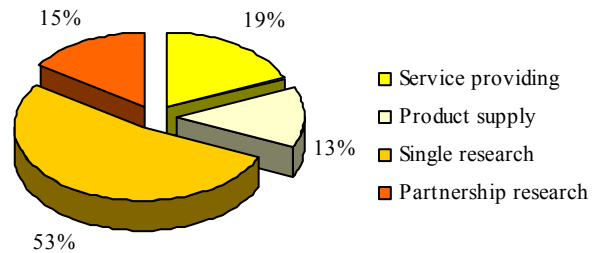


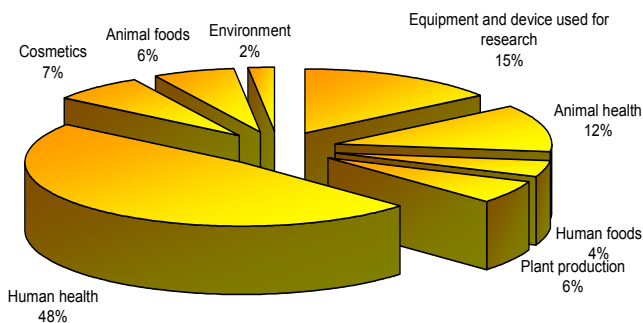
# FRENCH BIOTECH AT A GLANCE

**With active and innovative companies, France is a European leader**

- ↪ **±350 companies:**
  - 80% health related
  - 20% Agbio & environment
- ↪ 10,000 employees
- ↪ Growth rate:
  - 100% over 4 years (1999-2002)
  - 65 new companies in 2004

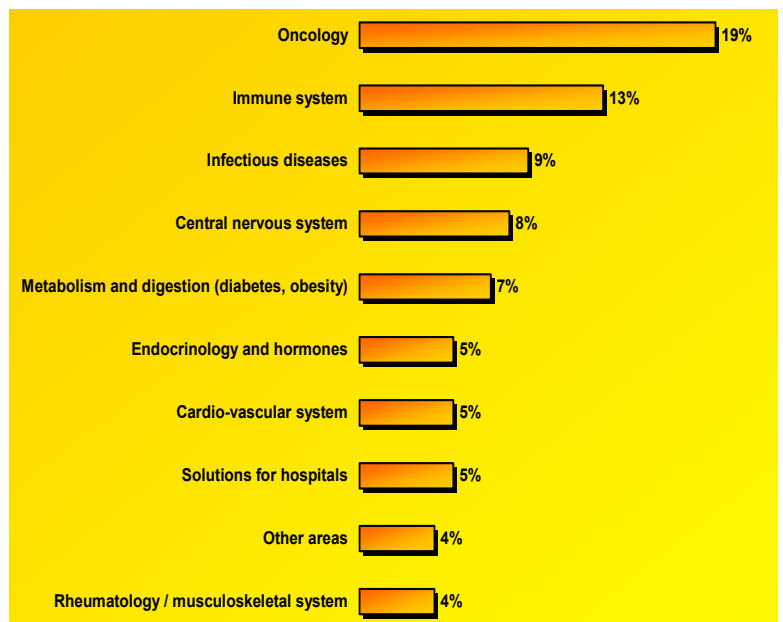


**Fields of activity**  
Source: France Biotech - 2004



**Range of products**  
Source: France Biotech - 2004

- ↪ **Pipeline : 172 new drugs being developed** in France among which 69 are in clinical development : 30 in phase I, 32 in phase II, 7 in phase III
- ↪ **France is ranked third among European countries** when it comes to the number of licences registered at the European Patent Office and publications in the field of biomedicine



**Therapeutic products being developed by Biotech Companies– 2004**  
Source: France Biotech - 2004

- Funding climate**
- ↪ 100+ companies whose turnover or fund-raising over 1 million € in 2004
- ↪ Fund raising in 2003 : € 157 million
- ↪ Increasing : € 178 million global investments by the end of October 2004

**France is home to many of the main actors of the pharmaceutical industry and Agbio industries**

- ↪ **Europe's strongest pharmaceutical industry**
  - 40% of drugs manufactured in Europe are produced in France
  - Global turnover : € 34 billion, including € 14,5 billion in exports,
  - A workforce of 100,000 people, a growth rate of 2% over the last 10 years
  - With the merger of Sanofi-Synthelabo and Aventis in 2004, France is a global pharmaceutical powerhouse behind only Pfizer and GSK
- ↪ **The agro-food sector:**
  - Annual turnover: € 131 billion
  - 48,000 employees.

# FRENCH BIOTECH AT A GLANCE

## R&D – THE FRENCH TOUCH

### *Wide research expertise in both the private sector and academia, in a favorable environment for research*

- ☞ **World-class national research institutes** such as CNRS (National Center for Research and Sciences), Inserm (the French NIH), INRA (National Institute for Agro-food Research), and CEA (Agency for Atomic Energy)
- ☞ **More than 90 universities and institutes dedicated to life sciences** – including the Pasteur and Curie Institutes – training 1,000 PhD in life sciences and 2,000 engineers in bio sciences every year, 8,600 pharmacists, vets and physicians
- ☞ A **strong health system**, with a highly qualified staff used to **clinical trials**, in a favorable legal environment
- ☞ **Renowned excellence** in oncology, immunology, infectious diseases, CNS, drug discovery, gene therapy, metabolic diseases, etc.
- ☞ **Stem Cell Research:** France is one of the few countries in the world that permits the importation, preservation and use of embryonic stem cells for research purposes.
- ☞ **Intellectual Property Protection:** Compliant with the latest European Union standards.

## STRONG SUPPORT FROM THE FRENCH GOVERNMENT

- ☞ **Aggressive R&D Tax Credit:** Support should double to nearly **€ 1 billion** per year with an € 8 million annual cap; credit given in part based on total R&D expenditures and in part on year to year increase
- ☞ **Tax-Free Status for Start-ups:** Research-driven start-ups may benefit from full, uncapped exemptions on social charges for employees involved in R&D projects for 8 years; full, uncapped local business tax exemption for 8 years; and full income tax exemption for the first 3 profitable years and 50% relief for the following 2 years up to € 100,000.
- ☞ **A bottom-up approach for the French competitiveness policy : set up of industrial competitiveness clusters :**
  - *The combination, within a given geographic area, of firms, training centers and research units,*
  - *To define a common strategy aimed at generating synergies centered on co-operative R&D projects,*
  - *To reach the critical mass needed for international visibility in a clearly circumscribed field.*
- ☞ **Creation of the new National Agency for Research:** mission: financing research projects selected according to criteria of excellence and the best international practices. 2005 budget = € 350 million
- ☞ **Establishment of a strategic committee for health industries by the Prime Minister** comprised of the 4 ministers concerned (for Finances, Industry, Research and Health) and 6 CEOs from both French and foreign companies in order to submit new measures with 3 priorities: innovation, price regulation and improved fiscal policy

#### → For further information on the Life Sciences industry in France:

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Tel: 212-757-9340 x209

**For further information on the French pavilion at BIO 2005:  
80 companies expected, all the company profiles available at  
[www.biotech-events.com](http://www.biotech-events.com)**

#### Useful websites

[www.france-biotech.org](http://www.france-biotech.org)  
[www.leem.org](http://www.leem.org)  
[www.biotech.education.fr](http://www.biotech.education.fr)

Academic research:  
[www.cnrs.fr](http://www.cnrs.fr)  
[www.inserm.fr](http://www.inserm.fr)  
[www.cea.fr](http://www.cea.fr)  
[www.pasteur.fr](http://www.pasteur.fr)

[www.investinfrance.org](http://www.investinfrance.org)