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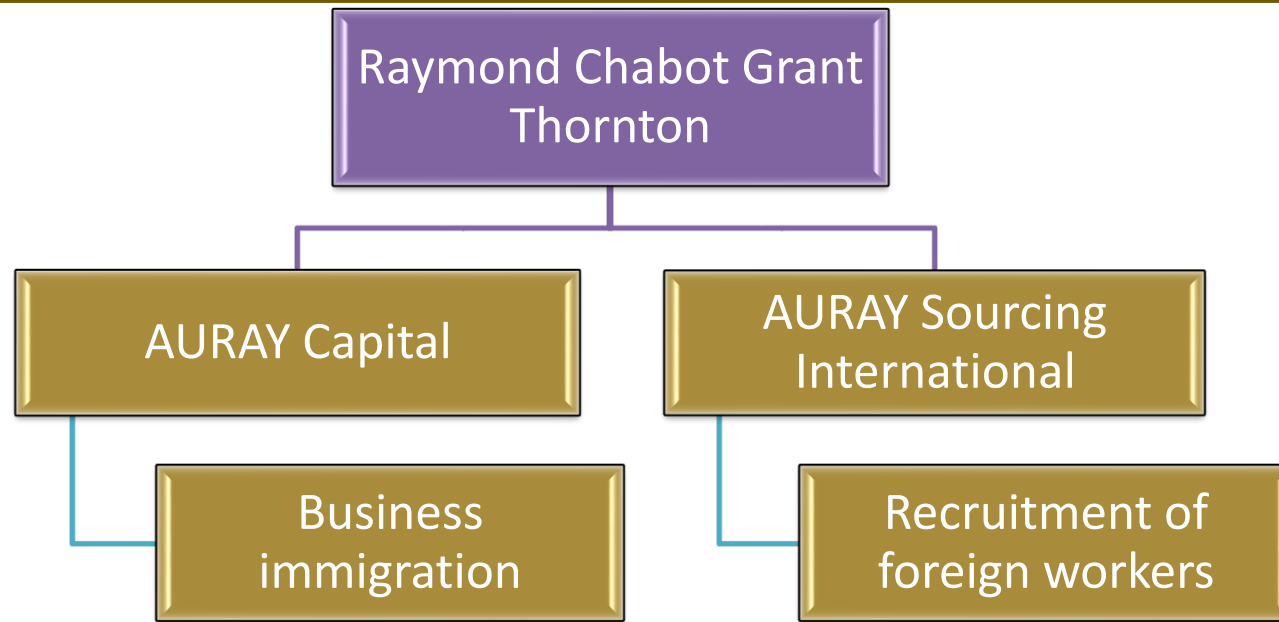


Raymond Chabot
Grant Thornton

THE FUTURE OF QUEBEC BUSINESS IMMIGRATION ASHTON COLLEGE – CPD SEMINAR

March 25, 2021

Over 25 years in Business Immigration



AURAY Capital

- Leader in the Quebec Immigrant Investor Program
- Quebec Entrepreneur Program
- Due diligence reports - PNP



Proud sponsor of Ashton since 2016



2017 Graduation



Winner of AURAY Capital Award (2018)



Winner of AURAY Capital Award (2019)

Business immigration landscape in Quebec

Before 2018

- Liberals in power;
- Immigration was important for the growth of the economy;
- Demand was strong for business immigration, notably demand for the QIIP;
- All categories combined, immigration admissions were in excess of 50 000.

After 2018

- CAQ in power;
- Integration of immigrants in Quebec society became the focus;
- Last intake of the QIIP met quotas while the Entrepreneur program revamp had difficulty taking off;
- All categories combined, reduction of immigration admission targets by 20%. At the same time Canada continues to increase immigration levels year-over-year.

Current state of business immigration in Quebec

Current situation

- Moratorium of both the investor and entrepreneur program (stream 2) pending revision;
- A revamp is in the works for both programs;
- COVID impact has been limited considering current moratorium;
- Long delays to obtain PR;
- Talks of a new FIIP;
- Timing is ripe to re-establish Quebec as a leading force in business immigration which is greatly needed in these uncertain times.

QIIP - Quebec Immigrant Investor Program

What is the QIIP

- Only passive Program in Canada;
- Caters to high net worth individuals and their families to immigrate to Quebec;
- Help support business capital expenditures for specific projects.

Who is eligible

- Minimum net worth of 2M\$;
- Licit accumulation of wealth;
- Investment of 1.2M\$ for 5-years (guaranteed and interest free);
- 2 years of management experience;
- Intention to settle in Quebec;
- No age or language requirements.

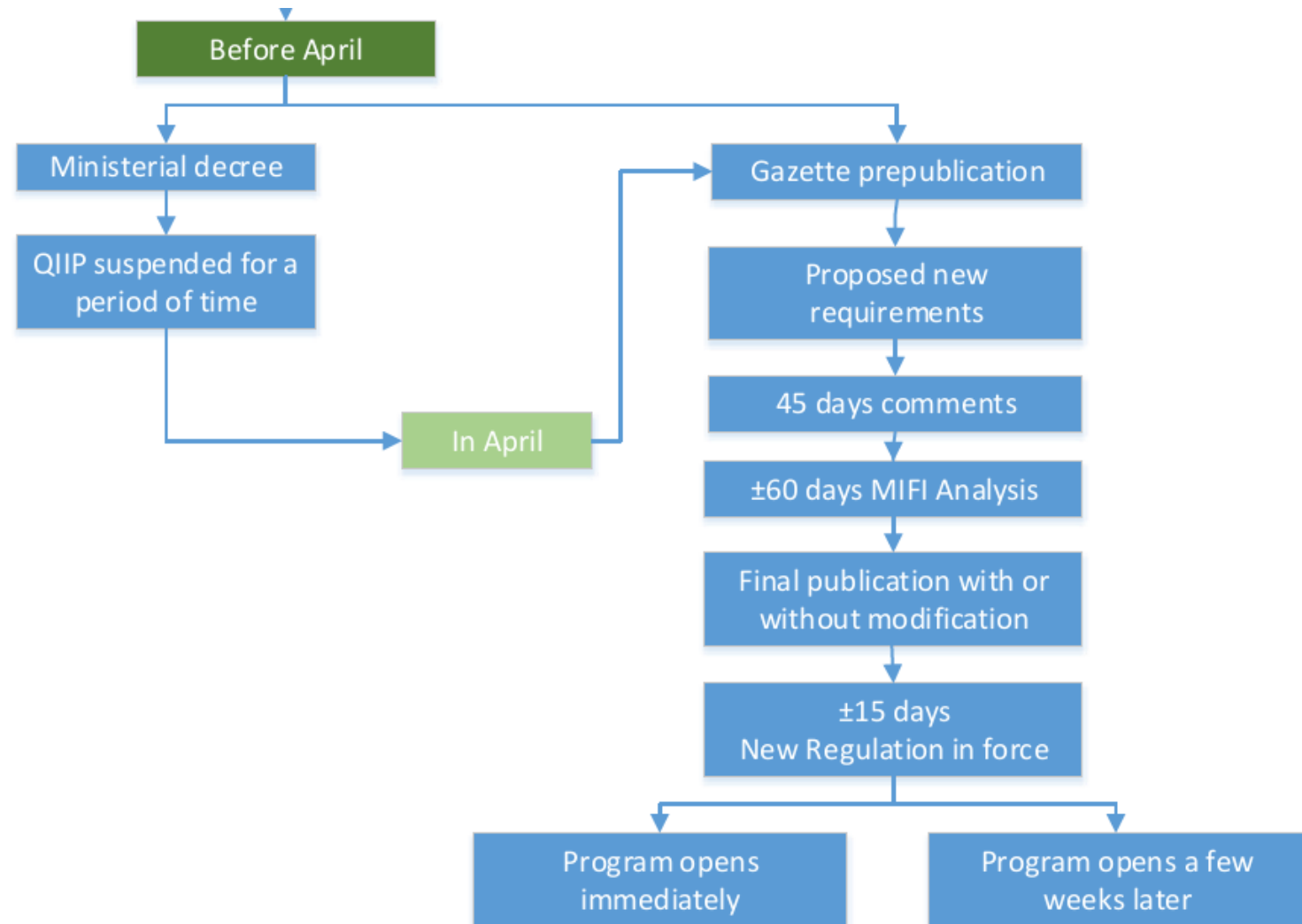
Complexity of files

- Demonstrate accumulation of wealth;
- HNWI have long list of assets and corporate structures;
- Each Country is unique.

QIIP – Next steps

History

Last intake	August 31, 2019
Suspension	Oct. 31, 2019 to July 1, 2020
Suspension extension	July 1, 2020 to April 1, 2021



QIIP – What to expect

Currently in moratorium until April 1st, revamp efforts will focus on :

- Long delays;
- Retention;
- Low interest rate environment;
- Diversification of participating Countries;
- Spark interest after two years of moratorium;
- Review current requirements to maximize quality applicants.

Possible reduction of quota :

- Quebec retention;
- Shift of quota towards skilled workers;
- Improve delays.

QIIP - A few stats

Country of Origin

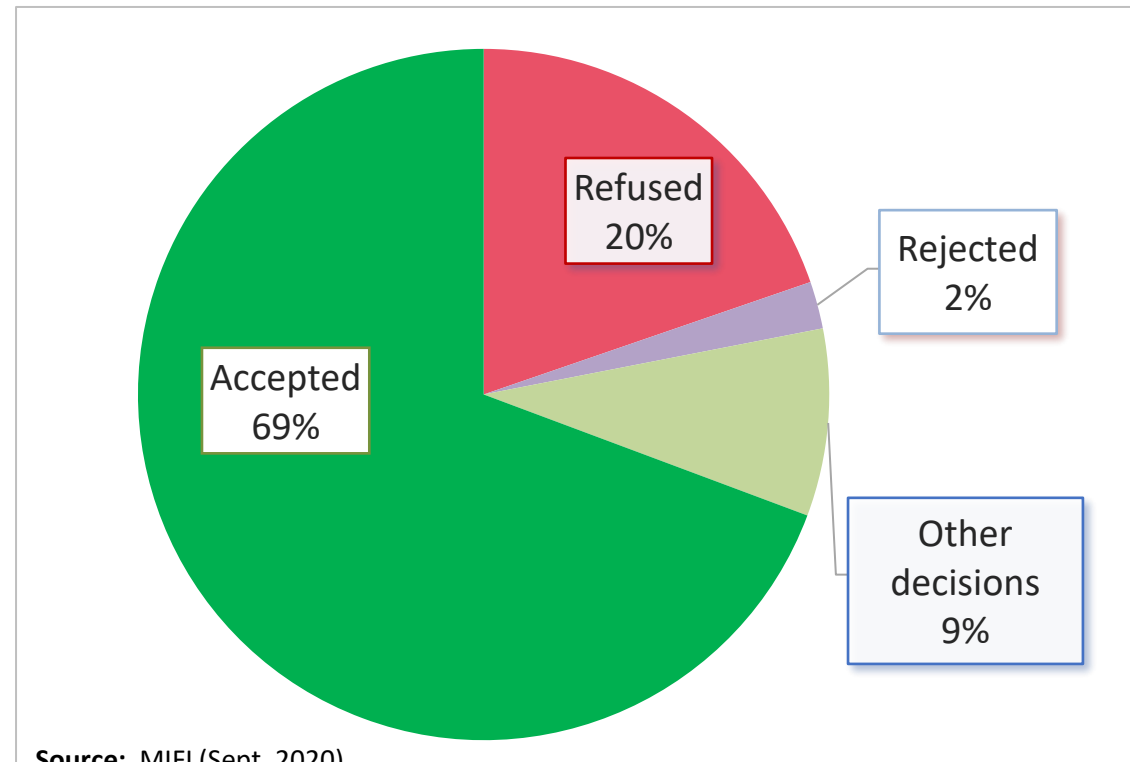
Country	# files	%
China	1 221	64%
Iran	183	10%
Bangladesh	95	5%
Vietnam	73	4%
UK (BNO)	57	3%
Other	271	14%
Total	1 900	100%

Source: MIFI (Sept. 2020)

Francophone files

50 files

Files finalized (2019-2020)



QIIP - Inventory 2021

Federal

- # files to be processed : 15 050
- Admissions : 4 000 to 4 300
- Waiting time : 3,62 years
- QSC issued 2021: $543 \times 3.5 = 1\,900$
- Inventory 2022 : 12 800

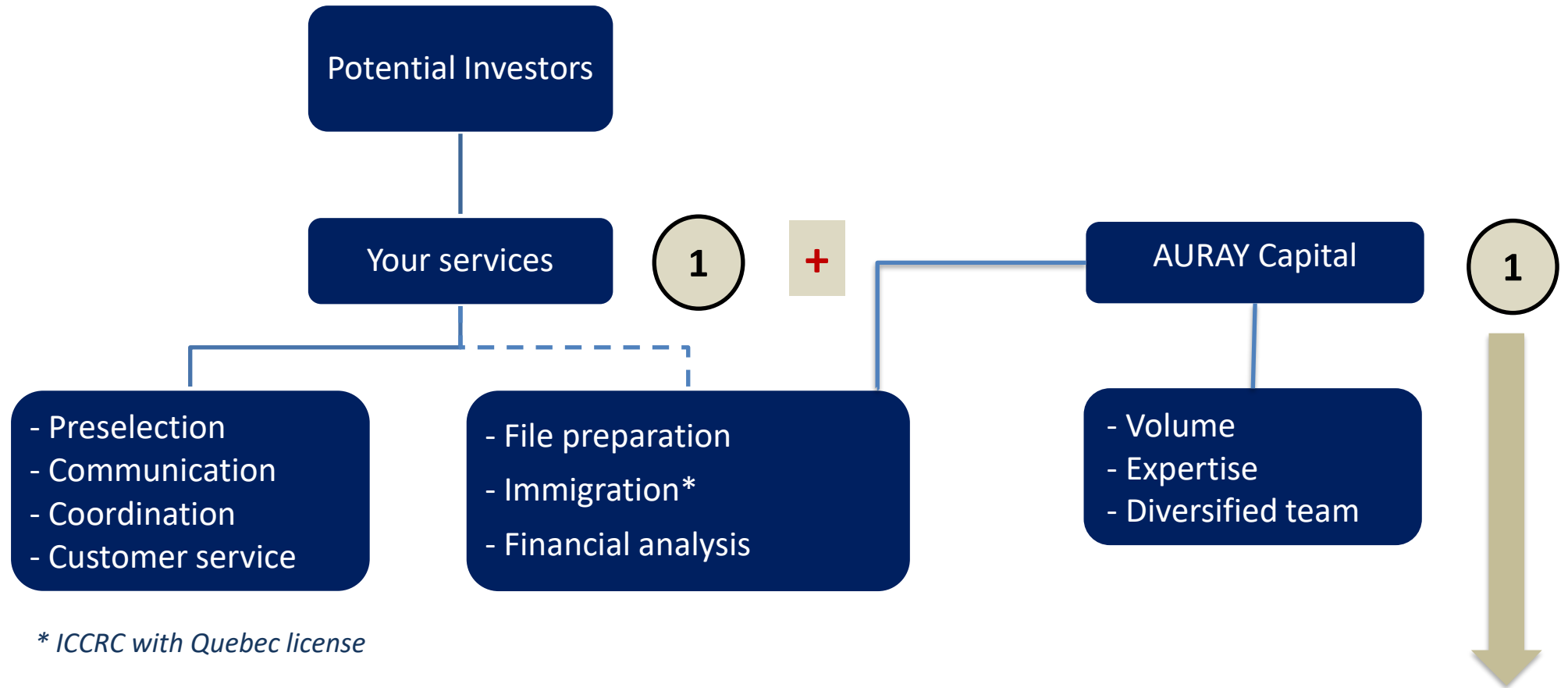
Provincial

- # files to be processed : 2 012
- QSC to be issued and refusals : 776
- Waiting time : 3,3 years
- Inventory 2022 : 1469

CVO	#Cases
HK	3 050
Paris	350
Singapour	170
Londres	160
New Delhi	65
Manille	50
Montréal	45
Mexico	40
Sydney NS	30
Accra	25
Others	80
Total	4 065

Source: IRCC (March 2021)

QIIP - Teamwork



- Preselection
- Communication
- Coordination
- Customer service

- File preparation
- Immigration*
- Financial analysis

- Volume
- Expertise
- Diversified team

* ICCRC with Quebec license



Investor's acceptance

QEP - Quebec Entrepreneur Program (Stream 1)

Stream 1: Project supported by a business incubator, a business accelerator or a university entrepreneurship center of Quebec



Maximum : 25*
November 1, 2020 to September 30, 2021

** Francophone candidates are not concerned by the quota limits*

QEP – Quebec Entrepreneur Program (Stream 2)

Stream 2: Creating or acquiring a company with a starting deposit and a security deposit

	Minimum financial requirements	Minimum equity of the enterprise	Starting deposit (to realize the project)	Security deposit
MMA	\$500,000	25%	\$300,000	\$200,000
Outside MMA	\$400,000	25%	\$200,000	\$200,000

MMA = Montreal Metropolitan Area



Suspended until November 1st 2021

QEP – Stats and Challenges

Files submitted (08/2018 - 10/2019)

	QEP	Francophone	Total
Stream 1	11	3	14
Stream 2	31	7	38
Total	42	10	52

Challenges

- Business plan
- Safety deposit
- Source of funds

Federal Immigrant Investor Program in the works?



Today, I was the Keynote speaker at the National Citizenship and Immigration Conference with the CAIPIC. I spoke about the importance of Immigration for our recovery from #COVID19 and our long-term economic growth.



12:52 PM · Nov 19, 2020 · Twitter for iPhone

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Emilio B. Imbriglio · 1st
President and CEO, Raymond Chabot Grant Thornton

On December 7th, I had the pleasure to be a speaker...during the webinar held by the Canadian Chamber of Commerce, hosted by Ian G. McKay, President of Invest in Canada.

We discussed about the importance of attracting foreign investment in Canada to promote post-COVID-19 economic recovery. Is clear for me that in addition to foreign direct investment by businesses, the capital of business immigrants is also of great importance for both the federal and the Quebec governments in order to finance governmental programs and various economic development projects in the country. Remember that in 2010, for example, more than 20,000 applications from immigrant investors were received in Canada and Quebec under their respective programs. With the end of the federal program in 2014, the Canadian government deprived itself of significant foreign capital and, since then, only some 1,900 immigrant investors file an application annually in Quebec. In a context where government spending greatly exceeds revenues and public debt peaks, the reopening of the federal program, in a renewed form, finds its full raison d'être to contribute to our growth and our competitiveness

Federal Immigrant Investor Program in the works?



Among others, here are measures proposed by Raymond Chabot Grant Thornton to help both levels of government support the burden of COVID :

- The Quebec government should speed up efforts to reintroduce its Immigrant Investor Program and implement favorable conditions leading to the provincial economy receiving an injection of hundreds of millions of dollars from abroad.
- The federal government should reopen the Immigrant Investor Program under a new form.

2021 Perspectives

QIIP 2021

- Lifting of the suspension
- New criteria
- Quota
- Prequalification

Entrepreneur Program

- Revamp should favor demand
- Facilitate acquisition process



Q&A



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