreal.

An aerial photograph of the Saint-Laurent Campus, showing various academic buildings, parking lots, and green spaces. In the background, an airport runway and a large body of water are visible under a clear sky. A red, semi-transparent graphic overlay covers the top-left portion of the image.

SAINT-LAURENT CAMPUS

2014 ACTIVITIES
REPORT



Total area 1,672,255 m²

Protected area 157,935 m²

Developed area 622,450 m²

Number of buildings built 27

Area of buildings built 195,096 m²

Number of companies 91

New companies, including 5 using domiciliation services 32

Number of workers 5,625

New jobs 825

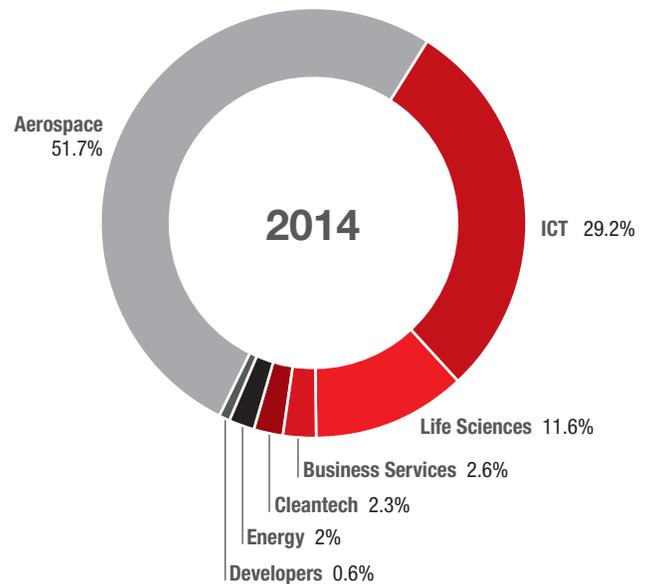
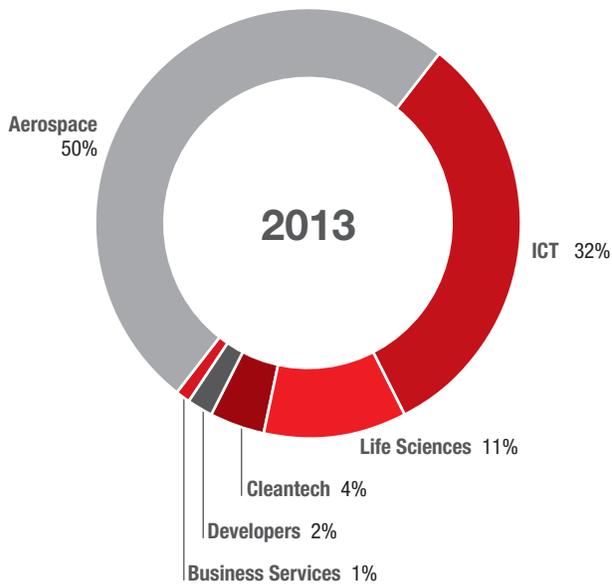
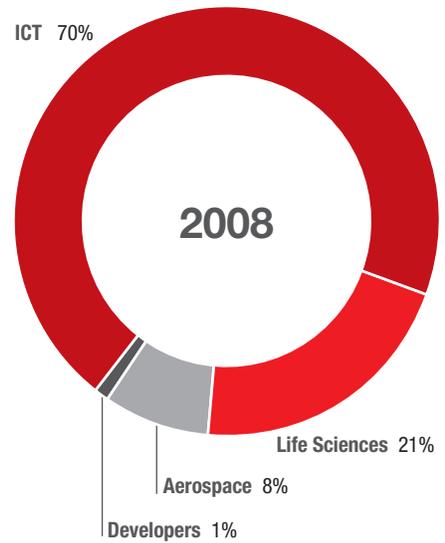
Area to develop 901,159 m²

Building area potential 464,515 m²

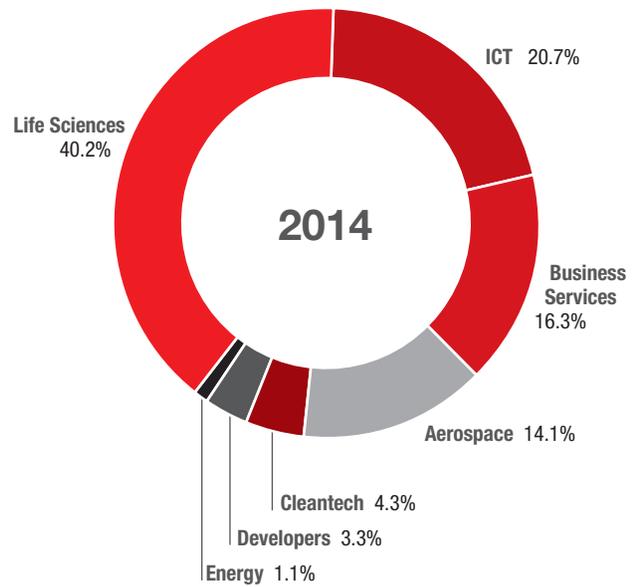
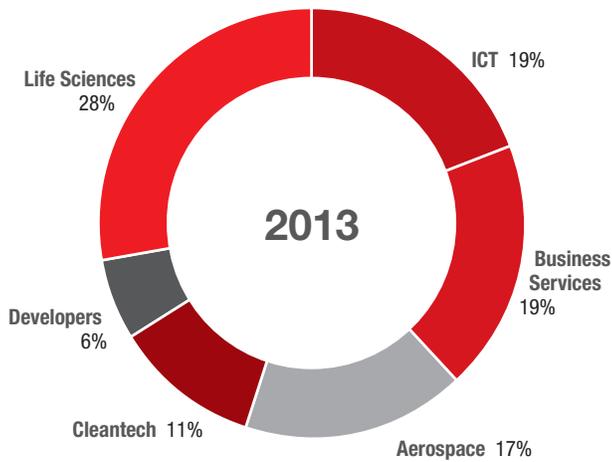
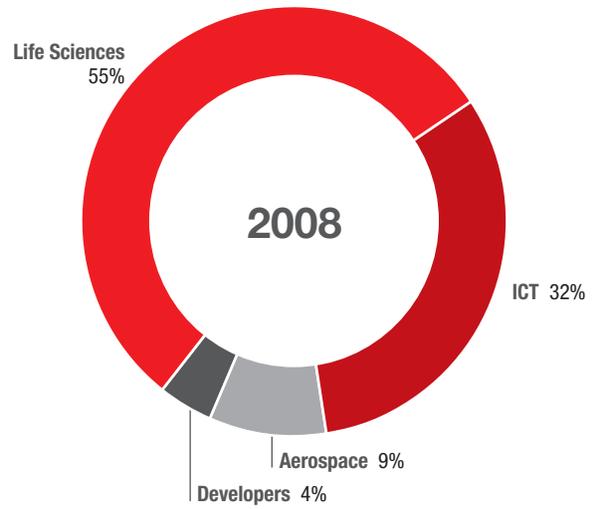
Data as of December 31, 2014

2008-2014 TRENDS

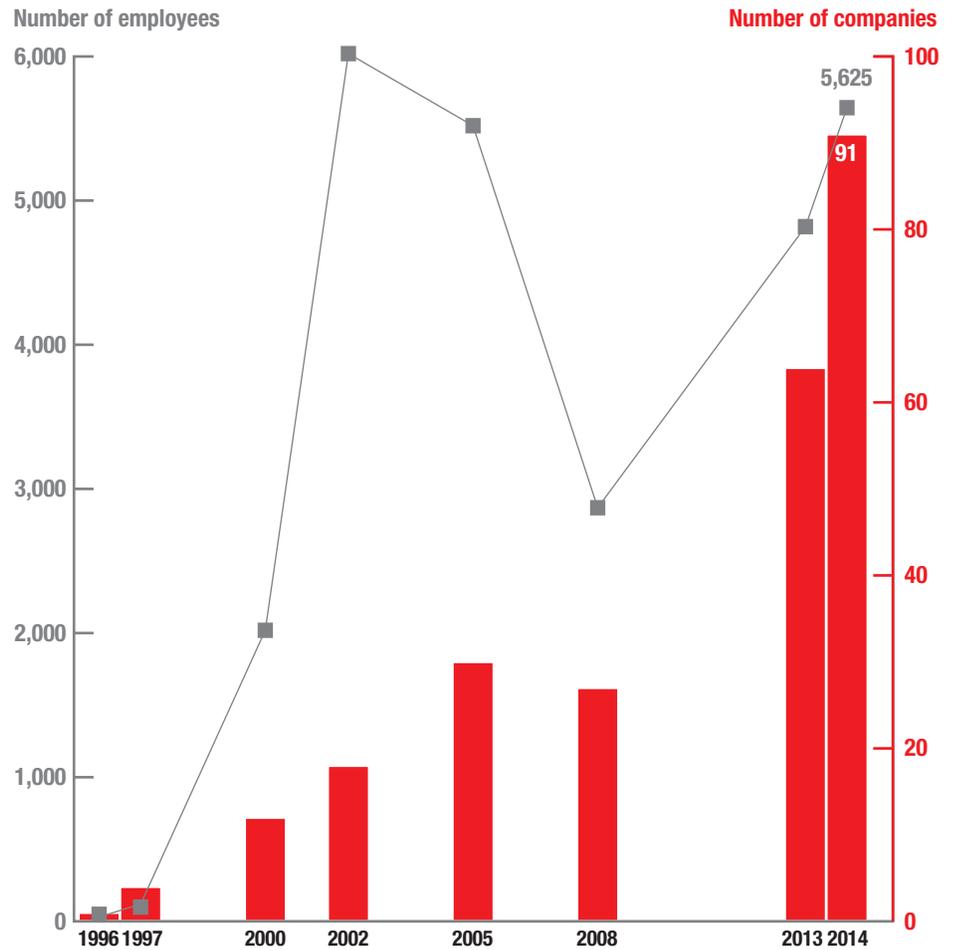
JOBS BY SECTOR



COMPANIES BY SECTOR



Number of employees and companies from 1996 to 2014



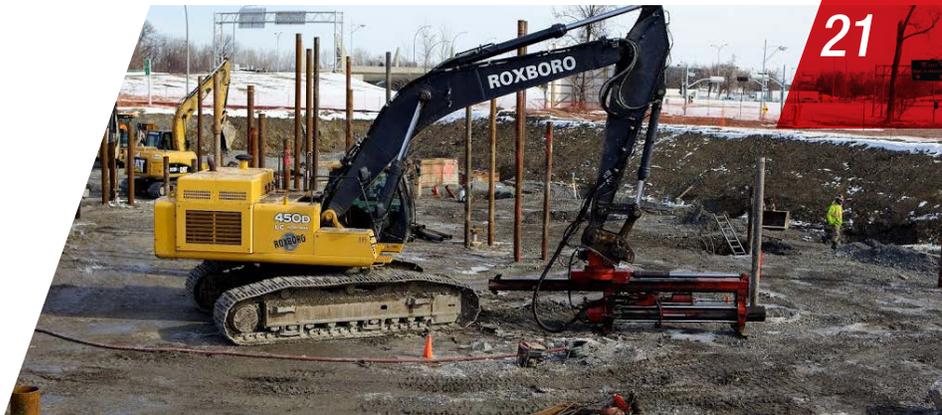
REAL ESTATE ACTIVITIES



In working with Saint-Laurent Campus owner developers like Morguard, the LaSalle Consulting Group, NEXUS 40-13 and Broccolini Construction, our goal is to provide a competitive regional and national real estate development framework to meet the needs of our partners and clients. And we certainly met this goal based on our results: an ongoing reduction in the Campus's vacancy rate, which dropped from 12.7% in August 2013 to 6.9% in December 2014. This figure is even more impressive when you consider that for the same period, the vacancy rate of West Island office buildings rose from 16.3% to 19.7%.



TM's real estate activities were very profitable in 2014 thanks to significant growth in its property sales, which increased from \$384,000 in 2010 to \$11,438,000 in 2014, as the table on the following page illustrates.



NEW RESIDENT COMPANIES

Saint-Laurent Campus + 3

Apto Vision
Keysight Technologies
Pharmascience

NEOMED Institute + 13

Bioniche
Cerebrasol
CHEM RF
Crocus Laboratories
Cyclenium Pharma
Domain Therapeutics
Inception Sciences
IRICoR
KDM Laboratories
Medesis Pharma
PhylogenX
ProNasciPharma
Thrasos Therapeutics

Business Centre + 11

Ariolix
D-BRAS
Green Cross Biotherapeutics
IPDIA
MEKK Pharma
Premier Wireless Solutions
Prodec Metal Canada
Qanari
Tekniverso
Trifermed Canada
Virtual GeoSatellite Canada

OUR RESIDENTS' ACHIEVEMENTS



Life Sciences Sector

Technoparc Montréal also actively develops life sciences projects. In 2014, aside from bringing two life sciences companies to the Saint-Laurent Campus and two others to our Business Centre, we worked with two Campus residents, the NEOMED Institute and the *Consortium québécois sur la découverte du médicament*, to encourage even more life sciences companies to come to the Campus and, more generally, to Montreal.

We also partnered with the *Centres hospitaliers de l'Université de Montréal* (CHUM and Sainte-Justine) to pursue technological transfer and development activities with innovative medical equipment and life sciences companies.

In 2014, Technoparc Montréal worked on 12 life sciences projects.

Other notable achievements accomplished by our residents:

Consortium québécois sur la découverte du médicament (CQDM)

Sanofi Canada joined the Consortium, which intensified its partnerships with Ontario and developed new Canadian partnerships. The CQDM's Explore program will now support Ontario and Quebec researchers thanks to renewed agreements with the Centres of Excellence of Ontario. The CQDM also signed partnership agreements with the Canadian Institutes of Health Research (CIHR) and five of its institutes, and with Brain Canada and the Ontario Brain Institute.

The NEOMED Institute

The Institute became a Centre of Excellence for Commercialization and Research (CECR), within Canada's Network Centre of Excellence (NCE). It was also announced that over 145 employees worked at the 22 companies housed at the Institute in 2014.

Targanta Therapeutics inc. (a subsidiary of The Medicines Company)

The FDA approved the company's new ORBACTIV™ (oritavancin) drug for use in acute bacterial skin and skin structure infections.

H&P Labs

H&P Labs signed two licensing agreements in 2014. In April, the company reached an agreement with Defyrus Inc. for DEF201, a broad-spectrum antiviral treatment for hemorrhagic fever infections (such as Ebola and Lassa) and other viral infections (such as the Chikungunya virus); and in December, it signed an agreement with Harvard University for two classes of compounds to develop an oral drug therapy against Ebola.

Information and Communications Technology Sector

The ICT companies that do business at the Saint-Laurent Campus also had a prosperous year, as attested by the expansion projects announced by Belden (telecommunications) and Genetec (video surveillance), among others.



In July, Technoparc Montréal and industry players completed a study on the development of a shared and neutral communications infrastructure at the Éco-campus Hubert Reeves site. As part of Montreal's Smart City strategy, TM also developed an open innovation (Living Lab) concept for the first building to be built at the eco-campus.

In 2014, Technoparc Montréal worked on 18 ICT projects.

Other notable achievements accomplished by our residents:

EXFO

EXFO launched an intelligent automated optical cable certified for data centres.

IPDiA

Using its deep-trench MOS capacitor, IPDiA designed a new generation of ultra-wide band varactors for fiber-optic telecom systems and high-speed data transmission systems and products. Since this new technology was launched, IPDiA has already produced several successful designs with top optical networking industry players.

Ciena

In October, TDF announced that it had completed a live 1Terabit per second (Tb/s) trial with Ciena®'s 6500 Packet-Optical Platform. The WaveLogic 3 coherent optical processors within this platform provide for programmable high-capacity connectivity and will enable the French group to deliver end-to-end data centre and connectivity solutions. Ciena's OneControl Unified Management System will give TDF unprecedented visibility through network layers and provide for the rapid deployment of new high-speed services.

Aerospace Sector

Bombardier

On September 7, 2014, Bombardier Commercial Aircraft announced that it had resumed flight tests for its CSeries passenger jetliners at its Mirabel facilities. The CSeries, which was developed at the Saint-Laurent Campus, is the only 100% newly designed single-aisle jetliner for the 100-149 seat market. The new CS100 and CS300 models will help position Bombardier as a leader in next generation energy-efficient, low noise planes.



Good news for Thales Canada

During the National Business Aviation show, Thales Canada announced that it had once again been chosen by Gulfstream Aerospace to deliver fly-by-wire flight control systems on the new G650ER. In October 2014, the company also completed successful trials for Phase One of the Interdepartmental Maritime Integrated Command, Control and Communications (IMIC3) project with its Commander 3 solution.

Cleantech Sector

Technoparc Montréal is invested in Smart City in collaboration with the Borough of Saint-Laurent and the City of Montreal.

Technoparc Montréal will develop smart buildings at the Éco-campus Hubert Reeves site. The first building will incorporate such green components as recovered materials, wood structures, and solar and geothermal energy.

In 2014, Technoparc Montréal worked on 9 cleantech projects.

Other notable achievements accomplished by our residents:

911 Innovation

The company provided the winglets and avionics box used in the Odyssée rocket developed by students on the Oronos Polytechnique committee. The students placed first in a rocket engineering competition (IREC) that brought together the best university teams from America and Europe. Odyssée reached Mach speed 1.5 and an altitude of 7,600 metres.



Renewz

In 2014, Renewz continued to enrich its electric vehicle charging expertise and its ties to the production of renewable energy for tomorrow's power grids. One of the main projects carried out by the company was a Micro Grid for PowerStream, Ontario's second largest community-owned energy service. The development of the Micro Grid represents a major milestone for the company. This patented technology has been positioned to help the public understand the relationship between electric vehicles, local energy production and network infrastructures with a view to promoting the development of innovative new business models.

ATHLETIC AND SOCIAL EVENTS

Technoparc Montréal created a visibility campaign as part of athletic and social events organized for Saint-Laurent Campus residents:

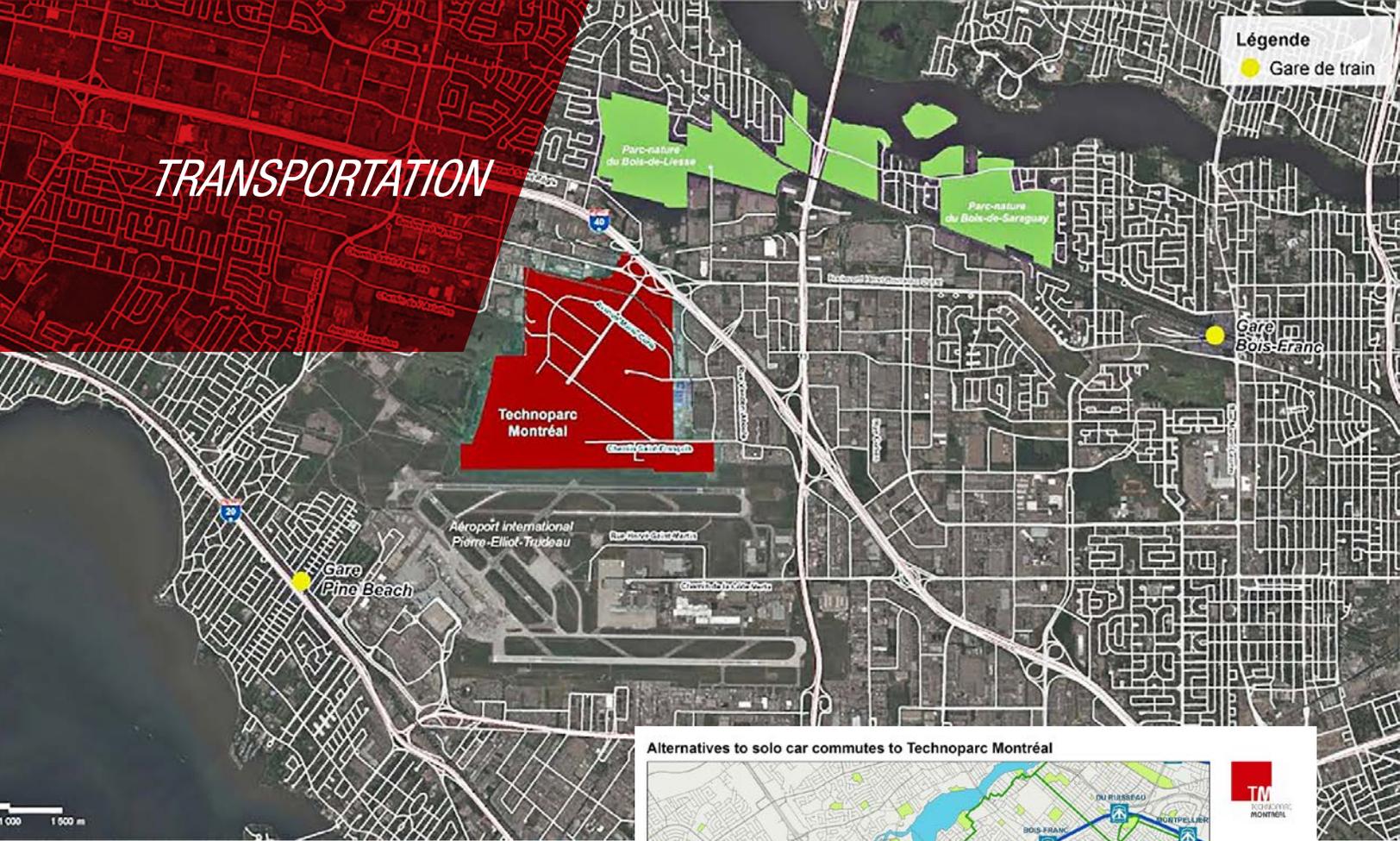
The **Défi Entreprises Montréal 2014** brought 2,500 runners to the Saint-Laurent Campus and was so successful that the event will be reprised in 2015.



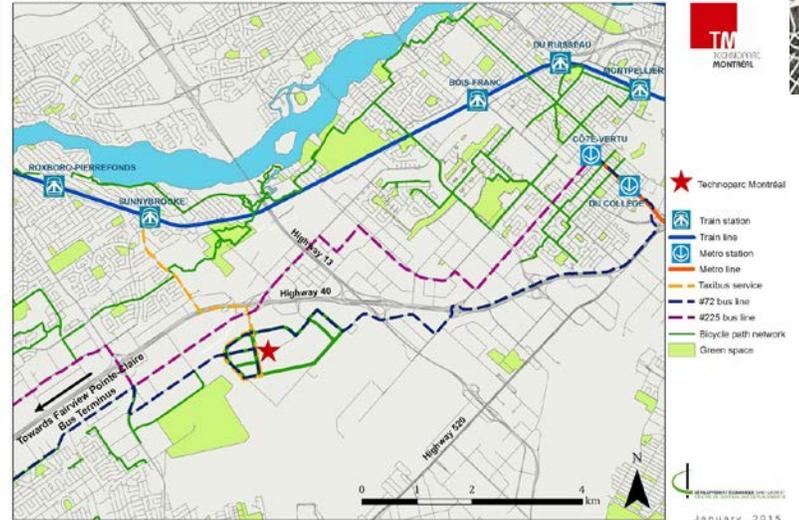
Over 1,500 people took part in two **street cooking** parties this summer. These events were a big hit with participants, who asked that they be held more often.

Technoparc Montréal's second annual Bike Fest was attended by over 120 cyclists.





Alternatives to solo car commutes to Technoparc Montréal



The Transportation Committee, made up of over 10 representatives from Saint-Laurent Campus resident companies, met twice in 2014. The Committee produced maps indicating access to sustainable transportation services in the TM area and distributed copies to members so they could pass them onto their fellow workers.

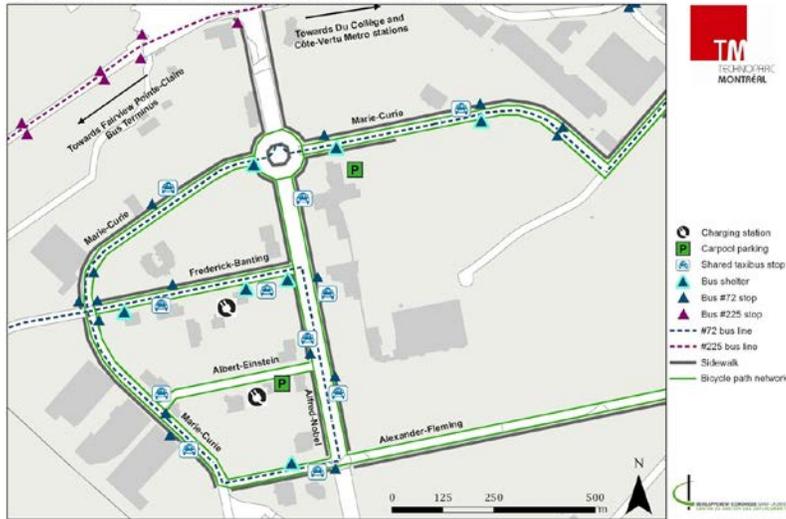
On June 11, Technoparc Montréal's second annual Bike Fest drew over 120 visitors, twice as many as in 2013. Based on the growing appeal of this event, even more mechanics are expected to take part next year. The 2015 Bike Fest will also include the use of food trucks, which have become very popular with TM area workers.

Two Campus residents (Genetec and Technoparc Montréal) took part in the *Défi sans auto 2014*, a friendly Quebec competition that promotes the benefits of sustainable modes of transportation with workers and students.

As part of our carpooling program, we also held two inter-company tables aimed at developing better incentives for workers to carpool and use active transportation.



Alternatives to solo car commutes at Technoparc Montréal



ÉCO-CAMPUS HUBERT REEVES

Progress Report

Since the Éco-campus Hubert Reeves project involves altering a major wetland, Technoparc Montréal and the Borough of Saint-Laurent must obtain an environmental authorization (Certificate 32) before construction can begin. To this end, we held various meetings with representatives from Quebec's Ministry of Sustainable Development, Environment and the Fight against Climate Change, and started developing a small woodland border so that a dyke could be built in the summer of 2015. This structure will maintain swamp and wetland water levels and will be used as a pedestrian trail within the science park, which will mostly be preserved in its natural state.

Technoparc Montréal took part in a co-design workshop with the Borough of Saint-Laurent and the City of Montreal's Large Parks and Greening Site department in order to develop a modern vision of the future nature park that will be built along the Éco-campus Hubert Reeves site.

je vois mtl

On November 17, over 120 projects aimed at stimulating Montreal's economy were proposed as part of the first ever ***je vois mtl*** summit. During this event, Technoparc Montréal presented its Éco-campus Hubert Reeves project and was delighted with the great feedback it received. An execution calendar was proposed for 2015, and regular follow-ups will be conducted with ***je vois mtl*** members.

As stated by Jacques Ménard, President of BMO Financial Group and one of the people behind the movement, this event is very important for the city: "This is a call for citizens from all walks of life to come together and take more responsibility for stimulating Montreal's economy and helping the city reach its full potential by taking concrete measures, spearheading concrete initiatives, and making specific commitments."¹ Technoparc Montréal couldn't agree more and is honoured to be part of such an incredible movement.



Montreal, Smart City

In late 2014, Alan DeSousa, Mayor of the Borough of Saint-Laurent, speaking on behalf of the City, announced the launch of a smart street project that will provide technology trial platforms and access to wifi at the Éco-campus Hubert Reeves site. The pilot project will test out green and smart technologies like variable-intensity, remote-controlled LED street lighting.



¹ Translation of a quote published in *La Presse Affaires* on September 9, 2014.

TM² BUSINESS CENTRE



CMRC · NRC



H&P Labs



renewz



TECHNOPARC
MONTRÉAL

7140

2014 *ACTIVITIES
REPORT*

2014 Year in Review

The year 2014 was a great one for our first business centre which opened in 2013. Barely twelve months after its official launch, TM² reached its key objective by providing more than 26 companies with the perfect work environment for growing their businesses and increasing their visibility. The companies that have offices at TM² specialize in such diverse fields as energy production and conversion, e-commerce, software development, prototype development and manufacturing, Internet access, aerospace component, engineering, surface treatment, pharmaceuticals, human resources, economic development and entrepreneurial support.

These results once again proved how much our business solutions appeal to a wide range of organizations.

New Resident Companies

This year, the following companies opened offices at our Business Centre.

- Ariolix
- D-BRAS
- Green Cross Biotherapeutics
- IPDiA
- MEKK Pharma
- Premier Wireless Solutions
- Prodec Metal Canada
- Qanari
- Tekniverso
- Trifermed Canada
- Virtual GeoSatellite Canada

All of these firms came to us for the visibility afforded to them by our name, our site and our activities.

Activities and Events

In 2014, our residents had a front row seat to the many events we organized, co-organized or sponsored, including delegation tours, cocktails, and MTL NewTech events.

They were also represented at some of the outside events we took part in, including:

- AéroMontréal's Seminar on SME Innovation, held on February 27;
- The 7th CRIAQ Forum, held on April 16 and 17;
- Montreal's International Startup Festival, held from July 9 to 12;
- Our partner, Fundica's 2014 Funding Roadshow, held at our science park on July 14.

To support our residents' growth efforts, we also published information about these emerging leaders on various social media platforms and in our newsletters.

HEALTH DISTRICT



2014 ACTIVITIES
REPORT



On the heels of efforts pursued by the *Société du Quartier de la santé* in 2013, Technoparc Montréal oversaw the promotion and development of the Health District and Montreal's Multifunctional Health Centre by eliciting the interest of project development partners that could carry out wide-scale project along the future CHUM.

In February 2014, the Government of Quebec's *Groupe d'experts sur l'avenir des bâtiments hospitaliers excédentaires*, presented the *Campus de santé publique de Montréal*, a priority project that may be established at the current site of Hôtel-Dieu hospital. A working committee was created, reporting to CHUM, the *Université de Montréal* and the *Société québécoise des infrastructures* to assess the technical feasibility and cost of the project.

Various scenarios are now being studied, and Technoparc Montréal and its partners are open to playing a key role in developing projects under the *Campus de santé publique* and the *Pavillon de la génomique clinique et des bio-industries*, which may be developed independently on sites located in Downtown Montreal.



COMMUNICATIONS ACTIVITIES

VISITING DELEGATIONS

In 2014, Technoparc Montréal's team showed off the Saint-Laurent Campus to 13 delegations from across the globe, more than twice as many as the year before. This surge in popularity reflects its growing reputation as one of the most respected and admired science parks in the world.



Russia



China



Brazil



United States



Sweden



Poland



Peru



Belgium



◀ May 28, 2014
We welcomed American reporter Adam Bruns of Site Selection magazine



◀ June 12, 2014
We welcomed a Swedish delegation interested in the aerospace and ICT sectors



◀ May 13, 2014
We welcomed a Brazilian delegation with a major interest in the cleantech sector



◀ September 12, 2014
We welcomed 10 American location scouts from the IAMC (Industrial Asset Management Council)



◀ June 16, 2014
We welcomed a Russian delegation with an interest in the cleantech sector



◀ March 27, 2014
A Chinese delegation enjoyed our detailed presentation of the Éco-campus Hubert Reeves

ADVERTIZING AND PROMOTION

Technoparc Montréal increased its presence on a variety of platforms this year through an elaborate communications and social media plan.



On the communications front, we produced 12 TechNOBEL newsletters (three times as many as in 2013) and achieved a 30-40% click-through rate, well above the industry average. We also produced zoning and identification maps for Saint-Laurent Campus property owners and, as always, published the achievements of our residents on social media and on our website.

In terms of advertising and media coverage, Technoparc Montréal enjoyed extensive visibility in 2014. In addition to placing strategic ads in trade magazines, 25 articles on TM were published in *La Presse*, *Le Journal de Montréal*, and other publications, all of which appear in our press kit. We also came up with a new billboard campaign and slogan – *L'effervescence des idées* (the effervescence of ideas) – to convey the fact that our residents are innovative high-tech researchers and scientists.

We also used technological tools to improve our website: new functionalities on the home page, a new “Events” section, an easier to navigate “Our Residents” section, increased social media compatibility, and a new site map to guide visitors and promote our projects. We also updated the online tool that provides a 3D tour of the Saint-Laurent Campus in Google Earth.



COMMUNICATIONS AND NETWORKING EVENTS

As in previous years, Technoparc Montréal took part in many industry and social events to promote its office buildings, support services and projects with a wider audience.

Some of our team members served as speakers at such technology events as the *Entretiens Jacques-Cartier* and Fundica's 2014 Funding Roadshow.

We promoted our mission and our image through various sponsored events, including: a networking cocktail for researchers and business leaders, held at the NEOMED Institute; the Innovation in Healthtech conference organized by MTL NewTech and Hacking Health, held at the McGill University Health Centre; the *CRÉE TA VILLE* (create your city) contest organized by Gérald-Godin CEGEP; a cocktail for the Chamber of Industry and Commerce of Saint-Laurent–Mont-Royal, held at TM's offices; the International Startup Festival and the Startups for a Smart City meet-ups, organized by MTL NewTech and held at McGill University.

We also held a press briefing and issued a press release on a meeting held with cleantech stakeholders and decision-makers, organized in collaboration with *SWITCH, l'Alliance pour une économie verte au Québec*.



SWITCH

SWITCH, l'Alliance pour une économie verte au Québec, fosters leadership and coherent actions in the area of sustainable development. In early 2014, the group held its first *Ateliers de l'économie verte* (green economy workshops), where over 100 industry players proposed concrete measures to promote Quebec's green economy.

A number of these proposals were studied during a working committee meeting at Technoparc Montréal, where Sylvain Ouellette, TM's cleantech director, touted Montreal as a green economy leader thanks to its many innovative companies, its institutions, and its cutting-edge initiatives related to solar energy, nanotechnologies, energy efficiency, residual material recycling, water, air and soil treatment, and the carbon market.



In May 2014, Technoparc Montréal facilitated a Reflection Day in Bromont, Quebec on the evolution of science and technology parks in the province and around the world. The activity brought together members from Zones Québec Innovation, an association representing Quebec's main technology cities (Montreal, Quebec City, Laval, Longueuil, Sherbrooke, Trois-Rivières, Rimouski, Bromont, Saint-Hyacinthe and Sorel-Tracy).

Fundica Funding

Fundica's 2014 Funding Roadshow served to educate entrepreneurs on funding opportunities and to facilitate connections between funders and entrepreneurs.

For the first time in its history, the Roadshow stopped at the Novotel hotel located on Technoparc Montréal's Saint-Laurent Campus. With the collaboration of *Développement économique Saint-Laurent*, MTL NewTech, Mitacs, the *Jeune Chambre de commerce de Montréal* and YES Montréal, a number of companies presented their projects to a participatory funding committee and earned the chance to present them a second time to a prestigious group of risk capital investors in San Francisco.

Congratulations to Mathieu Lachaine, President and CEO of **ZAFEA** (now Ubios) for winning the Fundica Challenge on July 14, 2014. Technoparc Montréal was a proud partner of this event, which aimed to provide more direct services to small businesses.



PHARMED Finance 2014

More than 90 participants came to the NEOMED Institute on November 25, 2014 to attend the PHARMED Finance 2014 conference. Sponsored by Technoparc Montréal, the one-day conference brought together companies seeking to network with investors, bankers and health professionals.

INTERNATIONAL CONFERENCES

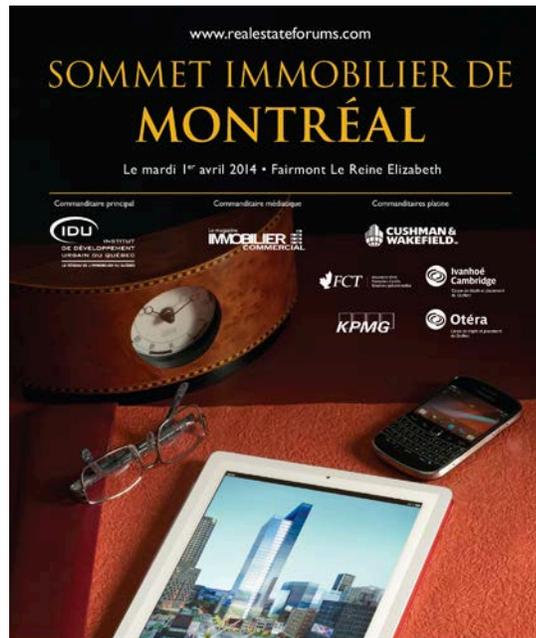
MIPIM 2014 and Real Estate Forum

As part of its commitment to supporting Montreal's real estate industry, Technoparc Montréal once again worked in concert with industry partners to promote the city nationally and abroad.

During MIPIM 2014, an international real estate show held in Cannes, France, Technoparc Montréal served as a coordinator for *Regroupement Montréal* (a consortium made up of the City of Montreal, Montréal International, Aéroports de Montréal, Ivanhoé Cambridge, and private partners) with a view to promoting the city and its real estate potential. The consortium had its own stand and meeting room.

Over the course of the event, which attracted over 21,000 participants from all over the world, over 50 business meetings were held with location scouts, brokers, investment fund managers, and organizations with an interest in establishing businesses in Canada.

Technoparc Montréal also took part in conferences and networked with commercial real estate professionals during various events held in Montreal and Toronto, including the Toronto Real Estate Forum (2,350 attendees, mostly from Canada and the U.S.) and the Montreal Real Estate Forum (890 attendees from Quebec and Ontario).



IASP 2014 in Doha (Qatar)

The International Association of Science Parks and Areas of Innovation (IASP) connects professionals who manage science, technology and research parks (STPs) and other areas of innovation, and provides services that drive growth and effectiveness for its members. The IASP is a NGO in Special Consultative Status with the Economic and Social Council of the United Nations and is a founding member of the World Alliance for Innovation – WAINOVA.

The IASP conference our team attended this year examined the role of science parks as catalysts for technological development, cooperation models between universities and the private sector, and the financial and administrative role that science parks can play with entrepreneurs.

This event enabled us to build privileged relationships with science parks in Johanneberg (Sweden) and Elgazala (Tunisia), with which we expect to work on joint projects in 2015 related to the Éco-campus Hubert Reeves.

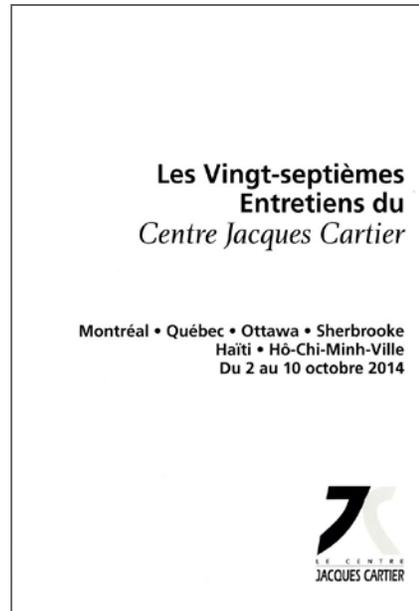
Technoparc Montréal will also be among the organizers of the IASP's North American conference, which will be held in Quebec City in the spring of 2015.



Entretiens Jacques-Cartier Montréal 2014

The *Entretiens Jacques-Cartier* is a socio-economic networking tool involving major political and economic players. Meetings explore social problems such as the globalization of markets, sustainable development, environmental protection, new energy sources, and innovation. The 2014 meeting, entitled “Smart and Digital Cities”, examined telecom networks, smart city business models, attracting investments and skilled labour, as well as transportation mobility and fluidity.

During the 2014 meeting, we presented our Éco-campus Hubert Reeves project as an example of smart city living. We explained that this eco-campus has been designed as an environment where researchers, entrepreneurs, innovators, qualified workers and young companies can work closely with institutions and large groups to create a better life for everyone, within an ecosystem comprised of suppliers, clients and partners.



The meeting was broadcast live online and accessible via various information platforms.

Technoparc Montréal was a proud sponsor of this event and served as the organizing committee member responsible for its content.

REAL ESTATE PROSPECTING



2014 *ACTIVITIES
REPORT*



Deal signing on September 25, 2014. From left to right: Joon Hee Han, Director of Green Cross Biotherapeutics, Young Ho Kim, President and CEO of Green Cross Biotherapeutics, Mario Monette, President and CEO of Technoparc Montréal, and Erik Richer La Flèche, Partner at Stikeman Elliott LLP and Board member of Green Cross Biotherapeutics.

In 2014, we developed a series of targeted interventions to attract innovative businesses to Montreal. As was the case with Green Cross Biotherapeutics, a global biopharmaceutical leader based in South Korea, it can take two to three years of ongoing negotiations to get a deal signed, but once it is, the results can be spectacular. The Green Cross Biotherapeutics project proved to be Quebec's biggest life sciences investment deal in 10 years.

Technoparc Montréal worked on 52 prospecting projects in 2014, of which 28 remain active in 2015.

These efforts and those of our partners resulted in 27 new companies setting up shop in Montreal – including 11 at the TM² Business Centre, 13 at the NEOMED Institute, and 3 in other parts of the Saint-Laurent Campus.

We also developed a prospecting approach that was more open to smaller businesses, which resulted in far more interest in our business proposals.

	Real Estate	ICT	Cleantech	Aerospace	Life Sciences	Other Sectors	Total
Projects managed	5	18	9	0	12	8	52
Active projects	2	8	9	0	3	6	28
Newly established companies							
Saint-Laurent Campus	0	2	0	0	1	0	3
Business Centre	0	5	1	0	3	2	11
NEOMED Institute	0	0	0	0	13	0	13
Total	0	7	1	0	17	2	27
Prospection and promotional activities							
International	2	0	1	0	0	0	3
National	2	0	0	0	0	0	2
Events	0	3	4	0	3	6	16
Visiting delegations	0	1	6	0	5	1	13



TM

TECHNOPARC
MONTRÉAL

7140 Albert-Einstein Street
Suite 200
Montreal, Quebec
CANADA H4S 2C1
T 514.956.2525, Ext. 2500
www.technoparc.com