

**Table 1**  
**Follow-On Deals Increase Share of VC Disbursements**  
 Venture Capital Investment Activity by New vs. Follow-On Investments; Quebec

	2006			2005		
	# Financings	# Investments	\$ Invested (mm)	# Financings	# Investments	\$ Invested (mm)
New	87	153	159	131	227	176
Follow-on	113	300	444	142	371	376
<b>Total</b>	<b>200</b>	<b>453</b>	<b>\$603</b>	<b>273</b>	<b>598</b>	<b>\$552</b>

**Table 2**  
**More VC Disbursements in Expanding Companies, Startups**  
 Venture Capital Investment Activity by Stage of Development, Quebec

Stage	2006						2005					
	Financings		Investments		Amount		Financings		Investments		Amount	
	#	%	#	%	\$(mm)	%	#	%	#	%	\$(mm)	%
Early Stage	99	50%	238	53%	260	43%	123	45%	325	54%	240	43%
Expansion	89	45%	197	43%	320	53%	135	49%	253	42%	300	54%
Acquisition / Buyout	1	1%	2	0%	3	0%	7	3%	9	2%	6	1%
Turnaround	5	3%	9	2%	6	1%	2	1%	4	1%	3	1%
Other	6	3%	7	2%	14	2%	6	2%	7	1%	3	1%
<b>Total</b>	<b>200</b>	<b>100%</b>	<b>453</b>	<b>100%</b>	<b>603</b>	<b>100%</b>	<b>273</b>	<b>100%</b>	<b>598</b>	<b>100%</b>	<b>\$552</b>	<b>100%</b>

**Table 3**  
**Life Sciences Makes Gains, IT Holds Steady**  
 Venture Capital Investment Activity by Sector; Quebec

Industry	2006						2005					
	Financings		Investments		Amount		Financings		Investments		Amount	
	#	%	#	%	\$(mm)	%	#	%	#	%	\$(mm)	%
Biopharmaceuticals	31	79%	121	85%	246	94%	32	74%	118	79%	146	79%
Healthcare	4	10%	11	8%	3	1%	3	7%	9	6%	5	3%
Medical Devices and Equipment	3	8%	4	3%	2	1%	5	12%	15	10%	30	16%
Medical / Biotech Software and Info Services	1	3%	7	5%	12	5%	3	7%	7	5%	4	2%
<b>Total Life Sciences</b>	<b>39</b>	<b>100%</b>	<b>143</b>	<b>100%</b>	<b>\$263</b>	<b>100%</b>	<b>43</b>	<b>100%</b>	<b>149</b>	<b>100%</b>	<b>\$185</b>	<b>100%</b>
Communications and Networking	16	23%	42	27%	70	32%	19	25%	52	27%	93	42%
Electronics and Computer hardware	14	20%	31	20%	31	14%	23	30%	70	36%	61	28%
Internet Focus	4	6%	7	5%	9	4%	4	5%	8	4%	16	8%
Other IT Services	2	3%	2	1%	3	1%	2	3%	4	2%	3	2%
Semiconductors	4	6%	9	6%	3	1%	4	5%	7	4%	7	3%
Software	29	42%	62	41%	102	47%	25	32%	52	27%	38	17%
<b>Total Information Technology</b>	<b>69</b>	<b>100%</b>	<b>153</b>	<b>100%</b>	<b>\$217</b>	<b>100%</b>	<b>77</b>	<b>100%</b>	<b>193</b>	<b>100%</b>	<b>\$219</b>	<b>100%</b>
Energy and Environmental Technologies	9	43%	20	47%	17	45%	15	45%	24	37%	26	58%
Other Technologies	12	57%	23	53%	20	55%	18	55%	41	63%	19	42%
<b>Total Other Technologies</b>	<b>21</b>	<b>100%</b>	<b>43</b>	<b>100%</b>	<b>\$37</b>	<b>100%</b>	<b>33</b>	<b>100%</b>	<b>65</b>	<b>100%</b>	<b>\$45</b>	<b>100%</b>
Consumer and Business Services	14	20%	17	15%	18	21%	28	23%	40	21%	26	25%
Consumer Products	14	20%	23	20%	11	13%	17	14%	34	18%	10	10%
Manufacturing	29	41%	52	46%	48	56%	45	38%	74	39%	51	50%
Miscellaneous	14	20%	22	19%	9	10%	30	25%	43	23%	16	15%
<b>Total Traditional</b>	<b>71</b>	<b>100%</b>	<b>114</b>	<b>100%</b>	<b>\$86</b>	<b>100%</b>	<b>120</b>	<b>100%</b>	<b>191</b>	<b>100%</b>	<b>\$103</b>	<b>100%</b>
<b>Total</b>	<b>200</b>	<b>100%</b>	<b>453</b>	<b>100%</b>	<b>\$603</b>	<b>100%</b>	<b>273</b>	<b>100%</b>	<b>598</b>	<b>100%</b>	<b>\$552</b>	<b>100%</b>

**Table 4**  
**Quebec Takes Larger Share of VC Invested in Canada**  
 Venture Capital Investment Activity by Investee Location\*

	2006						2005					
	Financings		Investments		Amount		Financings		Investments		Amount	
	#	%	#	%	\$(mm)	%	#	%	#	%	\$(mm)	%
British Columbia	57	12%	167	15%	298	18%	68	11%	193	13%	230	14%
Alberta	16	3%	24	2%	34	2%	26	4%	44	3%	65	4%
Saskatchewan	8	2%	11	1%	17	1%	18	3%	33	2%	29	2%
Manitoba	17	4%	33	3%	25	1%	17	3%	38	3%	11	1%
Ontario	144	31%	410	36%	686	40%	170	28%	515	35%	755	45%
Quebec	200	44%	453	40%	603	36%	273	46%	598	41%	552	33%
Atlantic Canada	17	4%	36	3%	32	2%	28	5%	53	4%	36	2%
<b>Total</b>	<b>459</b>	<b>100%</b>	<b>1 134</b>	<b>100%</b>	<b>\$1 693</b>	<b>100%</b>	<b>600</b>	<b>100%</b>	<b>1 474</b>	<b>100%</b>	<b>\$1 677</b>	<b>100%</b>

\*Investee location defined as place of principal facility.

**Table 5**  
**2005 Growth in VC Fund-Raising Not Sustained in 2006**  
 Quebec (\$Millions)

	<b>2006</b>	<b>2005</b>
Capital Under Management	\$10 648	\$9 881
New Funds Raised	\$1 081	\$1 140
Capital Available for Investment	\$1 306	\$1 318

\* As of December 31 for all but labour-sponsored venture capital funds which are measured as of March 1 of the following year.

\*\* For all labour-sponsored venture capital funds registered federally or in Quebec, 40% of total capital under management has been excluded to determine capital available for investment, given regulatory requirements, redemption needs, etc. For all other labour sponsored funds, 30% of capital under management has been excluded to reflect the regulatory regime in Ontario, Saskatchewan and Atlantic Canada. 20% and 25% respectively for LSVCCs in BC and Manitoba.