

FRANCE & THE UNITED STATES

2018 ECONOMIC REPORT

A deep and mutually beneficial relationship



TRADE – JOBS – INVESTMENT



Embassy of France in the United States
Economic Department



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"When France exports, starts businesses abroad, it does so first and foremost in the United States. The United States is, now more than ever, the first destination for French investment and international business development. Conversely, when France hosts foreign investment and entrepreneurs, our first source globally is the United States of America."

Emmanuel Macron, President of France

State Visit to the United States, Washington, D.C., April 24th 2018



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(contact: washington@dgtresor.gouv.fr)

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PRESENTATION OF THE STUDY



Renaud Lassus

**Minister Counselor for
Economic Affairs**

**Embassy of France in the
United States**

In 2017, the first report on the French-American economic relationship highlighted, state-by-state, the importance, the depth and the balanced nature of the economic flows between France and the U.S., as well as their benefits for our economies and our communities.

The 2018 issue of our French-American economic report confirms and surpasses the figures that we shared a year ago: Trade ties keep expanding between France and the United States, up 16 percent in 2017 compared to the previous year, with exports and imports close to equilibrium.

French companies keep choosing the United States as an investment destination, thus creating more jobs in all fifty states: In 2017, France was the largest source of job creation through FDI in the United States. French companies are now the third largest foreign employers in the U.S.

For the 2018 issue, we wanted to let French companies speak and say why they chose the U.S. and what role they play in deepening links between our nations. You can hear them, state-by-state, say why they rely on the U.S. as a free and open environment for their business, where they can locate essential parts of their supply chain, invest in local R&D or improve infrastructure and quality of life for millions of Americans.

We hope you find this report instructive and useful and that it contributes to further deepening the economic ties between our countries.

KEY ELEMENTS OF THE RELATIONSHIP

TRADE

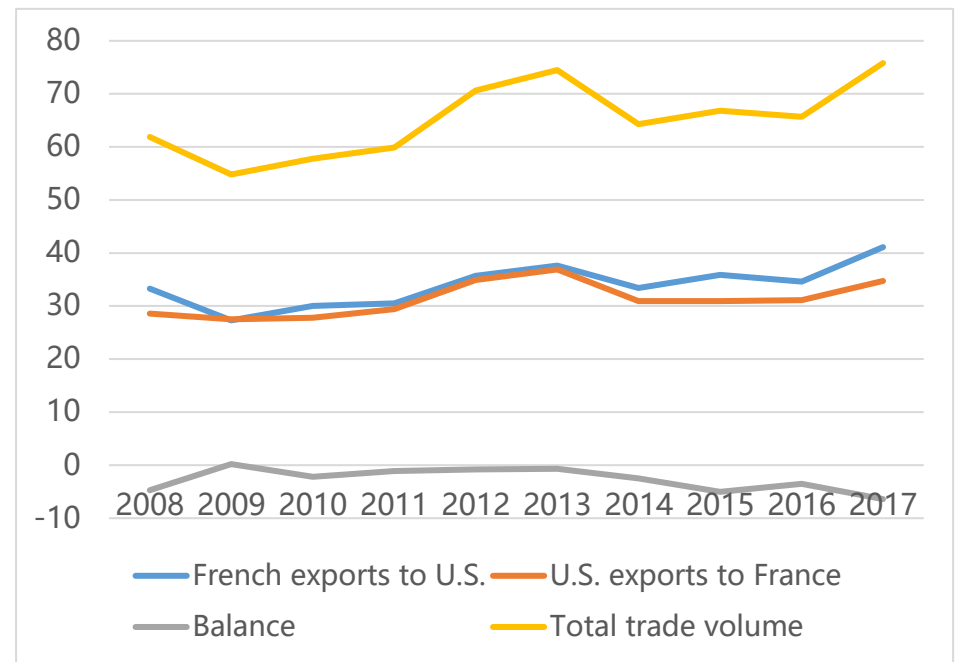


Over **\$139 billion** in trade of goods & services in 2017

Source: Eurostat



France-U.S. trade in goods (\$bn)



Source: Eurostat

Trade flows are on an upward trend

Trade in goods and services between the two countries reached \$139 billion in 2017, up 16 % from 2016. According to Eurostat, trade in goods reached \$77 billion in 2017 (12 percent increase), while trade in services amounted to \$62 billion (19 percent increase). France is the U.S. third economic partner in Europe.

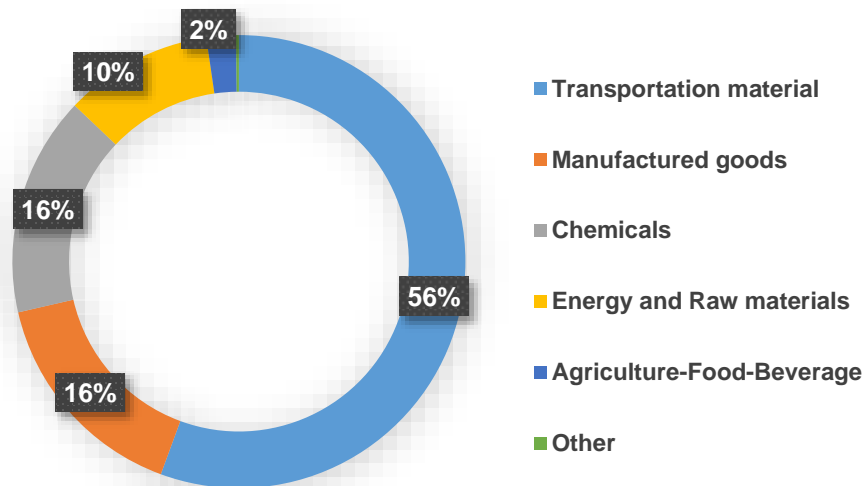
The bilateral trade balance is close to equilibrium

France had a \$6 billion trade surplus for goods with the U.S. in 2017 (0.2% of French GDP and less than 0.03% of U.S. GDP). (source: Eurostat).

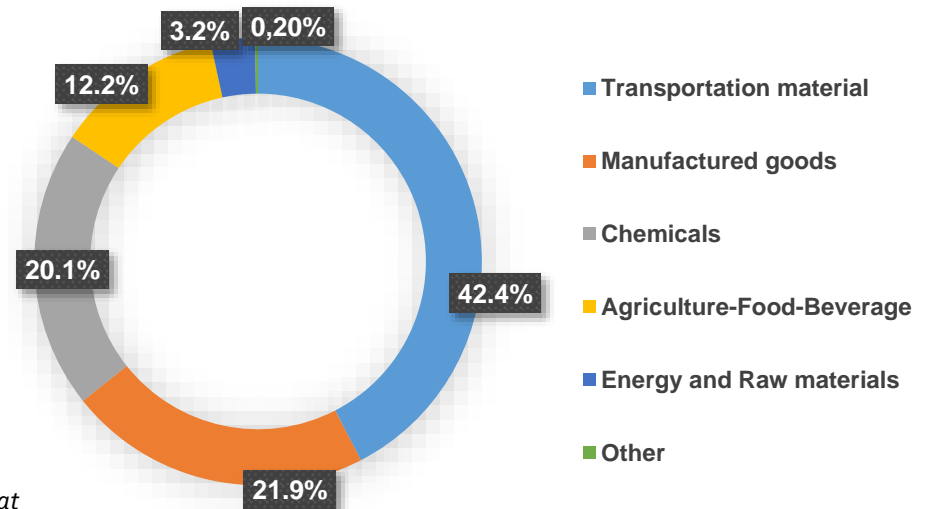
Trade is diversified on both sides

Transportation equipment accounted for close to half of these exchanges. Trade flows between the two countries include all kinds of goods and services, which reflects the breadth of exchanges between the two economies. According to Eurostat data, the United States has a surplus for certain goods such as transportation equipment (\$1.6 billion) and energy (\$2.3 billion), whereas France has a surplus in wine and liquors (\$3.4 billion), perfumes and cosmetics (\$1.5 billion) and pharmaceutical products (\$1.2 billion).

U.S. exports to France in 2017



French exports to the U.S. in 2017

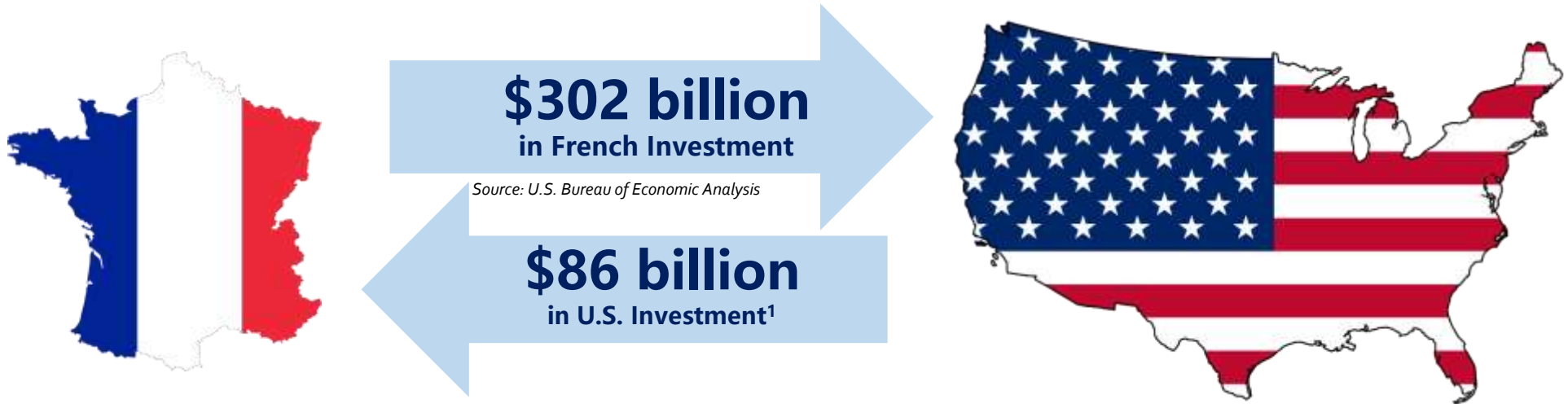


Source: Eurostat

U.S. states participate in these trade flows

Differences reflect their respective economic weight and industry specialization: California is the main exporter of goods to France, followed by Texas, notably as a result of its energy industry, whereas New York state and New Jersey are the main importers of goods from France. Similarly, the regions of Ile-de-France (Paris region), Auvergne-Rhône-Alpes (Lyon region) and Occitanie (southwest) are particularly involved in this relationship – the latter due to its aeronautics industry.

INVESTMENT



Source: U.S. Bureau of Economic Analysis

Bilateral direct investments are key to the French-U.S. economic relationship

In 2017, the French direct investment position in the U.S. reached \$302 billion, and the American direct investment position in France amounted to \$85 billion, according to the U.S. Bureau of Economic Analysis (BEA). The U.S. is the main foreign investor in France, while France is the 6th investor in the U.S. The U.S. is also the main destination for France’s foreign direct investment.

FDI in the U.S. (\$Bn)

	Position	of which manufacturing
UK	615	259
Canada	524	126
Japan	477	156
Germany	406	169
Ireland	329	224
France	302	153
Switzerland	202	99

Source: U.S. BEA, 2017, by ultimate beneficial owner

¹ Unlike data covering inbound FDI to the U.S., locating the Ultimate Beneficial Owner (the person, or entity, that ultimately owns or controls an affiliate of a foreign company), U.S. outbound FDI data covers the most proximate destination of the outbound investment (e.g. countries where a holding firm is located) and may not necessarily reflect the ultimate investment destination. Data on U.S.-affiliated firms in France, including employment (see p.8) suggests that the ultimate U.S. investment position in France may be higher.

▶ **New foreign direct investment further reinforce these strong ties**

French investments in the U.S. amounted to \$23 billion in 2017, the world's 4th source, higher than Japan or Germany (U.S. BEA). Since 2017, 5 large French companies closed investment deals in the U.S. amounting for over \$10 Bn each: Air Liquide (industrial gas), Danone (food), AXA (insurance), Sanofi (pharmaceutical products) and Unibail-Rodamco (retail). Conversely, France attracted \$1.9 billion of U.S. investments over the same period (U.S. BEA). According to Business France's 2017 investment report, the U.S. was the main source of investment projects into France in 2017 and France was the second destination for U.S. investment in Europe in 2017, behind the United Kingdom and ahead of Germany.

▶ **The positive impacts of these FDI flows are distributed all over the U.S.**

The states of California, New York and Texas attract the largest percentage of French FDI, as a result of their economic importance. However, all U.S. states benefit from this investment relationship. Similarly, all French regions benefit from U.S. FDI.

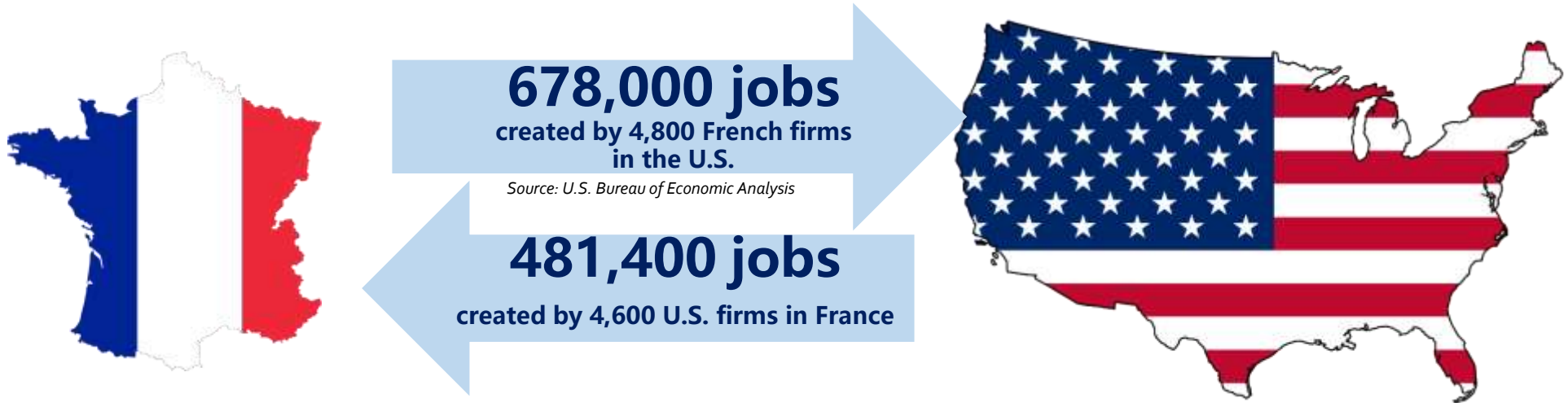
DID YOU KNOW?

American and French subsidiaries are of key importance to each country's exports

French-affiliated firms in the U.S. export \$22 billion in goods to third countries every year (source: BEA). Similarly, American subsidiaries in France benefit from an unrivalled access to European and African markets, and export \$42 billion to third countries annually. According to the Kantar Public research institute, 88 % of foreign firms based in France consider France as a key export hub to Europe and Africa and 93 % export to those markets.



JOB



French companies employ close to 700,000 people in the U.S.

There are 4,800 French subsidiaries in the U.S. (according to Orbis) employing about 678,000 people in total, according to BEA's latest data covering 2015. French companies are therefore the 3rd largest foreign employers in the U.S. Conversely, the 4,600 U.S. affiliated firms in France employed 481,400 people (source: BEA), making U.S. companies the main foreign employers in France.

Employment of foreign companies in the U.S.

	<i>Jobs in the U.S. (1,000)</i>	<i>of which manufacturing</i>
UK	1 140	257
Japan	856	126
France	678	139
Germany	674	146
Canada	636	200
Switzerland	468	127

Source: U.S. BEA, 2015, by ultimate beneficial owner of majority owned affiliates

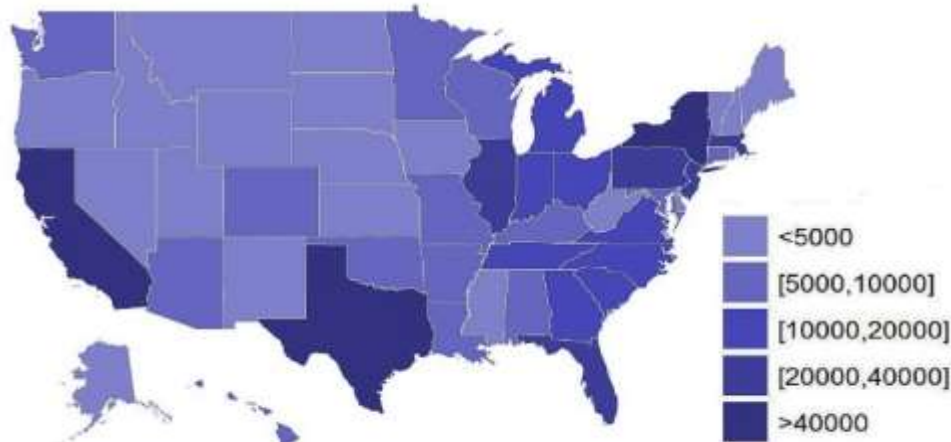
French companies were the largest source of job creation in the U.S. in 2017

According to the U.S. BEA, counting employment at newly acquired, established, or expanded foreign-owned businesses in the United States, French companies created 47,700 jobs in the US in 2017, more than any other country. Conversely, U.S. FDI created 7,000 jobs in 2017, the largest source of job creation through FDI in France (source: Business France).

French companies create jobs in all 50 states, particularly in the manufacturing sector

All industries benefit from bilateral investment, but the manufacturing sector accounted for half of the French FDI to the U.S., creating 194,000 direct jobs, according to BEA. France is, for example, the main foreign source of jobs for the manufacturing of computer and electronic products. The manufacturing sector is also the first target for U.S. FDI to France, directly supporting 195,000 jobs.

Employment of French companies by state



Source: U.S. BEA, 2015, by ultimate beneficial owner

Jobs created by new foreign direct investment in the United States

	2017
France	47,700
UK	42,100
Canada	39,400
Japan	26,700
Switzerland	14,400
Singapore	12,800

Source: U.S. BEA, 2018, by ultimate beneficial owner

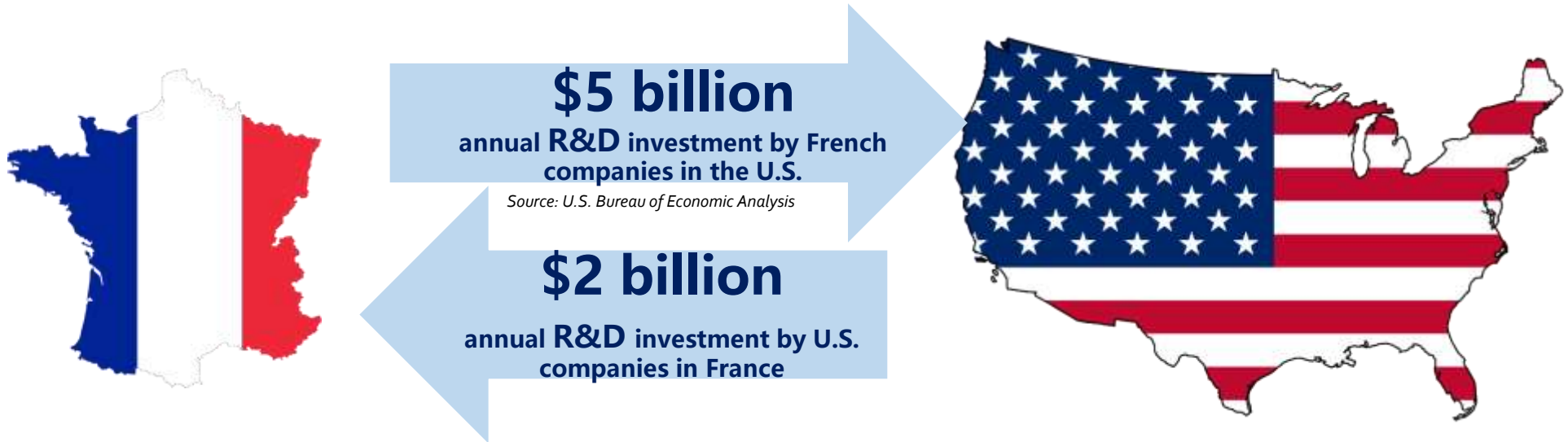
+15%

U.S. workers in French companies earn on average \$69,000 a year, which is 15% higher than the \$60,000 average in the U.S. private sector (sources: BEA, BLS).



Photo credit: Alstom / Earl Richardson

INNOVATION



R&D is at the heart of our economic partnership

French companies invest \$5 billion every year in the U.S. on R&D (source: BEA). 89 % of French companies' R&D in the U.S. covers the manufacturing sector. France is the third source of foreign R&D in the high-tech sector and the main source of foreign R&D in computer and electronic products in the U.S. Conversely, U.S. affiliated companies invest \$2 billion in French R&D on an annual basis and the U.S. accounted in 2017 for a quarter of new R&D projects in France (source: Business France).

Annual R&D by foreign companies in the U.S.

	<i>R&D performed by affiliates (\$billion)</i>	<i>of which manufacturing</i>
Switzerland	9.7	8.0
Japan	8.0	3.1
UK	7.9	7.3
Germany	7.2	7.1
France	5.3	4.7
Netherlands	4.6	3.8

Source: U.S. BEA, 2015, by ultimate beneficial owner of majority owned affiliates

▶ **Cooperation ranges from basic research to patenting**

Many French companies partner with U.S. research facilities, including university research centers (such as the MIT, Georgia Tech, the University of Michigan and the University of Alabama, just to name a few), the Manufacturing USA network of Institutes and federal research agencies such as the Department of Defense and Department of Energy laboratories. Every year, French companies in the U.S. and U.S. companies in France file around 50,000 patents. According to the U.S. Patent and Trademark Office, France is the 4th country of ownership for patents granted by the U.S. federal agency.

▶ **Strong industrial presence in technology intensive fields**

French companies are historically very present in U.S. high-technology fields, such as defense, security and biometry, as well as advanced manufacturing. According to Select USA's 2017 report on High-Tech Industries, France was the fourth source of employment in the high-tech sector. That report also indicates that French-affiliated firms are the third source of U.S. exports and fourth source of value-added in the U.S. high-tech sector.

▶ **U.S. companies also recognize France as a trusted technological partner**

In 2017, 28 % of U.S. investment projects in France were in high-tech sectors, and the U.S. accounted for 35 % of investments in this field. In early 2018, several major U.S. tech companies announced they would open their European research hubs in France in the fields of artificial intelligence and cybersecurity. According to the American Chamber of Commerce in France, 96% of American investors consider France to be an attractive investment destination as part of their global digital transformation. French researchers play an active role within U.S. companies' tech laboratories both in France and in the U.S. and numerous exchange programs link our two tech and startup ecosystems.



Photo credit: Air Liquide

STATE PROFILES



ALABAMA AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Alabama

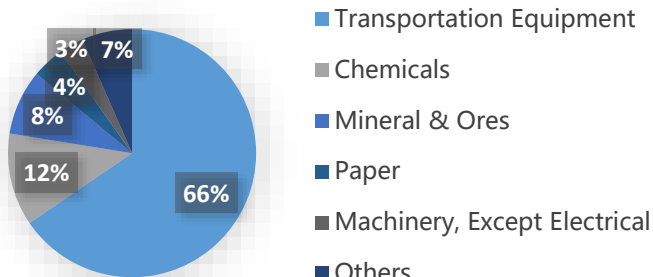


8,000 Jobs
created by French
companies in Alabama

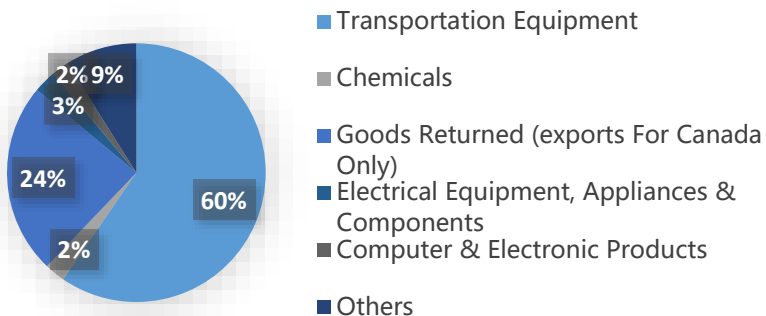
TOTAL BILATERAL TRADE IN GOODS

\$1.04 billion

Alabama exports to France: **\$411.8 million** annually



Alabama imports from France: **\$632.8 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor in the U.S.

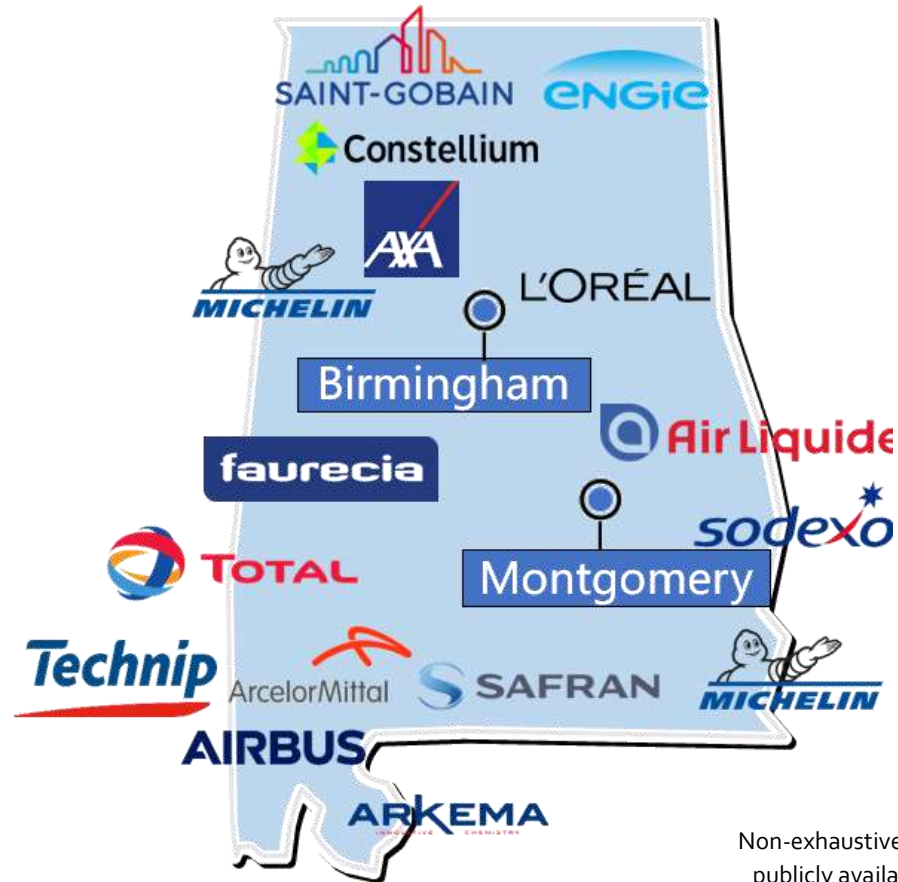
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN ALABAMA



Non-exhaustive list based on publicly available corporate information.



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AIRBUS

A success story in Alabama

Airbus is putting Alabama on the map as a **global aerospace hub**. In 2015, Airbus opened a major manufacturing facility in **Mobile, Alabama**, to assemble and deliver A320 Family single-aisle aircraft. It is the company's first U.S.-based aircraft production facility and strengthens the U.S. aerospace industry. Airbus delivered its first aircraft in April 2016 (an A321 to JetBlue) and is currently producing at least 50 single-aisle aircraft each year. The assembly line – a **\$600 million investment** – is part of Airbus' strategy to enhance its global competitiveness by meeting the growing needs of its customers in the U.S. and beyond.



Airbus has two other facilities in Mobile: an aircraft cabin Engineering Center as well as a customer services and maintenance support center for medium and light aircraft. Together, these three facilities employ approximately **1,000 people** and support thousands of indirect/supply chain jobs throughout the state.

Airbus announced in 2017 that it was partnering with Bombardier to acquire a majority stake in the new C Series aircraft. Alabama has been such a significant success story for Airbus that the company also announced that it would construct a second manufacturing line for the C Series aircraft in Mobile (pending final approval of the deal), investing at least **\$300 million** and creating at least **400 new, good-paying U.S. jobs**.



ALASKA AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Alaska

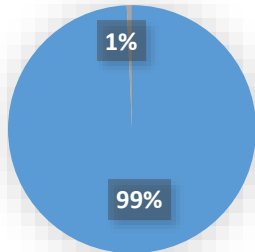


500 Jobs
created by French
companies in Alaska

TOTAL BILATERAL TRADE IN GOODS

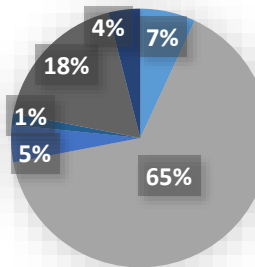
\$79.5 million

Alaska exports to France: **\$70.5 million** annually



- Fish & Other Marine Products
- Transportation Equipment
- Chemicals
- Fabricated Metal Products
- Computer & Electronic Products
- Others

Alaska imports from France: **\$9 million** annually



- Machinery, Except Electrical
- Transportation Products
- Electrical Equip, Appliances & Components
- Good Returned (Exports For Canada)
- Computer & Electronic Products
- Others

See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor in the U.S.

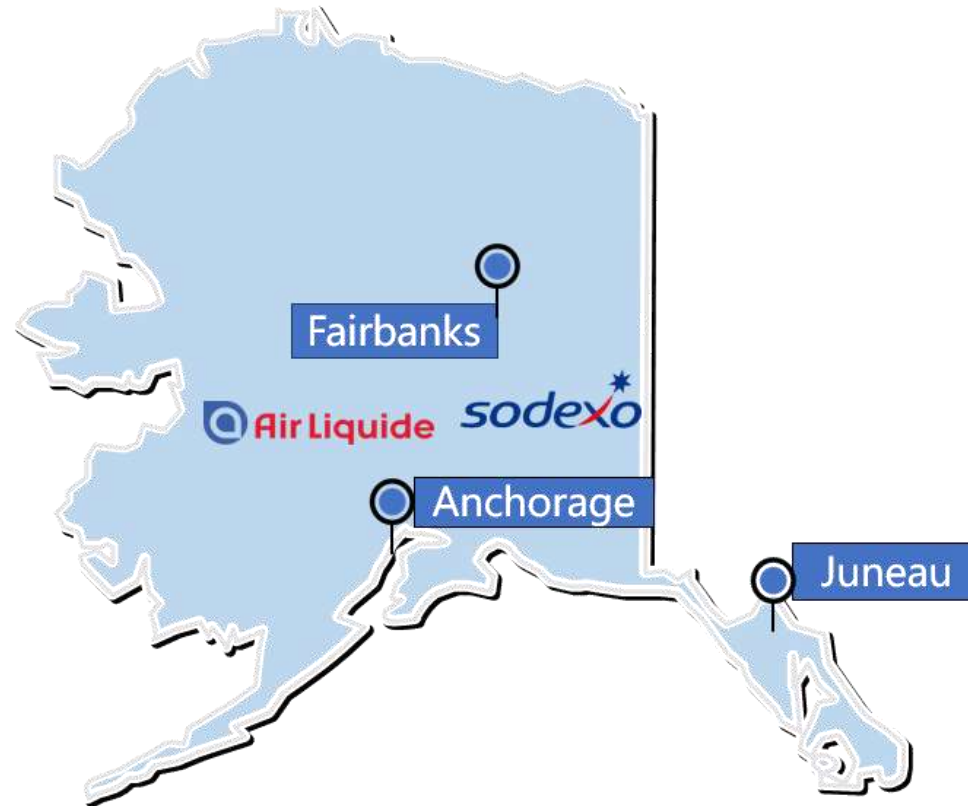
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN ALASKA



Non-exhaustive list based on publicly available corporate information.



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ARIZONA AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Arizona

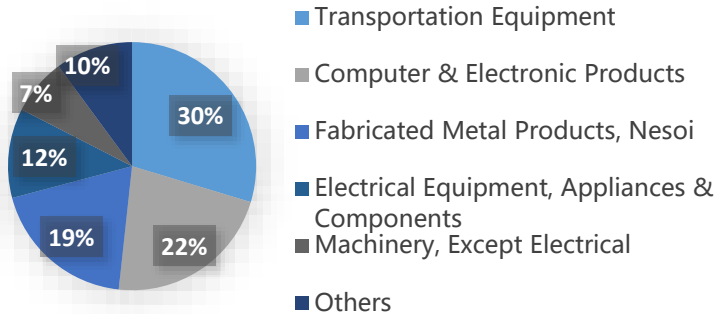


9,400 Jobs
created by French
companies in Arizona

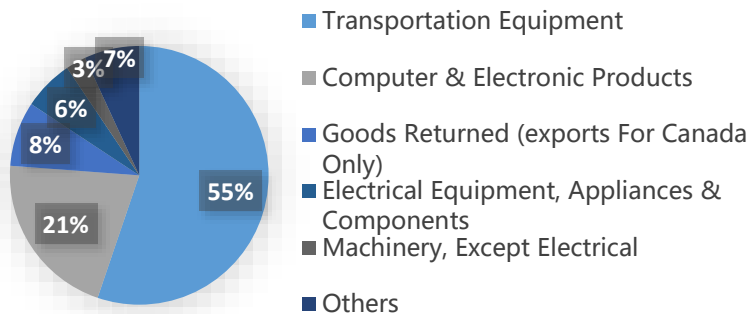
TOTAL BILATERAL TRADE IN GOODS

\$1.15 billion

Arizona exports to France: **\$469.9 million** annually



Arizona imports from France: **\$689 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

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6th largest foreign investor in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN ARIZONA



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ARKANSAS AND FRANCE

A deep and mutually beneficial relationship



France is **#2**
for jobs created by foreign
companies in Arkansas

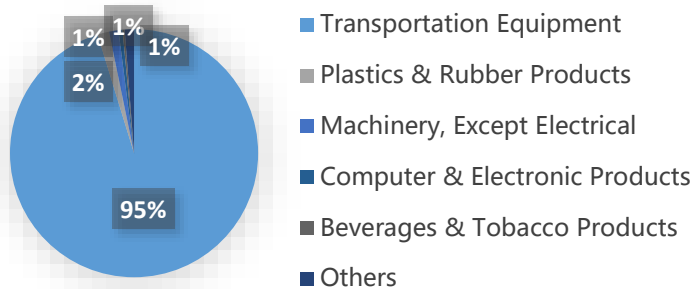


6,100 Jobs
created by French
companies in Arkansas

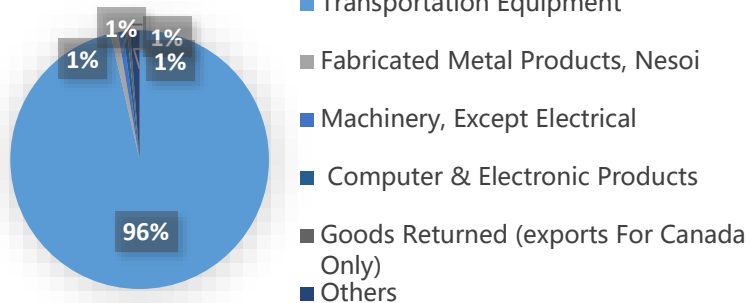
TOTAL BILATERAL TRADE IN GOODS

\$2.03 billion

Arkansas exports to France: **\$728 million** annually



Arkansas imports from France: **\$1.3 billion** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



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Jobs

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SOME OF THE FRENCH-AFFILIATED FIRMS IN ARKANSAS



Non-exhaustive list based on publicly available corporate information.

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DASSAULT AVIATION

A success story in Arkansas

Dassault Aviation is a leading French aerospace company. The company has assembly and production plants in both France and the U.S. and service facilities around the globe. Currently, Dassault offers a range of six business Jets, the Falcon Family flagship being the tri-engine 6, 450 nm ultra-long range Falcon 8X. Dassault Falcon Jet is a wholly owned U.S subsidiary of Dassault Aviation. The aircraft interiors are being completed in the Dassault Falcon Jet Completion Center, a facility based in **Little Rock, Arkansas**.

The facility employs about **1,400 people**. It handles all phases of aircraft completions such as engineering and supply chain, systems integration, painting, cabinet production and upholstery, interior installation and flight testing.



The history of the facility dates back to **1975**. Now it has become the **largest business completion center** in the world, with 1.25 million sq. ft. of production space. The facility combines the most advanced digital completion techniques and a level of craftsmanship unrivaled in business aviation. Master artisans work with exotic veneers, plated metals, refined leathers, to handcraft exquisitely customized cabins. The facility has made a significant positive impact on the Arkansas economy by attracting and training many talented individuals by working with today's **highest technologies and most advanced aircraft**. Dassault Falcon Jet has built a partnership with the University of Arkansas College of Engineering, actively sponsoring undergraduate engineering projects.



CALIFORNIA AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in California

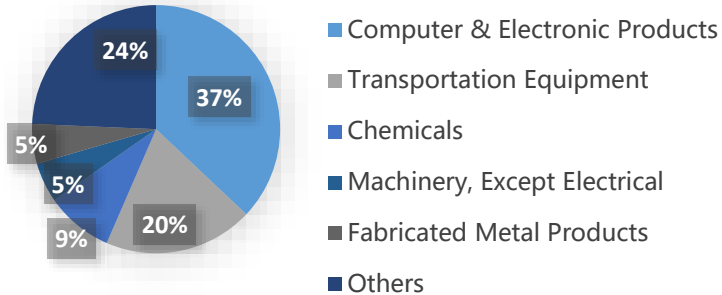


72,700 Jobs
created by French
companies in California

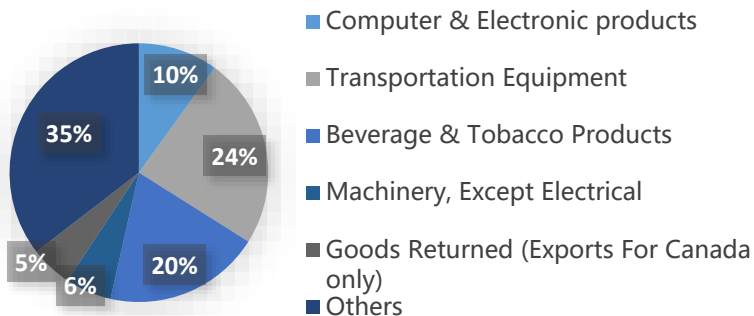
TOTAL BILATERAL TRADE IN GOODS

\$7.4 billion

California exports to France: **\$3.7 billion** annually



California imports from France: **\$3.7 billion** annually



See appendix for data source

SOLAR GARD

A success story in Southern California

Solar Gard is a subsidiary of Saint-Gobain, the world leader in habitat and construction markets and a company whose 353-year legacy originated with the Hall of Mirrors in Paris' Palace of Versailles. Solar Gard is a **global leader in advanced film technologies** for solar control and paint protection across the automotive, commercial and residential industries, and it is proud to be a key player in the local economy, generating many jobs for the San Diego community.

Solar Gard is backed by a long history of Saint-Gobain's success in the glass and building materials industries. The company's product portfolio delivers unmatched results in enhancing and protecting vehicles, homes and buildings, and, most importantly, the passengers, residents and tenants inside, and are sold in more than 90 countries under the Solar Gard, Quantum, and Solar Gard Armorcoat® brands.

The San Diego manufacturing facility employs more than **140 people** and Solar Gard recently spent over **\$10 million** in a new state-of-the-art machine that will allow them to produce high quality window film with the latest technology.



SOME OF THE FRENCH-AFFILIATED FIRMS IN CALIFORNIA



Non-exhaustive list based on publicly available corporate information.



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info@faccsf.com

French-American Chamber of Commerce – Los Angeles

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membership@facclosangeles.org

LVMH

A success story in Northern California

As the world leader in luxury products, LVMH and its 70 Maisons across its Wines & Spirits, Fashion & Leather Goods, Perfumes & Cosmetics, Watches & Jewelry and Selective Retailing groups have an extensive presence in the U.S. (25% of revenues and 32,000+ employees). Ten of LVMH's Maisons are headquartered in the U.S. and the Group has a particularly large footprint in California.



In the Napa Valley, its vineyard holdings include Domaine Chandon (below left), Newton and, most recently, a 60% stake in Colgin Cellars (below right), which is part of LVMH's portfolio of exceptional wines.

In LVMH's Perfumes & Cosmetics group, **Benefit Cosmetics** is headquartered in San Francisco, as is Kendo Brands, which creates global beauty brands. Its most recent launch is Fenty Beauty by Rihanna, sold exclusively at Sephora, which has its Americas headquarters in San Francisco as well. Louis Vuitton also has two production facilities in California.

In addition, LVMH's brands share a commitment to social responsibility. For example, Benefit Cosmetics holds an annual Bold is Beautiful campaign - for one month 100% of the



proceeds from its brow bars are donated to educational and wellbeing programs for women and girls. LVMH's brands make substantial investments in employee training and development, and in 2017 nearly 80% of its U.S. workforce was female.



Embassy of France in the U.S.
Economic Department



COLORADO AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Colorado

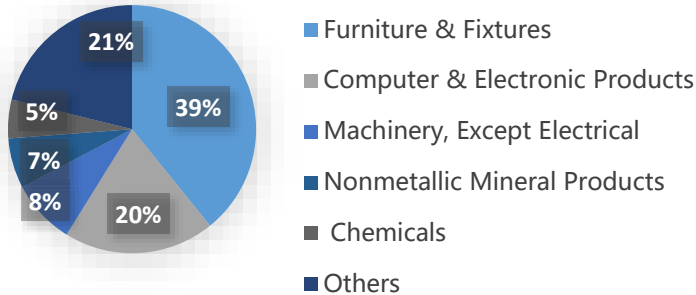


7,500 Jobs
created by French
companies in Colorado

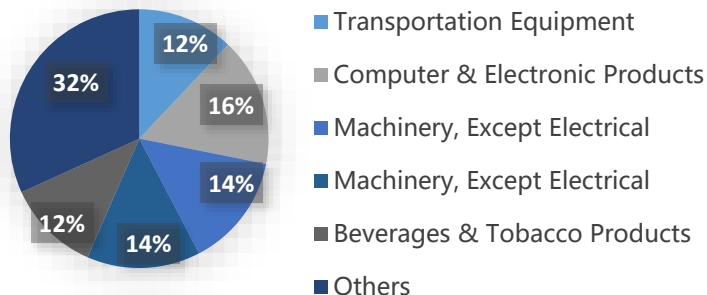
TOTAL BILATERAL TRADE IN GOODS

\$350.6 million

Colorado exports to France: **\$127.6 million** annually



Colorado imports from France: **\$223 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN COLORADO



Non-exhaustive list based on publicly available corporate information.



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LIMAGRAIN

A success story in Colorado

Limagrain Cereal Seeds (LCS) was created in 2010 to develop improved cereal genetics for North American growers. LCS is a subsidiary of Limagrain, a French farmers' cooperative that employs 9,600 people worldwide. The Limagrain group is **one of the world's leading seed companies**, with breeding programs in both agricultural and vegetable crops, covering all major production areas around the globe. Principal field crop species are wheat, barley, corn, sunflower, winter oilseed rape and pulse crops. LCS specializes in wheat and barley seeds. LCS, headquartered in **Fort Collins, Colorado**, collaborates with 17 public breeding programs based in U.S. Land Grant Universities, helping to expedite breeding solutions with its expertise in modern breeding technologies such as marker-assisted selection and rapid cycling. Today LCS has **27 employees: 17 in an R&D team dedicated to wheat science in 4 different regions of the US.**



The company's biggest success so far has been in the Pacific Northwest. Almost **30% of the winter wheat in this region is marketed by Limagrain Cereal Seeds**, representing a tripling of the company's regional market share compared to last fall. In total, LCS varieties account for **10% of American wheat production**. In the Pacific Northwest, LCS has 21 varieties in the market, including 15 winter wheat varieties, and has breeding partnerships with the University of Idaho and Oregon State.



CONNECTICUT AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Connecticut

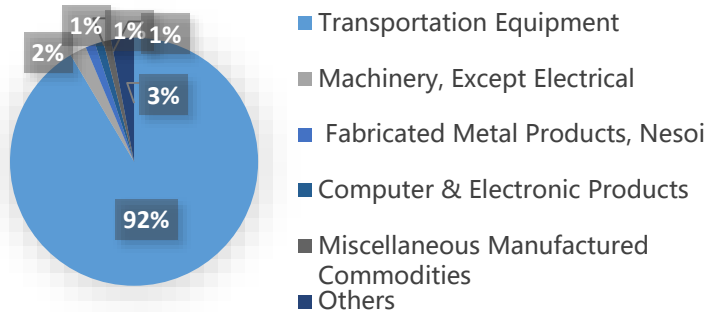


7,700 Jobs
created by French
companies in Connecticut

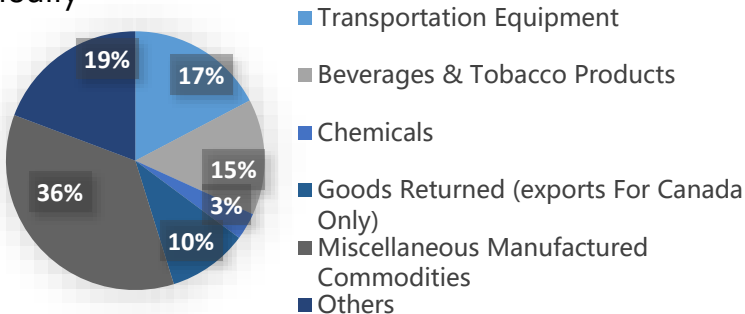
TOTAL BILATERAL TRADE IN GOODS

\$2.8 billion

Connecticut exports to France: **\$2.1 billion** annually



Connecticut imports from France: **\$709.8 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor in the U.S.

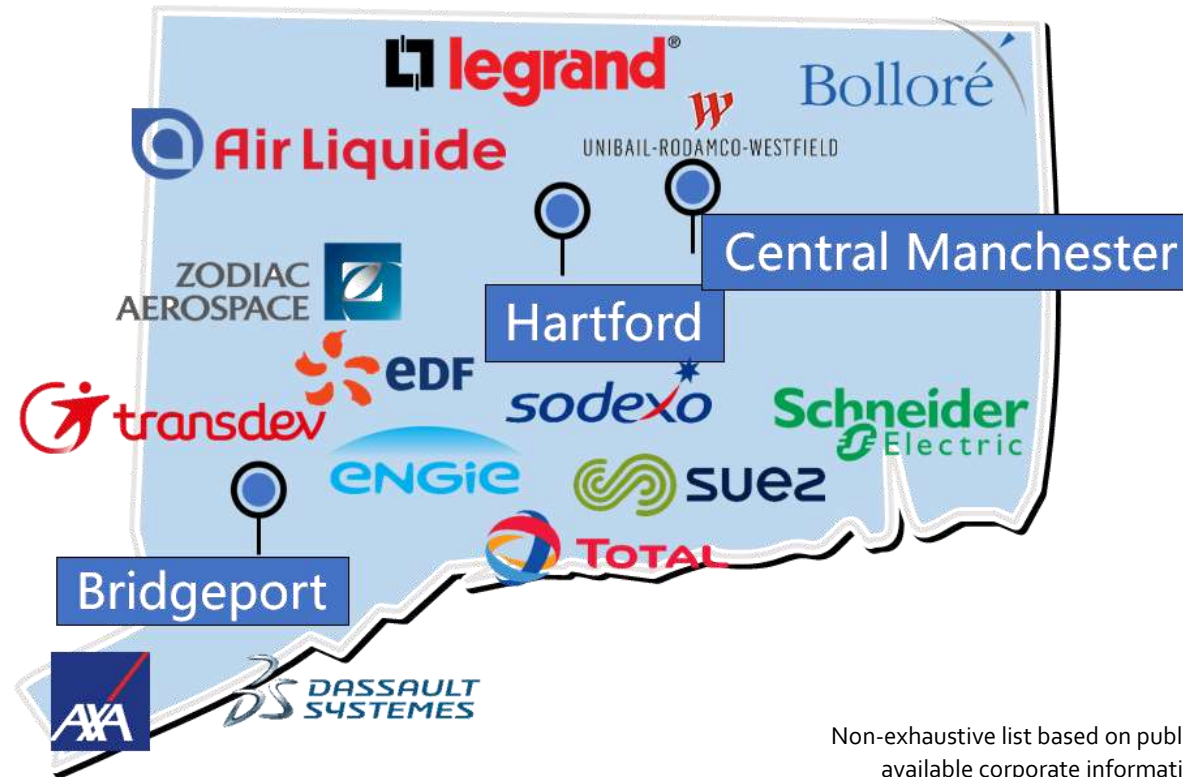
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN CONNECTICUT



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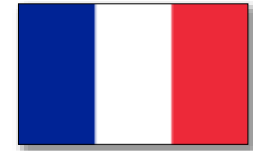
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DELAWARE AND FRANCE

A deep and mutually beneficial relationship



France is **#5**
for jobs created by foreign
companies in Delaware

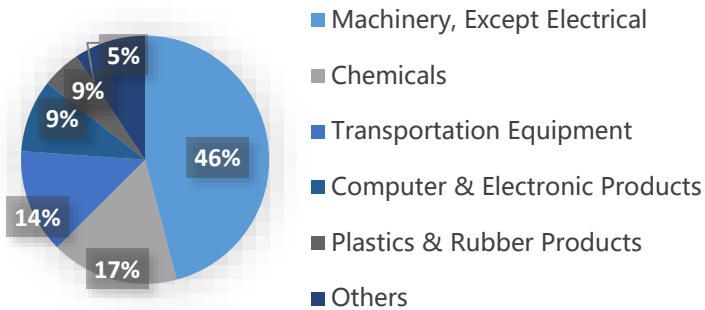


1,800 Jobs
created by French
companies in Delaware

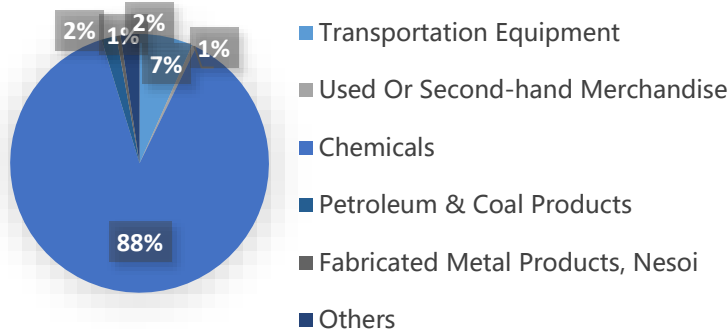
TOTAL BILATERAL TRADE IN GOODS

\$830.5 million

Delaware exports to France: **\$24.4 million** annually



Delaware imports from France: **\$806.1 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor in the U.S.

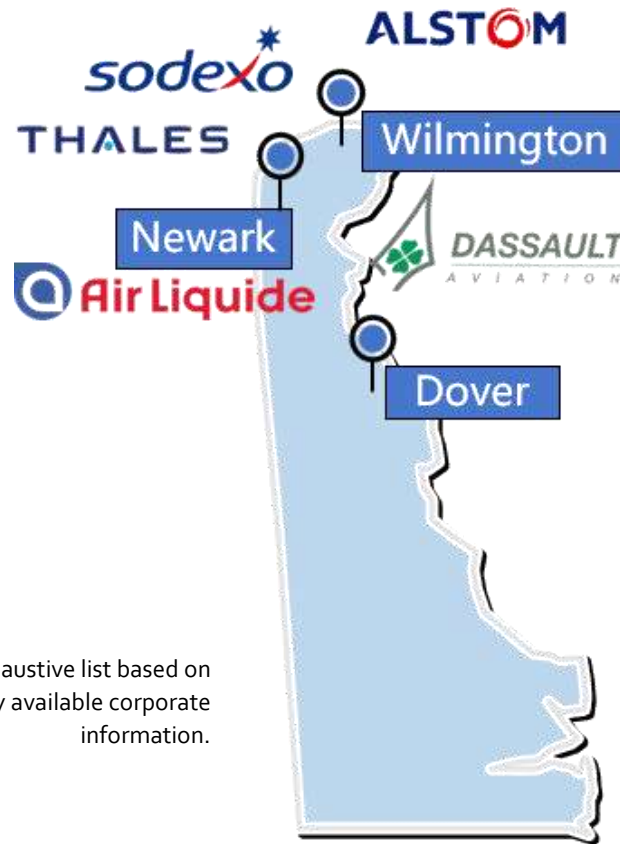
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN DELAWARE



Non-exhaustive list based on publicly available corporate information.



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AIR LIQUIDE A success story in Delaware

In the US alone, the world leader in gases, technologies and services for Industry and Health employs nearly **20,000 people** and has invested **\$17 billion** over the past 5 years, notably through the acquisition of Airgas in 2016 for over \$13.4 billion.

R&D is at the heart of Air Liquide’s development strategy and the U.S. represents one of its key platforms for American and worldwide customers and affiliates. The Newark center is located in Delaware on the East Coast of the United States, near the Philadelphia innovation cluster and close to Airgas Headquarters. It employs roughly **140 people** of **21 different nationalities**, and over **50% of researchers are Ph.D. holders**.

Air Liquide illustrates a fundamental aspect of the **French-American economic partnership**: France is the second source of R&D investment in the U.S. manufacturing sector, while the U.S. is the first source of foreign R&D in France.



Among the Newark center’s various projects are water treatment, semiconductors, gas separation membrane manufacturing including aerospace application, carbon dioxide (CO₂) mitigation, Biogas and natural gas purification, as well as gas applications for advanced fabrication such as welding, plasma and laser cutting.



DISTRICT OF COLUMBIA AND FRANCE

A deep and mutually beneficial relationship



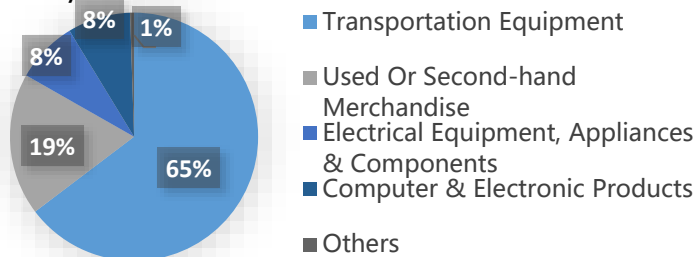
France is **#5**
for jobs created by foreign
companies in the District
of Columbia



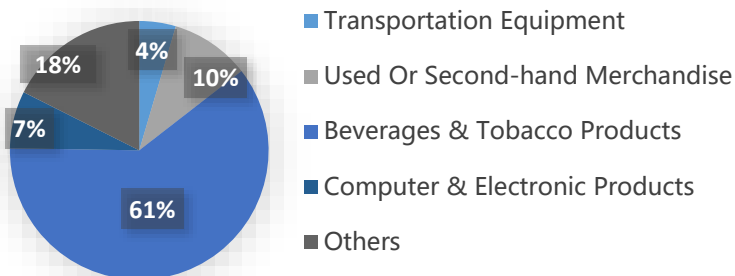
1,200 Jobs
created by French
companies in the District
of Columbia

TOTAL BILATERAL TRADE IN GOODS \$53.4 million

District of Columbia exports to France: **\$21.3 million**
annually



District of Columbia imports from France: **\$29 million**
annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN THE DISTRICT OF COLUMBIA



Non-exhaustive list based on publicly available corporate information.



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MAISON KAYSER

A success story in the District of Columbia

Founded by Eric Kayser in Paris in 1996, Maison Kayser is an authentic artisanal French *boulangerie* where bread and pastries are baked on-site throughout the day.

In August 2012, the first U.S. location of Maison Kayser opened on New York's Upper East Side. Immediately celebrated by guests and lauded for the best baguette in New York (*New York Magazine* 2013), Maison Kayser then opened several bakeries in neighborhoods across Manhattan and Brooklyn, and has been awarded several times, including for the best chocolate croissants. In February 2018, Maison Kayser has started to operate in **Washington, D.C.**, offering to Washingtonians the opportunity to discover **French know-how and the quality of their handcrafted goods.**



Each Maison Kayser store offers a full range of artisanal products: breads, viennoiseries, sandwiches, soups, salads, pastries... and the majority of locations also feature a **French style sit-down café** that offers a wide selection of Eric's favorite savory prepared dishes.

Eric trains his bakers to source only the **best ingredients**, such as non-bleached flour made without additives or added sugar and to follow ancestral recipes to showcase bread making in its purest form, crafting the bread in the same way it has been made for centuries. As of today, Maison Kayser has **twenty stores in the USA and employs 1,000 people.**



FLORIDA AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Florida

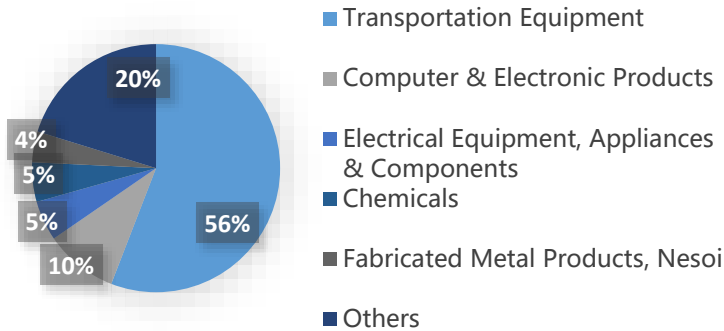


29,000 Jobs
created by French
companies in Florida

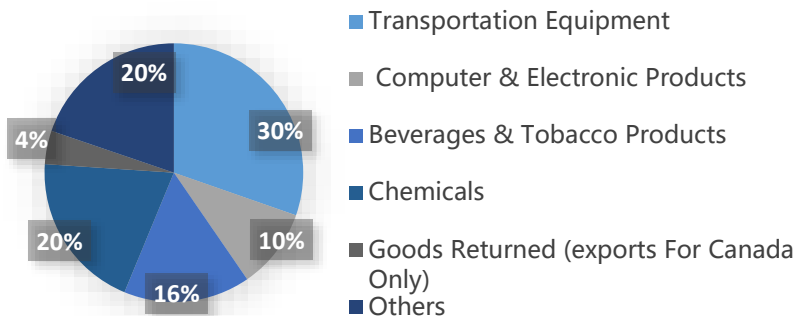
TOTAL BILATERAL TRADE IN GOODS

\$4.59 billion

Florida exports to France: **\$1.09 billion** annually



Florida imports from France: **\$3.5 billion** annually



See appendix for data source

THALES

A success story in Central Florida

In today's world, people expect to connect, in their car, at home, on the job, and most recently, during air travel. They also expect to make digital choices without exposure to cyber risk, whether shopping for baby clothes online, tracking a workout, online gaming with friends, or accessing digital health records.

Thales InFlyt Experience and Thales eSecurity, with locations in Florida, help people navigate those everyday moments with assurance and security.

Major airlines around the world rely on InFlyt Experience, with facilities in Melbourne and Orlando, to create engaging and personalized experiences for their passengers, from the nuances of cabin lighting, to the interactivity of in-flight entertainment and connectivity systems.

Recently, Thales engaged in a significant economic growth initiative for job creation and capital investments. As part of this growth, Thales added a major facility to their Melbourne location, and expanded their Orlando facility, by approximately 40%.



From financial services to retailers to entertainment venues, organizations rely on Thales eSecurity, a leader in advanced data security solutions and services, to deliver trust wherever information is created, shared or stored. Headquartered in Plantation, eSecurity provides encryption, advanced key management, tokenization, and privileged user control.

SOME OF THE FRENCH-AFFILIATED FIRMS IN FLORIDA



Non-exhaustive list based on publicly available corporate information.



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French-American Chamber of Commerce of Florida

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French-American Chamber of Commerce Tampa Associate Chapter

www.framco.org
president@framco.org

CMA CGM

A success story in South Florida

Founded in 1978 by Jacques Saadé and now headed by his son, Rodolphe Saadé, the CMA CGM group is a leading shipping company with 30,000 employees worldwide. The Group is present in more than 160 countries through its network of over 755 agencies, and it is the third largest global carrier, having transported 19 million containers in 2017.

CMA CGM celebrates its **40th anniversary** in 2018, marking a major milestone for the company that started as a single service between Beirut and Marseille, its global headquarters. The Group continues to innovate, adding new value-added services, like smart containers and cargo protection, and acquiring leading global and regional carriers to enhance its offering.



Photo credit: South Florida Container Terminal

CMA CGM in Florida was established in 1996, and it grew quickly, becoming a Regional Office in 2006. **The team in Miami manages all activities in Latin America and the Caribbean**, including vessel operations at the South Florida Container Terminal. CMA CGM has **seven weekly services** calling the Port of Miami, ensuring a strong commercial presence in South Florida. The Miami Regional Office employs a dynamic and multicultural team of **115 people**, and it recently was made one of the **three worldwide fleet control centers** for the CMA CGM Group. The office is in the heart of downtown Miami overlooking the Biscayne Bay.



GEORGIA AND FRANCE

A deep and mutually beneficial relationship



France is **#6**
for jobs created by foreign
companies in Georgia

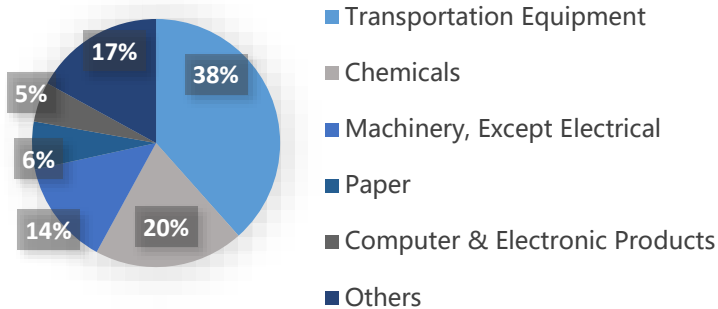


19,100 Jobs
created by French
companies in Georgia

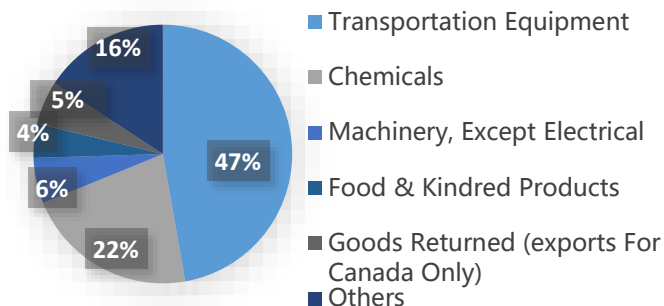
TOTAL BILATERAL TRADE IN GOODS

\$3.03 billion

Georgia exports to France: **\$592.8 million** annually



Georgia imports from France: **\$2.44 billion** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN GEORGIA



Non-exhaustive list based on publicly available corporate information.



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ORANGE BUSINESS SERVICES

A success story in Georgia

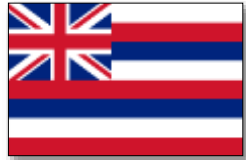
Orange America's headquarters are located in **Atlanta, Georgia**, where Orange Business Services recently opened a new US SOC and Data Center.

Businesses will now be able to rely on two new resources offering **localized security and data hosting**. This is particularly useful for businesses looking to expand or reinforce their operations in the U.S.

The Atlanta SOC covers the monitoring and management of U.S.-based customer security devices, switches, routers, servers and cloud-based systems on a 24/7 basis. A unique service offered by the SOC is that Orange can take over the monitoring and management of a client's security infrastructure, be it legacy devices or those managed by a third party. This allows for better focus of scarce security resources on critical activities.

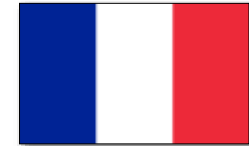


Orange is also opening a **new data center in Atlanta** to facilitate the digital transformation of its customers' U.S. operations. The facility offers private, public and hybrid cloud environments to manage client applications locally within the U.S. With greater controls over capacity and deployment, businesses can accurately scale their operations up or down according to their projected needs in the region. The entire cloud infrastructure is also custom-built by Orange professional services to the specifications of the customer, optimizing performance and ensuring compliance with local governance and regulatory requirements. The risks involved in international expansion are significantly reduced as Orange can guarantee a highly flexible, automated platform native to the region.



HAWAII AND FRANCE

A deep and mutually beneficial relationship



France is **#2**
for jobs created by foreign
companies in Hawaii

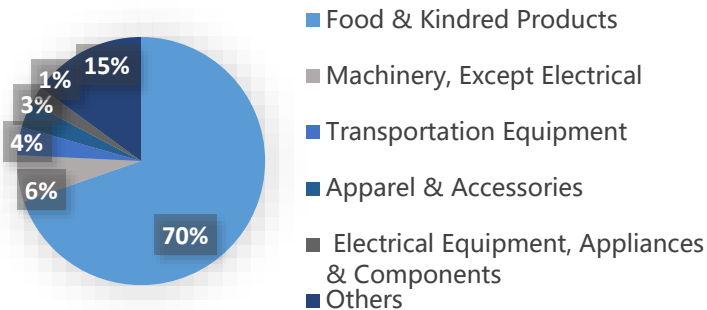


6,500 Jobs
created by French
companies in Hawaii

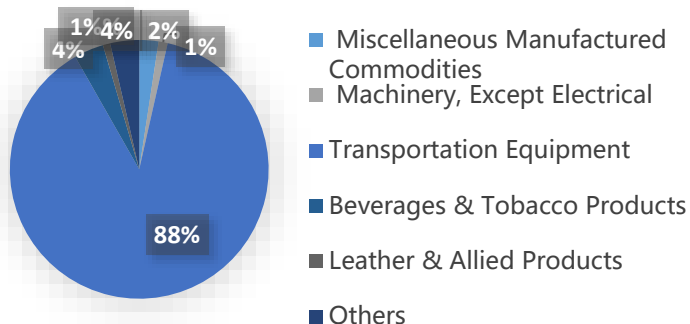
TOTAL BILATERAL TRADE IN GOODS

\$186.9 million

Hawaii exports to France: **\$2.96 million** annually



Hawaii imports from France: **\$183.9 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN HAWAII



Non-exhaustive list based on publicly available corporate information.



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IDAHO AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Idaho

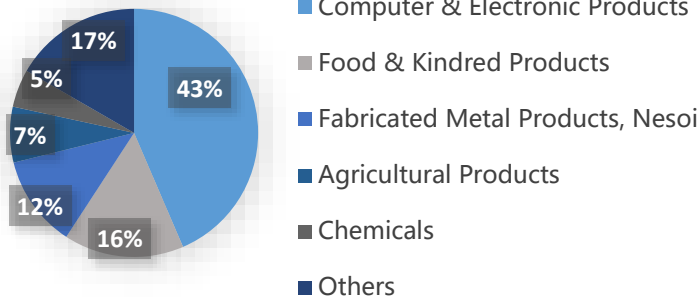


2,400 Jobs
created by French
companies in Idaho

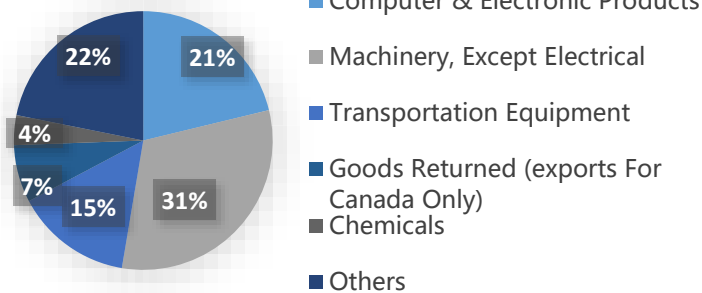
TOTAL BILATERAL TRADE IN GOODS

\$41.7 million

Idaho exports to France: **\$25.5 million** annually



Idaho imports from France: **\$16.2 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

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French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

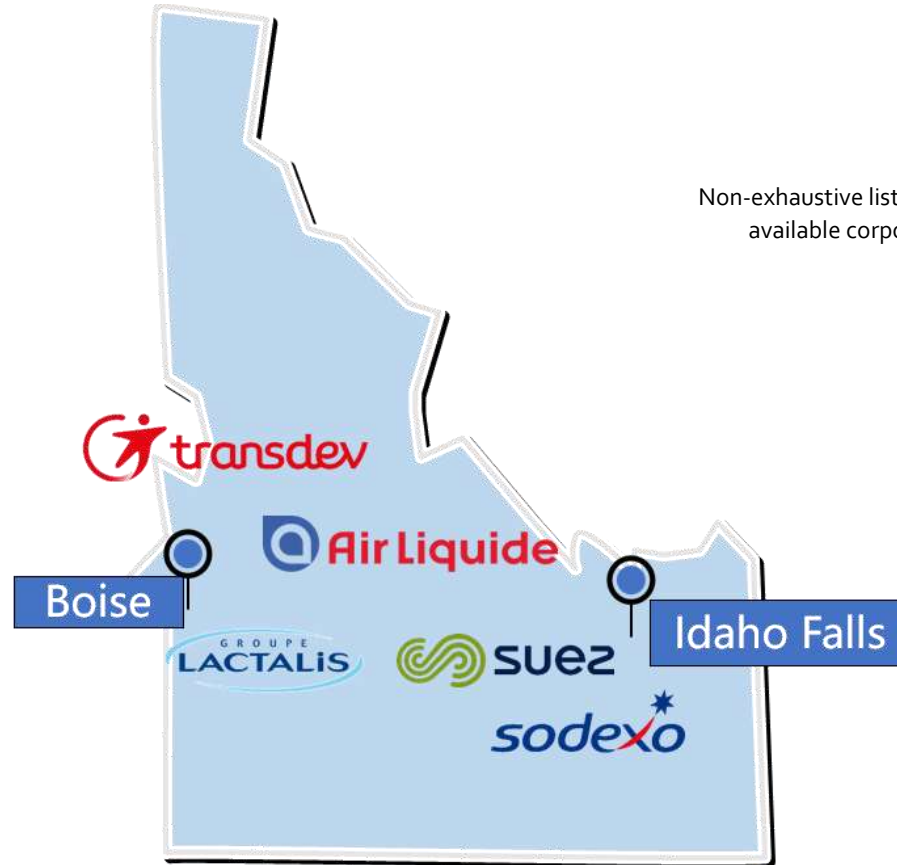
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN IDAHO



Non-exhaustive list based on publicly available corporate information.



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ILLINOIS AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Illinois

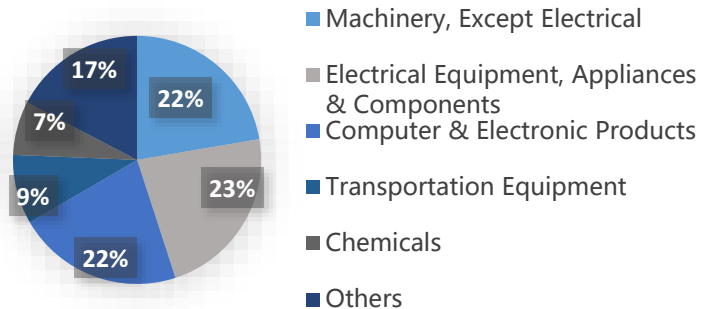


34,300 Jobs
created by French
companies in Illinois

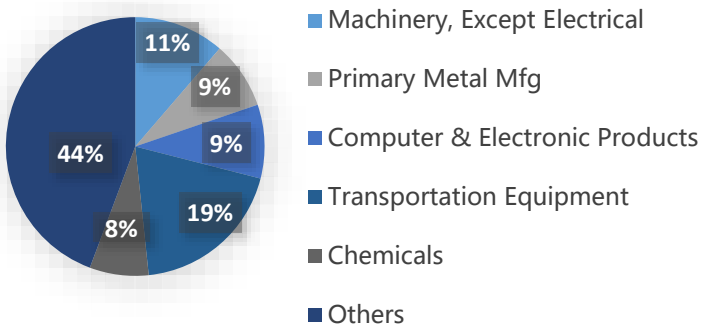
TOTAL BILATERAL TRADE IN GOODS

\$2.6 billion

Illinois exports to France: **\$828.3 million** annually



Illinois imports from France: **\$1.8 billion** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN ILLINOIS



Non-exhaustive list based on publicly available corporate information.



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French-American Chamber of Commerce Chicago

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JC DECAUX

A success story in Illinois

JCDecaux has created excellent public services in the highest quality street furniture since its founder Jean-Claude Decaux invented a paradigm adopted throughout the world – the provision of street furniture and public benefits funded through advertising.

JCDecaux came to the United States with its public-private service model in the early 1990s. From its early days, JCDecaux has expanded to an airport network of 12 major U.S. airports, street furniture concessions in every major city of America – New York, Los Angeles, Boston, San Francisco and its flagship city, Chicago.



The U.S. subsidiary is part of the JCDecaux Group, the **largest out-of-home company in the world** with operations in over 80 countries across the globe, however, with its local approach, JCDecaux has been an active community member **in Chicago since 2002**.

In Chicago, JCDecaux operates the Coordinated Street Furniture program with city information panels, newsstands and bus shelters installed all over the City, an advertising concession at Chicago-O'Hare International Airport and (with its partner) a first-of-its-kind, state-of-the-art digital advertising billboard communication network for public messaging.

JCDecaux's staff in Chicago currently numbers over **60 local Chicagoland residents**, including members of Local 731 and Local 150. Its financial commitment to the community is substantial and is guaranteed to total over **\$500M** throughout the entire terms of its existing concessions.



INDIANA AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Indiana

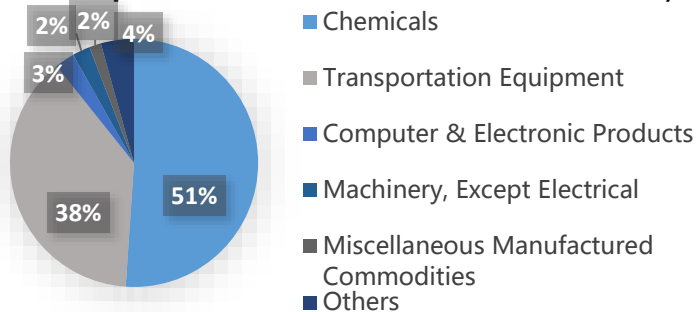


28,600 Jobs
created by French
companies in Indiana

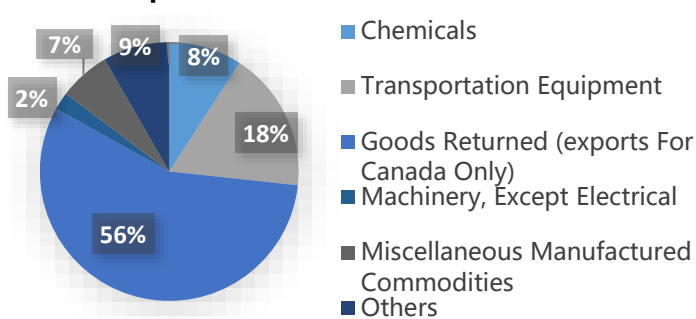
TOTAL BILATERAL TRADE IN GOODS

\$3.4 billion

Indiana exports to France: **\$1.6 billion** annually



Indiana imports from France: **\$1.8 billion** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN INDIANA



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VALEO

A success story in Indiana

The Valeo North America Seymour, IN, lighting plant and Research and Development center is the **largest Valeo site** in the United States, with 5 buildings, 1,617 employees, and plans to hire up to 20 additional professionals in the coming year. Valeo's Seymour plant is one of the largest employers within the immediate area, hiring and developing local talent through multiple **on site programs and training opportunities**.



The Seymour, IN, plant has onsite educational programs, including financial workshops, English as a Second Language (ESL) courses, First Aid classes, General Equivalency Diploma (GED) opportunities for temporary employees, conversational Spanish learning opportunities and a school-to-work program for young adults in high school, giving them an **opportunity to acquire on-the-job experience before graduation**. Additional site activities include Robotics team sponsorships, Senior Projects Opportunities for college students at Rose Hulman University, high school support in the form of Industry Possibility and Opportunity Day, and sustainable community outreach programs, including collecting food, school supplies, clothing and toys for individuals within the area.

In North America, Valeo's regional headquarters are located in Troy, MI., and the company has 21 production sites and eight research and development centers. The company employs over 16,000 people across North America. Valeo North America received the **Region Top Employer** certification for the first time in 2018.



Embassy of France in the U.S.
Economic Department



IOWA AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Iowa

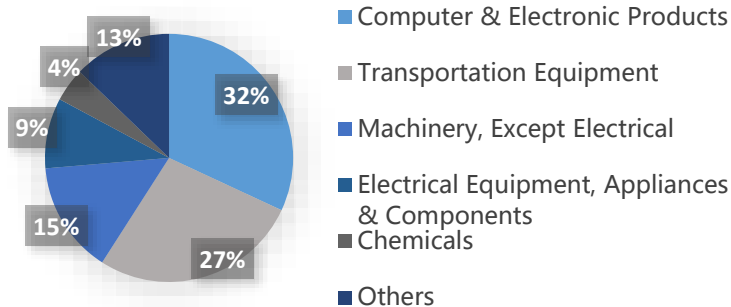


4,600 Jobs
created by French
companies in Iowa

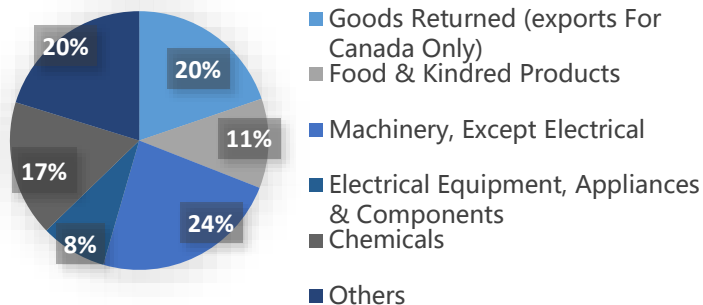
TOTAL BILATERAL TRADE IN GOODS

\$482.7 million

Iowa exports to France: **\$320.3 million** annually



Iowa imports from France: **\$162.4 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

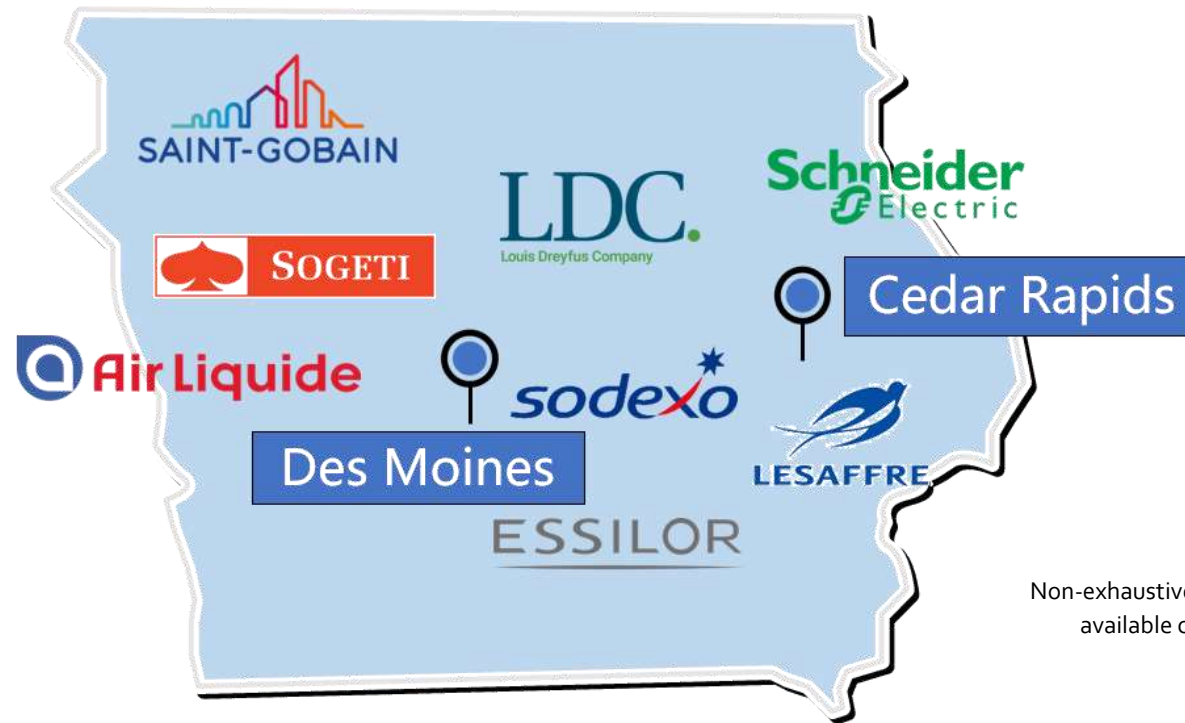
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN IOWA



Non-exhaustive list based on publicly available corporate information.



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KANSAS AND FRANCE

A deep and mutually beneficial relationship



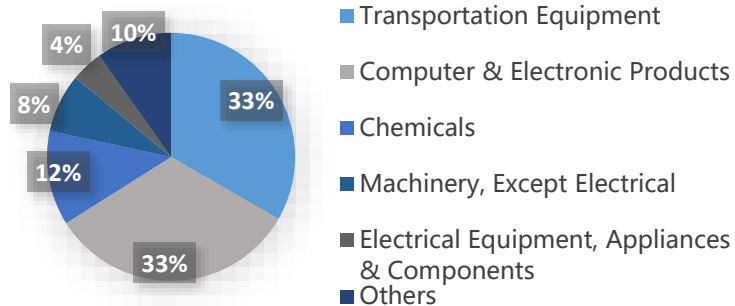
France is **#6**
for jobs created by foreign
companies in Kansas



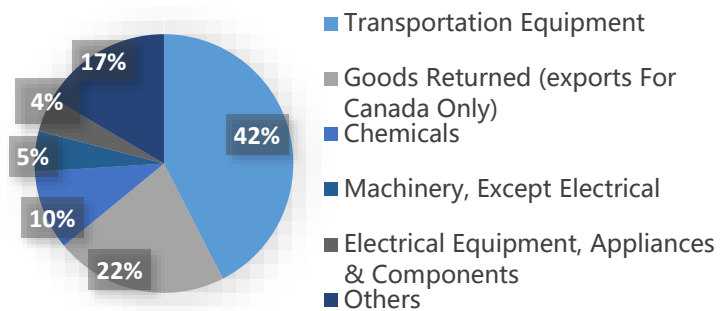
3,600 Jobs
created by French
companies in Kansas

TOTAL BILATERAL TRADE IN GOODS \$554.7 million

Kansas exports to France: **\$269.6 million** annually



Kansas imports from France: **\$285.1 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN KANSAS



Non-exhaustive list based on publicly available corporate information.

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KENTUCKY AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Kentucky

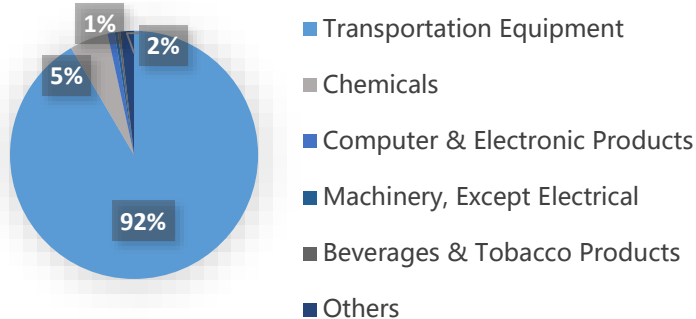


9,300 Jobs
created by French
companies in Kentucky

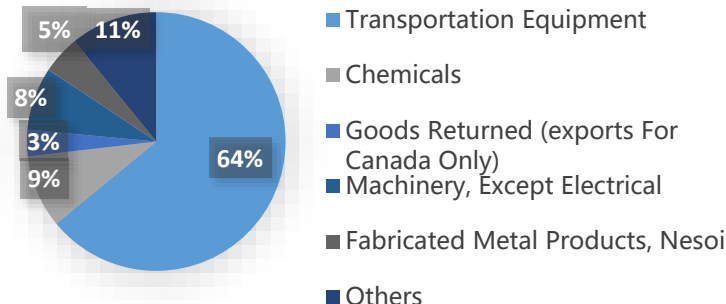
TOTAL BILATERAL TRADE IN GOODS

\$5.6 billion

Kentucky exports to France: **\$2.9 billion** annually



Kentucky imports from France: **\$2.7 billion** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN KENTUCKY

Non-exhaustive list based on publicly available corporate information.



L'OREAL

A success story in Kentucky

L'Oréal USA is the largest subsidiary of the L'Oréal Group, the worldwide leader in beauty, and manages a portfolio of more than **30 iconic beauty brands**. In addition to its corporate headquarters in New York City, L'Oréal USA has research, manufacturing and distribution facilities across 13 other states with a workforce of more than 11,000 employees.

L'Oréal USA leads America's thriving beauty industry and serves as the international hub for product development and marketing strategy for L'Oréal's 18 American brands. L'Oréal has achieved its industry leading position through a balance of organic growth and strategic acquisitions, including its 1993 acquisition of the professional haircare brand Redken Fifth Avenue including a 194,000 sq. feet **manufacturing facility in Florence, Kentucky**. Due to significant capital investments over many years, the Florence facility has more than doubled in size to over 500,000 square feet making it **one of the company's largest plants worldwide**.



L'Oréal USA employs more than **400 employees** in the state. In 2017, L'Oréal USA announced the addition of the largest commercial solar array in Kentucky with a 4.14 sq. feet panel rooftop installation on its manufacturing site. This solar array is estimated to cut carbon dioxide emissions in Kentucky by approximately 1,005 metric tons annually - equivalent to eliminating over 2.4 million miles traveled by passenger cars annually. In 2018, L'Oréal USA **furthered its investment in Kentucky**, announcing plans to achieve **carbon neutrality in 2019** for all 21 of its U.S. manufacturing and distribution facilities.

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LOUISIANA AND FRANCE

A deep and mutually beneficial relationship



France is **#2**
for jobs created by foreign
companies in Louisiana

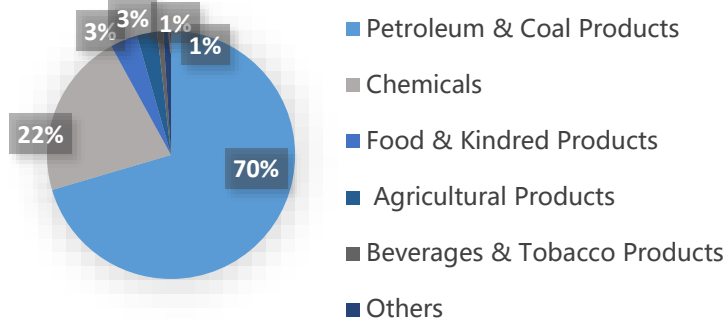


7,600 Jobs
created by French
companies in Louisiana

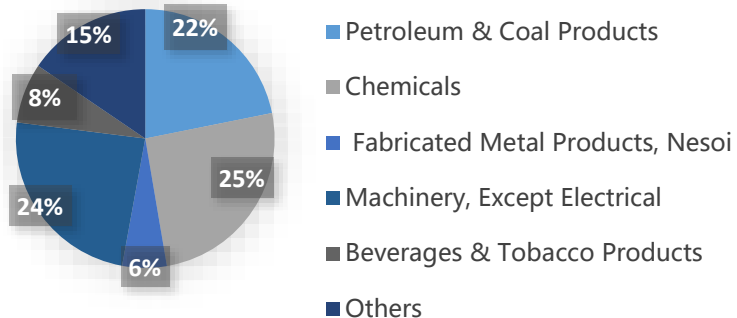
TOTAL BILATERAL TRADE IN GOODS

\$1.3 billion

Louisiana exports to France: **\$948.9 million** annually



Louisiana imports from France: **\$363.2 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

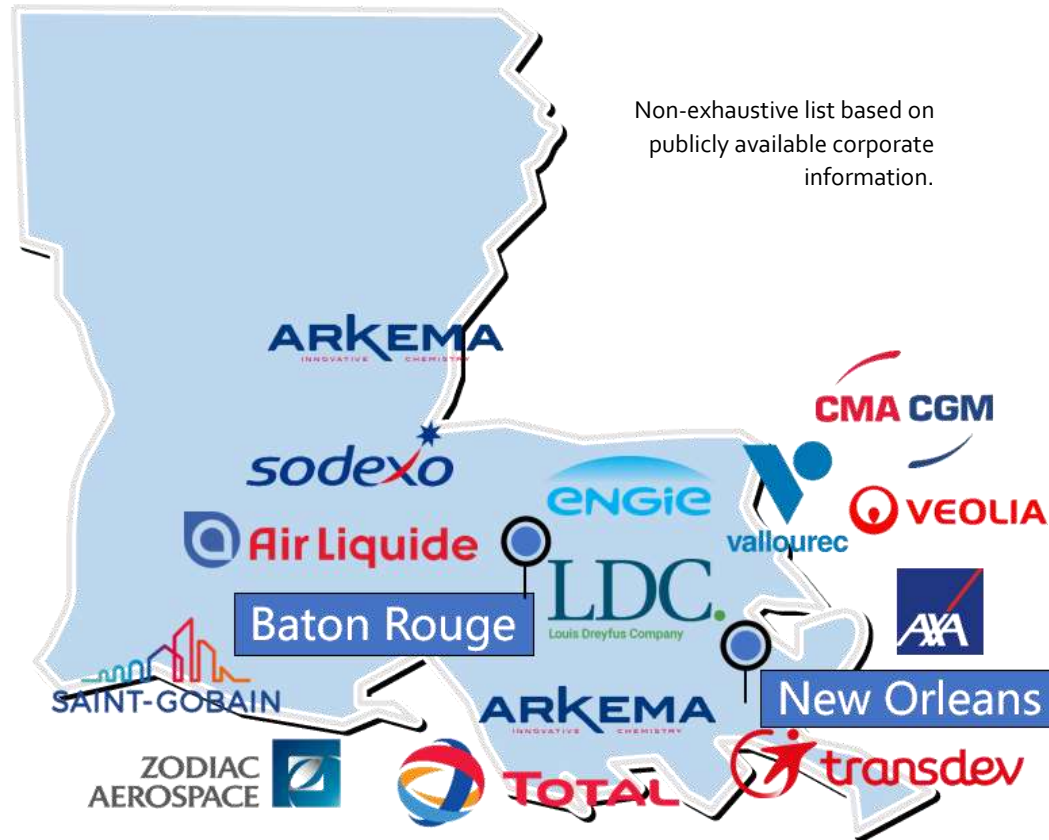
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN LOUISIANA



Non-exhaustive list based on publicly available corporate information.

TRANSDEV

A success story in Louisiana

Transdev is one of the **world's leaders in mobility**. It advises and supports local authorities and companies from preliminary planning and contracting to daily operation of public transportation systems. With 82,000 employees in 20 countries, Transdev transports 10 million people a day, operating 43,000 vehicles and 13 modes of transportation.

In 2012, President Barack Obama tapped the VP of Transdev in New Orleans as one of 11 national leaders as a Champion of Change honoree for creating jobs in their communities and using innovative techniques to develop valuable projects to help improve America's infrastructure, for envisioning and creating the Loyola Avenue streetcar expansion.



The expansion opened in 2013. The **\$45M investment** revitalized a previously dark corridor in the Central Business District and spurred \$2.7-Bn Dollars in new development along the line.

After the devastation of Hurricane Katrina, Transdev realized transportation would play a pivotal role in the city's recovery, not only in restoring transportation to the community, but also by using **transportation as an economic catalyst**. The Loyola Ave. streetcar expansion served as the economic catalyst and, today, it connects to the existing streetcar lines serving the historic French Quarter, the Central Business District and the Union Passenger Terminal.



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MAINE AND FRANCE

A deep and mutually beneficial relationship



France is **#6**
for jobs created by foreign
companies in Maine

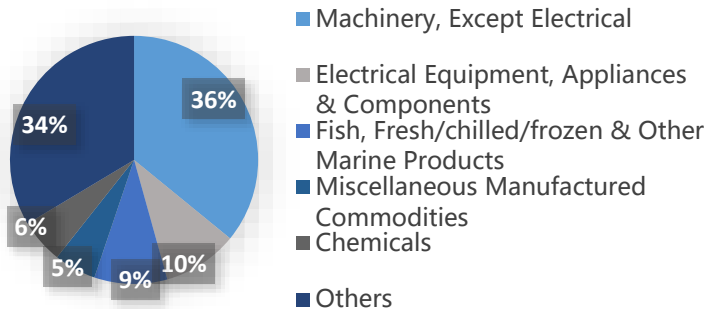


1,000 Jobs
created by French
companies in Maine

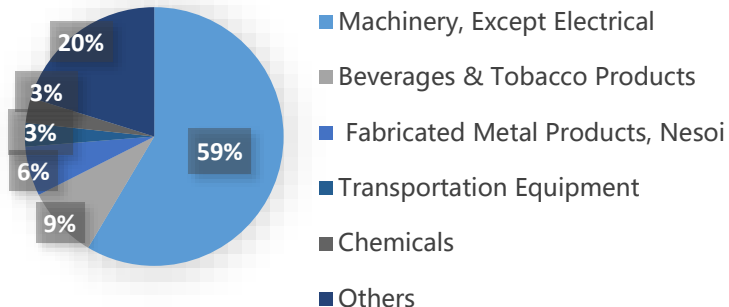
TOTAL BILATERAL TRADE IN GOODS

\$37.7 million

Maine exports to France: **\$10 million** annually



Maine imports from France: **\$27.7 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

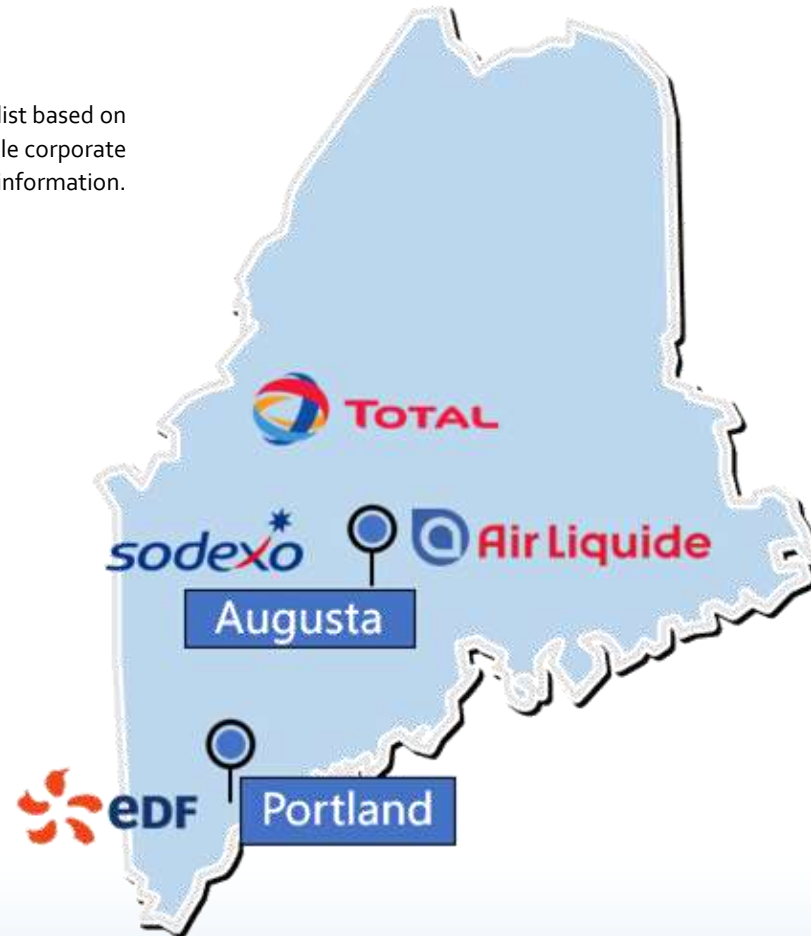
Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN MAINE

Non-exhaustive list based on publicly available corporate information.



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MARYLAND AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Maryland

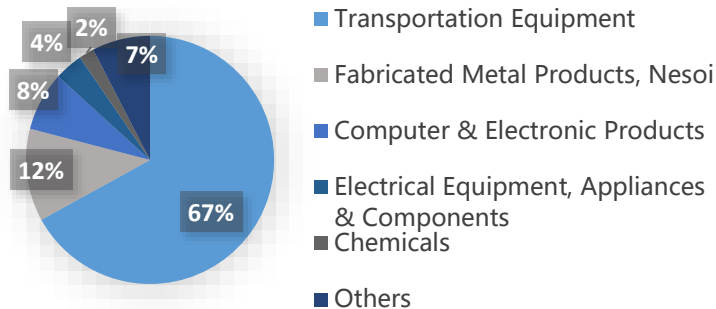


9,400 Jobs
created by French
companies in Maryland

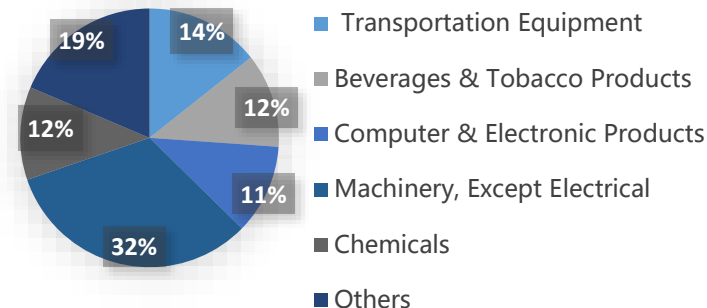
TOTAL BILATERAL TRADE IN GOODS

\$876.9 million

Maryland exports to France: **\$427.8 million** annually



Maryland imports from France: **\$449.1 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN MARYLAND



Non-exhaustive list based on publicly available corporate information.



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TECHNOPREF

A success story in Maryland

Technopref Industries Inc., the U.S. subsidiary of Demathieu Bard, is a 157-year-old French construction group, established in the U.S. since 2001.

For the first 15 years, Technopref Industries was primarily a precast manufacturer of highly precast concrete segments for tunnels such as the New York No.7 Metro Line. In 2014, Technopref, modernized a facility in **Brandywine, Maryland**, and started manufacturing precast liners for clients in the Mid-Atlantic. After enjoying recognition and success in the precast industry, Technopref decided in 2015 to extend its services as **General Contractor for heavy civil infrastructure projects**. Since then, Technopref has been awarded **45 million dollars' worth of contracts in Maryland**, with 4 different clients, including the City of Baltimore and the Maryland DOT.



Technopref is contributing to the improvement of U.S. infrastructure by sharing **innovative solutions** such as fiber reinforced precast concrete and in accelerated bridge construction methods. Technopref, which now **employs over 150 people**, is proud to be an equal employment opportunity employer. Technopref also contributes to community growth through its successful implementation of a reinsertion-through-employment program that involves the temporary recruitment of inmates as workers: this temporary recruitment opportunity often leads to permanent productive employees once the members become available.



MASSACHUSETTS AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Massachusetts

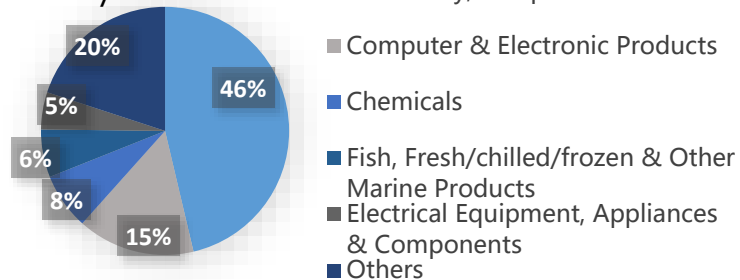


28,200 Jobs
created by French companies
in Massachusetts

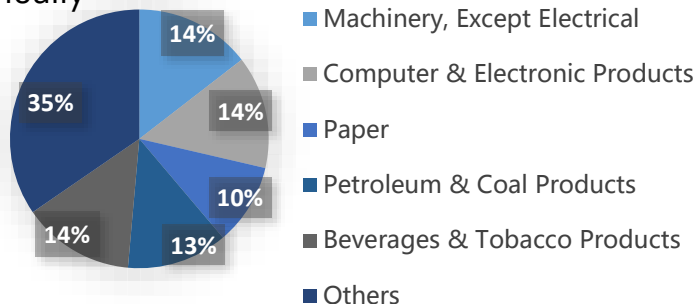
TOTAL BILATERAL TRADE IN GOODS

\$1.4 billion

Massachusetts exports to France: **\$686.5 million**
annually



Massachusetts imports from France: **\$755 million**
annually



See appendix for data source

SANOFI GENZYME

A success story in Massachusetts

The Sanofi Genzyme approach is shaped by a long history of developing highly specialized treatments and forging close relationships with physician and patient communities. Founded as Genzyme in Boston in 1981, they rapidly grew to become one of the **world's leading biotechnology companies**, recognized for their **pioneering development of treatments for rare genetic disorders and innovative contributions to medical science and biomanufacturing.**

Genzyme became part of Sanofi in 2011. While continuing to focus on rare diseases, they also established themselves as a **leader in the field of multiple sclerosis**. In 2016, their focus expanded to include Sanofi's programs in oncology and immunology.

Today in Massachusetts, they have the **largest workforce in the bio-pharma industry in the world's largest innovation cluster based in Cambridge, MA**. These employees are working on the cutting edge of every aspect of the drug-development and delivery lifecycle, including research, development, manufacturing and commercial operations.



SOME OF THE FRENCH-AFFILIATED FIRMS IN MASSACHUSETTS



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DALKIA

A success story in Massachusetts

Since 2015, DK Energy US, a subsidiary of the EDF group, is tasked with developing in the U.S. the business of Dalkia - a leader in energy services in France that provides companies with services covering the **entire energy value chain**, from energy supply to energy consumption optimization, as well as operation and maintenance.

In 2016, DK Energy US completed the acquisition of **Groom Energy**, a Massachusetts based company, expert in energy efficiency. Established in 2005, Groom Energy provides nationwide coverage and delivers commercial and industrial solutions that span from auditing to building, maintaining and financing projects designed to enhance energy efficiency. Groom Energy offers highly energy efficient systems for customers who are willing to reduce their energy bills and curb their carbon footprint. Groom clients include corporations in the retail, refrigeration, hotel and food-processing industries.



After increasing its revenues by 40% in 2017 and **growing from 65 employees to 89**, Groom and Dalkia seek to further develop their activities in the US, **doubling the size of the business in 2018** and reaching over \$500 million of revenues in 2022.

The U.S. represents a key market where Dalkia wishes to accelerate the development of its businesses and deploy new activities in energy services, distributed generation and smart grids for commercial, industrial and institutional customers.



MICHIGAN AND FRANCE

A deep and mutually beneficial relationship



France is **#5**
for jobs created by foreign
companies in Michigan

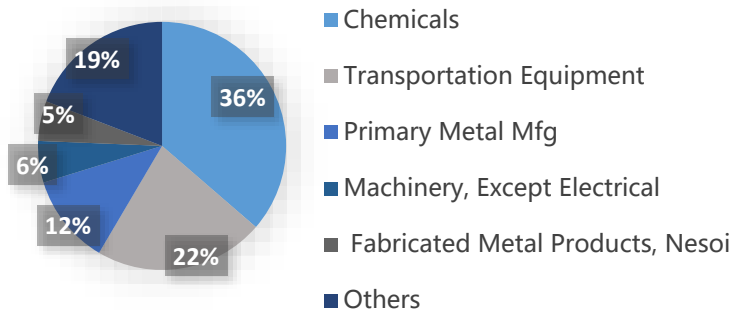


18,700 Jobs
created by French
companies in Michigan

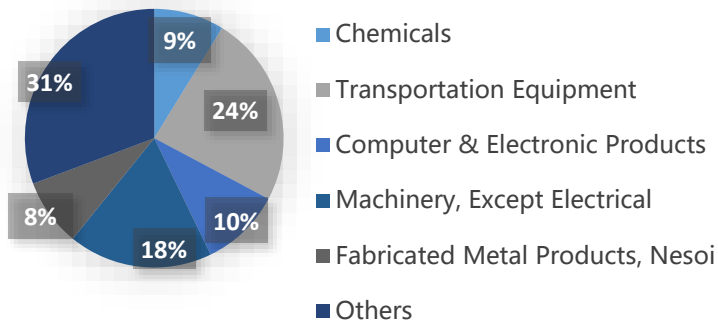
TOTAL BILATERAL TRADE IN GOODS

\$1.1 billion

Michigan exports to France: **\$516.9 million** annually



Michigan imports from France: **\$612.2 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN MICHIGAN



NAVYA

A success story in Michigan

NAVYA is a French company specialized in developing, designing and manufacturing **100% electric, self-driving vehicles** called AUTONOMS. AUTONOMS are equipped with advanced sensor architectures and embedded systems that enable driverless functionality. AUTONOMS fit seamlessly into existing transit networks, allowing them to be more fluid.

Last year the company founded NAVYA INC, its U.S. subsidiary in **Saline, MI**, to push its AUTONOM SHUTTLES onto the U.S. market. Michigan was an obvious choice for the subsidiary, as all the automotive industry and its suppliers are close. They have been very fortunate to find a lot of local partners allowing us to accelerate their settlement.



NAVYA started leasing its Saline facility in July 2017 and hiring in August 2017. After working on the facility and setting up the line, production started at the end of last year. NAVYA now have more than **20 employees** for production, sales, and operations. Among the 65 operations worldwide, the company currently have shuttles being operated in the U.S., notably at the University of Michigan and in Las Vegas.

Last October, NAVYA announced a second vehicle: AUTONOM CAB, the first **100% electric and self-driving cab** on the market, made to enhance urban mobility on public roads.



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MINNESOTA AND FRANCE

A deep and mutually beneficial relationship



France is **#5**
for jobs created by foreign
companies in Minnesota

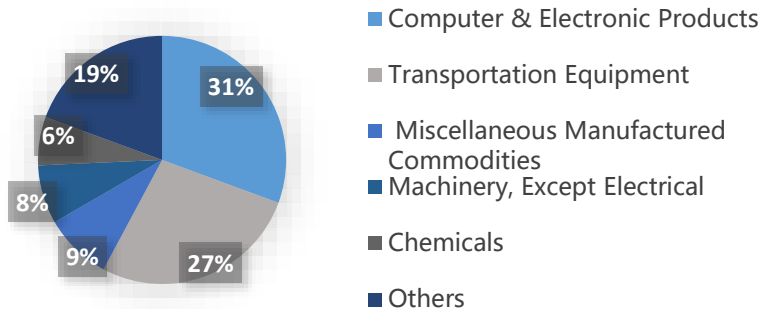


7,400 Jobs
created by French
companies in Minnesota

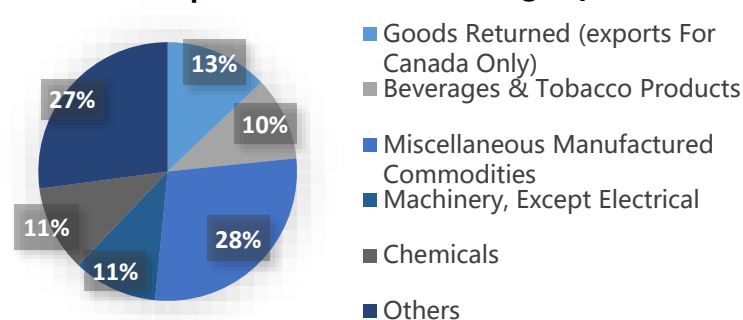
TOTAL BILATERAL TRADE IN GOODS

\$603.2 million

Minnesota exports to France: **\$352.8 million** annually



Minnesota imports from France: **\$250.4 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN MINNESOTA



Non-exhaustive list based on publicly available corporate information.



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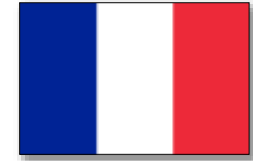


Embassy of France in the U.S.
Economic Department



MISSISSIPPI AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Mississippi

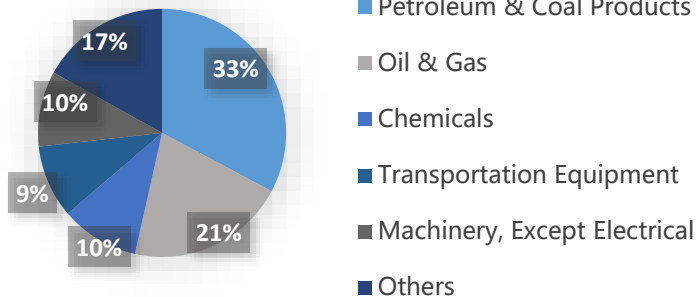


4,200 Jobs
created by French
companies in Mississippi

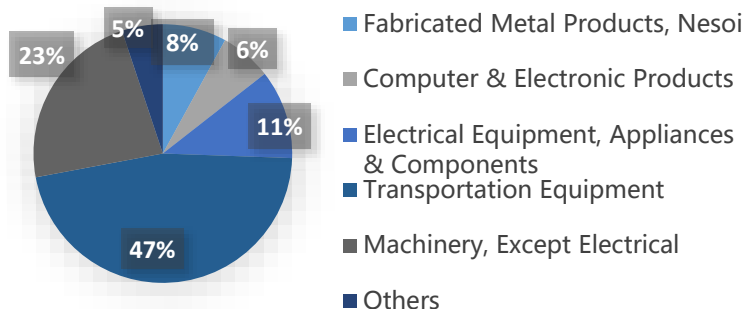
TOTAL BILATERAL TRADE IN GOODS

\$334.8 million

Mississippi exports to France: **\$150.4 million** annually



Mississippi imports from France: **\$184.4 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN MISSISSIPPI

Non-exhaustive list based on publicly available corporate information.



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French-American Chamber of Commerce Southeast

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services@facc-atlanta.com

AIRBUS HELICOPTERS

A success story in Mississippi

Airbus Helicopters Inc. is the **leader in the U.S. commercial helicopter market**. In 2005 the company opened a helicopter assembly plant in Columbus, Mississippi, where it produces the H125 commercial helicopter and the U.S. Army's UH-72A Lakota. The company employs more than **200 people** in Mississippi, about 50 percent of whom are **U.S. military veterans**.

The **Lakota program** is a success story for the U.S. Army and for Airbus. The Columbus plant has produced more than 420 UH-72A helicopters for the Army, each one delivered on-time, on-cost and meeting stringent Army quality standards. The UH-72A is a twin-engine, light utility helicopter used for a wide range of military operations including border patrol, MEDEVAC, personnel transport, light cargo, and Homeland Security missions. Lakotas have been employed extensively over the last few months, responding to wildfires and mudslides in California, and Hurricanes Irma and Harvey.



In March 2018, Airbus Helicopters Inc. received **two contracts valued at approximately \$289 million** to deliver 51 additional UH-72A Lakotas for the **U.S. Army**.



MISSOURI AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Missouri

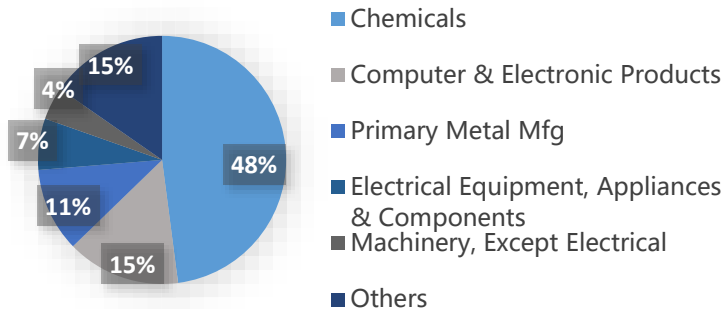


10,000 Jobs
created by French
companies in Missouri

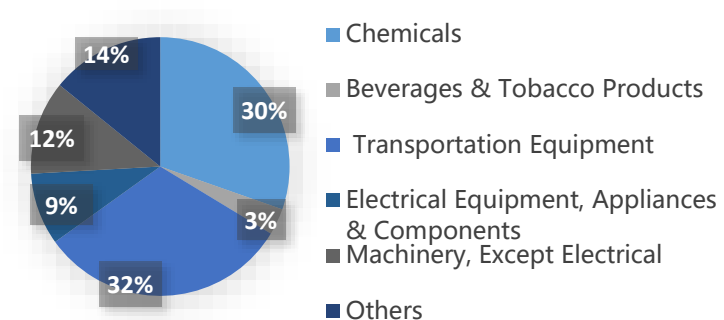
TOTAL BILATERAL TRADE IN GOODS

\$643.6 million

Missouri exports to France: **\$284.3 million** annually



Missouri imports from France: **\$359.3 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN MISSOURI



Non-exhaustive list based on publicly available corporate information.



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French-American Chamber of Commerce Chicago

www.facc-chicago.com
services@facc-chicago.com

FAURECIA

A success story in Missouri

Founded in 1997 in France, Faurecia is a global leader in the **automotive industry** through three areas of business: automotive seating, interior systems and clean mobility.

In North America, Faurecia generated \$5.3 billion in sales in 2017. The company currently employs more than **20,000 people in North America, including 600 people in Missouri** at its Clean Mobility facility in Dexter, and Seating facility in Wentzville. Faurecia announced plans in February 2018 to open a new Interiors production facility in Blue Springs, Missouri. The new facility will create more than **300 new jobs** and officially begin production activity later this year. Upon completion, total investment is expected to be in excess of \$60 million for the approximately 250,000 square foot plant.



The project was carried out in cooperation with Missouri Governor Eric Greitens, Blue Springs Mayor Carson Ross and the Kansas City Area Development Council.

In addition to its positive economic impact, Faurecia is committed to **social and environmental responsibility** and fosters a safe and healthy workplace, positive involvement in the local communities, and internal and external transparency. The company and its employees engage in regional activities such as a Community Food Drive, STEM education and shelter. In fact, since the program's origination in 2010, Faurecia **has donated 6.61 million meals** in North America alone.



MONTANA AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Montana

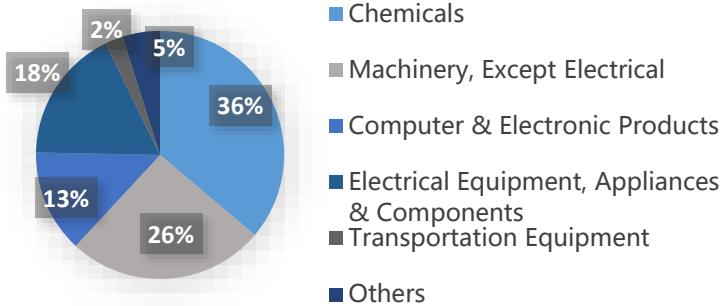


800 Jobs
created by French
companies in Montana

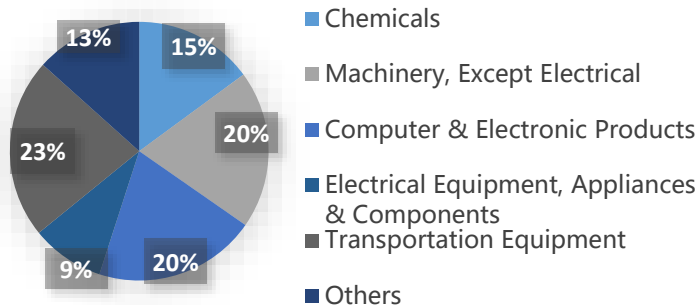
TOTAL BILATERAL TRADE IN GOODS

\$33.5 million

Montana exports to France: **\$16 million** annually



Montana imports from France: **\$17.5 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN MONTANA



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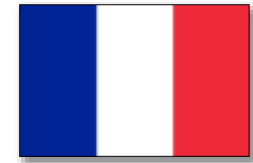
Delegate of the Economic Dept. of the French Embassy for the Western U.S.
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French-American Chamber of Commerce Pacific Northwest
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info@faccpnw.org



NEBRASKA AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Nebraska

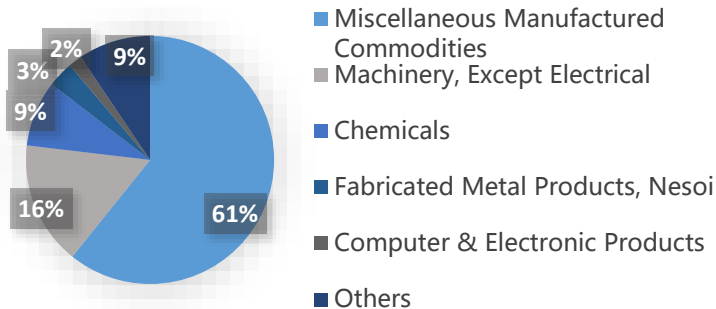


3,500 Jobs
created by French
companies in Nebraska

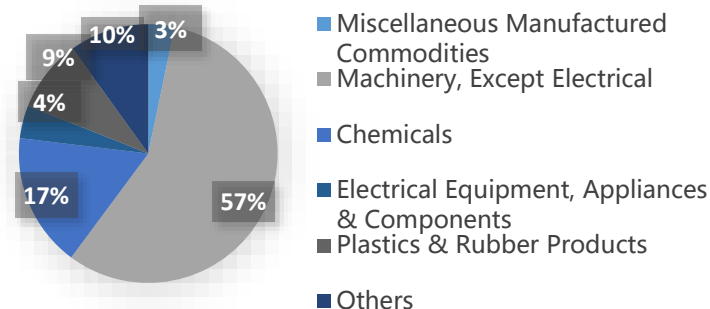
TOTAL BILATERAL TRADE IN GOODS

\$190.6 million

Nebraska exports to France: **\$105.8 million** annually



Nebraska imports from France: **\$84.8 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

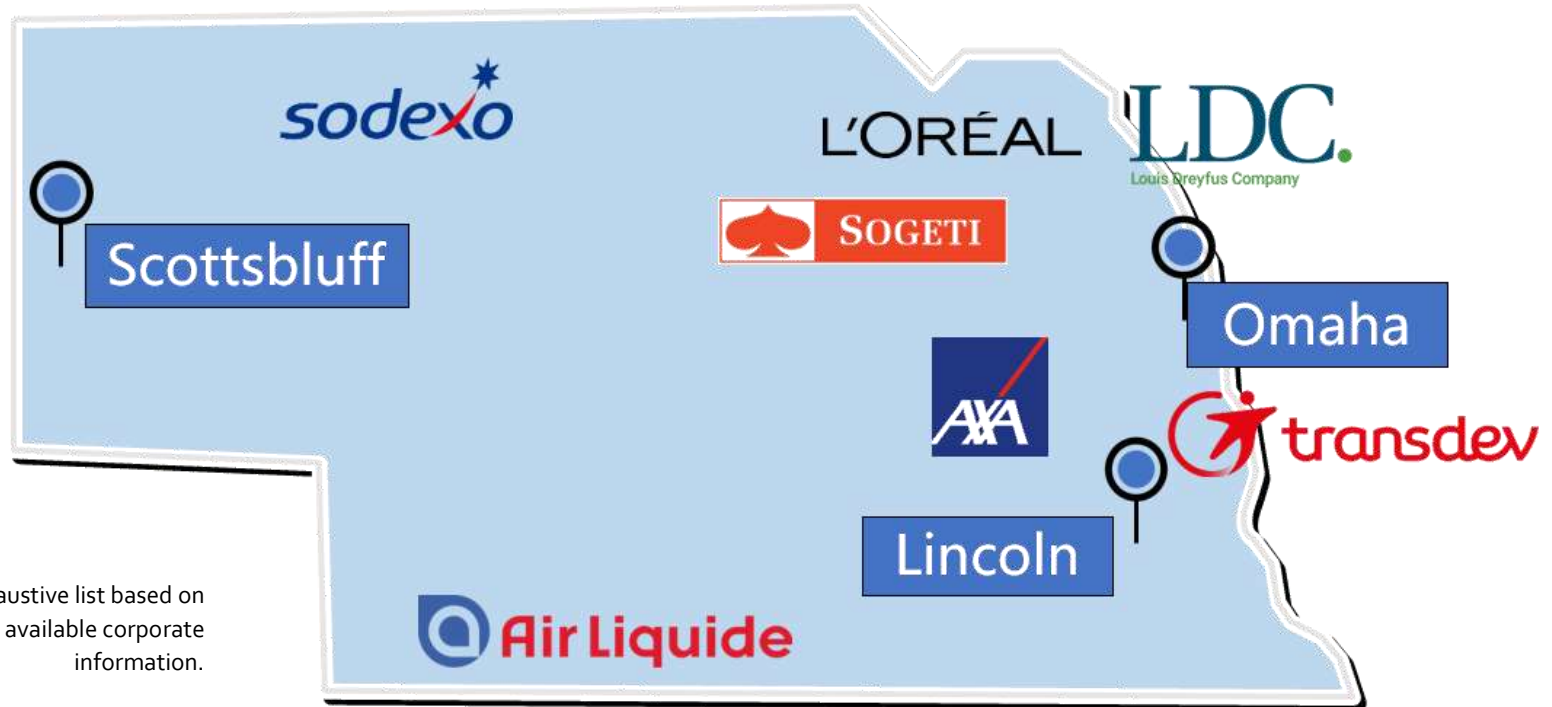
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN NEBRASKA



Non-exhaustive list based on publicly available corporate information.



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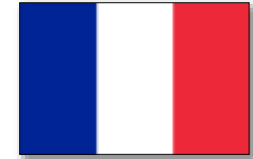
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information@facc-chicago.com

French-American Chamber of Commerce Denver
www.rmfac.org
info@rmfac.org



NEVADA AND FRANCE

A deep and mutually beneficial relationship



France is **#6**
for jobs created by foreign
companies in Nevada

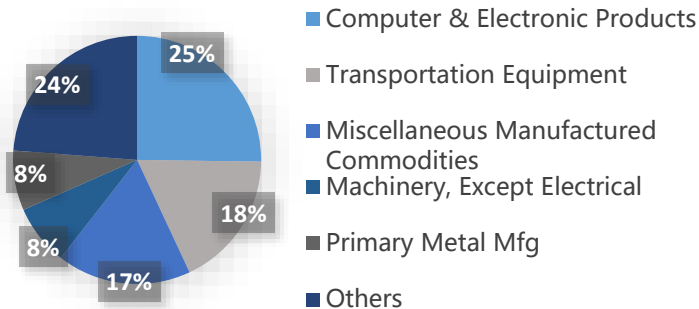


5,900 Jobs
created by French
companies in Nevada

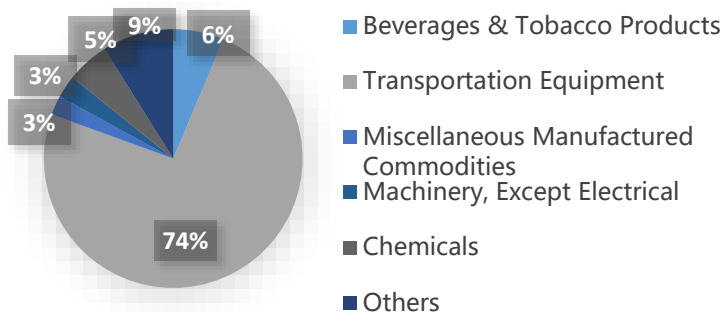
TOTAL BILATERAL TRADE IN GOODS

\$505.6 million

Nevada exports to France: **\$84.9 million** annually



Nevada imports from France: **\$420.7 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN NEVADA



Non-exhaustive list based on publicly available corporate information.



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French-American Chamber of Commerce – San Francisco
www.faccsf.com
info@faccsf.com

French-American Chamber of Commerce – Los Angeles
www.facclosangeles.org
membership@facclosangeles.org

KEOLIS

A success story in Nevada

Keolis manages intermodal and integrated passenger transportation systems throughout the world and started operating in the US in 2009. Keolis has been operating fixed-route local and express transit routes in **Las Vegas since 2013** and just secured a 5-year contract extension with the Regional Transportation Commission of Southern Nevada (RTC) until 2023.

With a **staff of 700 women and men**, Keolis is responsible for operating and maintaining a fleet of over **250 buses across 17 routes**, operating 24 hours a day, seven days a week. Those routes include the Las Vegas Strip & Downtown Express and the Deuce along the iconic resort corridor of Las Vegas Boulevard, as well as 15 residential routes. Annually, all operations amount to nearly 13 million vehicle miles (21 million vehicle km) and over 37 million passenger trips.



Over the years, Keolis has worked tirelessly to build and sustain an excellent partnership with the RTC by continuously improving service, proposing innovative solutions, and immersing itself within the community. Keolis has leveraged cutting edge technologies to improve traditional service through: the deployment of dispatching system, the optimization of bus schedules, the implementation of a pedestrian collision warning system in all vehicles, the use of live telematics to monitor in real time all electronic components of vehicles, and the training of drivers and mechanics.

Keolis has also partnered with the **City of Las Vegas** to deploy autonomous shuttles in the downtown Innovation District, the first deployment of an **autonomous vehicle** in mixed traffic in North America. The shuttle has transported over 25,000 passengers in its first 5 months of operations.



NEW HAMPSHIRE AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in New Hampshire

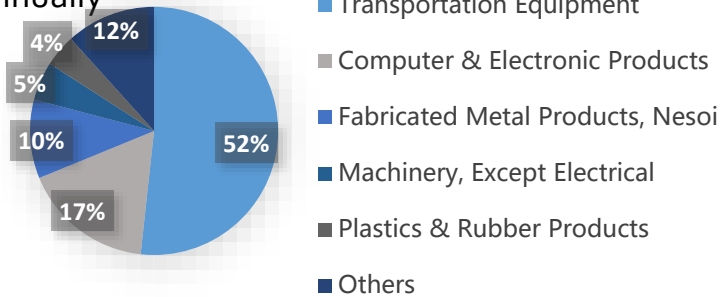


3,900 Jobs
created by French companies
in New Hampshire

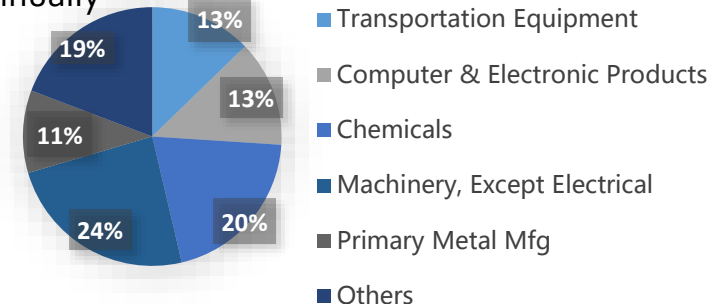
TOTAL BILATERAL TRADE IN GOODS

\$301 million

New Hampshire exports to France: **\$200 million** annually



New Hampshire imports from France: **\$101 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

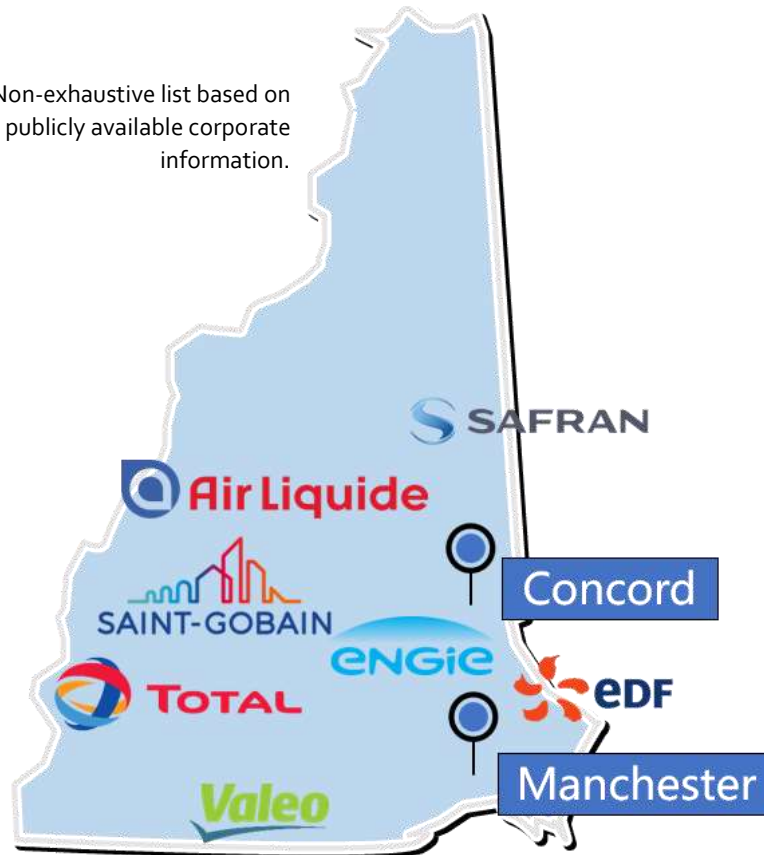
Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN NEW HAMPSHIRE

Non-exhaustive list based on publicly available corporate information.



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www.frenchtreasuryintheus.org
washington@dgtrésor.gouv.fr

French-American Chamber of Commerce New England Chapter

www.faccne.org
contact@faccne.org

SAFRAN

A success story in New Hampshire

Safran has been investing in the U.S. for nearly half a century, developing technologies and products for the **aerospace and defense markets**. With approximately **14,000 employees working in 26 states**, Safran brings world-class technologies to U.S. partners. In February 2018, Safran took control of Zodiac Aerospace, significantly expanding its aircraft equipment activities.

Through two subsidiaries, Safran is creating jobs, supporting local communities, and bringing advanced technologies to the state of **New Hampshire**. Safran is rapidly expanding and hiring skilled workers across the state. Safran has partnered with Albany International to produce 3D woven composite parts, using RTM technology, for aircraft engine parts at a 343,000-square-foot complex that opened in 2013. Located in Rochester, the facility currently manufactures blades and fan cases for CFM International's LEAP engine, designed to power the next-generation single-aisle aircraft. Safran Aerospace Composites has been acknowledged for its **extensive efforts to develop local talent** by equipping its workforce with highly specialized skills.



Copyright: Scott Gable/CAPA Pictures/Safran

New Hampshire is also home to Safran Electronics & Defense subsidiary Optics 1, a global leader in the design and production of electro-optical systems, including visual augmentation systems, laser range finder systems, and long-range precision targeting and observation devices. The company operates a 50,000-square-foot manufacturing and testing facility in Bedford. With over 25,000 laser rangefinders delivered to the U.S. Department of Defense, Optics 1 supports the activities of the United States military and homeland security communities.



NEW JERSEY AND FRANCE

A deep and mutually beneficial relationship



France is **#1**
for jobs created by foreign
companies in New Jersey

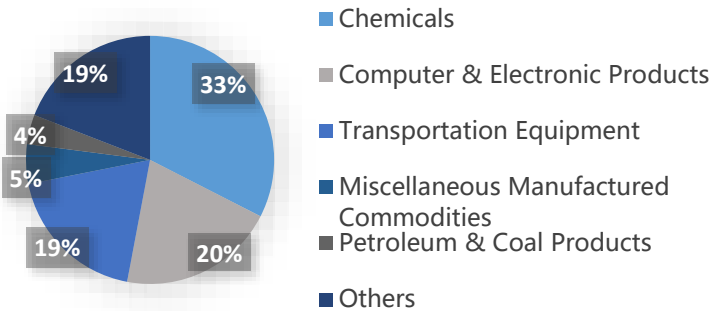


46,200 Jobs
created by French companies
in New Jersey

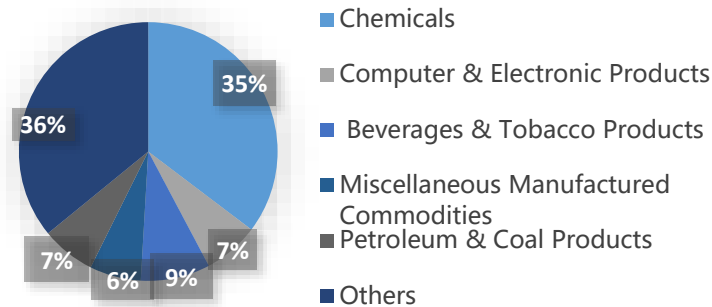
TOTAL BILATERAL TRADE IN GOODS

\$5.02 billion

New Jersey exports to France: **\$1.03 billion** annually



New Jersey imports from France: **\$3.99 billion** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN NEW JERSEY



Non-exhaustive list based on publicly available corporate information.



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Economic Department Team in New York

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French-American Chamber of Commerce Philadelphia

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info@faccphila.org

SUEZ

A success story in New Jersey

Having originated U.S. operations in 1869 as the Hackensack Water Company, **SUEZ** today provides water and wastewater services to over 1 million New Jersey residents and employs nearly 1,000 people throughout the state.

With a strong commitment to providing customers with **safe, reliable water service**, the company has recently replaced miles of pipeline, upgraded treatment and distribution facilities and made investments in digital initiatives, amounting to nearly **\$300 million in New Jersey alone**.



The digital transformation includes a **robust customer web experience** with innovative tools, an advanced metering system that significantly decreases time in detecting customer leaks, a workforce management program that increases the efficiency of field service operations, and the deployment of digital sensors that provide real-time water quality readings.

The strong investments in traditional and digital infrastructure will enhance the connection that customers have with operations and improve workforce productivity.



NEW MEXICO AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in New Mexico

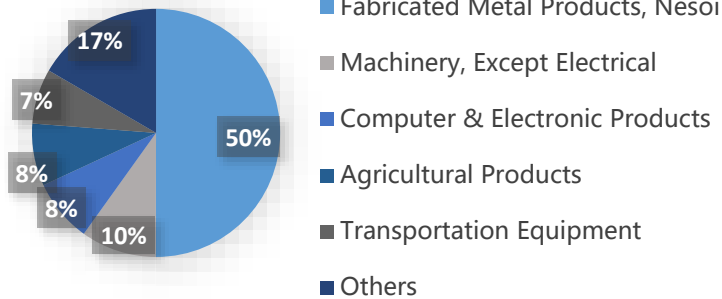


2,600 Jobs
created by French companies
in New Mexico

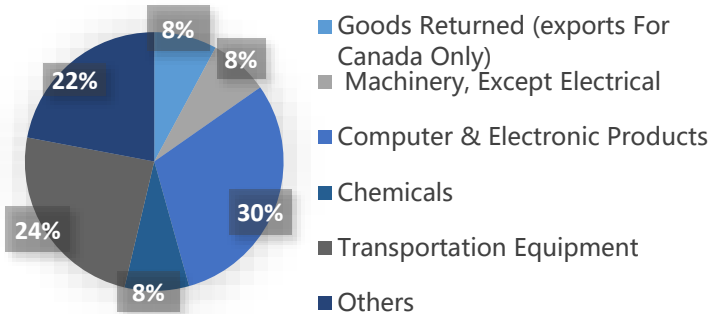
TOTAL BILATERAL TRADE IN GOODS

\$48.9 million

New Mexico exports to France: **\$18.2 million** annually



New Mexico imports from France: **\$30.7 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN NEW MEXICO



Non-exhaustive list based on publicly available corporate information.

CITELUM

A success story in New Mexico

In 2017, the City of Albuquerque, NM, and Citelum entered into a **15-year partnership** to convert over 20,000 streetlights to LED, implement an Internet of Things (IoT) architecture, and deploy a central management system for operation & maintenance.

To support Mayor Tim Keller's vision of making the City of Albuquerque a **safe, innovative and inclusive community**, Citelum and the city have collaborated to create a unique plan to relight Albuquerque. A custom "Lighting Master Plan" has been designed based on a complete inventory of city-owned assets and thorough analysis of the city's urban landscape. Accounting for factors such as local heritage, public safety goals, and land usage, the design ensures the right light, for the right application, for every location across Albuquerque.



Guaranteed energy and maintenance savings generated by Citelum's performance-based contract are dedicated to the implementation of a **safety-oriented smart city program**. To help reduce crime, the smart city uses lighting controls and license plate recognition cameras that tie directly to the Police Department's (APD) Real Time Crime Center (RTCC).

Life expectancy and efficiency of LED lighting far exceeds that of the current conventional streetlights. Over the term of the project, the new technology will generate **58% guaranteed energy savings**, reduce light pollution, and reduce CO₂ emissions by 123,000 tons.



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French-American Chamber of Commerce – Los Angeles

www.facclosangeles.org
membership@facclosangeles.org



NEW YORK AND FRANCE

A deep and mutually beneficial relationship



France is **#2**
for jobs created by foreign
companies in New York

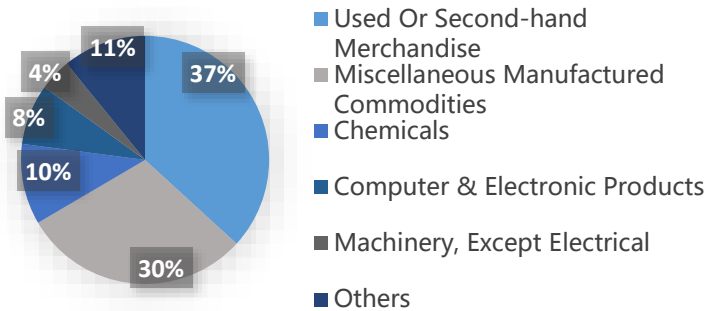


53,000 Jobs
created by French companies
in New York

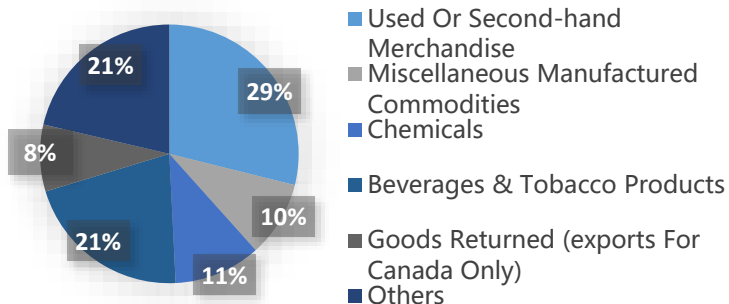
TOTAL BILATERAL TRADE IN GOODS

\$8.9 billion

New York exports to France: **\$2.04 billion** annually



New York imports from France: **\$6.9 billion** annually



See appendix for data source

DEVIALET

A success story in New York City

In November 2016, a **100M€ fundraising round** allowed Devialet, a French sound devices start-up, to quickly expand internationally and to bring the best sound in the world all over the planet. The United States being the biggest market for premium audio, was obviously a key market to address, and Devialet decided to base its U.S. operations from its heart, in New York City.

With a revolutionary product such as Phantom, Devialet is delivering a **genuine experience** in their stores that New Yorkers immediately fell in love with.

Last year, Devialet increased its footprint in NYC, bringing its breakthrough products to iconic NY places such as **Soho, Grand Central Terminal and Columbus Circle**. Additionally, Devialet partnered with Barneys to build a full blown listening room on the main floor of their New York flagship on Madison Avenue.



Growing the team from 5 people in a WeWork space to **30+ people in a brand new Soho Office** while increasing revenue by 100%+ the past year, Devialet's New York success is already paving the way for the company to expand to other markets in the US.

SOME OF THE FRENCH-AFFILIATED FIRMS IN NEW YORK



Non-exhaustive list based on publicly available corporate information.

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Embassy of France / Economic Dept.
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washington@dgtresor.gouv.fr

Economic Department Team in New York
new-york@dgtresor.gouv.fr

French-American Chamber of Commerce New York
www.faccnyc.org
info@faccnyc.org

ALSTOM

A success story in upstate New York

Alstom has a 160+-year history in New York State and employs over **1,000 people** at its advanced manufacturing sites in **Hornell and Rochester**. In addition, Alstom spent over \$150 million with 370 active suppliers in New York last year.

Alstom is a **mobility technology leader** in the U.S. and is transferring technology and localizing production to **create new, sustainable, high-tech, high-quality engineering and manufacturing jobs in New York state**.



Photo credit: Alstom / Earl Richardson

Alstom has been in continuous operation in Rochester since 1904. This site serves as Alstom's North American **center of excellence for railway signaling and train control solutions**. Alstom's Rochester site introduced the first Federal Railway Administration (FRA) approved Positive Train Control (PTC), the federally mandated collision avoidance system, on the Northeast Corridor. Home to over 400 employees, Alstom invests over **\$5 million per year in research and development** in Rochester.

Alstom also supports the communities around its New York industrial sites by developing **partnerships with leading local academic institutions** including Rochester Institute of Technology and Alfred State. These partnerships will help train and develop the next generation of high-skilled workers required to support the country's transportation systems.



NORTH CAROLINA AND FRANCE

A deep and mutually beneficial relationship



France is **#5**
for jobs created by foreign
companies in North Carolina

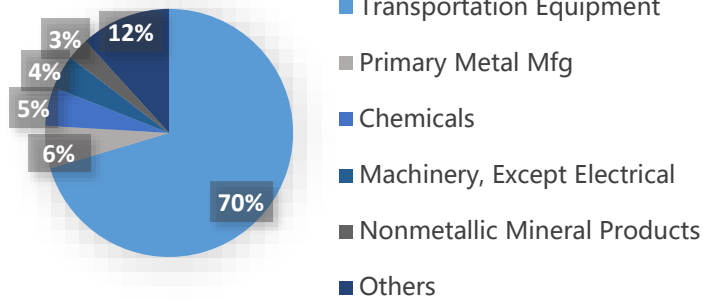


15,000 Jobs
created by French companies
in North Carolina

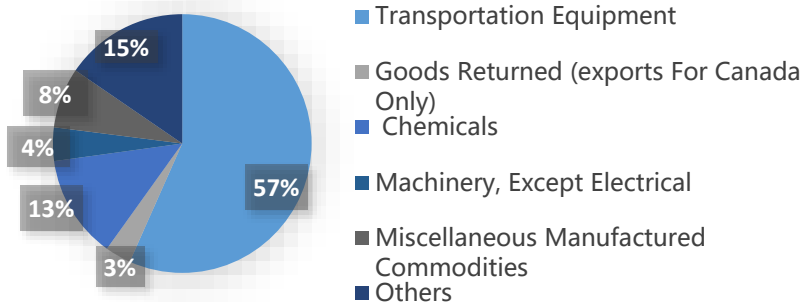
TOTAL BILATERAL TRADE IN GOODS

\$3.5 billion

North Carolina exports to France: **\$1.4 billion** annually



North Carolina imports from France: **\$2.1 billion** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN NORTH CAROLINA



Non-exhaustive list based on publicly available corporate information.

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NORTH DAKOTA AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in North Dakota

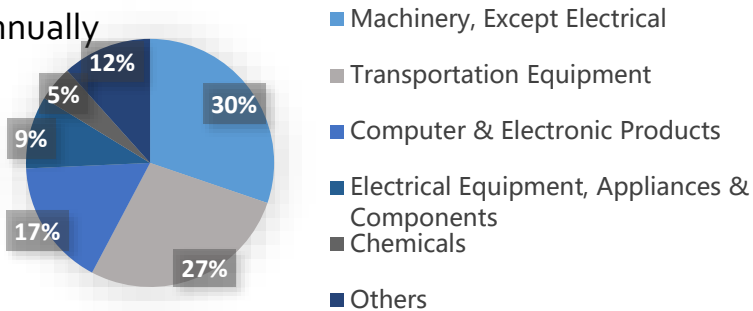


600 Jobs
created by French companies
in North Dakota

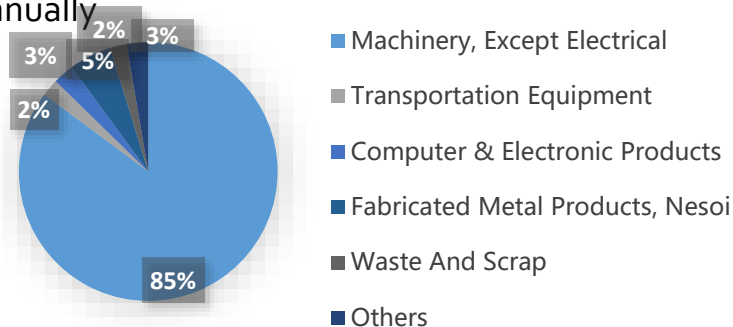
TOTAL BILATERAL TRADE IN GOODS

\$70.9 million

North Dakota exports to France: **\$14.4 million**
annually



North Dakota imports from France: **\$56.5 million**
annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

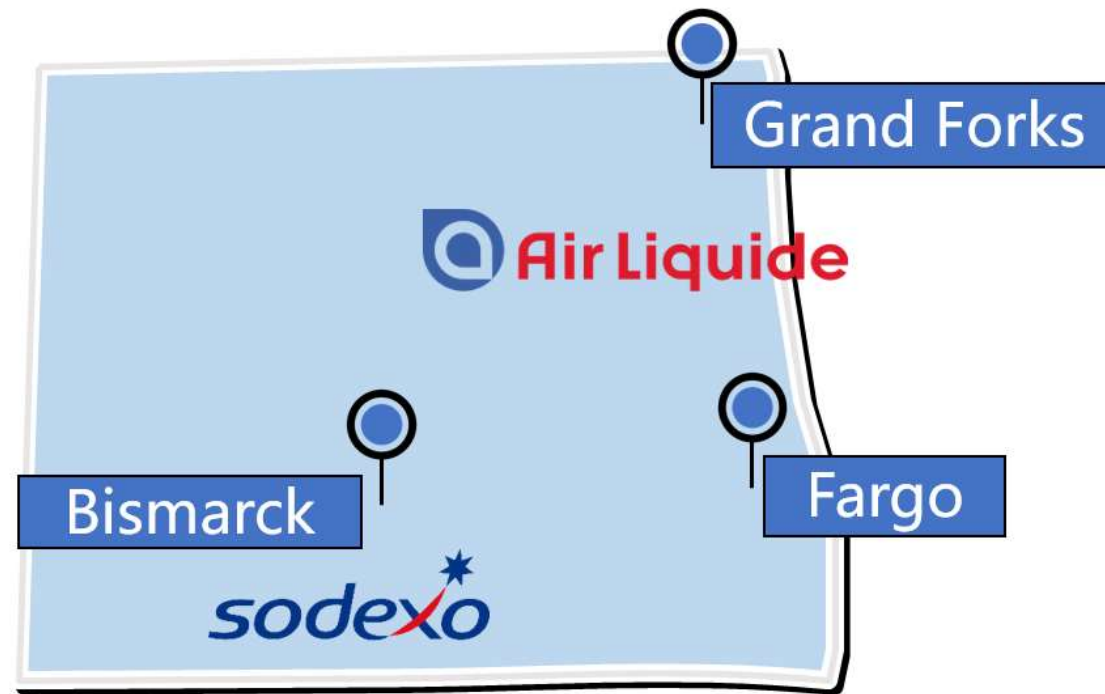
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN NORTH DAKOTA



Non-exhaustive list based on publicly available corporate information.



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OHIO AND FRANCE

A deep and mutually beneficial relationship



France is **#6**
for jobs created by foreign
companies in Ohio

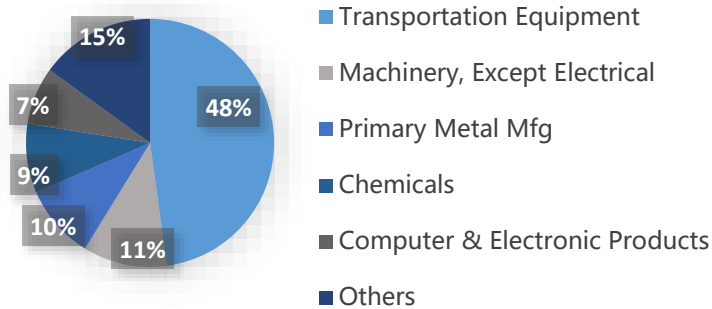


18,800 Jobs
created by French companies
in Ohio

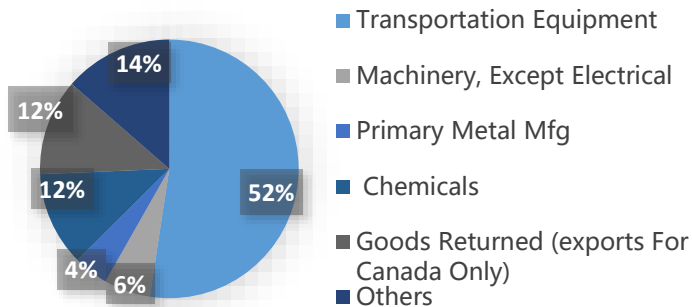
TOTAL BILATERAL TRADE IN GOODS

\$2.92 billion

Ohio exports to France: **\$1.24 billion** annually



Ohio imports from France: **\$1.68 billion** annually



See appendix for data source

VALLOUREC

A success story in Northeast Ohio

Vallourec is a **world leader in premium tubular solutions** primarily serving the energy markets, as well as other industrial applications. With nearly 19,500 employees, 50 integrated manufacturing facilities, advanced R&D and a presence in more than 20 countries, Vallourec offers its customers **innovative global solutions** to meet the energy challenges of the 21st century.

In North America, Vallourec primarily serves the domestic oil and gas market with **2,300 people in 22 manufacturing facilities and service operations** strategically located in close proximity to significant shale and offshore plays in the U.S., Canada, and Mexico.

In Youngstown, Ohio, nestled among the urban landscape of busy highways, interstate rail lines and industrial roads lay two of Vallourec's state of the art facilities -- Vallourec Star and VAM USA.

The world class operations, spread

across a sprawling campus of 400 acres within a 3 mile radius, encompass a steel plant, two pipe rolling and finishing mills, and premium threading.



Employing about **750 people within the multiple Youngstown sites**, Vallourec is the largest manufacturing employer in the city. The expertise and diversity of its employees are key to Vallourec's success. They carry on the manufacturing tradition of previous generations with 21st century research and technology giving Vallourec a rich heritage in Ohio as a center of excellence for pipe making.

SOME OF THE FRENCH-AFFILIATED FIRMS IN OHIO



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DANONE

A success story in Southwest Ohio

Strong work ethic, expansive growth and 50 years of commitment have made Dannon yogurt a staple of a small community in west-central, Ohio. Located north of Dayton, Ohio, the village of Minster, Ohio is home to Danone's largest yogurt facility in North America producing more than 600 million of yogurt each year.

From its opening in 1968 in a quaint dairy milk processing plant, the operation has grown from three employees to over 400 today. The current yogurt plant sits on 58 acres of property with many cow-to-cup abilities close at hand. Over **25,000 cows**, most milked within a 300-mile radius of the plant, are relied on each day to produce more than 200 different varieties of products on more than 10 production lines.



Over the past decade, Danone North America has invested heavily in the Minster plant. Between 2011 and 2013, the plant expanded to produce Greek yogurts including the Dannon Oikos line and Dannon Light & Fit Greek yogurts. In 2017, the plant saw the opening of an on-site distribution center which is owned and operated by a third-party logistics company. 2018 will see the Minster plant expand again with new production lines that will further **increase capacity**.

The Minster plant has also been a **philanthropic partner to local charities, schools and community events**. Additionally, the Minster facility has provided substantial amounts of products for decades to support many local organizations.



OKLAHOMA AND FRANCE

A deep and mutually beneficial relationship



France is **#1**
for jobs created by foreign
companies in Oklahoma

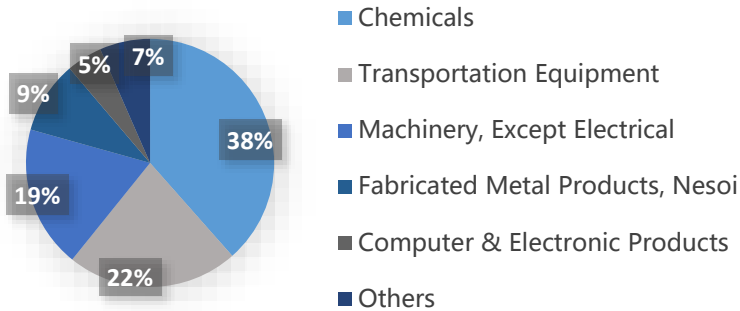


9,500 Jobs
created by French companies
in Oklahoma

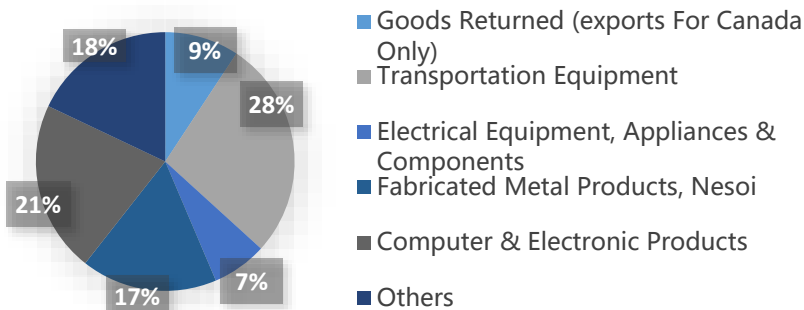
TOTAL BILATERAL TRADE IN GOODS

\$250.7 million

Oklahoma exports to France: **\$66.3 million** annually



Oklahoma imports from France: **\$184.4 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN OKLAHOMA



Non-exhaustive list based on publicly available corporate information.

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www.faccohio.org
info@faccohio.org

French-American Chamber of Commerce Dallas
www.faccdallas.com
info@faccdallas.com

EDF RENEWABLE ENERGY

A success story in Oklahoma

Between 2016 and 2017, EDF Renewable Energy, the largest renewable developer among corporate buyers with 930 MW contracted - has commissioned two windfarms in Oklahoma for a total capacity of 375 MW and a global investment of \$500 million.



Great Western Wind Project (225 MW - \$300M investment) is in Woodward and Ellis counties, and consists of close to 100 units supplied by Vestas. The power output is sold to Google under a long-term Power Purchase Agreement (PPA) and supports the company's objective of powering all its operations with clean energy. The amount of power generated will be equivalent to avoiding more than 600,000 metric tons of CO₂ emissions annually, equivalent to the emissions of 125,000 passenger vehicles driven over the course of one year.

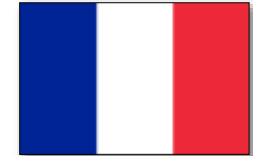
Rock Falls Wind Project (154 MW - \$200M investment), located in Kay and Grant Counties, consists of Siemens wind turbines manufactured in the company's Iowa-based facilities. This project has created more than 150 jobs since start of construction along with millions of dollars injected into the local economy. 120 MW of the 154 MW renewable energy produced will provide Kimberly-Clark with a significant portion of the electricity needs of its North American manufacturing operations.

Google and Kimberly-Clark joined EDF RE's growing North America portfolio of corporate purchasers that include Microsoft, Salesforce, Walmart, and Yahoo.



OREGON AND FRANCE

A deep and mutually beneficial relationship



France is **#6**
for jobs created by foreign
companies in Oregon

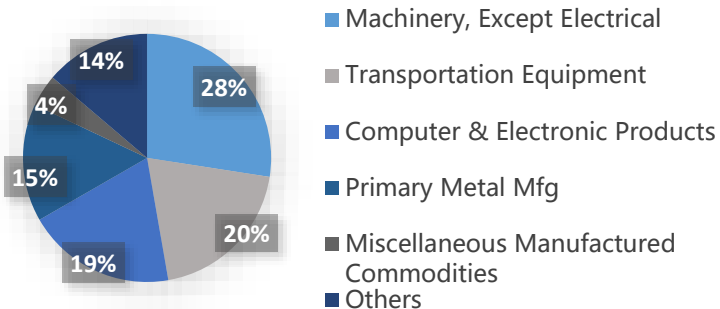


3,800 Jobs
created by French companies
in Oregon

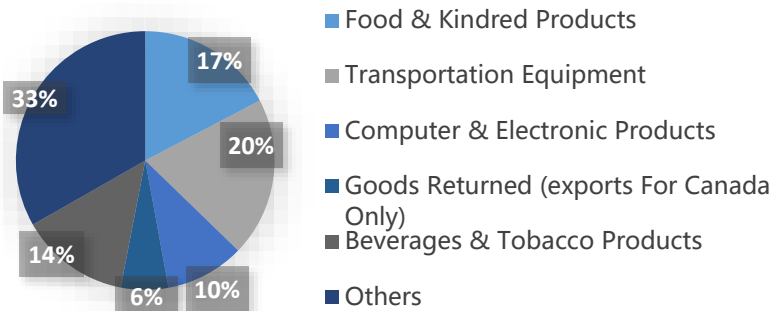
TOTAL BILATERAL TRADE IN GOODS

\$316.1 million

Oregon exports to France: **\$187 million** annually



Oregon imports from France: **\$129.1 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN OREGON



Non-exhaustive list based on publicly available corporate information.



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san-francisco@dgtrésor.gouv.fr

French-American Chamber of Commerce Pacific Northwest

www.faccpnw.org
info@faccpnw.org

SATYS

A success story in Oregon

Satys (formerly STTS) is a French industrial group, present in 11 countries. The company is active in aircraft sealing and painting, in engineering and manufacturing of airline interiors, in cabling and wire assemblies for the energy, medical, aerospace, and railway sectors and in surface treatment for aerospace industry. The Satys group employs 3,000 people worldwide.



In March of 2017, Satys launched its first USA operation in Portland, Oregon, following the award of a competitive bid contract to paint Boeing aircraft in Portland. Since then, Satys USA has painted and delivered to Boeing over 50 high quality painted commercial aircraft, some with exotic liveries (airline logos/colors).

Satys USA in Portland employs a diverse workforce of nearly 90 production workers and a Lean Management Team of 10. An additional ten livable wage jobs will be added to the local economy by year-end. True to the corporate commitment for group support worldwide, French colleagues from Toulouse and beyond have been providing technical support and training. Portland managers and skilled painters have had the opportunity to travel to France in support of continuous improvement in finance, HR, training and operations.



PENNSYLVANIA AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Pennsylvania

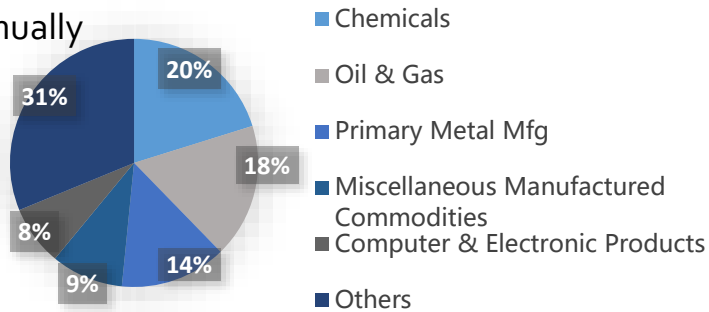


27,000 Jobs
created by French companies
in Pennsylvania

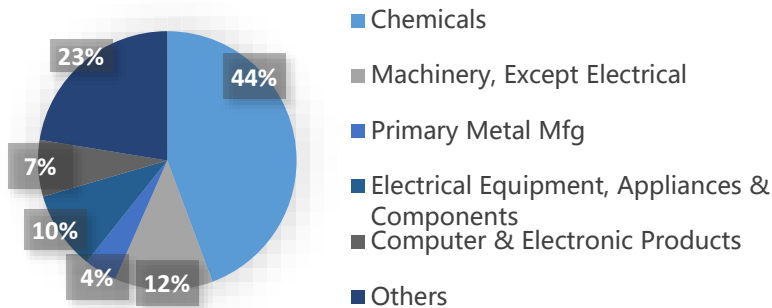
TOTAL BILATERAL TRADE IN GOODS

\$1.86 billion

Pennsylvania exports to France: **\$658.6 million** annually



Pennsylvania imports from France: **\$1.2 billion** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN PENNSYLVANIA



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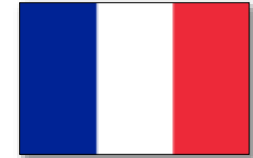
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RHODE ISLAND AND FRANCE

A deep and mutually beneficial relationship



France is **#2**
for jobs created by foreign
companies in Rhode Island

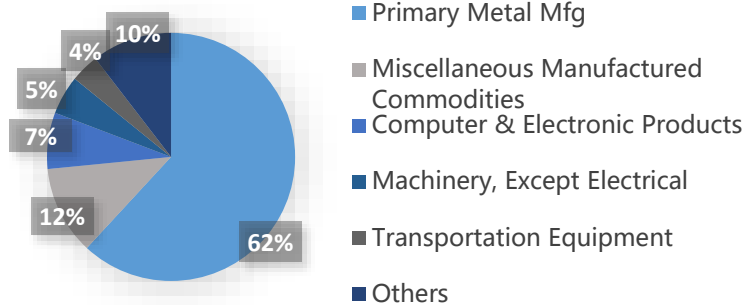


4,300 Jobs
created by French companies
in Rhode Island

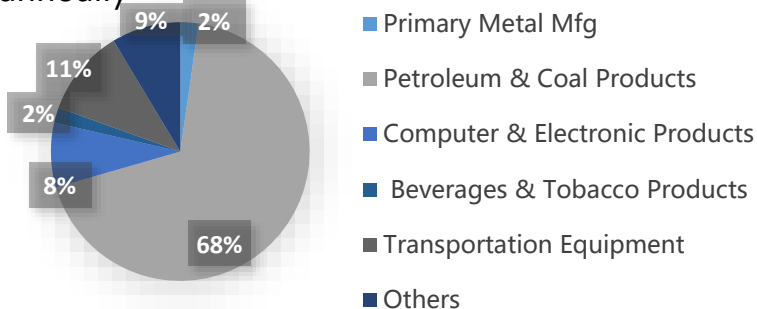
TOTAL BILATERAL TRADE IN GOODS

\$358 million

Rhode Island exports to France: **\$41.3 million** annually



Rhode Island imports from France: **\$316.7 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

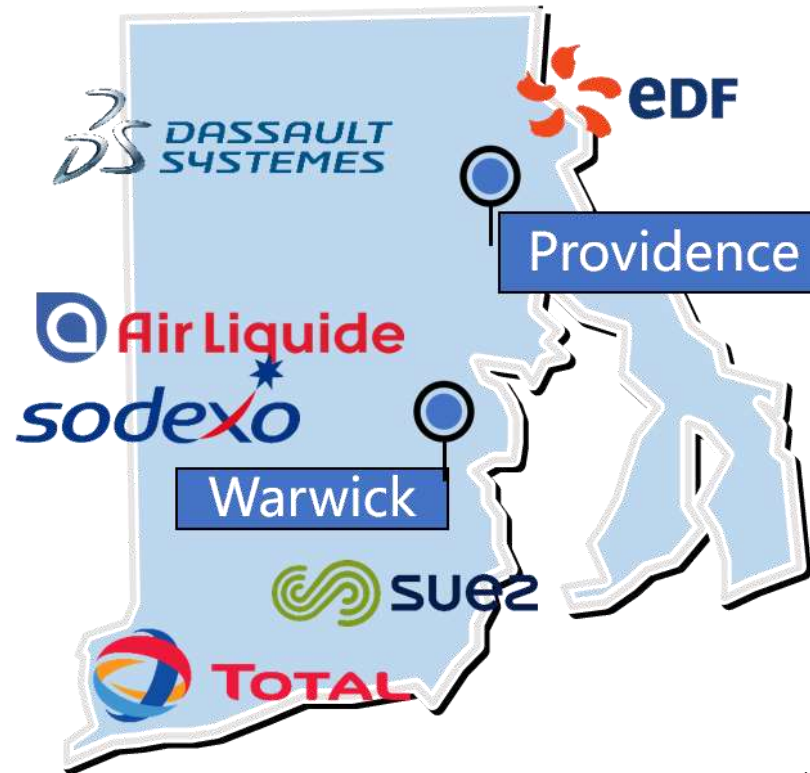
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN RHODE ISLAND



Non-exhaustive list based on publicly available corporate information.

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SOUTH CAROLINA AND FRANCE

A deep and mutually beneficial relationship



France is **#2**
for jobs created by foreign
companies in Rhode Island

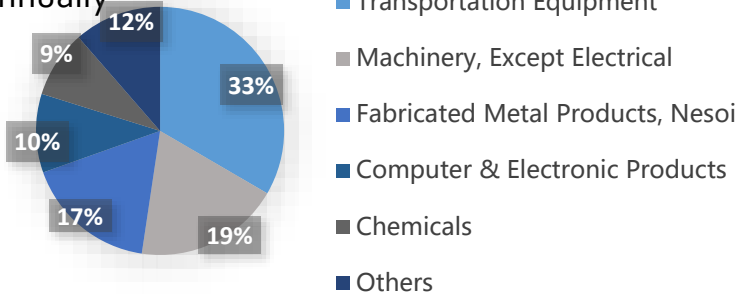


20,900 Jobs
created by French companies
in South Carolina

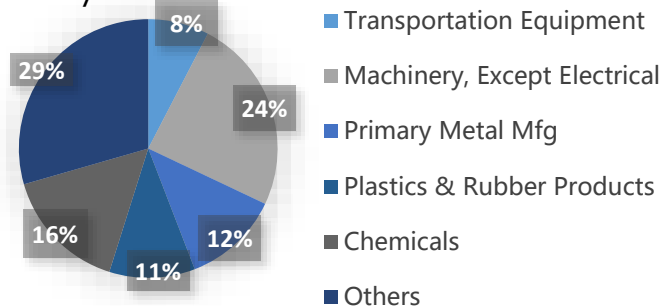
TOTAL BILATERAL TRADE IN GOODS

\$1.43 billion

South Carolina exports to France: **\$503 million**
annually



South Carolina imports from France: **\$932.6 million**
annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

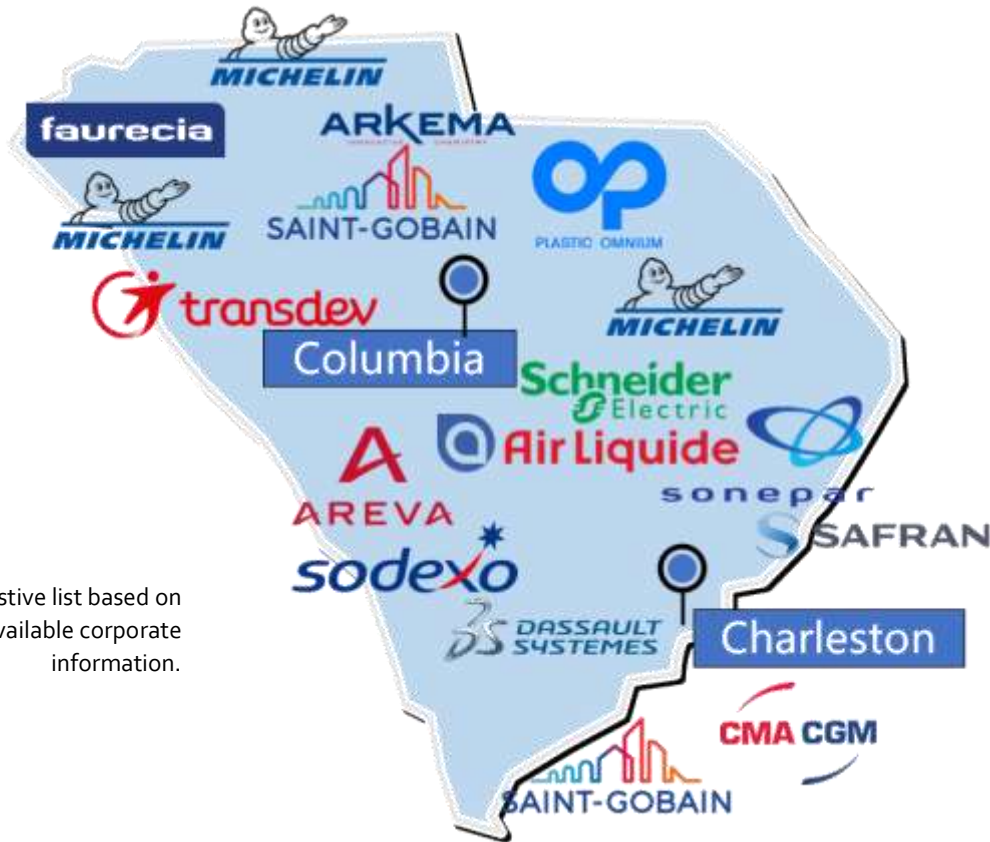
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN SOUTH CAROLINA



Non-exhaustive list based on publicly available corporate information.



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MICHELIN

A success story in South Carolina

Dedicated to the improvement of **sustainable mobility**, Michelin designs, manufactures, and sells tires for every type of vehicle, including airplanes, automobiles, bicycles, earthmovers, farm equipment, heavy-duty trucks, and motorcycles. The company has earned a long-standing reputation for building innovative premium tires. In addition to tires, the Company also publishes travel guides, hotel and restaurant guides, maps, and road atlases.

Headquartered in Greenville, S.C., Michelin North America is the **largest manufacturing employer in the state, employing more than 20,000 people and operating 19 major manufacturing plants**. The company has invested more than **\$5 billion** in manufacturing capacity and infrastructure and other developments in support of its sustainable growth strategies.



The French company established operations in North America in 1969, opening its first plant in the region in Nova Scotia. One of the key attributes that later attracted Michelin to South Carolina was the presence of a **skilled and talented workforce**. The textile industry in the Upstate laid the ground work by fostering a strong workforce that was an established, available, and committed group of people.

More than 40 years later, having a highly-skilled workforce continues to be essential to Michelin's success. Forbes magazine has ranked Michelin No. 1 on its annual survey of **"Best Large Employers in America"** for 2018.



SOUTH DAKOTA AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in South Dakota

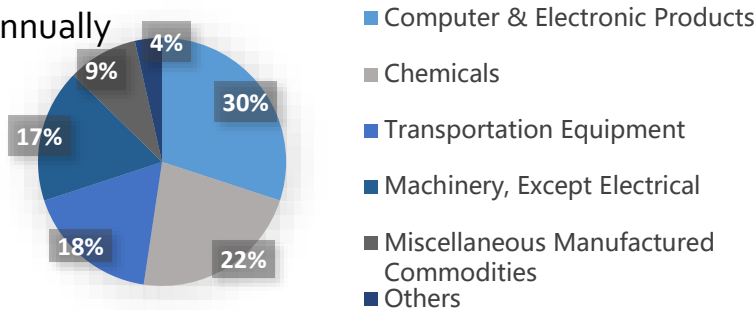


1,400 Jobs
created by French companies
in South Dakota

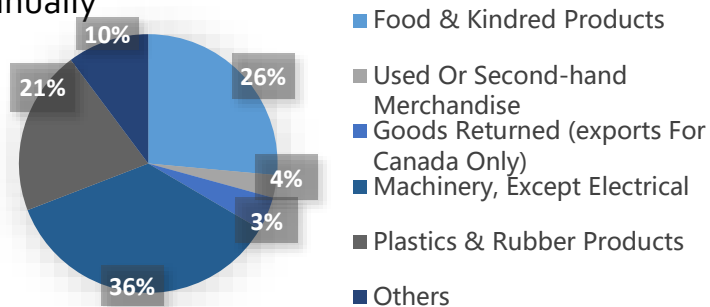
TOTAL BILATERAL TRADE IN GOODS

\$10.9 million

South Dakota exports to France: **\$4.44 million**
annually



South Dakota imports from France: **\$6.44 million**
annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

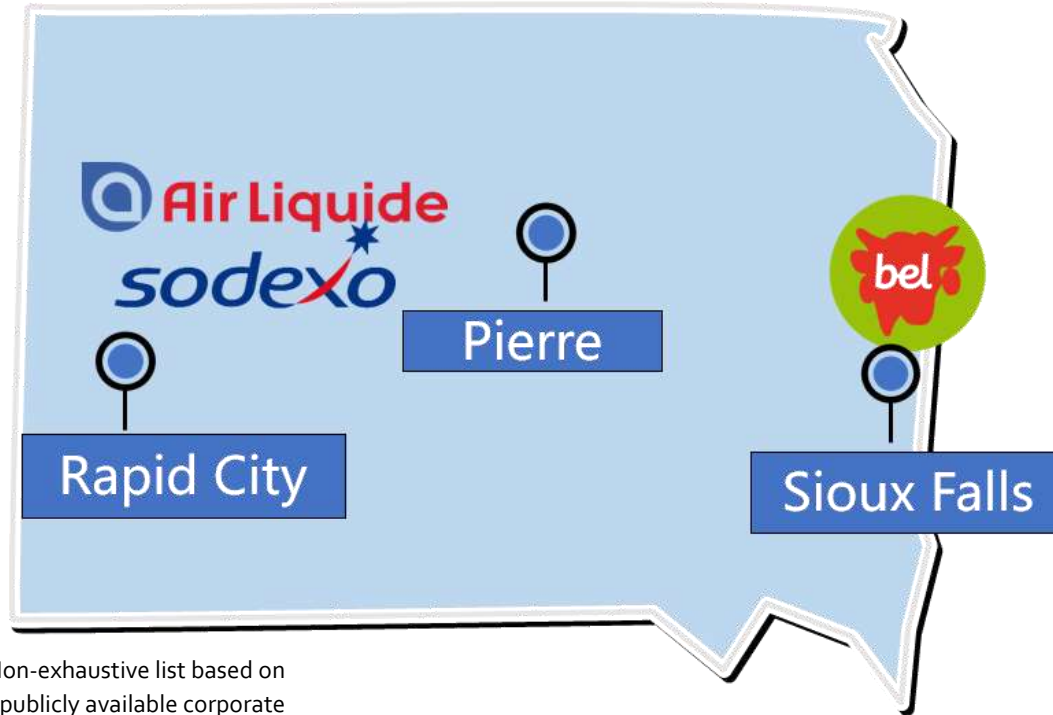
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN SOUTH DAKOTA



Non-exhaustive list based on publicly available corporate information.



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washington@dgtrésor.gouv.fr

French-American Chamber of Commerce Chicago

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BEL

A success story in South Dakota

Group Bel is a 150-year-old French family company, the **3rd largest branded cheese manufacturer in the world**, with operations in 30 countries.

Bel has been present in the U.S. since the late 1970s. The United States is a key market because it is the largest cheese market in the world. Bel purchased its 1st plant in 1970 in Kentucky, where they produce The Laughing Cow and Mini-Babybel (MBY). The company purchased other U.S. cheese brands and a plant in Wisconsin in 1996. Bel US & Americas HQ is located in Chicago, Illinois. Bel employs 900 people in the U.S.

Since 2014, the largest Bel plant in the USA is located in **Brookings, South Dakota**. It is the largest ever investment in the history of the Group worldwide, with a **\$145M investment and direct job creation for 280 people**.



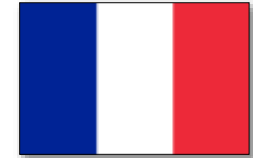
Bel selected South Dakota for its **very favorable business climate** and for its position as a milk supply hub. It is a success for Bel, which is working closely with the state of South Dakota and the community of Brookings, SD, as well as the South Dakota State University for recruitment and training.

The experience is so positive that Bel is now studying a production expansion with a **possible doubling of their capacity in the US**, creating more direct and indirect jobs in the U.S.



TENNESSEE AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Tennessee

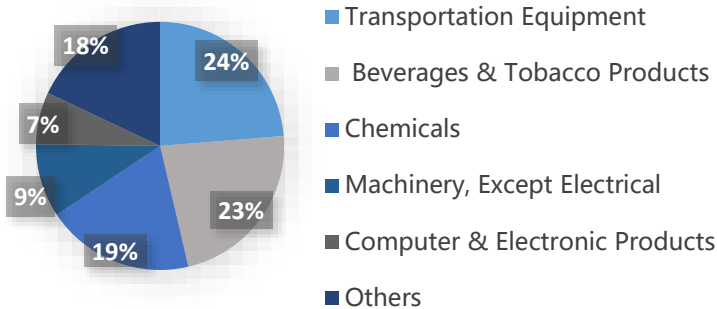


17,700 Jobs
created by French companies
in Tennessee

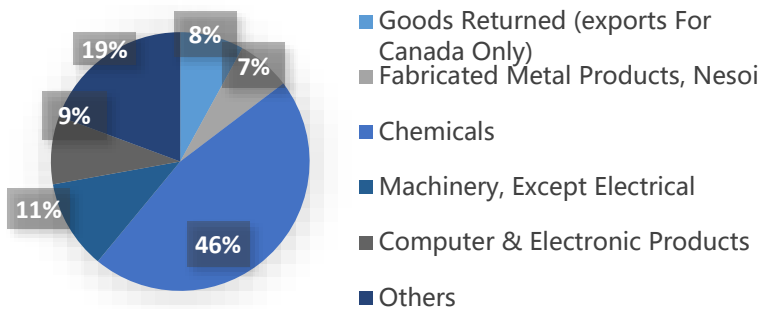
TOTAL BILATERAL TRADE IN GOODS

\$993.9 million

Tennessee exports to France: **\$401.2 million** annually



Tennessee imports from France: **\$592.7 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN TENNESSEE



Non-exhaustive list based on publicly available corporate information.



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French-American Chamber of Commerce Atlanta - Southeast

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SCHNEIDER ELECTRIC

A success story in Tennessee

Schneider Electric USA is leading the digital transformation of energy management and automation in homes, buildings, data centers, infrastructure and industries. The company employs over 19,000 people across approximately 200 sites, including 21 manufacturing locations, and achieved revenue of \$7 billion in 2017.



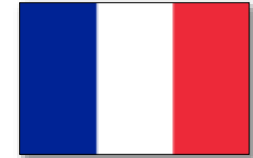
In 2017, Schneider Electric USA established a Southeast regional office in Franklin, TN. This move consolidated its existing Middle Tennessee operations, relocating approximately 900 current employees. Known as the **NashvilleHub**, the facility is Schneider Electric's largest office in the United States, and was built to accommodate the company's future growth as the advanced energy job market expands. Designed to be a workplace of collaboration and energy efficiency, a hub of innovation, leadership and excellence, Schneider Electric employed a wide range of its own products and solutions in the campus's construction, including its advanced EcoStruxure IoT framework to optimize the facility's efficiency, sustainability and energy savings.

Schneider Electric USA is a **Habitat for Humanity National Partner** and has donated \$36.7M in equipment since 2000, as well as being listed as **#24 of companies that are changing the world** (Fortune 2016) and acknowledged in CDP's Global Climate 500 Performance Leadership Index and Dow Jones' Sustainability Index. Schneider Electric USA is also committed to internal sustainability, including reducing energy use in its own factories, and is a US Department of Energy Better Buildings Challenge leader and is Superior Energy Performance certified. 99



TEXAS AND FRANCE

A deep and mutually beneficial relationship



France is **#2**
for jobs created by foreign
companies in Texas

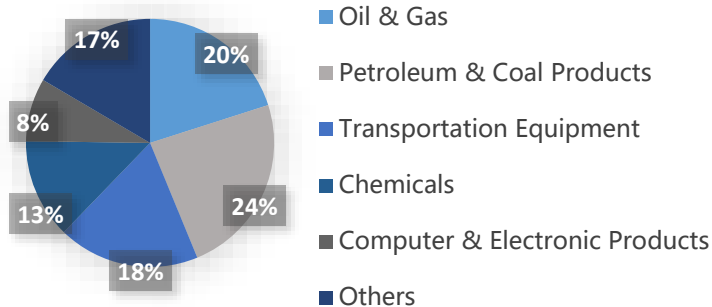


58,700 Jobs
created by French companies
in Texas

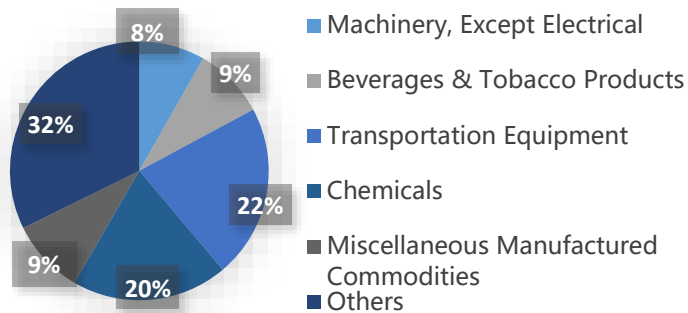
TOTAL BILATERAL TRADE IN GOODS

\$6.4 billion

Texas exports to France: **\$3.2 billion** annually



Texas imports from France: **\$3.2 billion** annually



See appendix for data source

TOTAL

A success story in Texas

Total, the world's 4th largest oil and gas major, has built a wide economic footprint in Texas.

With U.S. headquarters in Houston, our teams have turned a small oil business established in 1956 into a fully-integrated energy player.



Our strong commitment to the U.S. energy renaissance has led us to invest over \$6.5 billion since 2015. Total secured significant participation in three major oil discoveries in the Gulf of Mexico where it resumed operatorship in 2018.

Onshore, our shale gas teams operate 100,000 barrels of oil equivalent per day near Dallas.

Total's rapidly-growing LNG business in Texas and Louisiana will make us the **second-largest U.S. LNG exporter by 2020**. Access to abundant natural gas also triggered major expansions to our Port Arthur refinery and Bayport polyethylene plant on the Gulf Coast, which will **generate thousands of jobs in Texas during construction**.

Total is present in Austin with 200 employees from our renewables affiliate SunPower, and our R&D teams have strong ties with Rice University, U.T. Austin and Texas A&M.

Our **7,000 U.S. employees work across 23 states** with a mission to bring affordable, reliable and clean energy to a growing population.

SOME OF THE FRENCH-AFFILIATED FIRMS IN TEXAS



Non-exhaustive list based on publicly available corporate information.

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French-American Chamber of Commerce Houston

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ATOS

A success story in Texas

Atos, a global leader in digital transformation, has a significant presence in the U.S. with more than 6,800 employees and revenue greater than \$2.45 billion USD. Over the past year, the company expanded its U.S. presence by focusing on high-growth markets such as cloud computing, Internet of Things and artificial intelligence.



Driving much of this industry-leading innovation is the recently opened Atos North America Regional Headquarters in the Dallas-Fort Worth metropolitan area. Atos employs more than **1,100 people in Texas**, with 650 of those positioned with the regional headquarters.

The facility reinforces one of company's key initiatives - Atos Digital Workplace - that allows employees to connect, communicate and collaborate in an efficient way. The new building offers an open environment with large workspaces, touchscreen interfaces, and wireless presentation tools.

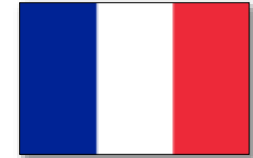
The Dallas facility is also home to Atos' first **Business Technology and Innovation Center (BTIC)** in the U.S.

The Atos North America Regional Headquarters will facilitate seamless delivery of services to Atos American customers across multiple industries including healthcare, financial services, energy and utilities, manufacturing and retail. It is expected to help drive growth within the United States. The company has employees in 49 states and the District of Columbia.



UTAH AND FRANCE

A deep and mutually beneficial relationship



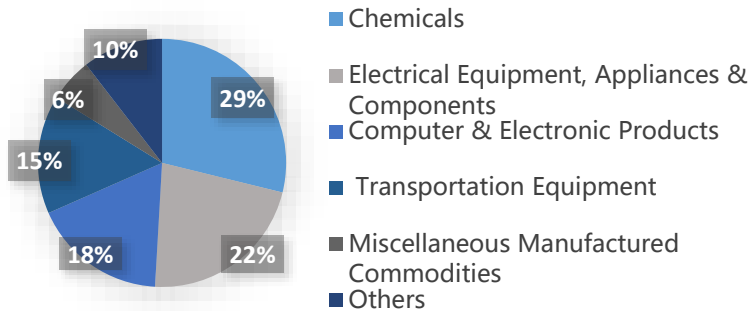
France is **#2**
for jobs created by foreign
companies in Utah



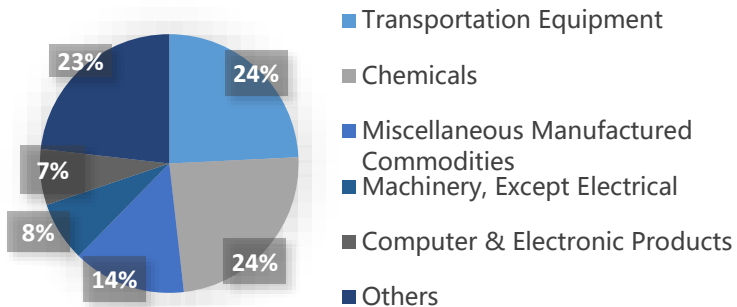
5,300 Jobs
created by French companies
in Utah

TOTAL BILATERAL TRADE IN GOODS \$355.3 million

Utah exports to France: **\$181 million** annually



Utah imports from France: **\$174.3 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN UTAH



Non-exhaustive list based on publicly available corporate information.

TELEPERFORMANCE

A success story in Utah

Teleperformance is the **worldwide leader in outsourced omnichannel customer experience management**. Founded in Paris in 1978 with just 10 employees, the company is now 223,000 strong and one of the world's largest private sector employers. Teleperformance connects both the public sector and the biggest and most respected brands on the planet with customers by providing a wide range of human interaction solutions ranging from customer and visa services to technical support, collections, and language translations.

Teleperformance serves 160 world markets from 350 sites in 76 countries. Its team provides services in 265 languages and dialects. In the United States, Teleperformance employs over 33,000 people in 34 States in both its core and specialized business units.



Teleperformance opened its first US subsidiary, Teleperformance USA, in 1993 in **Salt Lake City, Utah**. In 2003, Teleperformance Group Headquarters was established in Miami Beach, Florida.

Teleperformance has and continues to make **millions of dollars of direct investments in the United States** while serving all major industries including consumer electronics, financial services, government, technology, and telecommunications, among others.

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VERMONT AND FRANCE

A deep and mutually beneficial relationship



France is **#3**
for jobs created by foreign
companies in Vermont

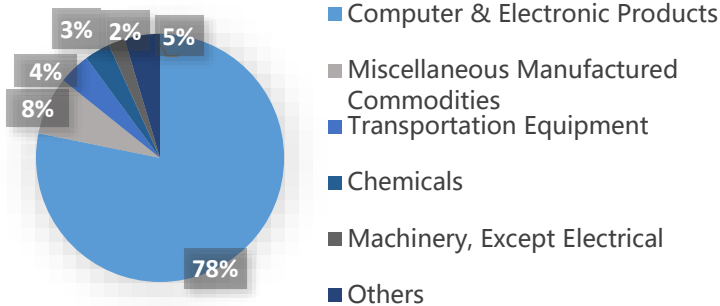


1,400 Jobs
created by French companies
in Vermont

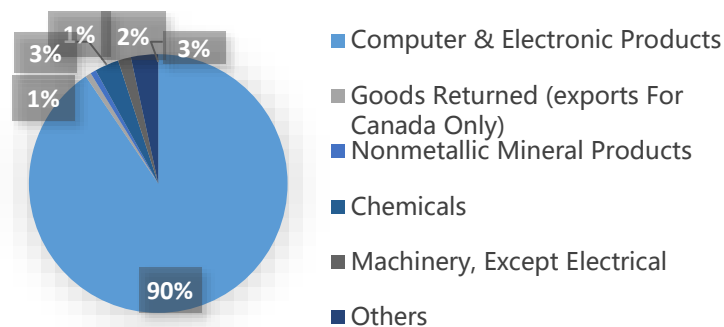
TOTAL BILATERAL TRADE IN GOODS

\$225.5 million

Vermont exports to France: **\$66.5 million** annually



Vermont imports from France: **\$159 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN VERMONT



Non-exhaustive list based on publicly available corporate information.



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VIRGINIA AND FRANCE

A deep and mutually beneficial relationship



France is **#2**
for jobs created by foreign
companies in Virginia

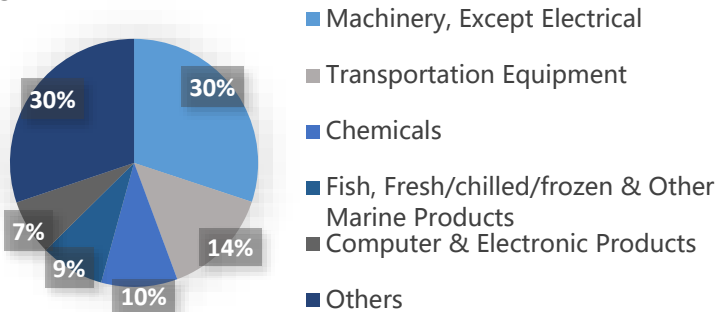


16,500 Jobs
created by French companies
in Virginia

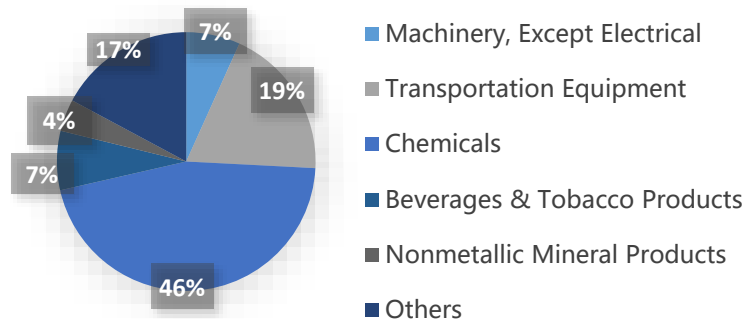
TOTAL BILATERAL TRADE IN GOODS

\$1.14 billion

Virginia exports to France: **\$259.1 million** annually



Virginia imports from France: **\$885.2 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

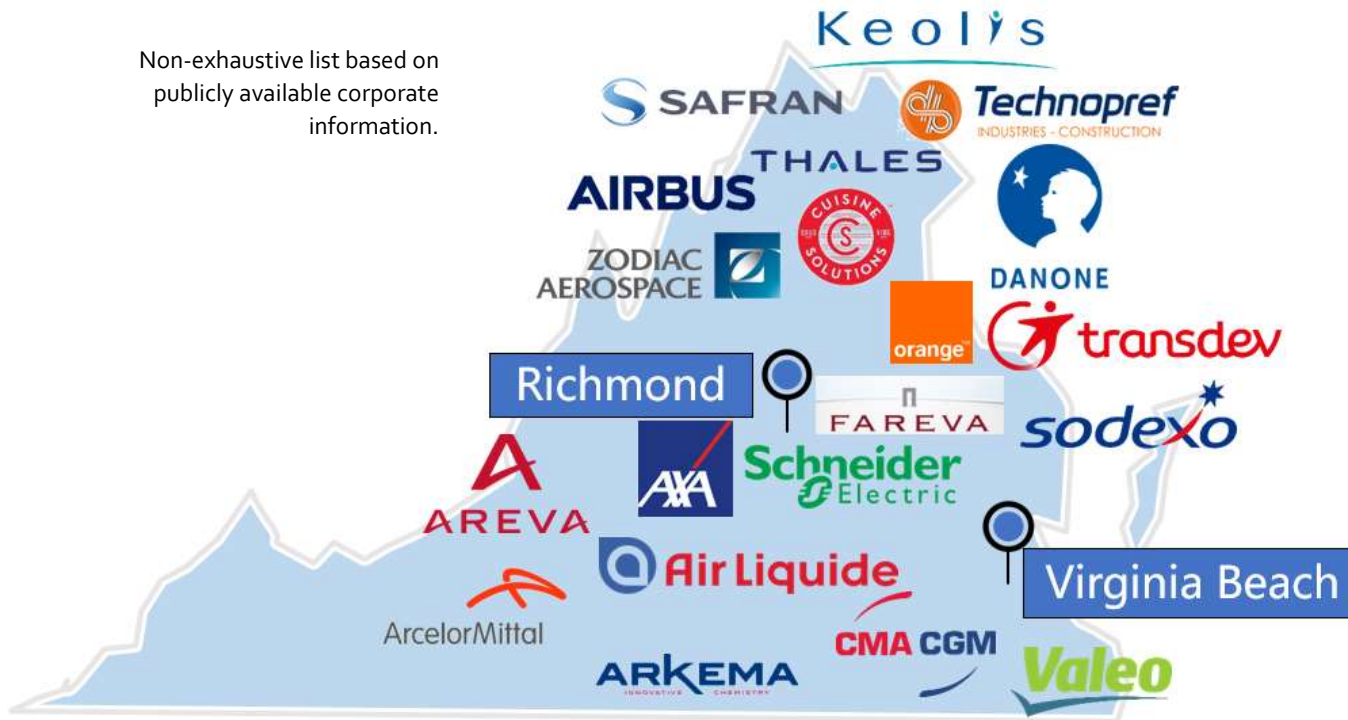
Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN VIRGINIA

Non-exhaustive list based on publicly available corporate information.



CUISINE SOLUTIONS

A success story in Virginia

The world's leading manufacturer and distributor of **sous-vide foods**, Cuisine Solutions is recognized by top chefs as the authority on sous-vide—the innovative slow-cooking technique that the company pioneered, perfected and popularized decades ago.

With two state-of-the-art manufacturing plants in Virginia; 160,000 square feet facility in Sterling and 85,000 square feet facility in Alexandria and over **1,000 employees in Virginia** alone, the company has supplied sous-vide cuisine to fine restaurants, premier hotels, first-class airlines and cruise lines, the military, and passionate home chefs since 1990.

Cuisine Solutions processing facilities in Virginia were the first sous-vide operations in the United States. Through years of experimentation, Cuisine Solutions has grown its extensive menu to hundreds of products, and dazzled the palates of a discerning clientele who trust Cuisine Solutions for outstanding **quality, consistency, ease of use, cost savings and convenience.**



A few examples of Cuisine Solutions' innovation as a leader and industry force begin with the line of sliced products. Proteins are first sliced then vacuum-sealed and fully cooked sous-vide offering safety and convenience (sold at Panera Bread, airlines and in retail). Cuisine Solutions' portable product line includes the revolutionary sous-vide egg bites (sold exclusively at Starbucks).



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WASHINGTON AND FRANCE

A deep and mutually beneficial relationship



France is **#5**
for jobs created by foreign
companies in Washington

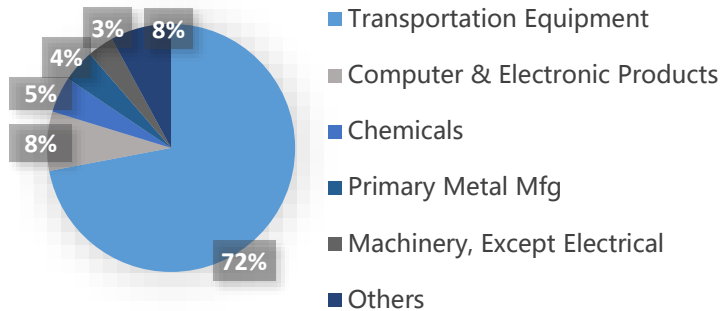


9,100 Jobs
created by French companies
in Washington

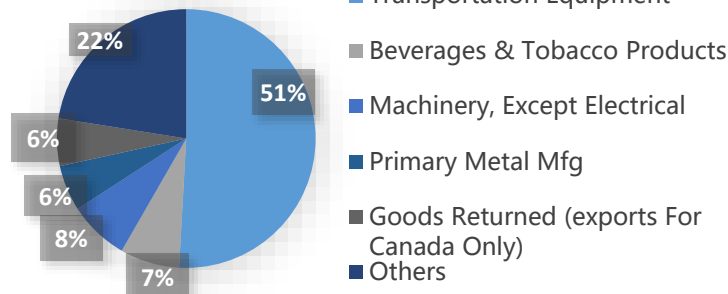
TOTAL BILATERAL TRADE IN GOODS

\$1.74 billion

Washington exports to France: **\$1.16 billion** annually



Washington imports from France: **\$580.2 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN WASHINGTON



Non-exhaustive list based on publicly available corporate information.



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WEST VIRGINIA AND FRANCE

A deep and mutually beneficial relationship



France is **#5**
for jobs created by foreign
companies in West Virginia

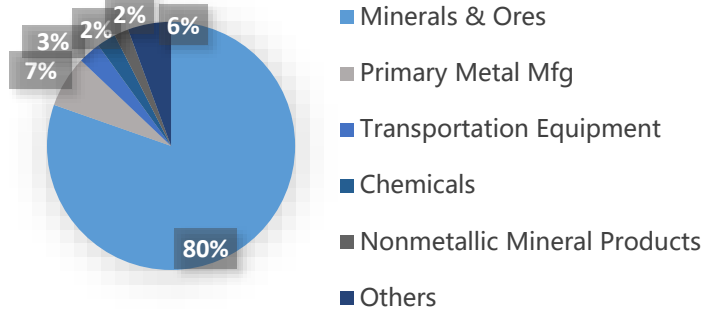


1,600 Jobs
created by French companies
in West Virginia

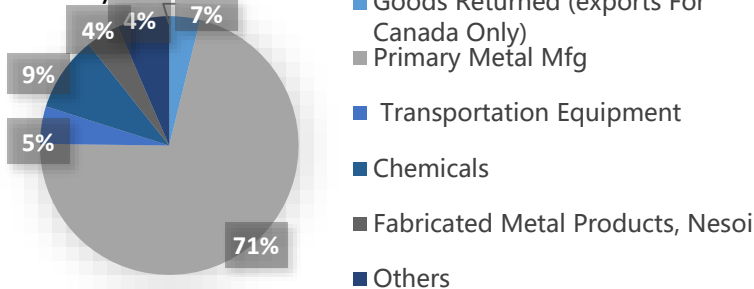
TOTAL BILATERAL TRADE IN GOODS

\$319.7 million

West Virginia exports to France: **\$237 million** annually



West Virginia imports from France: **\$82.7 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN WEST VIRGINIA



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WISCONSIN AND FRANCE

A deep and mutually beneficial relationship



France is **#5**
for jobs created by foreign
companies in Wisconsin

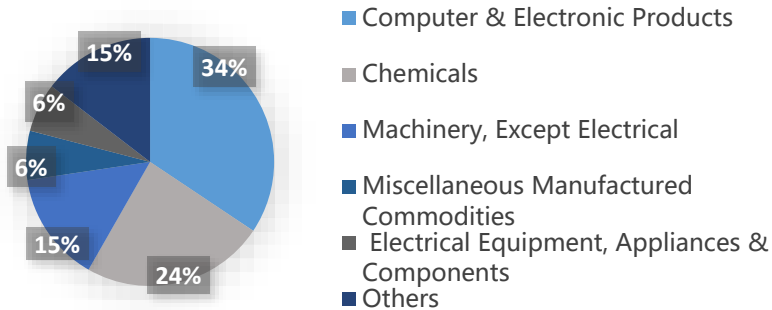


7,800 Jobs
created by French companies
in Wisconsin

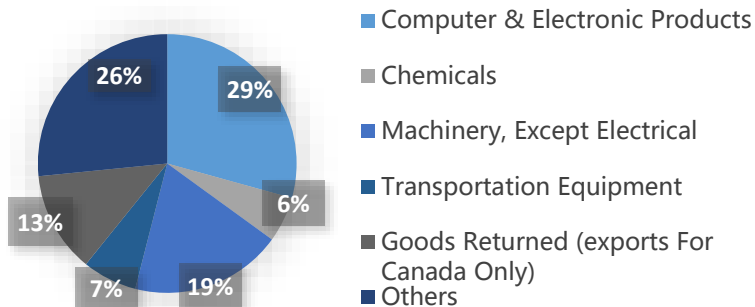
TOTAL BILATERAL TRADE IN GOODS

\$913 million

Wisconsin exports to France: **\$455 million** annually



Wisconsin imports from France: **\$458 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN WISCONSIN



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Embassy of France in the U.S.
Economic Department



WYOMING AND FRANCE

A deep and mutually beneficial relationship



France is **#4**
for jobs created by foreign
companies in Wyoming

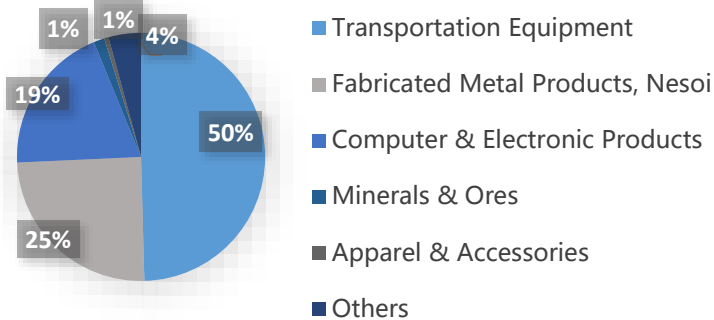


500 Jobs
created by French companies
in Wyoming

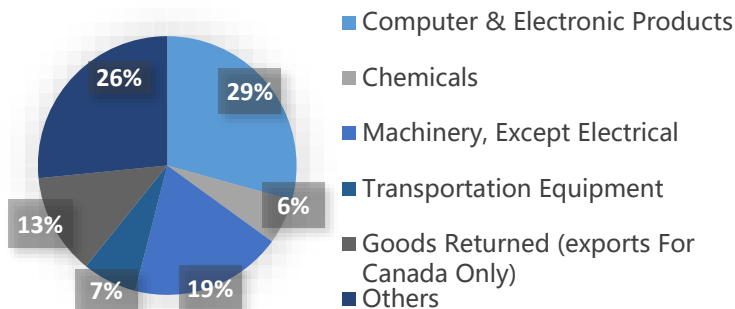
TOTAL BILATERAL TRADE IN GOODS

\$459 million

Wyoming exports to France: **\$1.02 million** annually



Wisconsin imports from France: **\$458 million** annually



See appendix for data source

U.S.-FRANCE ECONOMIC PARTNERSHIP



U.S.-France Trade

Over **\$139 billion** in trade of goods & services per year

French FDI in the U.S.

\$302 billion of French FDI stock

6th largest foreign investor for R&D in the U.S.

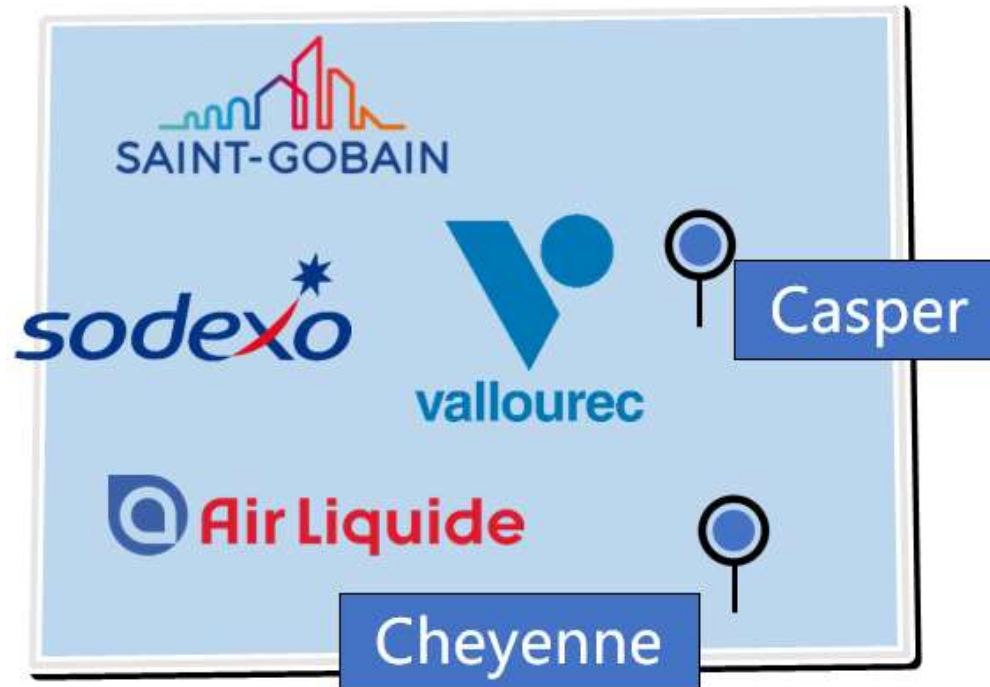
\$5 billion in R&D investments

Jobs

678,000 jobs created by French firms

3rd foreign source of jobs

SOME OF THE FRENCH-AFFILIATED FIRMS IN WYOMING



Non-exhaustive list based on publicly available corporate information.



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**French-American Chamber of Commerce
Pacific Northwest**
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ACKNOWLEDGEMENTS

The Economic Department of the Embassy of France in the United States would like to recognize some of the many partners who contributed to the drafting and circulation of this report.

We would like to recognize the support from the network of French-American Chambers of Commerce, from the U.S. Committees of the Foreign Trade Advisors of France, from the French Consulate Generals in the U.S., from Business France, the French trade and investment promotion agency, and from the French Tech. We would also like to thank our colleagues at the French Embassy's Department of Press and Communication and Office for Science & Technology, as well as the Delegation of the European Union to the United States.

We would like to thank all the French companies who contributed to the drafting of our report: Air Liquide, Airbus, Airbus Helicopters Inc., Alpin, Alstom, Atos, Bel, CMA CGM, Citelum, Cuisine Solutions, Dalkia, Danone, Dassault Aviation, Devialet, EDF Renewable Energy, Faurecia, JCDecaux, Keolis, Limagrain, L'Oréal, LVMH, Maison Kayser, Michelin, Navya, Orange, Safran, Saint Gobain, Sanofi, Satys, Schneider Electric, Suez, Technopref, Téléperformance, Thales, Total, Transdev, Valeo and Vallourec.

We would like to thank the Congressional French Caucus, the bicameral, bipartisan U.S. congressional member organization dedicated to promoting partnership and cooperation between the U.S. and France, for their constant support to the French-American relationship.

We would like to thank our partners within U.S. government agencies for the fruitful exchange of data and constant cooperation, particularly the U.S. Department of Commerce, the U.S. Bureau of Economic Analysis and Select USA.

Likewise, the support of state economic development organizations has been instrumental in grasping the depth and extent of the French-American relationship on the ground and we would like to recognize the following organizations for their contribution: JobsOhio, the Arkansas Economic Development Commission, the Indiana Economic Development Corporation, the Kentucky Association for Economic Development, the Economic Development Partnership of Alabama, the Mississippi Development Authority, the New Mexico Partnership, the Kansas Department of Commerce, the Nebraska Department of Economic Development, the Wisconsin Economic Development Corporation, the Greater Minneapolis Saint Paul Regional Economic Partnership and the Economic Development Corporation of Utah.

We would finally like to thank some key U.S. business organizations for their support in reinforcing the French-U.S. business ties, particularly the U.S. Chamber of Commerce, the American Chamber of Commerce in France (AmCham France) and the Organization for International Investment (OFII).

Finally, we would like to give a special thank you to our former colleague Jeanne Louffar, who was instrumental in putting this report together.

METHODOLOGICAL APPENDIX

The U.S. bilateral balance for trade in goods with France differs according to whether it is calculated by French or American customs. According to French Customs, the U.S. had a \$1.2bn trade surplus with France in 2017. For the same year, the American Customs estimate that the United States had a \$15.3bn deficit towards France. This statistical gap is estimated at \$16.5bn, which is particularly high in light of the trade volume at stakes (the sum of our bilateral exports averaged more than \$60bn annually over the last few years).

However, the gap between national trade data sources is not new nor specific to the U.S.' trade with France. Since 2000, the gap between customs data from the U.S and France on the bilateral trade balance in goods has fluctuated between \$9bn and \$22bn annually. Similar gaps can be observed between the customs data from the U.S. and other advanced countries.

This statistical discrepancy stems from three factors:

- i. First, imports are recorded CIF (including Cost, Insurance and Freight) while exports are FOB (Free on Board): trade statistics from both national sources indeed record the value of trade at the point of customs clearance, measuring exports free on board and imports including cost, insurance and freight, which artificially weighs on the trade balance as assessed from the view point of the domestic data sources. According to the OECD, trade-weighted average CIF-FOB margins averaged 6% for all countries over 1995 and 2014.
- ii. Second, the existence of export/import hubs tends to blur bilateral trade statistics (the so-called "Rotterdam effect" or "quasi-transit" in the European statistical community). For instance, if a U.S. business sells computer equipment to France but these products are shipped to France via a global hub port in a third country, then these products are recorded as exports to that third country. This means that the published volume of U.S. exports towards France will be understated. A lookup of U.S. bilateral trade with Europe's main transit hub countries highlights the fact that American customs tend to overvalue U.S. exports towards these hub countries, and to underestimate U.S. exports towards France.
- iii. Third, methodological variations can also lead to some statistical divergences between both sources. Those methodological gaps include inter alia differences in the exchange rates used to do the calculations, time offsets between the departure and arrival times of a traded good, variations in the accounting methodologies used by each national custom agency, including for statistical confidentiality purposes, or exemptions from customs (especially for flows underneath a certain threshold). Other divergences can stem from the recording standards of goods for processing. In particular, some close examination of trade in turbo-jets and turbo propellers, connected to the aircraft manufacturing industry shows that the discrepancy between US and French import/ export statistics for these products is quite high.

For the part of the report covering the U.S. territory as a whole, we have chosen to use data emanating from Eurostat, the European Union's statistical office. It offers a harmonized set of data on E.U.-U.S. for each Member States that mitigates methodological variation and quasi-transit effect. However, for state-by-state trade with France, we use the U.S. Census Bureau's data, which is the only source offering state-by-state figures.

Unless otherwise stated, data regarding employment, employees compensation and R&D expenditure, as well as rankings, are extracted from the U.S. Bureau of Economic Analysis' survey on Activities of Multinational Enterprises, 2016, covering foreign Direct investment in the U.S. Majority-Owned Affiliates and activities of Foreign Majority-Owned Affiliates in the US., by country of UBO (Ultimate Beneficiary Owner, the person, or entity, that ultimately owns or controls an affiliate of a foreign company and that derives the benefits associated with ownership or control).

ABOUT US



The Directorate General of the Treasury

The Directorate General of the Treasury (DG Trésor) serves France's Ministry of Economy and Finance, making economic policy proposals, carrying out economic policy under the Ministries' authority and defending that policy in Europe and beyond.

The French Treasury's missions are :

- Economic forecasting and advice on economic policy and government policy on financial, social and specific industry issues;
- Regulation of how the economy as well as insurance, banking and financial market institutions are financed;
- Bilateral and multilateral Financial and trade negotiations, and development assistance;
- Support for exports and foreign investment by French companies;
- Through Agence France Trésor (AFT), management of the government's debt and cash position.

The French Treasury operates the Economic Departments of French Embassies around the world and coordinates economic and financial matters on behalf of France in international organizations. Find out more about the French Treasury's global presence here :

<https://www.tresor.economie.gouv.fr/tresor-international>

You can also find the French Treasury's main economic publication in English, "Trésor Economics", following this link:

<https://www.tresor.economie.gouv.fr/Ressources/tresor-economics>



The Department for Treasury and Economic Affairs of the French Embassy in the U.S. is part of the international network of the Directorate General of the Treasury (French Ministry of the Economy and Finance). The Department also hosts representatives from the Ministry for the Ecological and Inclusive Transition, from the Ministry for Regional Cohesion, from the Ministry for Agriculture and Food and from the French National Institute of Industrial Property. The Department has offices in Washington D.C., New York City, San Francisco and Houston.

The French Economic Department's mission is to inform the French government and administration about American economic policies:

- The economic situation and macroeconomic policies in the USA (monetary policy, fiscal policy);
- The structural policy, the finance system and its evolution;
- American positions on economic and financial multilateral issues;
- Trade agreements and sanctions;
- International U.S. trade, bilateral agreements with France, foreign direct investment and the business situation
- Legal issues, intellectual property;
- Innovation policies;
- Industry, energy, environment, transportation, infrastructure and technology policies;
- Credit-insurance policy;
- Agriculture and food policies, including food safety, agrienvironment, forestry and fisheries.

It acts as a liaison office between American authorities and their French counterparts on economic and financial matters. It helps in planning and scheduling visits of French senior officials, Ministers, Members of Parliament, administration staff. It animates a network of the French Foreign Trade Advisors, facilitates partnerships and can give support, on a one-off basis, to French companies in their dealings with the federal government.

The French Treasury Department works closely with the other departments at the Embassy of France and with agencies in charge of companies' international development or the promotion of foreign investment in France. Find out more about our role, activities and publication on our website www.frenchtreasuryintheus.org and our Twitter account @FRTreasury_US



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