




Société générale
de financement
du Québec



Teaming up to measure up

Agri-Food Group

www.sgfqc.com

Agri-food: A vital sector of our economy

The agri-food industry's size and flair for innovation make it one of the most dynamic sectors of Québec's economy. It provides employment for more than 465,000 people in all regions of the province.

• Number of companies	2,000
• Direct and indirect jobs	487,700
• Annual capital expenditures	\$2 billion
• Value of annual manufacturing deliveries	\$20.2 billion
• Value of annual exports	\$4,13 billion
• Annual contribution to Québec's GDP	\$16,6 billion
• Percentage of Québec GDP	6.7%

Source: Ministère de l'Agriculture, des Pêcheries et de l'Alimentation du Québec, 2007

Investing in promising agri-food companies

Société générale de financement du Québec invests patient development capital in projects that contribute to the growth, consolidation and merger of Québec companies so as to sharpen their competitive edge, at home and on international markets.

SGF is interested in all branches of agri-food, but concentrates on the following sectors of activity:

- Food processing:
meat, bakery and pastry, dairy products, fruits and vegetables, confectionery, prepared foods, etc.
- Value-added ingredients and food products
- Logistics and distribution
- Animal nutrition
- Food safety and traceability

Teaming up with companies that:

- Want to carry out a well-defined expansion project with measurable economic impacts
- Are active in niches where they have recognized competitive advantages
- Aim to consolidate, merge or reorganize to enhance their competitive edge
- Want to conquer new markets by adopting leading-edge technologies



Teaming up to measure up

SGF's Agri-Food Group teams up with companies in which it invests to further their growth. SGF has been active in this sector for 40 years and has experts on all aspects of the industry. With its strong financial capability, patient growth capital and extensive business experience, SGF is a partner that measures up.

Investment criteria

Projects selected in the Agri-Food Group reflect one of SGF's three business orientations:

1. Undertaking projects in Québec with foreign partners.
2. Consolidating and expanding corporations in Québec.
3. Accelerating the national and international growth of high-performance Québec-based companies.

In line with its orientations, SGF offers development capital throughout a comprehensive series of financial tools – capital-share, preferred shares, senior debts, junior debts – in order to build customized partnerships based on the nature of specific corporate growth projects:

- Minimum investment: \$2 million
 - Maximum capital-share participation: 49%
 - Investment horizon: 5 to 12 years
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Taking action

Daniel Boulais, Senior Vice-President, Investments, Agri-Food Group, is known for his strategic vision and ability to carry out major projects. With a degree in business administration, he has held key positions at well-known companies for more than 20 years. His business acumen has enabled him to identify and successfully carry out many projects spanning the North American continent. Mr. Boulais is backed by a team with solid skills and extensive experience.

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More than a financial partner

Société générale de financement du Québec plays an active role at all stages of the projects it invests in.

Its partners receive top-notch advisory services from its business development experts, project managers, financial analysts and investment advisers. This expertise enables SGF to play a leading role in its partner's development and to contribute to their prosperity.



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