BUSINESS RENEWABLES CENTRE CANADA

Unlocking Corporate Renewable Energy Investment

Findings from *Powering Corporate Choice*

QUEBEC

11% **Quebec represents approximately 11% of national corporate demand**

(part of the 85% concentrated in ON, AB & QC)

Some corporate procurement is technically possible within existing frameworks, but opportunities remain limited

National context

7.7 GW of corporate renewable energy demand identified nationally

3.9 GW demand needed by 2030

85% of demand is concentrated in Ontario, Alberta and Quebec

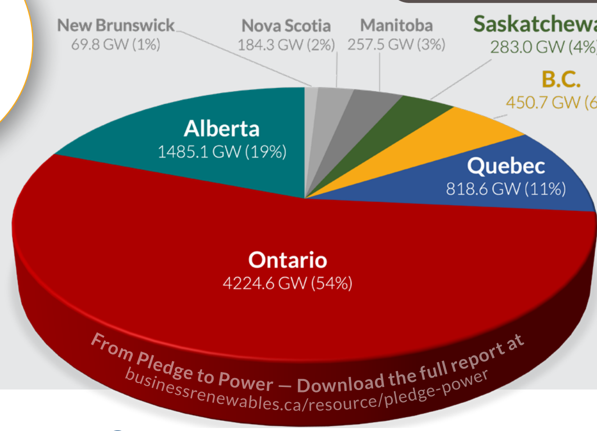
12 industries driving demand

1.86$m HOMES POWERED

15,246 JOBS CREATED DURING PEAK CONSTRUCTION

12.1$B IN CAPITAL INVESTMENT

Provincial demand



What happens when you enable corporate procurement?

Alberta's **3.3 GW** in corporate deals (2019–2025) generated **7,000** jobs, **$7.5B** investment and **$70M** in municipal tax revenue (2025). **BUT** Alberta's market has stalled (98% drop in new deals) due to regulatory uncertainty, **creating a window of opportunity for other provinces.**

Current status

- Quebec allows some corporate procurement within its existing framework Hydro-Québec dominance, but some flexibility exists
- Opportunities remain limited compared to actual demand
- Better positioned than BC or SK, but far from meeting corporate needs at scale

Key barriers

- Hydro-Québec's dominant role limits market competition
- Limited program scale - existing pathways can't absorb significant volumes of corporate demand
- Low-emissions grid (hydro-dominated) reduces perceived urgency (same issue as BC)

The opportunity

- **Quebec has significant corporate demand driven by major companies in mining, manufacturing, and other sectors**
- **Expanding access could attract investment and support Quebec's industrial competitiveness**
- **Like BC, anticipated load growth (electrification, industrial expansion, data centres) means new generation is needed - corporate procurement can finance it**
- **Strong track record of renewable energy development (Hydro-Québec expertise) to build on**
- **Quebec's existing framework is a foundation to build on (unlike BC/SK which are starting from zero); corporate procurement can finance it**

Quebec policy recommendations

Quebec should scale its existing corporate procurement framework to match the level of demand from major companies in the province. The foundation is there; Hydro-Quebec's expertise and some existing flexibility provide a starting point that most provinces don't have. But the current framework is too limited to absorb significant volumes of corporate demand. Expanding eligibility, increasing program capacity, and streamlining the process would position Quebec to attract billions in private investment in renewable energy as the province's electricity needs grow.