

ANNUAL REPORT 2007

TAKING UP THE CHALLENGE

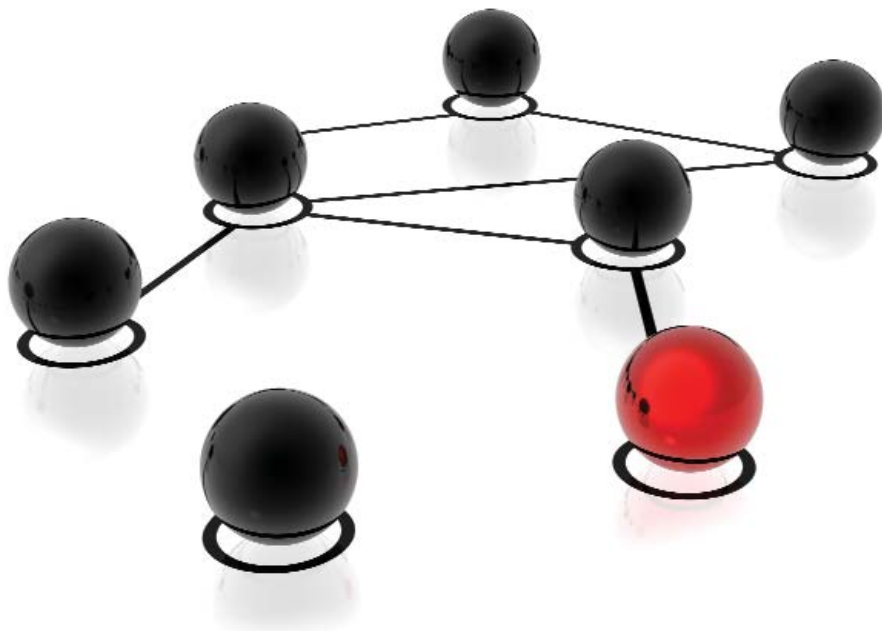


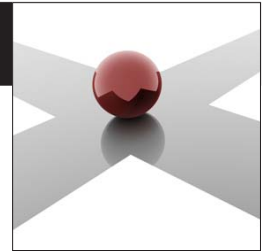


Table of contents

A WORD FROM THE MAYOR	2
A WORD FROM THE PRESIDENT	3
EXCELLENT RESULTS FOR 2007	4
GROWTH OF LAVAL'S SECTORS OF EXCELLENCE IN 2007	9
COMPANIES MAKING HEADLINES	10
LAVAL TECHNOPOLE: 2007 HIGHLIGHTS	12
EXECUTIVE COMMITTEE AND BOARD OF DIRECTORS	15
LAVAL TECHNOPOLE TEAM AND SERVICES	16

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A handwritten signature in black ink, reading 'Gilles Vaillancourt'.

GILLES VAILLANCOURT

MAYOR

Taking up the challenge

Taking up the challenge is what Laval businesses have been doing successfully since the city's creation. In fact, they have overcome every single challenge that comes with building a new city. A look back at Laval's history shows that all the things that define a city have taken the form its residents wanted, from the way its services are organized to the institutions that shape our community.

Two thousand seven will always be remembered in Laval as the year its patience and tenacity finally paid off with the arrival of the metro, an important step for both our social and economic future. The phenomenal ridership rate has surpassed the most optimistic projections removing any doubt as to how important this regional public transit system is to Laval.

This is yet one more challenge taken up successfully, and in this case, thanks to Laval's residents who overwhelmingly expressed their collective voice in the form of a petition with 200,000 signatures in favour of extending the metro to their city. This voice carried weight and played a key role in convincing the government to undertake this project despite some opposition.

Beyond its social and environmental usefulness, the metro will also contribute to Laval's economic development by helping to revitalize some areas, particularly those around the three metro stations.

Laval fared well on the economic front in 2007, confirming the success of our collective efforts. The report submitted by LAVAL TECHNOPOLE shows, once again, substantial investments in our city. But particularly noteworthy is the big improvement in Laval's labour market indicators. For example, the labour force grew by 17,600, pushing up the activity rate from 66.1% in 2006 to 70.8% in 2007 and making Laval the region with the highest participation rate in Quebec. And what municipal administration wouldn't be proud to see its city's unemployment rate drop from 7% to 5.6%?

According to Statistics Canada, Laval accounted for some 140,000 jobs in 2007 and 52% of them were held by local residents – excellent news indeed.

These are great results that show the importance of a strategic economic development plan and that highlight the exemplary effort of our local businesses and of our economic development agency, LAVAL TECHNOPOLE.

I would like to congratulate Laval businesses for their daring and determination in this fiercely competitive world. I would also like to thank Laval's economic development partners who year after year overcome obstacles to help our young city realize its potential.

Once again, thank you one and all.



PIERRE DESROCHES

PRESIDENT

Taking a closer look at Laval's **future**

Anyone who has been tracking Laval's development knows of its strong drawing power and sustained growth, particularly in the last 20 years.

While many reasons explain Laval's outstanding performance, suffice it to say that the city owes its success to excellent strategic planning, which includes a vision that has evolved over the years.

While the remarkable results achieved in 2007 are certainly worthy of note, we must also acknowledge the architects who have shaped Laval's economic personality over the years and whose flair, judgment and boldness have made it what it is today.

This annual report contains interesting information on the economic health of Laval, where balanced and diverse activity drives performance and growth. The city's commercial, industrial and residential sectors all played a key role in the \$1,512,462,353 invested in 2007. Not only is Laval's drawing power beyond question, the vitality of our local companies once again confirms the important role they play in our growth. In fact, they accounted for 96% or 575 of the industrial projects launched in 2007.

This figure reinforces the analysis that led us to create the Growth Challenge program to support the development of our companies. This program, which I presented on March 17, is the outcome of an analysis and consultation that took place in the fall of 2007 and culminated in the adoption of an innovative

business vision that places our companies at the forefront by making them our *raison d'être*. We are not foregoing our prospecting efforts but rather placing them on the same level as supporting the development efforts of our businesses. To this end, we have set up three families of services – international, entrepreneurial and real estate development – that will be added to the services offered by all our economic development partners, particularly those of the governments of Canada and Quebec. In a word, we are taking customer service to the next level, because our future is not on the other side of the world but right here at home.

Speaking of the other side of the world, we have added another economic development tool to our arsenal called the LAVAL TECHNOPOLE International Business Centre (LTIBC). A natural offshoot of LAVAL TECHNOPOLE EXPORT, the LTIBC offers all types of international business development services.

The year 2008 marks the launch of a strategic vision and shift that will take us even further, helping to keep Laval at the head of the pack in terms of prosperity and growth.

In closing, I would like to thank the municipal administration, which is constantly encouraging us to raise the bar. I would also like to extend my gratitude to my colleagues on the board of directors and to all the extraordinary members of the LAVAL TECHNOPOLE team, who continue to demonstrate an exemplary ability to work for the benefit of Laval's businesses.



Excellent results for 2007

Just as in previous years, 2007 was a resounding success in terms of investments. This solid performance reflects well on life in Laval, particularly as regards jobs and demographics. The following are the economic highlights of the year.

A dynamic and changing labour market

Laval had a population of 381,651 in 2007, an increase of 1.3% over 2006. Second after Montreal, population density was 1,532 people per square kilometre.

Demographic growth is an important element that fuels regional economic vitality. It drives the housing market and stimulates the creation of new businesses and services. It also encourages the public sector to spend more on services to meet the growing needs of the population.

Therefore, Laval's development since 1986 should come as no surprise given that its population has increased by nearly 30% since then.

Many of Laval's labour market indicators also improved significantly in 2007. For example, the working population increased by 17,600 people, or 8.7%, a marked improvement over the 5.7% recorded last year. As a result, the activity rate rose from 66.1% to 70.8%, the highest rate of all of the regions of Quebec. It also beat the provincial and national rate by 5.2% and 3.1% respectively. The same holds true for the region's employment rate, which at 66.8%, was the highest in the province.

The unemployment rate fell from 7% in 2006 to 5.6% in 2007, or 2.9% lower than the figure for the island of Montréal (8.5%),

1.2% lower than the Quebec rate (6.8%), and 0.3% lower than the Canadian rate (5.9%). According to Statistics Canada, the number of jobs in Laval was estimated at 140,000 in 2007. Approximately 52% of the jobs were held by Laval residents, which has a significant impact on quality of life.

Another banner year in terms of investments

Total investments in the Laval economy amounted to \$1,512,462,353 in 2007, up 2.1% over the previous year. Investments climbed across the board, except for the institutional sector, which saw investments decline with the completion of the metro.

INVESTMENTS CITY OF LAVAL, 2007			
Sectors	Investments	Percentage	Comments
Industrial	\$624,577,958	41.2%	594 projects
Commercial	\$160,691,193	10.6%	340 projects
Institutional	\$95,751,306	6.4%	62 projects
Residential	\$631,441,896	41.8%	2,963 permits issued
Total	\$1,512,462,353	100%	

Note: Institutional investments include the sixth phase of the Laval metro construction project, i.e., an investment of \$40 million. The total investment in this project was \$745 million as at June 2007.

Source: LAVAL TECHNOPOLE – Special compilation and Laval Urban Planning Department





Excellent results for 2007

Industrial investments

Industrial investments rose 12% from 2006 to \$ 624.6 million in 2007, resulting in 2,040 new jobs. New industrial companies in Laval invested \$83 million and created 375 new jobs.

The breakdown of these industrial investments is as follows:

BREAKDOWN OF INDUSTRIAL INVESTMENTS

CITY OF LAVAL, 2007

Types of Investment	Investments	Percentage
Land	\$27,396,258	4.4%
Buildings	\$152,228,912	24.4%
Equipment	\$125,990,070	20%
Research and Development	\$307,176,364	49.3%
Training	\$11,786,354	1.9%
Total	\$624,577,958	100%

The main new industrial companies in 2007 were as follows:

NEW INDUSTRIAL COMPANIES

CITY OF LAVAL, 2007

Projects	Investments
INRS – IAF – Centre de recherche en santé	\$15 M
CANARM	\$12 M
Monarch Specialities	\$11 M
Clarins	\$10 M
ING Real Estate (Mégapôle 13)	\$10 M
Immeubles Asbach	\$8.4 M
Home Depot (distribution centre)	\$7 M

As well, 575 businesses expanded their operations in 2007. Creating 1,665 new jobs, expansion projects rose 15% to \$541.5 million and accounted for 86% of all investments announced in Laval in 2007 and 82% of all industrial jobs created in 2007.

The following table shows the key expansion projects in 2007:

INDUSTRIAL EXPANSIONS

CITY OF LAVAL, 2007

Projects	Investments
Sanofi aventis Canada	\$91.5 M
LAB Research	\$90 M
Neurochem	\$53.5 M
Boehringer Ingelheim	\$45.6 M
National Centre for Experimental Biology	\$26.6 M
Roche Diagnostics	\$21 M
Servier Canada	\$19.9 M
Bio-K+ International	\$19.5 M
BioSyntech	\$6.8 M
Multi-Marques	\$5.2 M

Equipment investments jumped 29% from \$96.4 million in 2006 to \$125.9 million. The Canadian dollar's appreciation against the greenback prompted businesses to purchase equipment and machinery to modernize their plants and boost productivity.

Construction permits reach new heights

Both Quebec and Canada saw residential housing starts rise slightly in 2007. Low mortgage rates, strong employment, income growth and consumer confidence all played in favour of residential construction investment. In Quebec, 48,553 new dwellings were built in 2007, 1.4% more than in 2006 (47,877). For Canada, the growth was more modest, i.e., an increase of 0.04% to 228,343 dwellings.

A comparison of the results in constant 2007 dollars shows a 20-year high, with investments breaking the 2004 record by more than \$128 million.



New construction

The total declared value of construction permits (for all uses) reached \$767.3 million in 2007, an increase of \$140.5 million or 22.4% over 2006, breaching the records set in 2004 and 2005. This exceptional performance is explained by investments in the commercial and industrial sectors, which were the highest in close to 20 years.



Excellent results for 2007

Residential sector

In 2007, the number of dwellings built in Laval rose 9% to 2,883, versus 2,643 in 2006, an exceptional performance reminiscent of the highs reached in 2004-2005.

With 1,379 units, single-family homes were once again the most popular type of housing in 2007, accounting for 47.8% of all new construction. However, in the past two year, there has been a resurgence in the popularity of triplexes, whose numbers have doubled to more than 400 units per year.

Residential contractors who built 40 or more units in 2007:

NUMBER OF UNITS BUILT BY RESIDENTIAL CONTRACTOR

Contractors

Madeco Royal	324
Excellence Construction	219
Constructions Quadrax	179
Maisons Charplexe	91
Bétaplex	73
Groupe HVM (9121-6259 Quebec Inc.)	66
Habitations Tivoli	65
Le Groupe Platinum Construction 2001	56
Les Constructions Ste-Dorothée	50
Industries Isocan	48
Construction Bernard & Lapointe	46
Construction Méga-Tech	46
R. & R. Plante	44
Construction E.D.Y.	42
Le Boisé Champêtre de Laval	42

The total declared value of residential construction permits advanced 18.9% from 2006 to \$574.1 million, representing 74.8% of new construction in Laval.

Construction of single-family homes led the way with a declared value of \$380.3 million or 24.3% more than in 2006.



The main residential buildings built in 2007 were:

- Boisé Notre-Dame (phase II), 3065 Notre-Dame Boulevard (Chomedey) \$24.1 million (179 units);
- Seniors residence at 33 Saint-Elzéar Boulevard East (Vimont) \$7 million (48 units);
- Seventy-two-unit building at 1585 Fleetwood Street (Chomedey) \$6.5 million;
- Condominiums du domaine du golf at 625 Place Georges-Dor (Fabreville) \$5 million (33 units);
- Les Verrières Val-des-Arbres at 1760 Notre-Dame-de-Fatima Street (Vimont) - \$5 million (28 units).

The average price of single-family homes continued to rise in 2007 and is now over \$275,000 or 11% higher than in 2006. The value of duplexes and triplexes also rose to \$127,500 per unit while the price of a multifamily dwelling has remained virtually unchanged since 2005.

New commercial, industrial and institutional construction

Up 34.3% in 2007 to \$193.2 million, commercial, industrial and institutional construction was fuelled by the commercial (\$88.9 million) and industrial (\$84.7) sectors, which recorded a nearly 20-year high. At \$19.6 million, the institutional side set a 10-year record, with the exception of 2006, a year marked by an exceptional investment level.



Excellent results for 2007

The following table lists the projects of \$5 million or more based on the declared value of construction permits.

NEW CONSTRUCTION PROJECTS OF \$5 MILLION OR MORE BASED ON 2007 PERMITS

Owners	Addresses	Description of Work	Declared Value
20 Vic Management	Le Corbusier Boulevard	Eight commercial buildings (Laval)	\$23.5 M
Ivanhoe Cambridge	Pierre-Péladeau Avenue	Five commercial buildings (Centropolis)	\$18.8 M
Groupe Axor	2911 Chomedey Boulevard	New Laval police headquarters	\$9.9 M
RTI-Claro	5515 Ernest-Cormier Street	New industrial construction (RTI-Claro)	\$9 M
Husimnubhrs Asbach S.R.C.	1400 Bernard-Lefebvre Street	Industrial building (13 units)	\$8 M
The David Berger Discretionary Family Trust	4155 Service Road East Chomedey (A-13)	Supply warehouse (Monarch)	\$8 M
Jack Seraidarian	5001 Chemin du Souvenir	Armenian Apostolic Church	\$7.5 M
Canadian Tire Real Estate	4975 Robert-Bourassa Boulevard	Commercial building (Canadian Tire)	\$6 M
Transbec	5505 Ernest-Cormier Street	Industrial building	\$5.5 M
Les Industries ROL Canada	875 Montée Saint-François	Industrial building	\$5.5 M
4258827 Canada inc. (Divco)	955 Service Road East, Chomedey (A-13)	Industrial building	\$5 M

Value of construction permits rise

As such, for all sectors, new construction and improvements totalled \$966.6 million in 2007, an increase of 28.2% over the \$753.3 million recorded in 2006.

The municipality issued 3,446 permits in 2007 or 9.7% more than the 3,141 permits issued in 2006.

Commercial sector

Commercial investments surged 7.4%, from \$149.6 million in 2006 to \$160.7 million in 2007.

The highlight of 2007 was the Centropolis, a \$200 million lifestyle centre being built by Ivanhoe Cambridge.

DECLARED VALUE OF CONSTRUCTION PERMITS CITY OF LAVAL, 2007

Sectors	New Permits	Improvements	Total
Residential	\$574,069,101	\$57,372,795	\$631,441,896
Commercial	\$88,966,375	\$56,724,818	\$145,691,193
Industrial	\$84,660,006	\$39,202,046	\$123,862,052
Institutional	\$19,595,000	\$46,051,306	\$65,646,306
Total	\$767,290,482	\$199,350,965	\$966,641,447

Source: Laval Urban Planning Department

NUMBER OF CONSTRUCTION PERMITS CITY OF LAVAL, 2007

Sectors	New Permits	Improvements	Total
Residential	1,607	1,356	2,963
Commercial	34	304	338
Industrial	26	57	83
Institutional	4	58	62
Total	1,671	1,775	3,446

Source: Laval Urban Planning Department



Excellent results for 2007

Two other shopping centres broke ground during the year: one, a \$23 million “power centre” by 20 VIC Management along Autoroute des Laurentides between du Souvenir and de la Concorde boulevards; the second, a \$10.5 million traditional neighbourhood shopping centre by Fiducie Maximus at the intersection of Labelle and Des Oiseaux boulevards in St. Rose.

Lastly, Canadian Tire opened a new \$6 million store in Vimont.

MAIN INVESTMENTS – COMMERCIAL SECTOR CITY OF LAVAL, 2007

Projects	Investments
20 VIC Management – Commercial centre	\$23.5 M
Ivanhoe Cambridge – Centropolis	\$18.7 M
Fiducie Maximus – Commercial centre (phase I)	\$10.5 M
Murlee Holding – 2300 Daniel-Johnson Boulevard	\$6.5 M
Canadian Tire – 4975 Robert-Bourassa Boulevard	\$6 M
Bank of Montreal – Samson Boulevard West	\$4.5 M

The commercial sector is key to the local economy. Over 42,800 or 21.2% of Laval residents work in this sector, which saw its number of jobs jump 43% since last year. Twenty percent of Laval’s labour force is employed in the commercial sector, compared to 12.3% for Quebec overall.

The sector’s success is explained by its proximity to Greater Montreal as well as by Laval’s major highways, which allow it to tap into a vast consumer pool beyond its borders.

A region’s wealth is reflected in its residents’ standard of living and is a clear indicator of their economic well-being. As such, per capita disposable income has risen 35% since 1997, from \$17,707 to \$23,882 in 2006, the fourth highest in Quebec and higher than the provincial average of \$23,273.

Lastly, in 2004 Laval led the way in Quebec for median household income, i.e., \$60,300 compared to \$54,400 for the province as a whole.

Institutional sector

Institutional investments amounted to \$95.7 million in 2007, as against \$256.1 in 2006, a decrease of 62.5% due to the fact that the metro is now completed (in operation since April 2007). The total cost of the metro was \$745 million, of which \$40 million was recorded in 2007, representing 42% of the year’s total in this sector.

Two thousand seven marked the final phase of the Laval metro, a five-year \$745 million project that has now been fully recorded.

The following table does not reflect the nearly \$300 million spent by Laval on

infrastructure. The main investments by the municipality during the year were as follows:

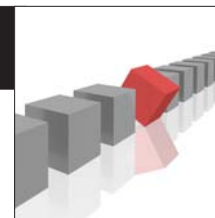
MAIN MUNICIPAL INVESTMENTS CITY OF LAVAL, 2007

Projects	Investments
New infrastructures	\$114 M
Repair of existing infrastructures	\$84.1 M
New police headquarters and fire station in Sainte-Dorothée	\$22.7 M
Improvement and extension of roadways and public transit	\$27.7 M
Expansion of Chomedey filtration plant	\$9.3 M



MAIN INVESTMENTS - INSTITUTIONAL SECTOR CITY OF LAVAL, 2007

Projects	Investments
Agence métropolitaine de transport (metro)	\$40 M
Armenian Apostolic Church	\$7.5 M
Laval School Commission, 955 St. Martin Boulevard West	\$6.6 M
Sir Wilfrid Laurier School Commission, 600 Lahaie Street	\$3.3 M



Growth of Laval's **sectors** of excellence in 2007

In order to track Laval's economic development, LAVAL TECHNOPOLE measures the city's technopolitan growth by analyzing the development of its sectors of excellence. As such, the agency measures job creation and investments for each sector of excellence and the percentage they represent for Laval as a whole.



The main investments in the AGROPOLE were as follows:

MAIN INVESTMENTS AGROPOLE CITY OF LAVAL, 2007

Projects	Investments
Multi-Marques	\$5 M
Maison Cousin	\$3 M
Café Agga	\$2 M
Clic International	\$1.4 M
Michel Laurendeau	\$1 M
Paysagiste Bonzaï	\$0.9 M

BREAKDOWN OF INVESTMENTS AND NEW TECHNOLITAN JOBS BY SECTOR OF EXCELLENCE

CITY OF LAVAL, 2007

Sectors of Excellence	Investments	Percentage	Number of Jobs	Percentage
BIOPOLE	\$408.9 M	69.2%	416	20.4%
e-POLE	\$18.8 M	3.2%	261	12.8%
AGROPOLE*	\$18.9 M	3.3%	198	9.7%
INDUSTRIAL POLE	\$143.5 M	24.3%	1,164	57.1%
Total**	\$590.1 M	100%	2,039	100%

Source: LAVAL TECHNOPOLE – Statistical Survey 2007

* The AGROPOLE's investments in 2007 include the results reported by agricultural producers in our survey (337 businesses surveyed, 27% response rate).

** Total industrial investments in 2007 were \$624 million; the \$33 million difference stems from real estate investments that were not allocated to any particular sector of excellence.

The main investments in the BIOPOLE were as follows:

MAIN INVESTMENTS BIOPOLE CITY OF LAVAL, 2007

Projects	Investments
Sanofi aventis Canada	\$91.5 M
LAB Research	\$90 M
Neurochem	\$53.5 M
Boehringer Ingelheim	\$45.6 M
Labopharm	\$26.6 M
National Centre for Experimental Biology – INRS – IAF	\$15 M

The main investments in the e-POLE were as follows:

MAIN INVESTMENTS e-POLE CITY OF LAVAL, 2007

Projects	Investments
Colubris Networks	\$2.1 M
Groupe Dumoulin Électronique	\$2 M
SMT Hautes Technologies	\$1.5 M
OKIOK Data	\$1.3 M
Synergx	\$1 M
Graphisme Alpha Vision	\$1 M

The main investments in the INDUSTRIAL POLE were as follows:

MAIN INVESTMENTS INDUSTRIAL POLE CITY OF LAVAL, 2007

Projects	Investments
CANARM	\$12 M
Monarch Specialities	\$11 M
Clarins	\$10 M
Home Depot	\$7 M
BI Litho	\$4.1 M
Groupe Lelys	\$4 M
MEP Technologies	\$3.6 M





Companies making headlines

Not a year goes by without Laval's companies making the business headlines, and 2007 was no exception. Some examples:

BioSyntech (www.biosyntech.com) was awarded the 2007 Innovation Award in the "Partnership" category by the Association de la Recherche Industrielle du Québec (ADRIQ) for its successful partnership with École Polytechnique de Montréal. The Partnership Award honours a company and an organization involved in a technological partnership project that clearly demonstrates the benefits of shared expertise. BioSyntech and École Polytechnique teamed in 1997 to develop a family of biomaterials with the ability to stimulate growth and regeneration of damaged tissue.

During the year, BioSyntech graduated to the Toronto Stock Exchange (TSX) from the TSX Venture Exchange and strengthened its financial position by raising \$28.2 million. On the product front, it moved its three main

products, which contain therapeutic properties for the local repair of damaged tissue such as cartilage, bone and chronic wounds, one step closer to the commercialization stage.

BioSyntech specializes in the development, manufacturing and commercialization of advanced biotherapeutic thermogels for regenerative medicine (tissue repair) and therapeutic delivery.

DESSAU

Dessau (www.dessausoprin.com), an engineering firm, was awarded a project management contract for the construction of Algeria's new Grand Mosque. The world's third largest

mosque will have a 300-metre minaret, the world's tallest after Mecca, Saudi Arabia, and the Hassan 11 mosque in Morocco. Dessau is the only Quebec company involved in the construction project, which is scheduled to begin in 2009 and be completed by 2013.



Technologie Biolactis (www.biolactis.com), a resident company of the Quebec Biotechnology Innovation Centre (QBIC), received the 2007 "Promising Early Stage Company" award at the National President's Awards Celebration in Toronto in recognition of its technological and commercial potential. Biolactis is a biotechnology company focused on developing novel bioactive ingredients, nutraceuticals and medical food, addressing obesity and metabolic syndrome-associated problems (high risk of cardiovascular disease and type 2 diabetes).



Companies making headlines

Scimega Research (www.scimega.com), Canada's premier oncology CRO (clinical research organization), won the National Bank of Canada's 2007 Small Business Regional Gold Award (Laval/Northern and Western Quebec) which recognizes the outstanding achievements of the Bank's business clients throughout Quebec. Selection criteria included job creation, planning, human resource management, marketing, networking, operational and financial management. Scimega Research offers expert clinical trial management services to bio-pharmaceutical companies developing oncology compounds.



LAB Research (www.labresearch.com), a nonclinical contract research organization offering its services primarily to the pharmaceutical and biotech industries, began work to expand its Laval research facilities in December 2007. Just a year earlier, the company added space to its headquarters, which went from 3,430 square metres to 8,083 square metres.

When the work is completed in the fall, LAB Research's Canadian facilities will boast close to 16,000 square metres, including 80 research rooms for toxicology studies and 12 multi-purpose rooms for inhalation toxicology, which requires a special infrastructure, expertise and technology.

The extensive expansion stems from a growing trend in the pharmaceutical and biotechnology industry to outsource non-clinical studies. As regulators become more demanding – studies must be conducted in a certified infrastructure where the environment and processes are strictly controlled – pharmas find it more efficient and profitable to outsource to specialized service providers. In fact, the preclinical research market is growing at a rate of 15% to 18% per year.

artopex[®]
the art and the purpose

Artopex (www.artopex.com) set itself apart in 2007 by being named one of Canada's 50 Best Managed Companies. Created in 1993, Canada's 50 Best Managed Companies award continues to be the mark of excellence for Canadian-owned and managed companies with revenues over \$10 million. Algorithme Pharma (www.algopharm.com) and Dessau (www.dessausoprin.com) were also among the winners.

Prolav Soaps, a leader in biodegradable domestic cleaning products, continues to surprise with its daring and determination. In 2007, the company stood out by expanding its distribution chain and now sells its products under the Bio Green label across Canada through such large retail chains as Zellers, Costco, Jean Coutu, IGA, Sobeys and Wal-Mart, to name but a few. However, Prolav's crowning achievement in 2007 was the development of even greener products.



Always on the lookout for new trends, Prolav is the only company to offer a line of highly biodegradable detergents and cleaning products that surpass all current environmental standards and that are just as effective as well-known national brands. The company is also the first to offer phosphate- and chlorine-free dishwasher tablets. Prolav's Bio-Green HE has been favourably reviewed by Quebec's consumer protection magazine, *Protégez-Vous*.



LAVAL TECHNOPOLE: 2007 highlights

AGROPOLE

Together with several economic development partners, the AGROPOLE launched an important pilot project in 2007 to stimulate research and development in the agri-food sector. Entitled "Innovation, a winning recipe," the project helped 10 Laval businesses make their new products or processes more profitable.

Agri-food innovation forum

In the same vein, the AGROPOLE joined forces with the Laurentian Agri-food Innovation Coordination Centre (CIAL) and the Lanaudière Biofood Development Council in March to organize the first ever agri-food innovation forum. Entitled "The path to innovation," the forum was aimed at educating businesses on the concept of innovation through practical workshops.

Advertising campaign

In 2007, *Saveurs de Laval*, under the responsibility of the AGROPOLE, implemented an awareness plan to encourage Laval consumers and corporate buyers in the distribution sector to buy local agri-food products. To this end, it has been conducting a large, ongoing advertising campaign. For more information go to www.saveursdelaval.com.



A special agreement for the agri-food industry

Laval's agri-food industry comprises 1,750 businesses that employ 15,800 people and generate sales of \$2.68 billion. In light of these facts and to help back projects arising from the "Strategic plan for Laval's agri-food development," the Laval Regional Conference of Elected Officials entered into an agreement



with the Quebec Department of Municipal Affairs and the Regions, the Quebec Department of Agriculture, Fisheries and Food, Emploi-Quebec, UPA Laval, LAVAL TECHNOPOLE – AGROPOLE, the Laval Agri-food Round Table, the City of Laval, Forum Jeunesse Laval, the Laval Regional Board of Labour Market Partners, and the Laval Local Development Centre to provide \$1,059,000 over three years to encourage sustainable development by focusing on five areas: bringing agri-food stakeholders together, encouraging research and innovation in the agri-food sector, assisting with succession, promoting and developing Laval's peri-urban agriculture, and commercializing Laval's agri-food products.



Virtual coaching

In March, LAVAL TECHNOPOLE launched Virtual Coaching, a coaching and logistics support tool for technology start-ups and

innovative companies. LAVAL TECHNOPOLE created this kit because it believes that both new and growing companies need tools to achieve their aspirations. Although the Virtual Coaching kit is geared primarily to early-stage tech firms (0 to 5 years) in the medical instrumentation, medical technology and biotechnology segments, innovative companies in other sectors can also benefit from its content.

HR Managers Association of Laval (RGRHL)

Among its many initiatives, LAVAL TECHNOPOLE helped RGRHL prepare a master plan. The mission of the RGRHL is to make Laval businesses aware of the strategic role human resources play in a company.

INNOCLIC

Together with the Quebec Department of Economic Development, Export and Innovation (MDEIE) and Emploi-Quebec, LAVAL TECHNOPOLE launched INNOCLIC (www.innoclic.com) on September 25, an online portal geared to businesses looking for support with their innovation or management projects. Laval has over 70 organizations on its territory to guide SMEs through all the phases of their project: idea, concept and solution, legal and regulatory aspects, financing, planning, and more. More than 5,000 people have visited INNOCLIC since it went online.



LAVAL TECHNOPOLE: 2007 highlights

Laval Decision-Makers Group

In 2007 LAVAL TECHNOPOLE partnered with Reseautage.com, Emploi-Quebec, the Quebec Department of Economic Development, Export and Innovation (MDEIE) and the Worker Competency Development and Recognition Fund (FDRCMO) to introduce a cooperative training program for manufacturers, who account for 881 jobs in Laval and who generate over \$157 million in economic activity. The training program will cover participatory management, mutual assistance and best business practices.

Trans Al Network

As part of the Light Metals Conference held in Laval in October, the INDUSTRIAL POLE and the Light Metals Association organized inter-company meetings as well as meetings between companies and research centres in the aluminium transformation sector with the participation of Trans Al Network. Generating over 80 business meetings, this initiative allowed 27 companies and 40 participants to get to know each other. In fact, this type of event is precisely why the Trans Al Network was created, i.e., to provide its members from the aluminium sector with access to the business network it has built over the years. Trans Al has since chosen LAVAL TECHNOPOLE as its coordinator for the regions of Laval, the Laurentians and Lanaudière.

LAVAL TECHNOPOLE participated in this event to help Laval and Mauricie businesses network with large manufacturers.

INDUSTRIAL POLE

Besides the BIOPOLE, AGROPOLE and e-POLE, in 2007, LAVAL TECHNOPOLE focused on the INDUSTRIAL POLE, a sector of excellence that

is consistent with LAVAL TECHNOPOLE's strategic plan to develop the Laval economy and grow its companies. An industrial hub, the INDUSTRIAL POLE will be a point of convergence where companies can communicate with each other, form clusters and innovate in a context of global development.

More than 625 companies working in a diversified, cutting-edge economy make up the INDUSTRIAL POLE, which is home to 83% of Laval's manufacturing firms. In the pipeline are infrastructures to support business growth, research and technology transfer centres, and the creation of consultative committees and inter-company associations.

Real Estate Development service

In 2007, this service was involved in 13 industrial projects across Laval's 12 industrial parks. A total of \$115.6 million was invested to develop 234,204 sq. ft. of industrial land, as a result of which 583 positions were created and 355 local jobs were preserved.



On another front, the Real Estate Development service teamed with the Montreal Metropolitan Community (MMC) to set up a metals cluster.



LAVAL TECHNOPOLE EXPORT 10th anniversary

In 2007, LAVAL TECHNOPOLE EXPORT celebrated its 10th anniversary, a decade characterized by 100 training activities, 35 trade missions and 8 foreign buyer hosting events. Over the past ten years, some 4,400 people have benefited from the division's services, a most impressive accomplishment.

Market diversification

This past year was also characterized by numerous initiatives designed to help businesses discover the various avenues offered by less well known markets through such activities as breakfast conferences on China, Eastern Europe and the United Arab Emirates.

Mission

In November, LAVAL TECHNOPOLE EXPORT organized a construction mission to Calgary, Edmonton and Fort McMurray. As a result, several Laval businesses were able to forge business ties with companies in Alberta.



LAVAL TECHNOPOLE: 2007 highlights



Customs training and coaching

To make it easier for Laval companies to clear U.S. customs, LAVAL TECHNOPOLE EXPORT again offered customs training and coaching activities in 2007, more specifically, on C-TPAT (Customs Trade Partnership Against Terrorism) and on customs compliance. To date, 13 companies have been C-TPAT certified while the five participants of the Customs Compliance program can now export to the U.S. hassle-free since they are now familiar with the procedure and have the required documents.



**LAVAL TECHNOPOLE
INTERNATIONAL
BUSINESS CENTRE**

LAVAL TECHNOPOLE International Business Centre

Knowing that Laval businesses face numerous globalization-related issues, LAVAL

TECHNOPOLE adopted a new approach in 2007 aimed at boosting the value and growth of companies doing business abroad.

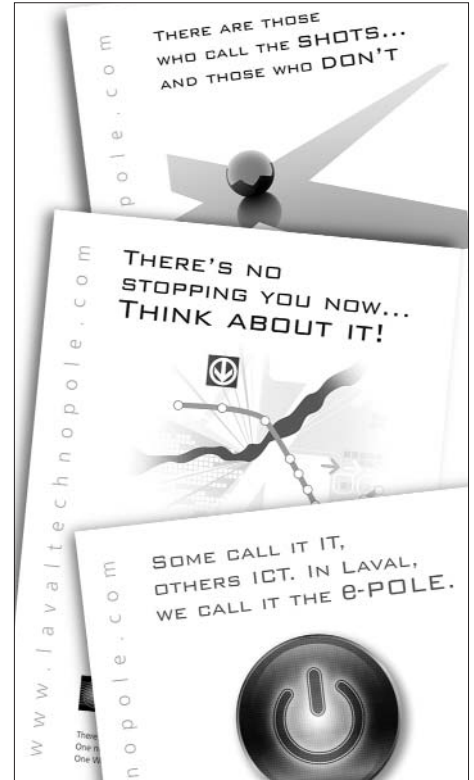
To this end, on March 17, 2008, the agency inaugurated the LAVAL TECHNOPOLE International Business Centre (LTIBC). Playing an important role in the creation of the LTIBC, LAVAL TECHNOPOLE EXPORT has since been incorporated into the Centre.

A natural offshoot of LAVAL TECHNOPOLE EXPORT, the LTIBC will offer services covering every possible aspect of doing business abroad, namely, export, international procurement, market development missions, institutional and contact networks, strategic alliances, technology transfer, international marketing, advisory staff, international experts, technical training and posting practical content online. In short, the LTIBC is dedicated to furthering the growth of Laval businesses on the international market.

Marketing and Communication service

In keeping with the marketing plan adopted in 2004, the Marketing and Communication service carried out a major advertising campaign in 2007 aimed at positioning Laval by promoting its economic environment, unique advantages, sectors of excellence and vitality.

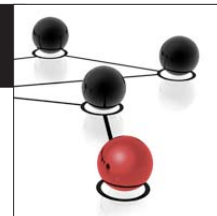
The service also modernized LAVAL TECHNOPOLE's website, which according to the IASP, is one of the most frequently visited economic agencies. Launched during the year, the overhauled site incorporates the Growth Challenge program and the LAVAL TECHNOPOLE International Business Centre.



Besides its advertising initiatives, the Marketing and Communication service published the annual report and four economic newsletters, as well as some fifty press releases.

GROWTH || **CHALLENGE**

The crowning achievement of the Marketing and Communication Service in 2007 was its participation in the development of the Growth Challenge program and the creation of the LTIBC. As such, it planned, orchestrated and coordinated the Growth Challenge marketing campaign, including all the promotional material inherent to this vast economic development program spearheaded by LAVAL TECHNOPOLE.



Executive Committee and Board of Directors



EXECUTIVE COMMITTEE

Top, from left to right:

Gilles Lacroix, Agricultural Producer
LES SERRES GILLES LACROIX

Louise Bussières, Finance Vice-President
LAB RESEARCH

Basile Angelopoulos, Municipal Councillor,
Chomedey and member of the Executive
Committee
VILLE DE LAVAL

Bottom, from left to right:

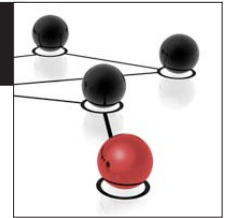
Federico Stroppiana, President
MONDO AMERICA

Pierre Desroches, President
LAVAL TECHNOPOLE

BOARD OF DIRECTORS



Mark Busgang, President Chief Executive Officer and Director, WARNEX | **Stéphane Deschênes**, President, SMT HAUTES TECHNOLOGIES
Martin Desrochers, President, MADECO CONSTRUCTION | **Stéphane Drouin**, President, SVM | **Alain Forget**, President, FERME LYNE & ALAIN FORGET | **Alexandre Jarry**, Partner, JARRY BAZINET, AVOCATS | **Pierre Lapointe**, Director General, INSTITUT NATIONAL DE LA RECHERCHE SCIENTIFIQUE (INRS) | **Claude Lemieux**, President, NORSECO | **Giuseppe Olcelli**, Consultant | **Robert Plante**, Municipal Councillor of l'Oré-des-Bois, VILLE DE LAVAL | **Paul-André Savoie**, Consultant



LAVAL TECHNOPOLE Team and Services

General Management

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President

Damien Cloutier
Assistant Executive Director

Jean-Marie Pressé
Business Strategy Advisor

Johanne Gélinas
Executive Assistant

Marketing and Communication

Sylvie Gauthier
Director

Claire Monteil
Coordinator

Administrative Services

Francine Perrotte
Director

Stéphan Martel
Administrative Technician

Lucie Summerside
Administrative Assistant

Jeannine St-Denis
Receptionist

BIOPOLE

Benoit Picard
Director

Louise Perreault
Administrative Assistant

AGROPOLE

Nancy Guay
Director

Claire Douville
Assistant

INDUSTRIAL POLE

Gilbert LeBlanc
Economic Development Officer
and Director

Louise Perreault
Administrative Assistant

LAVAL TECHNOPOLE International Business Centre

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Director

Bruno Séguin
Advisor

Sophie Mainville
Administrative Assistant

Financial Services (Local Development Centre)

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Director of Operations

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Business Development Advisor

Célyne Lafrance
Business Development Advisor

Tien Tai Le
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Stéphane Pichard-Sucheyre
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Chantale Thibault
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Louise Sauvé
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Ginette St-Amour
Administrative Assistant

Business Development (Local Development Centre)

Josée Cusson
Director

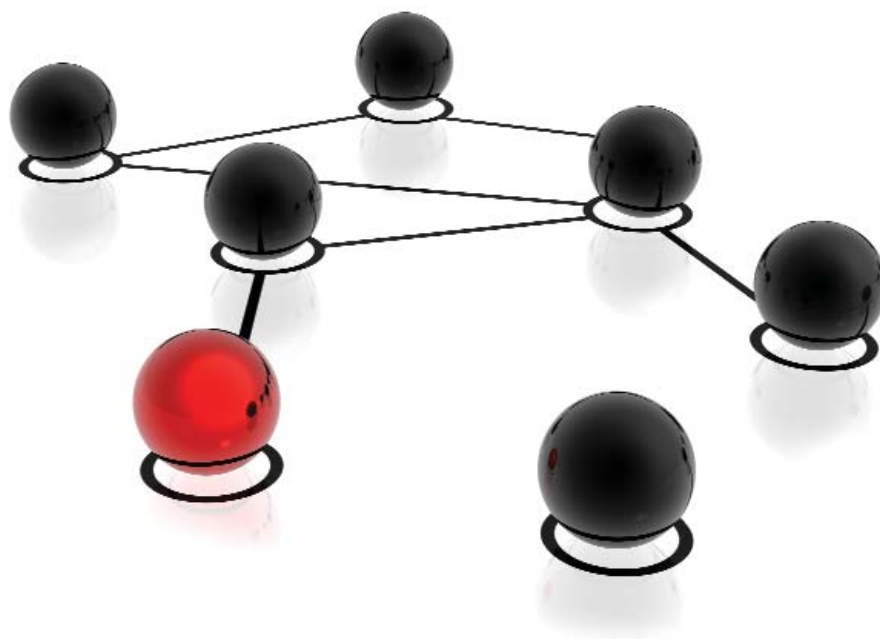
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