FINLAND AND PA CONNECTIONS
OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

INVESTMENT IN PENNSYLVANIA
Finnish companies have 32 locations in Pennsylvania providing 1,501 jobs.

✓ 18 or 56% of these companies are manufacturers providing 1,334 jobs.
✓ Finland ranks 25th for the total number of firms and 29th for the total number of jobs in Pennsylvania.

<table>
<thead>
<tr>
<th>Country</th>
<th># of Firms</th>
<th># of Jobs</th>
<th>Rank # of Firms</th>
<th>Rank # of Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>England</td>
<td>793</td>
<td>49,382</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Germany</td>
<td>718</td>
<td>41,774</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Canada</td>
<td>580</td>
<td>15,829</td>
<td>3</td>
<td>8</td>
</tr>
<tr>
<td>France</td>
<td>433</td>
<td>40,738</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td>Finland</td>
<td>32</td>
<td>1,501</td>
<td>25</td>
<td>29</td>
</tr>
</tbody>
</table>

Data represents a minimum of 50% foreign ownership. Total number of firms may include multiple locations, but excludes retail establishments. Source: Dun & Bradstreet, July 2019.

TOP 10 FINNISH-OWNED FIRMS IN PA
- Metso Oyj
- Ahlstrom-Munksjö Oyj
- Nokia Oyj
- Wärtsilä Oyj Abp
- Valmet Oyj
- Konecranes Abp
- KONE Oyj
- UPM-Kymmene Oyj
- Cargotec Oyj
- Suomen Valtio/Alv

IMPORT AND EXPORT

PA Imports from Finland Annually (in USD)
- Pharmaceutical Products: $657,326,111
- Paper & Paperboard & Articles (Inc Papr Pulp Artl): $194,815,859
- Base Metals Nesoi; Cermets; Articles Thereof: $25,998,625
- Industrial Machinery, Including Computers: $18,986,340
- Miscellaneous Chemical Products: $13,920,359
- TOTAL ALL COMMODITIES: $961,831,929

Source: Wiser Trade Database, data from U.S. Census Bureau Foreign, Trade Division, 2019.

PA Exports to Finland Annually (in USD)
- Optic, Photo Etc, Medic: $9,872,738
- Base Metals Nesoi; Cermets; Articles Thereof: $4,867,109
- Industrial Machinery, Including Computers: $3,581,842
- Electric Machinery Etc; Sound Equip; Tv Equip; Pts: $2,953,486
- Mineral Fuel, Oil Etc.; Bitumin Subst; Mineral Waz: $2,596,100
- TOTAL ALL COMMODITIES: $34,653,620

Source: Wiser Trade Database, data from U.S. Census Bureau Foreign, Trade Division, 2019.
PENNSYLVANIA’S STRATEGIC LOCATION & INFRASTRUCTURE

AN ECONOMIC POWERHOUSE
Our economy is the 18th largest in the world, with a GDP that’s comparable to Turkey, and larger than Saudi Arabia or Switzerland. Exports account for almost 10 percent of our GDP.

MOVING AT THE SPEED OF BUSINESS
We have the infrastructure to keep business moving with 6 international airports, 3 Class 1 railroads, 8 Foreign Trade Zones, 3 ports to the Atlantic Ocean, Gulf of Mexico, & Great Lakes.

PERFECTLY LOCATED
We are only a day away from nearly 40 percent of the U.S. population and 60 percent of the Canadian population and 4 of the 10 largest U.S. markets.

WORKING SMART. LIVING HAPPY.
Our 6.3 million-strong workforce and 12+ million consumer base is ready for you. We foster partnerships between businesses and our workforce training programs, colleges, and universities, and are among the nation’s top 10 STEM job leaders. Our nearly 250 postsecondary and higher education institutions are among the best in the world, and we are home to four of the country’s top 50 universities — including the nation’s top-ranked business school.

For more information on locating a business operation in Pennsylvania, please contact the Pennsylvania Office of International Business Development at: +1.717.787.7190