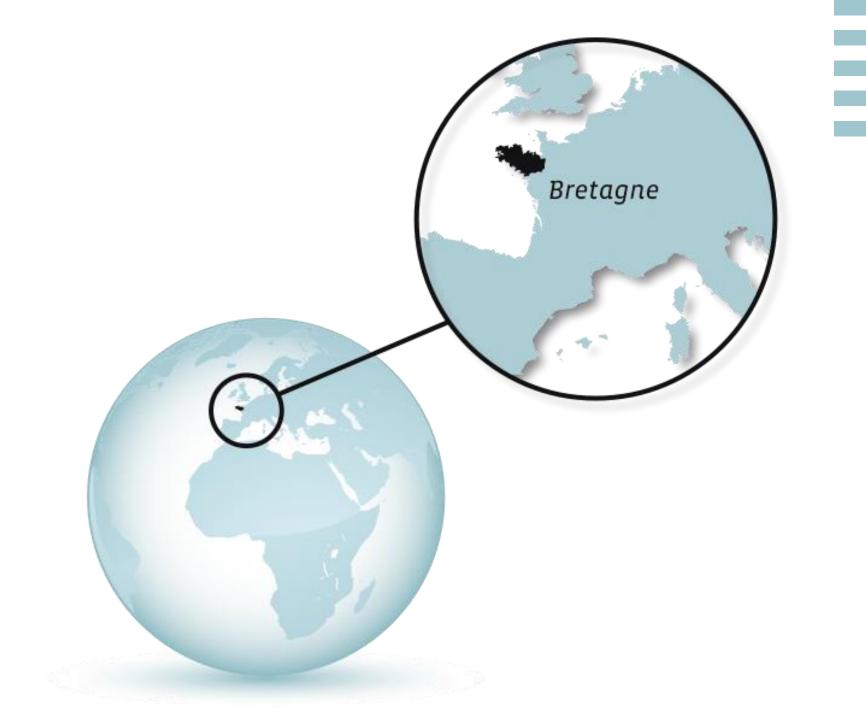
BRETAGNE COMMERCE INTERNATIONAL



Who we are

Bretagne Commerce International

Bretagne Commerce International is a not-for-profit association made up of private businesses located in Western France. We have been commissioned by the Conseil régional de Bretagne (regional government and the Bretagne Chamber of Commerce) to :

- assist Breton companies with their international development,
- identify and support foreign investors with plans to expand and deploy their activity into Europe/France with a stronghold in Bretagne.

A worlwide network

Europe		Afrique		Asie / Océanie	
Albania Armenia Austria Baltic States Belarus Belgium Bosnia Bulgaria Croatia Czech Republic Denmark Estonia Finland Georgia Germany Greece	Poland Portugal Rumania Russia Serbia & Montenegro Slovakia Slovenia Spain Sweden Switzerland United Kingdom Ukraine	Angola Benin Burkina-Faso Burundi Cameroon Congo Equatorial Guinea Ethiopia Gabon Ghana Guinea Ivory Coast Kenya Madagascar Mali	Mauritania Mozambique Niger Nigeria Rwanda Senegal South Africa Tanzania Togo Uganda	Australia Azerbaijan Bangladesh Burma China Hong Kong India Indonesia Japan Réunion Kazakhstan Kirghiszstan Malaysia	Mongolia New Zeland Pakistan Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam
Hungary Iceland Ireland Italia Kosovo Latvia Lithuania Luxemburg Macedonia Moldavia Netherlands Norway		Amériques Argentina Bolivia Brazil Canada Chile Colombia Costa Rica Cuba Ecuador Mexico Panama	Peru United States Uruguay Venezuela	Maghreb / Moyen-Algeria Bahreïn Egypt Irak Iran Israel Kuwait Lebanon Lybia Morocco Syria	Qatar Saudi Arabia Turkey Tunisia United Arab Emirates

Working for Breton Companies

We provide Breton companies with turnkey solutions adapted to their strategic, regulatory and operational needs.

We are committed to raising awareness around global business opportunities, bringing them to the forefront, tackling the paperwork and administrative issues that ensue, and laying the foundation for successful deployment abroad.

To formalize the process, we offer a service contract outlining companies' objectives, and help those same companies pinpoint a partner abroad most compatible with project objectives, among which include: export, sourcing, partnership, subsidiary creation, HR, etc.

Working for Breton Companies

We also fuel collective initiatives:

- ➤ We organize and promote the presence of Breton companies at international trade fairs, enabling them to take advantage of the synergy of a Breton delegation and increase their visibility abroad.
- We arrange business look-see trips that tap into the local flavor of a country's best practices.
- ➤ We strive to open up global public markets to Breton companies through tender-monitoring and registration services, and encourage the creation of consortia to bid collectively and maximize chances of tendering success.
- As a result of Bretagne's industry-specific expertise, we've developed E2E (End-to-End) initiatives. We offer emerging countries all-in-one solutions to develop industries that are both operational and broad in scope, which, in turn, open up new markets to Breton companies. (See www.alban-international.com in French)

Foreign Investors

In contact and close collaboration with over 4,500 local firms, we have a clear understanding and knowledge of the majority of Breton companies across all market segments, not to mention your next possible client, partner or subcontractor.

We at Bretagne Commerce International offer confidential assistance at no charge during the different stages of your project expansion.

Foreign Investors

Data collection

- Market validation
- Supplier, partner and customer identification
- · Workforce availability and competencies
- Financial incentives
- Cost assessments
- Labor laws

Business meetings

With your demands and project in mind, we tap into our years of experience with Breton companies, our knowledge of regional business practices and the region's economic context. We will work with you to set up meetings with key regional industry leaders likely to become your next client, partner or subcontractor.

Site proposals

Backed by regional development agency Bretagne Développement Innovation, we have at our disposal facility set-up and partnership solutions tailored to your every need.

Assistance before, during and after your installation

We provide assistance with all of your administrative formalities, including:

- Law firm, accounting firm, bank and insurance recommendations;
- Capital-raising orientation;
- Creation of your local structure;
- · Staff recruitment; and
- Expatriate management.

Bretagne

Excellence & Innovation

Bretagne, an attractive region

A market of 502 million consumers

From one of the founding E.U. countries comes a market of 502 million consumers with significant purchasing power.

A land of innovation and competitiveness

In addition to a high standard of living and second-to-none surroundings, Bretagne is synonymous with endless opportunities for innovation, R&D and competitiveness given the abundance of scientific and technological skills present on its soil.

A highly qualified workforce

Thanks to quality academics and faculty, a workforce able to easily adapt to the constant evolution of products and services will be at your service.

Key facts and figures

Invest in Bretagne and become part of the

- No. 1 region in France for Academic Final Exam results;
- No. 1 region in France for Agrifood;
- No. 1 region in France for Marine Science and Technology;
- No. 1 region in France for European high-tech patents filings; and
- No. 2 region in France for Digital R&D.

Bretagne, excellence & innovation

- A dynamic region: recognized as a model for economic growth and innovation
- ❖ A land of research and development: more than 10,000 researchers and 7 science parks
- ❖ More than 30 nationalities in over 400 foreign owned companies in Bretagne.





eichrom

















Canon















PESCANOVA







Dai Nippon Printing Co., Ltd.



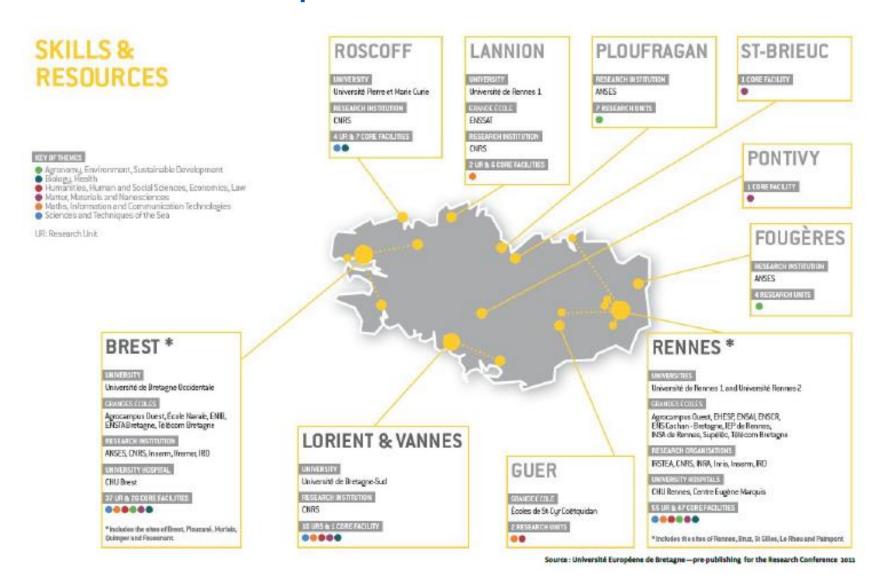








Research & Development



International Clusters

4 RENOWNED INNOVATION CLUSTERS: VEHICLES—FOOD —MARINE TECHNOLOGIES — DIGITAL



WWW.ID4CAR.ORG

> SPECIFIC AND GREEN VEHICLE / MOBILITY

- Engineering product & process manufacturing
- Materials & vehicle architecture
- Intelligence of embedded systems
- Specific uses & customer value



WWW.POLE-VALORIAL.FR

> FOOD OF TOMORROW

- Animal and human health and nutrition
- Microbiology and food security
- Innovative technologies (process, packaging)
- · Funtional ingredients



WWW.POLE-MER-BRETAGNE.COM

> SECURITY AND SAFETY, SUSTAINABLE DEVELOPMENT

- Maritime safety and security
- Shipbuilding and leisure boatbuilding
- Marine energy resources
- Marine biological resources
- Environmental and coastal planning and development



WWW.IMAGES-ET-RESEAUX.COM

> INTERNET OF THE FUTURE

To invent the most relevant and promising products and services in the field of new digital content and Future Internet.

Other Clusters

Bretagne ranks 3rd as the most awarded region in France in terms of networks

In January 2011, 5 new Breton business mini-clusters have been accredited by the DATAR (Planning and Regional Action Delegation of the French Republic), bringing to 9 the number of Breton Business mini-clusters certified "grappes d'entreprises". Bretagne therefore ranks 3RD

AS THE MOST AWARDED REGION IN FRANCE in terms of networks.

PHOTONICS BRETAGNE [LANNION]

Federates the strenghts in Bretagne in the photonics industry.

HTTP://PERFOS.COM/FR/ACTUALITES-PERFOS HTML

IEF AERO [BREST]

Aeronautics Space Defense Expertise on high added value technologies. WWW.IFF-AFRO.FR

PECHES DURABLES DE BRETAGNE [QUIMPER]

Breton fishing industry and sea products.

BREIZPACK [QUIMPER]

Network of manufacturers of packaging in Bretagne.

WWW.BREIZPACK NET



INTER BIO BRETAGNE [RENNES]

Interprofessional network of the breton organic food industry...

WWW.INTERBIOBRETAGNE.ASSO.FR

BRETAGNE SUPPLY CHAIN [RENNES]

Improve the regional logistics Effectiveness

PMNS [CESSON-SÉVIGNÉ]

Improve the quality and quantity of the supplying sources of marine algae.

A L'OUEST DES DENTS [BRUZ]

Promote the development of people and companies in the denture industry.

WWW.ALOUESTDESDENTS.COM

LES ARTICULTEURS [REDON]

Conception and diffusion of mutualized and innovative cultural action creating an economic development rewarding people and inheritance of a territory.

WWW.ARTICULTEURS.ORG

Technopoles



TECHNOPÔLE BREST-IROISE

 Association working on the economic develop-

ment of the territory through innovation, support the creation of innovative companies

- 200 members
- 2,600 people work in the 88 companies on-site



TECHNOPÔLE QUIMPER-CORNOUAILLE

. The technopole aims for the regional ECONOMIC development of innovative companies on agro-food, packaging, fishing, fish farming, marine biotechnological applications, IT.



TECHNOPÔLE LORIENT INNOVATION

ages the economic develop-





TECHNOPÔLE LANNION TREGOR (ANTICIPA)

- . The technopole Anticipa Lannion gets a worldwide reputation in the fields of telecommunications and optics.
- 4.000 students
- 12 higher education establishments



ZOOPOLE -PLOUFRAGAN

 ZOOPOLE, a network of skills, dedicated to Livestock Production, Animal Health and Food Safety.

50 private and public organizations



RENNES ATALANTE

 Its aim is to stimulate the expansion and location of technology com-

panies in the Ille et Vilaine area and to encourage the start-up of new activities with high added value.

- 266 members
- Nearly 60 000 students

The Technopole encour-

ment based on innovation in the Lorient area, ie: «Eurolarge Innovation», a structure created by the Technopole.

Bretagne

Key sectors

The Glaz Economy: 11 leading sectors

Sectors of excellence

Agrifood

Naval & yachting

Digital technologies

Vehicle & mobility

Defence & security

Tourism

Emerging sectors

Marine renewable energies

Biotechnologies

Health

Greenbuilding

Green business

Agriculture & livestock

- 1st farming region of France
- 1st livestock region in Europe
- 15 800 milk & dairy producers
- 56% of French pork is produced in Bretagne
- Hightech farms
- An innovative genetics technology
- A concentration of skills & experience
- A leader region for breeding
- A high range of gardening products





Agriculture & livestock Farm equipment



A great number of actors, a wide range of skill:







Farm equipment

Arland (spraying), Armor Industrie (spreading), BCMH (harvesters), Emily (tractors, loaders), Fournial (components & consumables), Jeantil (farm equipment & spreading), Magsi (buckets & handling accessories), MX (loaders), Pichon (slurry tankers, muck spreaders, loaders), Remorque Rolland (trailers), Sparex (tractor components), Sulky Burel (seed drills, fertiliser spreaders, soil preparation)...

Farm building, farm equipment, genetics

Acemo (breeding preparation & distribution), Asserva (automatic solutions for farms, heating & ventilation), Galvelpor (farm equipment), I-Tek (porcine farm internal equipment), RV Biotech (porcine farm equipment), Sérupa (chicken houses, industrial/commercial buildings, storage areas), Sodalec (farm electronic equipment), Tuffigo-Rapidex (farming building, complete solutions)...

Water treatment & higiene

AEB, Bézy, Denitral, Evalor, Ocène, Odipure, Planète Biogaz, Sil, UFAB









Agrifood













A wide range of products

Meat, fish, sea food, delicatessen, fruit and vegetables, biscuits, dairy products...

Quality & traceability

Breton companies focus on the quality and safety of their products and processes *IFS, BRC, ISO* 9001, 14001 and 18001, HACCP

Regional authenticity

Traditional produce and products with incomparable flavours, that respect nature. Bretagne is also the leading region for organic products in France.

Strong innovation

Optimized processes, recognized and award winning innovations, an industry cluster dedicated to food research.



























LACTALIS











Bonduelle









15/INTERNATIONAL INVESTMENT IN BRETAGNE'S AGRIFOOD SECTOR

111 locations, 8,570 employees, 23 nationalities. 25% of foreign companies based in Bretagne work in the agrifood sector.

(see the names of the companies on the back of the map)



IT Telecom Electronic









Invented & developed in Bretagne:

1962: First satellite live broadcast (Telstar)

1970: PBX digital technology

1980: ATM (Asynchronous Transmission Mode)

1995: The MP3 technology

2006: HD Wireless produced and broadcast







KENWOOD



Bretagne is currently the **number 2 area in France** for Communication and Technology..

- 35% of public research is localised.
- Over 3,500 researchers of the highest level.
- 650 specialist companies, 56 dedicated laboratories within 4 universities and elite schools, representing 42,000 jobs, 15,000 of which are in research.
- Prestigious specialized high schools : Telecom Bretagne, ENSSAT, INSA, ENIB, SUPELEC, ENS Cachan, ESAT, ISEN











Sagemcom

















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TI Telecom Electronic - Sub sectors

Télécommunications

Operators, network equipment manufacturers, network solutions, network surveillance, wireless technology

Companies: Alcatel-Lucent, AMG Microwaves, Astellia, Cisco Systems France, Orange Labs, Mitsubishi Electric ITE, Renesas Design France, Sacet, Sagem Communication...

Broadcasting / Multimédia

video, compression, transmission, television, internet, radio

Companies: <u>Digidia</u>, <u>Enensys Technologies</u>, <u>Envivio</u>, <u>Iwedia Technologies</u>, <u>Streamezzo</u>, <u>Sodielec</u>, <u>TDF</u>, <u>Teamcast</u>, <u>Thomson</u> R&D France, Viaccess...

Electronics

semiconductors, circuit board, built in circuits, microelectronic circuits, home automation, automated systems

Companies: Alliance PCB, Canon Bretagne, Deltadore, Deti, Estar System, Innovason, Intercept Tregor, Jabil, Kenwood Electronics Bretagne, Lagassé Communications & Industries, Lithos, Sofrel, TES Electronic Solutions, Thales Microelectronics, Vity Technology...

RFID (Radio Frenquency Identification)

RF design, applications and solutions, RF tags, RF readers, smartcards, smart labels, identification, machine to machine

Companies: Allflex Europe, Atlantic RF, Ijinus, IRIS-RFID, Kerlink, Niji, Oberthur Card Systems, Siren, Spie Ouest...

TI Telecom Electronic - Sub sectors

Precision, imaging, mesuring

Optics

fibre optics, industrial products, lenses, lasers, military and research applications

Companies: <u>Adlightec</u>, <u>Atlanthys</u>, <u>Breizh Tech</u>, <u>Cleode</u>, <u>Edixia</u>, <u>Ekinops</u>, <u>Idil</u>, <u>Keopsys</u>, <u>Oxxius</u>, <u>SmartQuantum</u>, <u>Tietronix</u> <u>Optics</u>, <u>Umicore IR Glass</u>, <u>Yenista Optics</u>...

IT services

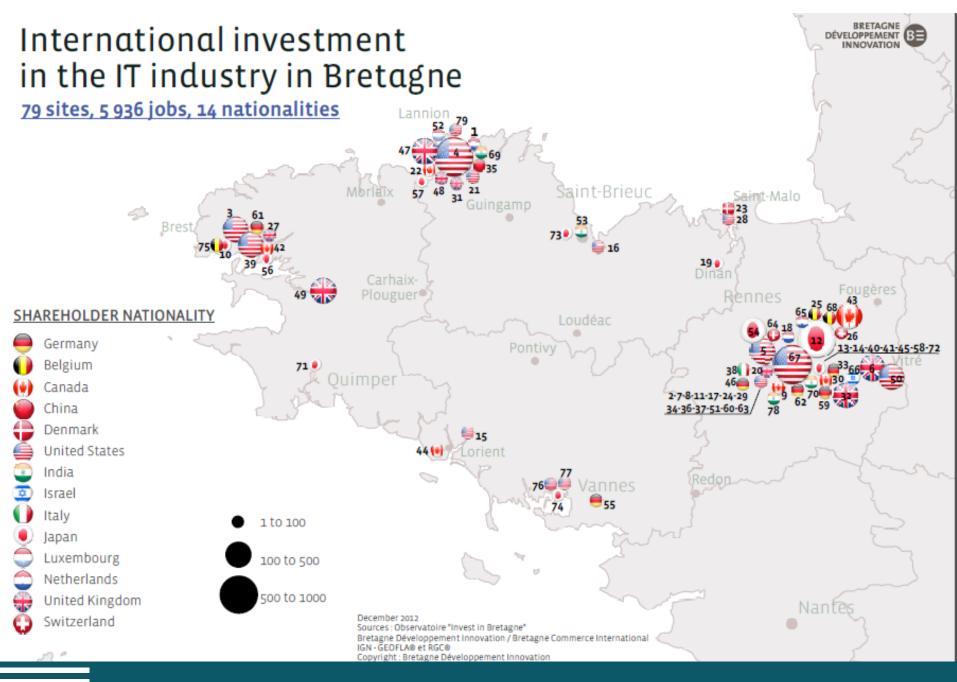
engineering, integration, application development, ITS

Companies: Atos Origin, Cap Gemini, ERTF, Hommes & Process, Isatech, Meti, Neosoft, Retis, Silicomp-AQL, Sodifrance, Somaintel NCI, Teamlog, Turbo Concept...

Content providers

digital media producers, content integrators, gaming, web agencies

Companies: Archivideo, Artefacto, Azimut, Bluefox, Boozter, Digital Media, France3, Guillemot Corporation, Imagili, Hippocampe, Les Pages Jaunes, Le Télégramme, Ouest France, TF1, Ubisoft...



Vehicle & mobility









Intelligent transport & embedded systems
 C2 Innovativ' Systems, DIXID, ECA Faros, Estar, Greensys, Groupe Lacroix, Kerlink, Kereval, IETR, Lead Tech, Design, Newscape Technologies, Satimo...



Automotive industry

Barre Thomas, Bretagne Ateliers, Clemessy, Cooper Standard, DelphiEffitech, Faurecia, Legris Autoline, Loupot, MCI, OET, PSA, Sanden, SBFM, SPPP, Visteon...

Bolloré

Special vehicles
 2MB International, Autostar, BA Systems, Centigone, Gruau, Maurice Constructeur



 High tech & prototype equipment Actuaplast, AMPIA, Creaform, SMM56, SOTIRA...







7 grandes écoles & centres de recherches





- Innovation & intermodality
 - Leader of intermodality (cycling, car sharing, sharing service)







Sea Innovation & Business





Some figures:

- 2,700 km of coastline (40% of French coast)
- 2,900 researchers (50% of marine-related research in France)
- 50,000 jobs linked to maritime activities (excluding tourism)





THALES



Main sectors

- Maritime safety and security
- Ship engineering, maintenance and services
- Exploitation of marine energy resources (oil, currents, wave, tide)
- Exploitation and development of marine resources (fishing, biotechnologies)
- Environmental and coastal management















Ship building

Fourth biggest industrial sector in Brittany, this rapidly expanding sector covers the construction and repair sites of navy, military (despite the recent restructuring in Brest and Lorient) and civilian ships used for fishing, pleasure cruises, oceanography and passenger transport.

The sector's leading companies are based here, notably <u>DCNS</u>, <u>Sobrena</u>, <u>STX</u> and <u>Chantiers Piriou</u>. This has made it possible to create a comprehensive industrial setup which covers all the professions required for building the biggest civilian and naval vessels in the world:

Naval architecture
Project management
Ship building
Repairs and modernisation
Design and supply of equipment
Integration of built-in systems
Testing facilities and putting them into service
Logistics, maintenance and associated

The whole of this comprehensive chain works consistently from designing ever more innovative products with the latest technology, for the benefit of its clients.

















Sea Craft









Brittany is the ideal home for the most innovate of projects, making it easy to test new products through direct practice or through competitions. Water activity related businesses in Brittany therefore benefit from a network of partners and sub contractors to aid synergy and to make innovation part of all areas of the sector:



Technical innovations

- hydrofoil, kite surfing and the hobbycat all originated in Brittany
- symbolised by emblematic companies: <u>Guy Cotten</u>, <u>Plastimo</u>, <u>Bic Sport</u>, <u>NKE</u>



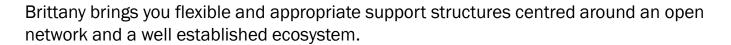


Innovation in services

- Les Glénans, Number one sailing school in the world
- Courses dedicated to water activity related jobs
- Forecasting research projects: <u>Previmer</u>, Previcote
- Exceptional sailing events: <u>Les Tonnerres de Brest 2012, Volvo Ocean Race to Lorient</u>, <u>Route du Rhum</u>, <u>Course du Figaro</u>,

Technological innovations

- in laboratories (<u>Ifremer</u>, <u>University of Southern Brittany</u>, IT simulations, test systems...)
- in schools, universities and training centres offering a complete training system
 with competitive research in new offshore racing products, new environmentally friendly
 equipment, new learning products to increase numbers taking part







Defence





A dense and structured network with over 500 organizations



The industry can rely on a wealth of technological and human potential for its future development. Furthermore, a vibrant and structured network is in place ready to take on the strategic challenges facing France.



A network of businesses serving defence requirements

A network of over 383 regional businesses operates in the Defence and Security sectors, with most of these companies covering both civil and military markets. Among these, two major industrial contractors can be pointed out:

<u>DCNS</u> – a leader in naval defence. The Group is recognised worldwide for its exceptional know-how in designing, building and servicing surface combatants and submarines. It also develops solutions in civil nuclear engineering and marine renewable energy.

<u>Thales</u> – a world leader in high-tech solutions for aerospace, transportation, defence and security markets. With a staff of 65,000 including 2000 based in Bretagne, Thales' unique capabilities allow it to design and deploy equipment, systems, and services to meet even the most complex security requirements.

(The most prominent customer with regard to the defence technological and industrial base is the French state's defence procurement agency, <u>DGA</u>. Its mission is to oversee major defence programmes, prepare defence systems for the future and to promote arms exports. In Bretagne, DGA has two divisions, one near Rennes specialising in information management, and the other in Brest, focussing on naval capabilities.)

Tourism



- 4th region in France for tourism
- 7,1% of the French market share
- 45 903 jobs on average per year

Green, maritime or cultural tourism: thanks to the diversity of its landscapes and the richness of its heritage, stays in Brittany can be very varied. Fourth biggest region in France for tourism, Brittany can be discovered at your own pace according to your own interests, on holidays which mix authenticity and new experiences.

Bretagne

New growing sectors

Marine Energy



Outstanding natural energy potential

The sea provides us with several sources of renewable energy: currents, tides, waves, thermal exchanges, differences in salinity, and of course wind. With the longest coastline (2 730 km) in France, as well as strong currents, regular wind patterns and the strongest tides in Europe, Bretagne has great potential for testing,

experimenting and harnessing all these energy sources.

Research & Development capabilities unparalleled in Europe

Bretagne alone is home to 50% of the French marine science and technology skills base. The following are the main Bretagne-based R&D and innovation stakeholders:

- France Energies Marines: An institute for energy transition dedicated to Marine Renewable Energy.
- Pôle Mer Bretagne-Atlantique: Sea Innovation and Business Cluster
- ENSTA Bretagne: Engineering college and research centre in mechanics (hydrodynamics, materials, offshore structure stability, robotics, hydrography).
- Ifremer: National Research institute focussing on hydrodynamics, marine meterology, materials behaviour, oceanography, etc. Ifremer is equipped with test basins.
- DCNS: The DCNS group manages a Marine Renewables Business Unit bringing together some of its expertise in this area. This business unit develops many innovative projects.

Industry-led projects

MRE projects that are developed by Bretagnebased firms are able to benefit from an R&D setting conducive to trade: Actimar, Altran-Ouest, Areva, Blue Water Shipping, CLS, DCNS, EDF EN, EDF, Heos Marine, In Vivo, Marinelec Technologies, Meteogroup, Nass&Wind, Nowak SAS, Open Ocean, RTSYS, Sabella, SDVI, STX Europe, Veolia Environnement, etc.



Biotechnologies

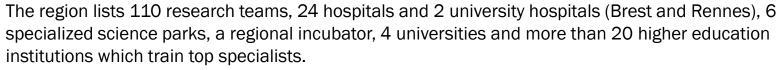






A Network of Excellence

Brittany is a considerable way ahead in biotechnologies. Equipped with ultra-modern research facilities, it is active in a number of fields: the cellular cycle, hepatology, medical imaging, cellular therapy, and vectorization.



Effective, ultra-modern research is the product of close partnerships between laboratories, university hospitals, French blood centres, cancer research centres, and medicine and pharmacy faculties

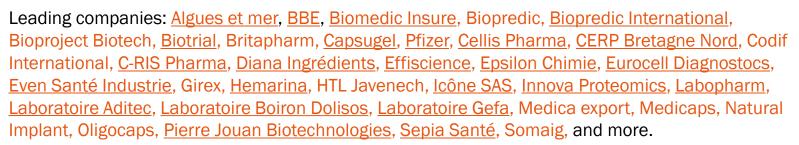






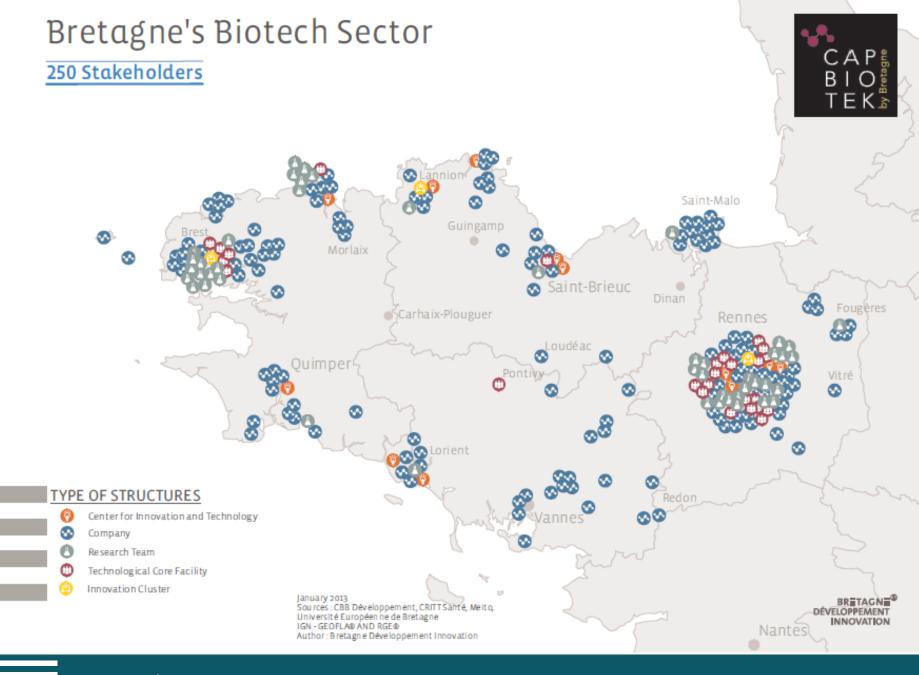
A Market of 160 Specialized Companies

Applications: medical multimedia communication, medical imaging, diagnostics, nutrition/health, clinical pharmacy, medical consultancy services, biomaterials, new medications and treatments.









Focus on « Blue Biotechnology »



Brittany sets itself apart in biotechnology and through its proximity with the marine world. It has been able to bring these two worlds together, thus creating a sector of excellence for the region.

Natural assets thanks to a wide range of marine resources: 2,700km of coastline, 700 species of seaweed, 70,000 tons of seaweed harvested per year in Brittany.

- 1st région in France for marine cosmetics
- An international innovative cluster: Pôle Mer Bretagne 10 financed biotechnology projects for a
 total sum of €26.5M in research and development
- Leading companies as well as innovative start-up businesses: <u>Goëmar</u>, <u>Capsugel</u> (Pfizer), <u>Diana Naturals</u>, <u>Aes Chemunex Sa</u>, Codif International SAS, <u>Agrimer</u>, <u>Sciences et Mer</u>, <u>Cargill</u>, <u>Danisco</u>, <u>Aléor</u>, <u>Biocean</u>, <u>C-Weed Aquaculture</u>, <u>C.RIS Pharma</u>, <u>Manros</u>, <u>Hemarina SA</u>, <u>Kervita</u>, Somaig...
- 30 internationally known research centres (including Ifremer, Lebham...)
- Technological platforms and networks of excellence: <u>Ouest-génopole®</u> and <u>Europole Mer</u>.
- Dedicated innovation support structures: technical centres, <u>CEVA</u> Algae assessment centre, <u>IDMer</u>, CRITT <u>CRITT Santé</u>, <u>CBB Développement</u>, <u>Bretagne Biotechnologie Végétale</u>, and technology centres: <u>Bretagne Valorisation</u>, <u>Marine Genomics Europe</u>

Green business



Because of its history, location and economy, Bretagne always attached importance to environment and energy topics. As such the Region supports strongly the development of this new dynamic and innovative sector which assembles more than 100 operators and many skills:

- Eco-construction
- · Town planning, ecological engineering
- Intelligent energy networks, energy efficiency, smart grids
- Green mobility
- Renewable energies (solar, wind, EMR, biogas...)
- Water treatment
- Air Treatment
- Soil Treatment
- Waste processing
- Biomass upgrading
- Services and consulting regarding energy & environment

Several clusters federate the companies of the sector and support their projects:

- Eco-origin (60 members)
- Bretagne Eco-Entreprises (80 companies)
- Abibois







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