INVESTMENT IN PENNSYLVANIA

Japanese companies have 407 locations in Pennsylvania providing 21,595 jobs.

- 117 or 28% of these companies are manufacturers providing 12,509 jobs.
- Japan ranks 5th for the total number of firms and 4th 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>Japan</td>
<td>407</td>
<td>21,595</td>
<td>5</td>
<td>4</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 JAPANESE-OWNED FIRMS IN PA

- Ricoh Company, Ltd.
- Olympus Corporation
- Tokio Marine Holdings, Inc.
- Hitachi, Ltd.
- Azbil Corporation
- Komatsu, Ltd.
- Softbank Group Corp.
- Asahi Kasei Corporation
- Ebara Corporation
- Sanwa Holdings Corporation

IMPORT AND EXPORT

PA Imports from Japan Annually (in USD)

- Optic, Photo Etc, Medic Or Surgical Instmens Etc .......... $543,119,640
- Pharmaceutical Products ......................... $527,434,104
- Industrial Machinery, Including Computers ..... $377,898,497
- Electric Machinery Etc; sound Equip; Tv Equip; Pts .............. $243,309,473
- Vehicles, Except Railway or Tramway, and Parts Etc .......................... $92,646,197

TOTAL ALL COMMODITIES ............. $2,353,690,322

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

PA Exports to Japan Annually (in USD)

- Mineral Fuel, Oil Etc.; Bitumin Subst; Mineral Wax ............... $643,931,017
- Vehicles, Except Railway or Tramway, and Part Etc .................. $259,984,858
- Optic, Photo Etc, Medic or Surgical Instmens Etc .................. $231,018,939
- Inorg Chem; Prec & Rare-Earth Met & Radioact Compd ............. $133,726,884
- Pharmaceutical Products .................................. $121,695,928

TOTAL ALL COMMODITIES ............. $2,152,326,680

Source: Wiser Trade Database, data from U.S. Census Bureau Foreign, Trade Division, 2019.
PENNSYLVANIA
OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

PA $809 BILLION
GROSS DOMESTIC PRODUCT

✓ CUSTOMERS IN 221 COUNTRIES

✓ EXPORTS SUPPORT
1.6 MILLION PA JOBS

✓ 5,100+ FOREIGN-OWNED
BUSINESS LOCATIONS
EMPLOYING 321,000+ PEOPLE

✓ $1 TRILLION+ GOODS &
SERVICES MOVING THROUGH
PA INFRASTRUCTURE

✓ 120+ STATE PARKS THAT
FEATURE OUR GREAT OUTDOORS

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

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