SIDEBAR CONFERENCE AND DEVELOPMENT AUTHORITY BOARD MEMBER TRAINING

INTERNATIONAL PROJECTS

We SPEAK Business

Georgia Department of Economic Development

GLOBAL COMMERCE:
INTERNATIONAL OFFICES

11 International Offices

WHY GEORGIA:
A ROBUST ENVIRONMENT FOR BUSINESS

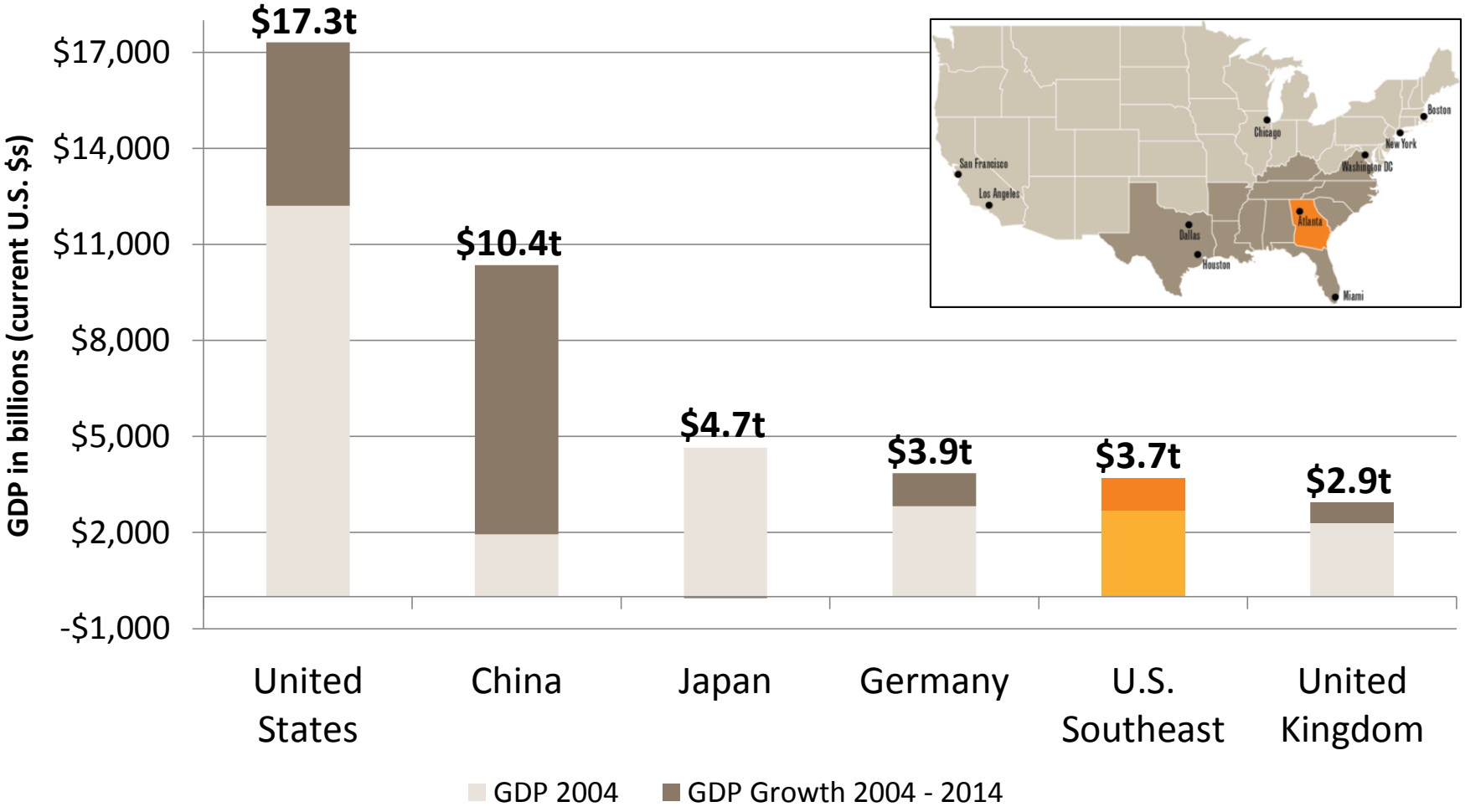
- Georgia's Key Business Assets:
  - Access to Global Markets
  - First Class Workforce
  - Pro-Business Environment
  - Education
  - Low Cost of Doing Business
  - Low Cost of Living
  - Transportation (Port, Air, Rail, Road)
  - International Business Connections
  - Excellent Quality of Life

- These assets set us apart from the competition!

GLOBAL ACCESS:
STRATEGIC LOCATION IN A GROWING REGION

- **Growing Southeast Region**
  - GDP grew by over $1 trillion from 2004 to 2014
  - 2014 GDP ($3.6 trillion) makes Southeast the 4th largest economy in the world
  - 81.4 million population grew by almost 9 million between 2004 - 2014
- **Georgia: A Growing State**
  - 8th largest state in the U.S., population 10.2 million in 2015
  - Population grew by 15%, or 1.3 million, over last 10 years
  - Added the 5th most number of people between 2004 - 2014

SOUTHEAST:
4TH LARGEST ECONOMY IN THE WORLD



INTERNATIONAL BUSINESS CONNECTIONS

- Over 3,000 internationally-owned business operations
- 76 consulates, trade offices and honorary consulates
- 33 bi-national chambers of commerce
- 65 countries represented

PROJECTS FROM THE FOLLOWING COUNTRIES

- Germany*
- China
- Japan*
- South Korea*
- Canada
- Netherlands
- UK
- Israel
- Brazil
- Colombia
- Spain
- Belgium
- Finland
- Sweden

INTERNATIONAL BUSINESS CONNECTIONS:
INTERNATIONAL COMPANIES IN GEORGIA

KIA MOTORS
Korea

Firth Rixson
United Kingdom

PORSCHE
Germany

Mercedes-Benz
Germany

SIEMENS
Germany

JCB
Netherlands

ThyssenKrupp
Germany

Kubota
Japan

BOMBARDIER
Canada

HONDA
The Power of Dreams
Japan

Husqvarna
Sweden

MERIAL
France

TOYO TIRES
driven to perform
Japan

WIPRO
Applying Thought
India

PIRELLI
China

Sony Ericsson
Japan

YAMAHA
Japan

SANY
China

gruma
Mexico

INTERNATIONAL COMPANIES IN REGION 7

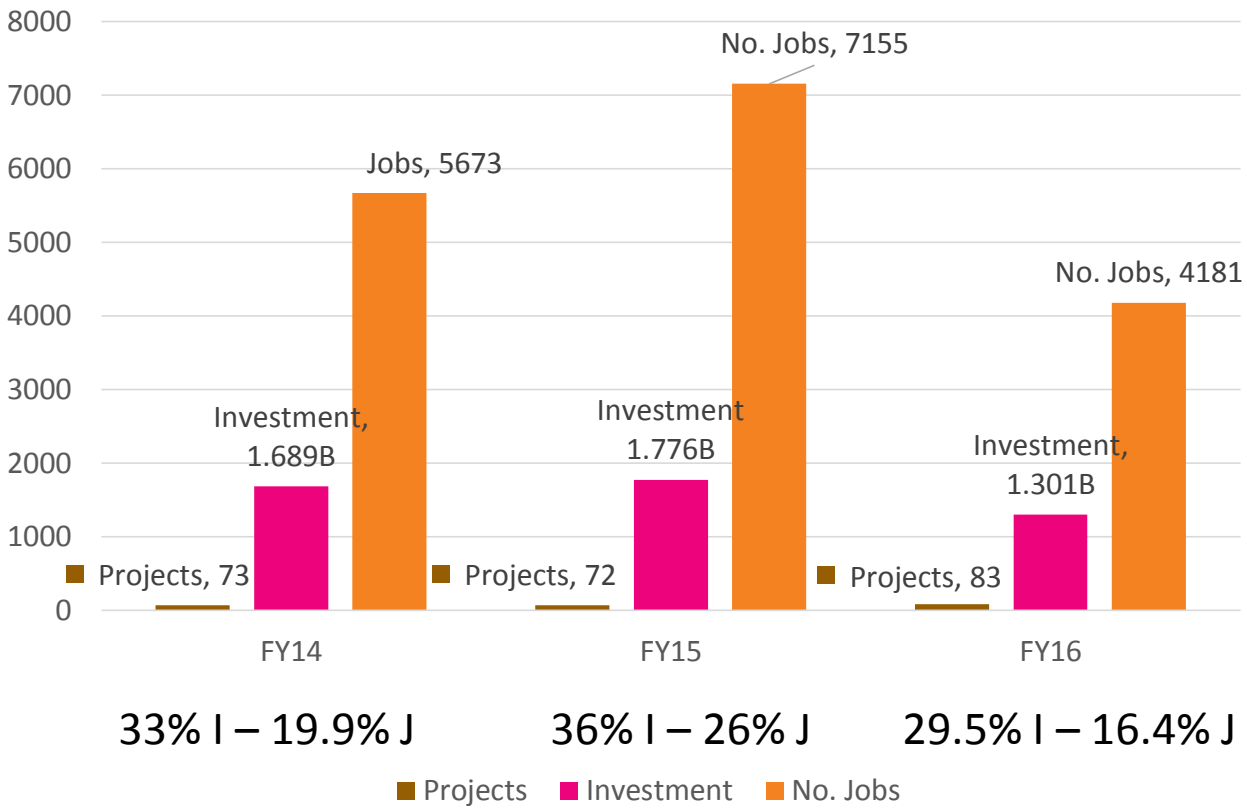
FACILITY	COUNTRY
Air Liquide America	France
Arcadis U.S., Inc.	Netherlands
Airco Industrial Gases	United Kingdom
Augusta Woodlands Corporation	Canada
Barrett Turbine Engine Company	United Kingdom
Bimbo Bakeries USA, Inc.	Mexico
Biotest Pharmaceuticals	Germany
Carole Fabrics	Netherlands
Dassault Aircraft Services Corp.	France
EKA Chemicals	Sweden
Electrolux Home Products	Sweden
Fiamm	Italy
FinnChem USA	Finland
Fraser West Timber Co Ltd	Canada
GIW Industries	Germany
HP Pelzer	Germany
Imerys	France
Loomis Fargo	Sweden
Linde/Holox	Germany
Medtronic USA, Inc.	Ireland
PCS Nitrogen	Canada
Prayon	Belgium
Resolute Augusta LLC	Canada
Ritz Instruments Transformers	Germany
Sam Dong	Korea
SGD	France
Siemens Building Technologies	Germany
Solvay Advanced Polymers	Belgium
T-Mobile USA, Inc.	Germany
Thermal Ceramics	United Kingdom
Unimin	Germany
Uniparts	India
Waterco U.S.A., Inc.	Australia

INTERNATIONAL BUSINESS CONNECTIONS: TOP INVESTOR NATIONS

By # of Jobs	By # Facilities	By Cumulative Investment
Japan	Germany	Japan
Germany	Japan	S. Korea
United Kingdom	United Kingdom	Germany
Canada	France	United Kingdom
Netherlands	Canada	Canada

- **More than 2,500 foreign-owned facilities currently exist in Georgia. These companies represent more than 50 nations and employ over 150,000 workers.**

INVESTMENT IN GEORGIA
NEW AND EXISTING INDUSTRIES



Total FDI Investment/Jobs per FY

There are 2,724 international companies in Georgia

WORKING THE PROJECT

How different are these projects from domestic?

- **Language/Culture**
- **Time frame of project**
- **Who is involved in the project**

Company - certain countries they may use consultants and some may not

- **EU - Consultant**
- **Chinese – No consultant**
- **Japanese – Consultant - SELDOM but construction companies (Kajima / Shimizu / Gray) often play a big advisory role**
- **Korean – Consultant – May or May not**

The key players are Senior Executive(s) – CEO comes in much later after project has narrowed on a site

- **Incentives – jobs and investment – company is vetted through our international offices and if presence in the US then we go through normal channels of vetting the company.**

What international projects/companies may want to know about Georgia

- **Transportation (roads, air, rail and port), utilities (gas and electricity cost), cost of doing business, EDP process for permits, available workforce, education, international businesses in Georgia, information about the community similar to the state but at community level**

Working with communities, consultant and the company – coordinating the efforts

OUR TEAM - FDI

Nico Wijnberg	**Director**
Stella Xu	Director of China Initiatives
Yoonie Kim	Sr. Project Manager – Korea
Joseph Huntemann	Project Manager – Japan
Nikki Yu	Project Manager

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USA