

CBI MARKET SURVEY

THE CHEMICALS MARKET IN FRANCE

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Report summary

This CBI market survey discusses, amongst others, the following highlights for the market for chemicals in France:

- Compared to other EU countries, France is a chemicals player of medium importance. Its chemical sector is characterised by a relatively large pharmaceutical and organic chemical sector.
- The demand for chemicals showed a strong average annual growth rate of 3.5% between 2001 and 2005 and amounted to € 86 billion in the latter year. The production value was 2% higher in 2006 than in 2005 and amounted to € 96 billion. For 2007, growth is expected to be slightly higher than in 2006.
- France is one of the larger importers of chemicals in the EU. In 2006, its imports had a value of € 5.8 billion. However, its imports decreased by 2% annually between 2002 and 2006 and the value of its exports fluctuated.
- Developing countries play a minor role on the market for chemicals in France. Their market share is only 5% and their supplies are increasing at a slow rate of 4% annually. It seems that France is focusing more on intra-EU suppliers. However, for the future it is expected that French firms will increasingly work together with companies in developing countries in partnership relations.

This survey provides exporters of chemicals with sector-specific market information related to gaining access to The Netherlands. By focusing on a specific country, the survey provides additional information, complementary to the more general information and data provided in the CBI market survey covering the EU chemicals market.

As you will notice in this survey, much trend-related information is similar to that for the EU in general. Interview results showed that most of the major trends in individual countries are the same as the ones identified in the CBI market survey covering the EU chemicals market. This is due to the fact that the chemicals market is a very international market. Some countries export more than half of their chemical production. Moreover, the chemicals market is a very mature market, featuring commodities and many complex products which all have their own specific application. As this survey does not allow for the description of all of these individual products and is limited to four product groups¹, trend information is also mainly limited to those trends which are relevant to the entire chemical industry. Therefore it is recommended that you read this survey together with the CBI market survey covering the EU chemicals market.

That survey also contains an overview and explanation of the selected products dealt with, some general remarks on the statistics used, as well as information on other available documents for this sector. It can be downloaded from <http://www.cbi.eu/marketinfo>.

1. Market description: industrial demand and production**Industrial demand*****Total market size***

- France has the third largest industrial demand for chemicals in the EU, accounting for 15% of total EU industrial demand for chemicals.

¹ Inorganic chemicals, organic chemicals, dyes & pigments and oleochemicals.

- In 2005, total French industrial demand for chemicals amounted to € 86 billion, which represents an annual average increase of 4% for the period 2001-2005. This increase is slightly stronger than the EU25 average (European Chemical Industry Council (CEFIC), 2006).

Table 1.1 Industrial demand for chemicals in the EU and France, 2001-2005, in € million

	2001	2003	2005	Average annual growth
EU25	496,581	507,835	564,598	3.3%
France	75,224	78,022	86,449	3.5%

Source: CEFIC (2006)

Trends in industrial demand

The production level of the French chemical industry increased in 2005, compared to 2004, which was mainly due to strong demand from the domestic market. This growth has been stimulated by relatively high levels of household consumption. In addition, higher production levels in certain industrial sectors and good performance by the construction industry boosted the demand for chemical products.

The developments in the demand for chemicals vary for the different sub sectors:

- According to industry sources, steady demand in France is expected for organic and inorganic chemicals, as well as growing demand for some specialties.
- Demand for dyes and pigments, which are highly dependent on the textile demand, are not on the upswing and this activity is not so important in France, even when including titanium oxide.

Production

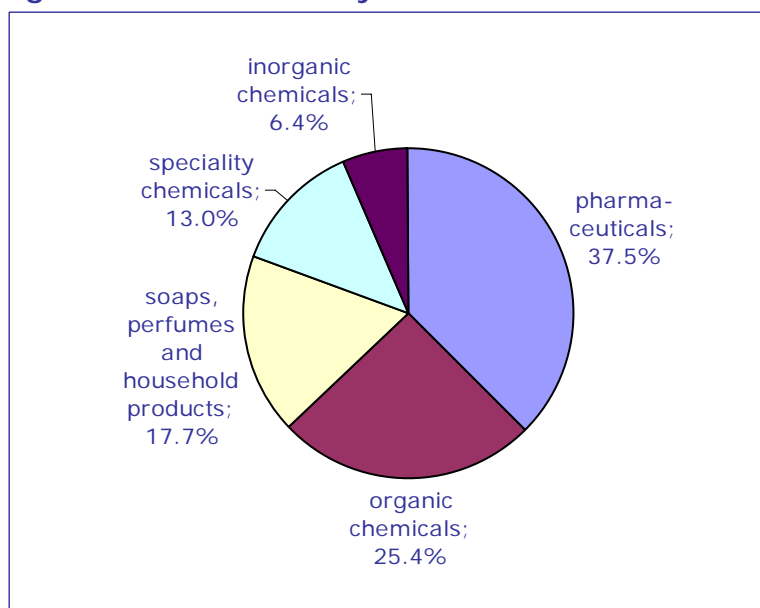
Total production

- The French chemical industry is the fifth largest in the world, after those of the United States, Japan, Germany and China (French Chemical Industry Association (UIC), 2007).
- France has the second leading chemical industry in the EU, accounting for 16% of the turnover of the entire European chemical industry in 2005 (CEFIC, 2006).
- In 2005, the turnover of the French chemical industry amounted to € 96 billion, representing an annual average growth rate of 3%, which is the same as EU25 average. However, according to UIC, production did not grow at all in 2006.
- In 2005, the French chemical industry was the second largest industrial sector in France, after the automotive industry.

Product groups

The market can be segmented according to the various sub-sectors. In France, the pharmaceutical sector was the main sector, with more than 37.5% of total turnover coming from this sector in 2005 (UIC, 2006). According to the IMS retail drug monitor, retail sales of pharmaceutical products increased by 5% in 2005, amounting to € 34,316 million. Another major sector is the organic chemical sector, which was responsible for 25.4% of the total turnover. Although not the largest sector, 'soaps, perfumes and household products' is a particularly interesting sector. Compared to other EU countries, this sector has a very large share in the total chemical sector. For this reason, France also has a large market for oleo chemicals. Moreover, this sub-sector is one of the best performing sectors in the French chemical industry. In 2005 and 2006, the volume of production of these products increased by 4.4% and 5.1% respectively.

Figure 1.1 Breakdown by sector in % of total turnover in 2005 (€ 95.7 billion)



Source: UIC (2006)

The performance of the French chemical industry in 2005 remained extremely variable between the different sectors, because not all sectors are affected by the same growth stimuli. Table 1.2 below shows the growth rates for the various sectors.

Table 1.2 Production growth in volume, in %

Sector	2004	2005	2006
Soaps, perfumes, detergents	-2.5%	7.8%	4.4%
Organic chemicals	0.7%	4.7%	0.7%
Pharmaceuticals	6.7%	3.4%	6.7%
Specialty chemicals	3.9%	-2.4%	-5.7%
Inorganic chemicals	-0.4%	-3.7%	-1.9%
All chemicals excluding pharmaceuticals	0.5%	3.0%	0.0%
All chemicals	3.2%	3.2%	3.0%

Source: UIC (2006 & 2007)

- The soaps, perfumes and detergents sector showed the strongest production growth in 2005, which was mainly due to the restructuring of product lines within enterprises, such as the development of new products. The growth continued in 2006, stimulated by a growing and ageing population.
- The average annual production levels for organic chemicals rose significantly in 2005, compared to 2004. This was mainly due to a significant growth in demand for a wide range of its products. It benefited from the healthy state of the construction industry and strong demand from foreign markets. In 2006, growth was much smaller, due to certain maintenance activities at petrochemical production sites, which hampered production.
- The pharmaceutical sector did not grow as much in 2005 as in 2004, since this sector experienced severe competition in the field of generic medicines, mainly from subsidiaries based outside France. As in other European countries, it also has concerns about regulations regarding health policies. In 2006, production was up again. However, this was mainly the result of exports. Production for the domestic market only grew at a low rate as measures by the government to limit expenditure on medicines had a negative impact on sales.
- The production levels of specialty chemicals fell in 2005, compared to 2004, as a result of a decreased demand from both France and from export markets. Exports were also adversely affected by unfavourable currency exchange rates. They continued to fall in 2006 as

demand from the automotive industry was weak and competition from imports was strong. High raw material prices added to the decline as they pushed margins down. The production of agrochemicals decreased mainly due to unfavourable weather conditions, which had a negative impact on demand by agricultural producers. Regulatory pressure also hampered production. The only growth factor was the construction industry, which had a notably good impact on the production of paints & coatings.

- The decline in the production of inorganic chemicals in 2005 was mainly due to the closure of a number of significant manufacturing plants of basic inorganic products. The continued decline in 2006 was mainly the result of increased gas prices (+32%), which led to smaller margins for the producers and a subsequent smaller fertilizer production. The unfavourable climatic conditions and buyers' resistance to the increased prices also contributed to the decline of the production of inorganic chemicals. Another factor of importance was the closure of a production site for chloride and derivatives. Finally, the production of dyes and pigments decreased as a result of stable demand and competing imports.

Major players

In 2005, the chemical industry in France consisted of 1,213 enterprises. The French chemical industry was the second largest employer of the entire EU chemical sector after Germany, with the United Kingdom in third place. In 2005, it employed 231,424 persons, which was almost 13% of the workforce of the European chemical industry. The major players in France are described below.

- Clariant is a large producer of intermediates for agrochemicals and pharmaceuticals. In other divisions, the company also produces large amounts of specialty and performance chemicals. Some products are bought from companies in developing countries. Clariant's activities are business-to-business, selling mainly to end-user industries, as well as to agents and distributors.
- Arkema is a publicly listed company, which was spun off from Total (a major European oil company) in May 2006. The company includes all of the chemical businesses of Total, with the exception of petrochemicals. Arkema is an important player in sulphur-containing chemical products, which can be used in a wide range of applications. Arkema is involved in purchasing raw materials and intermediates from other countries. Arkema's activities are business-to-business, and its main types of customers are industrial clients. They also sell via agents and distributors.
- SNPE is a state-owned French company. The chemicals division is involved in the manufacture of intermediates for agrochemicals and pharmaceuticals. The other activities of the company involve the manufacture of all sorts of explosives. The company also manufactures the rocket fuel for the European Ariane space programme. SNPE is heavily involved in co-operation with companies in developing countries. SNPE does not sell products to the consumer market. All sales are to other industrial end-users, sometimes via agents and distributors.
- Rhodia is a company which is involved in the manufacture of chemical intermediates and performance and specialty chemicals. They buy some products from developing countries. Rhodia is only involved in business-to-business activities. In some markets, this is done through agents and distributors. In 2006, Rhodia sold its pharmaceutical custom manufacturing business to the Indian company Shasun Chemicals & Drugs Ltd.
- Air Liquide is an international group specialized in industrial and medical gases and related services. It supplies oxygen, nitrogen, hydrogen and many other products and services to industries.

Trends in production

Some sites transferred their manufacturing operations to Eastern Europe and to countries such as China and India, with the aim of reducing production costs. However, according to industry sources, outsourcing does not play a significant role currently.

The pharmaceutical sub-sector experienced serious competition in the field of generic medicines, mainly from subsidiaries based outside France, owned by large groups. As in other European countries, this is also related to regulations regarding health policies.

According to industry sources, overall production levels for the inorganic chemicals sector are expected to reach a growth rate of around 1.9% in 2007, thus compensating for the slowdown experienced in 2006. In 2008, better management of existing capacity is likely to sustain this pace.

Production by the organic chemicals sector was expected to rise 2.3% in 2007. This growth rate is slightly lower than the average growth rate over the last 10 years. Production in the specialty chemicals sector (excluding chemicals used for photography) will continue to be fuelled by the construction industry and private consumption, which together form the core base of demand from the domestic market. The outlook for 2008 remains positive, given an expected boost in demand from the automotive sector. Expected growth rates for 2007 and 2008 for this sector are 1.3% and 2.1% respectively.

Production levels for the soaps, perfumes and household products sector look promising for both 2007 and 2008 owing to high household consumption levels across all markets. An annual average growth rate of 4.4% is expected for 2007 and 5.3% for 2008 (UIC, 2007).

Opportunities and threats

The growing industrial demand for chemicals offers increasing opportunities for producers of chemicals in developing countries. According to various chemical companies, French firms will increasingly work together with companies in developing countries in partnerships. The know-how in these relationships will be kept under the control of the French companies. So far, the products coming from developing countries have proved to be satisfactory and reliable. Therefore, it is expected that the chemical market in France will provide many opportunities to firms in developing countries.

However, not all products have good chances of finding a market in France. Decreased production of fertilizers, compensated by increased imports, cause lower demand for intermediates for these products.

Useful sources

- Interesting sources for obtaining information on the industrial demand and production of chemicals are firstly encountered in the CBI market survey covering the EU market for chemicals.
- UIC, Union des Industries Chimiques - www.uic.fr
- CEFIC, European Chemical Industry Council - <http://www.cefic.org/factsandfigures>
- The National Institute of Statistics and Economic Studies (INSEE) of France can also be a source of information - http://www.insee.fr/en/home/home_page.asp.
- ChemIndustry.com, <http://chemindustry.com/index.html> is also of interest, both for chemical information as well as finding companies in France.

2. Trade channels for market entry

Trade channels

In general, the same trade channels apply to France as in the rest of the EU. These channels have been described extensively in the CBI survey covering the EU market for chemicals.

Focusing on France, there is a number of routes which lead from a producer of chemicals to the final customer. Open market places are not generally used in the chemical sector. The main distribution channels are distributors, agents and traders. In addition, e-business has become increasingly popular in the chemical industry.

The distributor plays a key role in the chemical sector. Distributors take care the marketing. They search for customers and they are responsible for the logistics. Especially for end-users, who need a lot of different performance chemicals, it is efficient to buy them from one source. Distributors obtain various materials from a variety of different companies and can offer complete packages of all the products that producers need. Although the payment risk is low, the downside is that the producer does not gain customer contact and/or market knowledge, because these 'belong' to the distributor. He also takes part of the added value, so the producer has a lower margin.

Agents sell the product on behalf of the manufacturer. When they have sold a product they pass on the order to the manufacturer, who then supplies the product to the buyer. The manufacturer invoices the client, and pays a commission (pre-arranged percentage of the sales value) to the agent. Most agents will also take care of the logistics (for a fee). A typical problem when working with agents is that the agent is torn between being loyal to his principal (the manufacturer) and his clients.

Traders are only interested in buying and selling products. They never see any product, and sometimes they resell products within the hour. They are normally only interested in larger quantities of material. Their margin per tonne is low and hence they need high volumes to generate sufficient money.

Many of the players in the trade of chemicals in France are united in the Union Française du Commerce Chimique (<http://www.ufcc.fr/>).

The following overview presents the leading companies in the chemical sector in France.

Leading chemical companies	Website
Clariant	http://www.clariant.com
Arkema	http://www.arkema.com
SNPE	http://www.snpe.com
Rhodia	http://www.rhodia.com
Shasun Chemicals & Drugs Ltd	http://www.shasun.com
Air liquide	http://www.airliquide.com

Trends

E-business, is increasingly used by large chemical corporations, but it was not clear whether it is playing a relevant role in France. However, the chemical industry is considered among the best suited for e-commerce because it is fragmented and covers a variety of widely used products; has global reach; and includes multiple companies which, as each others' customers and suppliers, will benefit from being connected. Today, there are more than 40 third-party sites for buying and selling chemicals, and many more offer related services, technology, or information.

Useful sources

Information about distributors in the (chemically) most important countries in Europe can be found at the website of the European Association of Chemical Distributors - <http://www.fecc.org>. The site links to the websites of the various national Associations of Distributors. Those sites have lists of their member companies, providing details and often links to their individual websites.

E-business marketplaces can be found in the CBI market survey covering the EU market.

3. Trade: imports and exports

Imports

France is the fifth largest EU importer of chemicals, but for the product groups inorganic and oleo chemicals, France is even ranked second. In the period 2002-2006, its total chemical

imports decreased by 2% annually, from € 6.4 billion/ 2,855 thousand tonnes to € 5.8 billion/ 3,166 thousand tonnes. France is actually one of the few EU countries where imports of chemicals decreased in the period reviewed. The imports consist for 64% of organic chemicals, for 21% of oleo chemicals, for 9% of dyes and pigments and for 7% of inorganic chemicals.

France's largest EU supplier is Belgium (€ 1.4 billion), which is the leading chemicals exporter of the EU and is a neighbouring country of France.

Although total imports decreased, imports from developing countries increased slightly, by 4% annually. Developing country suppliers have a 5% share in French chemical imports. The largest developing country supplier is China (with imports worth € 105 million). Other developing country suppliers are Surinam, Jamaica and India.

Table 3.1 Imports by France and leading suppliers to France, 2002 - 2006, € billion / share in % of value

Product	2002 € mln	2006 € mln	Leading suppliers in 2006 (share in %)		Share in French imports
Total chemicals	4,652	4,356	Intra-EU:	Belgium (24), Germany (15), UK (10).	75%
	1,769	1,485	Extra-EU excl DC:	USA (11), Switzerland (6), Japan (2).	20%
			DC*:	China (2), Surinam (1), Jamaica (1), India (1).	5%
	256	301			
Dyes and pigments	340	295	Intra-EU:	Germany (22), Belgium (11), The Netherlands (9).	58%
	257	210	Extra-EU excl DC:	Switzerland (27), USA (7), Japan (1).	36%
	23	29	DC*:	China (3), India (1), Argentina (1), Thailand (0.4).	6%
Inorganic chemicals	148	221	Intra-EU:	Germany (20), Greece (16), The Netherlands (6).	57%
	147	168	Extra-EU excl DC:	USA (3), Japan (1).	9%
	126	135	DC*:	Surinam (18), Jamaica (14), China (2), Kazakhstan (1).	35%
Oleo chemicals	1,175	1,164	Intra-EU:	Belgium (26), Germany (26), UK (12), Italy (10).	96%
	57	53	Extra-EU excl DC:	USA (2), Switzerland (1).	4%
	3	5	DC*:	China (0.1).	0.4%
Organic chemicals	2,988	2,676	Intra-EU:	Belgium (27), UK (11), Germany (11).	72%
	1,307	1,054	Extra-EU excl DC:	USA (15), Switzerland (5), Japan (3).	24%
	104	132	DC*:	China (2), India (1).	4%

Source: Eurostat (2007)

*Developing Countries

The share in imports from developing countries is most substantial for inorganic chemicals. The share in imports of this product group was 35% in 2006. Surinam accounts for 18% of France's inorganic chemical imports and Jamaica accounts for 14%. Between 2002 and 2006, total imports of inorganic chemicals increased by 7% annually, amounting to € 386 million/ 892 thousand tonnes. Major contributions to this increase were made by Greece (+40% annually), The Netherlands (+17%) and Surinam (+13%).

Imports of dyes and pigments decreased by 4% annually in the period 2002-2006, amounting to € 505 million/ 111 thousand tonnes in the latter year. Developing countries imports increased by 5% annually in the same period, but their share in imports remains limited.

Imports from China increased particularly fast, by 28% annually. In contrast, imports from India and Argentina decreased by 8% and 9% respectively.

Imports of organic chemicals decreased by 3% in the period 2002-2006, amounting to € 3,730 million/ 986 thousand tonnes. Although supplies from developing countries increased by 6% annually, their share in imports is still limited at 4% of total imports of organic chemicals. China and India are the leading developing country suppliers. They increased their supplies to France by 6% and 20% respectively.

Between 2002 and 2006, imports of oleo chemicals remained stable, amounting to € 1,217 million/ 1,178 thousand tonnes. Among the principal suppliers of oleo chemicals to France are Belgium, Germany, the UK, Italy and Spain. Of the supplies by these countries, only the supplies from Spain decreased (-8% annually). Developing countries play a minor role in supplies of oleo chemicals to France. Although imports from these countries increased by 19% in the same period, their share remained negligible.

Exports

France is ranked fifth among EU exporters, with exports fluctuating between € 5,249 million/ 2,248 thousand tonnes and € 6,054 million/ 2,431 thousand tonnes in the period 2002-2006. In 2006, the country turned into a net exporter of chemicals. France's main developing country export destination is Brazil.

Opportunities and threats

France is one of the larger EU markets for chemicals in the EU, but no growth in exports or imports was experienced between 2002 and 2006. The role of developing countries in chemical imports is average to low, compared to the other EU countries analysed in this study. However, their role is becoming of more importance.

The tendency seems to be that France is focusing more on intra-EU suppliers of chemicals and less on extra-EU suppliers. However, according to industry sources, the exchange with developing countries increased at a satisfactory pace for exports as well as imports. Since the beginning of 2007, France has been recording higher growth rates for imported chemical products than for exports to developing countries as Asia or the new EU accession countries. The imports of these countries are expected to increase in the future as will exports from France to these countries, depending on a favourable Euro exchange rate.

Useful sources

- EU Expanding Exports Helpdesk - <http://export-help.cec.eu.int>. Go to: trade statistics.
- Eurostat, official statistical office of the EU - <http://epp.eurostat.cec.eu.int>
Go to: 'themes' on the left side of the home page - 'external trade' - 'data – full view' - 'external trade - detailed data'.

4. Prices and margins

Prices and margins

Sale prices in the French chemical industry rose considerably in 2005, but the upward trend was expected to flatten out in 2006. This is because foreign markets are likely to be less dynamic than in 2005, and because petroleum prices are expected to remain high. Overall, annual average sale prices are predicted to have been 2% higher in 2006 than in 2005.

In the period between 2004 and 2005, the overall average annual price increase was 3%. Table 4.1 shows the development of the prices of chemicals in all sectors.

- Price rises for both the basic organic and basic inorganic chemicals sector were the predominant factors affecting the general progression of prices in the chemical industry. This growth was mainly caused by increases in the cost of petroleum and by rises in prices for fertilisers.

- Some segments within the speciality chemicals sector had already suffered from increasing costs of raw materials in 2004 and, as a result, their prices gradually began catching up in 2005. Overall, the rise in petroleum prices proved disadvantageous to the main segments of speciality chemicals. With a backdrop of intense competition and more or less unchanged levels of demand for the various product segments, it was not possible to revise prices upwards.
- Due to strong demand from households and the continued dynamism of foreign markets, prices for soaps, perfumes and household products climbed steadily.

Table 4.1 Annual price development in % in 2004 and 2005

Sector	2004	2005
Inorganics	4.7%	4.4%
Organics	11.7%	13%
Specialties	1.2%	0.4%
Soaps, perfumes, detergents	0.9%	1.1%
Pharmaceuticals	-0.4%	-11%
Overall chemicals	3%	3%

Source: UIC (2006)

For general information on prices for chemicals, please also refer to the CBI market survey covering the EU market.

Useful sources

- The prices of most commodity chemicals can be found relatively easily. Useful sources are, for example, <http://www.europeanchemicalnews.com> and <http://www.icispricing.com>
- For information on EU producer prices, consult <http://www.cefic.org>
- The prices of fine and specialty chemicals are more difficult to obtain. They are not published and can vary widely from one application area to another. Obtaining reliable price information in these segments often requires asking a distributor, or asking a producer for a quotation.

5. Market access requirements

As a manufacturer in a developing country preparing to access France, you should be aware of the market access requirements of your trading partners and the French government. Requirements are demanded through legislation and through labels, codes and management systems. These requirements are based on environmental, consumer health and safety and social concerns.

Legislative requirements

Adherence to national legislation in EU countries is compulsory for all products traded within the country concerned. Therefore, as an exporter in a developing country you have to comply with the legislative requirements which are applicable to your products. For information on legislation for chemicals, go to 'Search CBI database' at <http://www.cbi.eu/marketinfo>, select your market sector, and the EU country of your interest in the category search, click on the search button and click on legislative requirements for an overview of all documents on legislation in your country of interest.

Non-legislative requirements

Social, environmental and quality-related market requirements are of growing importance in international trade and are often requested by European buyers through labels, codes of conduct and management systems. For information on non-legislative requirements applicable to chemicals, go to 'Search CBI database' at <http://www.cbi.eu/marketinfo>, select your market sector and the EU country of your interest in the category search, click on the search button and click on your subject of interest under non-legislative requirements for an overview of all documents on the subject concerned in your country of interest.

Packaging, marking and labelling

For general information on packaging, refer to the CBI market survey covering the EU market. You can download information on requirements on packaging, marking and labelling in specific EU markets from <http://www.cbi.eu/marketinfo>.

Tariffs and quota

For information on import tariffs, please refer to the CBI market survey covering the EU market for chemicals.

Useful sources

- CBI Database – <http://www.cbi.eu/marketinfo>
- Taric Homepage – http://europa.eu.int/comm/taxation_customs/dds/en/tarhome.htm
- Directorate General XXI – http://europa.eu.int/comm/taxation_customs/common/publications/info_docs/taxation/index_en.htm

6. Business practices

Selecting a suitable trading partner

Finding a trade partner in France should not deviate from the general EU method as described in the CBI market survey covering the EU market. Searching for new suppliers is mainly done through visiting international trade fairs and through agents and distributors, for example those coming from China or India, who are located in France or other European countries.

- The major chemical trade fair in Europe for the market segments under review in this survey is ChemSpec (<http://www.chemspeceurope.com>). The ChemSpec exhibition is held in a different European city every year in June. It is organised by DMG World Media of the UK.
- In Paris, there is a Fair on Chemical & Process Color & Optics, most recently held March 14-16, 2007 - http://salons.groupemoniteur.fr/salon_couleurs_et_finitions
- Every three years, there is Europlast in Paris, a major European show for the plastics, rubber and composite manufacturing industries. The next one is in 2008 - <http://www.europlast-paris.com>

Reaching an agreement with your trade partner

There are no specific terms of trade for chemicals. The general information on marketing, presented in the EU market survey (chapter 14), is also applicable to France and does not differ among the various EU countries.

Sales promotion

Common practices of trade promotion should not differ considerably from other European countries. It is preferable that export/sales personnel of your company are capable of speaking French, as this will be highly appreciated by many French importers. In general, good care should be taken of existing contacts, applying prompt, constant and reliable communication. Letters of inquiry should always be replied to. An essential tool used in sales is a detailed and up-to-date customer database.

Exporters should realise that the Internet is an important medium. A number of users/traders of chemicals stated that they use the Internet in order to find new suppliers.

Visiting or even participating in a trade fair can be an efficient tool for communicating with prospective customers. It can also be a valuable source of information on market developments, production techniques and interesting varieties.

A **Trade Fair** in France which could be of interest are:

- PCH Meetings: Petrochemicals, chemicals & Pharmaceuticals Business Convention- Espace Tête d'Or: <http://www.pchmeetings.com/>

Assistance with market entry can also be sought through local business support organisations, import promotion organisations such as CBI and branch organisations focusing on the sectors of chemicals.

A **trade association** which could be of interest is **UFCC** (Union Française du Commerce Chimique): <http://www.ufcc.fr>

Trade press

- France Chimie - <http://www.france-chimie.com>
- European Journal of medicinal chemistry - http://www.elsevier.com/wps/find/journaldescription.cws_home/505813/description#description

This survey was compiled for CBI by ProFound – Advisers in Development in collaboration with Jan Ramakers Fine Chemical Consulting Group.
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