



pennsylvania
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT

OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

Pennsylvania & Japan A Strategic Partnership

Strategic Location with Two Dynamic Metros



- Excellent access to the financial hub of New York City and the regulatory hub of Washington DC
- Within a day's drive (800 km) of nearly 40% of the U.S. population and 60% of the Canadian population, and 4 of the 10 largest U.S. markets.
- Only state with port access to the Atlantic Ocean (Philadelphia), Gulf of Mexico (Pittsburgh), and Great Lakes (Erie),
- “A” in Logistics Industry Health



Philadelphia boasts a concentrated mass of universities, resources for entrepreneurs and innovators, easy access to other major tech cities and markets, and an incredibly affordable cost of living compared to other tech cities across the United States.

- 80% of U.S. pharmaceutical and biotech companies have a presence
- 100+ colleges and universities, 198 hospitals, 7 medical schools, 4 National Cancer Institute-designated cancer treatment centers, 15 major health systems
- #1 children's hospital in the U.S.
- Leader in Biotech, Pharma, Medical Device, Digital Health, and Gene Therapy
- \$10.5 billion spent annually in R&D





Pittsburgh's unprecedented revitalization makes it one of the country's greatest innovation hubs. While Google, Apple, Microsoft, Facebook, and Uber all have a home in Pittsburgh, the startup community is stronger than ever.

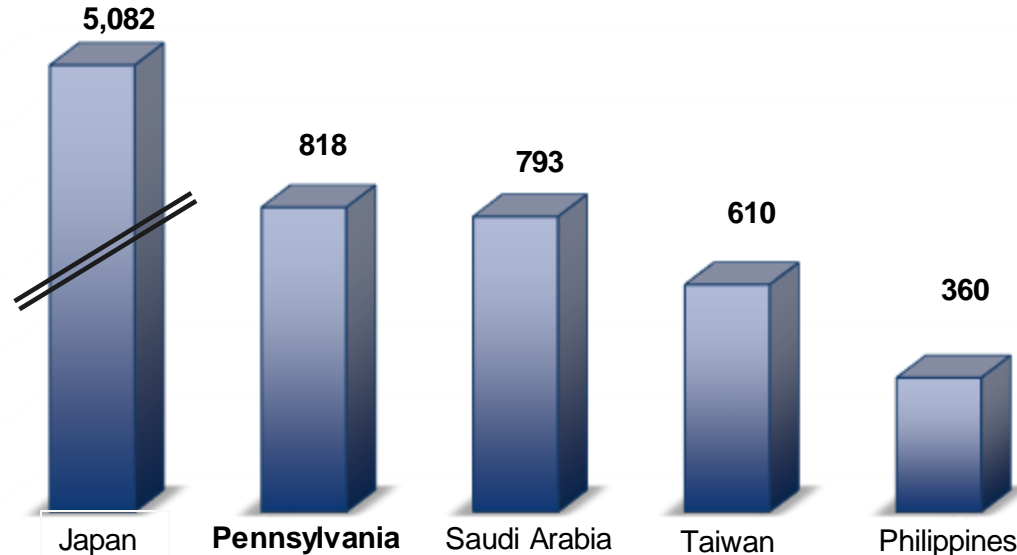


- Hotbed for tech firms seeking high-end engineering and computer talent
- Proximity to world-renowned research institutions in robotics and AI research (e.g., Carnegie Mellon University)
- Pittsburgh Supercomputing Center – only advanced computing center in the Northeast and only 1 of 5 in the nation
- Leader in Medical Devices and Regenerative Medicine (University of Pittsburgh Medical Center)

PENNSYLVANIA'S ECONOMY

We are the 18th Largest Economy in the World
Pennsylvania's Gross State Product – USD \$818 billion

Nominal GDP in Billion



IMPORT & EXPORT



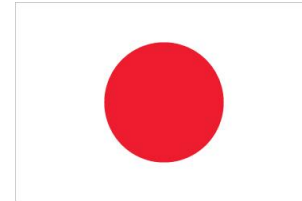
\$1,668,364,166



\$2,076,287,031



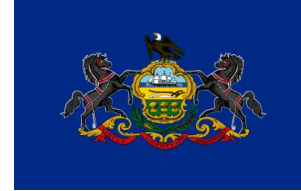
PENNSYLVANIA'S TRADE WITH JAPAN



Top 5 PA Exports to Japan in 2020 *(in USD)*

Mineral Fuel, etc.	\$417,113,573
Optic, Photo, Medical or Surgical Equip	\$245,171,913
Pharmaceutical Products	\$115,236,383
Aircraft, Spacecraft, and Parts Thereof	\$103,364,276
Plastics and Articles Thereof	\$94,527,603
Total of <u>all</u> Commodities	\$1,668,364,166

JAPANESE TRADE WITH PENNSYLVANIA



Top 5 PA Imports from Japan in 2020 *(in USD)*

Pharmaceutical Products	\$688,449,345
Optic, Photo, Medical or Surgical Equip	\$393,932,569
Industrial Machinery, Including Computers	\$247,289,809
Electric Machinery; Sound & TV Equip.	\$246,135,512
Vehicles, Except Railway or Tramway	\$74,725,520
Total of <u>all</u> Commodities	\$2,076,287,031

JAPANESE INVESTMENT IN PENNSYLVANIA

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

- **407** Japanese-owned locations in PA, employing **21,595** people, ranks **#5** in Foreign Direct Investment in Pennsylvania for number of firms and **#4** in employees.
- **117** of these are manufacturers (28.7%). They employ **12,509** people (57.9%).



**# of Japanese
Companies**

135



**# of
Jobs**

21,595



**Rank #
of Firms**

5

JAPANESE COMPANIES IN PENNSYLVANIA

OLYMPUS[®]

kuraray

AGC



TOKIO MARINE

RICOH
imagine. change.

meiji

ROHTO

SEKISUI

HITACHI
Inspire the Next

 **YUASA**



id ITOH
TECHNOLOGY
FOR
TOMORROW **DENKI**

KYDEX

 **mitsubishi
ELECTRIC**

NISSIN

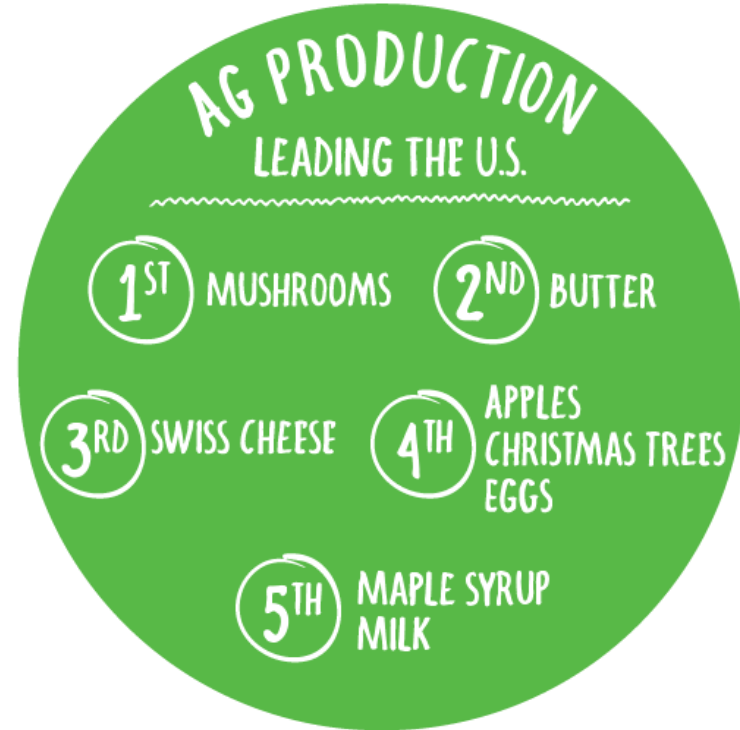

EBARA

 **FUJIREBIO**

 日立金属株式会社
Hitachi Metals, Ltd.

AGRIBUSINESS INDUSTRY SNAPSHOT

- ✓ 5th in Food Processing in the U.S.
- ✓ \$135.7 Billion in total economic impact
- ✓ 579,000+ employees
- ✓ 1,200+ establishments
- ✓ \$1.7 Billion in exported food manufactures in 2017
- ✓ Supports 1 out of every 10 jobs in Pennsylvania



MANUFACTURING INDUSTRY SNAPSHOT

- ✓ 8th largest manufacturing industry in the U.S.
- ✓ 6th largest manufacturing labor force in the U.S.
- ✓ \$93 Billion in economic impact
- ✓ 14,400+ manufacturing establishments
- ✓ 570,000+ employees
- ✓ Top Manufacturing Industries
 - Fabricated Metals
 - Machinery
 - Chemicals
 - Plastics & Rubber Products



LIFE SCIENCES INDUSTRY SNAPSHOT

- ✓ 81,000+ employees
- ✓ 2,500+ establishments
- ✓ 1,100+ research, testing & medical labs
- ✓ Specialized concentration in two subsectors:
drugs & pharmaceuticals and research,
testing & medical labs
- ✓ \$88.5 Billion economic impact
- ✓ Tradeable R&D tax credit



TECHNOLOGY INDUSTRY SNAPSHOT

- ✓ Ranks in the top 15 states for technology and innovation
- ✓ \$56.1 Billion economic impact (13th in the U.S.)
- ✓ 445,000+ net tech employment
- ✓ Pittsburgh & Philadelphia included in the 25 leading innovation centers in 2017
- ✓ Established network to support both early-stage technology-based firms and established manufacturers with funding, business, and technical expertise



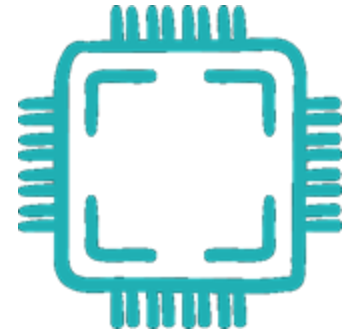
INDUSTRY 4.0

Pennsylvania is Growing into a Tech Titan

- ✓ Philadelphia
 - ✓ Receives \$1 billion in federal research dollars annually
 - ✓ 2nd highest concentration of public R&D among similarly-sized locations

- ✓ Pittsburgh
 - ✓ Hotbed of domestic direct investment from tech companies
 - ✓ High-value firms and broad employment opportunities
 - ✓ Advanced manufacturing is critical economic driver

- ✓ Erie
 - ✓ Establishing an innovation district focusing on safety, data science, and cybersecurity





Strong Research Universities

Pennsylvania's world-class academic institutions fuel research and innovation in the Life Sciences and Tech



Carnegie
Mellon
University



University of
Pittsburgh

- Nearly 250 postsecondary and higher education institutions
- 7 universities in World Top 100
- 2 universities in the World Top 100 Biological Sciences Program
- Among Top 5 states producing the most STEM graduates
- Among the highest-ranking states in the U.S. for life science doctoral degrees awarded
- Ranks 6th in the U.S. for foreign student enrollment (51,129 in 2017)

LOW-COST, HIGH QUALITY OF LIFE



Pennsylvania

- Ranked lowest cost of living in the Northeast US
- 3rd lowest personal income tax rate
- Most diverse state economy – *Bloomberg News*

Philadelphia

- Philadelphians pay nearly 2.5 times less per square meter for comparable office space than NY
- Voted best quality of life and best city for millennials, over New York and San Francisco
- First UNESCO World Heritage City in the US

Pittsburgh

- Average office rent, industrial rent, cost of living index, and median home price lower than US average
- #12 for “Best Cities for Millennials in America”

TOOLS, EXPERTISE & RESOURCES

Technical Assistance from Pennsylvania

- One of the largest networks of international consultants, regional and local development partners
- “Concierge Services” for introductions, connections, and customized financial assistance
- A wide range of programs and services to expand the global reach and export capacity of PA companies



OIBD INVESTMENT SERVICES



Aiding companies in setting up U.S. entities



Providing information on Pennsylvania's labor, average wages, business tax structure, and more



Coordinating site and building searches with regional partners



Work with the Governor's Action Team to vet projects for business assistance programs

Networking with potential partners, including:



- Suppliers
- Colleges & universities
- Law firms
- Accounting firms
- Banks
- Real estate professionals
- Construction & engineering firms

JOINT VENTURE PARTNERSHIP PROGRAM



The PA Office of International Business Development regularly receives economic development lead opportunities originally furnished to OIBD by its authorized international representatives concerning international businesses that may be interested in:

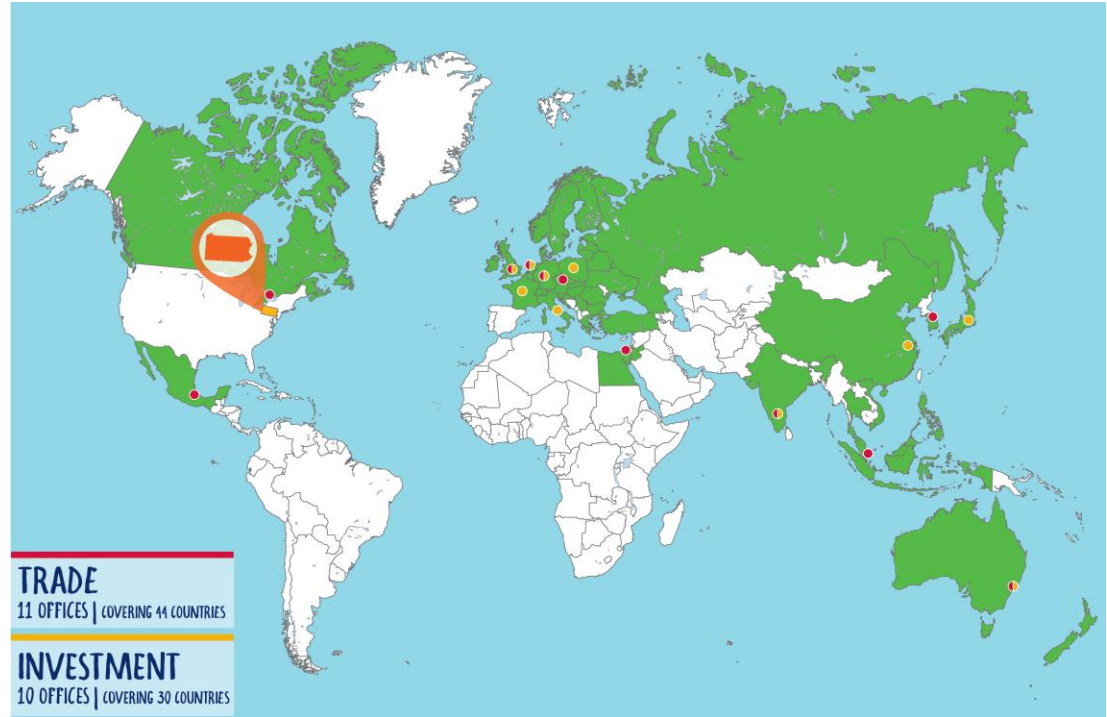
- locating in
- investing in
- trading with
- contracting with or
- partnering with

businesses located in Pennsylvania.

The opportunities are updated and shared every 5 weeks to our regional economic development partners across the commonwealth.

TOOLS, EXPERTISE & RESOURCES

Pennsylvania offers free, confidential and expert support services to companies for growing their business here.



Pennsylvania International
Network

Pennsylvania Authorized Investment Representative in Japan

Satoshi Takayama

Fenetre Partners, LLC.
Roppongi Mikawadai Bldg. 7F
4-8-7, Roppongi, Minato-ku, Tokyo
106-0032, JAPAN

Tel: +81-3-6863-3809

Email: info@fenetre.co.jp

Website: www.fenetre.co.jp



pennsylvania

DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT

Pennsylvania

WORK SMART. LIVE HAPPY.

David Briel

Deputy Secretary

Office of International Business Development

Pennsylvania Department of Community &
Economic Development

dbriel@pa.gov

dced.pa.gov/international