

## FACT SHEET

Through its actions, la Caisse contributes to the growth of strong Québec companies that can compete with the best in their industry and in world markets.

La Caisse builds long-term partnerships with these companies to have a genuine impact on their growth and help them create sustainable value by investing, for example, in innovation, modernization and acquisition initiatives. Among companies that la Caisse has partnered with for many years are CGI, Couche-Tard, SNC-Lavalin, CAE, Camso (Camoplast Solideal), Garda World, Héroux-Devtek and Groupe Germain.

With its in-depth knowledge of the Québec market and its international expertise, la Caisse is also able to undertake major real estate and infrastructure projects that benefit its clients and the Québec economy.

Through its many initiatives, la Caisse fosters the development of small, medium-sized and large companies, enables the implementation of impactful projects for Québec, and contributes to the creation of a new generation of Québec industry leaders through its promotion of entrepreneurship.

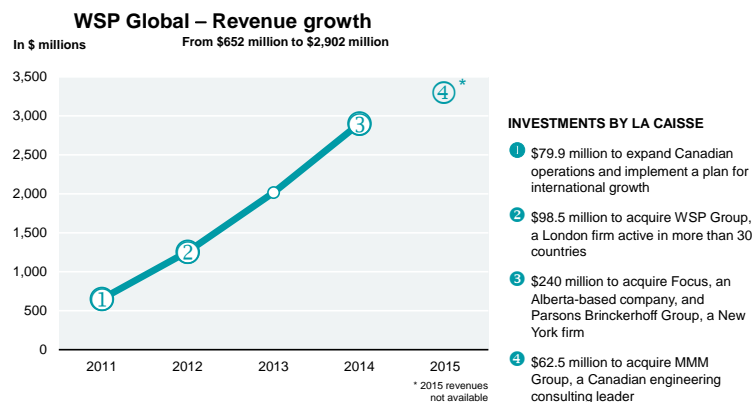
More specifically, the approach taken by la Caisse focuses on the following four areas:

- Growth outside Québec and internationally
- Innovation
- Projects with impact
- Entrepreneurial initiatives

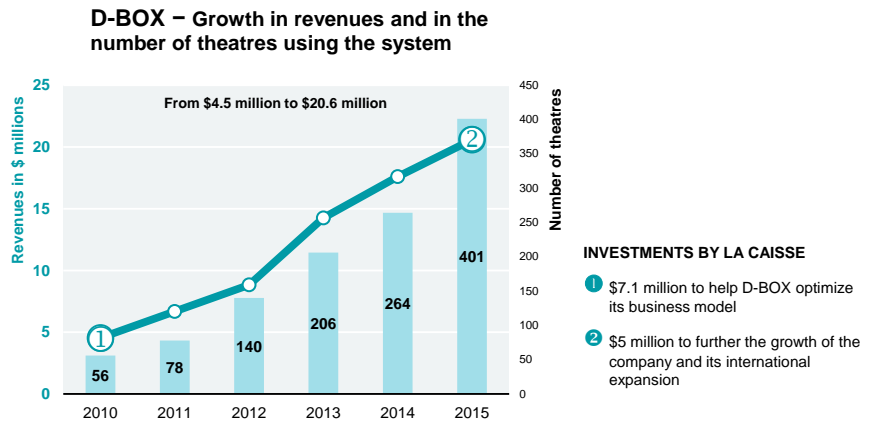
## Growth outside Québec and internationally

Building on its financing offer, its teams in Asia, Latin America, the United States, Europe and Australia, and partner networks around the world, la Caisse acts as a gateway for Québec companies seeking to expand into international markets, whether through acquisitions, opening subsidiaries abroad or tapping into new distribution markets.

La Caisse reinvested \$62.5 million in WSP, a partner since 2011, to help finance the acquisition of a Canadian engineering consulting firm. Over the past five years, it has participated in WSP's acquisition strategy on four occasions. During this period, WSP's revenues quadrupled, climbing from \$652 million in 2011 to \$2.9 billion in 2014.



La Caisse invested \$5 million in D-BOX and established a connection with Ivanhoé Cambridge in Asia to facilitate the Québec company's entry into China. When la Caisse made its initial investment in the company in 2010, its revenues totalled \$4.5 million, with just 56 movie theatres using its technology. Today, D-BOX revenues stand at \$20.6 million, and its technology is installed in 401 theatres in 40 countries.



La Caisse invested \$6 million in Fabritec alongside the Fonds Manufacturier Québécois to enable the company to purchase some of the most advanced equipment in the country and implement a new production line. Fabritec, a company that designs and manufactures kitchen cabinets and bathroom vanities, is in a phase of rapid expansion, notably in the United States, where its products are sold in more than 175 new sales outlets.

La Caisse also reinvested \$150 million in Agropur, a leader in the Québec cooperative movement, to strengthen its position as one of North America's largest dairy processors. The transaction brings total Caisse investments in Agropur to \$300 million.

Also in 2015, la Caisse partnered with HEC Montréal to create a new intensive training program for SME executives focused on international growth. The program aims to provide established Québec companies with the tools they need to plan, measure and enhance their business development abroad.

## Innovation

In a world where competitiveness is tied to innovation, la Caisse expects to play a greater role in accelerating Québec companies' adaptation to the digital era. It is targeting innovative industries (technology, electric transportation, etc.), in addition to companies turning to innovation to increase their productivity and operational efficiency and better serve their markets.

In 2015, together with partners, it invested \$80 million in Lightspeed, a Québec company specializing in cloud technology, to enable it to optimize its technological infrastructure and to further develop its eCommerce offering.

La Caisse also invested \$15 million in XPND Croissance, a fund dedicated to sustainable transportation, technology, media and entertainment, in order to further the growth of these forward-looking sectors.

## Projects with impact

CDPQ Infra, the new Caisse subsidiary, is studying two major Québec infrastructure projects identified as priorities: the electric public transit system on the new Champlain Bridge and the one linking downtown Montréal to Montréal-Trudeau International Airport and the West Island. A consultation process will be launched in the spring of 2016 in collaboration with municipal partners in the Montréal metropolitan region.

Ivanhoé Cambridge continues to implement its plan for downtown Montréal. In 2015, it established a partnership with Montréal firms for the creation of Au Sommet Place Ville Marie, a unique entertainment and dining destination. It also announced major renovations to transform Fairmont The Queen Elizabeth hotel, representing an investment estimated at more than \$140 million.

## Entrepreneurial initiatives

In 2015, for its 50<sup>th</sup> anniversary, la Caisse created Espace CDPQ, designed to bring together key stakeholders in the entrepreneurial ecosystem to foster innovation and globalization. Slated to open at Place Ville Marie in spring 2016, Espace CDPQ aims to promote the emergence of a new generation of innovative Québec entrepreneurs and help them position themselves successfully in world markets.

In addition, la Caisse, Desjardins Group and National Bank joined forces to launch “Devenir entrepreneur,” an ambitious awareness program to encourage young people and their networks to consider entrepreneurship as a career option. The digital platform, created in collaboration with entrepreneurs from all regions, age groups and industries, provides new entrepreneurs with information, testimonials, tips as well as a directory of key resources. It also includes a toolbox for elementary and secondary school teachers.

### Some figures

- At the end of 2015, la Caisse, through its direct investments and specialized funds, was a partner of close to 550 SMEs in regions across Québec.
- Over the past four years, its new commitments and investments in Québec total \$11.2 billion, including \$2.2 billion in 2015.
- Québec assets stand at \$59.7 billion.

**New commitments and investments in 2015**  
By company size, as a % of total investments

