



Japan Trade & Investment Profile

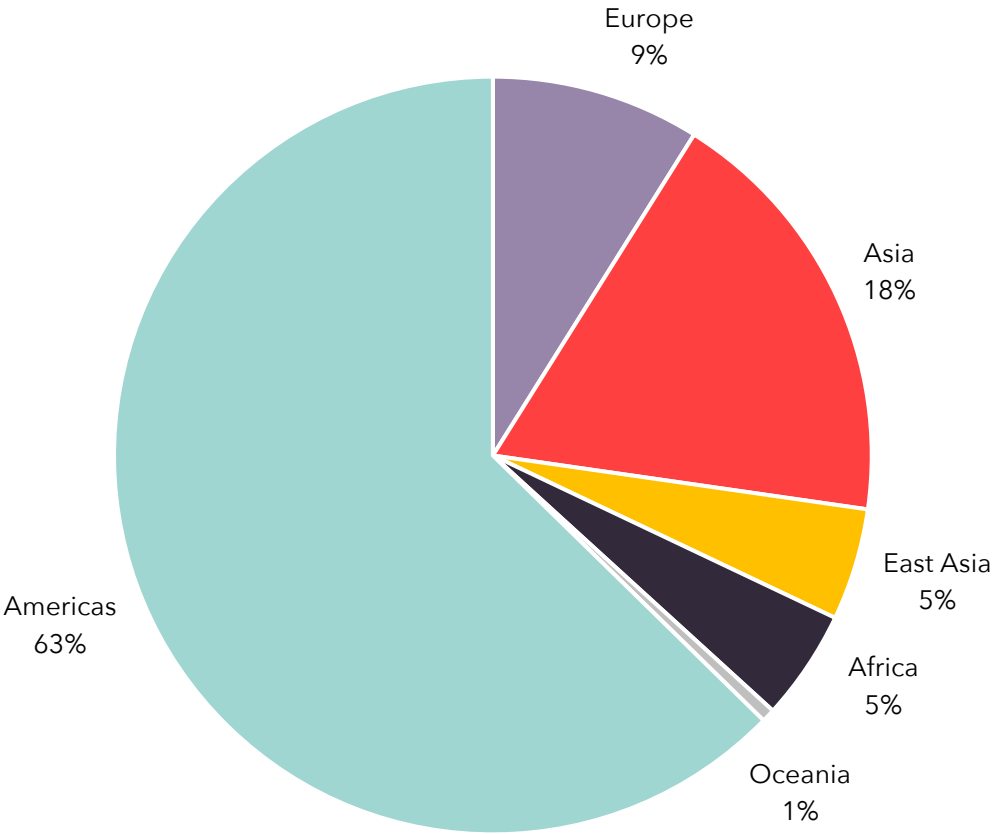
DECEMBER 2022

Japanese Population in Arizona

The table below illustrates the number of people born in Japan that currently reside in Arizona and the United States.

Population	Arizona	United States
Total Foreign Born	915,934	45,269,644
Japanese Born	4,436	345,668
% of Total Foreign Born	0.48%	0.76%

Place of Birth of Foreign-Born Population in Greater Phoenix



Source: US Census Bureau 2021 ACS 1-Year Estimates

Top Exports

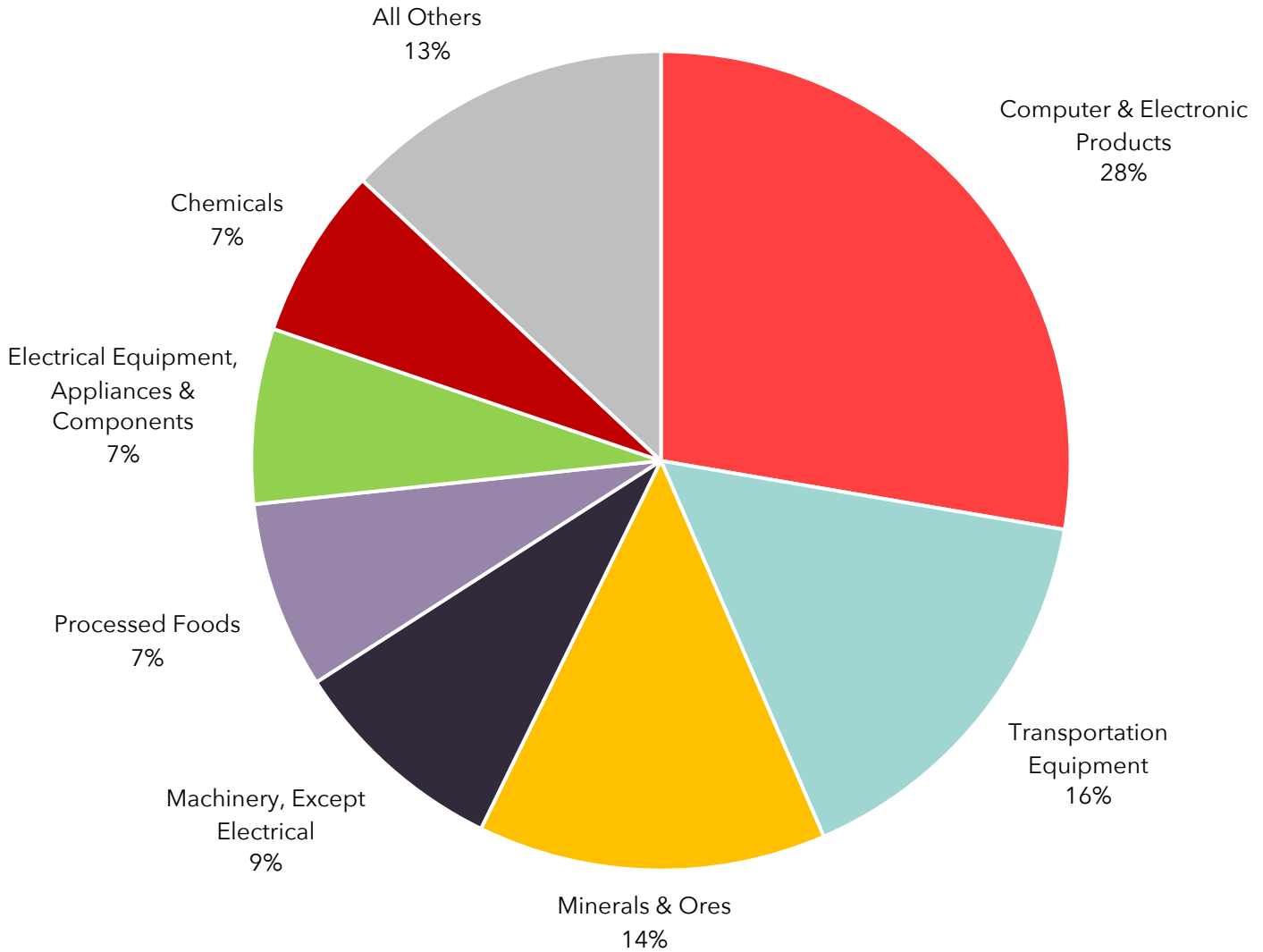
The table below shows the top exports by value in 2021 from Arizona to Japan.

AZ Exports	2016	2021	Percent Change
Computer & Electronic Products	\$150,041,868	\$176,021,578	17.3%
Transportation Equipment	\$117,270,140	\$100,446,449	-14.3%
Minerals & Ores	\$1,794,027	\$87,436,393	4,773.8%
Machinery, Except Electrical	\$44,108,469	\$55,088,134	24.9%
Processed Foods	\$48,833,122	\$47,017,680	-3.7%
Electrical Equipment, Appliances & Components	\$20,011,268	\$43,956,912	119.7%
Chemicals	\$38,872,263	\$43,134,208	11.0%
Fabricated Metal Products	\$14,247,556	\$22,885,300	60.6%
Miscellaneous Manufactures	\$139,729,909	\$15,712,228	-88.8%
Other Special Classification Provisions	\$16,099,725	\$10,813,054	-32.8%
All Others	\$44,758,296	\$33,204,687	-25.8%
Total	\$635,766,643	\$635,716,623	0.0%

Top Exports

The graph below shows the top exports by value in 2021 from Arizona to Japan.

Top Exports by Value, 2021



Top Growing Exports

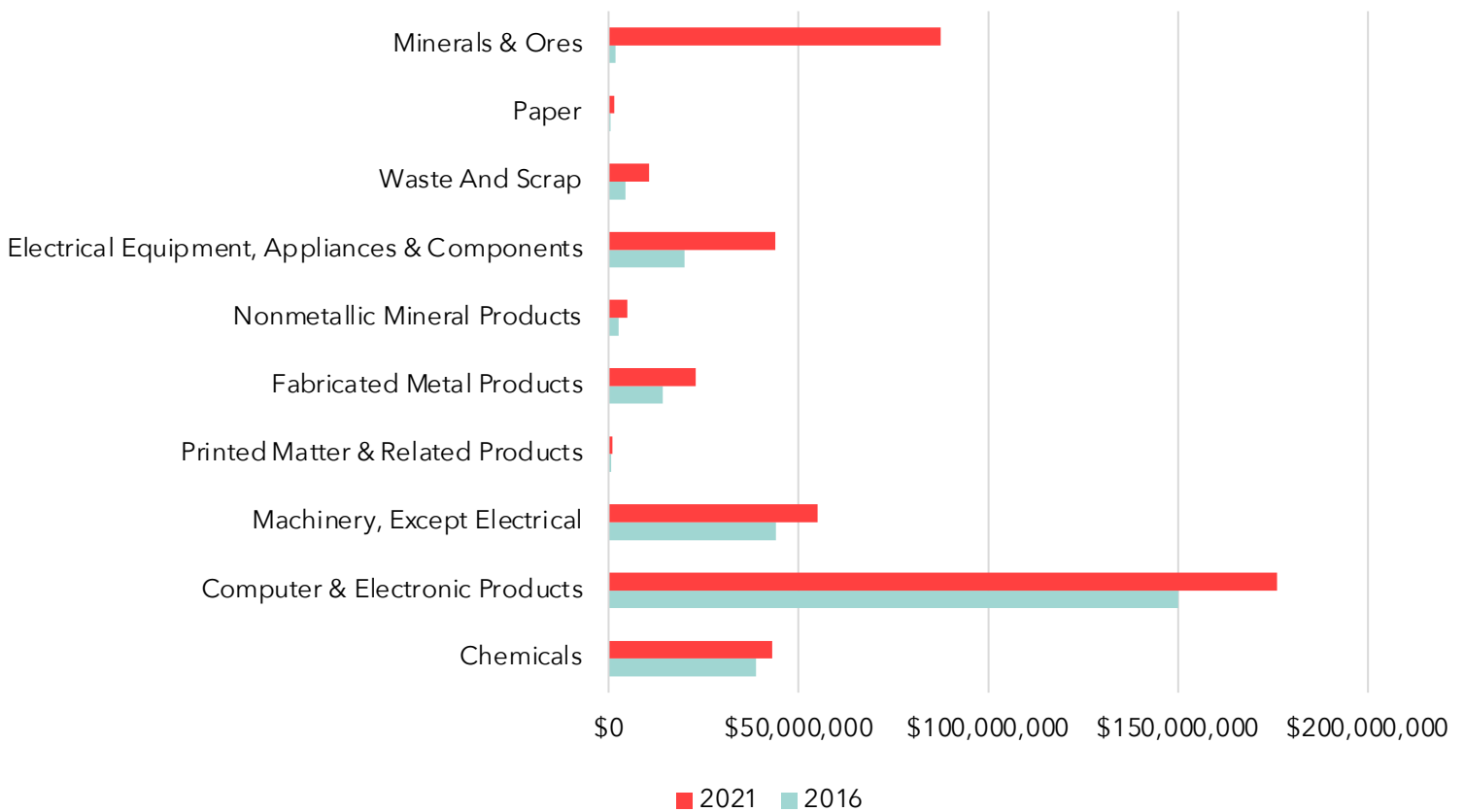
The table below shows the top growing exports by percent change from 2016 to 2021 from Arizona to Japan.

Exports	2016	2021	Percent Change
Minerals & Ores	\$1,794,027	\$87,436,393	4,773.8%
Paper	\$530,440	\$1,417,282	167.2%
Waste And Scrap	\$4,424,952	\$10,667,904	141.1%
Electrical Equipment, Appliances & Components	\$20,011,268	\$43,956,912	119.7%
Nonmetallic Mineral Products	\$2,622,674	\$4,986,354	90.1%
Fabricated Metal Products	\$14,247,556	\$22,885,300	60.6%
Printed Matter & Related Products	\$696,981	\$1,060,334	52.1%
Machinery, Except Electrical	\$44,108,469	\$55,088,134	24.9%
Computer & Electronic Products	\$150,041,868	\$176,021,578	17.3%
Chemicals	\$38,872,263	\$43,134,208	11.0%
Total	\$277,350,498	\$446,654,399	61.0%

Top Growing Exports: Goods

The graph below shows the top growing exports by percent change in terms of total value from 2016 to 2021 from Arizona to Japan.

Growing Exports from Arizona to Japan

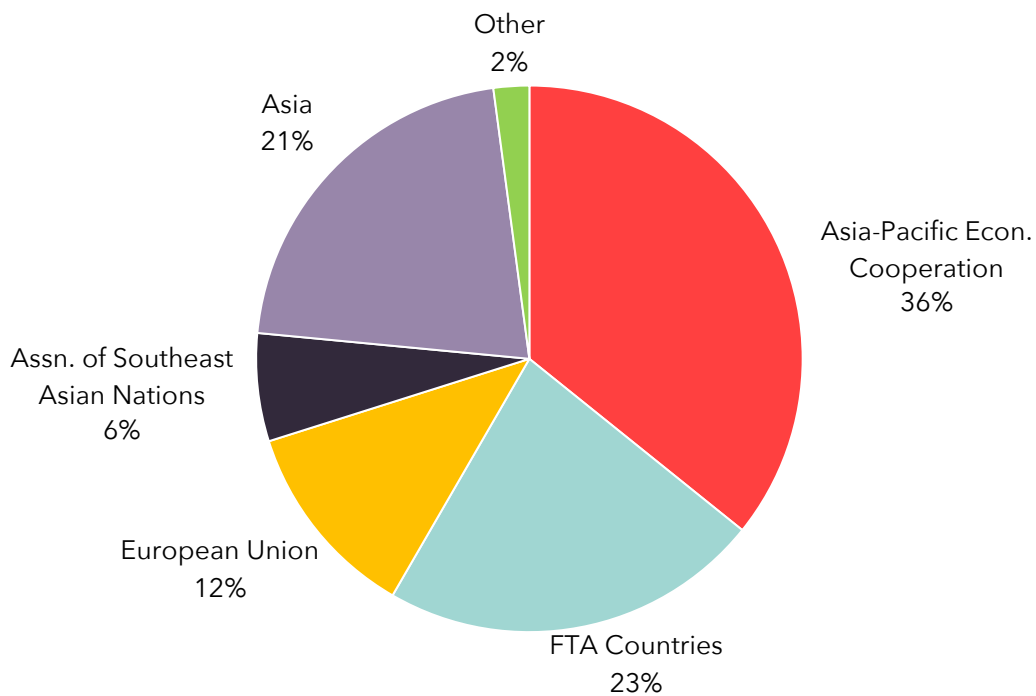


Greater Phoenix Exports

The table and graph below illustrate Greater Phoenix export data.

Exports	2021
Computer and Electronic Products	\$5,238,965,269
Transportation Equipment	\$2,782,948,891
Machinery	\$883,984,189
Chemicals	\$756,925,185
All Other	\$4,502,261,866
Total	\$14,165,085,400

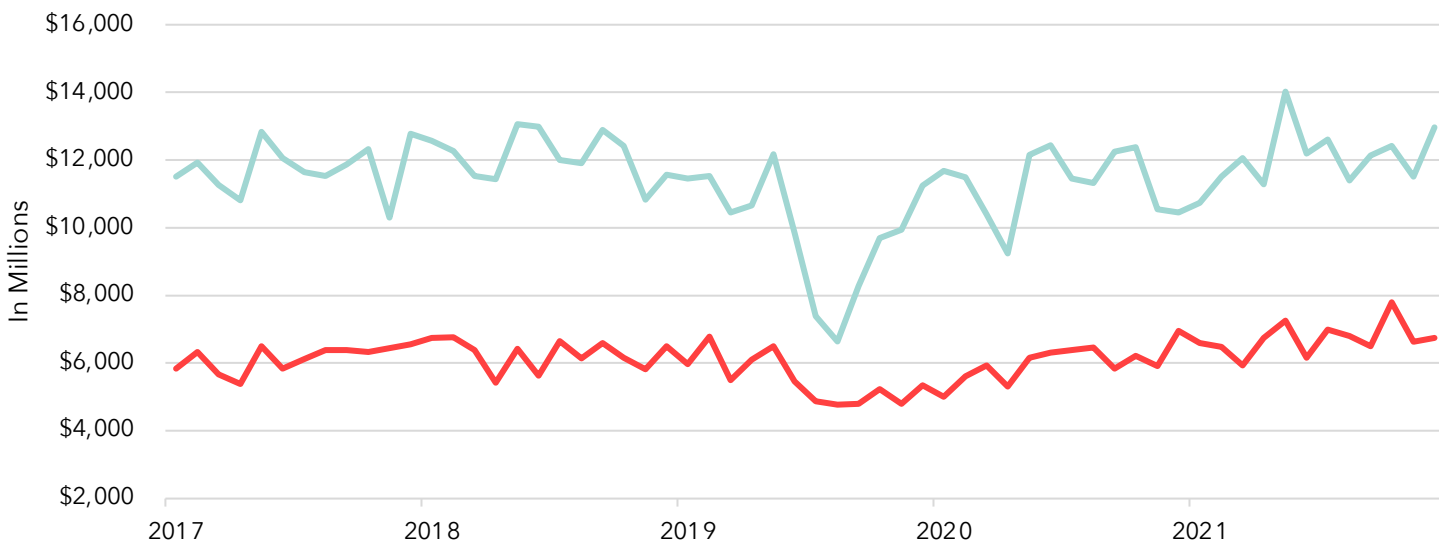
Top Trade Destinations



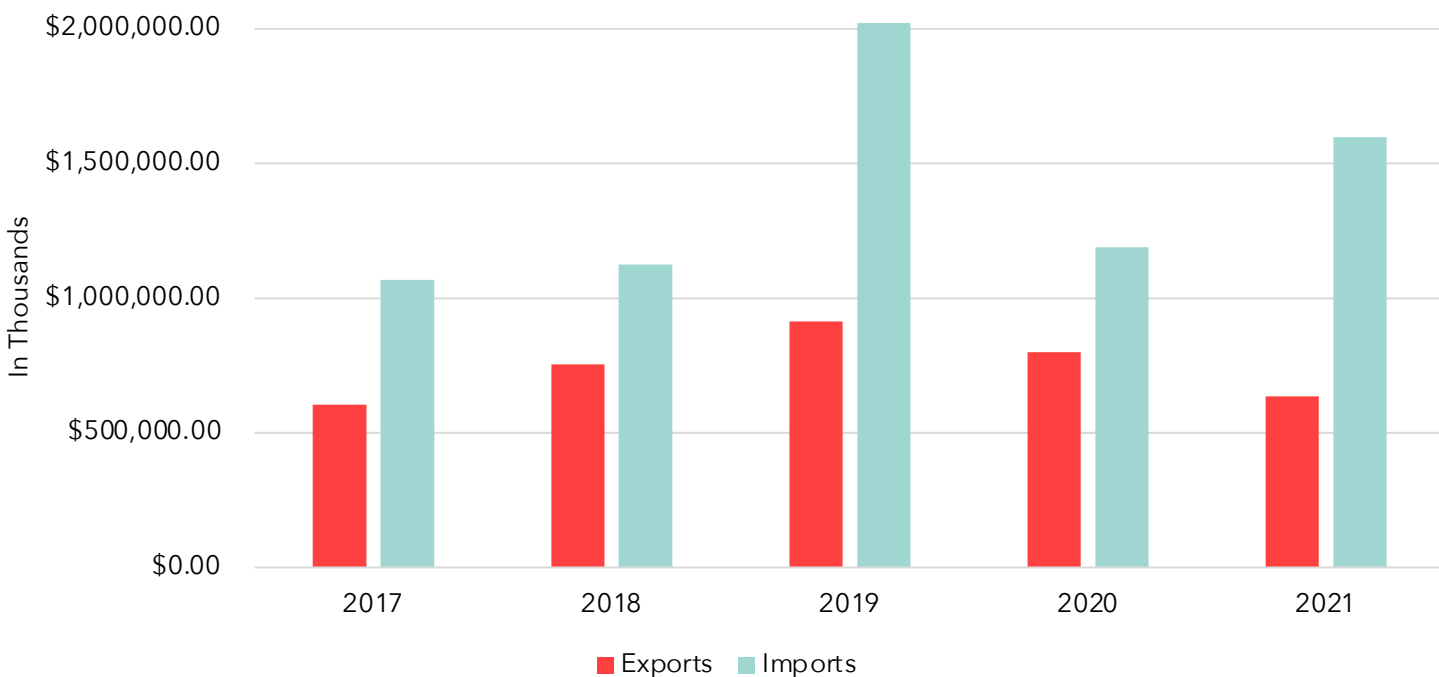
Trade Rank

In 2021 Japan ranked as the 4th largest exporter and 5th largest importer to the US. In Arizona, Japan ranked as the 6th largest exporter and 4th largest importer.

US Trade with Japan



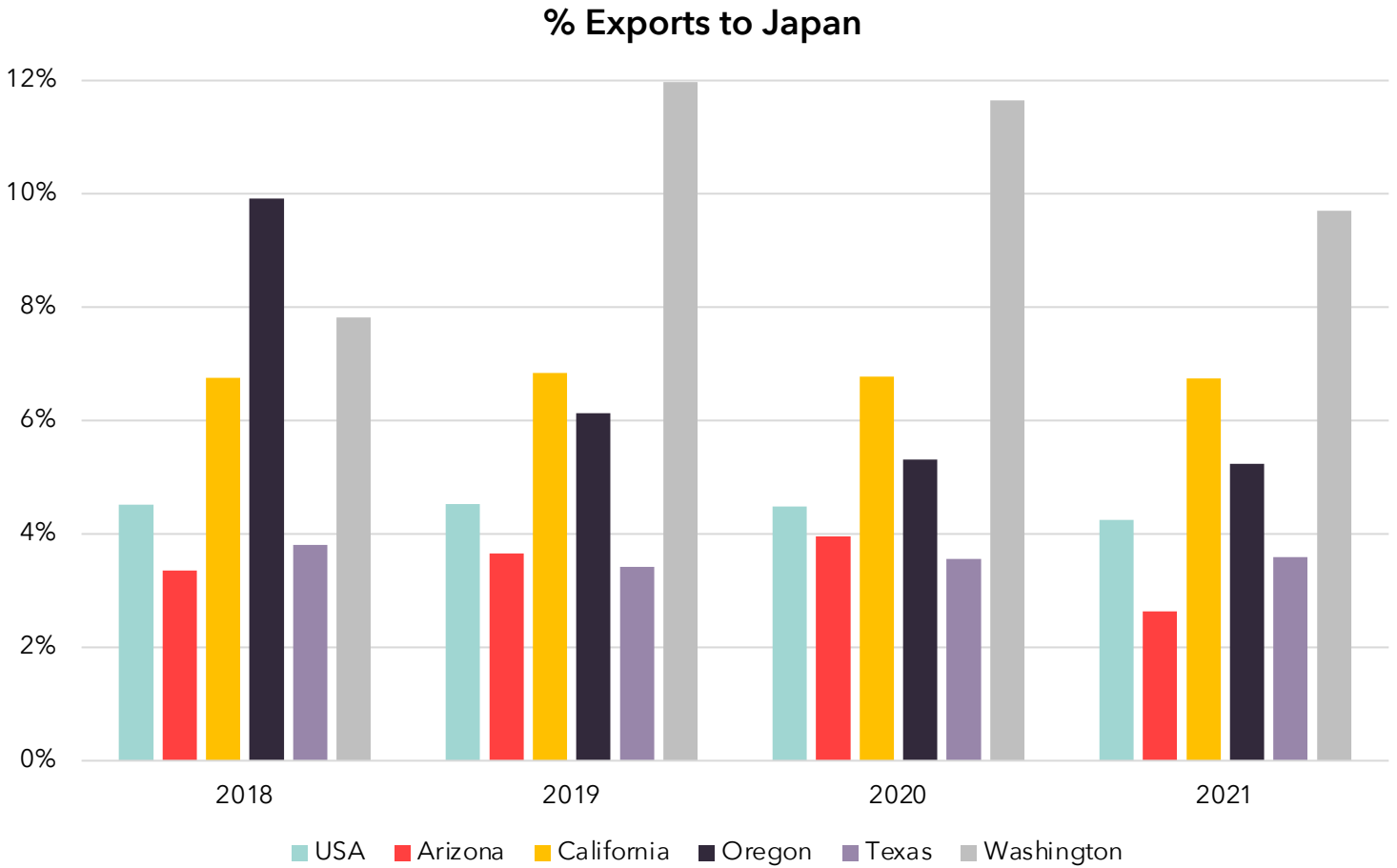
Arizona Trade with Japan



Source: US Census Bureau 2022, International Trade Administration 2021

Export Comparisons

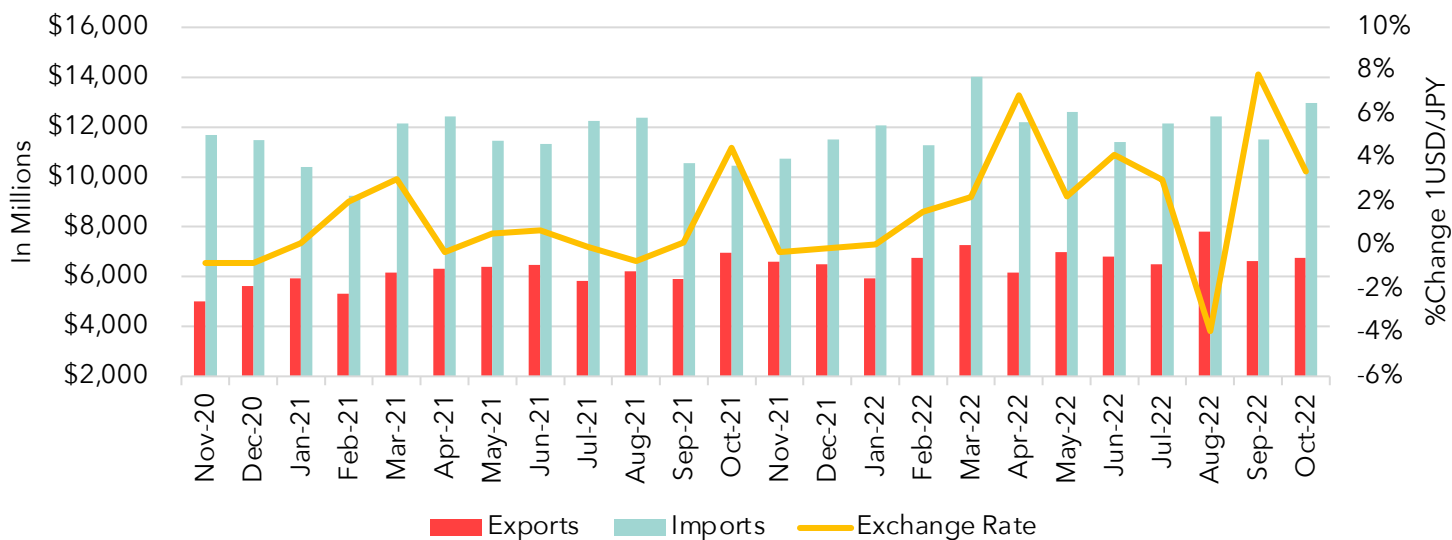
The graph below shows exports to Japan as a % of total exports for the US, Arizona, and selected states from 2018-2021.



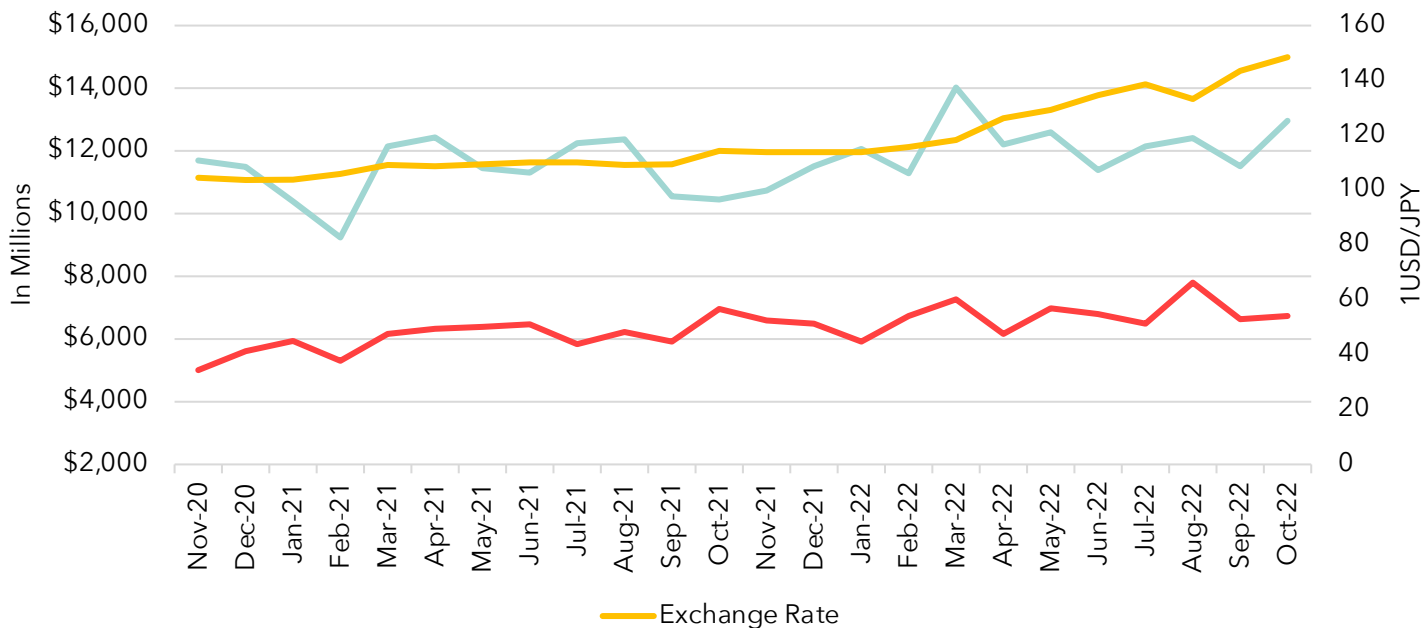
Exchange Rate and Exports

The graphs below show the effect of fluctuations in the USD/JPY exchange rate on trade between Japan and the US. The USD strengthens as the number of Yen per 1 USD increases. Essentially, the US should increase exports to JP and decrease imports as the USD weakens, since imports become more expensive.

US Trade with Japan



Exports



Sources: US Census Bureau 2022, Board of Governors of the Federal Reserve System 2022

Company List

The table below lists the top 20 Japanese companies by employment in Arizona. There are 140 Japanese companies in Arizona employing 12,865 people.

Company	Employment	Address	City	Industry
CalPortland Company	1,119	14521 N. 115th Ave	El Mirage	Cement Manufacturing
Big O Tires	692	7630 E. McDowell Rd	Scottsdale	Tire Dealers
Caris Life Sciences	684	4610 S. 44th Pl	Phoenix	Medical Laboratories
Toyota	644	3200 W. Ray Rd	Chandler	Telephone Answering Services
Firestone Complete Auto Care	605	922 S. Val Vista Dr	Gilbert	General Automotive Repair
Dunn-Edwards Corp	581	520 S. 67th Ave	Phoenix	Paint and Wallpaper Stores
Advantage Human Resourcing Inc	529	8901 E. Mountain View Rd	Scottsdale	Temporary Help Services
SUMCO Southwest Corporation	445	19801 N. Tatum Blvd	Phoenix	Semiconductor and Related Device Manufacturing
Sunstate Equipment Co	443	5552 E. Washington St	Phoenix	Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing
7-Eleven	407	3912 E. Camelback Rd	Phoenix	Convenience Stores
Matrix Absence Management	390	2421 W. Peoria Ave	Phoenix	Insurance Agencies and Brokerages
Daicel Corporation	365	3431 N. Reseda Cir	Mesa	All Other Miscellaneous Chemical Product and Preparation Manufacturing
Ricoh USA	358	7360 S. Kyrene Rd	Tempe	Office Equipment Merchant Wholesalers

Company List (Cont.)

The table below lists the top 20 Japanese companies by employment in Arizona. There are 140 Japanese companies in Arizona employing 12,865 people.

Company	Employment	Address	City	Industry
Modular Mining Systems	330	3289 E. Hemisphere Lp	Tucson	Engineering Services
Fujifilm	305	6550 S. Mountain Rd	Mesa	Other Basic Inorganic Chemical Manufacturing
Blue Yonder	299	15059 N. Scottsdale Rd	Scottsdale	Software Publishers
Toshiba Business Solutions	202	950 W. Elliot Rd	Tempe	Furniture Stores
Erickson Construction Co Inc	200	250 N. Beck Ave	Chandler	New Single-Family Housing Construction (except For-Sale Builders)
Midas	191	3616 S. 6th Ave	Tucson	Other Automotive Mechanical and Electrical Repair and Maintenance
IRIS USA	188	13423 W. Cactus Rd	Surprise	Industrial and Personal Service Paper Merchant Wholesalers
Total	8,977	-	-	-

Industry Analysis

The table below shows industry statistics for the top 20 Japanese industries in Greater Phoenix.

Industry	Employment	2021 LQ	Competitive Effect	2021 GRP
Cement Manufacturing	1,119	0.77	20	\$41,942,551
Tire Dealers	898	1.20	216	\$302,174,570
Medical Laboratories	684	1.98	424	\$794,944,109
General Automotive Repair	631	0.87	265	\$576,450,177
Paint and Wallpaper Stores	581	1.76	102	\$112,564,348
Semiconductor and Related Device Manufacturing	572	7.21	1,194	\$5,960,778,041
Office Equipment Merchant Wholesalers	558	1.21	57	\$172,867,741
Telephone Answering Services	550	2.91	382	\$82,978,259
Temporary Help Services	530	1.13	4,934	\$4,000,901,078
Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing	443	1.11	-69	\$412,096,323
Insurance Agencies and Brokerages	433	1.93	3,510	\$5,604,083,909
Convenience Stores	407	0.43	-95	\$58,131,203
Other Basic Inorganic Chemical Manufacturing	407	0.27	23	\$49,482,812

Industry Analysis (Cont.)

The table below shows industry statistics for the top 20 Japanese industries in Greater Phoenix.

Industry	Employment	2021 LQ	Competitive Effect	2021 GRP
Engineering Services	331	0.95	852	\$2,156,122,354
All Other Miscellaneous Chemical Product and Preparation Manufacturing	320	0.18	-27	\$35,516,129
Software Publishers	299	0.70	895	\$2,619,288,793
Freight Transportation Arrangement	217	0.81	249	\$414,896,752
New Single-Family Housing Construction (except For-Sale Builders)	200	1.30	384	\$1,240,754,760
Other Automotive Mechanical and Electrical Repair and Maintenance	191	1.01	-32	\$29,272,316
Industrial and Personal Service Paper Merchant Wholesalers	188	0.41	-25	\$96,255,231
Total	9,559	-	-	\$24,761,501,456

Greater Phoenix Greater Together

People. Place. Technology.