

# DEVELOPMENT

## Air liquide Santé leading the way in the market for medical gases



The Heillecourt site supplies 13 départements and occupies a strategic position in the east of France, according to its director, Emmanuel Dehan.

- With the recent renovation of its Heillecourt site in Greater Nancy, Air Liquide Santé, one of the flagships of French industry, has acquired a new dimension. Already present in the agglomeration of Nancy since 1978, the company which produces and bottles gases for medical use, has now also made this the base for one of its seven regional divisions in France.
- "The Heillecourt laboratory occupies a strategic position at the crossroads of the surrounding regions and supplies some of the biggest medical centres in eastern France, such as the university hospitals of Strasbourg, Reims, Besançon and, of course, Nancy," explains Emmanuel Dehan, regional director.
- As well as these hospitals, Air Liquide Santé also has 1,100 customers in 13 départements, a hundred of them taking deliveries on a daily basis. "Our business extends to all health professionals and the restructuring of the site has strengthened our capacity to respond to a growing demand. In total, we fill 120,000 cylinders per year and supply all the related monitoring and maintenance services. We also train medical staff in the proper use of our products."
- With all this know-how, Air Liquide Santé is confident that development will continue. "Medical gases are finding new applications all the time, particularly in the treatment of pain. Such interesting prospects are good news for the future of our company," says Emmanuel Dehan.

# INTERNATIONAL DEVELOPMENTS

- **CERP Lorraine**, the pharmaceutical distributor, is speeding up its development abroad. The group has just become Belgium's second largest distributor with a 20% market share thanks to the acquisition of Alpha, number 4 in Belgium, by its subsidiary Aprophar. The Nancy-based group has thus strengthened its position in a country in which it has maintained a presence since the 1990s. It will now employ a total of nearly 600 people on 9 distribution sites, serving 3,000 customers and generating sales of 600 million euros.
- **TNT Logistics**, a subsidiary of the Dutch logistics group TPG, has recently moved into brand new premises on the Parcolog site between Nancy and Toul. Its main customer will be Kimberly Clark, the American manufacturer of tissue paper and hygiene products, which has a large production facility nearby. Of this 12,000 m<sup>2</sup> platform, half will be wholly assigned to the logistics activities of the Texan giant. The remainder is due to be partly allocated to a future cooperation with an automobile manufacturer.
- **Pharmagest Interactive**, the market leader for pharmaceutical IT in France with a market share of 43% is enjoying spectacular development, with sales rising last year by 70% on the previous year to stand at 43.7 million euros. This success is largely due to the demand for the company's products, including particularly its integrated portal management package. After renewing the contract signed in 2003 with Pfizer and concluding a new agreement with Hartmann, a major European manufacturer of hygiene and health care products, Pharmagest looks set to continue on its upward path.
- **Groupe NOVASEP**, based in Pompey close to Nancy, has announced its merger with the American company Dynamic Synthesis, subsidiary of the American group Rockwood. An entity of international dimensions, Groupe NOVASEP supplies solutions to industries of the Life sciences for the production of pure products and for the development of processes in the production of active pharmaceutical ingredients. With 1,500 employees worldwide and annual sales of 300 million euros, the Group now incorporates the American, Chinese and Japanese subsidiaries of Novasep SAS and its daughter companies (Applexion, Orelis et Séripharm), as well as those of Dynamic Synthesis in Switzerland, Germany and France. Since Novasep was founded in 1995, it has achieved an average annual growth rate of 50%.

## Professional assistance

The Greater Nancy Development Agency (ADUAN) can provide expert assistance for your business projects. The ADUAN team can advise you on:

- all issues related to your business project
- the search for appropriate locations for your project
- making contact with various partners (technical, financial and business specialists)



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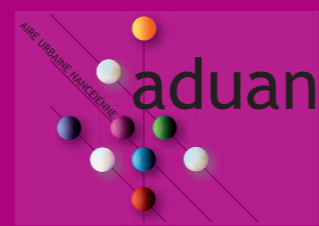
# investment news

## GRAND NANCY

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## HIGH-SPEED TRAIN: OPERATIONAL JUNE 2007

### TGV makes Nancy even more attractive for investors

- It's official: the first TGV high speed train serving Eastern France will pull into Nancy station on 15 June 2007, putting the city just 1½ hours away from the centre of Paris. With this historic event just around the corner, the economic capital of Lorraine is gearing up with the launch of ambitious commercial property projects.
- Ten trains a day leaving Nancy for Paris and the same number back. Or a total of 38 a day if you count the trains from Lorraine's new TGV hub to Marne La Vallée and Charles de Gaulle Airport. Journey times to Paris will be virtually halved and it will be possible to get from Nancy to almost anywhere in Eastern France in record time. The figures speak for themselves: things are going to change. "With the TGV connecting city centre to city centre in just ninety minutes, the round trip to Paris will be feasible in half a day for business travel," explains Nicolas Regrigny,

director of economic development at ADUAN, Greater Nancy development agency. It's a feature that investors will no doubt find very attractive. Especially as Nancy already has so much else going for it.

- With a potential 24 million consumers and a working population of 10 million within a radius of 200 km, Nancy, France's fifth largest university city, has confirmed over the last few years that it is indeed the "regional economic capital" described by INSEE (national statistics institute)\*. \* "La Lorraine face à son avenir", INSEE, June 2003.



The Paris-Nancy link will be served by a new generation TGV, with an interior design bearing the Christian Lacroix label.



The city, which has undergone a complete transformation recently, has large stocks of land and buildings in reserve at very attractive prices. Commercial property is on average three or four times cheaper than in the Paris region, ranging from 100 to 130 euros per m<sup>2</sup> p.a. (excluding taxes and charges). Residential property is also very competitive with an average price of 171,000 euros for a house in the city centre or an average monthly rent of 7 euros per m<sup>2</sup>.



Scopajin-Erige-Acte, champagne et associés-Atelier Marraud Vernheil, Plan-Acte Bourdais

**Situated right next to the station on the city's intermodal transport hub, the République building will offer 6,500 m<sup>2</sup> of office space.**

In the immediate future, the supply of commercial property will come from four main sites. The Nancy Station district already offers more than 75,000 m<sup>2</sup> of dedicated service sector office space. Another 6,500 m<sup>2</sup> will become available by 2007 with the completion of the new République building. And a further 50,000 m<sup>2</sup> is scheduled for delivery within the next ten years. "To find that kind of availability in the heart of town is quite extraordinary," explains Nicolas Regrigny. Jean-Marc Leroux, manager of the development company Solorem confirms: "Expansion in this sector is already in full swing and the arrival of the TGV can only give it a further boost. Companies are showing a keen interest in this site, which is ideally located in a thriving area, surrounded by businesses and services."



**The Leszczynski project is a new venture situated in the Rives de Meurthe district, just five minutes from Place Stanislas.**

Just five minutes away by tram, the Rives de Meurthe zone is also attracting the attention of professionals. For François Suty, manager of Acte Bourdais, the excellent location of this new district, right next to the city centre, the station and motorway links, makes it an ideal opportunity for businesses. Taking advantage of the site's excellent infrastructure, several commercial real estate ventures have already been launched, such as the Médiaparc, which aims to attract players from the digital economy sector. The first building, which offers divisible office space of approximately 3,600 m<sup>2</sup> should be completed by the end of 2005. It will be followed by four more. "We are also working on the Leszczynski project, which will offer six open platforms for rent with a total area of 5,420 m<sup>2</sup>. The fact that these buildings come with parking spaces makes them all the more attractive."

For its part, the Nancy-Brabois Science Park, an established focal point in the development of Greater Nancy, is embarking on a new phase of expansion. "This naturally wooded site has substantial land reserves and new prospects are opening up with the arrival of the project led by Lazard Immobilier. The Science Park has a lot to offer companies. Very attractive in terms of rates and ease of access, it is located at the heart of a high-tech environment, with the National Polytechnic Institute of Lorraine, the university teaching hospital and numerous laboratories and technology transfer structures," emphasises Nicolas Regrigny.



**Les Nations district in Vandoeuvre-lès-Nancy is one of the sites in Greater Nancy which enjoys the status and benefits of an Urban Free Zone.**

Finally, the Urban Free Zone (ZFU) areas offers advantageous conditions for companies. The areas cover two districts of Greater Nancy, namely Les Nations at Vandoeuvre-lès-Nancy and Le Plateau, which spans the communes of Nancy, Laxou and Maxéville. A wide range of property is available here, including both new buildings and conversions from residential to business use," notes Nicolas Regrigny. Around 5,000 m<sup>2</sup> of commercial space is currently on the market for rent, plus two hectares of land. "It is clear that the legal status of the urban free zones makes them an attractive proposition for companies and especially those newly established," adds Jean-Marc Gilson, managing director of Picard Immobilier d'Entreprise. "The fact that the Valpark 1 and 2 projects found tenants so quickly suggests that these sectors are going to become major business districts."

The imminent arrival of the TGV high speed train, added to the attractions of existing know-how and substantial growth potential, will help Greater Nancy affirm its central position in the East of France and show companies that it has everything they need for successful development.

## EVENTS NOT TO BE MISSED

### Nancy celebrates Science and the Age of Enlightenment

In celebrating the Age of Enlightenment throughout 2005, Nancy will not be focusing solely on the restoration of Place Stanislas and its extraordinary 18th century heritage. The crowded calendar of events also highlights the city's three centuries of uninterrupted support for a culture which, alongside the arts, encompasses science, research and technology.

- Stanislas, ruler of Lorraine from 1737 to 1766, was a passionate advocate of science and progress, who made the region a haven for the philosophy of Enlightenment. Following in his footsteps, Nancy 2005 is dedicating a major event to the relationship between man and knowledge.
- In September, an exhibition entitled "Light in the Century of Enlightenment", conceived by Jean-Pierre Changeux, professor at the Collège de France and director of

**Stanislas's microscope. The former King of Poland, father-in-law of Louis XV and Duke of Lorraine, was a passionate advocate of science and progress.**



Ville de Nancy



**For its 250th anniversary, Place Stanislas, classified as a world heritage site by UNESCO, has been restored to its original splendor. Restoration due for completion by May.**

a molecular neurobiology laboratory, will be devoted to research and discoveries in the 18th century on the subject of light. From architecture to anatomy, from physics to experimental optics, this exhibition covering both science and the arts, will also explore the current state of knowledge by explaining, in particular, the latest information on brain imaging.

Another high point will be the series of meetings to be held over the period 3-10 October under the title "Science and Society: fusion? fission? friction?", in partnership with the Cité des sciences et de l'industrie. The question of progress

will be placed in perspective from the 18th century up to the present day. To help improve communication between scientists and the general public, a debate will be opened on the ways our society reacts in face of science and technology, ranging from trust to outright suspicion.

Visitors will also find plenty of interest on the following subjects:  
Natural History, Museum-Aquarium, Nancy, from 7 May  
Citrus fruits, Botanical Gardens, Villers-lès-Nancy, from 20 June  
Development of techniques of study and restoration used in archaeology, Musée du Fer, Jarville-la-Malgrange, autumn.

**The events organised within the framework of "Nancy 2005, the Age of Enlightenment" will also provide an opportunity for visitors to discover the industrial and scientific heritage of Greater Nancy and find out for themselves the link between research, technology and practical applications. For more information: [contact@aduan.org](mailto:contact@aduan.org).**