



► Biotechnology

Important market facts

- A few large industrial groups control biotechnology in France. Their turnover exceeds \$1 billion.
- Four types of companies are interested in biotechnology:
 - companies that have traditionally been involved in fermentation activities and now work in bioindustries;
 - companies with little or no involvement in bioindustries but which are interested in the development of biotechnologies and their new techniques;
 - companies with limited growth potential, but whose profits from traditional activities are considerable;
 - companies specializing in biotechnology. Even though these companies carry relatively little weight in the French industrial biotechnology sector, and they are outnumbered by their foreign counterparts, their emergence represents a genuine breakthrough.

- No figures are available for this sector because the largest pharmaceutical and chemical companies manufacture biotechnological products and their sales from these products are included in the total overall value of their exports.

Market trends

- An increasing number of large-scale projects (such as BIO-EUROPE and TRANSIA) have been undertaken.
- Older companies have received new capital stock.
- Emergence of companies specializing in biotechnologies.

Canadian imports

- There has been little foreign penetration in this sector because few foreign companies have established themselves in France to specifically develop biotechnological products.

Recommendations for Canadian exporters

- Canadian firms should establish relations based on scientific and industrial co-operation with companies such as TRANSGENE, IMMUNOTECH, etc.

Additional information

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This organization publishes monthly information on all the latest developments in biotechnology and is in touch with all companies working in this sector.