



FACILITATING BUSINESS INVESTMENT IN THE UNITED STATES

SelectUSA

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*Commercial Attaché
U.S. Embassy Seoul*

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Introduction

What is SelectUSA?



SelectUSA's mission is to promote and facilitate business investment in the United States. We are the single point of contact at the national level for international and domestic companies to invest in the United States.

Our Clients:

- ✓ Companies (investors)
- ✓ U.S. States, Regions, and Cities

From FY15Q1- FY15Q3, SelectUSA Clients announced **49 projects** totaling **\$4.1 Billion**, accounting for an estimated **11,278 jobs**.





Our Team

U.S. Department of Commerce at the International Trade Administration

- ✓ SelectUSA HQ (Washington D.C.)
- ✓ U.S. and Foreign Commercial Service (Embassy and Consulate Personnel)
- ✓ U.S. Export Assistance Centers (USEACs) (80 offices throughout U.S.)

Our Network

Inter-Agency Investment Working Group

- ✓ U.S. State Department, Embassy & Consulate Personnel
- ✓ Over 20 Federal Agency Partners



Trends in Foreign Direct Investment



“ The United States reaffirms our open investment policy, a commitment to treat all investors in a fair and equitable manner under the law.”

President Barack Obama

June 20, 2011

FDI Benefits the U.S. Economy



#1 → The United States is the largest recipient of foreign direct investment in the world.

21% of U.S. Exports → In 2012, U.S. subsidiaries of foreign-owned firms accounted for over 21 percent of all U.S. goods exports.

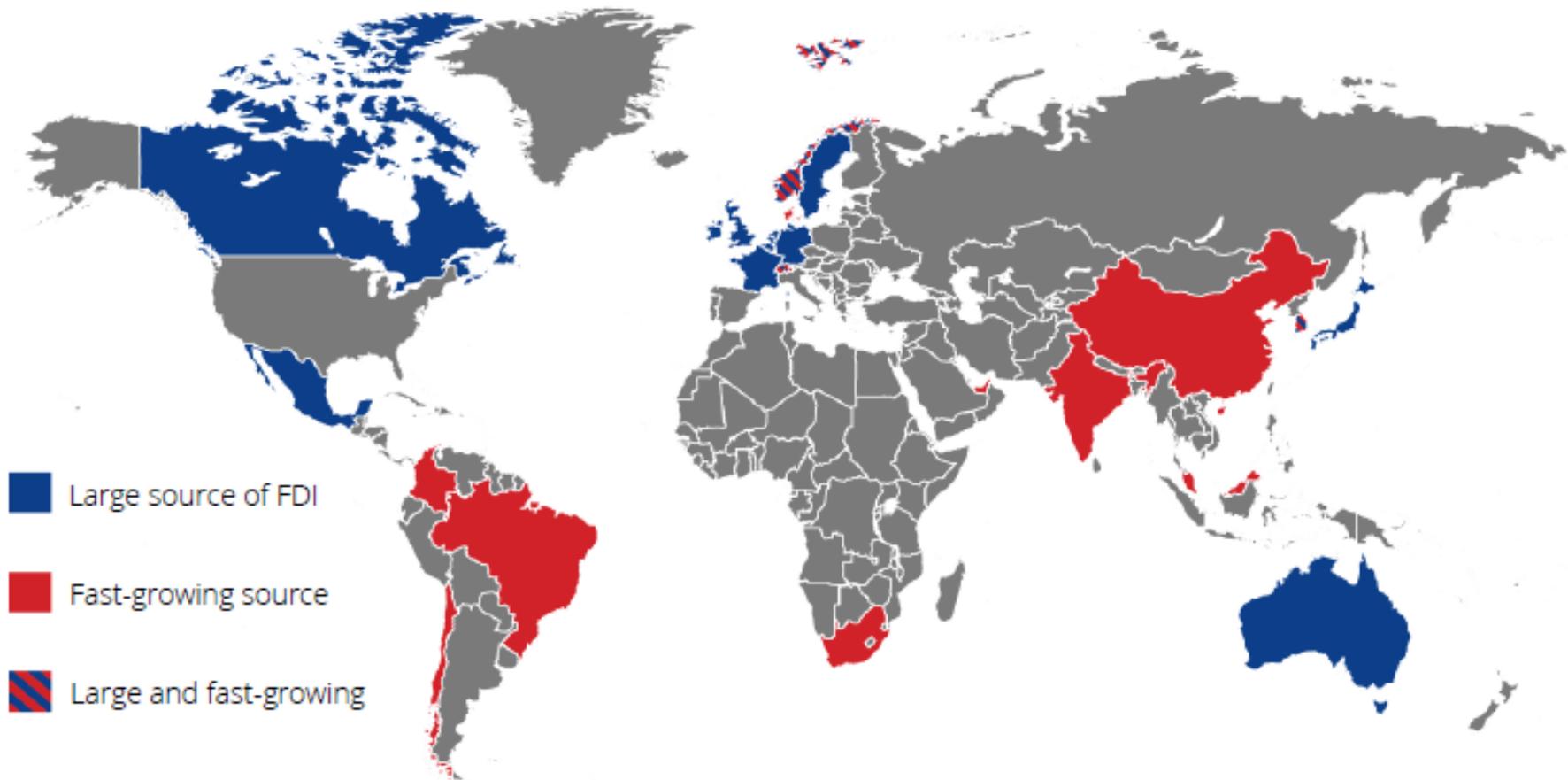
5.8 million U.S. Jobs → In 2012, subsidiaries employed 5.8 million U.S. workers.

**Average Annual Wage
\$78,927** → In 2012, subsidiaries contributed \$455 billion in wages to U.S. employees

R&D Investments → In 2012, subsidiaries invested \$48.0 billion in research and development in the United States

U.S. FDI Trends

Top 15 FDI Stock (2014) and Growth Markets, 2009-2014 CAGR



FDI Position by Ultimate Beneficiary Owner

Largest and Fastest Growing

Top 15 FDI Stock (2014) and Growth Markets, 2009-2014 CAGR



9

Largest Sources of FDI in the United States (by UBO)

Rank	Market	2014 Position in USD millions	Share of total
1	United Kingdom	\$465,795	16.1%
2	Japan	\$374,720	12.9%
3	Germany	\$312,898	10.8%
4	Canada	\$311,383	10.7%
5	France	\$240,212	8.3%
6	The Netherlands	\$185,053	6.4%
7	Ireland	\$159,515	5.5%
8	Switzerland	\$151,721	5.2%
9	Spain	\$54,745	1.9%
10	Australia	\$53,058	1.8%
11	Sweden	\$48,085	1.7%
12	Belgium	\$36,460	1.3%
13	South Korea	\$34,821	1.2%
14	Norway	\$31,701	1.1%
15	Mexico	\$31,448	1.1%

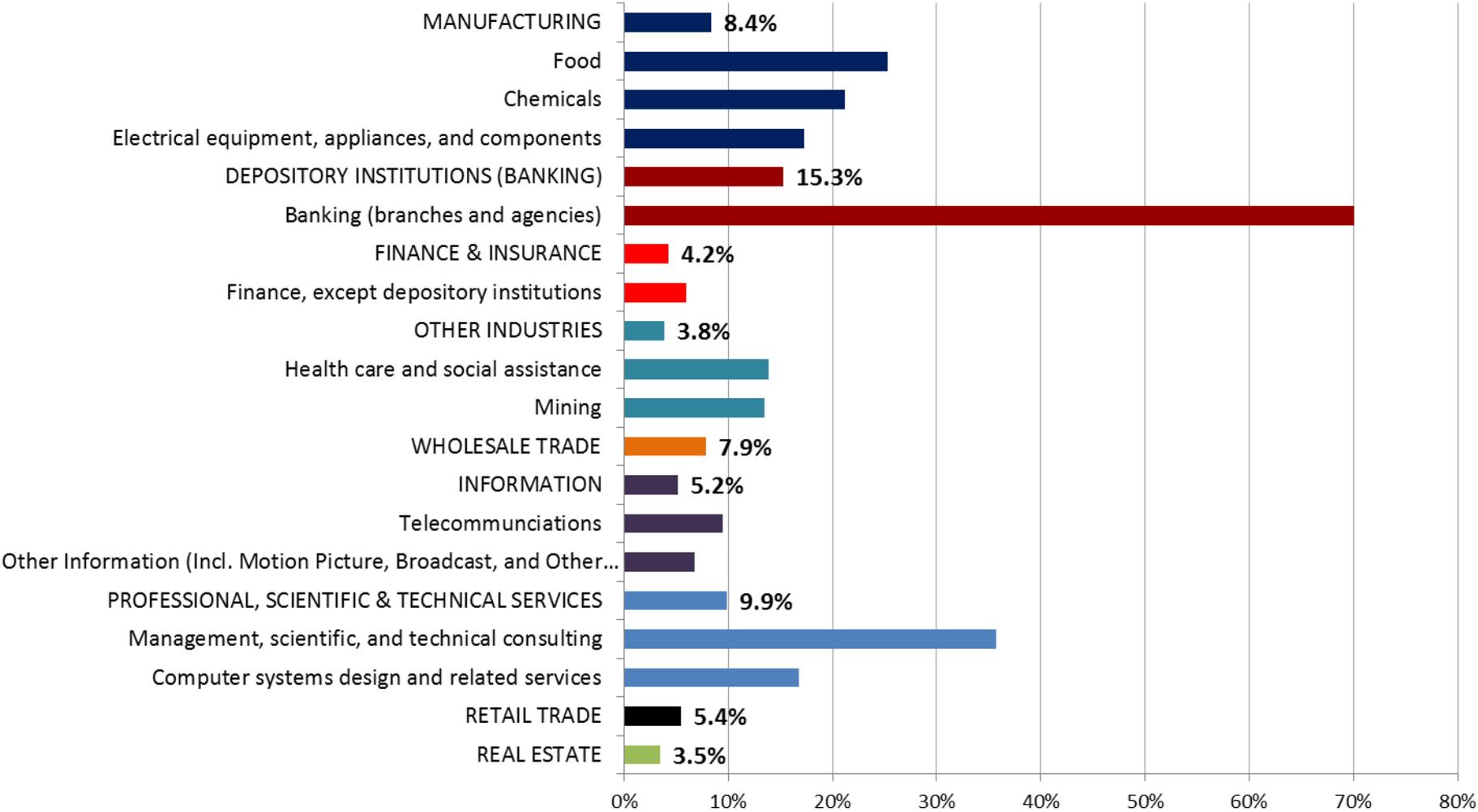
Fastest-Growing Sources of FDI in the United States (by UBO)

Rank	Market	2014 Position in USD millions	CAGR 2009-14
1	China	\$10,169	38.5%
2	Luxembourg	\$23,822	26.8%
3	Brazil	\$22,404	25.2%
4	India	\$10,706	22.1%
5	Malaysia	\$1,587	19.6%
6	South Korea	\$34,821	19.4%
7	Switzerland	\$151,721	18.2%
8	United Arab Emirates	\$27,618	18.1%
9	Colombia	\$2,517	16.5%
10	Norway	\$31,701	16.5%
11	Venezuela	\$5,537	13.8%
12	Chile	\$1,154	13.0%
13	Denmark	\$12,544	12.0%
14	Hong Kong	\$19,582	11.9%
15	South Africa	\$3,697	11.6%

Source: Bureau of Economic Analysis. UBO refers to Ultimate Beneficial Owner. CAGR refers to Compound Annual Growth Rate.

FDI in the United States by Industry

Growth in Selected Sectors, 2009 - 2014





U.S.-Korea FDI Relationship

U.S.-Korea Investment Relationship



12

#6 Sixth fastest-growing source of FDI in the United States in 2014 *(by UBO)*



**Supporting
U.S. Jobs**

38,000

Number of U.S. workers employed by U.S. affiliates of Korean-owned firms in 2012.



**Investing in
Innovative R&D**

\$411 million

Value of research and development (R&D) spending by U.S. affiliates of Korean-owned firms in 2012.



**Expanding
U.S. Exports**

\$10 billion

Total contribution to U.S. goods exports by Korean-owned firms operating in the United States in 2012.

U.S.-Korea Investment Relationship



13

Korean FDI in the USA *(in USD millions)*

	2010	2011	2012	2013	2014
Position (UBO)	\$17,162	\$19,737	\$25,009	\$30,870	\$34,821
Flow	\$2,245	\$4,798	\$6,300	\$6,168	\$4,139

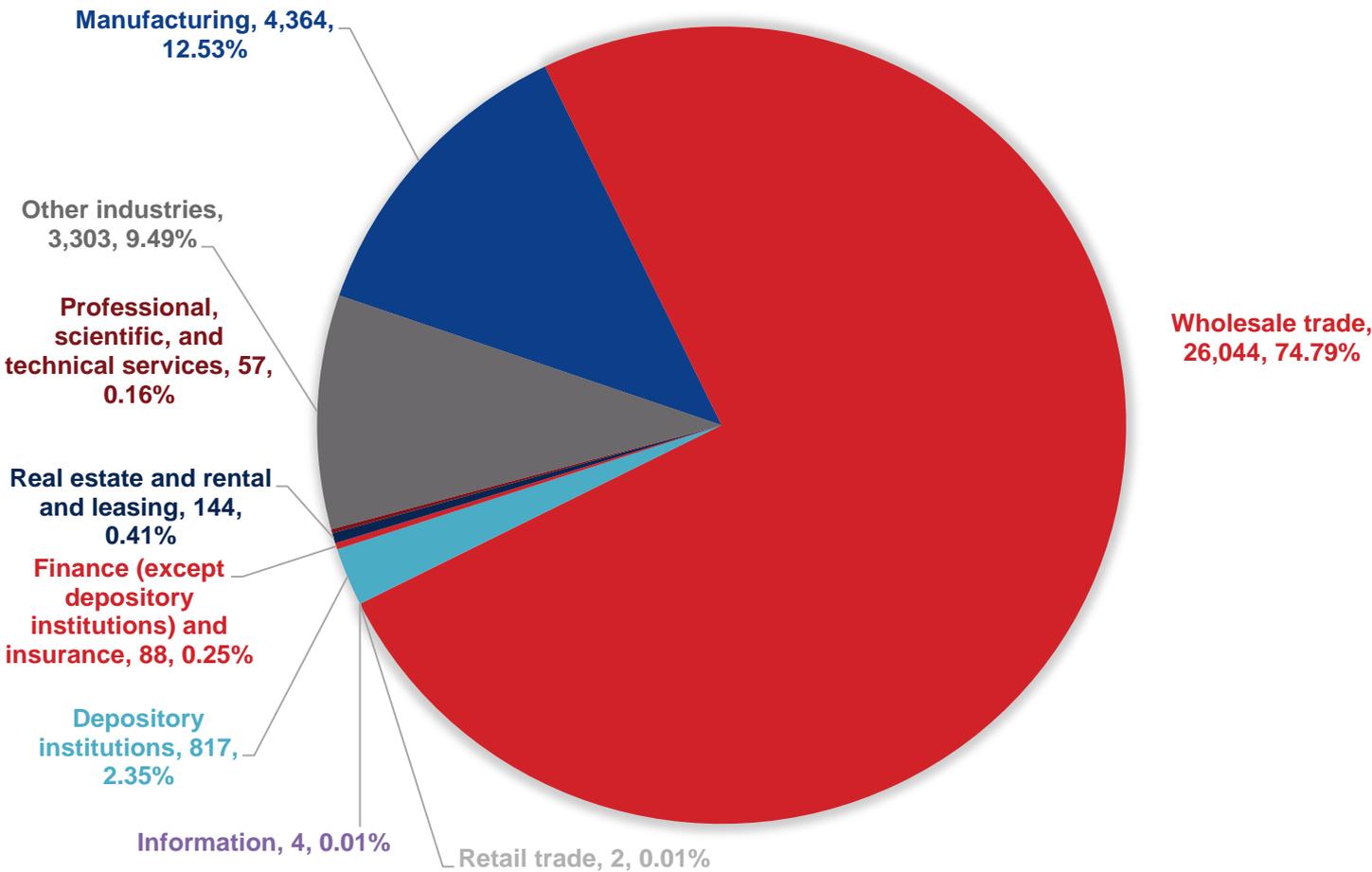
U.S. FDI in South Korea *(in USD millions)*

	2010	2011	2012	2013	2014
Position (UBO)	\$26,233	\$28,172	\$32,202	\$33,036	\$34,896
Flow	\$2,745	\$3,277	\$1,838	\$2,499	\$2,545

Source: Bureau of Economic Analysis (latest available as of Sept 2015)

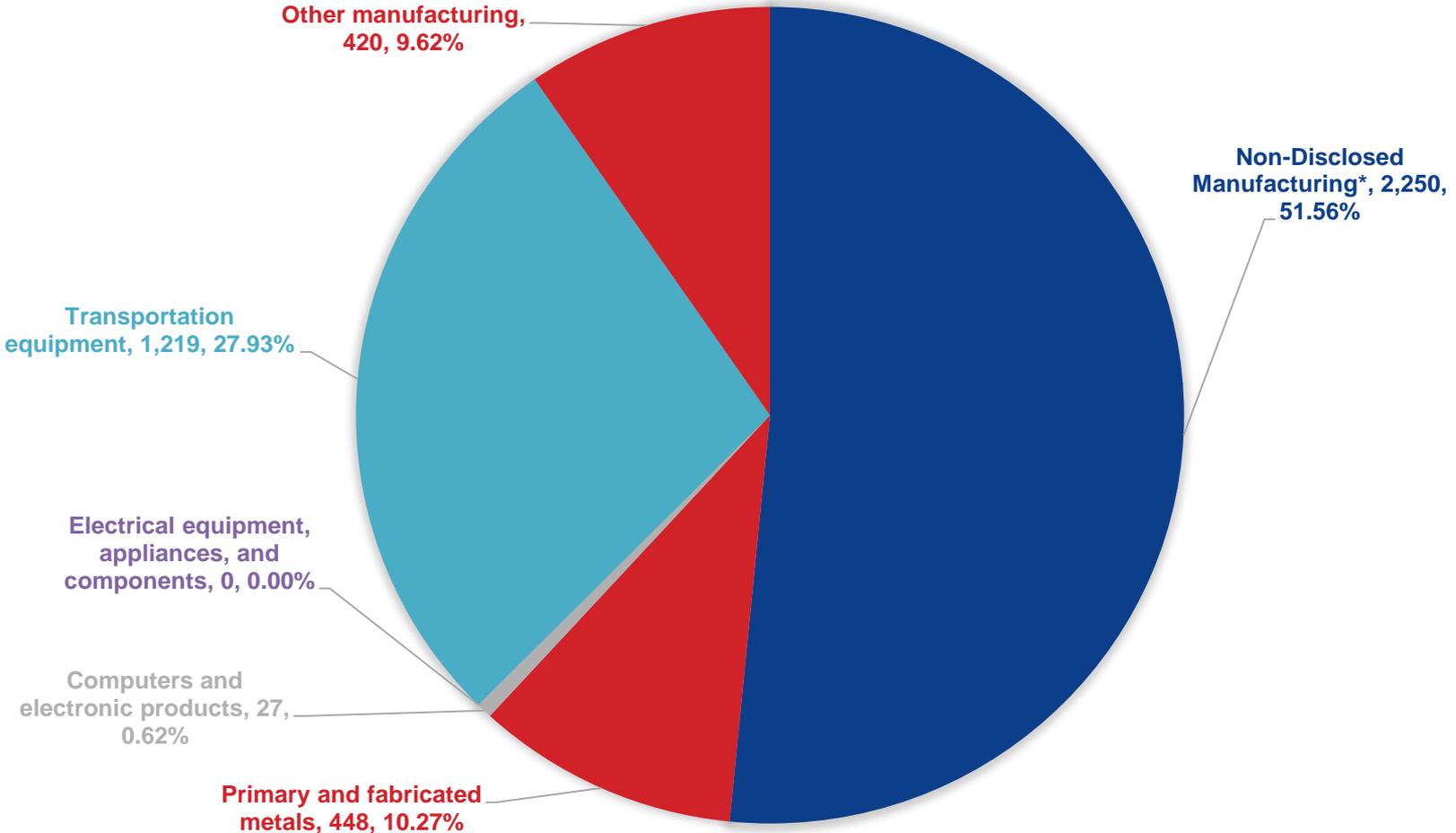
Korean FDI by Industry

(in USD millions)



Korean Manufacturing FDI

(in USD millions)



Non-disclosed Manufacturing includes: Machinery, Food, and Chemicals



SelectUSA Services

How SelectUSA Can Help



SelectUSA Services

Information, Research & Counseling on business investment in the United States and developing an FDI strategy.

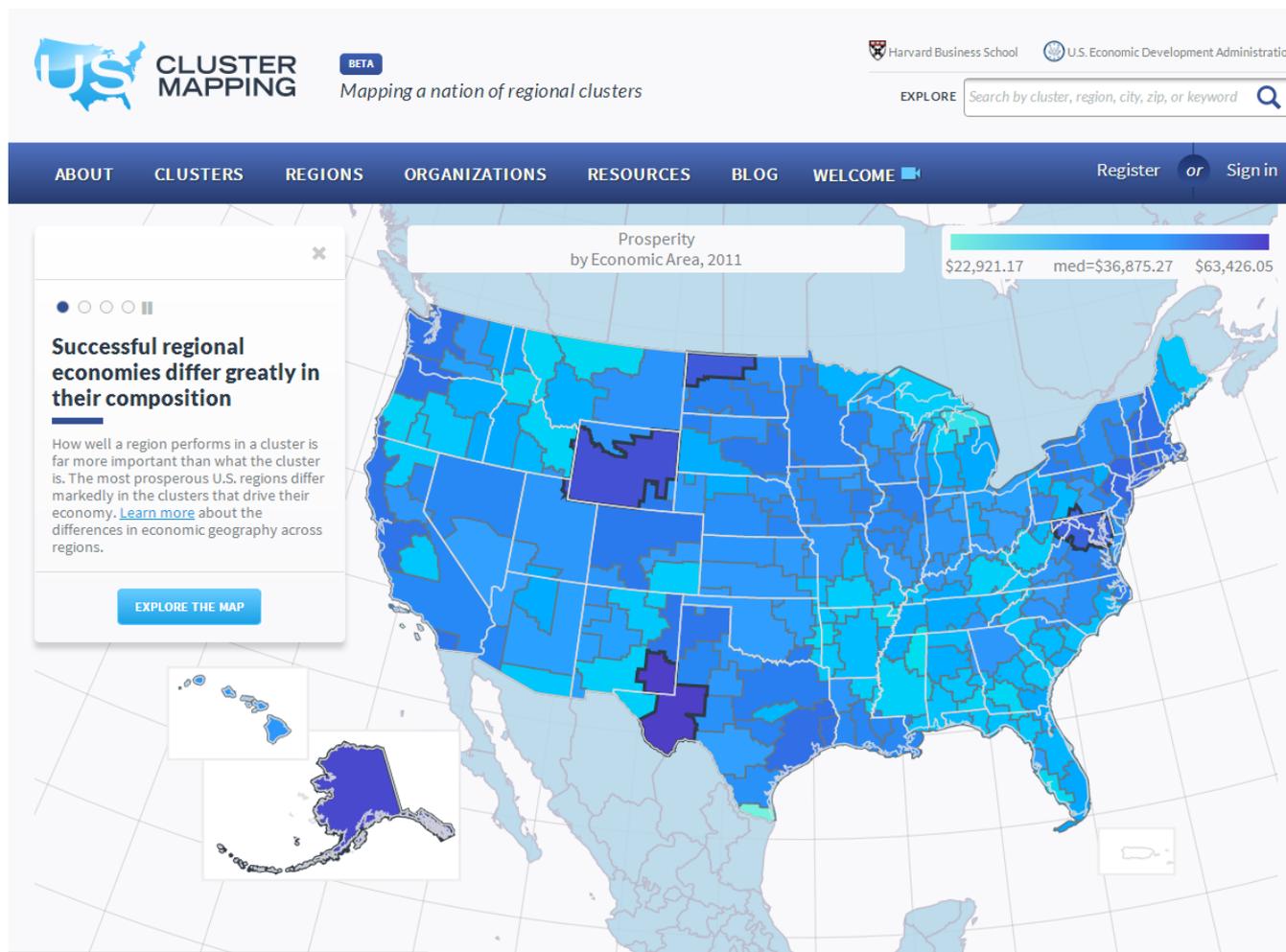
Ombudsman Assistance* to help with questions or concerns about U.S. federal rules and regulations.

Referral to Economic Development Organization

Info Tools: ClusterMapping.us



18



Interactive database with over 50 million open data records on industry clusters and sub-clusters.

Comparable at the State, Economic Area, MSA or county level.

Also includes the cluster registry.

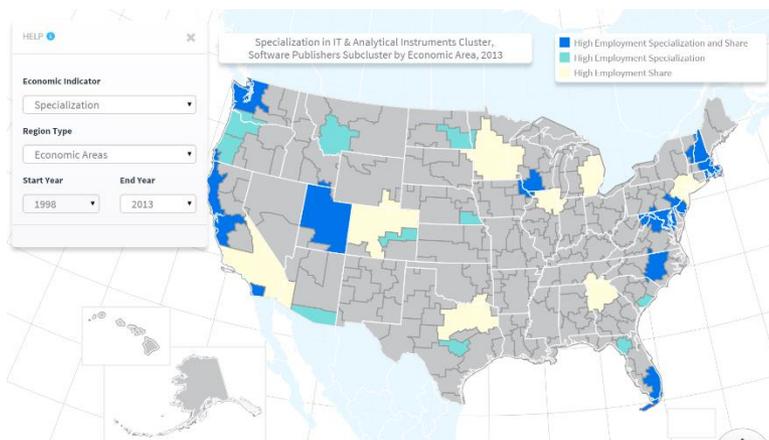
Cluster Mapping Example

U.S. IT Subclusters Comparison

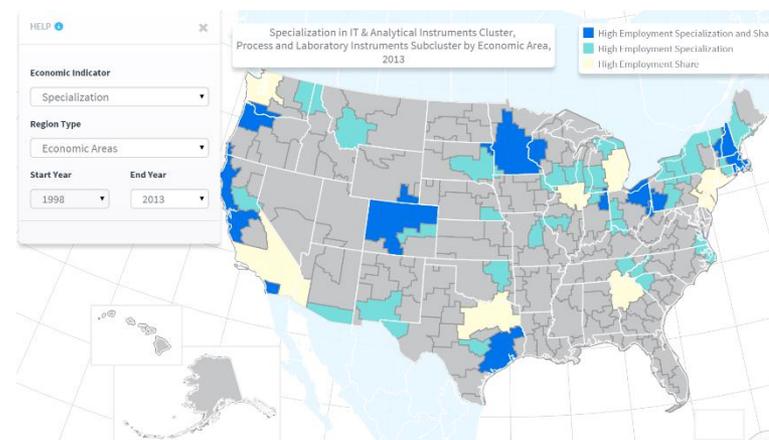


19

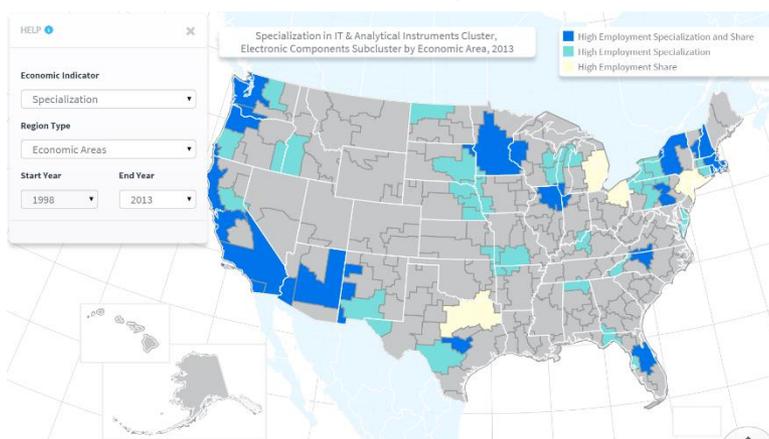
Software Publishing



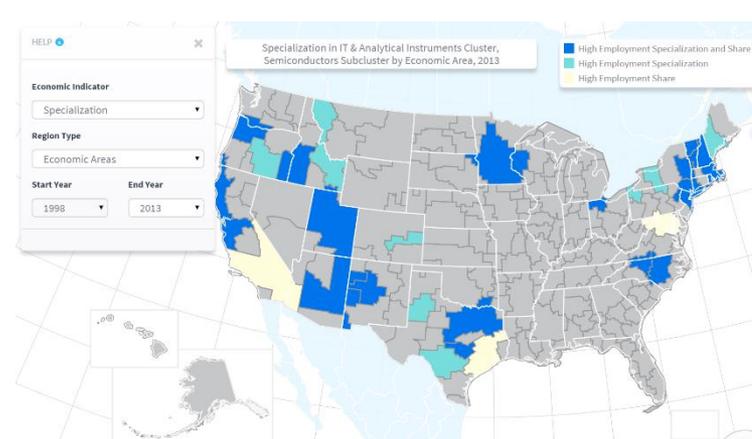
Process and Laboratory Equipment



Electronic Components



Semiconductors



Info Tools: Statebook



20

More than 20,000 data points on U.S. communities, with a powerful map and ability to compare locations.

StateBOOK™ INTERNATIONAL

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Fairfax County, VA

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Overview Arts & Culture Climate & Geography Demographics Education Government Health Households & Income Housing Incentives Industries Lifestyle Taxation Transportation Utilities Workforce & Training **Sites & Buildings**

Related Organizations

- ▶ State EDOs
- ▶ Region EDOs
- ▶ County EDOs
- ▶ University or College EDOs
- ▶ MSA

Don't see your EDO?
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StateBook Stats

Total Population	1,083,770	
Median Age	37.5	
Bachelor's Degree or Higher, Age 25+	429,065	58.19%
High School Degree or Higher, Age 25+	675,462	91.61%
Labor Force	617,325	
Median Household Income	\$109,383	
Median Earnings for Workers	\$55,079	
▶ Major airports within 100 mile radius		
Regional airports within 100 mile radius	None	

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CROSSBORDER INVESTMENT MONITOR

Current search: **FDI into the US**

13,336 / 146,127 projects
634 / 11,154 signals
11,009 / 67,273 companies

Home - Live Data
Investor Signals
Project Database
Company Database
Trends Analysis

Recent Projects & Signals

SnapDeal.com SIGNAL
 May 2015 - SnapDeal.com (subsidiary of Jasper) (India) is considering investment into United States in the Software & IT services sector in a Sales, Marketing & Support project
 Recorded May 29 2015 [full details](#)

Sato Corporation PROJECT
 May 2015 - Sato Corporation (Japan) is investing \$5.00 m in United States in the Business Machines & Equipment sector in a Headquarters project , creating 200 jobs...
 Recorded May 29 2015 [full details](#)

DHL PROJECT
 May 2015 - DHL (subsidiary of Deutsche Post) (Germany) is investing \$108.00 m in United States in the Transportation sector in a Logistics, Distribution & Transportation project ...
 Recorded May 29 2015 [full details](#)

Applus RTD PROJECT
 May 2015 - Applus RTD (subsidiary of Applus+) (Spain) is investing in United States in the Business Services sector in a Business Services project ...
 Recorded May 29 2015 [full details](#)

Firstsource Group USA PROJECT
 May 2015 - Firstsource Group USA (subsidiary of Firstsource (ICICI OneSource)) (India) is investing in United States in the Business Services sector in a Customer Contact Centre project , creating 250 jobs...
 Recorded May 28 2015 [full details](#)

[First](#) [1](#) [2](#) [3](#) [4](#) [Last](#)

Download projects and signals

Yearly Statistics

Projects (yearly)

[Right-click chart for download options]

projects
 capex
 jobs

Year	Projects	Capex	Jobs
2015	* 610	19,012	55,638
2014	1,579	50,611	156,145
2013	1,517	47,019	129,320
2012	1,486	55,498	124,566
2011	1,613	69,436	122,867
2010	1,403	56,795	131,245
2009	1,162	70,464	108,618
2008	977	53,816	93,829
2007	856	43,363	97,863
2006	708	37,561	75,847
2005	560	34,182	74,978
2004	541	26,729	68,099
2003	547	26,573	65,306
Total	13,559	591,065	1,304,321

* This figure includes 223 live projects
 - Capex and jobs figures include estimates
 - All Capex figures shown are in USD mn

Leading Companies

Toyota Motor
 turnover: \$250.96 b
 projects: 108 signals: 1
www.toyota.co.jp

Regus
 turnover: \$1.85 b
 projects: 96 signals: 0
www.regus.com

Honda
 turnover: \$99.18 b
 projects: 78 signals: 0
www.honda.co.jp

Deutsche Post
 turnover: \$74.02 b
 projects: 62 signals: 0
www.deutschepost.de

Mitsubishi Corporation
 turnover: \$74.58 b
 projects: 56 signals: 2
www.mitsubishicorp.com

Toronto-Dominion Bank (TD)
 turnover: \$32.72 b
 projects: 56 signals: 0
www.td.com

TD Bank
 turnover:
 projects: 53 signals: 0
www.tdbank.com

[First](#) [1](#) [2](#) [3](#) [4](#) [Last](#)

Download the top 100 leading companies

Announced investment projects. Searchable by source and destination market, sector, projects, company, and many customizable reports.

Interagency Investment Working Group



The Executive Order establishes the Federal Interagency Investment Working Group (IIWG)

“The Working Group shall coordinate activities to promote business investment and respond to specific issues that affect business investment decisions”

Over 20 IIWG participating Agencies, including:

- ✓ Department of State (DOS)
- ✓ Department of Agriculture (USDA)
- ✓ Department of Homeland Security (DHS)
- ✓ Small Business Administration (SBA)
- ✓ U.S. Trade Representative (USTR)
- ✓ Department of Energy (DOE)
- ✓ Department of Defense (DOD)

Vol. 76, No. 118/Monday, June 20, 2011/Presidential Documents

35715

Presidential Documents



Executive Order 13577 of June 15, 2011

Establishment of the SelectUSA Initiative

By the authority vested in me as President by the Constitution and the laws of the United States of America, and in order to support private-sector job creation and enhance economic growth by encouraging and supporting business investment in the United States, it is hereby ordered as follows:

Section 1. Policy. Business investment in the United States by both domestic and foreign firms, whether in the form of new equipment or facilities or the expansion of existing facilities, is a major engine of economic growth and job creation. In an era of global capital mobility, the United States faces increasing competition for retaining and attracting industries of the future and the jobs they create. My Administration is committed to enhancing the efforts of the United States to win the growing global competition for business investment by leveraging our advantages as the premier business location in the world.

As a place to do business, the United States offers a hardworking, diverse, and educated workforce, strong protection of intellectual property rights, a predictable and transparent legal system, relatively low taxes, highly devel-

Save the Date...

The 2016 SelectUSA Investment Summit



June 19-21, 2016 | Washington, DC

www.selectusasummit.us

The U.S. Embassy Seoul will be leading a high level delegation to the Summit.



Contact the Team

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Thank You!



25

