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**BUILDING  
A BETTER  
FUTURE**

HISTORICAL PERFORMANCE AT NOVEMBER 30, 2013

OVER  
**\$1.3 BILLION**  
INVESTED

PROJECTS VALUED AT  
**\$5.2 BILLION**

SOME  
**40,000**  
JOBS  
CREATED

THE FONDS IMMOBILIER DE SOLIDARITÉ FTQ,  
A PILLAR OF QUÉBEC'S REAL ESTATE SECTOR  
SINCE 1991

FRONT COVER :

**DISTRICT GRIFFIN**

Profile: Condominium building in Griffintown, Montréal, next to St. Ann Park.  
Partner: Devimco

—  
**OUR  
COMMITMENT**

TO PROMOTE ECONOMIC GROWTH AND  
EMPLOYMENT IN QUÉBEC BY STRATEGICALLY  
INVESTING IN PROFITABLE AND SOCIALLY  
RESPONSIBLE REAL ESTATE PROJECTS, IN  
PARTNERSHIP WITH OTHER INDUSTRY LEADERS.

—  
**OUR  
VALUES**

ETHICS, TEAMWORK, CREATIVITY, INNOVATION,  
EFFICIENCY AND DISCIPLINE



**SAINT-BRUNO SUR LE LAC**

**PROFILE**

Upscale condominiums  
on the shores of a private  
lake at the foot of Mont  
Saint-Bruno.

**PARTNER**

Groupe Lobato



**QUARTIER DES SPECTACLES TOWERS**

**PROFILE**  
Development including two high-rise commercial and office buildings, with a total of 1.2 million square feet of leasable space in the heart of Montréal's Quartier des spectacles.

**PARTNER**  
Canderel

**INVESTING, DEVELOPING AND BUILDING WITH OUR PARTNERS**

Created by the Fonds de solidarité FTQ in 1991, the Fonds immobilier de solidarité FTQ forms strategic partnerships with well-established developers and builders. It invests in real estate projects to provide enjoyable living and work environments and to generate economic and social benefits for Québec.

The Fonds immobilier is an important economic catalyst that helps launch development projects of all types and sizes to create jobs, primarily in Québec's construction industry.

**A KEY ROLE**

Investing, developing and building are the operational cornerstones of the Fonds immobilier and have been the foundation of its success.

In addition to meeting its financial targets, the Fonds immobilier makes investment decisions to suit the needs of future generations. Each of its real estate projects provides a unique opportunity to transform today's urban development challenges into enhanced living spaces for tomorrow.

The Fonds immobilier owes its ongoing success to the expertise of its specialists and partners, but also to the quality of suppliers and workers involved in its development projects. The Fonds immobilier also owes its ongoing success to the contribution of Fonds de solidarité FTQ shareholders. Moreover, the Fonds de solidarité FTQ supports the Fonds immobilier by allocating a portion of its assets to real estate investments.

**FOR THE FONDS IMMOBILIER, SUCCESS IS ALL ABOUT SETTING NEW IDEAS AND FORWARD-THINKING EXPERTISE IN MOTION TO MAKE WAY FOR THE FUTURE... AND HELP DRIVE QUÉBEC'S ECONOMY.**



**FROM TOP TO BOTTOM**

**URBANIA**

**PROFILE**  
Condominiums near Montmorency métro station and Laval's city centre.

**PARTNER**  
Société de développement Urbania 2003

**HALTES DU ROI**

**PROFILE**  
Condominiums with views over the St. Lawrence River and St. Pierre Lake, in Trois-Rivières.

**PARTNER**  
Construction René Courchesne



**ESPACE  
LEBOURGNEUF**

**PROFILE**  
Office buildings  
in Québec City's  
Lebourgneuf district.

**PARTNER**  
Groupe De Bertin



**FROM TOP TO BOTTOM**

**ESPACE MV**

**PROFILE**  
Lofts, condominiums and  
townhouses in Dorval featuring  
a contemporary design.

**PARTNERS**  
IPSO FACTO Real Estate Fund  
Gestion PCA  
IG Realty Investments

**LE MONROE**

**PROFILE**  
Upscale condominiums, lofts  
and townhouses in Blainville.

**PARTNER**  
Cosoltec

## SOUND REAL ESTATE INVESTMENTS

The Fonds immobilier de solidarité FTQ forms strategic business partnerships with co-investors to develop real estate projects throughout Québec in the residential, commercial, office, industrial and institutional sectors. It invests in asset classes with strong growth potential, concentrating primarily on quality properties featuring new market trends.

### INVESTING IN THE EARLY STAGES

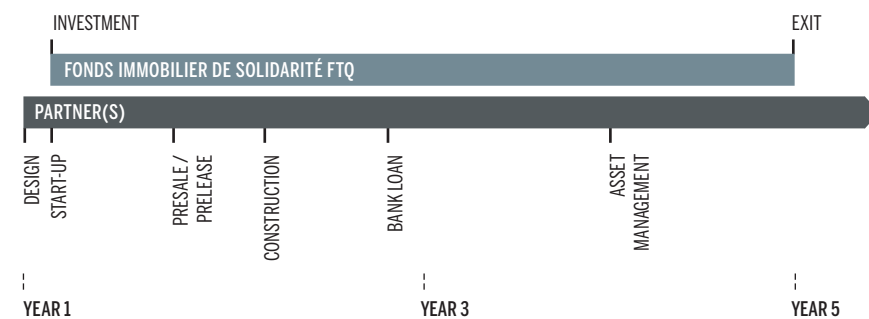
The Fonds immobilier can accelerate project timelines by injecting capital as early as the design stage. This helps its partners drive project development and undertake a variety of activities from the outset, including land acquisitions, market studies, soil testing and architectural plans.

The Fonds immobilier has the expertise to work closely with partners and provide innovative and efficient investment solutions including equity participations, as well as mezzanine and profit-sharing loans. A bank or financial institution rounds out the financing package.

Asset management is an integral part of its operations. In collaboration with its partners, the Fonds immobilier is responsible for managing buildings in its portfolio. In doing so, it provides need-based services to tenants with the aim of increasing property value.

### SELLING ASSETS IN THE MEDIUM TERM

Depending on economic and market conditions, the Fonds immobilier adapts its disposition strategies to take advantage of the best opportunities for the sale of its real estate assets. As a rule, the Fonds immobilier plans on a five- to seven-year exit horizon, as illustrated below.



#### TOUR DES CANADIENS

##### PROFILE

An iconic building linked to Montréal's Bell Centre, featuring a 50-storey tower with 552 condos and a resto-bar.

##### PARTNERS

Cadillac Fairview Corporation  
Canderel  
Club de hockey Canadien



#### MONTRÉAL DATA CENTRE

##### PROFILE

Building featuring colocation of servers and office space on rue de l'Inspecteur, in Montréal.

##### PARTNER

Urbacon

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## BEYOND BRICKS AND MORTAR

With its winning strategy and diversified portfolio of investments, the Fonds immobilier de solidarité FTQ is a major player in real estate projects located primarily in Québec.

The Fonds immobilier gives precedence to developments that create rewarding living environments. Priority investments include mixed-use projects, such as District Griffin, Bassins du Havre and Tours Quartier des spectacles in Montréal, and Quartier Miscéo in Lévis, near Québec City.

### BREAKING NEW GROUND

A forward-thinking real estate investor, the Fonds immobilier takes part in innovative projects that help shape a modern and sustainable vision of urban development. Also, the Fonds immobilier is in many ways a pioneer in the areas of venture and development capital, having been involved in several leading-edge projects.

- Québec's first real estate investment trust: Cominar.
- Montréal's first boutique hotel: Le Germain.
- Québec's first initiatives in the retirement home sector.
- Québec's first buildings devoted to information technology (Cité multimédia, CDTI) and biotechnology (Laval and Sherbrooke Biotechnology Development Centres)
- Québec's first technology parks: Saint-Laurent Technoparc and Parc technologique du Québec métropolitain in Québec City.
- Commitment to low- and middle-income families through the construction of more than 1,300 affordable, social and community housing projects.

### IMPROVING QUALITY OF LIFE

The Fonds immobilier supports a growing number of environmentally responsible initiatives. Some of these building projects are actively pursuing LEED® certification, including Bassins du Havre in Montréal. Other projects feature multiple-unit residential complexes integrating eco-friendly elements, such as energy efficiency, ecological footprint reduction and expansive green spaces.



#### BASSINS DU HAVRE

**PROFILE**  
Condominiums and lofts on the banks of the Lachine Canal in Montréal; project set to be LEED® certified.

**PARTNERS**  
Prével  
Rachel Julien  
Claridge

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PORTFOLIO AT NOVEMBER 30, 2013

**30 BUILDINGS** UNDER MANAGEMENT

**19 MILLION SQ. FT.**  
OF LAND FOR DEVELOPMENT

**\$43 MILLION** DEDICATED  
TO AFFORDABLE, SOCIAL AND  
COMMUNITY HOUSING

**31 REAL ESTATE PROJECTS**  
**UNDER WAY**, VALUED AT  
**\$1.4 BILLION**, TO CREATE  
SOME **10,500 JOBS**.

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**TERRASSE MOUSSEAU**

**PROFILE**  
Revitalization of income properties reserved for low- and middle-income families, in Longueuil.

**PARTNER**  
Bâtir son quartier

**INVESTING  
IN COMMUNITY  
PARTNERSHIPS**

The Fonds immobilier also backs projects that support home ownership. One example is the transformation of the old Bellechasse hospital, in Montréal's Rosemont district, into a residential building including 91 social and community housing units.

In keeping with its social role, the Fonds immobilier invests in collective housing through specialty funds, including the Fonds d'investissement de Montréal and the Fonds d'acquisition québécois. At November 30, 2013, \$43 million had been invested in these funds, which are managed by community development organizations, such as Groupe de ressources techniques Bâtir son quartier and the Association des groupes de ressources techniques du Québec. Several other social agents and organizations partner in the development of these projects.

By investing in these endeavours, the Fonds immobilier is able to help low- and middle-income families, people living alone and young mothers gain access to quality housing at an affordable price and in a community environment that is safe and pleasant to live in.



**FROM TOP TO BOTTOM**

**HABITATION SANS FRONTIÈRES**

**PROFILE**  
Community and affordable housing units in Charlesbourg, reserved for low- and middle-income families, and for people living alone with a small loss of autonomy.

**PARTNER**  
Association des groupes de ressources techniques du Québec

**UN RAYON DE SOLEIL**

**PROFILE**  
Community housing units in Montréal-Nord reserved for young single mothers, with the participation of community development organization Les Fourchettes de l'espoir.

**PARTNER**  
Bâtir son quartier



## WORKING TOGETHER TO DRIVE QUÉBEC'S ECONOMY

The Fonds immobilier de solidarité FTQ seeks new partners with whom it can build sustainable and profitable real estate opportunities that promote economic growth in Québec.

In a competitive and rapidly evolving industry, where success is measured by the ability to identify and meet emerging market needs, the Fonds immobilier is well positioned to develop new projects and build for the future.

### A HIGH-CALIBRE MULTIDISCIPLINARY TEAM

In addition to its solid financial resources, the Fonds immobilier has in-depth knowledge and understanding of the ongoing challenges facing developers, and continuously monitors new trends to remain at the forefront of the real estate business.

The Fonds immobilier adds value to its partnerships with a team of real estate specialists, including market analysts, architects, urban planners, appraisers, lawyers, accountants, financial analysts and other industry experts. Their extensive real estate experience brings insight to project analysis, enables project enhancements when required and can lay the groundwork for successful developments.

### VALUABLE EXPERTISE

- Market analysis
- Financial analysis
- Equity and debt structuring
- Real estate law
- Project development
- Project management
- Asset management
- Asset disposition



FROM LEFT TO RIGHT  
Geoffrey Ancinon, Project Manager  
Linda Simard, Vice-President, Legal Affairs  
Johanne Bréard, Accountant

### OUR PARTNERS

[Association des groupes de ressources techniques du Québec](#)

[BB Real Estate Investment Trust](#)

[Cadillac Fairview Corporation](#)

[Canderel](#)

[Champlain Financial Corporation](#)

[Claridge](#)

[Club de hockey Canadien](#)

[Cogir Management Corporation](#)

[Cogirès](#)

[Construction Gamarco](#)

[Construction René Courchesne](#)

[Cosoltec](#)

[Decarel](#)

[Desjardins Financial Security](#)

[Devimco](#)

[EMD Construction](#)

[Fortier Services Immobiliers](#)

[Gamache Martin architectes](#)

[Gestion PCA](#)

[Groupe Cardinal](#)

[Groupe Cholette](#)

[Groupe De Bertin](#)

[Groupe de ressources techniques Bâtir son quartier](#)

[Groupe Gedev](#)

[Groupe Germain](#)

[Groupe Lobato](#)

[Groupe Vered](#)

[Heafey Group](#)

[IG Realty Investments](#)

[Industrial Alliance](#)

[IPSO FACTO Real Estate Fund](#)

[Loracon Construction](#)

[Merlin Immobilier](#)

[Ogesco Construction](#)

[Prével](#)

[Rachel Julien](#)

[Services immobiliers Altius](#)

[Société de développement Urbania 2003](#)

[Struktur](#)

[Urbacon](#)



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# BUILDING A BETTER FUTURE

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