

FOREIGN DIRECT INVESTMENT

IN SOUTHERN CALIFORNIA



WORLD TRADE CENTER®
LOS ANGELES

FOREIGN DIRECT INVESTMENT

IN SOUTHERN CALIFORNIA



LOS ANGELES COUNTY
ECONOMIC DEVELOPMENT CORPORATION

444 S. Flower Street, 37th Floor
Los Angeles, CA 90071
www.LAEDC.org
June 2016



The LAEDC Kyser Center for Economic Research and the LAEDC Institute for Applied Economics specialize in objective and unbiased economic and policy research in order to foster informed decision-making and guide strategic planning. Every reasonable effort has been made to ensure that the data contained herein reflect the most accurate and timely information possible and they are believed to be reliable. This report is provided solely for informational purposes and is not to be construed as providing advice, recommendations, endorsements, representations or warranties of any kind whatsoever.

© 2016 Los Angeles County Economic Development Corporation. All rights reserved

SPECIAL ACKNOWLEDGMENT

This research was made possible with the generous support of Los Angeles County Supervisor Hilda L. Solis, JPMorgan Chase & Co., California State University Dominguez Hills, Japan Business Association, World Trade Center San Diego and the Consulate General of New Zealand in Los Angeles.

JPMORGAN CHASE & Co.



WORLD TRADE CENTER®
SAN DIEGO



California State University
DOMINGUEZ HILLS

J: A 南カリフォルニア
日系企業協会
Japan Business Association of Southern California

American Airlines



NEW ZEALAND
UNITED NATIONS
SECURITY COUNCIL
2015-16

EXECUTIVE SUMMARY

With the spread of globalization and international connectedness, nations engage in trade of goods and services, but also in foreign direct investment (FDI). This can take many forms, such as the direct purchase of an existing firm, investment into a joint venture with an entity in the destination nation, direct investment into a new venture, or construction and outfitting of a facility. Firms and investors will seek to achieve the highest rate of risk-adjusted return on capital, and often this is found elsewhere than in the domestic economy.

According to the United Nations Conference on Trade and Development (UNCTAD), global FDI flows reached to \$1.7 trillion in 2015, the highest level of international capital flows since 2007.

FDI flows to the U.S. alone were \$384 billion in 2015, the highest level since 2000 and making it the largest recipient nation.

The number of employees of foreign-owned establishments (FOEs) is a way of measuring the value of foreign investments. In 2013, the most recent year for which data is available, an

estimated 6.1 million people were employed at foreign-owned enterprises in the United States, approximately 4.4 percent of national payroll employment.

The largest source nation of FOE jobs in the U.S. is the United Kingdom, with more than one million workers in FOEs. Other large source nations include Japan, Germany, France and Canada, each with more than 500,000 FOE jobs.

At the state level, California, with the highest number of FOE employees, accounted for 10.3 percent of all FOE employment in the United States.

Of these, an estimated 9,105 FOEs are in Southern California with 366,415 employees and an estimated wage bill of \$23.6 billion.

The majority of FOE jobs in Southern California can be attributed to a handful of countries, including Japan, the United Kingdom, Germany, France and Canada (Exhibit ES-1). The distribution of FOE jobs by county is shown in Exhibit ES-2.

EXHIBIT ES-1

Top 10 Southern California FOEs by Source Nation

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|----------------|----------------------|--------------|----------------------------|
| 1 | Japan | 79,421 | 21.7% | 2,440 | \$5,172.9 |
| 2 | United Kingdom | 54,910 | 15.0% | 1,145 | \$3,550.7 |
| 3 | Germany | 32,594 | 8.9% | 825 | \$1,861.7 |
| 4 | France | 32,558 | 8.9% | 606 | \$1,990.3 |
| 5 | Canada | 26,230 | 7.2% | 743 | \$1,736.8 |
| 6 | Switzerland | 25,078 | 6.8% | 370 | \$2,090.6 |
| 7 | Ireland | 20,342 | 5.6% | 153 | \$1,242.2 |
| 8 | Netherlands | 14,112 | 3.9% | 197 | \$1,036.7 |
| 9 | Sweden | 10,262 | 2.8% | 129 | \$436.6 |
| 10 | Australia | 7,652 | 2.1% | 191 | \$516.2 |
| | All Others | 63,256 | 17.3% | 2,306 | \$3,924.3 |
| Total | | 366,415 | 100.0% | 9,105 | \$23,559.1 |

Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

FOEs have a much larger impact than the direct jobs they provide. This includes firms in the supply chain of FOEs and the household spending of employees paid wages and salaries by FOEs. The overall number of jobs that are impacted by foreign-

EXHIBIT ES-2

Southern California FOEs by Destination County

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|----------------|----------------------|--------------|----------------------------|
| 1 | Los Angeles | 177,427 | 48.4% | 4,367 | \$11,928 |
| 2 | Orange | 84,142 | 23.0% | 1,812 | \$5,701 |
| 3 | San Diego | 54,743 | 14.9% | 1,431 | \$3,352 |
| 4 | San Bernardino | 20,523 | 5.6% | 654 | \$929 |
| 5 | Riverside | 15,998 | 4.4% | 502 | \$794 |
| 6 | Ventura | 13,582 | 3.7% | 339 | \$855 |
| Total | | 366,415 | 100.0% | 9,105 | \$23,559 |

owned establishments is the sum of jobs along this entire chain, and the FOE Impact Intensity is the share of all payroll jobs that are supported by FOEs, including direct, indirect and induced jobs.

In Southern California, the FOE Impact Intensity is 8.1 percent, meaning 8.1 percent of all jobs in Southern California are supported by FOEs.

As a region with robust connections to the global economy, FDI and foreign-owned establishments will continue to play an important role in Southern California.

FOREIGN DIRECT INVESTMENT 2015

TABLE OF CONTENTS

EXECUTIVE SUMMARY 4**1 - INTRODUCTION 8**

| | |
|--------------------------------------|----|
| 1.1 Global FDI Inflows | 9 |
| 1.2 FDI and FOE in the United States | 10 |
| 1.3 FOE in California | 11 |
| 1.4 Methodology and Limitations | 12 |
| 1.5 FOE Impact Intensity | 13 |

2 - SOUTHERN CALIFORNIA AND FOREIGN INVESTMENT 14

| | |
|---|----|
| 2.1 Greenfield Investments | 15 |
| 2.2 FOEs in Southern California by County | 16 |
| 2.3 FOE by Source Nation | 17 |

3 - FDI DESTINATION COUNTIES 20

| | |
|-----------------------|----|
| Southern California | 20 |
| Los Angeles County | 22 |
| Orange County | 24 |
| San Diego County | 26 |
| San Bernardino County | 28 |
| Riverside County | 30 |
| Ventura County | 32 |

4 - SOURCE NATIONS 34

| | | | |
|-------------------------|----|-------------------|----|
| No.01 Japan | 34 | No.13 China | 46 |
| No.02 United Kingdom | 35 | No.14 Mexico | 47 |
| No.03 Germany | 36 | No.15 Luxembourg | 48 |
| No.04 France | 37 | No.16 Israel | 49 |
| No.05 Canada | 38 | No.17 Spain | 50 |
| No.06 Switzerland | 39 | No.18 India | 51 |
| No.07 Ireland | 40 | No.19 Italy | 52 |
| No.08 Netherlands | 41 | No.20 Belgium | 53 |
| No.09 Sweden | 42 | No.21 Hong Kong | 54 |
| No.10 Australia | 43 | No.22 New Zealand | 55 |
| No.11 Republic of Korea | 44 | No.23 Singapore | 56 |
| No.12 Taiwan | 45 | No.24 Finland | 57 |

INTRODUCTION

With increasing globalization and international connectedness, nations engage in trade of goods and services, but also in capital flows. These can involve central banks, as they purchase foreign government obligations to manage their currency and reserves, but private capital flows, or foreign direct investment, represent a significant share of cross-border monetary transactions.

It can take many forms, such as the direct purchase of an existing firm, investment into a joint venture with an entity in the destination nation, direct investment into a new venture, or construction and outfitting of a facility. Firms and investors will seek to achieve the highest rate of risk-adjusted return on capital, and often this is found elsewhere than in the domestic economy.

Where once most such investments occurred in developed nations, such as the United States or the countries of Europe, the share of foreign direct investment (FDI) into developing nations has increased significantly over time as more investment opportunities become accessible.

INTRODUCTION

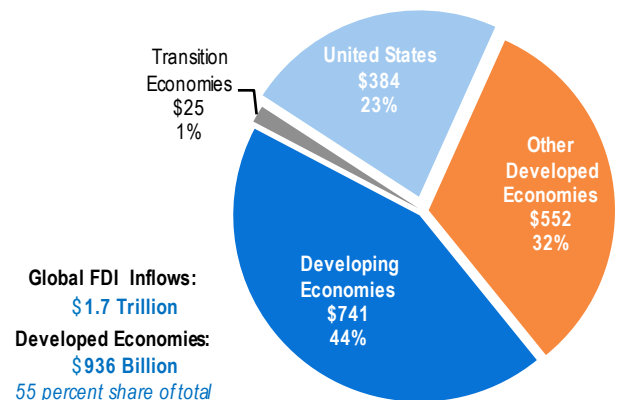
GLOBAL FDI INFLOWS

According to the United Nations Conference on Trade and Development (UNCTAD), global FDI flows reached to US \$1.7 trillion in 2015, an increase of 36 percent over the previous year. This is the highest level of international capital flows since 2007.

Growth in capital flows to developed economies was still responsible for most of the overall FDI growth in 2015, receiving 55 percent of global FDI, with the United States the recipient of 23 percent alone.

Cross-border mergers and acquisitions were responsible for the lion's share of the increase in capital flows in 2015, while greenfield investments remained relatively constant over 2014. Corporate reconfigurations also figured prominently in the value gain in capital flows over last year—however, much of this flow occurred on financial statements, with little in terms of real asset exchange.

EXHIBIT 1-1
Global FDI Inflows in 2015
(\$billions)



Source: UNCTAD

INTRODUCTION

FDI AND FOE IN THE UNITED STATES

The United States has many qualities that have made and continue to make it an attractive market for foreign capital investment. Its established legal framework and its relatively stable economic and political environments reduce the risk profile of investments into the U.S. Foreign investors are also drawn to the large consumer market—an attractive target for firms in developed and developing countries alike seeking to increase their exports through establishing a presence, either by investing in an existing American firm or by establishing a new firm.

UNCTAD estimates that FDI flows to the U.S. reached \$384 billion in 2015, the highest level since 2000 and making it the largest recipient. Second-ranked Hong Kong received \$163 billion, followed by China, which received \$136 billion.

The level of a foreign entity's investment in a domestic firm is an indicator of the amount of control the foreign investor has over the enterprise. In FDI-related statistics monitored by the U.S. Bureau of Economic Analysis (BEA), foreign-owned enterprises (FOE) are identified as those in which the foreign ownership stake is at least ten percent, whether in the form of direct management or equity stake.

The BEA provides estimates of the number of employees at FOEs as a way of measuring the value of foreign investments. This data is available at national and state level. In 2013, the most recent year for which data is available, an estimated 6.1 million people were employed at foreign-owned enterprises in the United States, representing approximately 4.4 percent of total payroll employment nationally.

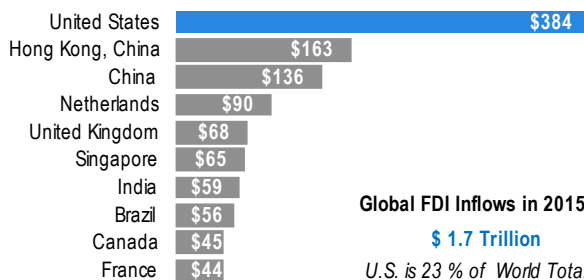
The largest source country for FOE employment in the U.S. is the United Kingdom, with more than one million workers in establishments owned by entities headquartered in the U.K. Other large source countries include Japan, Germany, France and Canada, each with more than 500,000 jobs in their FOEs.

At the state level, California, with the highest number of FOE employees, accounted for 10.3 percent of all FOE employment in the United States. This was followed by Texas, accounting for 8.4 percent and New York, with 6.7 percent. These rankings are not unexpected as these three states are also the largest in terms of population and overall employment.

EXHIBIT 1-2

Global FDI Inflows: Top 10 Host Economies

Estimated FDI inflows in 2015 (\$billions)



Global FDI Inflows in 2015:

\$ 1.7 Trillion

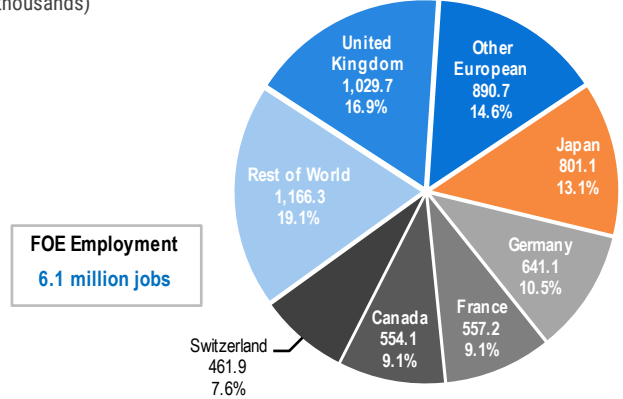
U.S. is 23 % of World Total

Source: UNCTAD

EXHIBIT 1-3

U.S. FOE Employment by Source 2013

(thousands)



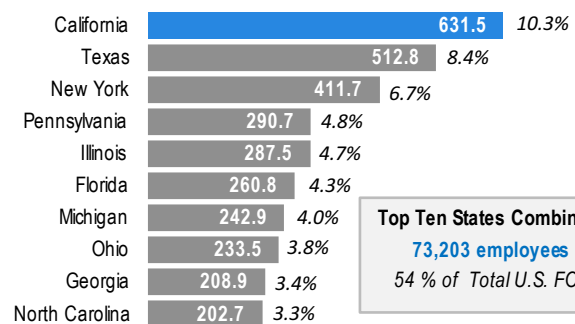
FOE Employment
6.1 million jobs

Source: BEA

EXHIBIT 1-4

Top 10 States by Share of U.S. FOE Employment

2013 employment in thousands



Top Ten States Combined:

73,203 employees

54 % of Total U.S. FOE

Source: BEA

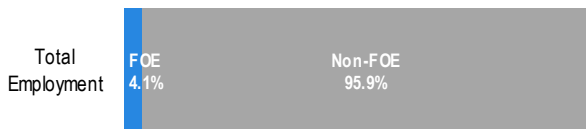
INTRODUCTION

FOE IN CALIFORNIA

With almost 15.5 million payroll employees in 2015, the 631,500 FOE employees, while comprising over ten percent of total U.S. FOE employment, represent only 3.7 percent of total payroll employment in the state.

EXHIBIT 1-5

Payroll Employment in California in 2013

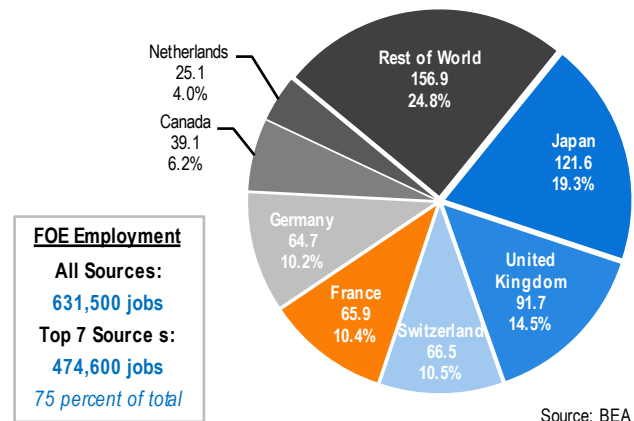


CA FOE : **631,500 emp**
 CA Total: **15.5 million emp**

Source: BEA

The relative share of FOE employment in California by source country has remained largely unchanged since 2007. Japan is the largest source of FOE employment in the state, followed by the United Kingdom. These two countries respectively represented 19.3 percent and 14.5 percent of total FOE employment in California in 2013. France, Germany and Switzerland round out the top five sources of FOE employment in California, followed by Canada and the Netherlands.

EXHIBIT 1-6

California FOE Employment by Source
(In thousands)

Source: BEA

FOE Employment

All Sources:

631,500 jobs

Top 7 Source s:

474,600 jobs*75 percent of total*

INTRODUCTION

METHODOLOGY AND LIMITATIONS

The remaining sections of this report will look more closely at both FDI and FOEs at the county level. This type of data at the county level is not published by the BEA, hence other sources of data are consulted here.

The primary data source used in this analysis is Dun & Bradstreet (D&B). This private provider of firm level data provides local employment estimates for entities with ultimate ownership in a foreign nation. The data was retrieved in January of 2016.

Exhibits showing FOE jobs from 1991 through 2011 used data generously provided by the Brookings Institution.

While this report uses the broad term foreign direct investment, it should be noted that the D&B data does not indicate whether the domestic firm was acquired by a foreign entity, or whether it was a firm that was newly established with a foreign investment. Nor does it indicate when the investment (whether acquisition or greenfield) may have occurred. Hence the estimated jobs cannot be interpreted as the result of foreign investment in the current year. Rather, the terminology used herein refers to jobs

of foreign-owned enterprises, or FOE jobs, where the share of foreign ownership meets the ten percent threshold.

Further, it should not be assumed that FOE jobs are dependent on foreign investment or have been created by foreign investment as it cannot be concluded that the absence of such investment would have meant the loss of these jobs.

To supplement FOE data and provide some understanding of actual new foreign investment at the county level, data assembled by the Financial Times organization in its fDi Markets reports were used. As there is no public recording of actual foreign investments, The Financial Times offers a disclaimer indicating that while it employs best efforts to capture details on foreign investments made in the United States, there is no consistent public recording of all investments made by foreign entities and individuals, thus the data is likely not comprehensive.

INTRODUCTION

FOE IMPACT INTENSITY

Foreign-owned enterprises employ domestic residents. The number of such direct employees is a metric to demonstrate the value of foreign investment in domestic firms, and these have been quantified in the discussion above. Yet the larger impact of foreign ownership includes firms in the supply chain of FOEs and the household spending of employees paid wages and salaries by FOEs. These are called indirect and induced impacts, respectively, and are estimated using tools and data that trace the connections between firms, supply chains and workers. The overall number of jobs that are impacted by foreign-owned establishments, therefore, is the sum of jobs along this entire chain. For each source nation, this total number of jobs supported by that nation's FOEs in Southern California is provided.

At the county level, the total number of jobs supported by FOEs in that county is shown in terms of FOE Impact Intensity, which is the share of all payroll jobs in the county that are supported by FOEs, including direct jobs that work for an FOE and the indirect and induced jobs that are supported through the FOE supply chains and the household spending of FOE-related employees.

SOUTHERN CALIFORNIA AND FOREIGN INVESTMENT

The Southern California six-county region includes the counties of Los Angeles, Orange, Riverside, San Bernardino, San Diego and Ventura. Foreign direct investment (FDI) occurs across all six counties in the region. Greenfield investment and estimated employment in foreign-owned enterprises (FOE) for the region is discussed below. This section is followed by graphical snapshots of the region and of its six individual component counties. These are followed by snapshots of the level of participation in Southern California of the top 24 source nations, measured by FOE employment.

SOUTHERN CALIFORNIA AND FOREIGN INVESTMENT

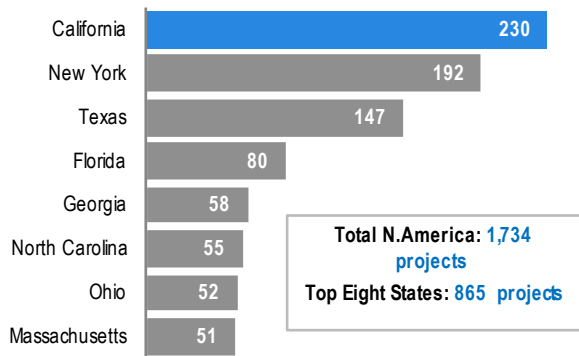
GREENFIELD INVESTMENTS

New investments, as opposed to acquisitions or mergers, are commonly termed "greenfield." They are associated with a larger economic impact than acquisitions as these are mostly a transfer of existing assets.

According to fDi Intelligence, a product of the Financial Times, there were 11,930 greenfield projects worldwide in 2015 with investments totaling \$713 billion, an increase of nine percent over the previous year. In the United States, greenfield investment in 2015 reached \$59.6 billion.

EXHIBIT 2-1

Number of Greenfield Projects: Top U.S. States 2015

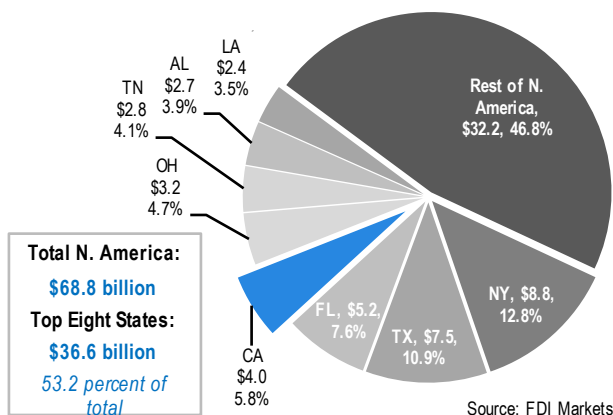


Source: FDI Markets

California is the state with the largest number of greenfield FDI projects, recording 230 projects in 2015, more than second-ranked New York and third-ranked Texas. In terms of investment, California received \$4.0 billion in 2015, less than Florida (\$5.2 billion), Texas (\$7.5 million) and New York (\$8.8 billion).

The reader is reminded that the data may not have captured all foreign investment; in particular, smaller projects that, although small, may have been many in number.

EXHIBIT 2-2

Greenfield FDI Investment: Top U.S. States in 2015
North America (\$billions)

Source: FDI Markets

Japan is the largest source of new investments in Southern California, investing \$4.48 billion between 2003 and 2015 and generating an estimated 11,378 jobs. Germany was second, investing \$3.59 billion, followed by China (\$3.28 billion) and the United Kingdom (\$3.2 billion). Over the period, Southern California received almost \$30 billion in greenfield investment, generating 76,500 jobs.

EXHIBIT 2-3

2003-2015 SoCal Greenfield Investment by Source

| Country | Investment (\$millions) | % of all Greenfield | Estimated Jobs |
|--------------|-------------------------|---------------------|----------------|
| Japan | \$4,481.0 | 15.0% | 11,378 |
| Germany | \$3,590.0 | 12.0% | 3,827 |
| China | \$3,281.0 | 11.0% | 10,548 |
| U.K. | \$3,208.0 | 10.8% | 10,478 |
| France | \$3,052.0 | 10.2% | 10,899 |
| Australia | \$2,207.0 | 7.4% | 11,153 |
| Italy | \$1,731.0 | 5.8% | 6,765 |
| Spain | \$982.0 | 3.3% | 3,717 |
| South Korea | \$979.0 | 3.3% | 3,851 |
| Switzerland | \$940.0 | 3.2% | 4,832 |
| Other | \$5,383.0 | 18.0% | 18,125 |
| Total | \$29,834.0 | 100.0% | 76,500 |

Source: FDI Markets

Within Southern California, Los Angeles County received \$16.7 billion in greenfield investment between 2003 and 2015, accounting for 57 percent of all greenfield investment in the region. This was followed by Orange County (\$4.2 billion), Riverside County (\$3.9 billion) and San Diego County (\$3.6 billion). Greenfield investment data for individual destination counties and by source country in the Southern California region is presented in the snapshots that follow this section.

EXHIBIT 2-4

2003-2015 SoCal Greenfield Investment by Destination

| Rank | County | Investment (\$millions) | % of all Greenfield | Estimated Jobs |
|--------------|----------------|-------------------------|---------------------|----------------|
| 1 | Los Angeles | \$16,725.9 | 57.0% | 50,744 |
| 2 | Orange | \$4,207.9 | 14.3% | 4,584 |
| 3 | Riverside | \$3,896.3 | 13.3% | 5,986 |
| 4 | San Diego | \$3,597.0 | 12.3% | 10,511 |
| 5 | San Bernardino | \$773.7 | 2.6% | 4,092 |
| 6 | Ventura | \$140.4 | 0.5% | 583 |
| Total | | \$29,341.2 | 100.0% | 76,500 |

Source: FDI Markets

SOUTHERN CALIFORNIA AND FOREIGN INVESTMENT

FOES IN SOUTHERN CALIFORNIA BY COUNTY

There are an estimated 9,105 foreign-owned enterprises (FOEs) in Southern California with 366,415 employees and an estimated wage bill of \$23.6 billion.

The bulk of FOEs are located in Los Angeles County, which hosts 4,367 FOEs representing 48.0 percent of the regional total, and more than twice as many firms as Orange County, which is ranked second with 1,812 FOEs.

Los Angeles County also leads in terms of the number of FOE jobs in the region, with 48.4 percent of regional FOE employment. Orange County again follows with 84,142 FOE jobs, followed by Riverside with 15,998.

The estimated annual wage bill of FOEs in each destination county was estimated using county average wages paid in each industry. This assumes that wages paid in FOEs reflect the county industry average.

Estimated annual payroll in FOEs in Los Angeles County accounted for half of the regional total, followed by Orange County and San Diego County.

In terms of industry sector, almost 32 percent of FOE jobs, or 116,721, are in manufacturing, the sector with the most FOE jobs. Professional and business services held 51,222 FOE jobs, or 14 percent of all FOE jobs. Wholesale trade held the third position, with 48,613 jobs. These top three industry sectors represent 59 percent of all FOE jobs in the region.

EXHIBIT 2-5
Southern California FOEs by Destination County

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|---------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 177,427 | 48.4% | 4,367 | \$11,928 |
| 2 | Orange | 84,142 | 23.0% | 1,812 | \$5,701 |
| 3 | San Diego | 54,743 | 14.9% | 1,431 | \$3,352 |
| 4 | San Bernardino | 20,523 | 5.6% | 654 | \$929 |
| 5 | Riverside | 15,998 | 4.4% | 502 | \$794 |
| 6 | Ventura | 13,582 | 3.7% | 339 | \$855 |
| Total | | 366,415 | 100.0% | 9,105 | \$23,559 |

Sources: Dun & Bradstreet, CA EDD, LAEDC Analysis

SOUTHERN CALIFORNIA AND FOREIGN INVESTMENT

FOE BY SOURCE NATION

The majority of FOE jobs in Southern California can be attributed to a relative handful of countries, including Japan, the United Kingdom, Germany, France and Canada. The top ten source nations account for 83 percent of total FOE jobs and 73 percent of FOEs.

The estimated annual wage bill of FOEs for each source country was estimated using average wages paid in each industry, in each county. This assumes that wages paid in FOEs reflect the regional industry average.

Estimated annual payroll in FOEs for the top ten source countries accounted for 83 percent of total estimated annual payroll at FOEs in the Southern California region. Japan and the United Kingdom, the two largest source countries, accounted for 37 percent of the estimated annual wage bill in the region, with 22 percent and 15 percent, respectively.

The following pages provide snapshots for the top 24 source countries in Southern California ranked by the number of FOE jobs. Summary data for these nations are shown below.

EXHIBIT 2-6**Southern California FOEs by Source Nation**

| Source Nation | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) | Employment Per Firm | Ave Wage Per Emp |
|-------------------|----------------|----------------------|--------------|----------------------------|------------------------|---------------------|
| Japan | 79,421 | 21.7% | 2,440 | \$5,172.9 | 32.5 | \$65,132 |
| United Kingdom | 54,910 | 15.0% | 1,135 | \$3,550.7 | 48.0 | \$64,665 |
| Germany | 32,594 | 8.9% | 825 | \$1,861.7 | 39.5 | \$57,119 |
| France | 32,558 | 8.9% | 606 | \$1,990.3 | 53.7 | \$61,132 |
| Canada | 26,230 | 7.2% | 743 | \$1,736.8 | 35.3 | \$66,214 |
| Switzerland | 25,078 | 6.8% | 370 | \$2,090.6 | 67.8 | \$83,365 |
| Ireland | 20,342 | 5.6% | 153 | \$1,242.2 | 133.0 | \$61,065 |
| Netherlands | 14,112 | 3.9% | 197 | \$1,036.7 | 784.0 | \$73,461 |
| Sweden | 10,262 | 2.8% | 129 | \$436.6 | 79.6 | \$42,548 |
| Australia | 7,652 | 2.1% | 191 | \$516.2 | 40.1 | \$67,459 |
| Republic of Korea | 7,564 | 2.1% | 233 | \$452.7 | 32.5 | \$59,851 |
| Taiwan | 7,247 | 2.0% | 222 | \$508.6 | 32.6 | \$70,175 |
| China | 6,450 | 1.8% | 340 | \$460.4 | 18.4 | \$71,331 |
| Mexico | 5,387 | 1.5% | 227 | \$299.3 | 23.7 | \$55,558 |
| Luxembourg | 4,870 | 1.3% | 312 | \$236.2 | 15.6 | \$48,508 |
| Israel | 4,274 | 1.2% | 45 | \$286.2 | 95.0 | \$66,956 |
| Spain | 4,176 | 1.1% | 92 | \$241.8 | 45.4 | \$57,905 |
| India | 2,882 | 0.8% | 86 | \$210.5 | 33.5 | \$73,033 |
| Italy | 2,707 | 0.7% | 150 | \$119.6 | 18.0 | \$44,185 |
| Belgium | 2,538 | 0.7% | 52 | \$152.3 | 48.8 | \$59,995 |
| Hong Kong | 2,170 | 0.6% | 82 | \$143.7 | 26.5 | \$66,222 |
| New Zealand | 2,042 | 0.6% | 36 | \$126.6 | 56.7 | \$61,986 |
| Singapore | 1,991 | 0.5% | 41 | \$133.2 | 48.6 | \$66,925 |
| Finland | 916 | 0.3% | 23 | \$52.0 | 39.8 | \$56,769 |
| Rest of World | 7,984 | 2.2% | 352 | \$496.6 | 22.7 | \$62,205 |
| Total | 366,415 | 100.0% | 9,105 | \$23,559 | 40.2 | \$64,296 |

Sources: Dun & Bradstreet, CA EDD; LAEDC analysis



SOUTHERN CALIFORNIA

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

366,415

FOE FIRMS

9,105

ESTIMATED WAGES

\$23.6B

FOE IMPACT INTENSITY

8.1%

of all jobs in Southern California (direct, indirect and induced) are supported by FOEs

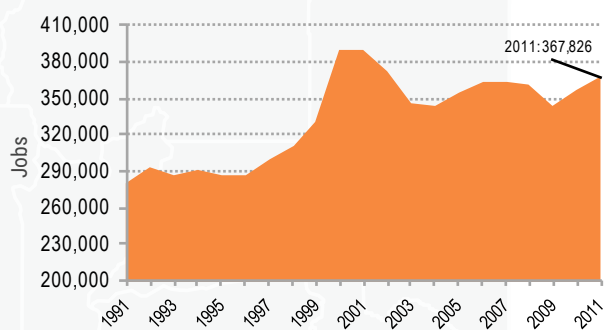
FOEs BY SOURCE NATION

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|------|----------------|--------|-------------------|-------|-------------------------|
| 1 | Japan | 79,421 | 21.7% | 2,440 | \$5,172.9 |
| 2 | United Kingdom | 54,910 | 15.0% | 1,145 | \$3,550.7 |
| 3 | Germany | 32,594 | 8.9% | 825 | \$1,861.7 |
| 4 | France | 32,558 | 8.9% | 606 | \$1,990.3 |
| 5 | Canada | 26,230 | 7.2% | 743 | \$1,736.8 |
| 6 | Switzerland | 25,078 | 6.8% | 370 | \$2,090.6 |
| 7 | Ireland | 20,342 | 5.6% | 153 | \$1,242.2 |
| 8 | Netherlands | 14,112 | 3.9% | 197 | \$1,036.7 |
| 9 | Sweden | 10,262 | 2.8% | 129 | \$436.6 |
| 10 | Australia | 7,652 | 2.1% | 191 | \$516.2 |
| | All Others | 63,256 | 17.3% | 2,306 | \$3,924.3 |

Total 366,415 100.0% 9,105 \$23,559.1

Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

FOE EMPLOYMENT 1991-2011



*2011 is the most recent year available from this data source
Source: Brookings Institution

FOEs BY INDUSTRY SECTOR

| Sector | Firms | Jobs | Est. Wages (\$millions) |
|--------------------------------|--------------|----------------|-------------------------|
| Natural Resources | 41 | 1,827 | \$184.6 |
| Construction | 124 | 5,574 | \$312.2 |
| Manufacturing | 1,316 | 116,721 | \$6,789.2 |
| Wholesale Trade | 1,549 | 48,613 | \$3,304.2 |
| Retail Trade | 2,113 | 36,140 | \$1,263.0 |
| Transp, Warehousing, Utilities | 460 | 20,748 | \$1,148.1 |
| Information | 509 | 17,744 | \$1,740.1 |
| Financial Activities | 1,149 | 38,277 | \$3,956.2 |
| Prof / Business Services | 1,067 | 51,222 | \$3,778.3 |
| Education / Health Care | 225 | 6,693 | \$301.5 |
| Leisure / Hospitality | 324 | 17,366 | \$526.9 |
| Other Services | 165 | 3,947 | \$134.0 |
| Public Administration | 63 | 1,543 | \$120.8 |
| Total | 9,105 | 366,415 | \$23,559.1 |
| % of County Total | 1.5% | 4.2% | 2.0% |

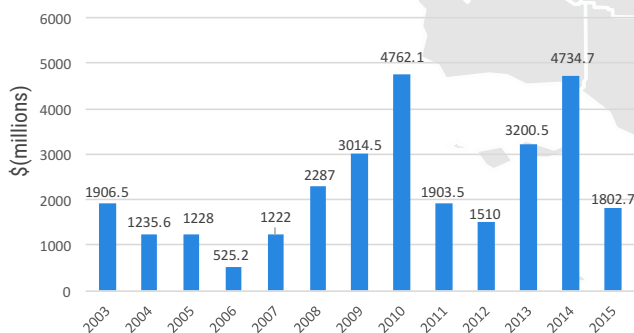
Sources: Dun & Bradstreet, CA EDD, BLS; LAEDC analysis

GREENFIELD INVESTMENTS

INVESTMENT IN
SoCal 2003-2015

\$29.34B

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY SOURCE 2003-2015

| Country | Investment (\$millions) | % of all Greenfield | Estimated Jobs |
|--------------|-------------------------|---------------------|----------------|
| Japan | \$4,481 | 15.3% | 11,378 |
| China | \$3,281 | 11.2% | 10,548 |
| France | \$2,986 | 10.2% | 10,742 |
| Australia | \$2,193 | 7.5% | 11,093 |
| Italy | \$1,582 | 5.4% | 6,204 |
| All Others | \$14,818 | 50.5% | 49,965 |
| Total | \$29,341 | 100.0% | 94,000 |



LOS ANGELES COUNTY

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

177,427

48.4% of all FOE jobs in
Southern California

FOE FIRMS

4,367

48.0% of all FOE firms in
Southern California

ESTIMATED WAGES

\$11.9B

FOE IMPACT INTENSITY

8.4%

of all jobs in the county
(direct, indirect and induced)
are supported by FOEs

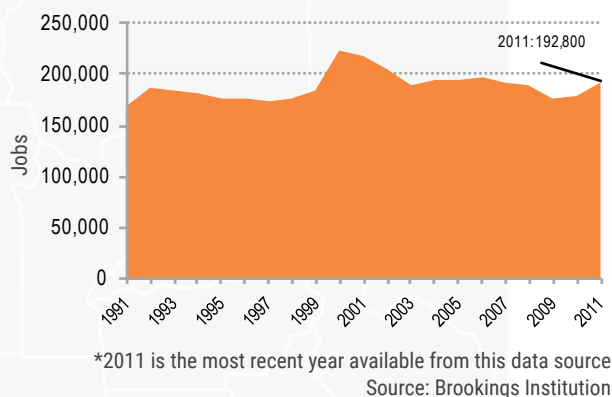
FOEs BY SOURCE NATION

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|------|----------------|--------|----------------------|-------|----------------------------|
| 1 | Japan | 42,000 | 23.7% | 1,263 | \$2,813.8 |
| 2 | United Kingdom | 26,020 | 14.7% | 526 | \$1,721.1 |
| 3 | Switzerland | 16,110 | 9.1% | 168 | \$1,551.1 |
| 4 | Germany | 15,330 | 8.6% | 357 | \$875.9 |
| 5 | France | 14,990 | 8.4% | 314 | \$964.6 |
| 6 | Canada | 11,580 | 6.5% | 286 | \$820.2 |
| 7 | Netherlands | 6,670 | 3.8% | 87 | \$532.4 |
| 8 | Ireland | 5,740 | 3.2% | 49 | \$332.3 |
| 9 | Sweden | 4,840 | 2.7% | 59 | \$196.6 |
| 10 | Australia | 4,240 | 2.4% | 101 | \$293.6 |
| | All Others | 29,907 | 16.8% | 1,157 | \$1,826.4 |

Total **177,427** **100.0%** **4,367** **\$11,928.0**

Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

FOE EMPLOYMENT 1991-2011



FOEs BY INDUSTRY SECTOR

| Sector | Firms | Jobs | Est. Wages (\$millions) |
|--------------------------------|--------------|----------------|-------------------------|
| Natural Resources | 17 | 916 | \$119.2 |
| Construction | 43 | 1,777 | \$101.9 |
| Manufacturing | 481 | 38,281 | \$2,192.5 |
| Wholesale Trade | 759 | 23,386 | \$1,384.3 |
| Retail Trade | 928 | 15,495 | \$540.9 |
| Transp, Warehousing, Utilities | 317 | 16,056 | \$896.4 |
| Information | 315 | 12,225 | \$1,270.3 |
| Financial Activities | 569 | 26,855 | \$2,996.7 |
| Prof / Business Services | 517 | 25,424 | \$1,770.4 |
| Education / Health Care | 82 | 3,065 | \$134.1 |
| Leisure / Hospitality | 208 | 11,142 | \$393.8 |
| Other Services | 78 | 2,185 | \$77.0 |
| Public Administration | 53 | 620 | \$50.5 |
| Total | 4,367 | 177,427 | \$11,928 |
| % of County Total | 1.0% | 4.2% | 2.0% |

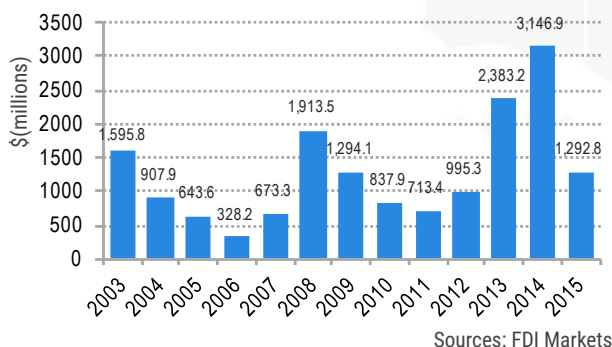
Sources: Dun & Bradstreet, CA EDD, BLS; LAEDC analysis

GREENFIELD INVESTMENTS

INVESTMENT IN
LOS ANGELES
COUNTY 2003-2015

\$16.72B

GREENFIELD INVESTMENT 2003-2015



GREENFIELD INVESTMENT BY SOURCE 2003-2015

| Country | Investment (\$millions) | % of all Greenfield | Estimated Jobs |
|--------------|-------------------------|---------------------|----------------|
| China | \$3,207 | 19.2% | 10,297 |
| Japan | \$2,923 | 17.5% | 7,507 |
| France | \$1,507 | 9.0% | 6,488 |
| Australia | \$1,398 | 8.4% | 6,609 |
| Italy | \$924 | 5.5% | 3,623 |
| All Others | \$6,767 | 40.5% | 16,220 |
| Total | \$16,725 | 100.0% | 50,744 |



ORANGE COUNTY

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

84,142

23% of all FOE jobs in Southern California

FOE FIRMS

1,812

19.9% of all FOE firms in Southern California

ESTIMATED WAGES

\$5.7B

FOE IMPACT INTENSITY

11.1%

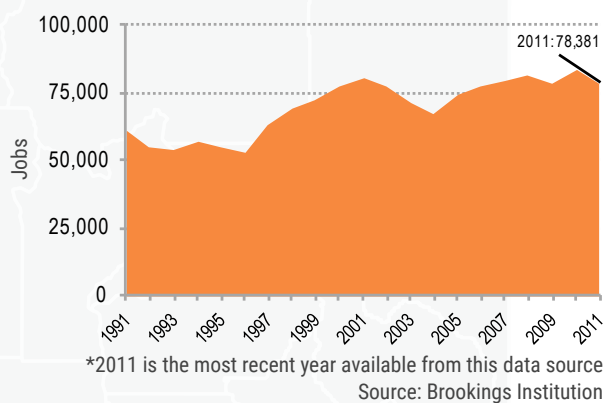
of all jobs in the county
(direct, indirect and induced)
are supported by FOEs

FOEs BY SOURCE NATION

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|---------------|----------------------|--------------|----------------------------|
| 1 | Japan | 18,747 | 22.3% | 509 | \$1,264.7 |
| 2 | United Kingdom | 12,908 | 15.3% | 221 | \$882.8 |
| 3 | Ireland | 7,869 | 9.4% | 40 | \$549.4 |
| 4 | Germany | 7,723 | 9.2% | 181 | \$483.6 |
| 5 | France | 7,688 | 9.1% | 125 | \$503.4 |
| 6 | Canada | 5,445 | 6.5% | 133 | \$378.2 |
| 7 | Switzerland | 3,117 | 3.7% | 77 | \$212.3 |
| 8 | Israel | 2,668 | 3.2% | 12 | \$166.8 |
| 9 | Taiwan | 2,543 | 3.0% | 59 | \$187.6 |
| 10 | India | 1,830 | 2.2% | 24 | \$124.3 |
| | All Others | 13,604 | 16.2% | 431 | \$948.0 |
| Total | | 84,142 | 100.0% | 1,812 | \$5,701.1 |

Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

FOE EMPLOYMENT 1991-2011



FOEs BY INDUSTRY SECTOR

| Sector | Firms | Jobs | Est. Wages (\$millions) |
|--------------------------------|--------------|---------------|-------------------------|
| Natural Resources | 6 | 397 | \$37.8 |
| Construction | 24 | 1,094 | \$68.1 |
| Manufacturing | 327 | 31,083 | \$1,936.5 |
| Wholesale Trade | 357 | 15,418 | \$1,230.7 |
| Retail Trade | 398 | 8,573 | \$316.4 |
| Transp, Warehousing, Utilities | 38 | 1,395 | \$74.4 |
| Information | 72 | 3,166 | \$289.5 |
| Financial Activities | 217 | 4,445 | \$425.5 |
| Prof / Business Services | 242 | 13,305 | \$1,149.4 |
| Education / Health Care | 47 | 1,633 | \$77.3 |
| Leisure / Hospitality | 50 | 2,777 | \$62.7 |
| Other Services | 32 | 784 | \$27.1 |
| Public Administration | 2 | 72 | \$5.6 |
| Total | 1,812 | 84,142 | \$5,701.1 |
| % of County Total | 4.0% | 5.5% | 2.4% |

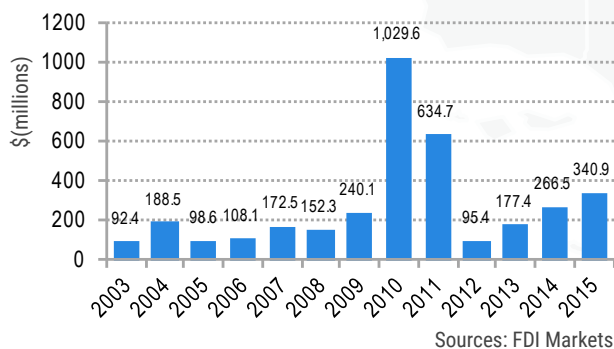
Sources: Dun & Bradstreet, CA EDD, BLS; LAEDC analysis

GREENFIELD INVESTMENTS

INVESTMENT IN
ORANGE COUNTY
2003-2015

\$3.6B

GREENFIELD INVESTMENT 2003-2015



GREENFIELD INVESTMENT BY SOURCE 2003-2015

| Country | Investment (\$millions) | % of all Greenfield | Estimated Jobs |
|--------------|-------------------------|---------------------|----------------|
| France | \$437 | 12.1% | 1,689 |
| Italy | \$346 | 9.6% | 1,367 |
| Japan | \$260 | 7.2% | 1,725 |
| Australia | \$248 | 6.9% | 867 |
| Switzerland | \$236 | 6.6% | 1,601 |
| All Others | \$2,070 | 57.5% | 3,262 |
| Total | \$3,597 | 100.0% | 10,511 |



SAN DIEGO COUNTY

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

54,743

14.9% of all FOE jobs in
Southern California

FOE FIRMS

1,431

15.7% of all FOE firms in
Southern California

ESTIMATED WAGES

\$3.4B

FOE IMPACT INTENSITY

7.6%

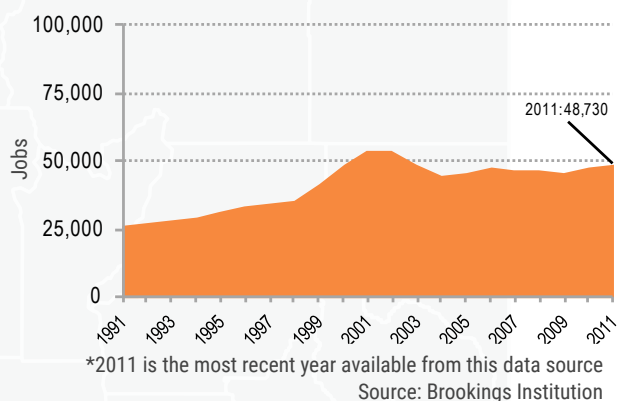
of all jobs in the county
(direct, indirect and induced)
are supported by FOEs

FOEs BY SOURCE NATION

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|-------------------|---------------|----------------------|--------------|----------------------------|
| 1 | United Kingdom | 11,114 | 20.3% | 208 | \$695.0 |
| 2 | Japan | 10,451 | 19.1% | 393 | \$660.1 |
| 3 | Ireland | 4,886 | 8.9% | 27 | \$264.9 |
| 4 | Germany | 4,368 | 8.0% | 135 | \$250.2 |
| 5 | Canada | 4,333 | 7.9% | 144 | \$302.3 |
| 6 | Netherlands | 3,332 | 6.1% | 34 | \$223.0 |
| 7 | France | 3,252 | 5.9% | 80 | \$186.5 |
| 8 | Switzerland | 3,177 | 5.8% | 65 | \$189.2 |
| 9 | Republic of Korea | 1,872 | 3.4% | 29 | \$99.9 |
| 10 | Sweden | 1,773 | 3.2% | 19 | \$80.7 |
| | All Others | 6,185 | 11% | 297 | \$400.1 |
| Total | | 54,743 | 100.0% | 1,431 | \$3,351.9 |

Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

FOE EMPLOYMENT 1991-2011



FOEs BY INDUSTRY SECTOR

| Sector | Firms | Jobs | Est. Wages (\$millions) |
|--------------------------------|--------------|---------------|-------------------------|
| Natural Resources | 2 | 114 | \$3.6 |
| Construction | 28 | 833 | \$47.7 |
| Manufacturing | 243 | 23,481 | \$1,371.4 |
| Wholesale Trade | 191 | 3,959 | \$283.8 |
| Retail Trade | 369 | 6,960 | \$242.7 |
| Transp, Warehousing, Utilities | 40 | 1,030 | \$74.4 |
| Information | 57 | 1,433 | \$126.0 |
| Financial Activities | 185 | 4,015 | \$339.3 |
| Prof / Business Services | 201 | 8,250 | \$679.8 |
| Education / Health Care | 54 | 1,171 | \$54.6 |
| Leisure / Hospitality | 25 | 1,939 | \$42.6 |
| Other Services | 28 | 707 | \$21.2 |
| Public Administration | 8 | 851 | \$64.8 |
| Total | 1,431 | 54,743 | \$3,351.9 |
| % of County Total | 1.4% | 4.0% | 1.8% |

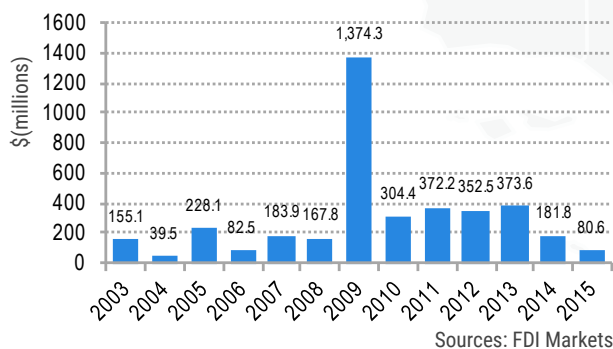
Sources: Dun & Bradstreet, CA EDD, BLS; LAEDC analysis

GREENFIELD INVESTMENTS

INVESTMENT IN
SAN DIEGO COUNTY
2003-2015

\$3.9B

GREENFIELD INVESTMENT 2003-2015



GREENFIELD INVESTMENT BY SOURCE 2003-2015

| Country | Investment (\$millions) | % of all Greenfield | Estimated Jobs |
|--------------|-------------------------|---------------------|----------------|
| Japan | \$1,065 | 27.3% | 913 |
| France | \$372 | 9.5% | 890 |
| Germany | \$299 | 7.7% | 626 |
| Canada | \$227 | 5.8% | 903 |
| Spain | \$137 | 3.5% | 464 |
| All Others | \$1,796 | 46.1% | 2,193 |
| Total | \$3,896 | 100.0% | 5,986 |



SAN BERNARDINO COUNTY

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

20,523

5.6% of all FOE jobs in
Southern California

FOE FIRMS

654

7.2% of all FOE firms in
Southern California

ESTIMATED WAGES

\$0.9B

FOE IMPACT INTENSITY

4.9%

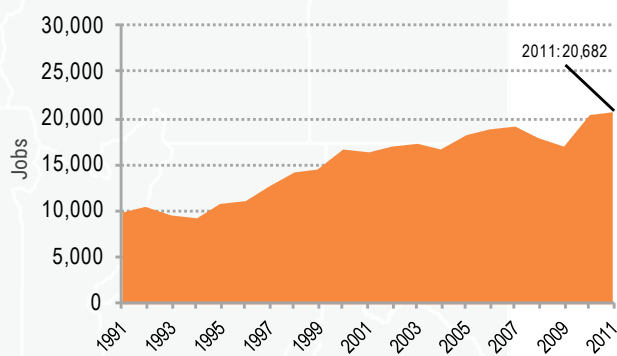
of all jobs in the county
(direct, indirect and induced)
are supported by FOEs

FOEs BY SOURCE NATION

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|---------------|----------------------|------------|----------------------------|
| 1 | Japan | 3,910 | 19.1% | 128 | \$179.7 |
| 2 | Canada | 2,789 | 13.6% | 80 | \$132.3 |
| 3 | France | 2,715 | 13.2% | 34 | \$117.8 |
| 4 | Germany | 1,570 | 7.6% | 63 | \$67.3 |
| 5 | United Kingdom | 1,523 | 7.4% | 68 | \$67.3 |
| 6 | Mexico | 977 | 4.8% | 32 | \$44.7 |
| 7 | Sweden | 918 | 4.5% | 12 | \$27.6 |
| 8 | Switzerland | 849 | 4.1% | 29 | \$41.8 |
| 9 | Australia | 763 | 3.7% | 17 | \$35.5 |
| 10 | Ireland | 684 | 3.3% | 14 | \$34.6 |
| | All Others | 3,825 | 18.6% | 177 | \$247.9 |
| Total | | 20,523 | 100.0% | 654 | \$929.2 |

Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

FOE EMPLOYMENT 1991-2011



*2011 is the most recent year available from this data source

Source: Brookings Institution

FOEs BY INDUSTRY SECTOR

| Sector | Firms | Jobs | Est. Wages (\$millions) |
|--------------------------------|-------------|---------------|-------------------------|
| Natural Resources | 6 | 137 | \$6.9 |
| Construction | 16 | 422 | \$22.2 |
| Manufacturing | 122 | 8,353 | \$397.6 |
| Wholesale Trade | 113 | 3,422 | \$183.2 |
| Retail Trade | 185 | 2,570 | \$81.0 |
| Transp, Warehousing, Utilities | 40 | 1,539 | \$72.8 |
| Information | 28 | 503 | \$30.1 |
| Financial Activities | 52 | 700 | \$38.8 |
| Prof / Business Services | 45 | 1,749 | \$68.4 |
| Education / Health Care | 19 | 261 | \$11.5 |
| Leisure / Hospitality | 17 | 744 | \$12.7 |
| Other Services | 11 | 123 | \$4.0 |
| Public Administration | - | - | - |
| Total | 654 | 20,523 | \$929.2 |
| % of County Total | 1.3% | 3.0% | 1.4% |

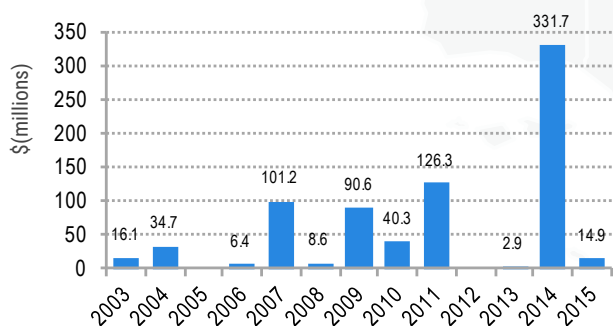
Sources: Dun & Bradstreet, CA EDD, BLS; LAEDC analysis

GREENFIELD INVESTMENTS

INVESTMENT IN
SAN BERNARDINO
COUNTY 2003-2015

\$774MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY SOURCE 2003-2015

| Country | Investment (\$millions) | % of all Greenfield | Estimated Jobs |
|--------------|-------------------------|---------------------|----------------|
| Australia | \$306 | 39.6% | 2,189 |
| Japan | \$116 | 15.0% | 712 |
| France | \$79 | 10.2% | 324 |
| Hong Kong | \$64 | 8.2% | 292 |
| Germany | \$44 | 5.7% | 196 |
| All Others | \$164.7 | 21.3% | 379 |
| Total | \$773.7 | 100.0% | 4,092 |



RIVERSIDE COUNTY

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

15,998

4.4% of all FOE jobs in Southern California

FOE FIRMS

502

5.5% of all FOE firms in Southern California

ESTIMATED WAGES

\$0.8B

FOE IMPACT INTENSITY

4.2%

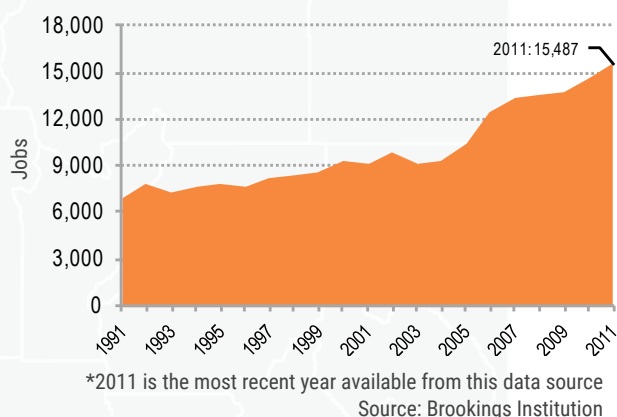
of all jobs in the county
(direct, indirect and induced)
are supported by FOEs

FOEs BY SOURCE NATION

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|---------------|----------------------|------------|----------------------------|
| 1 | Germany | 2,150 | 13.4% | 49 | \$101.1 |
| 2 | Japan | 2,143 | 13.4% | 90 | \$114.2 |
| 3 | United Kingdom | 1,756 | 11.0% | 68 | \$81 |
| 4 | Switzerland | 1,645 | 10.3% | 19 | \$82.1 |
| 5 | Canada | 1,587 | 9.9% | 71 | \$74.1 |
| 6 | Sweden | 1,485 | 9.3% | 11 | \$68.3 |
| 7 | France | 1,032 | 6.5% | 26 | \$37.4 |
| 8 | Spain | 983 | 6.1% | 24 | \$66.2 |
| 9 | Ireland | 861 | 5.4% | 16 | \$41.3 |
| 10 | Belgium | 545 | 3.4% | 6 | \$34.2 |
| | All Others | 1,811 | 11.3% | 122 | \$94.1 |
| Total | | 15,998 | 100.0% | 502 | \$794.0 |

Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

FOE EMPLOYMENT 1991-2011



FOEs BY INDUSTRY SECTOR

| Sector | Firms | Jobs | Est. Wages (\$millions) |
|--------------------------------|-------------|---------------|-------------------------|
| Natural Resources | 6 | 134 | \$4.9 |
| Construction | 9 | 1,364 | \$67.8 |
| Manufacturing | 89 | 7,284 | \$356.9 |
| Wholesale Trade | 69 | 1,217 | \$118.8 |
| Retail Trade | 146 | 1,430 | \$44.0 |
| Transp, Warehousing, Utilities | 19 | 597 | \$24.2 |
| Information | 18 | 279 | \$14.6 |
| Financial Activities | 75 | 1,493 | \$96.3 |
| Prof / Business Services | 27 | 1,236 | \$40.9 |
| Education / Health Care | 13 | 250 | \$10.2 |
| Leisure / Hospitality | 18 | 600 | \$12.0 |
| Other Services | 13 | 114 | \$3.6 |
| Public Administration | - | - | - |
| Total | 502 | 15,998 | \$794.0 |
| % of County Total | 0.9% | 2.4% | 1.3% |

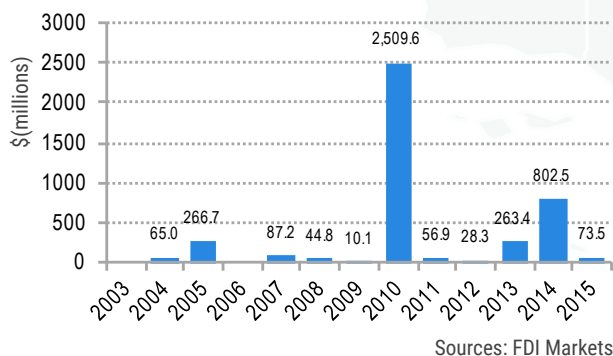
Sources: Dun & Bradstreet, CA EDD, BLS; LAEDC analysis

GREENFIELD INVESTMENTS

INVESTMENT IN
RIVERSIDE COUNTY
2003-2015

\$4.21B

GREENFIELD INVESTMENT 2003-2015



GREENFIELD INVESTMENT BY SOURCE 2003-2015

| Country | Investment (\$millions) | % of all Greenfield | Estimated Jobs |
|--------------|-------------------------|---------------------|----------------|
| Germany | \$2,616 | 62.1% | 713 |
| France | \$501 | 11.9% | 944 |
| Italy | \$185 | 4.4% | 832 |
| Australia | \$156 | 3.7% | 1,117 |
| Japan | \$113 | 2.7% | 489 |
| All Others | \$636 | 15.1% | 489 |
| Total | \$4,207 | 100.0% | 4,584 |



VENTURA COUNTY

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

13,583

3.7% of all FOE jobs in Southern California

FOE FIRMS

339

3.7% of all FOE firms in Southern California

ESTIMATED WAGES

\$ 0.9BB

FOE IMPACT INTENSITY

8.4%

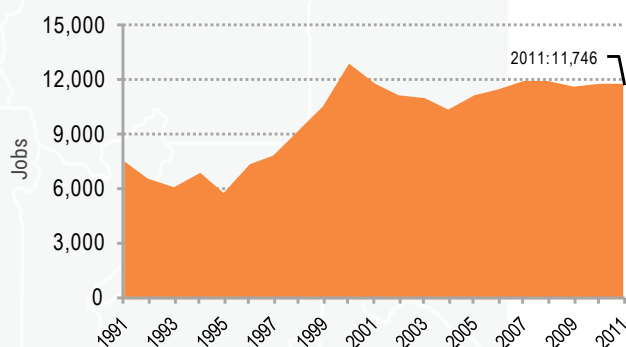
of all jobs in the county
(direct, indirect and induced)
are supported by FOEs

FOEs BY SOURCE NATION

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|-------------------|---------------|----------------------|------------|----------------------------|
| 1 | France | 2,886 | 21.2% | 27 | \$180.5 |
| 2 | Japan | 2,168 | 16.0% | 57 | \$140.4 |
| 3 | Netherlands | 1,986 | 14.6% | 22 | \$132.1 |
| 4 | United Kingdom | 1,588 | 11.7% | 54 | \$103.5 |
| 5 | Germany | 1,448 | 10.7% | 40 | \$83.7 |
| 6 | Sweden | 676 | 5.0% | 10 | \$31.6 |
| 7 | Canada | 500 | 3.7% | 29 | \$29.7 |
| 8 | Republic of Korea | 418 | 3.1% | 4 | \$27.5 |
| 9 | Belgium | 328 | 2.4% | 5 | \$20.5 |
| 10 | Mexico | 310 | 2.3% | 13 | \$21.9 |
| | All Others | 1,275 | 9.3% | 78 | \$83.4 |
| Total | | 13,583 | 100.0% | 339 | \$854.8 |

Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

FOE EMPLOYMENT 1991-2011



*2011 is the most recent year available from this data source

Source: Brookings Institution

FOEs BY INDUSTRY SECTOR

| Sector | Firms | Jobs | Est. Wages (\$millions) |
|--------------------------------|-------------|---------------|-------------------------|
| Natural Resources | 4 | 129 | \$12.2 |
| Construction | 4 | 84 | \$4.4 |
| Manufacturing | 54 | 8,239 | \$534.3 |
| Wholesale Trade | 60 | 1,211 | \$103.4 |
| Retail Trade | 87 | 1,112 | \$38.0 |
| Transp, Warehousing, Utilities | 6 | 131 | \$5.9 |
| Information | 19 | 138 | \$9.7 |
| Financial Activities | 51 | 769 | \$59.6 |
| Prof / Business Services | 35 | 1,258 | \$69.4 |
| Education / Health Care | 10 | 313 | \$13.9 |
| Leisure / Hospitality | 6 | 164 | \$3.1 |
| Other Services | 3 | 34 | \$1.0 |
| Public Administration | - | - | - |
| Total | 339 | 13,582 | \$854.8 |
| % of County Total | 1.5% | 4.3% | 2.0% |

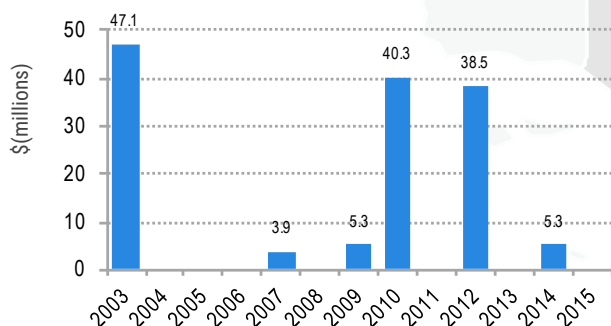
Sources: Dun & Bradstreet, CA EDD, BLS; LAEDC analysis

GREENFIELD INVESTMENTS

INVESTMENT IN
VENTURA COUNTY
2003-2015

\$140MM

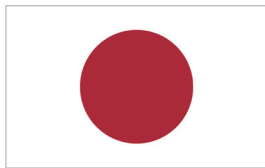
GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY SOURCE 2003-2015

| Country | Investment (\$millions) | % of all Greenfield | Estimated Jobs |
|--------------|-------------------------|---------------------|----------------|
| France | \$89 | 63.4% | 407 |
| Germany | \$27 | 19.2% | 50 |
| Netherlands | \$10 | 7.1% | 38 |
| Japan | \$4 | 2.9% | 33 |
| Sweden | \$3 | 2.1% | 30 |
| All Others | \$5.4 | 5.3% | 25 |
| Total | \$140.1 | 100.0% | 583 |



NO. 01 JAPAN

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

181,650

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

79,421

21.7% of all FOE jobs in
Southern California

FOE FIRMS

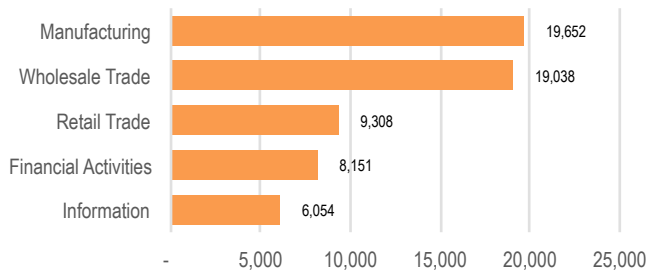
2,440

26.8% of all FOE firms in
Southern California

ESTIMATED WAGES

\$5,172.9MM

JAPANESE FOE JOBS BY SECTOR



JAPANESE FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|---------------|----------------------|--------------|----------------------------|
| 1 | Los Angeles | 42,002 | 52.9% | 1,263 | \$2,813.8 |
| 2 | Orange | 18,747 | 23.6% | 509 | \$1,264.7 |
| 3 | San Diego | 10,451 | 13.2% | 393 | \$660.1 |
| 4 | San Bernardino | 3,910 | 4.9% | 128 | \$179.7 |
| 5 | Riverside | 2,143 | 2.7% | 90 | \$114.1 |
| 6 | Ventura | 2,168 | 2.7% | 57 | \$140.4 |
| Total | | 79,421 | 100.0% | 2,440 | \$5,172.9 |

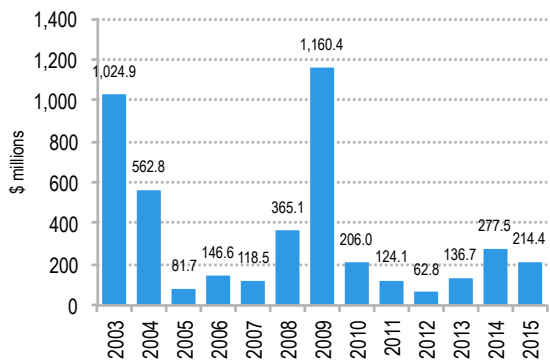
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

JAPAN'S INVESTMENT IN SoCal 2003-2015

\$4.48B

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Japanese Greenfield | Estimated Jobs |
|--------------|----------------|----------------------------|------------------------------------|-------------------|
| 1 | Los Angeles | \$2,922.5 | 65.2% | 7,507 |
| 2 | San Diego | \$1,065.4 | 23.8% | 912 |
| 3 | Orange | \$259.8 | 5.8% | 1,725 |
| 4 | San Bernardino | \$116.4 | 2.6% | 712 |
| 5 | Riverside | \$113.5 | 2.5% | 489 |
| 6 | Ventura | \$3.9 | 0.1% | 33 |
| Total | | \$4,481.5 | 100.0% | 11,378 |

Sources: FDI Markets



NO. 02

UNITED KINGDOM

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

120,021

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

54,910

15.0% of all FOE jobs in
Southern California

FOE FIRMS

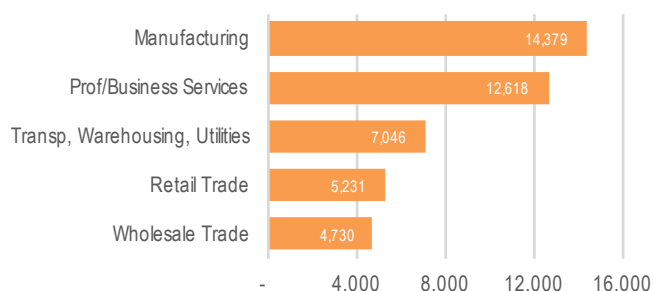
1,135

12.6% of all FOE firms in
Southern California

ESTIMATED WAGES

\$3,551MM

UK FOE JOBS BY SECTOR



UK FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|--------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 26,021 | 47.4% | 211 | \$1,721.1 |
| 2 | Orange | 12,908 | 23.5% | 208 | \$882.8 |
| 3 | San Diego | 11,114 | 20.2% | 68 | \$695 |
| 4 | Riverside | 1,756 | 3.2% | 68 | \$67.3 |
| 5 | Ventura | 1,588 | 2.9% | 54 | \$81 |
| 6 | San Bernardino | 1,523 | 2.8% | 526 | \$103.5 |
| Total | | 54,910 | 100.0% | 1,135 | \$3,550.7 |

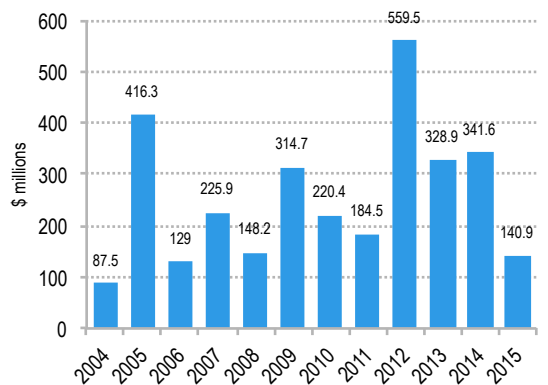
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

UNITED KINGDOM'S
INVESTMENT
IN SoCal 2003-2015

\$3.2B

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all UK Greenfield | Estimated Jobs |
|-------|----------------|----------------------------|------------------------------|-------------------|
| 1 | Los Angeles | \$1,801.3 | 56.1% | 6,365 |
| 2 | San Diego | \$766.0 | 23.9% | 2,176 |
| 3 | Riverside | \$485.1 | 15.1% | 1,075 |
| 4 | Orange | \$132.3 | 4.1% | 693 |
| 5 | Ventura | \$12.2 | 0.4% | 56 |
| 6 | San Bernardino | \$11.5 | 0.4% | 113 |
| Total | | \$3,208.4 | 100.0% | 10,478 |

Sources: FDI Markets



NO. 03 GERMANY

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

73,772

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

32,594

8.9% of all FOE jobs in
Southern California

FOE FIRMS

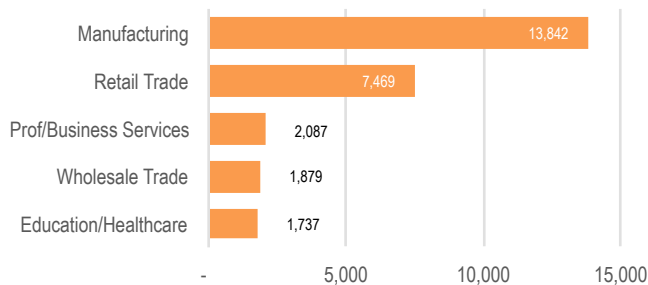
825

9.1% of all FOE firms in
Southern California

ESTIMATED WAGES

\$1,862MM

GERMAN FOE JOBS BY SECTOR



GERMAN FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|---------------|----------------------|------------|----------------------------|
| 1 | Los Angeles | 15,335 | 47.0% | 357 | \$875.9 |
| 2 | Orange | 7,723 | 23.7% | 181 | \$483.6 |
| 3 | San Diego | 4,368 | 13.4% | 135 | \$250.2 |
| 4 | Riverside | 2,150 | 6.6% | 49 | \$101.0 |
| 5 | San Bernardino | 1,570 | 4.8% | 63 | \$67.3 |
| 6 | Ventura | 1,448 | 4.4% | 40 | \$83.7 |
| Total | | 32,594 | 100.0% | 825 | \$1,861.7 |

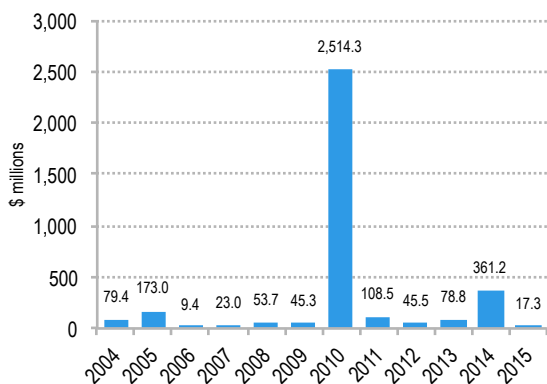
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

GERMANY'S INVESTMENT IN SoCal 2003-2015

\$3.53B

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all German Greenfield | Estimated Jobs |
|--------------|----------------|----------------------------|----------------------------------|-------------------|
| 1 | Riverside | \$2,615.7 | 74.2% | 713 |
| 2 | Los Angeles | \$428.6 | 12.2% | 1,525 |
| 3 | San Diego | \$298.6 | 8.5% | 624 |
| 4 | Orange | \$111.6 | 3.2% | 562 |
| 5 | San Bernardino | \$44.0 | 1.2% | 196 |
| 6 | Ventura | \$27.0 | 0.8% | 50 |
| Total | | \$3,525.5 | 100.0% | 3,670 |

Sources: FDI Markets



NO. 04 FRANCE

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

74,868

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

32,558

9.0% of all FOE jobs in
Southern California

FOE FIRMS

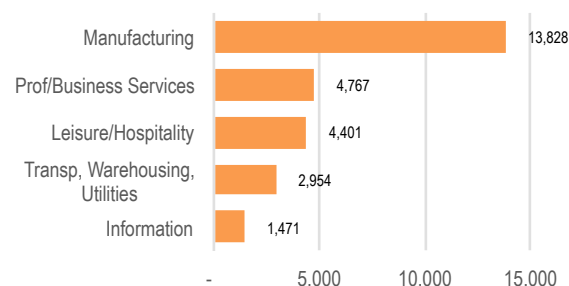
606

6.7% of all FOE firms in
Southern California

ESTIMATED WAGES

\$1,990MM

FRENCH FOE JOBS BY SECTOR



FRENCH FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|--------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 14,985 | 46.0% | 314 | \$964.6 |
| 2 | Orange | 7,688 | 23.6% | 125 | \$503.4 |
| 3 | San Diego | 3,252 | 10.0% | 80 | \$186.5 |
| 4 | Ventura | 2,886 | 8.9% | 27 | \$37.4 |
| 5 | San Bernardino | 2,715 | 8.3% | 34 | \$117.8 |
| 6 | Riverside | 1,032 | 3.2% | 26 | \$180.5 |
| Total | | 32,558 | 100.0% | 606 | \$1990.2 |

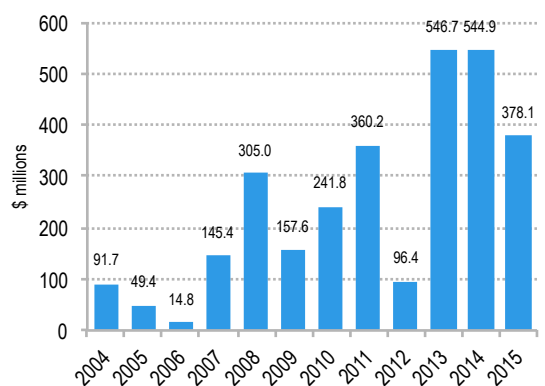
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

FRANCE'S INVESTMENT IN SoCal 2003-2015

\$2.99B

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all French Greenfield | Estimated Jobs |
|-------|----------------|----------------------------|----------------------------------|-------------------|
| 1 | Los Angeles | \$1,507.4 | 50.5% | 6,488 |
| 2 | Riverside | \$501.4 | 16.8% | 944 |
| 3 | Orange | \$436.8 | 14.6% | 1,689 |
| 4 | San Diego | \$371.9 | 12.5% | 890 |
| 5 | Ventura | \$89.3 | 3.0% | 407 |
| 6 | San Bernardino | \$79.3 | 2.7% | 324 |
| Total | | \$2,986.1 | 100.0% | 10,742 |

Sources: FDI Markets



NO. 05 CANADA

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

59,130

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

26,230

7.2% of all FOE jobs in
Southern California

FOE FIRMS

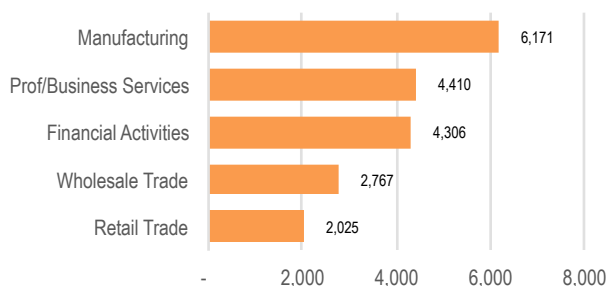
743

8.2% of all FOE firms in
Southern California

ESTIMATED WAGES

\$1,737MM

CANADIAN FOE JOBS BY SECTOR



CANADIAN FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|--------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 11,576 | 44.1% | 286 | \$820.2 |
| 2 | Orange | 5,445 | 20.8% | 133 | \$378.2 |
| 3 | San Diego | 4,333 | 16.5% | 144 | \$302.3 |
| 4 | San Bernardino | 2,789 | 10.6% | 80 | \$132.3 |
| 5 | Riverside | 1,587 | 6.1% | 71 | \$74.1 |
| 6 | Ventura | 500 | 1.9% | 29 | \$29.7 |
| Total | | 26,230 | 100.0% | 743 | \$1,736.8 |

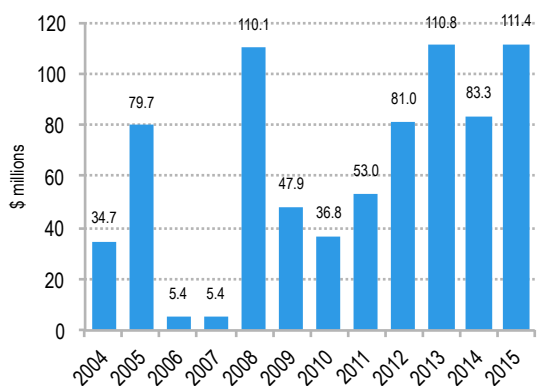
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

CANADA'S INVESTMENT IN SoCal 2003-2015

\$759MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Canadian Greenfield | Estimated Jobs |
|-------|-------------|----------------------------|------------------------------------|-------------------|
| 1 | Los Angeles | \$400.5 | 52.7% | 1,568 |
| 2 | San Diego | \$227.0 | 29.9% | 903 |
| 3 | Orange | \$74.6 | 9.8% | 278 |
| 4 | Riverside | \$57.4 | 7.6% | 85 |
| Total | | \$759.5 | 100.0% | 2,834 |

Sources: FDI Markets



NO. 06 SWITZERLAND

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

59,261

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

25,078

7.0% of all FOE jobs in
Southern California

FOE FIRMS

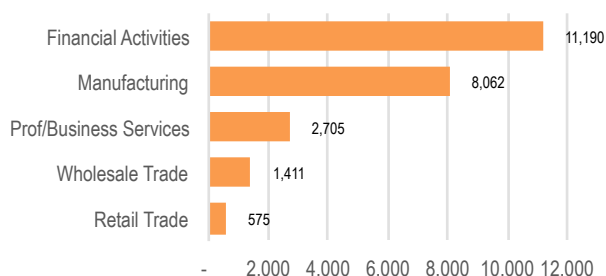
370

4.1% of all FOE firms in
Southern California

ESTIMATED WAGES

\$2,091MM

SWISS FOE JOBS BY SECTOR



SWISS FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|---------------|----------------------|------------|----------------------------|
| 1 | Los Angeles | 16,114 | 64.3% | 168 | \$1,551.1 |
| 2 | San Diego | 3,177 | 12.7% | 65 | \$189.2 |
| 3 | Orange | 3,177 | 16.5% | 77 | \$212.3 |
| 4 | Riverside | 1,645 | 6.6% | 19 | \$82.1 |
| 5 | San Bernardino | 849 | 3.3% | 29 | \$41.8 |
| 6 | Ventura | 176 | 0.7% | 12 | \$14.2 |
| Total | | 25,078 | 68.3% | 370 | \$2,090.6 |

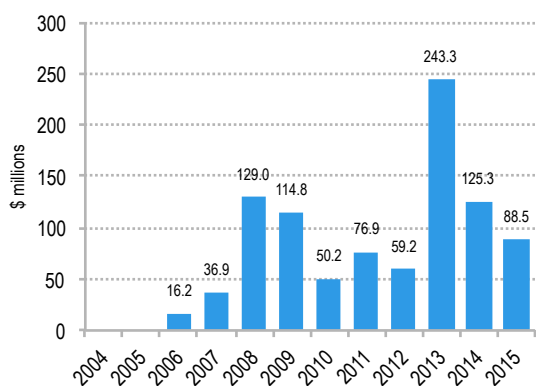
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

SWITZERLAND'S INVESTMENT IN SoCal 2003-2015

\$940MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Swiss Greenfield | Estimated Jobs |
|--------------|-------------|----------------------------|---------------------------------|-------------------|
| 1 | Los Angeles | \$498.7 | 53.0% | 2,766 |
| 2 | Orange | \$236.0 | 25.1% | 1,601 |
| 3 | San Diego | \$182.1 | 19.4% | 211 |
| 4 | Riverside | \$23.5 | 2.5% | 254 |
| Total | | \$940.3 | 100.0% | 4,832 |

Sources: FDI Markets



NO. 07 IRELAND

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

48,978

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

20,342

5.7% of all FOE jobs in
Southern California

FOE FIRMS

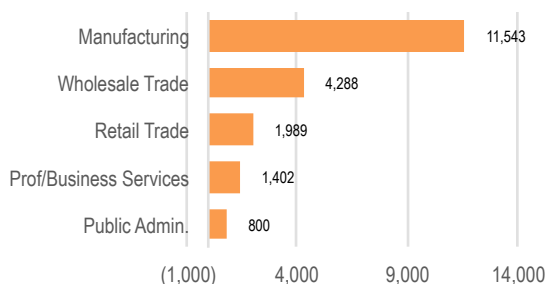
153

1.7% of all FOE firms in
Southern California

ESTIMATED WAGES

\$1,242MM

IRISH FOE JOBS BY SECTOR



IRISH FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|--------|----------------------|-------|----------------------------|
| 1 | Orange | 7,869 | 38.6% | 40 | \$549.4 |
| 2 | Los Angeles | 5,737 | 28.2% | 49 | \$332.3 |
| 3 | San Diego | 4,886 | 24.0% | 27 | \$264.9 |
| 4 | Riverside | 861 | 4.2% | 16 | \$41.3 |
| 5 | San Bernardino | 684 | 3.4% | 14 | \$34.6 |
| 6 | Ventura | 305 | 1.5% | 7 | \$19.7 |
| Total | | 20,342 | 100.0% | 153 | \$1,242.2 |

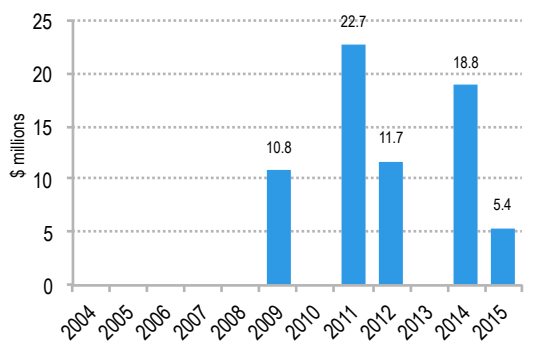
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

IRELAND'S INVESTMENT IN SoCal 2003-2015

\$69MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Irish Greenfield | Estimated Jobs |
|-------|-------------|----------------------------|---------------------------------|-------------------|
| 1 | Los Angeles | \$42.9 | 61.8% | 212 |
| 2 | San Diego | \$14.8 | 21.3% | 56 |
| 3 | Orange | \$11.7 | 16.9% | 43 |
| Total | | \$69.4 | 100.0% | 311 |

Sources: FDI Markets



NO. 08

NETHERLANDS

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

31,824

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

14,112

3.9% of all FOE jobs in
Southern California

FOE FIRMS

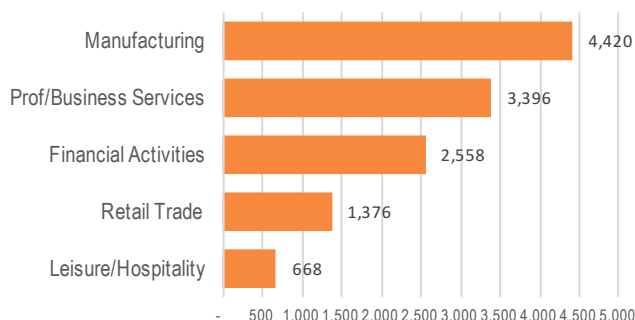
197

2.2% of all FOE firms in
Southern California

ESTIMATED WAGES

\$1,037MM

DUTCH FOE JOBS BY SECTOR



DUTCH FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|--------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 6,666 | 47.2% | 87 | \$532.4 |
| 2 | San Diego | 3,332 | 23.6% | 34 | \$223.0 |
| 3 | Ventura | 1,986 | 14.1% | 22 | \$132.1 |
| 4 | Orange | 1,414 | 10.0% | 30 | \$116.5 |
| 5 | Riverside | 419 | 3.0% | 13 | \$21.6 |
| 6 | San Bernardino | 295 | 2.1% | 11 | \$11.1 |
| Total | | 14,112 | 100.0% | 197 | \$1,036.7 |

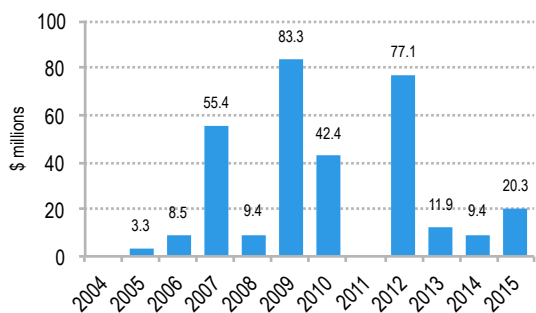
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

NETHERLANDS'
INVESTMENT
IN SoCal 2003-2015

\$341MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Dutch Greenfield | Estimated Jobs |
|-------|-------------|----------------------------|---------------------------------|-------------------|
| 1 | Los Angeles | \$231.5 | 67.9% | 771 |
| 2 | Orange | \$71.6 | 21.0% | 134 |
| 3 | San Diego | \$28.1 | 8.2% | 271 |
| 4 | Ventura | \$9.8 | 2.9% | 38 |
| Total | | \$341.0 | 100.0% | 1,214 |

Sources: FDI Markets



NO. 09 SWEDEN

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

17,360

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

10,262

2.9% of all FOE jobs in
Southern California

FOE FIRMS

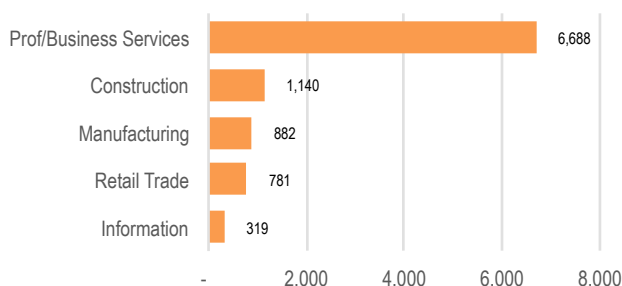
129

1.4% of all FOE firms in
Southern California

ESTIMATED WAGES

\$436MM

SWEDISH FOE JOBS BY SECTOR



SWEDISH FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|--------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 4,838 | 47.1% | 59 | \$196.6 |
| 2 | San Diego | 1,773 | 17.3% | 19 | \$80.7 |
| 3 | Riverside | 1,485 | 14.5% | 11 | \$68.3 |
| 4 | San Bernardino | 918 | 9.0% | 12 | \$27.6 |
| 5 | Ventura | 676 | 6.6% | 10 | \$31.6 |
| 6 | Orange | 572 | 5.6% | 18 | \$31.8 |
| Total | | 10,262 | 100.0% | 129 | \$436.6 |

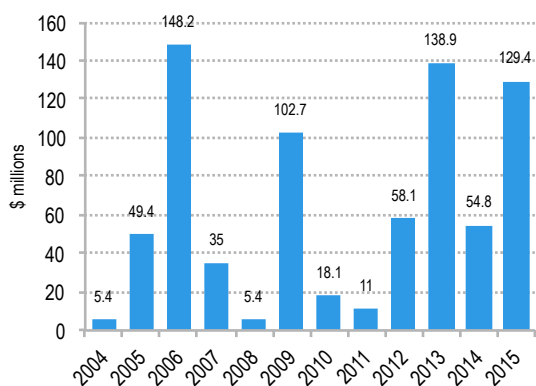
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

SWEDEN'S INVESTMENT IN SoCal 2003-2015

\$856MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Swedish Greenfield | Estimated Jobs |
|-------|----------------|----------------------------|-----------------------------------|-------------------|
| 1 | Los Angeles | \$570.8 | 66.7% | 2,012 |
| 2 | Orange | \$153.1 | 17.9% | 780 |
| 3 | San Diego | \$79.1 | 9.2% | 224 |
| 4 | San Bernardino | \$49.4 | 5.8% | 171 |
| 5 | Ventura | \$3.4 | 0.4% | 30 |
| Total | | \$855.8 | 100.0% | 3,217 |

Sources: FDI Markets



NO. 10 AUSTRALIA

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

17,071

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

7,652

2.1% of all FOE jobs in
Southern California

FOE FIRMS

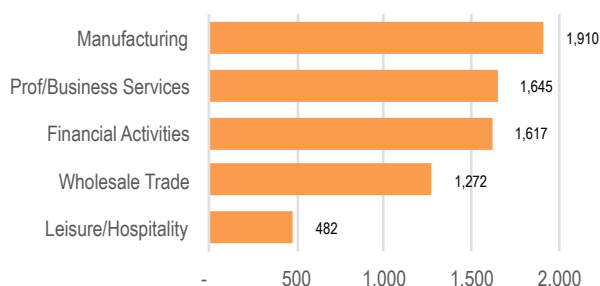
191

2.1% of all FOE firms in
Southern California

ESTIMATED WAGES

\$516MM

AUSTRALIAN FOE JOBS BY SECTOR



AUSTRALIAN FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 4,244 | 55.5% | 101 | \$293.6 |
| 2 | Orange | 1,739 | 22.7% | 38 | \$132.0 |
| 3 | San Bernardino | 763 | 10.0% | 17 | \$35.5 |
| 4 | San Diego | 424 | 5.5% | 22 | \$32.3 |
| 5 | Riverside | 395 | 5.2% | 8 | \$18.4 |
| 6 | Ventura | 87 | 1.1% | 5 | \$4.4 |
| Total | | 7,652 | 100.0% | 191 | \$516.2 |

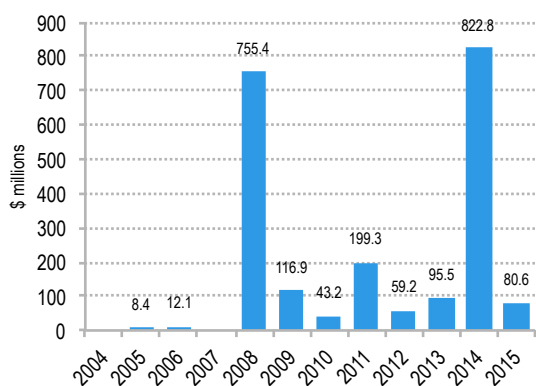
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

AUSTRALIA'S INVESTMENT IN SoCal 2003-2015

\$2.19B

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Australian Greenfield | Estimated Jobs |
|-------|----------------|----------------------------|--------------------------------------|-------------------|
| 1 | Los Angeles | \$1,397.8 | 63.7% | 6,609 |
| 2 | San Bernardino | \$306.3 | 14.0% | 2,189 |
| 3 | Orange | \$248.3 | 11.3% | 867 |
| 4 | Riverside | \$156.3 | 7.1% | 1,117 |
| 5 | San Diego | \$84.8 | 3.9% | 311 |
| Total | | \$2,193.4 | 100.0% | 11,093 |

Sources: FDI Markets



NO. 11 REPUBLIC OF KOREA

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

16,997

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

7,564

2.1% of all FOE jobs in
Southern California

FOE FIRMS

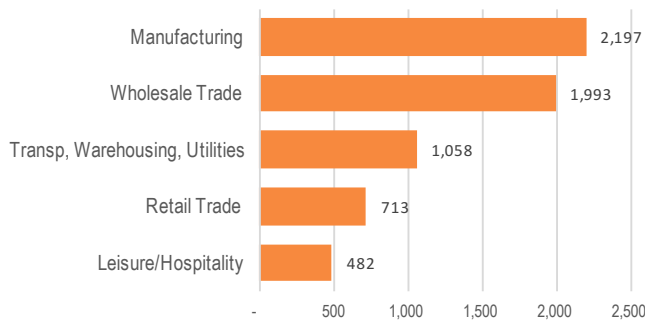
233

2.6% of all FOE firms in
Southern California

ESTIMATED WAGES

\$453MM

SOUTH KOREAN FOE JOBS BY SECTOR



SOUTH KOREAN FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 3,022 | 40.0% | 115 | \$173.9 |
| 2 | San Diego | 1,872 | 24.8% | 29 | \$99.9 |
| 3 | Orange | 1,688 | 22.3% | 64 | \$123.0 |
| 4 | San Bernardino | 499 | 6.6% | 16 | \$25.9 |
| 5 | Ventura | 418 | 5.5% | 4 | \$27.5 |
| 6 | Riverside | 65 | 0.9% | 5 | \$2.6 |
| Total | | 7,564 | 100.0% | 233 | \$452.7 |

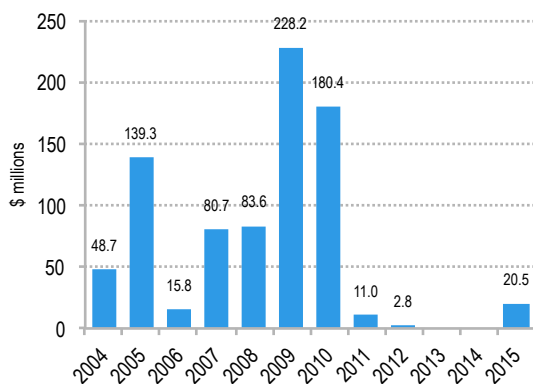
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

SOUTH KOREA'S INVESTMENT IN SoCal 2003-2015

\$869MM

GREENFIELD INVESTMENT 2003-2015

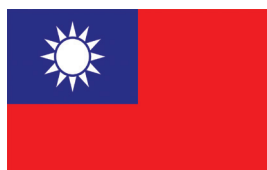


Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Korean Greenfield | Estimated Jobs |
|-------|----------------|----------------------------|----------------------------------|-------------------|
| 1 | Los Angeles | \$384.2 | 44.2% | 1,882 |
| 2 | Orange | \$374.1 | 43.0% | 1,137 |
| 3 | San Bernardino | \$64.3 | 7.4% | 519 |
| 4 | San Diego | \$40.1 | 4.6% | 158 |
| 5 | Riverside | \$6.8 | 0.8% | 25 |
| Total | | \$869.5 | 100.0% | 3,721 |

Sources: FDI Markets



NO. 12 TAIWAN

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

17,237

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

7,247

2.1% of all FOE jobs in
Southern California

FOE FIRMS

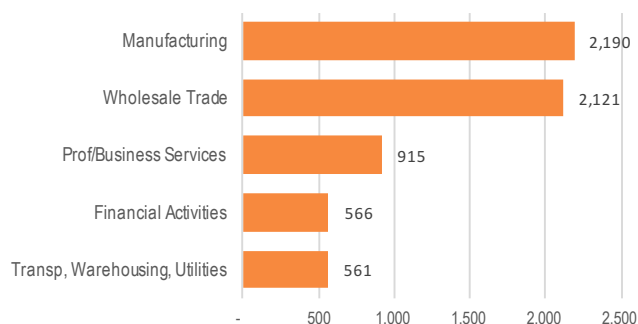
222

2.4% of all FOE firms in
Southern California

ESTIMATED WAGES

\$509MM

TAIWANESE FOE JOBS BY SECTOR



TAIWANESE FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 3,777 | 52.1% | 134 | \$252.9 |
| 2 | Orange | 2,543 | 35.1% | 59 | \$187.6 |
| 3 | San Diego | 561 | 7.7% | 5 | \$45.2 |
| 4 | San Bernardino | 259 | 3.6% | 19 | \$13.1 |
| 5 | Ventura | 61 | 0.8% | 2 | \$5.2 |
| 6 | Riverside | 46 | 0.6% | 3 | \$4.5 |
| Total | | 7,247 | 100.0% | 222 | \$508.6 |

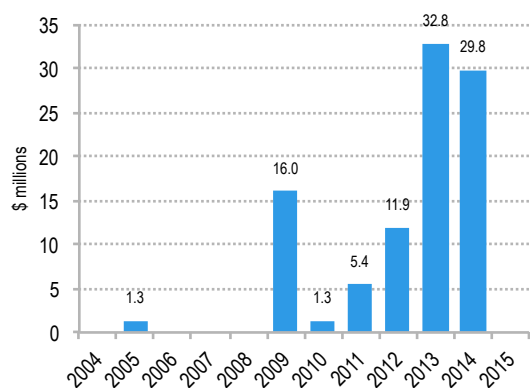
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

TAIWAN'S INVESTMENT IN SoCal 2003-2015

\$98MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Taiwanese Greenfield | Estimated Jobs |
|-------|----------------|----------------------------|-------------------------------------|-------------------|
| 1 | Los Angeles | \$40.5 | 41.1% | 165 |
| 2 | Orange | \$38.9 | 39.5% | 204 |
| 3 | San Bernardino | \$16.0 | 16.2% | 135 |
| 4 | San Diego | \$3.1 | 3.1% | 13 |
| Total | | \$98.5 | 100.0% | 517 |

Sources: FDI Markets



NO. 13 CHINA

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

16,772

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

6,450

1.8% of all FOE jobs in
Southern California

FOE FIRMS

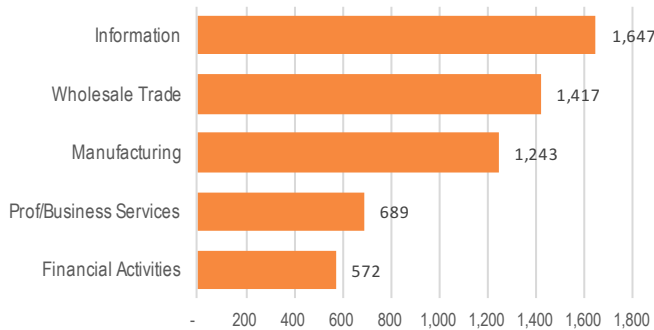
340

3.9% of all FOE firms in
Southern California

ESTIMATED WAGES

\$460.4MM

CHINESE FOE JOBS BY SECTOR



CHINESE FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 3,849 | 59.7% | 207 | \$279.1 |
| 2 | Orange | 1,265 | 19.6% | 59 | \$99.4 |
| 3 | San Diego | 574 | 8.9% | 26 | \$43.5 |
| 4 | San Bernardino | 564 | 8.7% | 40 | \$28.0 |
| 5 | Ventura | 145 | 2.3% | 1 | \$7.5 |
| 6 | Riverside | 53 | 0.8% | 7 | \$2.9 |
| Total | | 6,450 | 100.0% | 340 | \$460.4 |

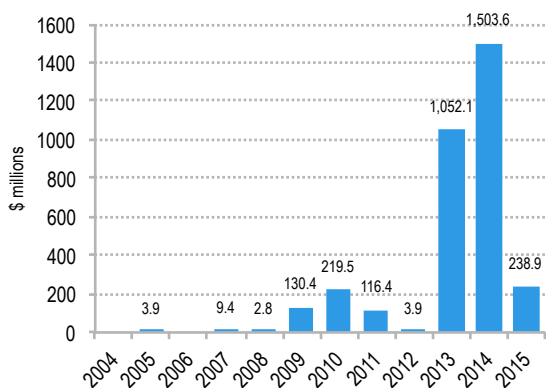
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

CHINA'S INVESTMENT IN SoCal 2003-2015

\$3.28B

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Chinese Greenfield | Estimated Jobs |
|-------|-------------|----------------------------|-----------------------------------|-------------------|
| 1 | Los Angeles | \$3,206.8 | 97.7% | 10,297 |
| 2 | Riverside | \$61.2 | 1.9% | 150 |
| 3 | Orange | \$10.2 | 0.3% | 12 |
| 4 | San Diego | \$2.7 | 0.1% | 89 |
| Total | | \$3,280.9 | 100.0% | 10,548 |

Sources: FDI Markets



NO. 14 MEXICO

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

11,906

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

5,387

1.5% of all FOE jobs in
Southern California

FOE FIRMS

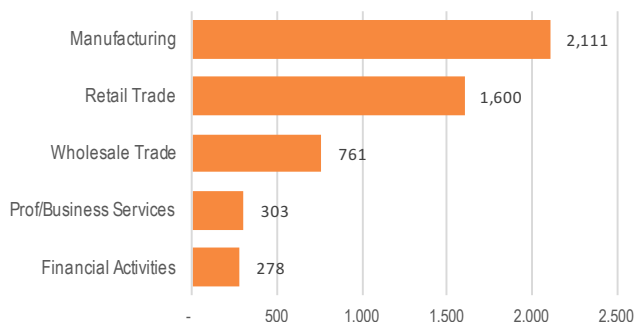
227

2.5% of all FOE firms in
Southern California

ESTIMATED WAGES

\$299MM

MEXICAN FOE JOBS BY SECTOR



MEXICAN FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 2,842 | 52.8% | 85 | \$157.8 |
| 2 | San Bernardino | 977 | 18.1% | 32 | \$44.7 |
| 3 | San Diego | 616 | 11.4% | 49 | \$36.5 |
| 4 | Orange | 559 | 10.4% | 28 | \$33.8 |
| 5 | Ventura | 310 | 5.8% | 13 | \$21.9 |
| 6 | Riverside | 83 | 1.5% | 20 | \$4.5 |
| Total | | 5,387 | 100.0% | 227 | \$299.3 |

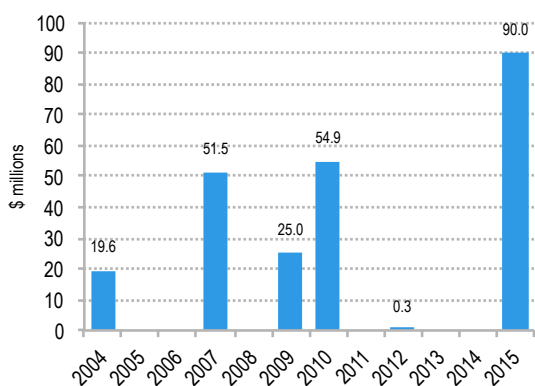
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

MEXICO'S INVESTMENT IN SoCal 2003-2015

\$288MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Mexican Greenfield | Estimated Jobs |
|-------|-------------|----------------------------|-----------------------------------|-------------------|
| 1 | Los Angeles | \$272.3 | 94.6% | 1,055 |
| 2 | San Diego | \$10.1 | 3.5% | 43 |
| 3 | Orange | \$5.4 | 1.9% | 20 |
| Total | | \$287.8 | 100.0% | 1,118 |

Sources: FDI Markets



NO. 15 LUXEMBOURG

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

9,867

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

4,870

1.4% of all FOE jobs in
Southern California

FOE FIRMS

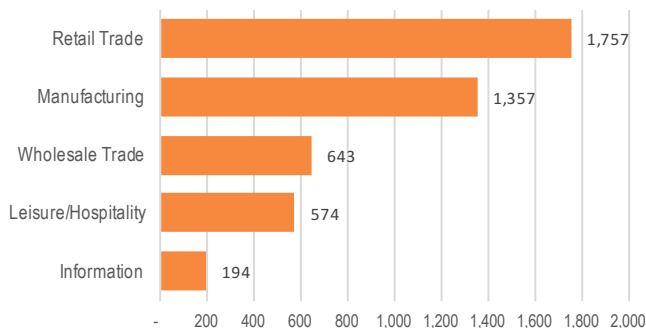
312

3.4% of all FOE firms in
Southern California

ESTIMATED WAGES

\$236MM

LUXEMBOURG FOE JOBS BY SECTOR



LUXEMBOURG FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 2,383 | 48.9% | 133 | \$108.5 |
| 2 | Orange | 1,626 | 33.4% | 56 | \$94.5 |
| 3 | San Diego | 387 | 8.0% | 49 | \$16.2 |
| 4 | Riverside | 242 | 5.0% | 31 | \$9.0 |
| 5 | San Bernardino | 120 | 2.5% | 24 | \$3.8 |
| 6 | Ventura | 112 | 2.3% | 19 | \$4.2 |
| Total | | 4,870 | 100.0% | 312 | \$236.2 |

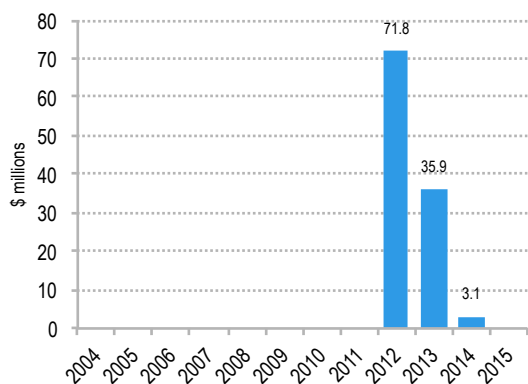
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

LUXEMBOURG'S INVESTMENT IN SoCal 2003-2015

\$111MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Luxembourg Greenfield | Estimated Jobs |
|-------|-------------|----------------------------|--------------------------------------|-------------------|
| 1 | San Diego | \$71.8 | 64.8% | 18 |
| 2 | Los Angeles | 35.9 | 32.4% | 9 |
| 3 | Orange | 3.1 | 2.8% | 49 |
| Total | | \$110.8 | 100.0% | 76 |

Sources: FDI Markets



NO. 16 ISRAEL

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

11,400

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

4,274

1.2% of all FOE jobs in
Southern California

FOE FIRMS

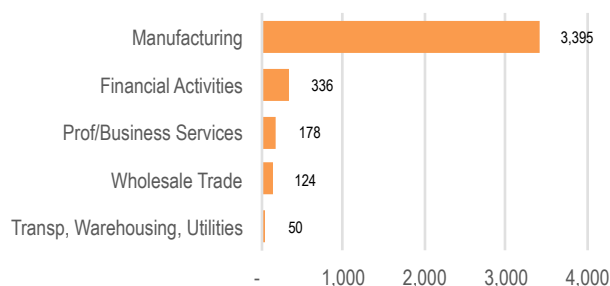
45

0.5% of all FOE firms in
Southern California

ESTIMATED WAGES

\$286MM

ISRAELI FOE JOBS BY SECTOR



ISRAELI FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|--------------|----------------------|-----------|----------------------------|
| 1 | Orange | 2,668 | 62.4% | 12 | \$166.8 |
| 2 | Los Angeles | 1,173 | 27.5% | 21 | \$85.8 |
| 3 | San Diego | 347 | 8.1% | 7 | \$28.8 |
| 4 | Ventura | 35 | 0.8% | 1 | \$02.3 |
| 5 | San Bernardino | 29 | 0.7% | 3 | \$01.4 |
| 6 | Riverside | 22 | 0.5% | 1 | \$01.1 |
| Total | | 4,274 | 100.0% | 45 | \$286.2 |

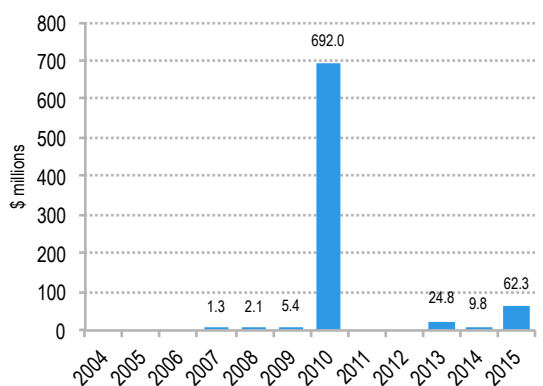
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

ISRAEL'S INVESTMENT IN SoCal 2003-2015

\$797MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Israeli Greenfield | Estimated Jobs |
|--------------|-------------|----------------------------|-----------------------------------|-------------------|
| 1 | Orange | \$747.9 | 93.8% | 320 |
| 2 | Los Angeles | \$43.7 | 5.5% | 235 |
| 3 | San Diego | \$6.1 | 0.8% | 78 |
| Total | | \$797.7 | 100.0% | 633 |

Sources: FDI Markets



NO. 17 SPAIN

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

8,757

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

4,176

1.2% of all FOE jobs in
Southern California

FOE FIRMS

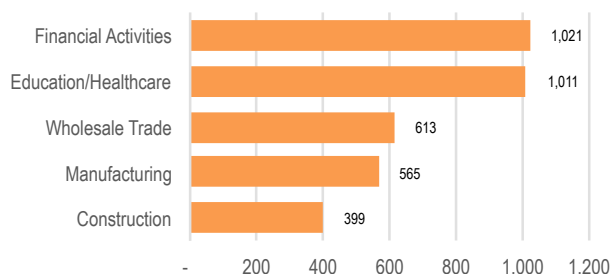
92

1.0% of all FOE firms in
Southern California

ESTIMATED WAGES

\$241MM

SPANISH FOE JOBS BY SECTOR



SPANISH FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 2,019 | 48.4% | 27 | \$99.6 |
| 2 | Riverside | 983 | 23.5% | 24 | \$66.2 |
| 3 | San Diego | 537 | 12.9% | 19 | \$33.2 |
| 4 | Orange | 405 | 9.7% | 14 | \$29.6 |
| 5 | San Bernardino | 194 | 4.7% | 7 | \$10.4 |
| 6 | Ventura | 38 | 0.9% | 1 | \$2.8 |
| Total | | 4,176 | 100.0% | 92 | \$241.8 |

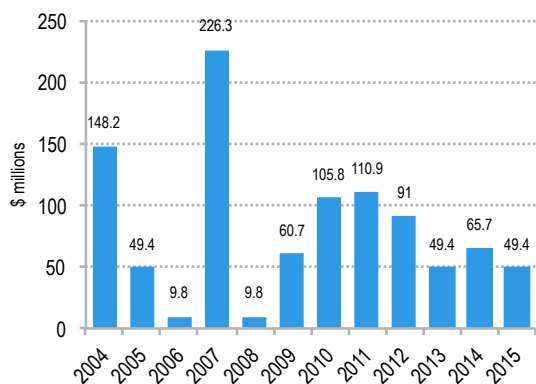
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

SPAIN'S INVESTMENT IN SoCal 2003-2015

\$976MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Spanish Greenfield | Estimated Jobs |
|-------|----------------|----------------------------|-----------------------------------|-------------------|
| 1 | Los Angeles | \$672.1 | 68.8% | 2,473 |
| 2 | Orange | \$155.4 | 15.9% | 678 |
| 3 | San Diego | \$137.4 | 14.1% | 464 |
| 4 | San Bernardino | \$9.8 | 1.0% | 38 |
| 5 | Ventura | \$1.7 | 0.2% | 25 |
| Total | | \$976.4 | 100.0% | 3,678 |

Sources: FDI Markets



NO. 18 INDIA

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

5,925

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

2,882

0.8% of all FOE jobs in
Southern California

FOE FIRMS

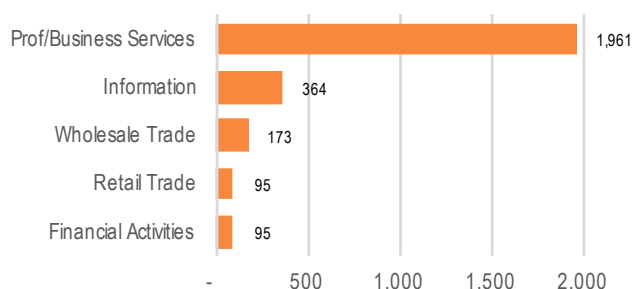
86

0.9% of all FOE firms in
Southern California

ESTIMATED WAGES

\$210MM

INDIAN FOE JOBS BY SECTOR



INDIAN FOES BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|--------------|----------------------|-----------|----------------------------|
| 1 | Orange | 1,830 | 63.5% | 24 | \$124.3 |
| 2 | Los Angeles | 905 | 31.4% | 45 | \$78.9 |
| 3 | San Bernardino | 111 | 3.9% | 9 | \$05.4 |
| 4 | Riverside | 15 | 0.5% | 2 | \$0.5 |
| 5 | Ventura | 12 | 0.4% | 3 | \$0.7 |
| 6 | San Diego | 9 | 0.3% | 3 | \$0.7 |
| Total | | 2,882 | 100.0% | 86 | \$210.5 |

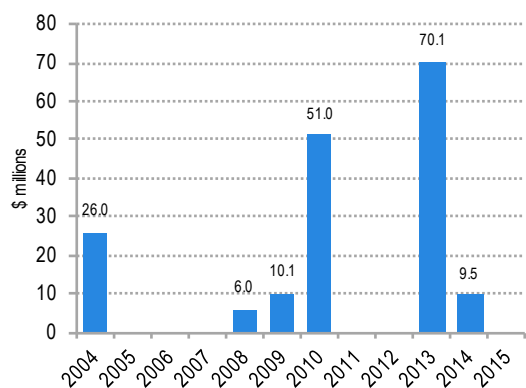
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

INDIA'S INVESTMENT IN SoCal 2003-2015

\$442MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Indian Greenfield | Estimated Jobs |
|--------------|-------------|----------------------------|----------------------------------|-------------------|
| 1 | Los Angeles | \$ 359.2 | 81.3% | 1,715 |
| 2 | San Diego | \$82.6 | 18.7% | 112 |
| Total | | \$441.8 | 100.0% | 1,827 |

Sources: FDI Markets



NO. 19 ITALY

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

4,941

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

2,707

0.8% of all FOE jobs in
Southern California

FOE FIRMS

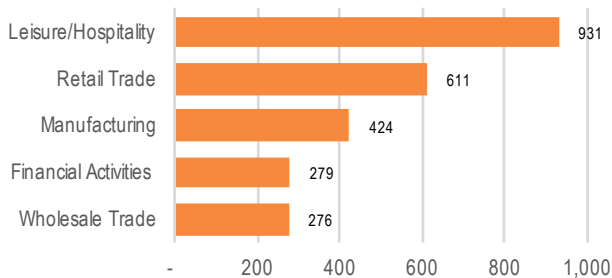
150

1.6% of all FOE firms in
Southern California

ESTIMATED WAGES

\$199.7MM

ITALIAN FOE JOBS BY SECTOR



ITALIAN FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 1,434 | 53.0% | 65 | \$50.5 |
| 2 | San Diego | 527 | 19.5% | 31 | \$25.9 |
| 3 | Orange | 505 | 18.7% | 34 | \$28.2 |
| 4 | Riverside | 108 | 4.0% | 10 | \$7.7 |
| 5 | San Bernardino | 105 | 3.9% | 7 | \$5.2 |
| 6 | Ventura | 28 | 100.0% | 3 | \$2.2 |
| Total | | 2,707 | 100.0% | 150 | \$119.7 |

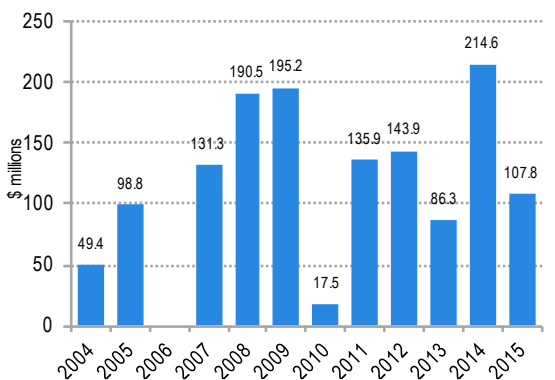
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

ITALY'S INVESTMENT IN SoCal 2003-2015

\$1.58B

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Italian Greenfield | Estimated Jobs |
|-------|-------------|----------------------------|-----------------------------------|-------------------|
| 1 | Los Angeles | \$924.0 | 58.4% | 3,623 |
| 2 | Orange | \$346.0 | 21.9% | 1,367 |
| 3 | Riverside | \$185.1 | 11.7% | 832 |
| 4 | San Diego | \$127.3 | 8.0% | 382 |
| Total | | \$1,582.4 | 100.0% | 6,204 |

Sources: FDI Markets



NO. 20 BELGIUM

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

6,207

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

2,538

0.7% of all FOE jobs in
Southern California

FOE FIRMS

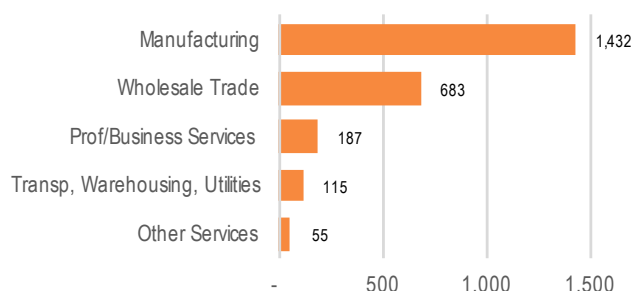
52

0.5% of all FOE firms in
Southern California

ESTIMATED WAGES

\$152MM

BELGIAN FOE JOBS BY SECTOR



BELGIAN FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 759 | 29.9% | 21 | \$43.1 |
| 2 | Riverside | 545 | 21.5% | 6 | \$34.2 |
| 3 | San Diego | 373 | 14.7% | 7 | \$18.8 |
| 4 | Orange | 339 | 13.4% | 9 | \$26 |
| 5 | Ventura | 328 | 12.9% | 5 | \$20.5 |
| 6 | San Bernardino | 194 | 7.6% | 4 | \$9.6 |
| Total | | 2,538 | 100.0% | 52 | \$152.2 |

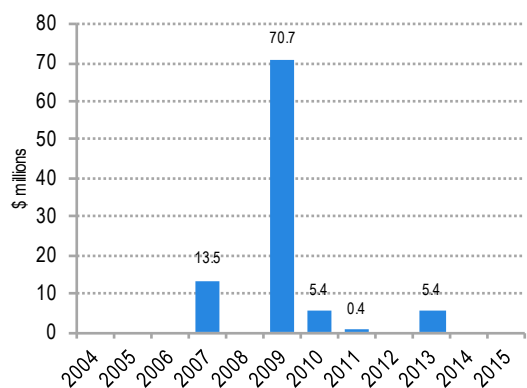
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

BELGIUM'S INVESTMENT IN SoCal 2003-2015

\$95MM

GREENFIELD INVESTMENT 2003-2015

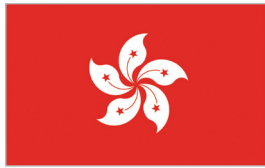


Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Belgian Greenfield | Estimated Jobs |
|-------|----------------|----------------------------|-----------------------------------|-------------------|
| 1 | San Diego | \$67.5 | 70.8% | 90 |
| 2 | Los Angeles | \$18.9 | 19.8% | 120 |
| 3 | Orange | \$5.8 | 6.1% | 21 |
| 4 | San Bernardino | \$3.2 | 3.4% | 35 |
| Total | | \$95.4 | 100.0% | 266 |

Sources: FDI Markets



NO. 21 HONG KONG

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

5,243

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

2,170

0.6% of all FOE jobs in
Southern California

FOE FIRMS

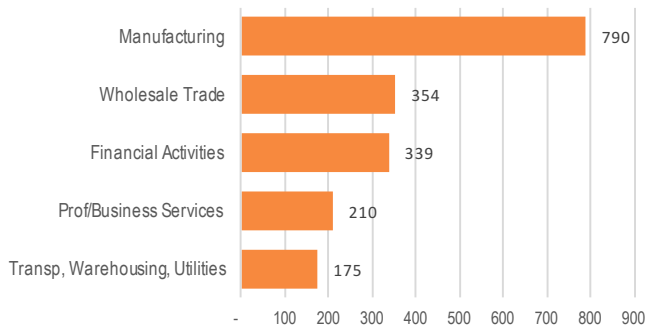
82

0.9% of all FOE firms in
Southern California

ESTIMATED WAGES

\$143.7MM

HONG KONG FOE JOBS BY SECTOR



HONG KONG FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|-------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 1,394 | 64.2% | 62 | \$98.9 |
| 2 | San Bernardino | 498 | 23.0% | 6 | \$23.9 |
| 3 | San Diego | 156 | 7.2% | 6 | \$12.1 |
| 4 | Orange | 74 | 3.4% | 5 | \$5.9 |
| 5 | Ventura | 33 | 1.5% | 2 | \$2.5 |
| 6 | Riverside | 15 | 0.7% | 1 | \$.4 |
| Total | | 2,170 | 100.0% | 82 | \$143.7 |

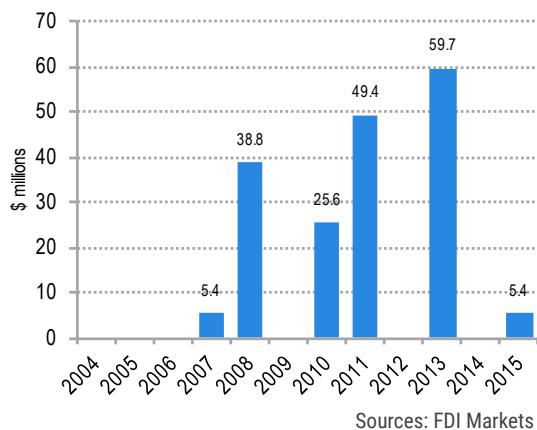
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

HONG KONG'S INVESTMENT IN SoCal 2003-2015

\$184.3MM

GREENFIELD INVESTMENT 2003-2015



GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Hong Kong Greenfield | Estimated Jobs |
|-------|----------------|----------------------------|-------------------------------------|-------------------|
| 1 | Los Angeles | \$109.3 | 59.3% | 435 |
| 2 | San Bernardino | \$64.3 | 34.9% | 292 |
| 3 | Orange | \$5.4 | 2.9% | 19 |
| 4 | San Diego | \$5.3 | 2.9% | 19 |
| Total | | \$184.3 | 100.0% | 765 |

Sources: FDI Markets



NO. 22 NEW ZEALAND

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

5,282

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

2,042

0.6% of all FOE jobs in
Southern California

FOE FIRMS

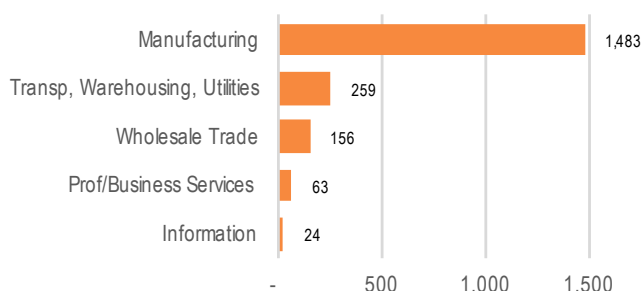
36

0.4% of all FOE firms in
Southern California

ESTIMATED WAGES

\$126MM

NEW ZEALAND FOE JOBS BY SECTOR



NEW ZEALAND FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|--------------|----------------------|-----------|----------------------------|
| 1 | Orange | 954 | 46.7% | 6 | \$60.6 |
| 2 | Los Angeles | 750 | 36.7% | 19 | \$45.6 |
| 3 | Riverside | 149 | 7.3% | 4 | \$11.3 |
| 4 | San Bernardino | 148 | 7.3% | 3 | \$7.1 |
| 5 | San Diego | 41 | 2.0% | 4 | \$1.9 |
| 6 | Ventura | - | - | - | - |
| Total | | 2,042 | 100.0% | 36 | \$126.6 |

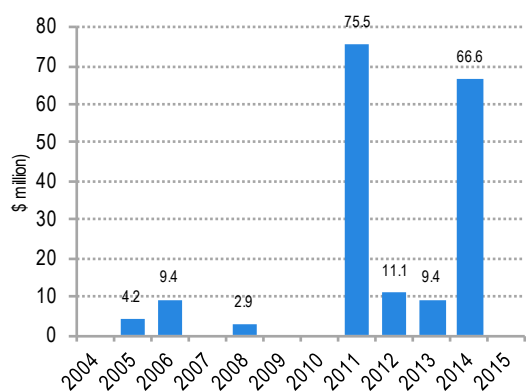
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

NEW ZEALAND'S INVESTMENT IN SoCal 2003-2015

\$179MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all New Zealand Greenfield | Estimated Jobs |
|--------------|-------------|----------------------------|------------------------------------|-------------------|
| 1 | Los Angeles | \$172.0 | 96.0% | 471 |
| 2 | San Diego | \$4.2 | 2.3% | 64 |
| 3 | Orange | \$2.9 | 1.6% | 103 |
| Total | | \$179.1 | 100.0% | 638 |

Sources: FDI Markets



NO. 23 SINGAPORE

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

4,816

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

1,991

0.6% of all FOE jobs in
Southern California

FOE FIRMS

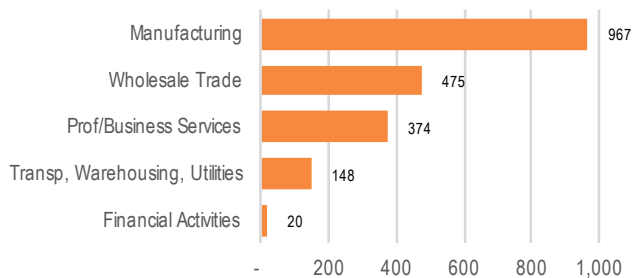
41

0.5% of all FOE firms in
Southern California

ESTIMATED WAGES

\$133MM

SINGAPOREAN FOE JOBS BY SECTOR



SINGAPOREAN FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|--------------|----------------|--------------|----------------------|-----------|----------------------------|
| 1 | Orange | 1,088 | 54.7% | 13 | \$80.0 |
| 2 | Los Angeles | 568 | 28.5% | 17 | \$36.5 |
| 3 | San Diego | 232 | 11.7% | 7 | \$13.6 |
| 4 | San Bernardino | 93 | 4.7% | 3 | \$2.7 |
| 5 | Riverside | 10 | 0.5% | 1 | \$0.5 |
| 6 | Ventura | - | - | - | - |
| Total | | 1,991 | 100.0% | 41 | \$133.2 |

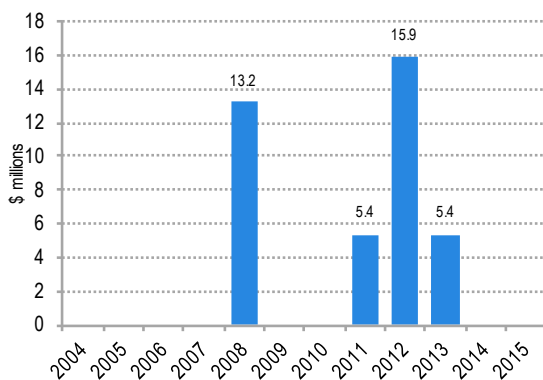
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

SINGAPORE'S INVESTMENT IN SoCal 2003-2015

\$40MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Singaporean Greenfield | Estimated Jobs |
|--------------|-------------|----------------------------|---------------------------------------|-------------------|
| 1 | Los Angeles | \$22.5 | 56.4% | 187 |
| 2 | San Diego | \$12.0 | 30.1% | 87 |
| 3 | Orange | \$5.4 | 13.5% | 39 |
| Total | | \$39.9 | 100.0% | 313 |

Sources: FDI Markets



NO. 24 FINLAND

FOREIGN-OWNED ENTERPRISES (FOEs)

TOTAL FOE JOBS

2,188

includes direct,
indirect & induced jobs

DIRECT FOE JOBS

916

0.3% of all FOE jobs in
Southern California

FOE FIRMS

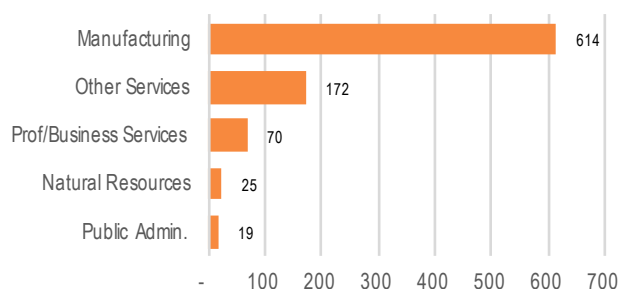
23

0.3% of all FOE firms in
Southern California

ESTIMATED WAGES

\$52MM

FINNISH FOE JOBS BY SECTOR



FINNISH FOEs BY DESTINATION COUNTY

| Rank | County | Jobs | % of All FOE Jobs | Firms | Est. Wages (\$millions) |
|-------|----------------|------|----------------------|-------|----------------------------|
| 1 | Los Angeles | 722 | 78.8% | 11 | \$44.3 |
| 2 | San Diego | 78 | 8.5% | 4 | \$03.9 |
| 3 | San Bernardino | 63 | 6.8% | 4 | \$2.8 |
| 4 | Orange | 35 | 3.8% | 1 | \$1.2 |
| 5 | Riverside | 13 | 1.4% | 1 | \$0.4 |
| 6 | Ventura | 5 | 0.6% | 2 | \$0.2 |
| Total | | 916 | 100.0% | 23 | \$52.7 |

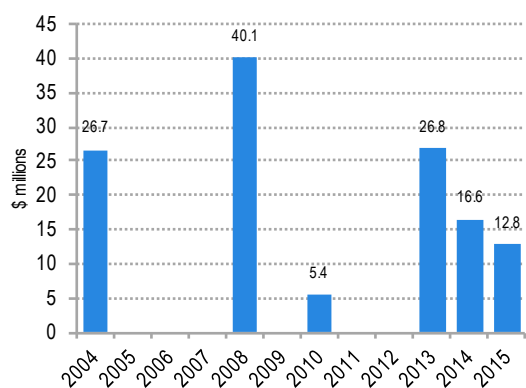
Sources: Dun & Bradstreet, CA EDD; LAEDC analysis

GREENFIELD INVESTMENTS

FINLAND'S INVESTMENT IN SoCal 2003-2015

\$128MM

GREENFIELD INVESTMENT 2003-2015



Sources: FDI Markets

GREENFIELD INVESTMENT BY DESTINATION 2003-2015

| Rank | County | Investment (\$millions) | % of all Finnish Greenfield | Estimated Jobs |
|-------|-------------|----------------------------|-----------------------------------|-------------------|
| 1 | Los Angeles | \$104.9 | 81.7% | 501 |
| 2 | San Diego | \$23.5 | 18.3% | 125 |
| Total | | \$128.4 | 100.0% | 626 |

Sources: FDI Markets



WORLD TRADE CENTER®
LOS ANGELES

www.wtcla.org
InvestLA@wtcla.org
213.236.4853

