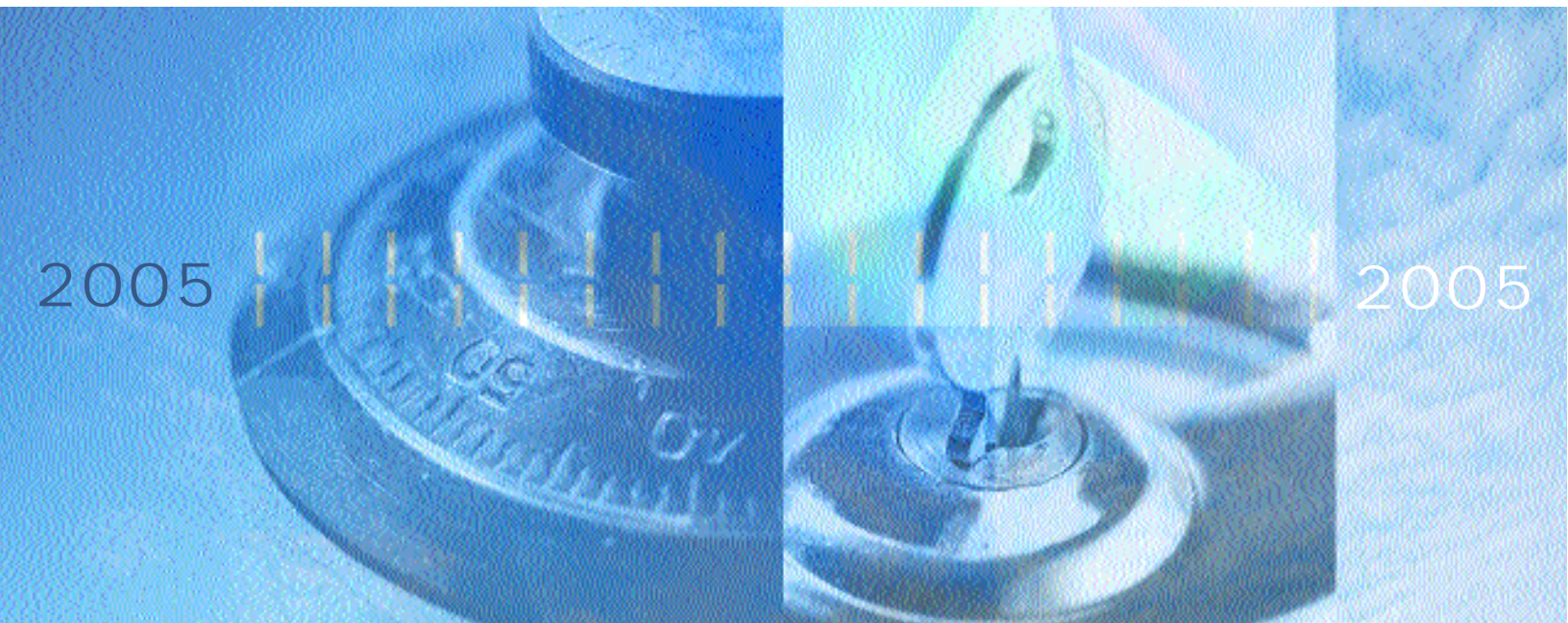


LAVAL: CONSISTENT VALUE



ANNUAL REPORT 2005



LAVAL: CONSISTENT VALUE



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LAVAL: CONSISTENT VALUE



Laval...a value creator

Once again this year, we are proud to publish Laval's economic results, which have steadily improved since the city was created in 1965 and which clearly attest to the financial strength of the businesses on its territory.

Indeed, over the years, our city has become a sure value for the Quebec economy and a smart choice for investors.

Laval has pretty much fulfilled the vision of its founders and even gone beyond by building a solid, diversified and innovative economy.

Sure value, no doubt, but more importantly, Laval is a place that charts its development according to its residents' needs.

Investors choose Laval because it has tremendous potential in an economically stimulating environment but also because it is a people-oriented city that offers an unparalleled quality of life and place.

This people-oriented aspect is expressed through the neighbourhood quality of life, the organization of city services, the participation in civic life, the development of the territory, and the preservation of agricultural land and green space. It is also expressed through the exceptional participation of Laval's citizens in all aspects of their city.

Now over 376,000, the population of Laval has doubled since the city was created. And



with more than 120,000 jobs, the local economy also plays a major role in our city's growth, a role that is part of a development strategy aimed at harmonizing the various urban functions. It is therefore not surprising to see the institutional sector grow in stature with the addition of Université de Montréal and École Polytechnique de Montréal. The metro will also shape our city and confirm its regional role on the Quebec stage.

It takes time and patience to achieve this kind of progress and I would like to take this opportunity to thank all our partners for their perseverance and emphasize how essential they are to Laval's continued development.

On behalf of all our partners and myself, I salute LAVAL TECHNOPOLE's Director General, Pierre Bélanger, who will be stepping down after fourteen years of outstanding work. Together with his board of directors and competent, productive team, he re-energized Laval's growth. For this I thank him and wish him all the best in his future endeavours.

And lastly, congratulations to all of Laval's resident companies, the architects of our economic future.

GILLES VAILLANCOURT | MAYOR OF LAVAL



Internal strength

Laval's investment results come as no surprise because the Laval economy is built according to a plan that is conducive to diversity, innovation and excellence.

Once again, our 2005 results were record breaking, but the big news is the extent to which our companies are investing in their expansion. Clearly forward thinking, many Laval businesses are preparing to compete on the world stage by adding production capacity, raising standards and adopting technologies that change how they do things. Their efforts are certainly bearing fruit since many are exploring and developing new markets, joining larger and highly promising networks and forging important strategic alliances.

In essence, Laval's investment results attest to our companies' internal strength, which explains why our economy is constantly growing and thriving. And that's a good thing because when made by our own companies, investments are always more telling in that they bespeak the economic maturity that is essential to the economic health of an urban territory.

That said, Laval continues to attract an unprecedented number of companies that find here a place conducive to their growth. Fortunately, our mixed private/municipal



strategy allows us to accommodate these companies by offering them a varied selection of properties in municipal and private industrial sites across our territory.

The new arrivals include a growing number of food processing companies, so much so, that Laval is becoming an important agri-food centre and the AGROPOLE is taking on an even more integrated dimension with the help of our producers and processors.

This past year we welcomed the head office and distribution centre of the large Hart store chain. We work hard to ensure Laval registers on the radar of our primary market investors and in 2005, 46 new enterprises helped consolidate our critical mass of companies.

With investments of \$622.8 million, the residential sector enjoyed a banner year in 2005. Contrary to analyst projections of declining housing starts, Laval recorded one of its best years ever in this sphere. We owe this performance to Laval's builders and their excellent campaign promoting Laval as the ultimate place to live. Thus, Laval residential construction is booming and our varied offering continues to attract new residents.

While this was our fourth record year in a row, all signs indicate that we have still not reached our peak. The best is yet to come.

PIERRE DESROCHES
CHAIRMAN OF THE BOARD



LAVAL: CONSISTENT VALUE



Fourteen years of challenges and achievements

When I was appointed to head CODEL, Laval's economic development corporation, I quickly realized that Laval's economic future depended on the city's ability to adapt to two new economic development imperatives: develop the scientific economy and build industrial clusters, a well-known concept in Quebec.

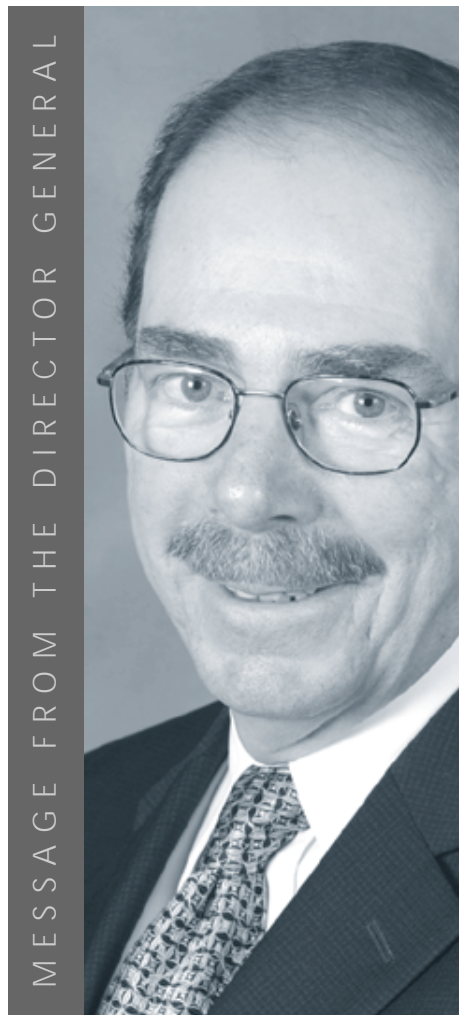
After analyzing our potential and assets, I concluded that we could in fact adapt to this new school of thinking because we had what it takes, especially in biotechnology. This meant we could become part of the global network of technopoles because our city fulfilled every single defining criterion.

With the support of the municipal administration, I took this conviction one step further, and thus LAVAL TECHNOPOLE was born, a concept that would induct Laval into the technopolitan economy. This concept called for defining four broad sectors of excellence that would henceforth characterize Laval's economic structure: the BIOPOLE, the e-POLE, the AGROPOLE and the INDUSTRIAL POLE.

Thus, in 1995 LAVAL TECHNOPOLE became the first technopole in Quebec to be recognized and accredited by the IASP, the global authority in technopolitan development.

As I prepare to step down as head of LAVAL TECHNOPOLE, I look back at the challenges and achievements that have characterized our collaboration since 1995.

Together, we have managed to create an interesting synergy between all of Laval's economic partners. We succeeded in bringing universities, researchers, investors and businesspeople to the same table. We put Laval on the map so that it could join global



networks, and we signed agreements with other technopoles in the world. We opened markets, forged alliances and boosted Laval entrepreneurship.

Laval's economic image was transformed and today enjoys enviable credibility in many large markets. Investments have steadily increased since 1995 and have broken records for the last four years.

I'm not taking credit for these achievements because they are the result of a team effort that is unique on the Quebec municipal scene. Such collaboration and cohesion are truly rare and invaluable for an economic developer. I therefore thank each and every one of you for the years I have spent in this economic community, the only one of its kind in the world. Laval is successful because of you, and I'm very proud to have played a part.

It would take an entire chapter to thank all those responsible for Laval's accomplishments. Still, there are a few names that cannot go unmentioned. First, the municipal administration, and at the head of the list, the Mayor of Laval and the city's senior management. Second, the board of directors of LAVAL TECHNOPOLE, its chairs over the years and its executive and action committees. Lastly, I must highlight the inestimable contribution of the LAVAL TECHNOPOLE team, which admirably rose to the challenges we faced and helped us achieve our goals. It is thanks to this team, the directors of the divisions and departments, the professionals in all the sectors and the collaboration of the LDC, its board, chairs and senior management that these accomplishments were possible.

I wish all of Laval's economic partners enduring success and hope that all your boldest and most daring dreams become a reality.

PIERRE BÉLANGER EC.D. (F)
DIRECTOR GENERAL



Highlights of the Laval economy in 2005

Laval breaks its own records!

For the past four years, investments in Laval have topped the billion dollar mark. Two thousand five was no exception and even set a new record, thanks to exceptional performances by the industrial and residential sectors.

Laval's economic structure is rooted in diversity and the development of leading-edge sectors of excellence, a strategy conducive to sustained growth.

In terms of industrial investments, the growing contribution of local businesses in 2005 is worthy of mention as it is precisely this type of growth that Laval's strategic economic development targets. And LAVAL TECHNOPOLE plays a role in fuelling this growth by developing key sectors, creating critical masses of companies, stimulating local business development, initiating alliances, seeking out new markets and participating in international networks.

These efforts clearly produce results and help forge Laval's economic identity and credibility.

A key player in the Quebec economy, Laval is laying the foundation for its economic future by striving to build promising industrial clusters such as the BIOPOLE, the e-POLE and the AGROPOLE as well as by developing a value-added INDUSTRIAL POLE. Its most mature industrial cluster, the BIOPOLE is producing solid results, particularly in terms of R&D investments. The growing contribution of its scientific economy has helped Laval become a player in several large biopharmaceutical networks, as well as shape the city's economic identity. A number of international firms have chosen to locate in Laval and in 2005 once again played a major role in our stellar investment performance.

TOTAL INVESTMENTS CITY OF LAVAL, 2005

Sectors	Investments	Percentage	Comments
Industrial	\$611,007,271	39.0%	661 projects
Commercial	\$147,308,654	9.4%	265 projects
Institutional	\$185,532,747	11.8%	56 projects
Residential	\$622,877,899	39.8%	3,729 permits issued
Total	\$1,566,726,571	100%	

Investments of \$1.5 billion in 2005

Investments in all sectors of the Laval economy totaled \$1,567 million, or 12% more than 2004. This exceptional performance is mainly attributable to the industrial and residential sectors, which with \$611 million and \$622.8 million respectively, accounted for 80% of all investments in 2005.

The industrial sector enjoys spectacular growth

Posting its best performance since Laval's creation, industrial investments amounted to \$611 million, a 23% increase over the banner

results recorded in 2004. This flurry of industrial activity generated 3,022 new jobs.

Industrial building investments rose sharply in 2005, primarily due to large projects in terms of square meter, namely, Hart Stores (13,935 square meters), Pelican (9,290 square meters) and Placements A-25 (11,148 square meters). The construction of rental industrial buildings (Cominar, Vergo and Olymbec projects) also contributed to the increase.

Equipment upgrades and production capacity expansion accounted for 50.9% of industrial investments, most of which was attributable to local business.

BREAKDOWN OF INDUSTRIAL INVESTMENTS CITY OF LAVAL, 2005

Types of Investment	Investments	Percentage
Land	\$16,887,003	2.7%
Building	\$202,477,971	33.1%
Equipment	\$114,027,722	18.6%
R&D	\$265,040,800	43.3%
Training	\$12,573,775	2.3%
Total	\$611,007,271	100%



Highlights of the Laval economy in 2005

The emergence of a mature economy: 615 business development projects in 2005

In 2005, there were 615 investment projects by Laval businesses. These growing industrial firms invested some \$552.1 million and created 2,270 new jobs in the process, a 36% improvement over last year. Laval's major economic players were particularly active on this front.

Laval in great demand

For a number of years now, investors looking for an industrial site have been increasingly turning to Laval. Demand is strong and sustained, and available sites are quickly snapped up.

In its new development plan, the City of Laval redefined the main functions of its territory. Industrial spaces are clearly identified and reflect an industrial accommodation strategy

that encompasses both private and municipal industrial parks. The Laval offer also includes a variety of multi-tenant industrial complexes, including specialized rental buildings (in biotechnology and information technology), a specialized site, the Science and High Technology Park, and a business incubator (QBIC).

In 2005, 46 industrial companies set up operations in Laval, up 24% from last year. The newcomers injected some \$59 million into the economy and created 762 new jobs. The main projects were as follows:

NEW INDUSTRIAL COMPANIES CITY OF LAVAL, 2005

Projects	Investments
Hart Stores	\$10 M
Transbec	\$7 M
Cominar	\$6.5 M
Placements A-25, Limited Partnership	\$5.5 M
Groupe Excellence Peterbilt	\$5 M
Mobital	\$3.2 M
Show Canada	\$2.4 M

MAIN BUSINESS DEVELOPMENT PROJECTS CITY OF LAVAL, 2005

Projects	Investments
Sanofi aventis	\$89.6 M
SNF Québec Métal	\$44.2 M
Boehringer Ingelheim	\$40.8 M
INRS – Armand-Frappier	\$26.1 M
Labopharm	\$23.4 M
Uniboard Surfaces	\$20.0 M
Réseau ITI Network	\$16.3 M
Pelican International	\$10.0 M
Innodia	\$8.3 M
Technologies 20-20	\$8.2 M
Effigi	\$8.1 M
Broue Alliance and Société de Vin Internationale	\$7.5 M
Caristrap	\$7.5 M

The technopolitan economy plays a key role in Laval's growth

By measuring the growth of LAVAL TECHNOPOLE's four sectors of excellence – the BIOPOLE, the e-POLE, the AGROPOLE and the INDUSTRIAL POLE – the economic development stakeholders of Laval can assess the fruits of their vision.



Highlights of the Laval economy in 2005

From the following table, which shows the level of investment in each sector of excellence, it is clear that the BIOPOLE is playing a growing role in Laval's growth. With investments of \$292 million, it generated 47% of the industrial investments in 2005, a 4% increase over the previous year. R&D

spending is clearly important for this sector of activity, accounting for 81% of all such spending in 2005. For its part, while it was responsible for only 32% of all investments, the INDUSTRIAL POLE was behind 71% of all new jobs created in 2005, followed by the e-POLE.

At \$622.8 million, residential construction led the way in 2005. New construction totaled \$587 million, one of the best years since 1987. The following tables show the main new construction projects in all the sectors.

BREAKDOWN OF INVESTMENTS AND NEW INDUSTRIAL JOBS BY SECTOR OF EXCELLENCE CITY OF LAVAL, 2005

Sectors of Excellence	Investments	%	Number of Jobs	%
BIOPOLE	\$292.6 M	47.9%	259	8.5%
e-POLE	\$49.6 M	8.1%	435	14.3%
AGROPOLE*	\$34.4 M	5.6%	315	10.4%
INDUSTRIAL POLE	\$195.9 M	32.0%	1,858	61.3%
Services and real estate	\$38.5 M	6.4%	165	5.5%
Total	\$611.0 M	100%	3,032	100%

Source : LAVAL TECHNOPOLE – Statistical Survey 2005. * AGROPOLE figures do not include investments made by food processing companies.

Residential construction leads the way

The total declared value of construction permits (all segments combined) was \$794.3 million in 2005. Improvements amounted to \$92 million while new construction totaled \$702 million.

DECLARED VALUE OF CONSTRUCTION PERMITS CITY OF LAVAL, 2005

Sectors	New permits	Improvements	Total
Residential	\$587,073,701	\$35,804,198	\$622,877,899
Commercial	\$65,575,000	\$35,933,654	\$101,508,654
Industrial	\$39,775,000	\$13,165,899	\$52,940,899
Institutional	\$9,820,000	\$7,212,747	\$17,032,747
Total	\$702,243,701	\$92,116,498	\$794,360,199

NUMBER OF CONSTRUCTION PERMITS CITY OF LAVAL, 2005

Sectors	New permits	Improvements	Total
Residential	1,885	1,844	3,729
Commercial	27	231	258
Industrial	20	42	62
Institutional	4	51	55
Total	1,936	2,168	4,104

RESIDENTIAL CONSTRUCTION CITY OF LAVAL, 2005

Contractors

EBC	271
Maisons Charplexe	154
Les entreprises immobilières Joyal	152
Madeco Construction 2000	142
Bétaplex	130
Constructions Cholette-Théberge	114
4032802 Canada	88
Habitations Germat	81
Les Maisons Zibeline	74
Le Boisé Champêtre de Laval	71
Les Constructions Croissant de Lune	69
Construction Voyer et Tremblay	68
Construction René Voyer	59
Les Habitations Socard	52
Construction GAB	51
Construction Guy Théberge	49
Construction Beauchamp Ouellet	47
Excellence Construction	47
Le Groupe Platinum Construction 2001	45
Groupe Immobilier Clé d'Or	41
Construction Méga-Tech	40
Groupe Le Versant Immobilier	40
R. & R. Plante	39



Highlights of the Laval economy in 2005

MAJOR NEW CONSTRUCTION PROJECTS COMMERCIAL - INDUSTRIAL - INSTITUTIONAL CITY OF LAVAL, 2005

Owners	Addresses	Description of Work	Declared value
Développement Laval Papineau	5205 Val-des-Brises Boulevard	Retail store (WalMart)	\$10.0 M
Complexe Multisports de Laval	955 Bois-de-Boulogne Avenue	Sports complex	\$8.5 M
Société de Placement ACE	380 Curé-Labelle Boulevard	Commercial building	\$7.0 M
Dario Favretto In Trust	3755 Desserte Est, Autoroute des Laurentides (A-15)	Used car office and warehouse (PB Liquidation)	\$6.5 M
Fiducie Fonds de placement immobilier Cominar	2900 Joseph-A.-Bombardier Street	Industrial building	\$6.5 M
Les Propriétés Provigo	2090 des Laurentides Boulevard	Supermarket (Maxi and Co.)	\$6 M
Niagara Housing & Development	1961 Curé-Labelle Boulevard	Hotel and suites	\$5 M
Fonds de Placement Immobilier BB	1050 Desserte Ouest Chomedey (A-13)	Winners and Homesense	\$4.8 M
Métro-Richelieu	1100 de l'Avenir Boulevard	Supermarket (Métro-Richelieu Dépatie)	\$4.5 M
Les Placements Domaine	4177 Industriel Boulevard	Industrial building	\$4.5 M
Purcell Thérèse	1344 Dagenais Boulevard West	Industrial building	\$3.5 M
Les Placements Domaine	4133 Industriel Boulevard	Industrial building	\$3.5 M
Courrier Laval Portfolio	2005 Dagenais Boulevard West	Office and warehouse (Purolator)	\$3 M
9048-6002 Québec Inc. (Les Aliments Sorriso)	4401 Desserte Nord Laval Ouest (A-440)	Food plant	\$3 M

IMPROVEMENT PROJECTS OF \$1 MILLION OR MORE ACCORDING TO PERMITS ISSUED IN 2005 CITY OF LAVAL, 2005

Owners	Addresses	Description of Work	Declared value
Fond de placement Alexis Nihon	1600 Le Corbusier Boulevard	Expansion	\$4.5 M
Habitations St-Christophe	15 de Berri Street	Conversion of church into dwellings	\$3.5 M
Hydro-Québec	4905 Desserte Nord Laval Ouest (A-440)	Renovation of control building	\$3.3 M
Fonds de Placement Immobilier BB	2336 Desserte Ouest Chomedey (A-13)	Expansion	\$2.9 M
Les Placements Domaine	4189 Industriel Boulevard	Expansion	\$2 M
Fiducie Alfa	3095 Desserte Nord Laval Ouest (A-440)	Expansion	\$2 M
Standard Life Clic	2185 Francis-Hughes Avenue	Expansion	\$1.2 M
Les Rôtisseries St-Hubert	1111 des Laurentides Boulevard	Expansion	\$1.1 M
Sanofi aventis	2150 Saint-Elzéar Boulevard West	Expansion	\$1 M
Uniboard Surfaces	5555 Ernest-Cormier Street	Expansion	\$1 M



Highlights of the Laval economy in 2005

Commercial sector enjoys spectacular growth in 2005

Investments in this sector rose a spectacular 77% from \$83 million in 2004 to \$147.3 million.

The highlights in this sector were the construction of a WalMart store in Val-des-Brises, a new Metro supermarket in Laval-des-Rapides, the ongoing Ivanhoe Centropolis expansion project, and the construction of a new Hampton Inn in Chomedey.

The main investment projects at the start-up or implementation stage in Laval were as follows:

The commercial sector is key to the Laval economy, representing an average of nearly 46,800 jobs in the past year, or 24.8% of the working population in Laval and 16.5% in Quebec. So many companies choose to locate in Laval because of the proximity of the Greater Montreal market and the major roadways on its territory. Thus, the commercial sector transcends well beyond Laval's borders.

Moreover, per capita disposal income rose to \$22,127, the highest in Quebec and reflecting the commercial sector's growth.

Institutional sector reaps benefit of metro project

Institutional investments were \$185.5 million in 2005, compared to \$226 million a year earlier. The metro extension from Montreal to Laval is a key investment in this sector. Of the total \$804 million value of this project—launched in 2002 and scheduled for completion in mid-2007—\$151 million was recorded in 2005.

It bears mentioning that the capital expenditures of the City of Laval, which amounted to \$282.7 million in 2005, are not included in this report. These expenditures include new street construction, road improvements, Canada-Quebec infrastructure programs and additions to Laval's natural heritage through the purchase of wooded lots and green space.

MAIN INVESTMENTS COMMERCIAL SECTOR CITY OF LAVAL, 2005

Projects	Investments
Wal Mart Val-des-Brises	\$15 M
Méto Dépatie Laval-des-Rapides	\$10 M
Centropolis Ivanhoé	\$10 M
Hampton Inn Niagara Housing	\$9 M
Placement ACE 380 Labelle Boulevard	\$7 M
Best Buy Centre Laval (FP Alexis Nihon)	\$7 M
Provigo – Maxi 2090 des Laurentides Boulevard	\$6 M
IGA Extra Des Oiseaux	\$5.7 M
Archambault Galeries Laval	\$5 M





LAVAL: CONSISTENT VALUE



Companies that made headlines



As usual, Laval had an action packed year with many of its companies making headlines and thus attesting to the vitality of the Laval economy. This chapter focuses on their achievements in 2005.

A number of Laval BIOPOLE companies made the news, particularly **ID Biomedical** when it inaugurated its research centre in the Biotech City last May and then when it was announced in September that it would be acquired by **GlaxoSmithKline Biologicals**, a world leader in vaccines.

In February **LAB International**, an integrated drug development company with a focus on inhalation delivery, announced that it had acquired all the shares of Scantox, Biologisk Laboratorium, a leading Scandinavian non-clinical contract research organization, for 28 million Danish Kroner or approximately \$6.1 million. At the same time, the company also obtained \$2.22 million from the Finnish National Agency for Medicines.



In July **sanofi aventis** inaugurated its Canadian headquarters in Laval, confirming that the two pharmaceutical giants, now the third largest group in the world and the largest in Europe, have successfully integrated their respective cultures.

For its part, **Innodia** was selected as one of Canada's top 10 life sciences companies by the Ottawa Life Science Council (OLSC). Innodia is a biopharmaceutical firm engaged in developing and bringing to market novel oral drugs for the treatment of diabetes and underlying diseases. In 2005 **Neurochem** announced the beginning of Phase III clinical trials in Europe of its Alzheimer drug Alzhemed™. The recruitment for the Phase III clinical trial of the drug in North America is now completed.



In October **Labopharm** joined forces with **GlaxoSmithKline Biologicals** to commercialize its once-daily Tramadol in Latin America. Labopharm is an international specialty pharmaceutical company that develops improved formulations of currently marketed drugs using controlled-release technologies. Then in November, the company signed a licensing and distribution agreement for the United Kingdom with Recordati for Tramadol, an analgesic developed by the German firm Grünenthal.

Also in November, **BioEnvelop** signed an exclusive agreement to produce edible film for NutriCorp International. Based in Windsor, Ontario, NutriCorp International is a wholly-owned division of Jamieson Laboratories, one of North America's leading manufacturers and suppliers of natural source minerals, herbal remedies and nutritional food supplements. That same month BioEnvelop also gained registration with the U.S. Food and Drug Administration (FDA) to manufacture drug delivery products in Montreal for sale in the U.S.

In February **Warnex** signed a 10-year agreement with Canada's largest milk cooperative. Thus, Agropur will use Warnex's Genevision technology to monitor the safety of its products. One week later, the company also signed up Industrial Laboratories of Canada (ILC), a commercial laboratory services organization, to add Warnex's food safety technology to its range of food science analyses and technical services. Then in May, the company signed an important agreement with a company in South Dakota to equip its new turkey processing plant with the highest food safety standards. And one month later, Warnex and Groupe S.M. International announced that they had joined forces with a view to offering agri-food producers cutting-edge diagnostic services using Warnex's genome-based technology. Groupe S.M. International will use Warnex's systems to detect the presence of Salmonella, Listeria and E. coli O157: H7 in food products. Finally, in November, Warnex signed up Vanderpol's Eggs, a large egg producer in British Columbia, for its rapid pathogen detection system.



LAVAL: CONSISTENT VALUE



Companies that made headlines



During the year the **INRS-Institut Armand-Frappier** reported excellent news, namely, that it had joined the ranks of the International Network of Pasteur Institutes, becoming the 29th institute in this powerful scientific consortium with members on five continents and the very first in North America.

Companies in the e-POLE, INDUSTRIAL POLE and AGROPOLE also made headlines this past year. They include:

20-20 Technologies, a world leader in 3D interior design and sales software, acquired U.S.-based DataOne. This acquisition will allow 20-20 to strengthen its commercial/manufacturing sales unit. On July 22 the company signed an agreement aimed at acquiring CMS Informatique SA, a 3D software designer based in Cannes, for US\$1.3 million. That same month, the company purchased the Stiles BuildRite software from Stiles Machinery, a North-American distributor of manufacturing solutions. Under the agreement, 20-20 has sole responsibility for maintaining the BuildRite software, which will be renamed and rebranded as 20-20 BuildRite. Finally, in June 20-20 acquired MindAvenue, a developer of animated, interactive Web-based presentation programs.

For the second year in a row, **Tenrox**, an integrated operational control and compliance software company, was named to Deloitte's prestigious Technology Fast 50 program for Los Angeles. Thanks to its 199% increase in revenues from 2000 to 2004, Tenrox took 24th place in this prestigious contest. Rankings are based on the percentage revenue growth over the five-year period. In 2004, Tenrox ranked 16th in Deloitte's Fast 50 program.

In September **Savaria** completed the purchase of Ontario-based Concord Elevator for \$6.38 million, paid through a share exchange. The manufacturer of elevators and platform lifts for people with reduced mobility thus became the second largest manufacturer in the North American accessibility industry. During the year, Savaria also negotiated two key strategic agreements, one in Orlando and another in Dubai.

Tohatsu on the state of the retail trade in the world, unveiled at the annual National Retail Federation conference held in New York in 2005). Early in the year, the largest convenience-store network in Canada and the fourth largest in North America announced the acquisition of 19 Pump N Shop stores in Georgia gas stations.

Groupe Président, a subsidiary of A. Picard et fils, was bought out by its managers. Groupe Président is the second largest tire distributor in Canada and has branches in seven provinces.



Alimentation Couche-Tard, another Laval newsmaker, was this year's growth champion. Of all the retail businesses in the world, Alimentation Couche-Tard has recorded the most impressive growth in the last five years (study by consulting firm Deloitte Touche





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Companies that made headlines



Alcoa Howmet Castings teamed up with giant aircraft builder Airbus to find solutions to lighten the world's largest aircraft, the Airbus A380 and in so doing, reach new horizons in aerospace engineering. Airbus belongs to the European holding EADS, a global leader in aerospace, defence and related services.

In September, **Lavo**, a manufacturer of domestic cleaning products, merged with **Produits Plastiques Qualipak**.

Duo Vac, a manufacturer of small household appliances, became the largest manufacturer in the country with the acquisition of Husky Floor Machines.

ConvExpert announced the acquisition of Aménagement Électrotech, a company located in Anjou, Quebec. Part of the company's ambitious development plan, the acquisition will allow ConvExpert to solidify its position in its industry. In fact, ConvExpert, an expert in electrical systems, already enjoys a solid reputation and is pulling out all the stops to boost its market share.

Quebec engineering-construction firm **Dessau-Soprin** was awarded an \$80 million contract by the Venezuelan Department of the Environment and Natural Resources to build a dam on the Maya river.

In October, **LVM Fondatec**, one of Canada's largest consulting firms in the field of geotechnics and engineering materials, won the *Grand prix québécois de la qualité 2005* in the Large Service Enterprises category during the *Événement qualité 2005*.

Uniboard Surfaces invested \$20 million to enlarge its laminated flooring plant in Laval.

Pélican International, a beacon company of the INDUSTRIAL POLE, announced a \$10 million expansion.



Groupe Gilco, a Quebec leader in maintenance products, spent \$7 million to consolidate its manufacturing and distribution operations in Laval.

Auto parts distributor **Transbec** invested \$7 million to relocate its operations to Laval's Autoroute 25 industrial park.



Les charcuteries Père Antoine and **Les produits alimentaires Viau** invested \$8 million to create a new company, **Dorelin**.

In September **Entrepôts du Nord** completed its fifth expansion at a cost of \$4 million.



Major LAVAL TECHNOPOLE initiatives

In 2005, LAVAL TECHNOPOLE added a number of new initiatives to its already extensive action plan to further grow the Laval economy. In accordance with this plan, the agency works to:

- attract businesses and investments to Laval;
- provide guidance and help businesses setting up in Laval;
- boost Laval's economic credibility;
- support business development on the territory;
- coordinate the interventions of the various economic development partners;
- offer services to businesses with expansion plans (training, consulting, export, financing);
- develop international networks for the benefit of Laval businesses;
- stimulate the growth of targeted sectors of activity (BIOPOLE, e-POLE, AGROPOLE and INDUSTRIAL POLE);
- energize, coordinate and develop select industrial clusters;
- put the Laval economy on the map and ensure its visibility as an economic territory.

In order to achieve these objectives, LAVAL TECHNOPOLE and the Laval LDC pool their efforts in what is the only partnership of its kind in Quebec. In this context, the agency has taken on a variety of major initiatives.

In 2004, the AGROPOLE supported the strategic plan prepared by the TABLE DE

CONCERTATION AGRO-ALIMENTAIRE DE LAVAL in order to stimulate R&D, technology transfer and innovation in the Laval agrifood sector.

In 2005, the AGROPOLE team laid the groundwork for a dynamic approach in the agrifood sector by offering economic development, training, information and mentoring services in order to build a critical mass of agrifood businesses in Laval.

With regards to developing international networks and strategic alliances, the Biotech City and LAVAL TECHNOPOLE elaborated important agreements and set the stage for partnerships with the Midi-Pyrénées region and the Genopole d'Evry that will materialize in 2006.

Last May, the Biotech City welcomed the president of the Landtag of Bavaria for the second meeting of the Quebec-Bavaria Parliamentary Committee. It will be recalled that in 2004 the Biotech City and Bayern Innovativ concluded a major strategic alliance to share information and help their respective companies search for strategic alliances.



On June 23, 2005, LAVAL TECHNOPOLE hosted a delegation from Heidelberg and inaugurated the International Room as part of the cooperation agreement between LAVAL TECHNOPOLE and the Heidelberg Technology Park. The overriding objective of this agreement was to create a global network of technopoles with a view to encouraging trade,



Technologiepark
Heidelberg GmbH

market development and the commercialization of scientific and high-tech companies on the world's principal markets.

In October, LAVAL TECHNOPOLE also hosted an economic delegation from the City of Markham and its Chamber of Commerce with a view to forging strategic alliances between Laval and Ontario high-tech firms.

This past year was an important one for the e-POLE, where LAVAL TECHNOPOLE is striving to develop an industrial cluster. To this end, in 2005 the agency spearheaded a study on information technology and communication firms (ITC) aimed at encouraging the emergence of a strong cluster, which would build Laval's reputation as one of the most conducive settings in Quebec for creating, establishing and developing an IT business. This study was completed by a strategic plan, which will be executed in 2006.

During the year, LAVAL TECHNOPOLE EXPORT put together a C-TPAT training and coaching program, allowing seven companies to obtain U.S. customs certification. Thirty-seven businesses (groups limited to 12 participants) attended one of three one-day workshops on the ABCs of customs processes.



LAVAL: CONSISTENT VALUE



Major LAVAL TECHNOPOLE initiatives

Cap sur les USA Sélect

Given the importance of exporting to Laval businesses and the economy, LAVAL TECHNOPOLE EXPORT, Laurentides International, Développement économique Longueuil, Service d'exportation Montérégie Est (SEME) and Service d'exportation Montérégie Ouest (SEMO) organized Cap sur les USA Select 2005 to help stimulate Laval exports. During the three-day event, 43 companies (11 from Laval) predominantly from the regions of Laval, Laurentides, Longueuil and Montérégie, met with six American buyers looking for construction and food products. Over 100 networking sessions were held, not to mention company visits.

In February, LAVAL TECHNOPOLE EXPORT and the Biotech City organized an important trade mission to Germany with the goal of forging partnerships, transferring technology and securing distribution agreements. Five local biotechs participated in the one-week mission.

Then in June, LAVAL TECHNOPOLE EXPORT organized another trade mission, this time with Laurentides International and aimed at the residential, commercial, industrial and institutional construction industries. Thus,

from June 7 to June 10, eight companies, including three from Laval, traveled to Atlanta, Georgia—the housing starts leader in the U.S.—in search of business opportunities.

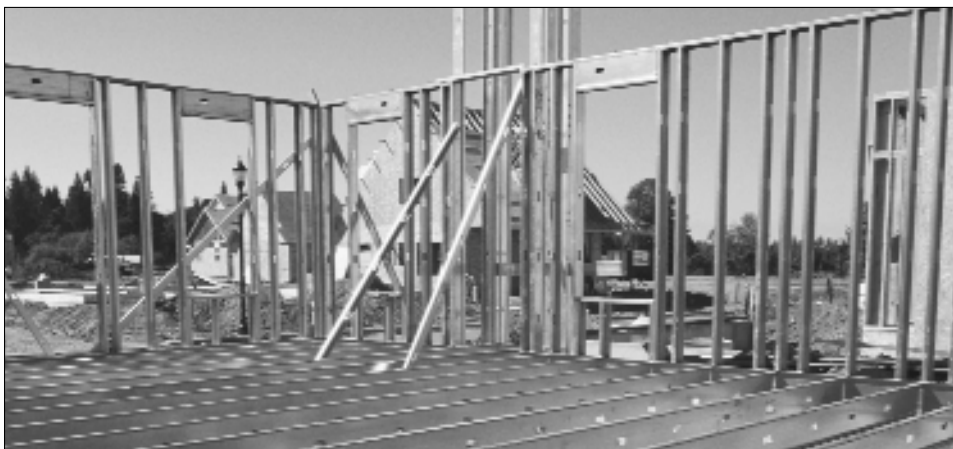
Launched in the second quarter of 2004 by the consulting services of LAVAL TECHNOPOLE and the LDC, the Metallurgy Innovation project began by forming a partners committee, securing financing and conducting a survey of metallurgy companies with a view to creating the right conditions for the emergence of an innovation culture in the region by implementing initiatives to stimulate and help companies with their innovation efforts. This project is intended to encourage business executives to work together with the economic partners to develop common innovation intervention strategies in order to make the participating companies more competitive and profitable and generate more economic spin-offs for the region.

The approach will involve the innovation games created by Dr. Roger Miller, a mathematics professor at École Polytechnique de Montréal. A collective action plan was submitted on May 12, 2005 and implementation is slated over the course of 2006.

One of LAVAL TECHNOPOLE's major projects this past year was the preparation and submission of a brief to the BAPE (Environmental Public Hearings Office) in support of the Autoroute 25 bridge.



Lastly, in 2005 Laval decided to raise its profile. To this end, it launched a major advertising campaign targeting business leaders and decision makers with a view to sustaining demand and promoting Laval as an economic sector of excellence. The efforts paid off: At its annual convention in Gatineau, the Association des professionnels en développement économique du Québec (APDEQ), awarded LAVAL TECHNOPOLE one of the four first prizes in the "Promotional Tools—tools for the 21st century" category for its latest CD, *Laval, an island...and a city*.





LAVAL: CONSISTENT VALUE



LAVAL TECHNOPOLE's financial partners

A hub of business services and Laval's economic development model, LAVAL TECHNOPOLE relies on the involvement of the economic community and on the consensus and cooperation of the City's institutional and socio-economic partners.

A shared vision, cohesive action, planning and cooperation characterize the men and women who work on Laval's development. We would like to thank the following financial partners for their support.





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