



MANUFACTURIERS
& EXPORTATEURS
DU QUÉBEC

27 août 2019

Industrial Resource Revolution: Canada's and Quebec's Role in the International Market

**Le 4.0 manufacturier
canadien:
Commercialisons-le!
Communiquons-le!**

Notre association

- Division de [MEC](#), la plus importante association commerciale et industrielle au pays fondée en 1871
- 1100 entreprises représentées au Québec
- Représentation politique
- Terrain : support aux entreprises dans leurs projets de croissance



MANUFACTURING IN QUEBEC

IMPACT OF MANUFACTURING:	IN CANADA	IN QUEBEC
Number of Establishments:	92,752	23,981
Total Sales:	\$686.6 billion	\$165.2 billion
Contribution to GDP:	10.4%	14%
Direct employment:	1,731,550	488,260
Wages and salaries:	\$120.2 billion	\$32.6 billion
Wage premium:	109.4% of average wage	111% of average wage
Share of exports:	64.8%	88.5%
Capital investment (2019 intentions)	\$19.1 billion	\$4.8 billion

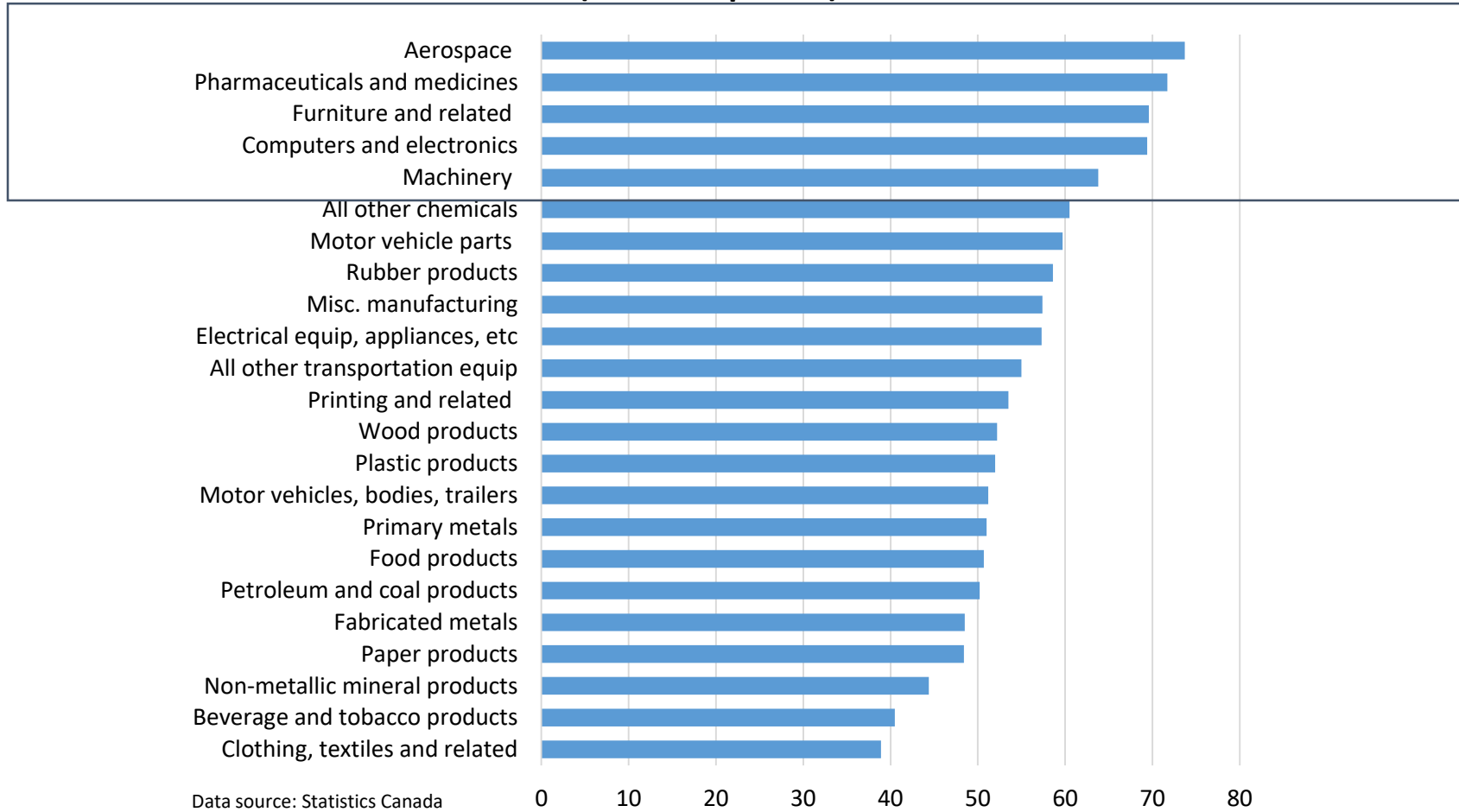
INNOVATION & TECH ADOPTION



DO YOU USE
ADVANCED
MANUFACTURING
TECHNOLOGIES
TODAY?

DO YOU PLAN ON
INVESTING IN THEM
WITHIN THREE
YEARS?

USE OF ADVANCED/EMERGING TECHNOLOGIES IN MANUFACTURING - BY INDUSTRY (% of companies)



INNOVATION & TECH ADOPTION

Customer expectations



Desire to improve profitability



New market opportunities



Corporate culture of innovation



Activities of competitors



A skilled, dynamic workforce



Government support programs (SR&ED, etc.)



Availability of resources to finance R&D



Access to new machinery, equipment and technologies



Supply chain collaboration/expectations



Access to outside research



Customer expectations 62%

Improve profitability 46%

New market opportunities 46%



WHAT ARE THE MOST IMPORTANT FACTORS DRIVING INNOVATION IN YOUR COMPANY?

INNOVATION & TECH ADOPTION

The purchase costs are too high and the economic return is uncertain

42%

The rising cost of doing business in Canada means we have no funds left to invest

34%

It is unclear how new technologies would fit into existing operations

32%

Our business has no immediate need for such technologies

30%

We lack the skilled workers needed to make the most of those technologies

25%

We lack sufficient financial and/or tax incentives

20%

We lack information about the technologies that are available

11%

Incorporating new technologies is too disruptive to ongoing operations

11%

There are limited opportunities to test new technologies

8%

We have difficulty getting financing

8%

New technologies have too short a shelf life

2%

42%: The economic return is uncertain



WHAT ARE THE MAIN OBSTACLES PREVENTING YOUR COMPANY FROM INVESTING MORE IN ADVANCED TECHNOLOGIES?

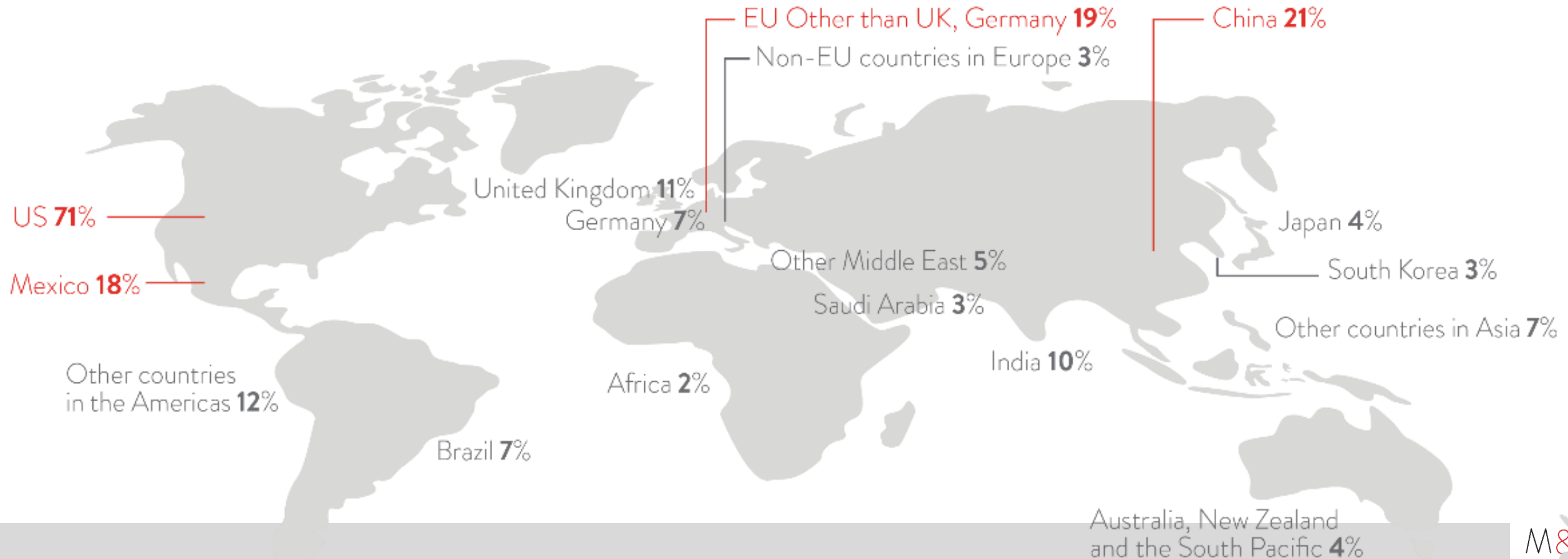
1 - Penser COMMERCIALISATION, donc utilisation



M &
EQ

TRADE AND GLOBAL MARKETS

THE GREATEST OPPORTUNITIES FOR GROWTH OVER THE NEXT FIVE YEARS?



2 – Penser FINANCEMENT - export

Export Development Canada (EDC)



Trade Commissioner Services (TCS)



Regional economic development agencies (ACOA, WD, FedNor, FedDev Ontario, CanNor, CED)



Business Development Bank of Canada (BDC)



Canadian Commercial Corporation (CCC)



Provincial Government Ministries of International Trade



Consulates and Embassies in Canada



Business Women in International Trade (BWIT)



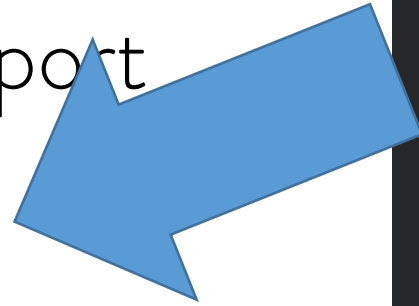
CanExport Funding Program



Government Trade Missions



Provincial government funding for exporters



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WHICH GOVERNMENT SUPPORTS WOULD HAVE THE GREATEST POSITIVE IMPACT ON EXPORT GROWTH?



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Take-aways: RÉSEAU INNOVATION 4.0

2 initiatives pour la diversité et l'inclusion:

Canada: [Women in Engineering](#)

Québec: [Femmes 4.0](#), avec
Investissement Québec et le CRIQ



Message: le manufacturier, c'est propre et innovant



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Take-aways: TOUS

1 – S'inscrire à nos infolettres

- [MEQ](#)
- [Canada Makes](#) (3D printing)

2- Suivre nos médias sociaux

[Twitter](#) [LinkedIn](#)

3 – [Sondage sur la main d'œuvre](#)



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www.meq.ca (section Influence)

Merci !

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