



MAINE
INTERNATIONAL
TRADE CENTER

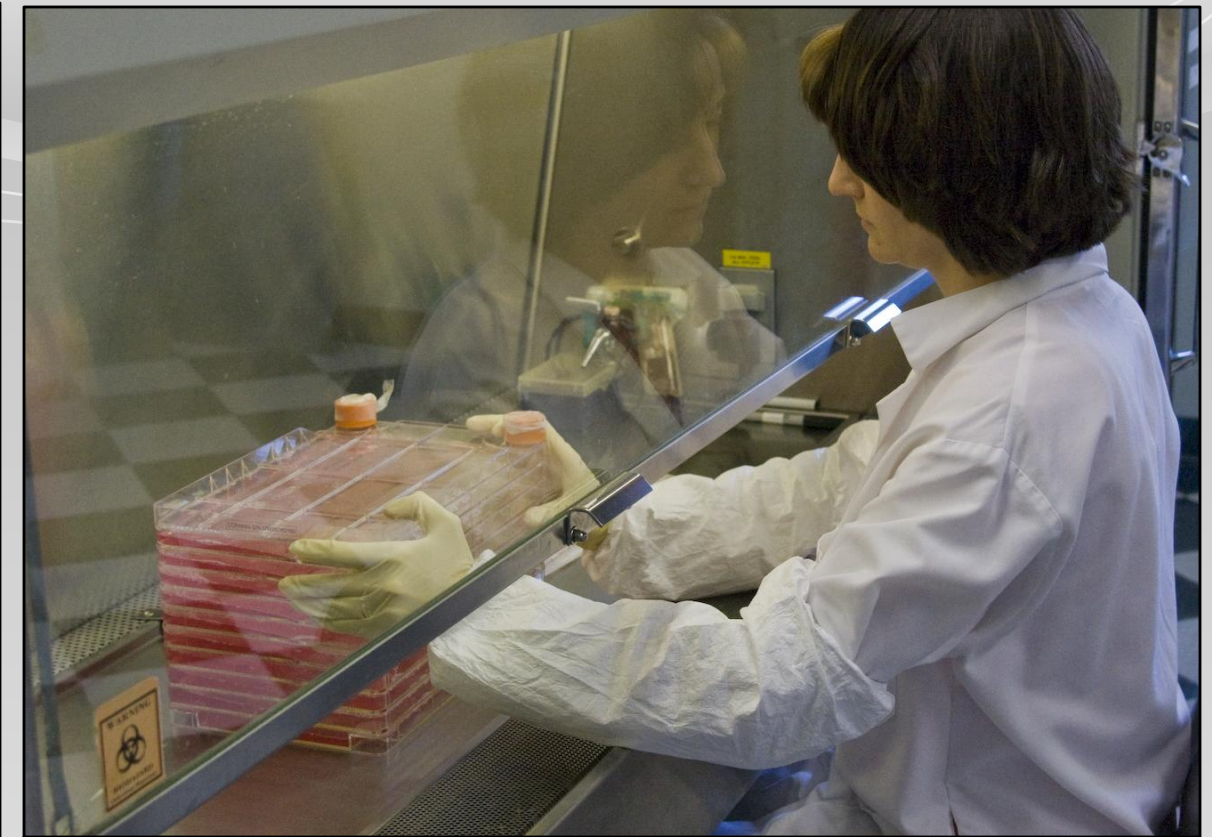
Marketing Maine To The World

511 Congress St. • Portland, ME 04101

The Maine International Trade Center works with biotechnology and medical companies in the State of Maine to increase their international outreach, exports sales, and joint ventures globally.

In the U.S. and in Maine, biotechnology companies were some of the few to see increased exports to all areas of the world. Please contact Bryan Bozsik at bozsik@mitc.com or at 207-541-7418 to discuss ways that MITC can assist you to identify potential markets, develop export strategies, and find buyers and partners outside of the United States.

Biotechnology products include vaccines for human or veterinary use, immunological reagents, blood and serum parts, and assorted similar products. If your product line falls into or outside of this broad categorization, let MITC work with you to develop market intelligence that you can use.



2009 Maine Biotechnology Exports by HS Classification
Strong growth across all product types

Maine Biotechnology Exports by Commodity (HS Classification)

Code	Description	2009	%2008- 2009
300230	Vaccines For Veterinary Medicine	\$ 12,803,277	16.2%
300210	Antisera And Blood Fractions, Immun Products	\$ 5,716,436	21.1%
300290	Human Blood; Animal Blood Prep, Toxins, Cultrs Etc	\$ 667,290	198.3%
382200	Composite Diagnostic/Lab Reagents, Exc Pharmaceu	\$ 42,112,671	17.8%
TOTAL SELECTED COMMODITIES		\$ 61,299,674	24.58

Maine Biotech Exports by Country:
Biotech is Global: Maine's Top 10 export destinations for this industry span the globe

Rank	Description	ANNUAL 2009	%2009- 2010
	TOTAL ALL PARTNER COUNTRIES	\$ 61,299,674	-25.33
1	Netherlands	\$ 13,249,325	258.61
2	Japan	\$ 10,113,968	22.96
3	China (Mainland)	\$ 6,618,930	-17.96
4	Belgium	\$ 5,865,710	-95.7
5	United Kingdom	\$ 2,850,900	-48.85
6	Brazil	\$ 2,344,196	966.89
7	Germany	\$ 2,012,185	-7.7
8	Canada	\$ 1,522,786	58.31
9	Republic Of South Africa	\$ 1,128,442	1.59
10	Egypt	\$ 1,022,588	191.15