



Montréal:
among the
three aerospace
capitals of the
world

36,100
jobs in Québec



More than
230
companies
of all sizes

Sales totalling
\$15.8 billion

Over the past 25 years, sales
in the Québec aerospace
industry have grown at
an average annual rate of
nearly 4.9%.

1st rank

in Québec exports with 10.5%
of total manufacturing exports
of Québec

75%

of Québec's aerospace
production is exported.



70%
of Canada's aerospace
R&D is carried out in
the Greater Montréal
area

In the Montréal metropolitan
region,

1 in 60
workers

is employed in an aerospace
trade or profession.



**Daring, Innovation and
Consolidation of an industry
committed to a sustainable shift**

Suzanne M. Benoit MBA, IAS.A. / ICD.D.
President

The aerospace industry - a major pillar of the Québec economy - knows how to weather market turbulence. It has demonstrated this on several occasions in recent years, particularly during the COVID-19 pandemic.

As soon as the crisis began, all the players in the sector mobilized to set up the Alliance for the Aerospace Recovery and develop a concrete action plan to accelerate the industry's recovery.

In Québec, one worker out of 113 holds an aerospace job (a proportion 1.3 times higher than in France and 2.1 times higher than in the United States). Our sector's proactivity in developing solutions has enabled us to preserve this pool of skilled workers.

Thanks to its unique and diversified ecosystem, Québec has succeeded in maintaining a prime position in the global aerospace supply chain. Our companies are seizing the moment of recovery to undergo a profound transformation, both in terms of digital technology and sustainable mobility. Our sector will emerge stronger because of its remarkable ability to adapt and renew itself.

Our Initiatives for SMEs

Aéro Montréal offers a variety of initiatives designed to respond to the current and future issues and challenges faced by SMEs.

Our goal is to help SMEs grow by providing them with coaching, training and financial support.

These initiatives are made possible by the support of our various partners.



OBJECTIVE To increase collaboration and innovation within the supply chain and improve supplier performance and competitiveness.

- ▶ 5 active cohorts and nearly 70 suppliers
- ▶ More than 1009 projects in progress or completed
- ▶ More than \$13.3 million



OBJECTIVE To encourage participating SMEs to implement digital technologies and advanced manufacturing.

- ▶ A \$19 million initiative, including \$9.5 million in public funds
- ▶ 59 projects in progress and 26 projects completed in 33 rounds of improvement



OBJECTIVE To foster the integration and commercialization of disruptive technologies in the aerospace supply chain.

- ▶ A \$4.3 million initiative, including \$3 million in public funds
- ▶ Supporting 30 SMEs over 3 years



OBJECTIVE To support the growth of Québec SMEs through internationalization and consolidation.

- ▶ A \$7.2 million initiative, including \$5 million in public funds
- ▶ Supporting 35 SMEs over 5 years



OBJECTIVE To highlight aerospace industry careers and trades, providing one place for job information and opportunities in the sector to make them accessible to the general public and job seekers.

- ▶ Nearly 20,000 Facebook followers and more than 1,000 candidates in the job bank
- ▶ Nearly 900 job offers posted since the launch of the portal's employment section in 2016



OBJECTIVE To provide a range of services to companies and organizations that want to grow their security and defence business.

- ▶ Mapping Québec's security and defence sectors
- ▶ Active monitoring of business opportunities and training
- ▶ Newsletter on the latest news and business opportunities

Programs in Support of Innovation

AÉRO21 More research, more competitiveness

Aéro21 is a program that supports projects related to advanced manufacturing (factory 4.0, additive manufacturing) and digital technologies, including avionics and virtual environment testing.

This program allows SMEs to work closely with OEMs. More innovative products will be developed through such collaboration, better meeting market expectations.

Aéro21 has a budget of \$16.25 million from the Québec government, with companies contributing up to \$48.75 million.

SA²GE Greener Aircraft Mobilizing Project

The Greener Aircraft Mobilizing Project is a program dedicated to developing smarter, more efficient, higher-performance technologies while reducing our industry's environmental footprint.

This project, which has been active since April 2010, represents investments of nearly \$300 million to date (over three phases), of which \$135 million is from the Québec government and \$165 million from the companies selected to carry out the projects.



MRO WORKING GROUP

MANDATE Strengthen the Québec MRO sector's position as a global player by ensuring the growth of companies and their reputation.

CONTACT Anouk Wawrzyniak
anouk.wawrzyniak@aeromontreal.ca

Working Group Champion ▶ Matthieu Duhaime, President & Chief Operating Officer, Avianor

HUMAN RESOURCES WORKING GROUP

MANDATE Ensure the planning, coordination and implementation of a concerted action plan to address significant succession and aerospace workforce challenges and, ultimately, to increase industry competitiveness.

CONTACT Béatrice Perier Agostini
beatrice.perier.agostini@aeromontreal.ca

Working Group Champion ▶ Kevin P. Smith, Vice President, Human Resources, Global Operations, Pratt & Whitney

UNMANNED AERIAL VEHICLES (RPAS) WORKING GROUP

MANDATE Bringing together and creating synergies within Québec's RPAS (drone) community to represent and defend with a single voice the interests of players in the sector while contributing to its development.

CONTACT Charlotte Laramée
charlotte.laramee@aeromontreal.ca

Working Group Champion ▶ Marc Moffatt, Strategic advisor, UAS Cluster of Excellence

INNOVATION MONITORING AND STRATEGY WORKING GROUP

MANDATE Define an aerospace innovation strategy and action plan for Québec and establish and coordinate projects that support this strategy. This working group covers everything from concept to commercialization and from private research to public and academic research, in close collaboration with the Consortium for Research and Innovation in Aerospace in Québec (CRIAQ).

CONTACT Jarrod Morley
Jarrod.Morley@aeromontreal.ca

Working Group Champion ▶ Fassi Kafyeke, Fellow, Research, Innovation and Collaborations, Bombardier

DEFENCE AND SECURITY WORKING GROUP

MANDATE Helping Québec's aerospace industry better compete with players in the aerospace defence market in the rest of Canada and internationally.

CONTACT Sylvain Lefrançois
sylvain.lefrancois@aeromontreal.ca

Working Group Champion ▶ Ugo Paniconi, General Manager, L3Harris Technologies

GROWTH WORKING GROUP

MANDATE Support the growth of Québec companies by strengthening their strategic positioning, accelerating their international expansion, and promoting consolidation actions.

CONTACT Anouk Wawrzyniak
anouk.wawrzyniak@aeromontreal.ca

Working Group Champion ▶ Jean-Charles Raillat, Chief Operating Officer & Executive Vice President, Groupe DCM

GREEN AND INTELLIGENT SUPPLY CHAIN WORKING GROUP

MANDATE Create an environment conducive to synergies, innovation and collaboration among all players in Québec's aerospace supply chain to strengthen its position within global value chains.

CONTACT Martin-Charles Boucher
martin-charles.boucher@aeromontreal.ca

Working Group Champion ▶ Louis Marc Pinard, Chief Operating Officer, AP&C

BRANDING AND PROMOTION COMMITTEE

MANDATE Comprised of representatives from communications and the aerospace industry, this committee supports the working groups and the secretariat of Aéro Montréal with communications and public relations activities aimed at promoting the aerospace industry in Québec and around the world.

CONTACT Kaven Delarosbil
kaven.delarosbil@aeromontreal.ca

Working Group Champion ▶ Catherine Thibault, Director, Public Affairs and Global Communications, CAE

REGROUPEMENT RELÈVE AÉRO MONTRÉAL (RRAM)

Comprised of students, recent graduates and aerospace professionals, RRAM is a multidisciplinary advisory group whose mandate is to represent the next generation of workers in the aerospace sector. The RRAM is the industry's benchmark on succession issues. It conducts studies and organizes various events to promote aerospace.

CONTACT Béatrice Perier Agostini
beatrice.perier.agostini@aeromontreal.ca

Our Working Groups

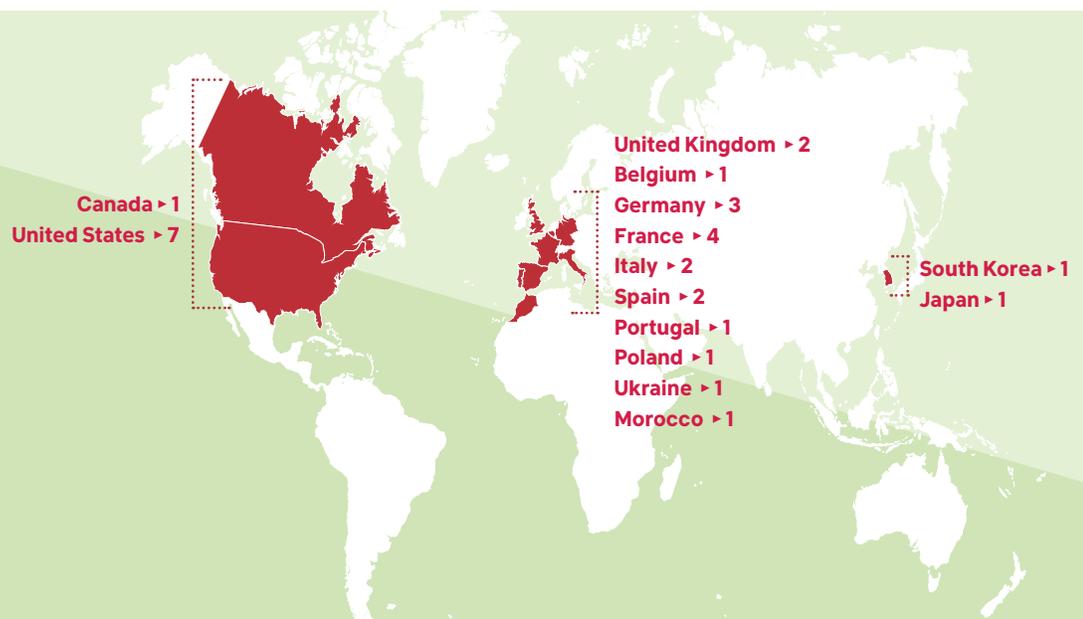
Aéro Montréal's Working Groups are composed of professionals from industry, educational institutions and research centres, as well as associations and unions.

They were set up to mobilize stakeholders in Québec's aerospace ecosystem with a view to supporting its global reach, innovation capacity and growth based on common priorities.



International Agreements

Aéro Montréal has signed nearly 30 agreements with foreign partners in the United States, Europe and Asia since 2006. This type of agreement is a win-win partnership between two clusters, an effective way to find out what's going on in our respective markets and to actively monitor business opportunities.



Our major events



International Aerospace Week – Montréal

Every year in April, International Aerospace Week – Montréal offers a series of major events. The Aerospace Innovation Forum and the Global Supply Chain Summit are held alternate years. Other activities are organized on succession, defence, unmanned aerial vehicles and MRO.



Symposium on the Canadian Defence and Security Market

This one-day event aims to inform SMEs about business opportunities related to the defence and security market and to provide access to key players. It is organized in collaboration with Canada Economic Development (CED) and the STIQ.



Public Events

Each year, Aéro Montréal organizes events or activities for the general public that aim to promote the industry. The initiatives of the Regroupement Relève Aéro Montréal (RRAM) or the Ose l'Aéro campaign are good examples.



Gilles-Demers Awards – SME of the Year

Presented every two years during a prestigious gala evening, the Gilles-Demers Awards recognize the industry's best companies. In 2018, APN was named SME of the Year.



Do you want to develop the aerospace market?

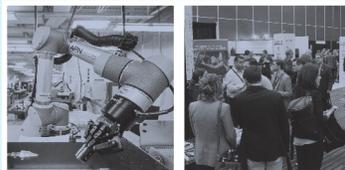


Join the world's most innovative aerospace cluster!

Benefits

- ▶ Enjoy a range of services at preferential prices (networking, training, information sharing, international missions, etc.);
- ▶ Have a voice in forums dealing with issues that are important to our industry;
- ▶ Receive relevant and sometimes exclusive information about aerospace in Québec and around the world (newsletters, press releases, seminars, etc.).

Do you work closely with companies in the aerospace sector?



Do you want to play a role in developing our industry?

BSB 2019-08-05 - Date of publication: December 2019

AÉRO MONTRÉAL is a non-profit organization established in 2006 on the industry's initiative. The Board of Directors is made up of 35 members representing all sectors of our industry. Aéro Montréal's board and working groups are always championed by industry leaders.

- ▶ Prime contractors (OEMs)
- ▶ Equipment manufacturers
- ▶ SMEs
- ▶ Unions
- ▶ Research centres
- ▶ Educational institutions
- ▶ Government agencies



www.aeromontreal.ca

AÉRO MONTRÉAL

380, Saint-Antoine street West, Suite 3120
Montréal (Québec) Canada H2Y 3X7

Phone: (514) 987-9330

Fax: (514) 987-1948

info@aeromontreal.ca

