



FOSTERING
THE GROWTH
OF YOUR SUBSIDIARY

A TEAM DEDICATED TO SUBSIDIARIES

THE INTERNATIONAL SUBSIDIARIES DEPARTMENT

We provide personalized support to help subsidiaries take on new projects or overcome strategic challenges. We also offer financing and tax incentives.

- Our experts have a solid grasp of the dynamics of international business groups.
- We're with you every step of the way as you grow.
- We work hard to help you secure the mandates and resources necessary for your development.

SUBSIDIARIES FACE UNIQUE CHALLENGES

- Decisions made far from home
- Competition between subsidiaries in the same group
- Greater risk of closings and transfers of activities

SUBSIDIARIES ARE IMPORTANT FOR QUÉBEC

Over
2,000
companies

Over
250,000
jobs

- Substantial economic impact on employment, R&D and exports

INNOVATION
PRODUCTIVITY
GROWTH



INVESTISSEMENT QUÉBEC IS HERE FOR YOU

MECAER AMERICA

“Thanks to the terrific work of Investissement Québec’s experts, we developed a solid case for obtaining financial support from the Québec government. That convinced our Italian parent company to invest \$40 million in our Laval subsidiary despite intense competition from some United States venues.”

Valerio Pasqua
Chairman of Mecaer America

SUBSIDIARY NETWORK – FUJITSU

“Investissement Québec works actively to raise the profile of international subsidiaries in Québec, particularly through the Subsidiary Network, which it launched in 2009. Through presentations, networking events and opportunities to explore common issues and meet with government organizations, we are able to pool our strengths, share best practices and get better prepared to carry out our reinvestment projects. What a great initiative!”

Christian Giroux
President of Fujitsu

TEKNION ROY & BRETON

“Investissement Québec’s experts are real business partners. They’ve always been there at our side as we innovated and upgraded our facilities. I’m proud that our Québec plants are among the most productive and most innovative in the Teknion Group.”

Jacques Alain
President and CEO of Teknion Roy & Breton

SIEMENS

“Investissement Québec helped us benefit from a great source of regional funding and was there for us every step of the way. With the financing, we were able to make our mark within the Siemens Group and strengthen our presence in Trois-Rivières.”

François Faisy
General Manager of Siemens in Trois-Rivières



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SUPPORT

Investissement Québec assists subsidiaries in carrying out their projects, identifying new business opportunities and meeting challenges head-on.

- **We will take the time to understand how your subsidiary is positioned in the industry and your group.**
- **We will provide strategic information on Québec to help you prepare your business plan.**
- **We will facilitate meetings with qualified stakeholders who can help you bring your plans to fruition or overcome your challenges.**
- **Thanks to our offices abroad, we can help drum up support for your project at your parent company.**



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FINANCING

Our financial solutions can be tailored to your needs.

- **We will refer you to the right financial solutions from Investissement Québec, other public agencies or private partners.**
- **We will guide you every step of the way.**



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NETWORKING

We are the driving force behind the Subsidiary Network, a forum where the heads of Québec subsidiaries learn from their peers and work together to achieve recognition of the importance of subsidiaries for the Québec economy.

- **Networking activities**
- **Seminars and presentations**
- **Subsidiary survey**
- **Website (investquebec.com/subsidiary) and newsletter**



INVESTQUEBEC.COM/SUBSIDIARY

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WORLDWIDE

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CHICAGO
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TOKYO**

**MAJOR INDUSTRIES PROSPER
IN QUÉBEC**

**AEROSPACE
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MULTIMEDIA
LIFE SCIENCES
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GROUND TRANSPORTATION**