Office of International Business Development

Austria

Investment in Pennsylvania

Austrian companies have 36 locations in Pennsylvania. These companies provide 1,830 jobs in Pennsylvania.

- 16 or 44% of these firms are manufacturers providing 1,393 jobs.
- Austria ranks 23rd for the total number of firms and 22nd for the total number of jobs in Pennsylvania.

<table>
<thead>
<tr>
<th>Country</th>
<th># of Firms</th>
<th># of Jobs</th>
<th>Rank # of Firms</th>
<th>Rank # of Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK</td>
<td>1,550</td>
<td>53,616</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Denmark</td>
<td>46</td>
<td>1,120</td>
<td>20</td>
<td>24</td>
</tr>
<tr>
<td>Finland</td>
<td>36</td>
<td>1,918</td>
<td>24</td>
<td>20</td>
</tr>
<tr>
<td>Austria</td>
<td>36</td>
<td>1,830</td>
<td>23</td>
<td>22</td>
</tr>
</tbody>
</table>

Data represents a minimum of 50% foreign ownership. Total number of firms may include multiple locations, but excludes retail establishments.

Source: Dun & Bradstreet, December 2014.

Top Ten Austrian-Owned Firms in PA

<table>
<thead>
<tr>
<th>Firm</th>
<th>PA Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Andritz, Inc.</td>
<td>1093</td>
</tr>
<tr>
<td>ANH Refractories Company Foundation</td>
<td>198</td>
</tr>
<tr>
<td>Greiner Packaging</td>
<td>128</td>
</tr>
<tr>
<td>Edro Engineering, Inc.</td>
<td>70</td>
</tr>
<tr>
<td>General Shale Brick, Inc.</td>
<td>59</td>
</tr>
<tr>
<td>MCC Holdings Company, LLC</td>
<td>56</td>
</tr>
<tr>
<td>Edro Specialty Steels, Inc.</td>
<td>52</td>
</tr>
<tr>
<td>Roll Forming Corporation - Sharon</td>
<td>48</td>
</tr>
<tr>
<td>Reading Powder Coatings Inc.</td>
<td>40</td>
</tr>
<tr>
<td>Bafco, Inc.</td>
<td>30</td>
</tr>
</tbody>
</table>

Import and Export – Top Five Austrian Industries in Pennsylvania

Austrian Exports to PA Annually (in USD)

- Pharmaceuticals: 125,609,655
- Industrial Machinery¹: 118,958,539
- Plastics: 32,583,253
- Electric Machinery²: 25,961,666
- Base Metals: 21,710,539

Total Imports: $324,823,652

PA Exports to Austria Annually (in USD)

- Base Metals: 22,049,213
- Electric Machinery²: 15,538,253
- Copper: 15,436,482
- Chemicals: 8,592,040
- Industrial Machinery¹: 7,723,788

Total Exports: $69,339,776

¹ Includes computers
² Includes sound & television equipment and parts

Source: Wiser Trade Database, data from U.S. Census Bureau Foreign, Trade Division, Annual 2014.

For more information on locating an Austrian business operation in Pennsylvania, or developing trade opportunities in Austria, please contact:

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Pennsylvania

With the largest network of overseas offices of any state in the U.S., Pennsylvania’s Office of International Business Development (OIBD) is committed to working with Pennsylvania companies to increase export sales and to encourage foreign companies to invest and create well-paying jobs in Pennsylvania.

Pennsylvania’s Strategic Location & Infrastructure

Pennsylvania is perfectly situated in the Northeast—within a day’s drive of 60% of the U.S. and Canada’s population.

And with six international airports, four Class 1 railroads, seven foreign trade zones and three major ports with access to the Atlantic Ocean, Gulf of Mexico and Great Lakes, we have the infrastructure to keep business moving.

Pennsylvania’s GDP is the 27th largest in the world ($603.87 billion).¹

OIBD has expertise in exporting and attracting FDI.

7% of Pennsylvania’s GDP are exports.

CUSTOMERS IN 221 countries buy PA-grown and PA-made goods and services.²

International trade—both exports and imports—supports 1.6 million Pennsylvania jobs.³

There are 6,450 foreign-owned business locations in PA employing more than 275,000 people.⁴

14,400 manufacturing establishments use Pennsylvania to move their products to their customers.

$1 trillion+ worth of goods and services move through Pennsylvania’s infrastructure.

1 U.S. Bureau of Economic Analysis, 2010 GDP by State, 2014 and World Development Indicators Database, World Bank, Sept 2014
4 Source: Dun & Bradstreet, January 2015, at least 50% foreign-owned