



## WHY DO BUSINESS IN QUÉBEC?

- A dynamic ecosystem:
  - According to a new EY survey, Québec pureplay cleantechs generate over \$1 billion in annual revenue and \$300 million in research and development investments, while employing nearly 9,000 people across some 350 companies.
  - Écotech Québec's main areas of innovation are: Renewables, Energy efficiency, Waste management, Water
    - Other rapidly developing sub-sectors in Québec are: Green Chemistry, Ecomobility, CO2 sequestration and valorization, energy storage and soil remediation
  - Cleantech impacts every area of economic activity. The main markets of application vary from food production and sustainable natural resource management to driving energy efficiency in manufacturing, real estate and transportation.
  - The survey reveals that access to a skilled and diverse workforce is the most favorable factor for the development of the cleantech sector in Québec.
- Québec is your North-American platform to do business in the cleantech sector
  - Écotech Québec is a co-founder of CanadaCleantech, which gives cleantech SMEs access to other Canadian provinces opportunities
  - Canada ranked 1st country (excluding Nordics) in the [Global Cleantech Innovation Index 2017](#) which seeks to establish countries with the greatest potential to produce entrepreneurial cleantech start-up companies that will commercialise clean technology innovations over the next 10 years.
  - Close relationship with the US:
    - the US market is where Québec cleantech SMEs expect to generate a quarter of their revenues by 2018
    - Québec joined the [Western Climate Initiative](#) (WCI) in April 2008. The WCI is a group of US states and Canadian provinces that wish to develop a common approach to fight against climate change, including development and implementation of a North American GHG Cap and Trade System (FPES)
- Québec's Government has ambitious goals for the next decade:
  - Reduce by 37.5% GHG emissions by 2030
  - Increase by 25% the production of renewable energy by 2030

- Increase bioenergy production by 50% by 2030
  - Achieve a 40% reduction in petroleum product consumption by 2030
  - Objectives to register 100,000 electric vehicles in Quebec by 2020
  - Reduce by 20% the amount of water distributed per person
- Still doubting? Check out our [SELFIE webpage](#) (incl. infographics, info about the regulatory framework, FDI in Québec etc.)

**Looking for assistance to get business opportunities, business partners, work place or welcoming offices  
BENEFIT FROM ÉCOTECH QUÉBEC's services WITHIN THE ICN Passport:**

- Access to Écotech Québec's members: more than 180 members ranging from private companies to knowledge institutions and public authorities, representing the Québec cleantech industry.
- Access to projects: Écotech Québec facilitates the partnerships within its strong network across various industries in Québec (e.g. : [INNO+](#))
- Knowledge: Écotech Québec organizes events where you can get the latest knowledge in your specific area of expertise and meet the leading players in Québec

**YES, I WANT A NEW STAMP ON MY ICN PASSPORT!**



I'll use Écotech Québec's offices, attend their activities as a member, and meet their key business contacts! If you are interested in Québec or in engaging with Écotech Québec through the ICN Passport please see [the Écotech Québec selfie webpage](#) and get access to the ICN passport application on the ICN webpage [here](#). You can also contact Victoria Smaniotto directly at [vsmaniotto@ecotechquebec.com](mailto:vsmaniotto@ecotechquebec.com) or contact the ICN Secretariat for any further information.