

5. POTENTIAL PARTNERS

5.1 U.S. Firms with Existing Canadian Operations

The computerized data bank and published information available on the 58 biotechnology firms in NYS indicated whether or not the firms engage in exporting. However, specific reference to involvement in the Canadian economy, via importing, exporting or direct operations, generally was not found. The following information was obtained from the annual reports received from publicly-held biotech firms regarding any foreign operations, joint ventures, and/or subsidiaries, including any in Canada. Those responding to the JGCO survey are indicated by an asterisk. Specific information regarding respondents' interest in a Canadian strategic affiliation is noted in detail in the next section.

NYS HEADQUARTERED BIOTECH COMPANIES WITH FOREIGN OPERATIONS AND/OR SUBSIDIARIES

| <u>Company</u> | <u>Headquarters</u> | <u>Foreign Operations</u> |
|------------------------------|---------------------|--|
| Bio-Technology General Corp. | New York | Israel |
| Coming Incorporated | Corning | Canada ¹ , Australia, Brazil, Great Britain, France, Singapore, Germany, Mexico, Italy, China, Malaysia, Korea, Belgium |
| Daxor Corporation | New York | Canada ² |
| Enzo Biochem Inc. | New York | Europe (patent) |
| Exovir, Inc. | New York | Canada (patent), Europe (patent) |
| E-Z-EM, Inc. | Westbury | Canada ³ , Puerto Rico, Netherlands, England, Japan |
| Genencor International* | Rochester | Finland, France, Germany |
| Lescarden Inc.* | New York | Canada ⁴ |

¹ Canadian subsidiary not necessarily related to biotech interests.

² Firm has received Canadian product approval, will seek to begin operations there.

³ Firm has Canadian subsidiary.

⁴ Firm has Canadian licensing agreement.