



CALIFORNIA DATASHEET | APRIL 2013

INTERNATIONAL TRADE AND INVESTMENT PROFILE

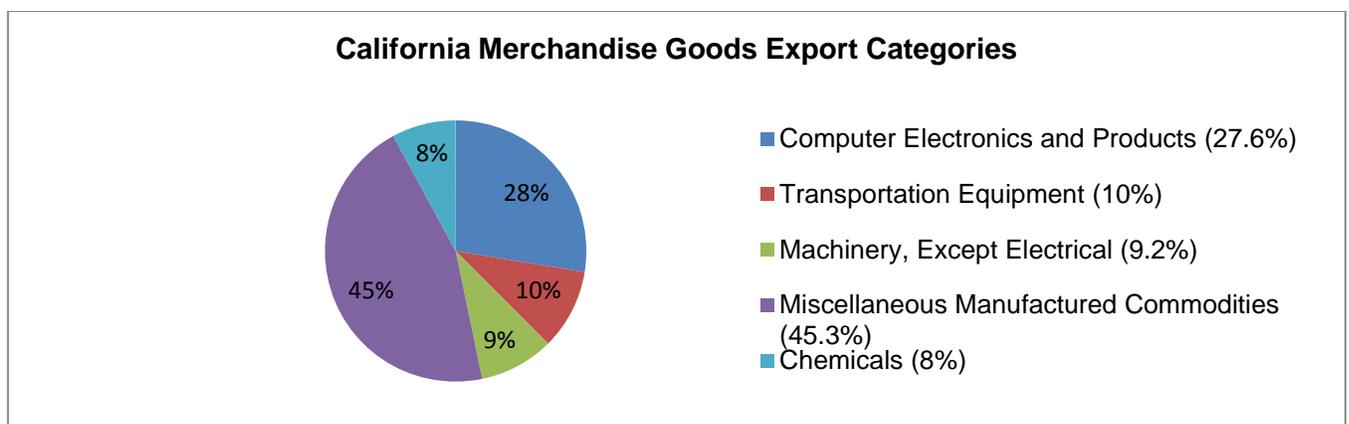
MERCHANDISE TRADE¹

EXPORTS:

In 2012, California's export shipments of merchandise goods totaled \$161.7 billion; California exported approximately \$21.9 billion to Greater China (counting Hong Kong and Macau).

- California ranked as a top exporting state in the United States in goods exports in 2012.
- California is the largest state exporter of agricultural products. In 2011, the state's 81,500 farms and ranches generated \$43.5 billion in output representing 11.6% of the U.S. total. California's agricultural abundance includes more than 400 commodities.²

California (CA) Export Shipments of Merchandise Goods Top 5 Trading Partners (US\$ billions - 2012) ³	CA Exports	Percentage of Total CA Exports	US Exports	CA Exports Percentage of US Exports
(1) Mexico	\$26.3 billion	16.3%	216.8 billion	16.3%
(2) Greater China • Mainland China • Hong Kong • Macau, SAR of China	\$21.9 billion • \$14 billion • \$7.8 billion • \$60.1 million	14% • 8.6% • 4.9% • 0.04%	148.4 billion • 110.6 billion • 37.5 billion • 345 million	14.7 % • 12.6 % • 20.8% • 17.4%
(3) Canada	\$17.3 billion	10.7%	291.8 billion	5.9%
(4) Japan	\$13.1 billion	8.1%	70 billion	18.6%
(5) South Korea	\$8.2 billion	5%	42 billion	19.5%
TOTAL MERCHANDISE GOODS EXPORTS	\$161.7 billion	100%	1.5 trillion	10.5%



¹ International Trade Administration, 2012

² California Agricultural Statistics, 2011 crop year – CDFA/USDA National Agricultural Statistics Service – 2011

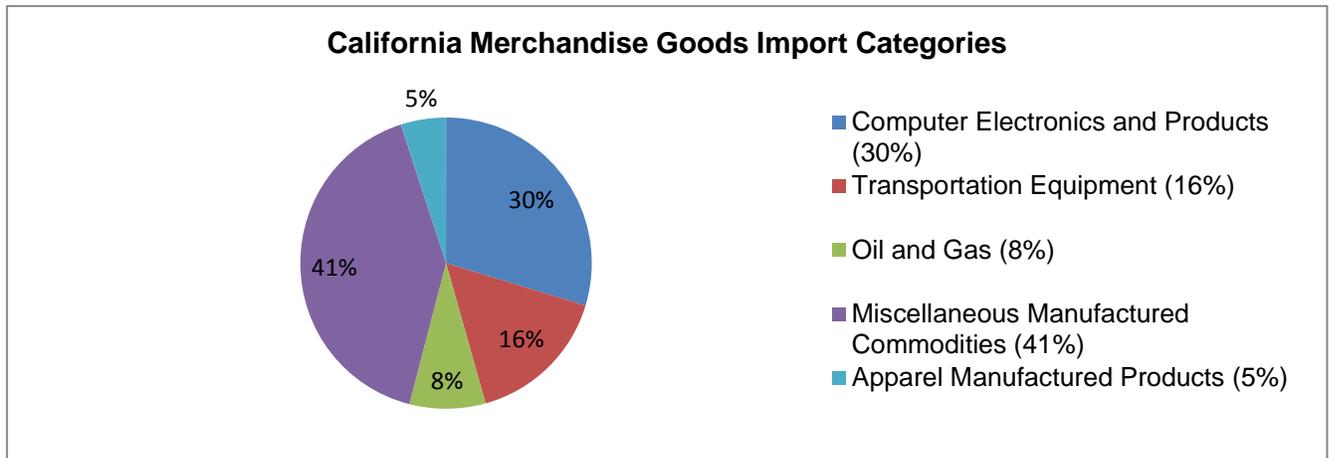
³ International Trade Administration, 2012

MERCHANDISE TRADE⁴

IMPORTS:

In 2012, California's import shipments of merchandise goods totaled \$376.3 billion; California imported approximately \$128.8 billion from Greater China.

California (CA) Import Shipments of Merchandise Goods Top 5 Trading Partners (US\$ billions - 2012) ⁵	CA Imports	Percentage of Total CA Imports	US Imports	CA Imports Percentage of US Imports
(1) Greater China <ul style="list-style-type: none"> • Mainland China • Hong Kong • Macau, SAR of China 	\$128.8 billion <ul style="list-style-type: none"> • 127.7 billion • \$1.03 billion • \$15.5 million 	34.2% <ul style="list-style-type: none"> • 34% • 0.3% • 0.004% 	\$431.2 billion <ul style="list-style-type: none"> • 425.6 billion • \$5.4 billion • \$95 million 	29.9% <ul style="list-style-type: none"> • 30% • 19% • 16.3%
(2) Japan	\$41.5 billion	11%	\$146.4 billion	28.4%
(3) Mexico	\$36 billion	9.6%	\$277.3 billion	13%
(4) Canada	\$25.8 billion	6.9%	\$324.3 billion	8%
(5) South Korea	\$12.3 billion	3.3%	\$58.9 billion	20.8%
TOTAL MERCHANDISE GOODS IMPORTS	\$376.3 billion	100%	\$2.3 trillion	16.5%



U.S. TRADE IN MERCHANDISE GOODS:

- US Total Merchandise Goods Exported in 2012: \$1.5 trillion
- US Total Merchandise Goods Imported 2012: \$2.3 trillion

⁴ International Trade Administration, 2012

⁵ International Trade Administration, 2012

Shipping

California's ports and airports are strategically important as a shipping gateway for the entire nation. Shipping, trucking, warehousing and related logistics jobs represent generally well paid careers, including for workers possessing a high school diploma or only one or two years of postsecondary study. Mainland China is a large and growing part of the future of these jobs

Value of Exports and Imports through California's Custom Districts⁶:

CUSTOMS DISTRICTS – EXPORTS, 2012	EXPORTS	IMPORTS	TOTAL Two-Way Trade
Los Angeles	\$121. billion	\$282.6 billion	\$403.9 billion
San Francisco	\$50.5 billion	\$68.7 billion	\$119.2 billion
San Diego	\$19.9 billion	\$36.6 billion	\$56.5 billion
TOTAL CALIFORNIA	\$191.8 billion	\$387.9 billion	\$579.7 billion
TOTAL USA⁷	\$1.5 trillion	\$2.3 trillion	\$3.8 trillion

California TOP 3 Trade Shipping Partners⁸:

Seaborn and Air Cargo with MAINLAND CHINA, 2011 <i>Principal California Customs Districts</i>	EXPORTS TO MAINLAND CHINA	IMPORTS FROM MAINLAND CHINA	TOTAL Two-Way Trade
Los Angeles	\$27.4 billion	\$126.4 billion	\$153.8 billion
San Francisco	\$5.9 billion	\$17.9 billion	\$23.8 billion
TOTAL	\$33.3 billion	\$144.3 billion	\$177.6 billion

Seaborn and Air Cargo with JAPAN, 2011 <i>Principal California Customs Districts</i>	EXPORTS TO JAPAN	IMPORTS FROM JAPAN	TOTAL Two-Way Trade
Los Angeles	\$15.3 billion	\$28.8 billion	\$44.2 billion
San Francisco	\$17.8 billion	\$9.5 billion	\$17.8 billion
TOTAL	\$33.1 billion	\$38.3 billion	\$62 billion

Seaborn and Air Cargo with SOUTH KOREA, 2011 <i>Principal California Customs Districts</i>	EXPORTS TO SOUTH KOREA	IMPORTS FROM SOUTH KOREA	TOTAL Two-Way Trade
Los Angeles	\$11 billion	\$12.8 billion	\$23.7 billion
San Francisco	\$4.4 billion	\$3.8 billion	\$8.2 billion
TOTAL	\$15.4 billion	\$16.6 billion	\$31.9 billion

⁶ California Department of Finance, 2012

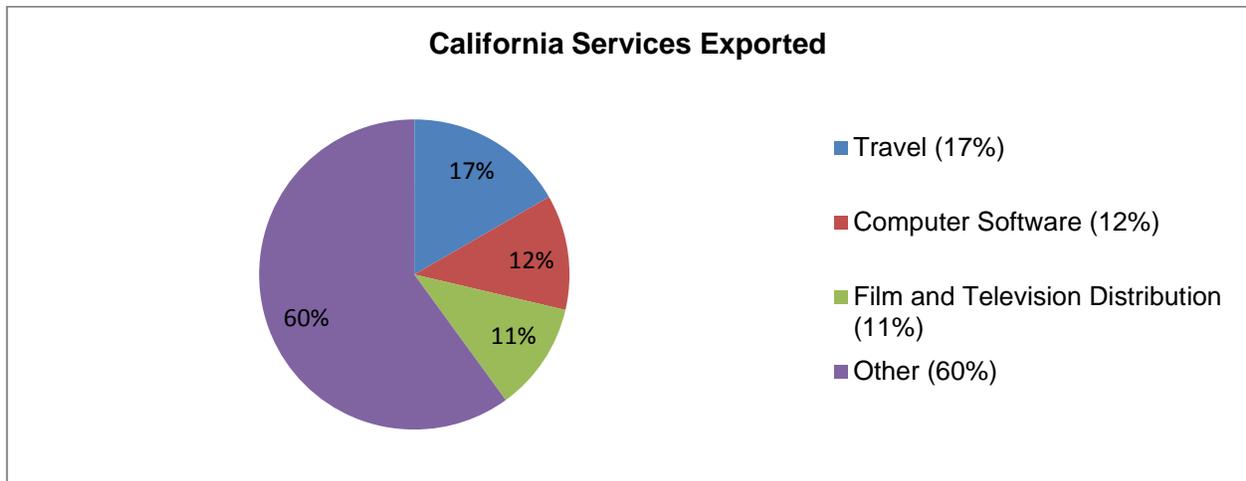
⁷ WorldCity Analysis of U.S. Census Bureau Data, 2012

⁸ WorldCity. "2012 Los Angeles Trade Numbers." 2012

SERVICES TRADE – EXPORTS⁹

In 2011 California ranked first in services exports with an estimated value of \$89.3 billion which is approximately 15% of U.S. Total Services Exported.

California (CA) Service Exports Top Trading Partners, 2012 ¹⁰	CA Service Exports	Percentage of CA Service Exports
(1) Canada	\$8.0 billion	9.0%
(2) Japan	\$6.9 billion	7.7%
(3) Mainland China	\$4.0 billion	4.5%
(4) Hong Kong	\$786 million	0.9%
(5) Mexico	\$2.8 billion	3.1%
(6) South Korea	\$2.7 billion	3.0%
TOTAL SERVICE EXPORTS	\$89.3 billion	100%



U.S. TRADE IN SERVICES¹¹:

- US Total Services Exported in 2011: \$599.6 billion
- US Total Services Imported in 2011: \$429.3 billion

⁹ U.S. Business Roundtable, derived from the Trade Partnership and from U.S. Census Bureau Data, 2011

¹⁰ U.S. Business Roundtable, derived from the Trade Partnership, 2012

¹¹ World Trade Organization, 2011

Service industries represent 70% or more of the California economy.¹² In 2010, Service exports including port services, education of foreign students at California colleges and universities, and spending by foreign visitors to tourist destinations in California employed approximately 15.1 million workers in California.¹³

Tourism/Travel¹⁴

- *Tourism generated \$102.3 billion in spending in California in 2011. This total is up 7.6% from the previous year.*
- *20% of tourism related dollars in the state in 2011 were attributable to spending by international travelers.¹⁵*
- *During 2011, travel spending in California directly supported 893,000 jobs, up 1.6% from 2010, while earnings increased by 3.1% over last year, at \$30.4 billion.*
- *Travel spending generated the greatest number of jobs in accommodation and food services (523,000) and arts, entertainment and recreation (221,000).*
- *California's top Overseas visitor markets in 2011 were:¹⁶*
 1. *U.K (702,000 visitors)*
 2. *Australia (563,000 visitors)*
 3. ***Greater China (584,000 visitors)***
 - a. *Mainland China (517,000 visitors)*
 - b. *\$1.6 billion in spending*
 - c. *47.5% share of all Mainland Chinese visitors to the U.S.*
 - d. *52% share of all Hong Kong visitors to the U.S.*
 4. *Japan (561,000)*
 5. *France (443,000)*
 6. *Germany (423,000)*
 7. *South Korea (410,000)*
 8. *India (194,000)*

¹² U.S. Bureau of Economic Analysis, interactive Tables on Gross State Product by State, 2011.

¹³ U.S. Business Roundtable, 2010

¹⁴ California Travel and Tourism Commission – International Trade Reports, 2011

¹⁵ California Travel Impacts by County, 1992-2010, 2011 Prelim. State Estimates, Dean Runyan Associates, Inc., April 2012.

¹⁶ California Division of Tourism, 2011

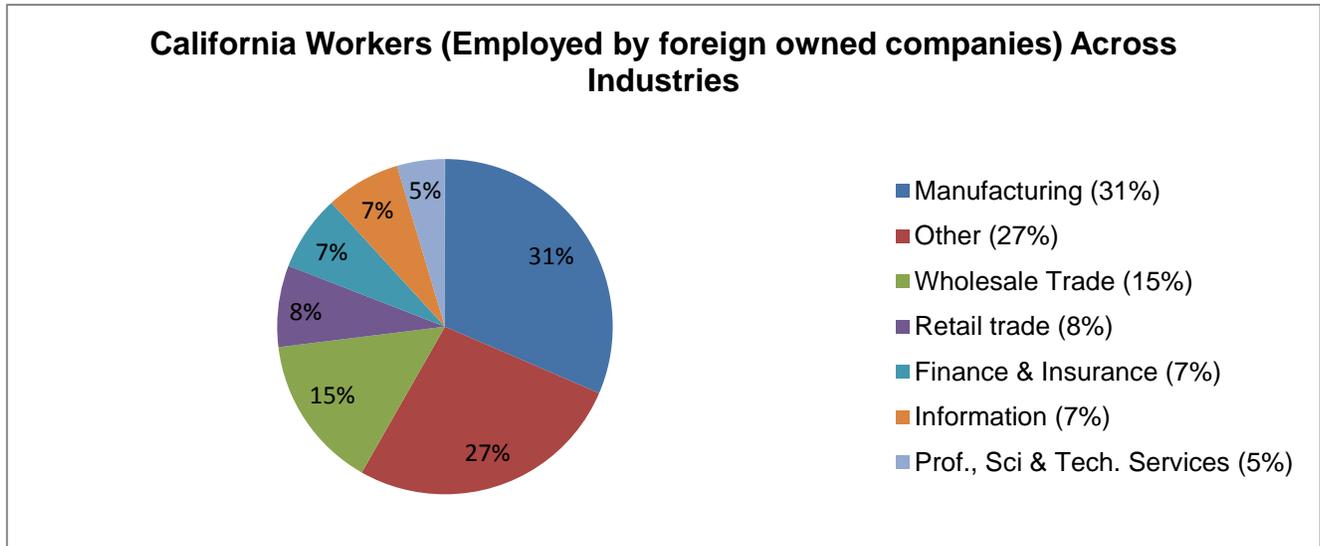
Education Services¹⁷

- *During the 2011-2012 school year, more than 764,000 foreign students were studying in the United States, of which 13% (102,789 foreign students) studied in California. That represents a 5.7 percent increase from the previous year, according to the Institute of International Education's latest annual survey.*
- *A Total of 25% of these students are from mainland China (25,700 students) and spend in total approximately \$804 million annually.*
- *Here are the top states for international students:*
 1. *California (102,789 foreign students)*
 2. *New York (82,436 foreign students)*
 3. *Texas (61,511 foreign students)*
 4. *Massachusetts (41,258 foreign students)*
 5. *Illinois (35,920 foreign students)*
- *China continues to send the greatest number of students to the United States. During the last school year, approximately 194,000 Mainland Chinese students attended U.S. schools. Here are the top countries sending the most students to the United States:*
 1. **Mainland China (194,029)**
 2. *India (103,895)*
 3. *South Korea (73,351)*
 4. *Saudi Arabia (22,704)*
 5. *Canada (27,546)*

¹⁷ Institute of International Education. Open Doors Report 2012

FOREIGN DIRECT INVESTMENT¹⁸

California is the number one state for attracting foreign direct investment¹⁹. In 2010, foreign-owned companies employed approximately 567,000 Californian workers. Foreign investment in California was responsible for 4.7% of the state’s total private-industry employment in 2010. California workers are employed across many industries:



Foreign-owned companies that employ workers in California, include:

- 110,000 by companies based in Japan
- 78,500 by companies based in United Kingdom
- 59,200 by companies based in France
- 59,000 by companies based in Germany
- 58,900 by companies based in Switzerland

Countries with company sites in California ²⁰	Number of Sites
JAPAN	75
UK (ENGLAND, SCOTLAND, WALES, N.IRELAND)	75
CANADA	52
FRANCE	38
GERMANY	34
GREATER CHINA	28
KOREA, REPUBLIC OF	24
SWITZERLAND	21
AUSTRALIA	20
INDIA	14

¹⁸ International Trade Administration Business Roundtable, 2010

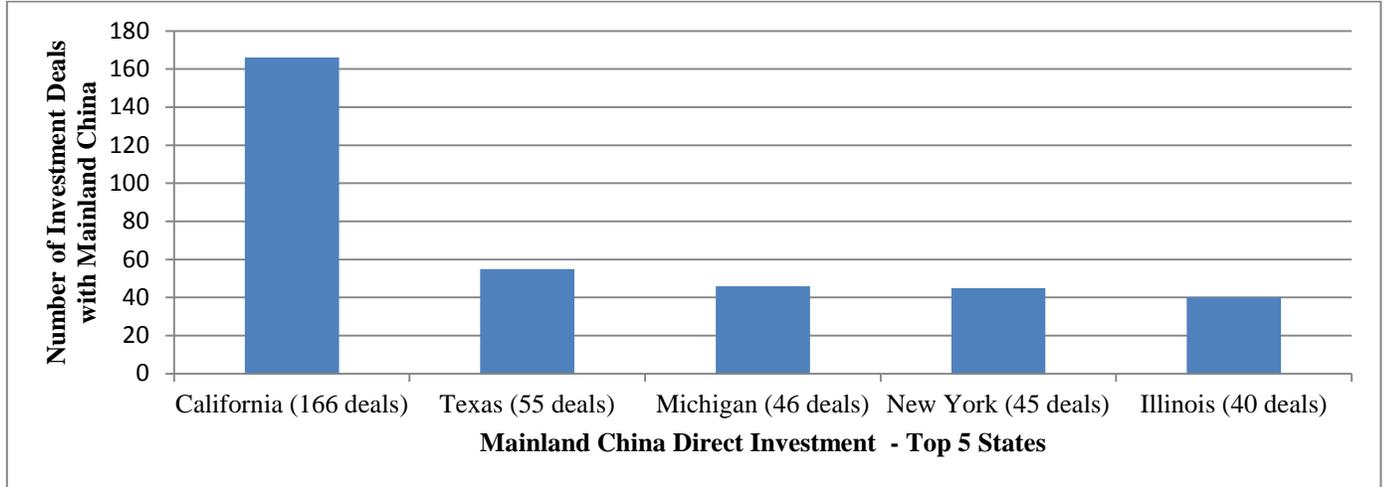
¹⁹ Congressional Research Service

²⁰ Dun & Bradstreet Sales & Marketing Solutions, 2012

Foreign Investment with Mainland China, 2012 figures²¹

Total Investment Deals from Mainland China to the United States:

- Total Deals: 620 deals
- Total Value: \$22.8 billion



Total Investment Deals from Mainland China to California:

- Total Deals: 166 deals (26.9% of U.S. deals)
- Total Value: \$1.5 billion (6.6% of U.S. value)

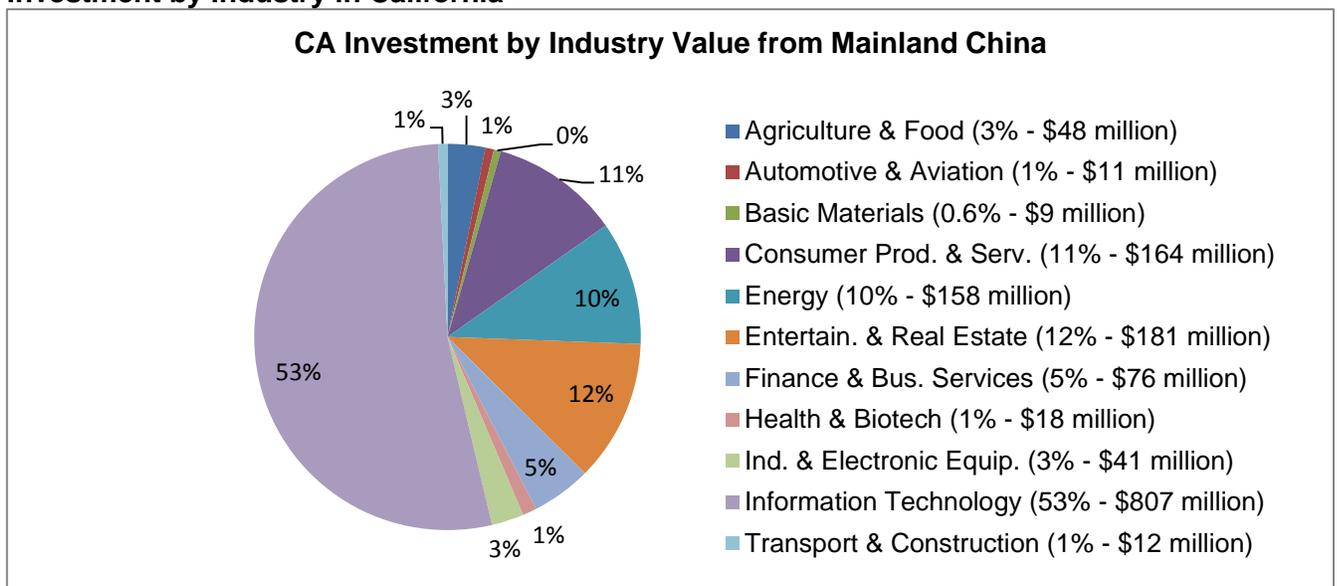
Investment by Type from Mainland China to California:

- Greenfield: 118 deals valued at a total of \$318 million
- Acquisitions: 48 deals valued at a total of \$1.2 billion

Investment by Ownership from Mainland China to California:

- Government: 42 deals valued at a total of \$248 million
- Private: 124 deals valued at a total of \$1.3 billion

Investment by Industry in California²²



²¹ Rhodium Group; China Investment Monitor, Tracking Chinese Direct Investment in the U.S., 2012

California Business and Jobs:

- *California is a national leader in job creation with 327,400 jobs created in 2012.*²³
- *California has more Fortune 500 companies than other state, 53 in total.*²⁴
- *California has more high tech jobs than any other state with almost 1 million people employed in high tech jobs.*²⁵
 - *Texas (456,500)*
 - *New York (294,700)*
- *California is by far the number one state for manufacturing both in jobs and output. Manufacturers in California account for 11.7% of the total output in the state, employing almost 9 percent of the workforce. Total output from manufacturing was \$229.9 billion in 2011, significantly more than any other state.*²⁶
- *California is the No. 1 state for agriculture revenues, with \$34.8 billion in revenue representing 12.3% of the U.S. total.*²⁷
- *California's 3.5 million small businesses represent the largest network of small employers of any state. California's small businesses account for 99.2% of the state's employers and 52.1% of its private-sector employment.*²⁸
- *According to the Organization for International Investment, California ranks 1st in the nation in the number of jobs at U.S. subsidiaries of global companies. U.S. subsidiaries play a vital role in California's economy, insourcing 567,000 jobs; writing paychecks to nearly 5 percent of California's private-sector workforce.*²⁹
 - *30% of jobs at U.S. subsidiaries in California are in manufacturing – 178,000 jobs.*
 - *U.S. subsidiaries invested approximately \$7.9 billion for 164 Greenfield projects in California, creating an estimated amount of 8,602 new jobs in 2010.*

²² Rhodium Group; China Investment Monitor, Tracking Chinese Direct Investment in the U.S., 2012

²³ California Employment Development Department

²⁴ Fortune Magazine

²⁵ TechAmerica Foundation, 2010

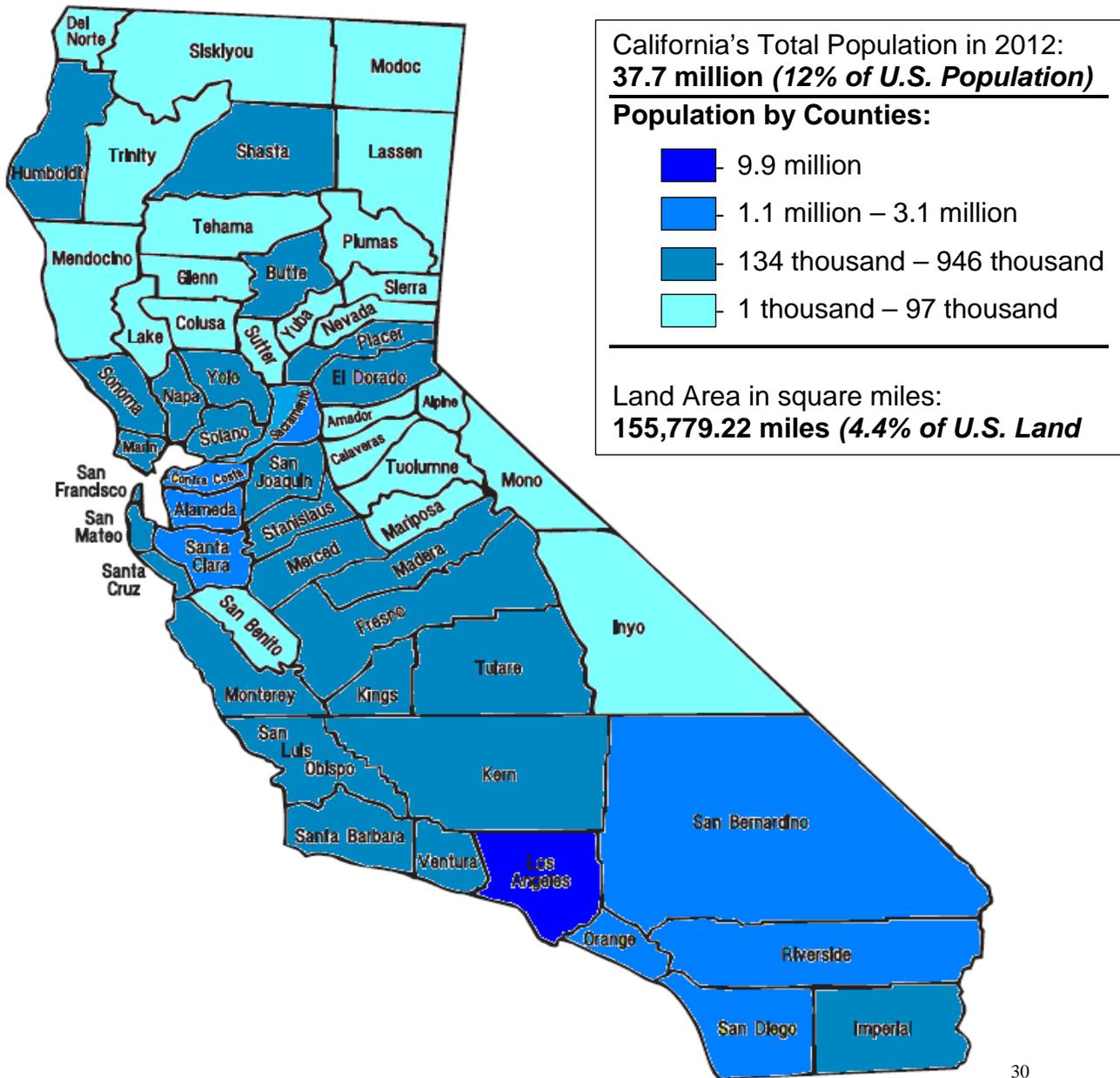
²⁶ National Association of Manufacturers

²⁷ California Department of Food and Agriculture

²⁸ www.sba.gov/advocacy, 2010

²⁹ Organization for International Investment, derived from the Bureau of Economic Analysis

CALIFORNIA – DEMOGRAPHICS



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- U.S. Total Population in 2012³¹: **313.7 million**
- U.S. Gross Domestic Product in 2012³²: **\$15.1 trillion**
- California's Gross State Product (GSP) in 2011³³: **\$1.96 trillion (13% of U.S. GDP)**
- **Mainland China Total Population in 2012³⁴: 1.3 billion**
- *In 2010, there were 1.25 million residents with Chinese ancestry living in California. Approximately 761,000 of these residents were born in China³⁵.*

³⁰ California Department of Finance, 2012

³¹ U.S. Census Bureau, 2012

³² International Monetary Fund, 2012

³³ California Chamber of Commerce, 2011

³⁴ Central Intelligence Agency, 2012

³⁵ U.S. Census Bureau, 2010