

Seven of the area's top ten private-sector employers¹ are foreign-owned

COMPANY	COUNTRY	EMPLOYEES
STMicroelectronics	France Italy	5,000–6,000
Schneider Electric	France	5,000–6,000
Caterpillar	USA	2,000–3,000
HP	USA	1,500–2,000
BD	USA	1,500–2,000
Soitec	France	900–1,000
ST-Ericsson	Sweden France Italy	900–1,000
Tecumseh	USA	900–1,000
Calor	France	900–1,000
Siemens	Germany	700–800

Source: AEPI

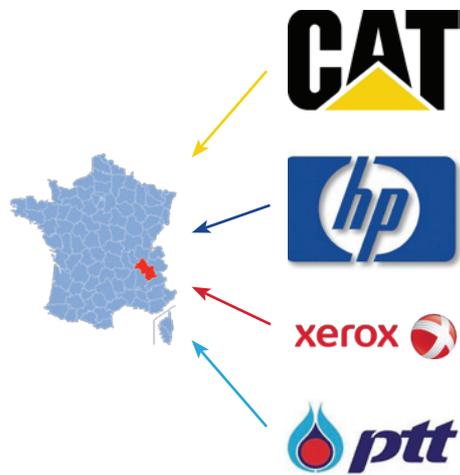
40% of Grenoble-Isère's manufacturing jobs in foreign-owned companies

Isère is home to 550 sites operated by foreign-owned companies that conduct research, innovate, export, and invest. The local economy is highly international, with 40% of manufacturing jobs provided by foreign-owned companies—sharply above France's national average of 25%.

Moreover, the area's foreign-owned companies drive the entire local economy, not just their own businesses. To take just one example, STMicroelectronics and its ST-Ericsson subsidiary provide 6,500 direct jobs and twice as many indirect jobs locally (in outsourcing, retail, and services)².

¹ Industry and Business services

² According to a July 2012 study by Reverdy Associés: "Impact de STMicroelectronics sur le pôle économique Grenoble-Isère"



New business ventures, expansions, and acquisitions for long-term investment

Foreign-owned companies invest in Grenoble-Isère for the long term. Some of the area's veteran multinationals—like Caterpillar, Becton Dickinson, and Hewlett-Packard—crossed the Atlantic in the 1960's, while others, like Xerox, came later in the 1990s. **Of the foreign-owned companies operating in Grenoble-Isère in 2011, 60% were already in the area in 2003.**

Like Grenoble-Isère's flagship US-based companies, some of the area's foreign-owned companies start local business units from the ground up. However, most foreign-owned companies locate to Grenoble-Isère by cherry-picking high-potential local businesses.

Heiner Hoppmann, CEO of pharmaceutical industry leader Aenova, speaks from experience



"Our partnership with Skyepharma was an excellent move, enabling us to leverage Skyepharma's substantial business potential. The partnership will close a number of strategic gaps in our service portfolio, and will give us an opportunity to penetrate the US market. Skyepharma's local operations are manned by highly-trained, motivated employees and boast cutting-edge equipment. We fully intend to make the most of this opportunity."



Top-tier positions in strategic innovative industries

Foreign-owned companies contribute to Grenoble-Isère's world-leading reputation in three strategic innovative industries: **micro and nanotechnology** with companies like STMicroelectronics, Trixell, and E2V; **medical technology** with leaders Becton Dickinson, Roche Diagnostics, and Tornier; and **new energy technology** with heavyweights like Siemens, Eaton, and Rolls-Royce Civil Nuclear. Grenoble-Isère is known for its capacity to attract new companies in these industries.

US-based Atrenta, a world leader in integrated-circuit design tools, opened an R&D center in Grenoble in 2010



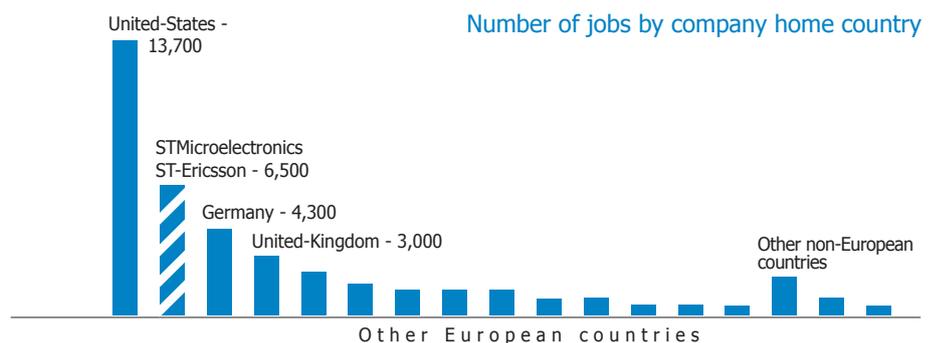
Dr. Fahim Rahim, Head of Engineering at Atrenta's Grenoble-based R&D center

"Grenoble is a great place for us to do business since it houses players in the full integrated circuit process, from design to fabrication. The area's institutions—like CEA-Leti, Minalogic, Grenoble Institute of Technology, and Verimag—also actively seek out new partnerships with businesses. Add to that a talented labor pool and we have all the ingredients we need to get the most out of our new R&D center, working closely with customers on some of the most advanced semiconductor design projects anywhere in the world."

The United States is one of the biggest foreign investors in Grenoble-Isère, and the area is home to France's second-largest American expat community



The United States, Germany, and the United Kingdom top investors



Grenoble-Isère is also popular with companies from emerging countries like China, India, Bahrain, and Singapore



Jean-Marc Dublanc, CEO of Adisseo, a specialist in additives for animal nutrition

"Adisseo was acquired by China-based BlueStar in 2006. The acquisition gave us the backing of a top-tier manufacturing company and helped us expand our footprint in China, a growing market. Since being acquired by BlueStar, we have been making substantial investments in modernizing our plants and boosting our production capacity."



Grenoble-Isère: the smart move

- **Consumer market** with 9 million inhabitants within a 200 kilometre radius
- **Young, well-qualified population**
 - 33% of population under 25 years
 - No. 2 in France for engineers, as a percentage of total employment
 - No. 1 in France for research
- **Higher education and research**
 - 27,800 jobs in research
 - 61,130 students
 - International research facilities: ESRF, ILL, EMBL, IRAM, GHMFL
 - 9 national research organizations: CEA, CEN, CNRS, CSTB, INRA, INRIA, INSERM, IRD, IRSTEA
- **Diversified economic fabric**
 - 495,200 jobs of which 182,900 jobs in Industry & Business Services
- **International dimension**
 - 550 foreign-owned companies, representing 42,000 jobs; 24% are US-owned
 - 45% students in PhD are foreigners
 - International reception facilities—free of charge international schooling
- A location at the **heart of the Rhône-Alpes region**, with 1,229,800 inhabitants, on a human scale
- **Exceptional natural setting** in which to enjoy skiing, hiking, climbing, hang gliding, water sports, etc.
- **Diverse, cosmopolitan cultural life**

The Isère economic development agency, AEPI

AEPI documents the area's major industries thanks to its economic observatory. AEPI provides complimentary information, introductions and services to assist companies in exploring business opportunities in the Grenoble-Isère area of France.

AEPI provides complementary services adapted to your needs:

- Information about the economic environment;
- Selection of land, offices, industrial buildings for sale and for lease;
- Organization of site visits and meetings with local decision-makers;
- Technical support with financial aspects (business plan, incentives, grants, etc.);
- Introductions to the local scientific community;
- Reception of new personnel from abroad.



Agence d'Études et de Promotion de l'Isère

www.grenoble-isere.com

