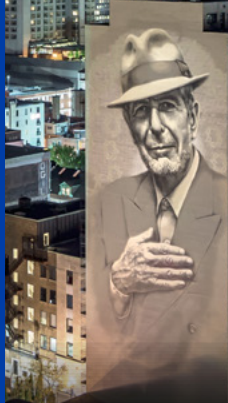




# Québec innovative

## QUÉBEC'S CYBERSECURITY INDUSTRY



MU, Ville-Marie, EIMac Gene Pendon (2017) © Henry MacDonald (@nightshotz) – Tourisme Montréal

# Your ambitions, our support

Québec is a top destination for Israeli businesses that specialize in IT and cybersecurity. Thanks to its innovative ecosystem, its access to international markets, and the many financial incentives available, Québec is a key partner for companies looking to expand and innovate.

## Comparison of the key indicators:

	QUÉBEC	ISRAEL	UNITED STATES	FRANCE
<b>Support for R&amp;D activities (% of GDP)</b>	30% of tax credits	4.95%	10%	2.2%
<b>Taxation (combined rates)</b>	48%	50% max	25%	35%
<b>Labour costs</b>	CAD 90,000/year (USD 69,000)	USD 110,000/year	USD 120,000/year	EUR 80,000/year



## Québec is part of the main international trade agreements:

- › Comprehensive Economic and Trade Agreement (CETA)
- › Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)
- › Canada-United States-Mexico Agreement (CUSMA)



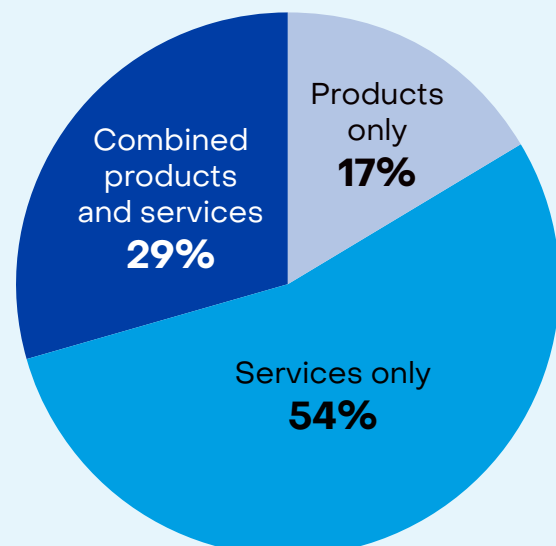
## Key industries of Québec:

- › Aerospace
- › Agriculture
- › Mining and metals
- › Healthcare and life sciences
- › Information and communications technologies, including artificial intelligence

## Overview of Québec's cybersecurity industry

[The mapping of the industry is available here](#)

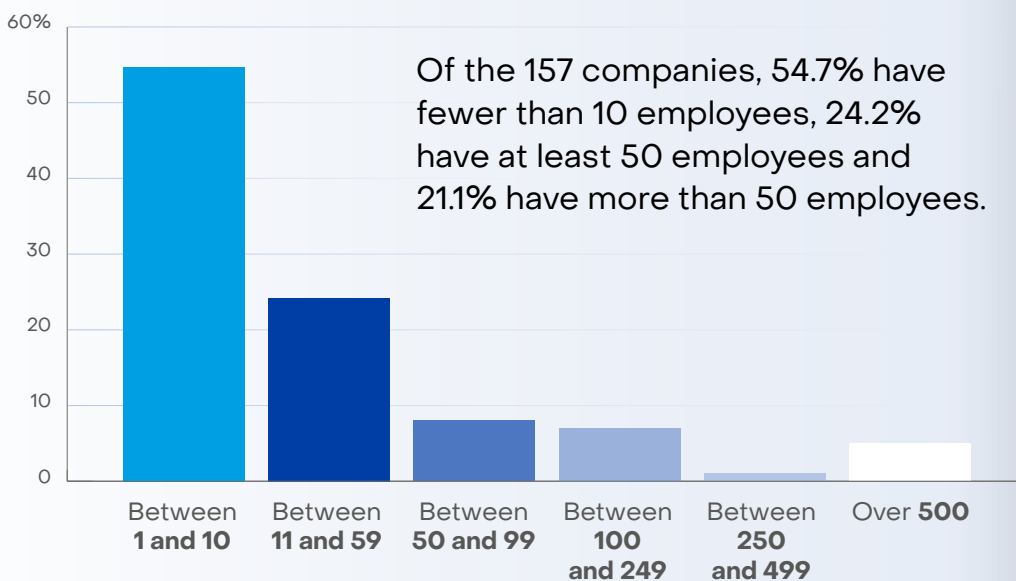
There are 157 cybertech companies in Québec. 26 of those provide hardware, 46 offer both hardware and services, and 85 offer only services.



**56%** of the solutions developed in Québec are based on technologies from Québec while **86%** of the companies have generated intellectual property and internal innovation.

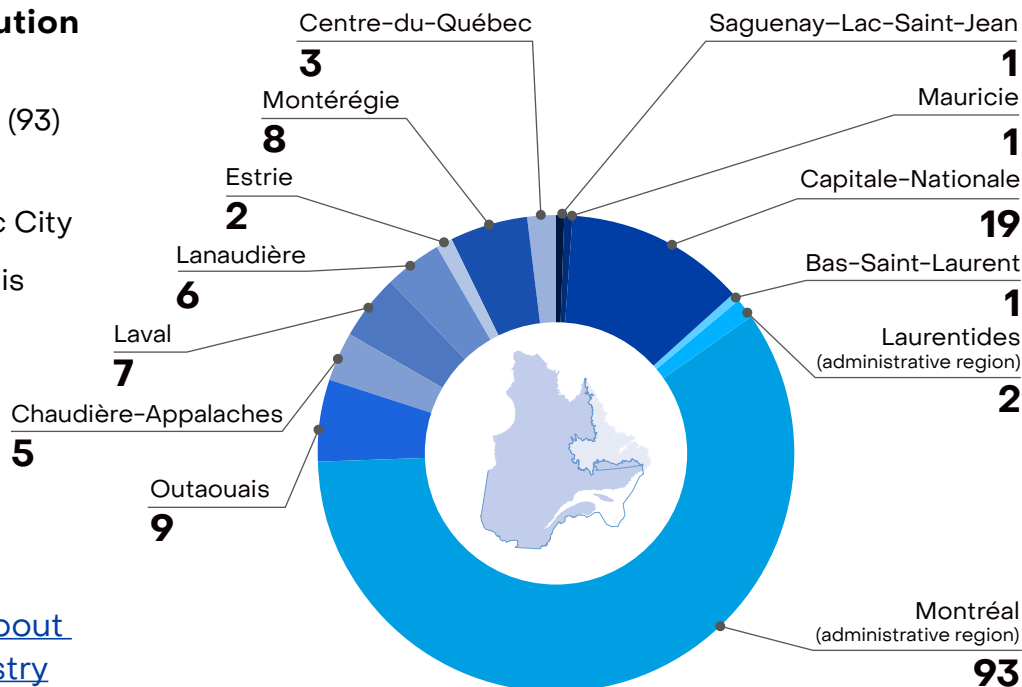
**Key sectors of expertise:**

- Cybersecurity managed services
- Cybersecurity governance
- Intrusion tests
- Support for cybersecurity certification and audits
- Workforce training
- Incident response/Forensics
- Personal data protection
- Access management (IAM)
- Threat detection
- Cyber protection, operational technologies (OT), and Internet of things (IoT)
- Security for software development
- Asset protection



**Geographical distribution of the companies**

- > Most of the companies (93) are based in Montréal
- > 19 are based in Québec City
- > 9 are based in Outaouais (near Ottawa)



[For more information about the cybersecurity industry](#)

# Why choose Québec to expand your business?

## Tax credit for R&D

Businesses can up to 30% of their admissible spending for R&D in tax credits. This is especially enticing for businesses developing complex software solutions.

- › For example: A company investing CAD 2,000,000 to develop a SaaS solution can get back up to CAD 600,000 in tax credits.

## Subsidy for digital transformation

Québec businesses have access to subsidies and other aid packages to achieve their digital transformation. This is enticing for businesses providing cloud services or other digital solutions.

## Incentives for direct foreign investment

International businesses that decide to establish themselves in Québec can benefit from tax relief and access to a highly qualified workforce thanks to a network of world-class universities.

## Québec: A gateway to the world

By being part of the most important international trade agreements, Québec gives access to most of the international markets.

## An integrated technological ecosystem

Québec hosts many technological clusters that facilitate collaboration between the industry, universities, and research centres.

## World-class data infrastructure

Québec has world-class cloud infrastructure with low energy costs and quick access to the world market thanks to its well-connected technological hubs.

Québec Government Office in Tel Aviv

Québec.ca/Tel-Aviv  

Québec 