THANK YOU TO OUR SPONSORS

GOLD

Greater Dalton Chamber/Dalton Whitfield County Joint Development Authority
Henry County Development Authority
Western Union Business Solutions

SILVER
Cartersville Bartow County Economic Development
Cobb Chamber of Commerce
Dublin-Laurens County Development Authority
Georgia Chamber of Commerce
GeorgiaLink Public Affairs Group
Greater Rome Chamber of Commerce
Gwinnett Chamber Economic Development
Habif, Arogeti & Wynne
Metro Atlanta Chamber
Omni Tech Trans
Sasco Chemical Group, Inc.
Valdosta-Lowndes County Industrial Authority

BRONZE
Atlantic Capital Bank
Development Authority of Bryan County
Fayette County Development Authority
Global Network Solutions, LLC
Liberty County Development Authority
Meriwether County Development Authority
World Trade Center Savannah
GLOBAL INSIGHTS SEMINAR

March 26, 2013
GEORGIA INTERNATIONAL SNAPSHOT

Georgia is home to 70+ international governments

• 25 Career Consulates
• 52 Honorary Consulates
• 12+ Trade and Investment Agencies
FOREIGN DIRECT INVESTMENT (FDI) IN GEORGIA

3,000 international facilities from 60 countries and 150,000+ jobs in Georgia

FDI in FY12:
- 29% of announcements
- 23% of investment
- 7,544 jobs

Examples of Recent FDI Announcements

<table>
<thead>
<tr>
<th>Company</th>
<th>Investment</th>
<th>Jobs</th>
<th>Country</th>
<th>County</th>
</tr>
</thead>
<tbody>
<tr>
<td>Erdrich Umformtechnik GmbH</td>
<td>$38,600,000</td>
<td>200</td>
<td>Germany</td>
<td>Laurens County</td>
</tr>
<tr>
<td>voestalpine Europlatinen GmbH</td>
<td>$100,000,000</td>
<td>220</td>
<td>Austria</td>
<td>Bartow County</td>
</tr>
</tbody>
</table>

Georgiafacts.net
### FOREIGN DIRECT INVESTMENT (FDI) IN GEORGIA

<table>
<thead>
<tr>
<th>Leading Investor Nations by Number of Facilities</th>
<th>Leading Investor Nations by Number of Jobs</th>
<th>Leading Investor Nations by $ Value Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>United Kingdom</td>
<td>Japan</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>Germany</td>
<td>Germany</td>
</tr>
<tr>
<td>Japan</td>
<td>Japan</td>
<td>Korea</td>
</tr>
<tr>
<td>France</td>
<td>Netherlands</td>
<td>Canada</td>
</tr>
<tr>
<td>Canada</td>
<td>France</td>
<td>France</td>
</tr>
</tbody>
</table>
2012 RECORD YEAR FOR GEORGIA EXPORTS
$35.9 BILLION

- 12th leading exporting state
- 62% of Georgia’s exports were to countries covered by GDEcD’S International Reps
- Georgia firms exported to 233 countries and territories
- #1 Exporter of the following:
  - Poultry
  - Chemical wood pulp
  - Cotton
  - Kraft paper and paperboard
  - Carpet
  - Kaolin
  - Peanuts
2012 BANNER YEAR FOR GEORGIA IMPORTS
$72.4 BILLION

- 9th leading importing state
- 80% of Georgia’s imports are from countries covered by GDEcD’s International Reps
- Imported goods from 207 countries and territories
# TOP TRADING PARTNERS FOR GEORGIA IN 2012

<table>
<thead>
<tr>
<th>Leading Export Markets</th>
<th>Leading Importer Nations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada*</td>
<td>China</td>
</tr>
<tr>
<td>China</td>
<td>Germany</td>
</tr>
<tr>
<td>Mexico</td>
<td>South Korea</td>
</tr>
<tr>
<td>Singapore</td>
<td>Japan</td>
</tr>
<tr>
<td>Japan*</td>
<td>Mexico</td>
</tr>
<tr>
<td>United Kingdom*</td>
<td>Canada</td>
</tr>
<tr>
<td>Germany*</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Brazil</td>
<td>France</td>
</tr>
<tr>
<td>Australia</td>
<td>Chile</td>
</tr>
<tr>
<td>South Korea*</td>
<td>Thailand</td>
</tr>
</tbody>
</table>

*Also leading investor nations in Georgia*
GEORGIA’S INTERNATIONAL REPRESENTATIVES

Promote Georgia as:

- A reliable source for quality products and services.
- An excellent location for investment and a strategic gateway to the U.S. market.
- An outstanding tourism destination.
- A great location for film, video and music production.
HOW TO MAKE THE MOST OUT OF YOUR TIME TODAY

• Be specific about goals in each market
• Let us know if traveling abroad or have a specific deadline
• Provide macro overview of what makes your product/service unique
• Follow-up in writing detailing unique selling feature of product/service, goal in market, deadline (if any), characteristics of ideal partner (if applicable), industry(ies) that use the product/service
• Limit conversations to a couple of minutes per International Representative
• Today’s PowerPoint is available online at Georgia.org
## EUROPE OVERVIEW

### Antje Abshoff
Managing Director
State of Georgia – Europe (headquartered in Munich, Germany)
aabshoff@georgia.org

<table>
<thead>
<tr>
<th></th>
<th>EU</th>
<th>GEORGIA</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2012)</td>
<td>503.8 million</td>
<td>9.8 million</td>
<td>311.6 million</td>
</tr>
<tr>
<td>Population Growth</td>
<td>0.212%</td>
<td>1.3%</td>
<td>0.7%</td>
</tr>
<tr>
<td>Unemployment</td>
<td>10.5%</td>
<td>9.0% (2012)</td>
<td>8.2% (2012)</td>
</tr>
<tr>
<td>GDP/GSP</td>
<td>$16.2 trillion</td>
<td>$403 billion</td>
<td>$15 trillion</td>
</tr>
<tr>
<td>GDP/GSP per capita</td>
<td>$34,500</td>
<td>$36,104</td>
<td>$48,442</td>
</tr>
<tr>
<td>GDP/GSP Growth Rate</td>
<td>-0.2%</td>
<td>1.7%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Inflation (2012)</td>
<td>2.6%</td>
<td>2.65 % (U.S.)</td>
<td></td>
</tr>
</tbody>
</table>

**Key Partners in Georgia**
See list at Georgia.org
EUROPEAN UNION OVERVIEW

• Largest trading block in the world
• GDP more than $15.7 trillion (2012 est.)
• Second largest exporter and importer after China
• Customs Union
• Great differences in per capita income among Member States (from $7,000-$78,000)
• Germany advocates closer European economic and political integration
GEORGIA BUSINESS OPPORTUNITIES IN EUROPE

• Georgia exports to Europe $7.5 billion (2011)
• Transportation Equipment (Aircraft/ Spacecraft)
• Paper, Machinery, Chemicals, Pharmaceuticals, Electronic Components
• Several European countries among largest export markets for Georgia (UK - 6, Germany - 7, Belgium - 12)
• Major trade shows (especially in Germany)

German Container Ship in Savannah
EUROPEAN FDI IN GEORGIA

European companies: 1,257
Affiliated facilities: 2,965
Capital investment: $15 billion
Countries represented: 22
President Obama announced plans for Transatlantic Free Trade Zone

U.S. Secretary of State Kerry’s first trip abroad was to Germany (February 2013)

Meetings with Chancellor Merkel and Foreign Minister Westerwelle

Advance comprehensive transatlantic trade and investment partnership

Create growth and new jobs on both sides of the Atlantic without generating new debt

Negotiations between the EU and the U.S. to start summer 2013

Commercial Sectors for U.S. Export (Germany)

- IT Hardware, Software and Services
- Drugs and Pharmaceuticals
- Medical Equipment
- Industrial Chemicals
- Automotive Parts and Services
- Telecommunications Equipment
- Renewable Energies
- Scientific and Laboratory Instrumentation
## Brazil Overview

### Key Partners in Georgia
- Consulate General of the Federative Republic of Brazil
- Brazilian-American Chamber of Commerce

<table>
<thead>
<tr>
<th></th>
<th>Brazil</th>
<th>Georgia</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2012)</td>
<td>199.3 million</td>
<td>9.8 million</td>
<td>311.6 million</td>
</tr>
<tr>
<td>Population Growth</td>
<td>0.86%</td>
<td>1.3%</td>
<td>0.7%</td>
</tr>
<tr>
<td>Unemployment</td>
<td>6.2%</td>
<td>9.0% (2012)</td>
<td>8.2% (2012)</td>
</tr>
<tr>
<td>GDP/GSP</td>
<td>$2.425 trillion</td>
<td>$403 billion</td>
<td>$15 trillion</td>
</tr>
<tr>
<td>GDP/GSP per capita</td>
<td>$12,000</td>
<td>$36,104</td>
<td>$48,442</td>
</tr>
<tr>
<td>GDP/GSP Growth Rate</td>
<td>1.3%</td>
<td>1.7%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Inflation (2012)</td>
<td>5.5%</td>
<td>2.65% (U.S.)</td>
<td></td>
</tr>
</tbody>
</table>
TRADE INFORMATION

Brazil
Top Export Markets: China (17%), U.S. (11%), Argentina (7.4%)
Top Import Nations: U.S. (15.4%), China (14.5%), Argentina (7.4%)

Georgia
Exports to Brazil: $1.016 billion (8th)
Imports from Brazil: $833.9 million (15th)

Georgia leads the nation in the export of the following goods to Brazil:
- Chemical Wood Pulp
- Insecticides (2nd)
- Iron and Steel
- Polyamides (2nd)
- Electrical Capacitors
- Organic Sulfur Compounds (3rd)
- Bandages
- Yachts (2nd)

Did you know...
The state has had a representative in Brazil since 1995 providing export assistance.
There are over 40 Brazilian facilities operating in Georgia, employing more than 6,000 people.

Brazilian companies in Georgia:
• Agratrade Financing Inc.
• Embraco North America, Inc.
• Gerdau Ameristeel US Inc.
• Pilgrim’s Pride Corp
• Politec
• Rebars Inc.
• Schultz of America Inc.
• Stefanini IT Solutions USA
# Japan Overview

**Yumiko Nakazono**  
Managing Director  
State of Georgia - Japan  
ynakazono@georgia.org

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>127.4 million</td>
<td>9.8 million</td>
<td>311.6 million</td>
</tr>
<tr>
<td>Population Growth</td>
<td>-0.077%</td>
<td>1.3%</td>
<td>0.7%</td>
</tr>
<tr>
<td>Unemployment</td>
<td>4.4%</td>
<td>9.0% (2012)</td>
<td>8.2% (2012)</td>
</tr>
<tr>
<td>GDP/GSP</td>
<td>$5.98 trillion</td>
<td>$403 billion</td>
<td>$15 trillion</td>
</tr>
<tr>
<td>GDP/GSP per capita</td>
<td>$36,200</td>
<td>$36,104</td>
<td>$48,442</td>
</tr>
<tr>
<td>GDP/GSP Growth Rate</td>
<td>2.2%</td>
<td>1.7%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Inflation (2012)</td>
<td>0.1%</td>
<td>2.65% (U.S.)</td>
<td></td>
</tr>
</tbody>
</table>

**Key Partners in Georgia**  
- Consulate General of Japan  
- Japan External Trade Organization – JETRO  
- Japan-American Society of Georgia  
- Japanese Chamber of Commerce of Georgia
**ADDITIONAL INFORMATION**

**Japan**
Export Markets: China 20%, U.S. 16%, Korea 8%, Hong Kong 5%, Thailand 5% (2011)
Importer Nations: China 22%, U.S. 9%, Australia 7%, Saudi Arabia 6%, UAE 5%, Korea 5% (2011)

**Georgia**
Exports to Japan: $1.3 billion (5th)
Imports from: Japan: $4.67 billion (4th)

**U.S. Leader in Exports to Japan**
- Chemical Woodpulp
- Kaolin
- Paper and Paperboard
- Petroleum Resins
- Carpet
- Cotton (#2)
- Peanuts (#2)

**Leading Georgia Exports to Japan**
- Aircraft
- Wood pulp
- Machinery
- Medical related instruments
- Salt, Sulfur, Earth and Stone
- Plastics
- Paper & Paperboard
### GEORGIA TRADE OPPORTUNITIES IN JAPAN

Imports of energy saving devices and disaster prevention products particularly soared after the earthquake. Demand for Liquid Natural Gas has increased sharply.

**Commercial Sectors for U.S. Export**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerospace</td>
<td></td>
</tr>
<tr>
<td>Automotive Parts</td>
<td></td>
</tr>
<tr>
<td>Consumer Goods / Retail / Cosmetics &amp; Toiletries</td>
<td></td>
</tr>
<tr>
<td>Energy Saving Devices / Renewable Energy</td>
<td></td>
</tr>
<tr>
<td>Healthcare / Medical Equipment / Pharmaceuticals / Biotechnology</td>
<td></td>
</tr>
<tr>
<td>ICT, including Computer Software, Telecommunications Equipment</td>
<td></td>
</tr>
<tr>
<td>Safety and Security</td>
<td></td>
</tr>
<tr>
<td>Soil Remediation/Engineering Services</td>
<td></td>
</tr>
</tbody>
</table>

**Critical Elements for Success with Japan**

- Flawless appearance
- Inspection
- Trust and control
- Good data
- Statistical rigor
- Good relationships
- High customer service

The *Country Commercial Guide* on [www.export.gov](http://www.export.gov) can provide helpful advice on exporting to Japan.
FDI FROM JAPAN

Primary reasons for Japanese investment in Georgia
• Market expansion
• Hedge currency risk
• Closer access to market
• Logistics
• Lower costs
• Pro-business policy
• Quality of life
• Single Factor Apportionment
• Incentives including workforce training

375+ Japanese facilities operate in Georgia, employing nearly 20,000 people, including (but not limited to):
• Bridgestone/Firestone Inc.
• Honda
• Hoover
• IKON
• Kubota
• Mitsubishi
• Mizuno USA, Inc.
• Panasonic Corporation
• Ricoh
• Sumitomo
• Suzuki
• Toshiba
• Toyo Tire
• YKK

See list at Georgiafacts.net

Did you know...
Japan is a leading investor nation in Georgia and the state’s longest standing international office.
SEUS-JAPAN

SAVE THE DATE
November 17-19, 2013
Biloxi, Mississippi

Southeastern U.S. State Members
Georgia
Alabama
Florida
Mississippi
North Carolina
South Carolina
Tennessee

2013 Conference Chairmen

JAPAN CO-CHAIR
Atsutoshi Nishida
Director, Chairman of the Board
Toshiba Corporation

MISSISSIPPI CHAIR
William Gully Yates, III
President & CEO
W.G. Yates & Sons Construction Co.

Since its charter in 1975, the association serves as an annual meeting between top business leaders and government officials from both regions. The state of Georgia hosted the first annual joint meeting in 1976, as well as the 1990 and 2004 joint meetings.
# MEXICO OVERVIEW

**Fernando Hanhausen**  
Managing Director  
State of Georgia - Mexico  
fhanhausen@georgia.org

<table>
<thead>
<tr>
<th></th>
<th>MEXICO</th>
<th>GEORGIA</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2012)</td>
<td>115 million</td>
<td>9.8 million</td>
<td>311.6 million</td>
</tr>
<tr>
<td>Population Growth</td>
<td>1.086%</td>
<td>1.3%</td>
<td>0.7%</td>
</tr>
<tr>
<td>Unemployment</td>
<td>4.5%</td>
<td>9.0% (2012)</td>
<td>8.2% (2012)</td>
</tr>
<tr>
<td>GDP/GSP</td>
<td>$1.16 trillion</td>
<td>$403 billion</td>
<td>$15 trillion</td>
</tr>
<tr>
<td>GDP/GSP per capita</td>
<td>$15,300</td>
<td>$36,104</td>
<td>$48,442</td>
</tr>
<tr>
<td>GDP/GSP Growth Rate</td>
<td>3.8%</td>
<td>1.7%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Inflation (2012)</td>
<td>3.57%</td>
<td>2.65 % (U.S.)</td>
<td></td>
</tr>
</tbody>
</table>

**Key Partners in Georgia**

- Consulate General of Mexico
- Mexican-American Business Chamber of Commerce
ADDITIONAL INFORMATION

Mexico
Top Export Markets: U.S. (82.1%)
Top Importer Nations: U.S. (50%), China (15%), Japan (8%)

Georgia
Exports to Mexico: $2.32 billion (3rd)
Imports from Mexico: $4.54 billion (5th)

Georgia leads the nation in the export of the following goods to Mexico:
• Cigarette Paper
• Kaolin
• Carpet (2nd)
• Poultry (3rd)
• Plastic sheets, plates and film (3rd)

Did you know...
Since implementation of the North American Free Trade Agreement (NAFTA), Georgia exports to Mexico have increased by an average of 10.80% per year.
GEORGIA BUSINESS OPPORTUNITIES IN MEXICO

There are more than 60 Mexican facilities operating in Georgia, employing over 2,500 people.

Mexican companies in Georgia:
• CEMEX USA Inc.
• Metromont Materials Corp.
• Mission Foods
• Rinker Materials
• Softtek Integration Systems
• Gruma Corp.

<table>
<thead>
<tr>
<th>Commercial Sectors for U.S. Export</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oil and Gas Machinery and Services</td>
</tr>
<tr>
<td>Transportation and Infrastructure</td>
</tr>
<tr>
<td>Construction and Mining Equipment</td>
</tr>
<tr>
<td>Telecommunications Equipment</td>
</tr>
<tr>
<td>Information Technology</td>
</tr>
<tr>
<td>Automotive Parts and Accessories</td>
</tr>
<tr>
<td>Food/Beverage Processing and Packaging</td>
</tr>
<tr>
<td>Medical Equipment</td>
</tr>
</tbody>
</table>
ISRAEL OVERVIEW

Ronen Kenan
Managing Director
State of Georgia - Israel
rkenan@georgia.org

<table>
<thead>
<tr>
<th>ISRAEL</th>
<th>GEORGIA</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2012)</td>
<td>7.8 million</td>
<td>9.8 million</td>
</tr>
<tr>
<td>Population Growth</td>
<td>3.8%</td>
<td>1.3%</td>
</tr>
<tr>
<td>Unemployment</td>
<td>6%</td>
<td>9.0% (2012)</td>
</tr>
<tr>
<td>GDP/GSP</td>
<td>$241 billion</td>
<td>$403 billion</td>
</tr>
<tr>
<td>GDP/GSP per capita</td>
<td>$31,102</td>
<td>$36,104</td>
</tr>
<tr>
<td>GDP/GSP Growth Rate</td>
<td>4.8%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Inflation (2012)</td>
<td>2.1%</td>
<td>2.65 % (U.S.)</td>
</tr>
</tbody>
</table>

Major industries:
- High-tech
- Aerospace, Defense and Security
- Chemical & Plastics
- Electronics & Transport, Metal & Machinery
- Mining & Mineral
- Textiles
- Food
- Building & Construction
- Diamonds
- Natural Gas

Key Partners in Georgia
Consulate General of the State of Israel
American Israel Chamber of Commerce (SE Region)
ADDITIONAL INFORMATION

Israel
Top Export Markets: U.S. (29%), Hong Kong (7.8%), Belgium (5.6%)
Top Importer Nations: U.S. (12%), China (7%), Germany (6%)

Georgia
Exports to Israel: $158.8 million (43rd)
Imports from Israel: $285.5 million (34th)

Georgia leads the nation in the export of the following goods to Israel:
• Kraft Paper & Paperboard
• Chemical Wood pulp
• Carpet
• Revolvers & Pistols

• Newsprint
• Tractors
• Electric Motors

Did you know...
Implemented in 1985, the U.S. – Israel Free Trade Agreement is the oldest in the U.S. Since 1997, Georgia exports to Israel have experienced an annual growth rate of 6.85%.
<table>
<thead>
<tr>
<th><strong>Commercial Sectors for U.S. Export</strong></th>
<th><strong>Agricultural Sectors for U.S. Export</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical Equipment</td>
<td>Butter</td>
</tr>
<tr>
<td>Automotive Aftermarket Parts and Equipment</td>
<td>Frozen Fruits</td>
</tr>
<tr>
<td>Intelligent Transportation System</td>
<td>Beer, Wine and Spirits</td>
</tr>
<tr>
<td>Educational Services</td>
<td>Gluten Free Products</td>
</tr>
<tr>
<td>Homeland Security</td>
<td>Organic and Health Food Products</td>
</tr>
<tr>
<td>Offshore Gas</td>
<td>Honey</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>Dried Grocery Food Products</td>
</tr>
<tr>
<td>Electronic Components</td>
<td>Premium Quality Ready Meals</td>
</tr>
</tbody>
</table>

**Prospects for Investment into the U.S.:**

Building and Construction | Food | Environmental and Renewable Energies |
Chemical and Plastics     | Machinery | High-Tech/ICT/Network Security |
Life Sciences             | Aerospace and Defense |

1,200 Israeli companies operate in the U.S., many of which are in the high-tech sector.
<table>
<thead>
<tr>
<th></th>
<th>CHILE</th>
<th>GEORGIA</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2012)</td>
<td>16.5 million</td>
<td>9.8 million</td>
<td>311.6 million</td>
</tr>
<tr>
<td>Population Growth</td>
<td>0.88%</td>
<td>1.3%</td>
<td>0.7%</td>
</tr>
<tr>
<td>Unemployment</td>
<td>6%</td>
<td>9.0% (2012)</td>
<td>8.2% (2012)</td>
</tr>
<tr>
<td>GDP/GSP</td>
<td>$268.3 billion</td>
<td>$403 billion</td>
<td>$15 trillion</td>
</tr>
<tr>
<td>GDP/GSP per capita</td>
<td>$19,273</td>
<td>$36,104</td>
<td>$48,442</td>
</tr>
<tr>
<td>GDP/GSP Growth Rate</td>
<td>5%</td>
<td>1.7%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Inflation (2012)</td>
<td>2.8%</td>
<td>2.65% (U.S.)</td>
<td></td>
</tr>
</tbody>
</table>

**Key Partners in Georgia**

- Honorary Consulate of the Republic of Chile
- Chilean American Chamber of Commerce of the South
**TRADE INFORMATION**

**Chile**
Top Export Markets: China (22.9%), U.S. (11.5%), Japan (11.3%)
Top Import Nations: U.S. (22.5%), China (17.5%), Brazil (8%)

**Georgia**
Exports to Chile: $324.8 million (25th)
Imports from Chile: $1.63 million (9th)

Georgia leads the nation in the export of the following goods to Chile:
- Steam Turbines
- Acrylic Polymers
- Bathtubs/showers
- Printing Machinery (2nd)
- Chocolate
- Poultry
- Carpet

**Did you know...**
Since the United States-Chile Free Trade Agreement (FTA) entered into force in 2004, Georgia exports to Chile have experienced an average annual growth rate of 16%.
# GEORGIA BUSINESS OPPORTUNITIES IN CHILE

<table>
<thead>
<tr>
<th>Commercial Sectors for U.S. Export</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agricultural Machinery and Equipment</td>
</tr>
<tr>
<td>Construction</td>
</tr>
<tr>
<td>Food Processing and Packaging</td>
</tr>
<tr>
<td>Healthcare</td>
</tr>
<tr>
<td>Mining Equipment</td>
</tr>
<tr>
<td>Safety and Security</td>
</tr>
<tr>
<td>Telecommunications and IT Equipment</td>
</tr>
<tr>
<td>Water Resources Equipment</td>
</tr>
<tr>
<td>Conventional and NCRE Power Generation Equipment</td>
</tr>
</tbody>
</table>

Chilean companies in Georgia:
- AgroAmerica
- Arauco Wood Products, Inc.
- Arboris LLC
- Austral Wines LLC
- Chilean Export Marketing Corporation
- CMPC USA Inc.
- Seacorp Atlanta Inc.
- SQM North America Corp.
<table>
<thead>
<tr>
<th></th>
<th>KOREA</th>
<th>GEORGIA</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2012)</td>
<td>48.9 million</td>
<td>9.8 million</td>
<td>311.6 million</td>
</tr>
<tr>
<td>Population Growth</td>
<td>0.204%</td>
<td>1.3%</td>
<td>0.7%</td>
</tr>
<tr>
<td>Unemployment</td>
<td>3.8%</td>
<td>9.0% (2012)</td>
<td>8.2% (2012)</td>
</tr>
<tr>
<td>GDP/GSP</td>
<td>$1.15 trillion</td>
<td>$403 billion</td>
<td>$15 trillion</td>
</tr>
<tr>
<td>GDP/GSP per capita</td>
<td>$23,500</td>
<td>$36,104</td>
<td>$48,442</td>
</tr>
<tr>
<td>GDP/GSP Growth Rate</td>
<td>2.7%</td>
<td>1.7%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Labor Force</td>
<td>25.2 million</td>
<td>4.8 million</td>
<td>158 million</td>
</tr>
<tr>
<td>Inflation (2012)</td>
<td>2.2%</td>
<td>2.65 % (U.S.)</td>
<td></td>
</tr>
</tbody>
</table>

Key Partners in Georgia
Consulate General of the Republic of Korea
Korean-American Chamber of Commerce
Georgia
Exports to Korea: $837 million (10th)
Imports from Korea: $6.25 billion (3rd)

#1 exporter to Korea:
• Earth and Stone
• Carpet
• Glass (2nd)
• Wood Pulp (2nd)
• Turbojets and Propellers

Did you know...
Prior to implementation of the United States-Korea Free Trade Agreement (KORUS FTA), Georgia exports to Korea averaged an increase of 9.76% per year; post-FTA the average growth is 17.59%.
# GEORGIA BUSINESS OPPORTUNITIES IN KOREA

## Commercial Sectors for U.S. Export

<table>
<thead>
<tr>
<th>Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerospace</td>
</tr>
<tr>
<td>Specialty Chemicals</td>
</tr>
<tr>
<td>Cosmetics</td>
</tr>
<tr>
<td>Defense Industry Equipment</td>
</tr>
<tr>
<td>Energy: New and Renewable</td>
</tr>
<tr>
<td>Medical Equipment and Devices</td>
</tr>
<tr>
<td>Pollution Control Equipment</td>
</tr>
<tr>
<td>Semiconductors</td>
</tr>
</tbody>
</table>

## Trade: $1.068 trillion
- Exports: $548 billion
- Imports: $520 billion

## Major Industries
- Electronics
- Automobiles
- Ships and Offshore Structures
- Chemicals

## Major Imports
- Oil/Energy
- Food
- Electronics and Chemicals

## Foreign Reserves: $327 billion
INBOUND AND OUTBOUND KOREAN FDI

Inbound foreign direct investment
Outbound foreign direct investment
KOREAN INVESTMENT IN GEORGIA

- Korean companies invest overseas because domestic market is saturated
- Korean industry has invested heavily in Georgia, key drivers are:
  - Access to market (location, logistics)
  - Low operating costs (land, energy, labor)
  - Access to talent pool
- In the past decade, Korean investors have contributed:
  - $2 billion
  - 12,000 direct jobs
- Georgia is ‘on the map’ for Korean investors
### CANADA OVERVIEW

**Gail Morris**  
Managing Director  
State of Georgia - Canada  
gmorris@georgia.org

<table>
<thead>
<tr>
<th></th>
<th>CANADA</th>
<th>GEORGIA</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2012)</td>
<td>34.3 million</td>
<td>9.8 million</td>
<td>311.6 million</td>
</tr>
<tr>
<td>Population Growth</td>
<td>0.784%</td>
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<td>0.7%</td>
</tr>
<tr>
<td>Unemployment</td>
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<td>GDP/GSP Growth Rate</td>
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<td>Inflation (2012)</td>
<td>1.8%</td>
<td>2.65 % (U.S.)</td>
<td></td>
</tr>
</tbody>
</table>

**Key Partners in Georgia**

- Consulate General of Canada
- Québec Government Delegation
TRADE INFORMATION

Canada
Top Export Markets: U.S. (74.5%), UK (4.2%)
Top Import Nations: U.S. (50.6%), China (11%), Mexico (5.5%)

Georgia
Exports to Canada: $6.47 billion (1st)
Imports from Canada: $3.75 billion (6th)

Georgia leads the nation in the export of the following goods to Canada:
• Turbojets
• Acrylic Polymers
• Carpet
• Aircraft, Spacecraft and Spacecraft Launch Vehicles

Did you know...
Since implementation of the North American Free Trade Agreement (NAFTA), Georgia exports to Canada have increased by an average of 8.49% per year.
Canada is a leading investor nation in Georgia with 260 Canadian facilities operating in the state and employing approximately 9,000 people.

Canadian companies in Georgia:
- Augusta Newsprint Company
- Bell Northern Research
- Bombardier Inc.
- Decostar Industries
- Fletcher Martin LLC
- John Hancock Financial
- RBC Bank
- Teton Industrial Construction
SEUS-CP

Canadian Province Members
Nova Scotia
Newfoundland and Labrador
Manitoba
New Brunswick
Prince Edward Island
Ontario
Quebec

Southeastern U.S. State Members
Georgia
Alabama
Mississippi
North Carolina
South Carolina
Tennessee

“The SEUS-CP program and other opportunities that the State of Georgia has given us over the years have benefited us in numerous ways... The exposure for our company is very valuable....I look forward to new business in 2013 and the SEUS-CP conference in July 2013.”
-Jessica McWhorter, Nor-ral Inc.

SAVE THE DATE
SEUS-CP, July 14-16, 2013, Halifax &
Trade Mission to Toronto, July 10-12
Target industries: Defense, security
and aerospace/ocean-technology,
logistics, ICT and digital media, and
agri-food/life sciences.
Additional appointments in Toronto
prior to the conference!
# UNITED KINGDOM OVERVIEW

**Mike Harling**  
Managing Director  
State of Georgia – United Kingdom & Ireland  
mharling@georgia.org

<table>
<thead>
<tr>
<th>United Kingdom Quick Facts</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Population</strong></td>
<td>63 million / World’s 6th largest economy/ Part of EU, not part of Eurozone</td>
</tr>
<tr>
<td><strong>Top Traded Products</strong></td>
<td>Machinery, Fuels/Oils, Vehicles &amp; Parts</td>
</tr>
<tr>
<td><strong>Export Opportunities</strong></td>
<td>Advanced Engineering, Energy, Aerospace, Medtech, Creative Industries</td>
</tr>
<tr>
<td></td>
<td>United States’ 6th and Georgia’s 7th largest trade partner</td>
</tr>
</tbody>
</table>

---

**Key Partners in Georgia**

- Consulate General of the United Kingdom of Great Britain and Northern Ireland
- British-American Business Group
UNITED KINGDOM INVESTMENT CLIMATE

• Entrepreneurial culture in business leading to fast growth opportunities
• Diverse economy with new sectors – such as gaming and cultural industries – growing strongly alongside more established sectors – such as technology, telecoms (particularly wireless), advanced engineering and design services
• Weakening currency
• Long history of continuous investment in the U.S. – U.S./UK trade and investment volume the largest in the world
• Traditional European export markets not performing well, encouraged to look at the U.S. as well as developing markets such as China, India and Brazil

Did you know...
The United Kingdom is Georgia’s largest investor nation ranked by number of FDI jobs and the state’s 2nd largest investor ranked by number of FDI facilities.
IRELAND OVERVIEW

Mike Harling
Managing Director
State of Georgia – United Kingdom & Ireland
mharling@georgia.org

Ireland Quick Facts

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>4.5 million</td>
</tr>
<tr>
<td></td>
<td>Part of EU and part of Eurozone</td>
</tr>
<tr>
<td>Fastest Growing Imports</td>
<td>Fuels, Organic chemicals, Pharmaceuticals</td>
</tr>
<tr>
<td>Fastest Growing Exports</td>
<td>Dairy products, Machinery, Meat products</td>
</tr>
<tr>
<td>Business Opportunities</td>
<td>Cleantech, Business/Financial Services, Food/Drink</td>
</tr>
<tr>
<td></td>
<td>ICT, Life Sciences, BPO</td>
</tr>
<tr>
<td></td>
<td>U.S. is Ireland’s #1 export market and #2 import market</td>
</tr>
</tbody>
</table>

Key Partners in Georgia

Consulate General of the United Kingdom of Great Britain and Northern Ireland
British-American Business Group
IRELAND INVESTMENT CLIMATE

- Pro enterprise culture
- Small country and close cooperation between business and government
- Good transport infrastructure
- Part of EU with a market of 500 million consumers in 27 countries
- Low business taxation regime
- Specialist treatment of international investors
- History of doing business with the U.S.
- Many large U.S. companies and their supply chains already in Ireland

Key Partners in Georgia
Consulate General of Ireland
Ireland Chamber of Commerce in the United States
### CHINA OVERVIEW

**Seth Jacobs**  
Managing Director  
State of Georgia – China  
sjacobs@georgia.org

<table>
<thead>
<tr>
<th></th>
<th>CHINA</th>
<th>GEORGIA</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2012)</td>
<td>1.3 billion</td>
<td>9.8 million</td>
<td>311.6 million</td>
</tr>
<tr>
<td>Population Growth</td>
<td>0.481%</td>
<td>1.3%</td>
<td>0.7%</td>
</tr>
<tr>
<td>Unemployment</td>
<td>6.4%</td>
<td>9.0% (2012)</td>
<td>8.2% (2012)</td>
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<td>GDP/GSP</td>
<td>$8.3 trillion</td>
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<td>Labor Force</td>
<td>795.4 million</td>
<td>4.8 million</td>
<td>158 million</td>
</tr>
<tr>
<td>Inflation (2012)</td>
<td>3.1%</td>
<td>2.65 % (U.S.)</td>
<td></td>
</tr>
</tbody>
</table>

**Major industries in China:**  
- Automobile  
- Iron and Steel  
- Textiles  
- Equipment Manufacturing  
- Shipbuilding  
- Electronics  
- Information Technology  
- Petrochemical  
- Light Industries  
- Nonferrous Metals  
- Logistics

**Key Partners in Georgia**  
Georgia China Alliance  
U.S.-China Peoples Friendship Association
• About 55 cents of every dollar that Americans spend on “Made in China” products goes to Americans who design, ship and market those products.

• Chinese companies invest in Georgia because of the low cost of living, highly-skilled labor force, logistics infrastructure and attractive business environment.

• Chinese imports have grown more rapidly than exports since 2007.

• An agreement on trade relations between the U.S. and China was signed on July 7, 1979.

• China joined the World Trade Organization (WTO) in 2001.

There are more than 20 Chinese facilities operating in Georgia, employing over 250 people.

Chinese companies in Georgia:
• Hisense
• Huawei
• Sany America Inc.
GEORGIA BUSINESS OPPORTUNITIES IN CHINA

Growing sectors in China:
- Aviation
- Medical Devices
- Transportation Systems
- Consumer Goods
- Agriculture Equipment
- Logistics

Potential sectors for Georgia products:
- Consumer Goods
- Environmental
- Franchising
- Technology

Did you know...
China is Georgia’s #2 export market.
<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Email</th>
<th>Specialty</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kathy Oxford</td>
<td>Senior International Trade Manager</td>
<td><a href="mailto:koxford@georgia.org">koxford@georgia.org</a></td>
<td>Agribusiness (south GA)</td>
<td>Southern and coastal GA</td>
</tr>
<tr>
<td>Taube Ponce</td>
<td>Senior International Trade Manager</td>
<td><a href="mailto:tponce@georgia.org">tponce@georgia.org</a></td>
<td>Chemicals</td>
<td>Metro Atlanta</td>
</tr>
<tr>
<td>Alice Carson</td>
<td>International Trade Manager</td>
<td><a href="mailto:acarson@georgia.org">acarson@georgia.org</a></td>
<td>Building products</td>
<td>Northwest and central GA</td>
</tr>
<tr>
<td>Ryan Thornton</td>
<td>International Trade Manager</td>
<td><a href="mailto:rthornton@georgia.org">rthornton@georgia.org</a></td>
<td>Information and communication technology</td>
<td>Northeast and central east GA</td>
</tr>
<tr>
<td>Dawn Townsend</td>
<td>International Trade Manager</td>
<td><a href="mailto:dtownsend@georgia.org">dtownsend@georgia.org</a></td>
<td>Environmental</td>
<td>Central west GA</td>
</tr>
<tr>
<td>Mary Waters</td>
<td>International Trade Manager</td>
<td><a href="mailto:mwaters@georgia.org">mwaters@georgia.org</a></td>
<td>Medical and biotech</td>
<td>East and south/middle GA</td>
</tr>
<tr>
<td>Shehzin Jafar</td>
<td>International Trade Manager</td>
<td><a href="mailto:sjafar@georgia.org">sjafar@georgia.org</a></td>
<td>Agribusiness (north GA)</td>
<td>Southwest GA</td>
</tr>
<tr>
<td>Jonathan Lupo</td>
<td>Assoc. International Trade Manager</td>
<td><a href="mailto:jlupo@georgia.org">jlupo@georgia.org</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Danielle Pascual</td>
<td>Assoc. International Trade Manager</td>
<td><a href="mailto:dpascual@georgia.org">dpascual@georgia.org</a></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
GEORGIA’S INTERNATIONAL FDI TEAM

404-962-4000
Georgia.org

Tom Croteau
Interim FDI Director
tcroteau@georgia.org
404-962-4013

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Senior Project Manager
rrosenheck@georgia.org
404-962-4117
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Yoonie Kim
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Nico Wijnberg
Project Manager
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Small Business Administration
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Export Import Bank of the U.S.
Susan Kintanar, Export Finance Manager/Director
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susan.kintanar@exim.gov

Export Consulting & Loan Packaging
Small Business Development Center
Rick Martin, Director of International Trade Center
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rmartin@georgiasbdc.org

Export Assistance Services
U.S. Export Assistance Center - Atlanta
Donald Nay, Director
404-815-1794
donald.nay@trade.gov

U.S. Export Assistance Center - Savannah
Todd Gerken, Senior International Trade Specialist
912-652-4204
todd.gerken@trade.gov
UPCOMING EXPORT OPPORTUNITIES IN GEORGIA

Online Georgia Export Directory - [www.georgiaexportdirectory.com](http://www.georgiaexportdirectory.com).

**LINK** - Registry of Georgia based Export Trading and Export Management companies.

**Trade Opportunities Alert** - Bi-monthly email distribution details trade leads in key markets abroad and is offered free of charge to Georgia companies.


**Exhibit at Hospitalar**, May 21-24, 2013, São Paulo, Brazil Target industries: Medical technologies, equipment, products & services.


**Additional Trade Opportunities**: [Georgia.org/trade](http://Georgia.org/trade)
UPCOMING EXPORT OPPORTUNITIES ABROAD

Exhibit at International Paris Air Show, June 17-23, 2013, Paris, France.


Trade Mission to China, August 2013, Shanghai, Qingdao & Tianjin, China. Target industries: environmental technologies, safety and security, agricultural products, healthcare technologies and ICT.

Exhibit at AIMEX (Asia-Pacific’s International Mining Exhibition), August 20-23, 2013, Sydney, Australia. Target industries: technology, equipment and services for coal and metalliferous mining operations.


Additional Trade Opportunities: Georgia.org/trade
THANK YOU TO OUR SPONSORS

GOLD

Greater Dalton Chamber/Dalton Whitfield County Joint Development Authority
Henry County Development Authority
Western Union Business Solutions

SILVER

Cartersville Bartow County Economic Development
Cobb Chamber of Commerce
Dublin-Laurens County Development Authority
Georgia Chamber of Commerce
GeorgiaLink Public Affairs Group
Greater Rome Chamber of Commerce
Gwinnett Chamber Economic Development
Habif, Arogeti & Wynne
Metro Atlanta Chamber
Omni Tech Trans
Sasco Chemical Group, Inc.
Valdosta-Lowndes County Industrial Authority

BRONZE

Atlantic Capital Bank
Development Authority of Bryan County
Fayette County Development Authority
Global Network Solutions, LLC
Liberty County Development Authority
Meriwether County Development Authority
World Trade Center Savannah