



HIGHLIGHTS – QUÉBEC

A BRIDGE TO GLOBAL MARKETS

La Caisse has an extensive international footprint and continues to play an important role in helping Québec companies determined to succeed in the global marketplace. It has been active in this area for several years and in 2014 completed several transactions with Québec-based companies related to their acquisition and expansion projects outside Québec.

Main initiatives in 2014:

- **WSP (consulting engineering):** investment as part of the acquisition of Parsons Brinckerhoff Group Inc., a U.S. engineering firm with almost 13,500 employees in 170 offices worldwide. In addition to substantially enhancing WSP's presence in the United States, the acquisition enabled the firm to deepen its expertise in the transportation sector.
- **Agropur (agrifood industry):** transaction supporting the company's growth strategy to finance its most recent acquisitions, including the dairy-processing assets of Davisco in the United States and Sobeys and Northumberland in Canada. As a result of these acquisitions, Agropur ranks among the largest North American dairy processors.
- **KDC (health and beauty):** investment as part of the acquisition of ChemAid Laboratories in the United States. Through acquisition and development opportunities abroad, KDC expects to double its production by 2018. The company is the only North American player in its sector with the critical mass to become a dominant competitor on the international scene.
- **Lemay (architecture):** investment as part of Lemay's acquisition of the Québec assets of IBI Group, a Toronto architectural firm. As a result of this transaction, Lemay acquired three Montréal firms as well as an interest in IBI Group China, with offices in Beijing and Shanghai.

DEVELOPMENT OF SMEs AND LONG-TERM GROWTH

The long-term growth of Québec SMEs is central to the strategy adopted by la Caisse, which has the ability to invest over the long run to facilitate acquisitions, modernizations and R&D by Québec companies. By contributing its patient capital and network of experts, la Caisse is a true long-term partner of the companies in which it invests.

A few of the main investments in 2014:

- **Group Germain Hotels (tourism and hospitality):** As the company’s partner for almost five years, la Caisse made an additional investment in the group’s operations in 2014 to enable ALT Hotels to expand into new Canadian markets, namely Winnipeg, Ottawa and Calgary.
- **Crevier Group and Tornatech (energy distribution and manufacturing, respectively):** With both companies carrying out succession plans, la Caisse invested to facilitate the arrival of new executives and allow these companies to continue their rapid development.
- **Capital Croissance PME fund:** In partnership with Desjardins Group, close to \$74 million was invested in more than 65 companies in all regions of Québec, bringing the fund’s investments to \$260 million in 250 companies since its inception in 2010.

ENTREPRENEURSHIP

The vitality of Québec’s entrepreneurial ecosystem is an important priority for la Caisse. It aims to foster the emergence of a new generation of entrepreneurs who will ensure the success of the companies of tomorrow.

In 2014, with the launch of the *Innover. Agir.* initiative, la Caisse brought together some 50 players, including about 30 entrepreneurs, to identify tangible actions and set priorities to stimulate Québec’s entrepreneurial culture. Priority initiatives include an extensive campaign, particularly in schools, to make the younger generation aware of entrepreneurship, the creation of the *Cercle des grands entrepreneurs du Québec* to promote entrepreneurship and a program to ensure new entrepreneurs are appointed to the boards of large and medium-sized companies.

REAL ESTATE AND INFRASTRUCTURE

Real estate and infrastructure investments generate significant economic spinoffs for Québec’s cities and the province as a whole.

For several years, la Caisse’s real estate subsidiary Ivanhoé Cambridge has been a leading player in Québec. In 2014, in addition to acquiring a \$250-million stake in Cominar, Canada’s third-largest real estate investment trust, Ivanhoé Cambridge announced a new project as part of its plan for downtown Montréal. Under a joint development agreement with Manulife, it will undertake the construction of Maison Manuvie, a 27-storey building in the heart of the city. On completion, Manulife will occupy more than half of the prestigious skyscraper.

In the years to come, la Caisse will continue to be a leading player in major projects in Québec, most notably by implementing the new model for public infrastructure projects announced in early 2015.

SOME FIGURES

During the last four years, la Caisse has supported 500 SMEs in all regions of Québec in a variety of ways.

Over four years, la Caisse made \$11.1 billion of new investments and commitments to Québec companies, including \$2.5 billion in 2014.

As at December 31, 2014, la Caisse’s assets in Québec reached \$60 billion, including \$35 billion in the private sector.