

PRESS RELEASE

Team France Export, a powerful system to support businesses and their export strategies

Tuesday, February 7, 2023 – Business France is organizing today the fourth meeting of the “Team France Export” (TFE) stakeholders in its premises. Team France Export, a union of public-sector stakeholders, at the service of the internationalization of French businesses and private stakeholders offering solutions, aims to offer French SMEs and mid-size companies a readable, efficient and adapted system. It offers a continuum of solutions, from preparation to international planning: from the French Regional governments, in which one-stop export services are set up, to foreign markets, where a single Team France Export correspondent directs SMEs towards the solutions that meet their needs.

The results can already be seen. Foreign trade figures were presented this morning by Olivier Becht, Minister Delegate with responsibility for Foreign Trade, Economic Attractiveness and French Nationals Abroad. Good news: the French export network has never looked better, with **144,400 exporters, 81% of which are SMEs with fewer than 20 employees**. This is a significant increase, since there have been **more than 19,000 new export businesses since 2018** (125,000 export businesses recorded in 2018), the year in which Team France Export was created, which highlights the effectiveness of the system.

Despite there being a global economic downturn, **the year 2022 saw dynamic growth** in the number of French SMEs and mid-size exporters, as well as in the amounts exported. Trade in goods remains very strong, with an 18% increase in exports, which puts it well above its pre-Covid-19 level.

The impact study carried out by IPSOS on behalf of Business France reveals that more **than €1.1 billion of additional export revenues** is directly linked to the work of Team France Export, with an average of **€142,000 per business**.

The increased activity generated by these new business trends has enabled the firms concerned to create jobs. The results of the IPSOS study indicate that around **15,300 additional jobs**, created or being considered by these businesses, are expected in France, 60% of which are due to SMEs.

France has the necessary strengths to improve its competitiveness and its trade balance. It has been the most attractive European country for foreign investment for three consecutive years. Foreign investors have confidence in the economic and business environment in France. They create jobs and value added throughout our country.

The re-industrialization of our economy, which has been in place for the last five years and supported by the “France 2030” investment plan, has helped France to remain competitive and gain market share beyond our borders.

Laurent Saint-Martin, Chief Executive Officer at Business France, said: “The good results for French export businesses presented this morning by Minister Olivier Becht stem from the sustained support offered and an effective strategy, led by the members of Team France Export, to meet the needs of our SMEs and mid-size businesses. Our daily work is focused on French businesses, to support them internationally, and to encourage firms that have not yet taken the plunge to enter the world of exports. Our aim remains ambitious: we must support even more SMEs/mid-size companies in exporting and enable them to develop in new markets. We must transport French excellence and our expertise around the world.”

Team France Export in figures:

250 international advisors throughout France (CCI, Business France, Bpifrance).

750 international advisors abroad, spread across 65 countries.

50 sector-based communities to know the markets.

About Business France

Business France is the national agency supporting the international development of the French economy, responsible for fostering export growth by French businesses, as well as promoting and facilitating international investment in France.

It promotes France's companies, business image and nationwide attractiveness as an investment location, and also runs the VIE international internship program.

Business France has nearly 1,500 personnel, both in France and in 55 countries throughout the world, who work with a network of partners.

Since January 2019, as part of the reform of the state support system for exports, Business France has given private-sector partners responsibility for supporting French SMEs and mid-size companies in the following markets: Belgium, Hungary, Morocco, Norway, the Philippines and Singapore.

For further information, please visit: www.businessfrance.fr [@businessfrance](https://twitter.com/businessfrance)

Media contacts – Business France:

Siham Morchid – Tel.: +33 1 40 73 30 74 – Mob.: +33 6 59 37 56 87 – siham.morchid@businessfrance.fr

Séverine de Carvalho – Tel.: +33 1 40 74 73 88 – Mob.: +33 6 82 23 69 12 – severine.decarvalho@businessfrance.fr