INVESTMENT IN PENNSYLVANIA

UK companies have 891 locations in Pennsylvania providing 55,752 jobs.

☑ 234 or 25% of these companies are manufacturers providing 21,753 jobs.

☑ The UK ranks 1st for the total number of firms and 1st 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>United Kingdom</td>
<td>891</td>
<td>55,752</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 UK-OWNED FIRMS IN PA

- Glaxosmithkline PLC
- Melrose Industries PLC
- FirstGroup PLC
- Astrazeneca PLC
- WPP PLC
- The McClay Foundation
- Rentokil Initial PLC
- Ferguson PLC
- Fenner Group Holdings Limited
- Johnson Matthey PLC

IMPORT AND EXPORT

PA Imports from United Kingdom Annually (in USD)

- Pharmaceutical Products ................. $630,598,379
- Mineral Fuel, Oil Etc.; Bitumin Subst; Mineral Wax ............... $539,480,600
- Industrial Machinery, Including Computers .................. $296,136,404
- Nat Etc Pearls, Prec Etc Stones, Pr Met Etc; Coin ...................... $218,107,005
- Plastics and Articles Thereof ............... $142,305,354
- TOTAL ALL COMMODITIES ................... $3,039,433,702

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

PA Exports to United Kingdom Annually (in USD)

- Pharmaceutical Products ................. $530,389,526
- Nat Etc Pearls, Prec Etc Stones, Pr Met Etc; Coin ...................... $422,791,556
- Industrial Machinery, Including Computers .................. $228,404,674
- Optic, Photo Etc, Medic Or Surgical Instrments Etc ................ $129,275,279
- Electric Machinery; Sound & TV Equip .................. $129,116,734
- TOTAL ALL COMMODITIES ................... $2,433,240,983

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

✓ $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