



January

February

March

April

May

June

July

August

September

October

November

December

INTERNATIONALIZATION OF REGIONAL COMPANIES

Gaston MILLE®

1. Work footwear manufacturer Gaston Mille has set up a **sales subsidiary in Kuala Lumpur**, which it also uses as a base to **cover Brunei**. The company plans to set up **logistics platforms in the USA** (where it has been established since 2015). It also exports to **Europe and Saudi Arabia**.

In April, these **7 regional companies** communicated on their international development.

VOLUMIC

7. Volumic 3D launched its made-in-France 3D printers **on the European market** (Germany, Spain, Italy, Switzerland, Belgium, and Luxembourg) and will next target the **North American continent**. The aim is to have at least 50% of sales outside France by 2025.



innate pharma

2. Innate Pharma has signed an exclusive licensing agreement with the **Japanese pharmaceutical giant Takeda** for an upfront payment of \$5 million and up to \$410 million in milestone payments. The **Nasdaq-listed biotech** is also working with the **British-Swedish pharma giant AstraZeneca**.



Virbac

6. The Carros-based veterinary laboratory Virbac, which has just created its Irish subsidiary, has **acquired 100% of the shares of GS Partners**, its long-standing distributor in the Czech Republic and Slovakia, **thus making the company its 35th subsidiary**.

PANIER DES SENS
EN PROVENCE

3. Panier des Sens, which already has five international stores, is planning **further openings** this year in **Germany and China**. The natural cosmetics brand also exports to Italy and the United States.



4. ImCheck Therapeutics, one of the few regional start-ups included in the French Tech 120 and Next40 rankings, is pursuing **promising clinical trials** of its immunotherapy antibodies in **Europe and the United States**, positioning itself as a future international leader.

STARTMINING

5. Startmining, which launched a bitcoin mining farm in Iceland earlier this year and **plans to set up two more in Iceland and one in Paraguay**. **Canada** appears to be another serious target for expansion.



Regional exports in 2022:

- value: **€29.3 million**
- volume: **5.1%** of French exports

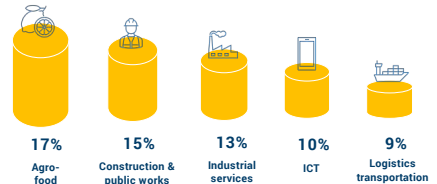
Regional imports in 2022:

- 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

[Directorate-General of Customs and Indirect Taxes](#)



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

#7 French region for exports

#5 for imports



export volume

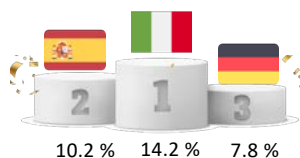


import volume

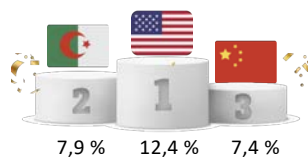
Year-on-year change (%)

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Country-by-country analysis



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



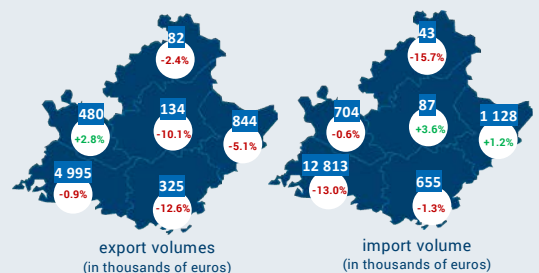
Countries that were the leading sources of imports to the region in 2022

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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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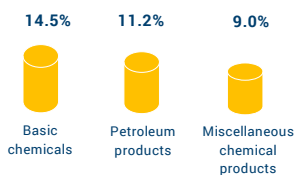
Regional companies with an ambitious international outlook



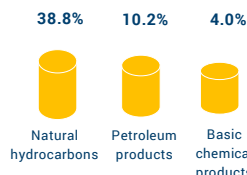
A specialist in furnaces and heating systems, ID² Engineering has inaugurated its new 3000 m² plant in Tangiers, where it has traditionally been based. It will subsequently expand to other African countries.

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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