



## ***A Partner in Sustainable Economic Development***

*Our mission is to carry out economic development projects, particularly in the industrial sector, in cooperation with partners and in compliance with accepted profitability requirements and the economic development policy of the Government of Québec.*



*“Sustainable economic development necessarily implies the pursuit of the dual objective of development and profitability, within a perspective of long-term growth.”*



*For more than 40 years, Société générale de financement du Québec (SGF) has been contributing to major economic projects throughout Québec by investing wisely and sharing its extensive expertise. Our team has the knowledge and the know-how that translate into strategic, personalized added value for each of our partners. This strong expertise is what sets SGF apart.*

*Today, SGF is one of the most important sources of development capital in Québec and we remain firmly committed to accelerating the growth of profitable companies and attracting investors for sustainable projects in Québec.*

*“By combining our strengths, we become true partners in Québec's sustainable economic development.”*

**Pierre Shedleur**  
President and General Manager

*and, from left to right, the senior vice-presidents in charge of our investment groups:*

**Pierre Puglièse**, Technologies and Life Sciences Group  
**Luc Séguin**, Mines, Materials, Energy, Environment Group  
**Georges Kobrynsky**, Forest Products Group  
**Daniel Boulais**, Agri-Food Group

# Weighing In as a Solid Partner

## More than just a Financial Partner...

In addition to superior financial capacity, SGF boasts powerful advantages that distinguish it from other agencies and contribute to its partners' success:

- ◊ **Equity participation and long-term commitment (5 to 12-year horizon)**
- ◊ **Multidisciplinary teams of experienced professionals**
- ◊ **Access to government networks**
- ◊ **Association with international partners**
- ◊ **Participation complementing that of private investors**
- ◊ **Equitable risk sharing.**

## ... an Influential Partner

As the investment arm of the Québec government, SGF offers its shareholder analysis and recommendations with regard to broad development strategies in key sectors of the Québec economy. Our close relationship with the government of Québec makes it possible to offer our partners the best business opportunities, including major government projects and platforms with international visibility.

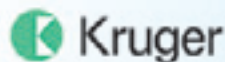
## ... a Unique Brand of Support and Expertise

Our investors, engineers, legal advisors and financial analysts have a vast professional experience and a solid understanding of the dynamics of business growth and of local and international markets. This expertise and know-how enable SGF to offer each of its partners a strategic and personalized added value in:

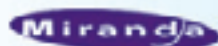
- ◊ **Evaluating the technical and commercial feasibility of your project**
- ◊ **Developing a financial structure and optimizing sources of financing**
- ◊ **Negotiating your agreements and contracts**
- ◊ **Choosing a site and evaluating the services and construction costs**
- ◊ **Building your team by recruiting the most effective personnel, and most importantly of all,**
- ◊ **Contributing to your company's success.**

## ... Productive Partnerships

Since it was founded in 1962, SGF has contributed to the establishment or growth of a number of solid and well-known companies in Québec and around the world. Visit our website at [www.sgfqc.com](http://www.sgfqc.com) for more details on these companies and partners.



Fruits & Passion



# Three Strategic Priorities Guide our Actions

## one

### **Projects that have a mobilizing impact, with partners from outside Québec**

*This strategy is in keeping with SGF's traditional approach to economic development: to promote partnerships with foreign investors to carry out industrial projects in Québec. SGF has shown what it can do to support projects with a mobilizing impact, working in cooperation with various investors, including the Spanish group CEPSA – the Petresa (Bécancour) and Interquisa (Montréal-East) facilities – and other European and Japanese partners – Aluminerie Alouette (Sept-Îles). We identify potential partners in the most promising industries and regions, always taking into account the competitive advantages Québec has to offer.*

## two

### **Companies in specific industries seeking to consolidate and expand within Québec**

*This strategy takes into account the Québec government's intention to encourage development in areas of economic activity particularly affected by increasing competition on a global scale. SGF supports Québec companies seeking to strengthen their market position through expansion or consolidation. The objective: to allow companies to reach the size they need to become more competitive and thus protect jobs. Many Québec companies have benefited from an SGF partnership.*

## three

### **Profitable Québec companies seeking to accelerate growth**

*Once a company has honed its specialization and achieved its potential on local markets, growth then depends on business expansion, new market penetration and, ultimately, globalization. Such companies need to optimize production capacity and expand their sales or distribution networks. SGF partners with growing Québec companies to help them optimize their operations and achieve their expansion objectives, thus further stimulating Québec's economic development.*

# At the Heart of Québec's Sustainable Economic Development

*SGF targets industries where the expertise of its team and Québec's competitive advantages represent added value.*

## **Mines, Metals, Materials**

*SGF has solid expertise in these industrial areas, as evidenced by its achievements in mining exploration, mine development and metal production, particularly aluminum. We also support the development of companies in the field of specialized new materials — composites, plastics, technical textiles and others — designed specifically for use in industries such as aerospace, land transportation, construction and industrial equipment.*

## **Chemicals, Energy, Environment**

*SGF has been significantly involved in the chemical, petrochemical and energy industries for many years. The environment is also among our specialty fields. We continue to pursue our goal to create chemical and petrochemical industry clusters with a focus on raw materials available in Québec. We accompany our business partners in their energy production projects, including those based on wind and cogeneration. Our investment targets also include the manufacture of specialty components and equipment for wind-based energy, as well as the water, air, soil and waste treatment niches.*

## **Agri-Food**

*This industry is highly diversified, in terms of business activities as well as company number and size. Our efforts are focused on food processing and distribution, with special attention to projects with North American market potential. We are also interested in marketing products issuing from agri-food biotechnologies. In addition to specific large-scale projects, SGF favours the kind of development and consolidation that makes companies more competitive on local and international markets.*

## **Forest Products**

*This is one of the most important industries in Québec, due to the number of jobs and total value of exports. Global competition and a stronger Canadian dollar are creating significant pressure, and companies in the industry are facing significant challenges. We are involved at various stages in the production process, from sawmills to lumber processing facilities, including pulp, paper and cardboard mills and furniture manufacturing plants. We also participate in projects ranging from the supply chain to product merchandising.*

## **Information and Communication Technologies**

*Given its contributions to productivity, growth and wealth creation in every industry, Information and Communication Technologies (ICT) is a determining factor in Québec's success in a highly competitive global market. ICT constitutes one of the largest industry clusters in Canada, and the highest concentration of companies is in Québec. Among our targeted market segments are those where Québec has distinct advantages, including microelectronics, software, photonics, interactive digital media, telecommunication and computer hardware, plus such mobilizing applications sectors as e-health, 3D visualization and e-learning.*

## **Life Sciences**

*This industry includes a wide range of biopharmaceutical companies operating in the fields of diagnostics, therapeutics, neutraceuticals and medical technologies. SGF serves as a catalyst for this booming industry, helping companies become large enough to target international markets.*



**You have a project that is in line with one of our strategic orientations and you are looking for a partner that will support you in the accomplishment of your development plan...**

**Please contact one of our senior vice-presidents, Investments:**

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