



PRESENCE IN QUÉBEC

SUMMARY

Over the past four years, La Caisse has enhanced its commitment towards Québec companies by offering customized financing and assistance with their growth, at home and internationally. Whether the projects involve succession, modernization or expansion, La Caisse's network of financial and operational experts and experienced directors has contributed to the development of many businesses. Today La Caisse is a partner of more than 550 Québec companies.

La Caisse's new investments and commitments in Québec companies totalled \$10.3 billion over four years, including \$3.6 billion in 2013. Since 2009, they amount to \$11.9 billion.

During that period, its assets in Québec increased by \$20.3 billion to reach \$53.8 billion as at December 31, 2013, including \$32.5 billion in the private sector.

TOTAL ASSETS IN QUÉBEC

(as at December 31 - in billions of dollars)

	2013	2012	2011	2010	2009
Private sector	32.5	27.6	22.5	20.5	18.7
Public sector	21.3	19.5	18.7	16.0	14.8
Total	53.8	47.1	41.2	36.5	33.5

Customized support for Québec SMEs

In the past four years, La Caisse supported almost 400 small and medium-sized enterprises in all regions of Québec. In 2013 alone, its new commitments to Québec SMEs totalled close to \$600 million.

Capital-Croissance PME

To more effectively meet the needs of entrepreneurs in the regions, La Caisse and the Desjardins Group announced in 2013 that they would launch phase II of the Capital-Croissance PME fund with \$230 million. During the first phase of the fund, investments totalling \$192 million were made in 186 businesses in all regions of Québec.

Companies in all sectors, including Les Cuisines G.B.M. (Saguenay-Lac-Saint-Jean), Abitibi Géophysique (Abitibi-Témiscamingue), Sherbrooke OEM (Estrie), Entreprises D'Auteuil et fils (Bas-Saint-Laurent) and Autobus Dufresne (Montérégie) were able to pursue their development thanks to this fund.

Publicly traded small caps

Since 2011, La Caisse has earmarked funds for investment in Québec's publicly traded small caps with a stock market capitalization of less than \$400 million. In this way it helps develop Québec's equity market while serving as a stepping stone for companies that want to access global capital markets.

An investment in CVTech Group, a Drummondville company that manages and maintains power distribution and transmission lines, enabled it to continue its strategy of growth through acquisitions.

Solid support for mining and manufacturing

Québec Manufacturing Fund

To support the development of Québec's manufacturing companies by providing financing and operational expertise, La Caisse invested another \$100 million in 2013 in the Québec Manufacturing Fund (QMF), in which it has been a partner since 2006. The amount invested in the QMF now stands at \$200 million.

Over the past four years the fund has assisted the Liberty Spring management team with its plant expansion and automation projects. This Montmagny-based company has become a global leader in the manufacture of high-precision springs used primarily by the automobile industry.

Sodémex

In 2013, La Caisse created Sodémex Développement, a \$250-million fund to support mining companies in the development stage. This fund complements the \$75 million that La Caisse provided when it created Sodémex Exploration and enables the institution to be involved in all stages of the growth of Québec's natural resources companies.

Sodémex Exploration has interests in more than 70 mining companies, including Midland Exploration (gold, base metals and rare earths) and Ressources GéoMégA (rare earths, niobium and graphite). Sodémex Développement recently announced its first investment in Virginia Mines as part of the Coulon project in the James Bay region.

A prominent real estate presence in 14 Québec cities

Over the past four years, La Caisse's real estate subsidiaries – Ivanhoé Cambridge and Otera Capital – carried out more than \$3.7 billion in financings and investments in Québec.

Ivanhoé Cambridge is Québec's largest owner of major shopping centres (in the 40,000 square feet and over category). With more than 40 properties in its portfolio, it has a strong presence in 14 of Québec's urban centres and generates substantial economic benefits.

In downtown Montréal, Ivanhoé Cambridge owns office and retail space totalling more than seven million square feet, including the following buildings:

- Place Ville Marie
- 1000 de la Gauchetière
- Sun Life Building
- Place Montréal Trust
- 1500 University
- Complexe les Ailes
- Montreal Eaton Centre
- Fairmont Queen Elizabeth

In 2013, Ivanhoé Cambridge consolidated its presence in Montréal by investing more than \$400 million to purchase a 50% interest in Place Ville Marie and become its sole owner. It also stepped up its presence in the regions by acquiring a 50% interest in Carrefour de l'Estrie, the largest shopping centre in the Eastern Townships.

During the year, La Caisse's subsidiary Otéra Capital, Québec's leading mortgage lender, provided almost \$940 million in new loans for commercial real estate projects.

A bridge between Québec companies and global markets

As a long-term partner with an international reach, La Caisse provides access to its network, experts and investments to Québec companies that want to strengthen their positions on global markets.

Over the past four years, La Caisse supported a number of companies in their international growth projects, including CAE, Cogeco Cable and Cascades.

It also invested \$1 billion in an acquisition in the United Kingdom to enable CGI to become the sixth-largest player in the global information technology industry. As part of the acquisition of WSP Group by Genivar, La Caisse provided \$100 million so that the company could strengthen its presence on the international scene.

It increased its stake to almost 30% in Camoplast Solideal, a global leader in rubber products used by the automobile sector, and continues to sustain the company's growth in Europe, Asia and North America.

Supporting entrepreneurship and developing a new generation of financial expertise

In 2013, La Caisse strengthened its partnerships with the École d'Entrepreneurship de Beauce, of which it is a founding partner, and the Fondation de l'entrepreneurship, of which it has been a partner for more than 20 years. It also continued to support the *Prêt à entreprendre* program which, since its inception, has enabled 56 new entrepreneurs from all regions of Québec to receive financing and support from a team of mentors and experts.

During the year, La Caisse also reviewed its entrepreneurship-related activities so as to maximize their impact and effectiveness. In this way, it can facilitate the emergence of a new generation of Québec leaders and strengthen Québec's entrepreneurial culture.

La Caisse also began to analyze themes such as entrepreneurial culture, business transfer and SME growth and planned a series of meetings involving stakeholders from the business community. The purpose of the meetings is to define concrete, innovative actions to stimulate the entrepreneurial ecosystem.