



#spotlight on

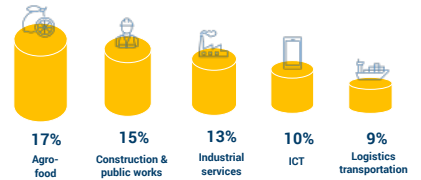
FOREIGN TRADE in the South of France



Regional exports in 2022:
 - value: €29.3 million
 - volume: 5.1% of French exports
 Regional imports in 2022:
 - value: €63.2 million
 - volume: 8.2% of national imports

Top 5 sectors*
 * in number of companies exporting by activity

[CCLPACA](#)



ANNUAL DATA 2022

Q4 DATA 2022

EXPORTS AND IMPORTS

Regional exports and imports in 2022*

*Monaco included



export volume



import volume

Mid-sized companies: driving exports

13 464 regional exporters* :
 *excluding foreign operators

95% have fewer than 250 employees, accounting for 48.3% of exports

5% have more than 250 employees and account for 51.6% of exports

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Regional Exports and Imports in the 4th quarter of 2022*

#7 French region for exports

#5 for imports



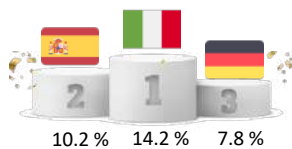
export volume



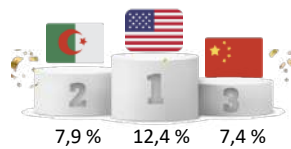
import volume

Year-on-year change (%)
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Country-by-country analysis



Countries that were the leading export destination for regional companies in 2022



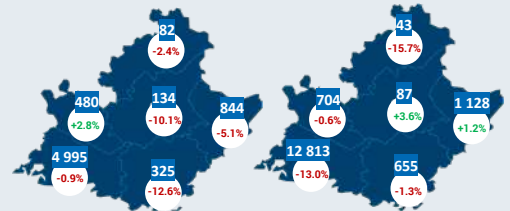
Countries that were the leading sources of imports to the region in 2022

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Europe (euro zone) remains the #1 partner for exports

Analysis of departments in the Region Sud



export volumes (in thousands of euros)

import volume (in thousands of euros)

Quarterly change (%)
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FOCUS ON...

Italy: The region's #1 export partner and #4 import partner. The main exports are steel products and basic chemical products

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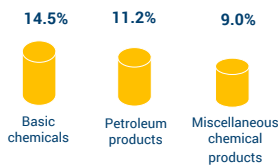
Regional companies with an ambitious international outlook



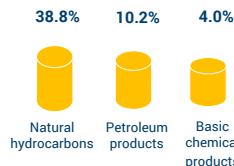
A specialist in furnaces and heating systems, ID² Engineering has inaugurated its new 3000 m² plant in Tangiers, where it has traditionally been based. It will subsequently expand to other African countries.

After the success of its first subsidiary in the United States, La Fermière plans to invest \$26 million to build a yogurt production facility in New York State, which should be operational by the end of 2024 and will employ around 30 people.

Flexfuel Energy Development, a specialist in engine pollution control, has opened an office in Shenzhen and created two joint ventures, in China and the United States, to expand in Asia-Oceania and North America.



Most exported products in 2022



Most imported products in 2022

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INTERNATIONALIZATION OF REGIONAL COMPANIES

PROMAN Intérim • CDD • CDI

1. With the addition of PeopleShare, Proman made its fourth acquisition in the United States and entered the American Top 20 in temporary staffing. The Manosque-based group has a network of 105 agencies in 18 American states, with a total of 600 employees. The company intends to pursue its acquisitions in the west of the country, as well as in Europe, notably in Spain, Italy, and Germany.

UNISTELLAR

2. Unistellar completed a third round of financing and welcomed the Japanese manufacturer Nikon as an investor. The company is hoping to expand in Asia as it has already done in the USA and France. Its telescopes are designed in Marseille and manufactured in Shanghai. Unistellar also has offices in San Francisco.



3. The Marseille-based motorcycle helmet manufacturer Shark generates almost 70% of its sales from exports to Europe, the United States, Australia, Asia, and the Middle East. It has factories in Thailand (430 employees) and Portugal (165 employees).



4. Enogia, which won the French 'Tech for Future 2023' award in the Industry of the Future category, signed an agreement with a German partner and is also seeking business in Japan thanks to its innovative geothermal systems. Thanks to its connections with Parlym, it should also see the doors to Africa open up for the development of its micro-turbines business.



5. Having just set up two joint ventures in China and the United States, Flexfuel Energy Development, a specialist in engine pollution control, has teamed up with the American company Bardahl to deploy 100 000 ethanol conversion units in North America each year.



7. Already present in Europe via subsidiaries in Belgium, the Netherlands, Luxembourg, Spain and Switzerland, the ophthalmology laboratory announced the opening of Horus Pharma Nordic in Stockholm, which will cover Sweden, Norway, Finland, and Denmark.



6. In the first quarter of 2023, Median Technologies signed contracts in the USA, Europe, and China. The biotech company is expected to obtain FDA approval within a year to launch its early detection software for lung cancer on the US market.

