

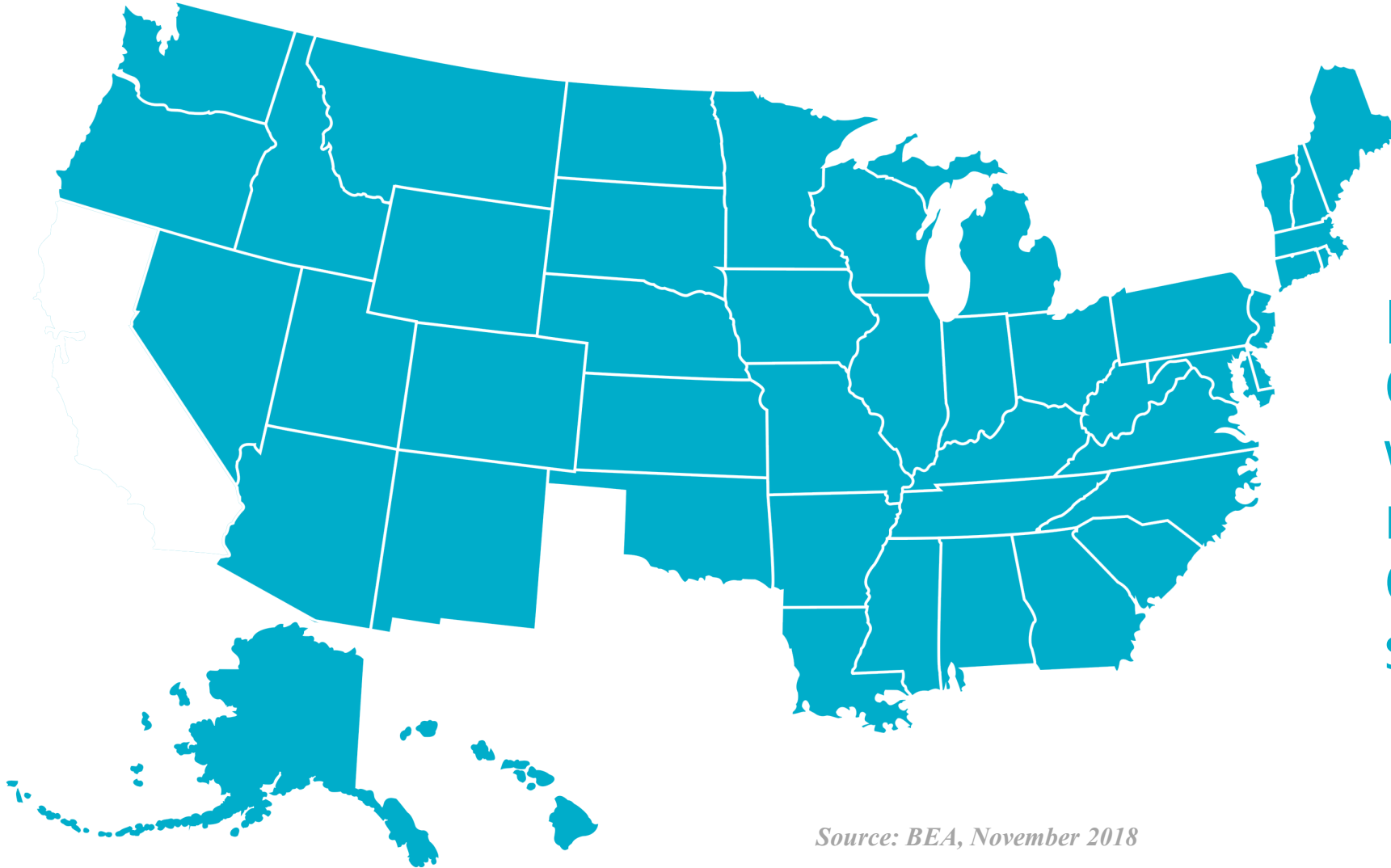
# The US Policy Environment for International Companies

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Aaron Brickman, Senior Vice President, Strategy & Development  
Organization for International Investment

# FDI Drives America's Economy

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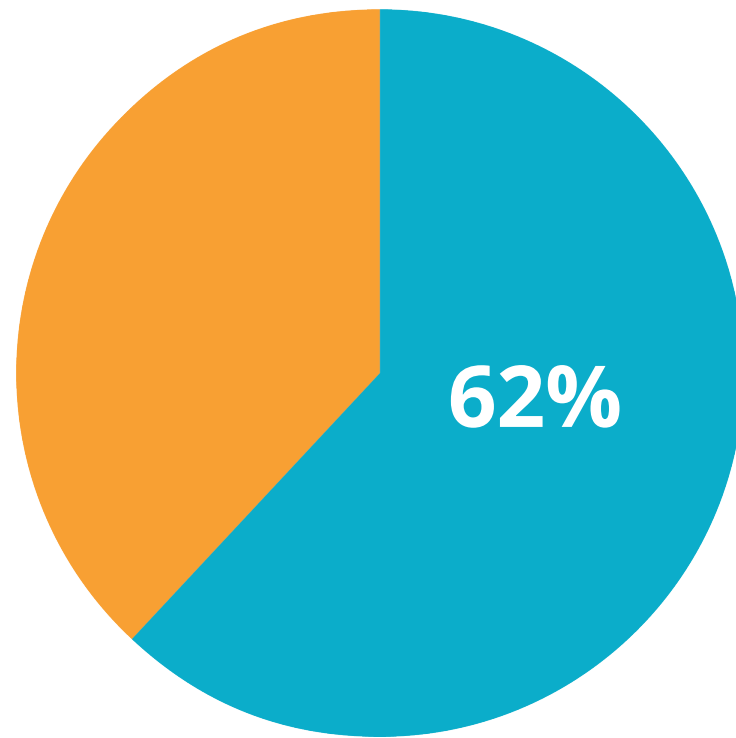
International Companies as a whole contribute more to America's GDP than 46 states.

*Source: BEA, November 2018*

# FDI Drives US Manufacturing

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% of New U.S. Mfg. Jobs, 2011-2016



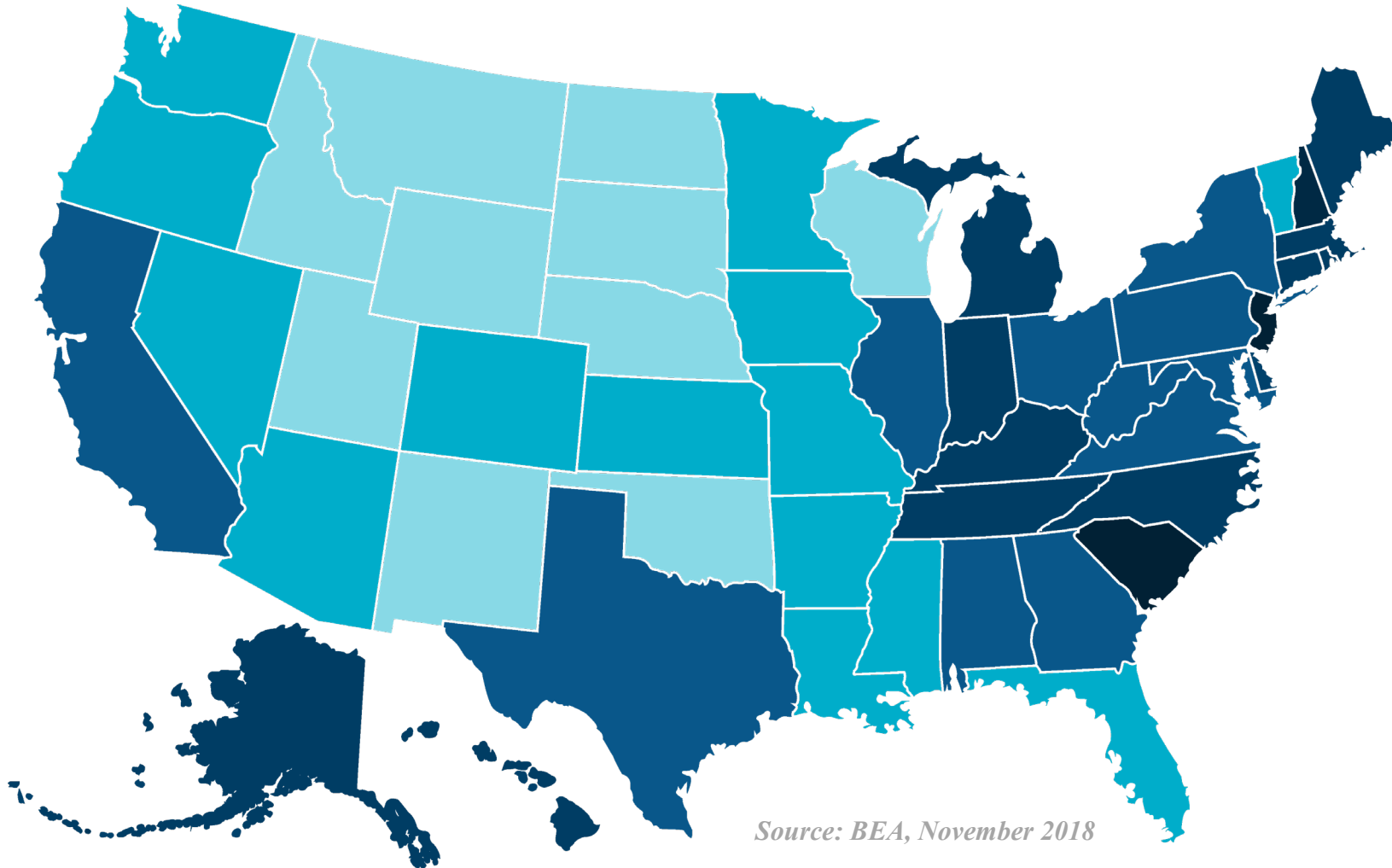
**International  
Companies**

*Source: BEA, November 2018*

# Global Connections

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## FDI Jobs as a Share of Private Sector



Source: BEA, November 2018

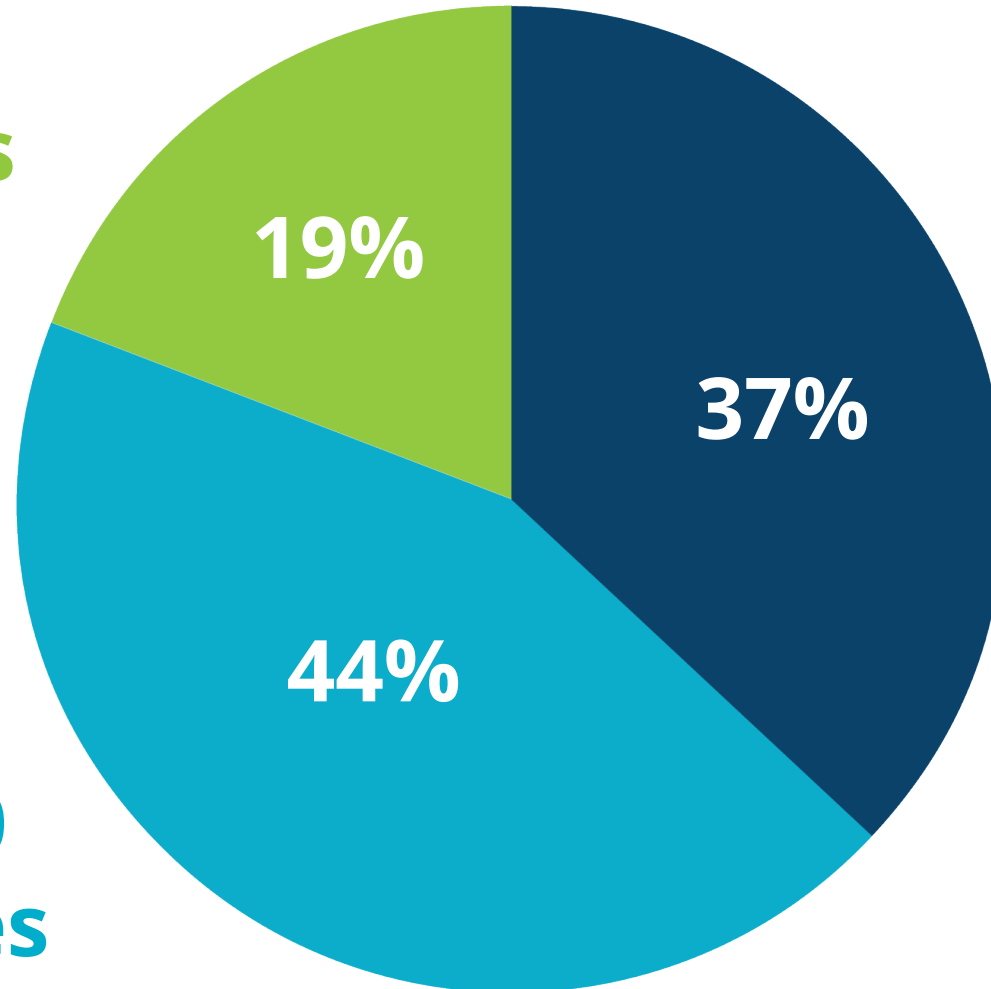
# Size of FDI Firms in the US

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**>1,000  
Employees**

**100-1,000  
Employees**

**<100 Employees**



*Source: BEA, November 2018*

# OFII & Our Focus

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**435**

OFII MEMBER COMPANIES  
OPERATE WITHIN ALL 435  
CONGRESSIONAL DISTRICTS



**12,200**

AVERAGE U.S. EMPLOYEES AT AN  
OFII MEMBER COMPANY



**37%**

PERCENTAGE OF OFII MEMBERS IN  
THE MANUFACTURING SECTOR

## Issues We Work

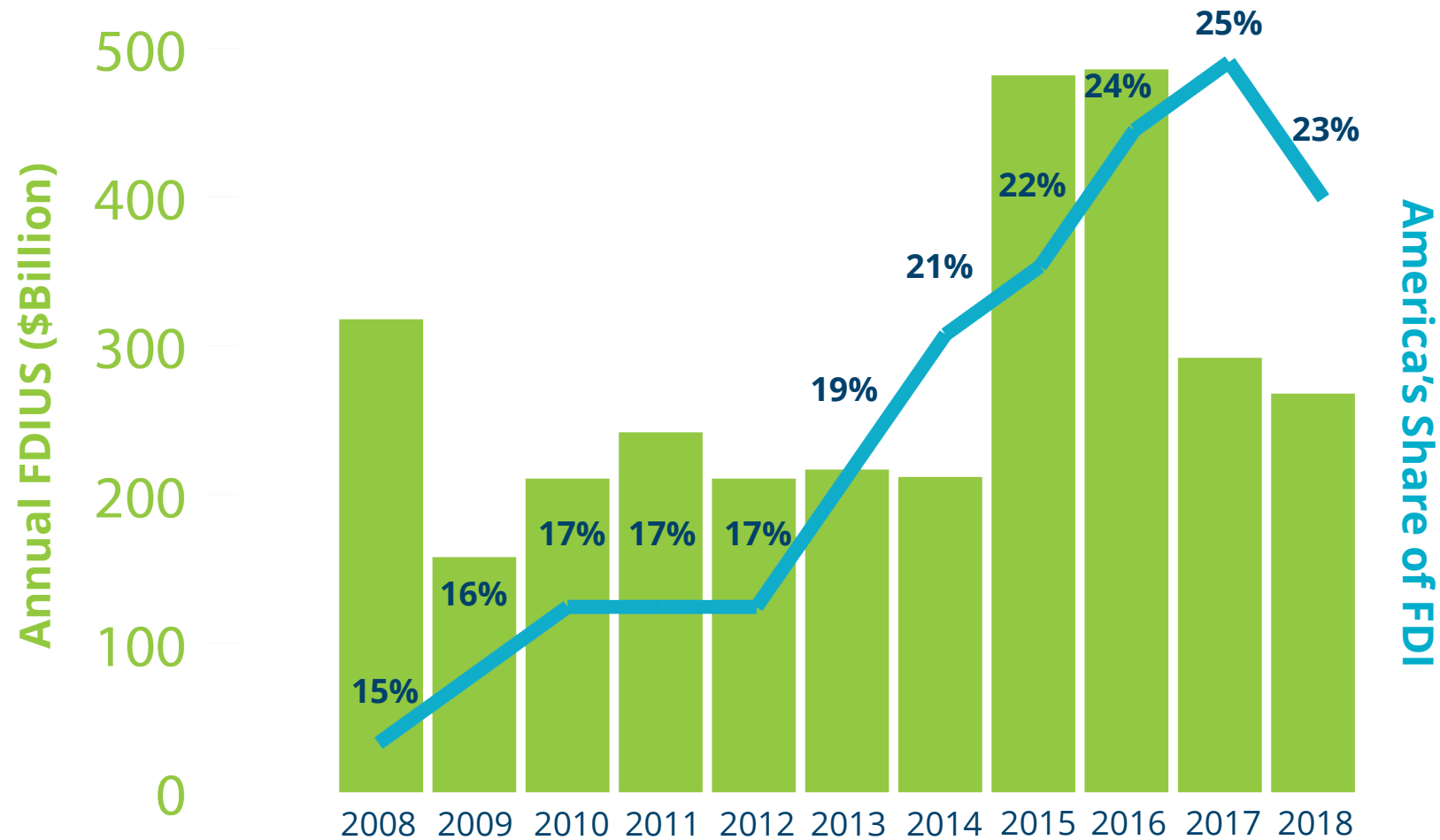
Tax | Trade | Forced Localization Regulations  
Cross-Border M&A Limitations | Sub-Federal Policy

# Aftercare Matters

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# Declining FDI in the US



Source: BEA, June 2019



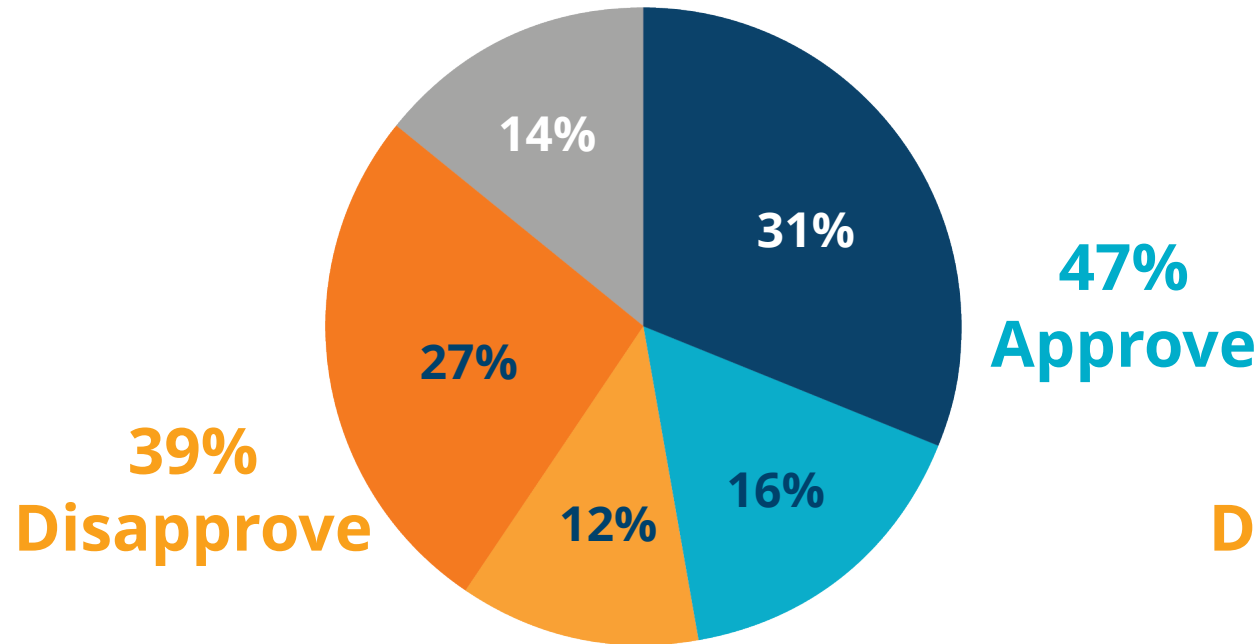
# Political Environment for International Companies

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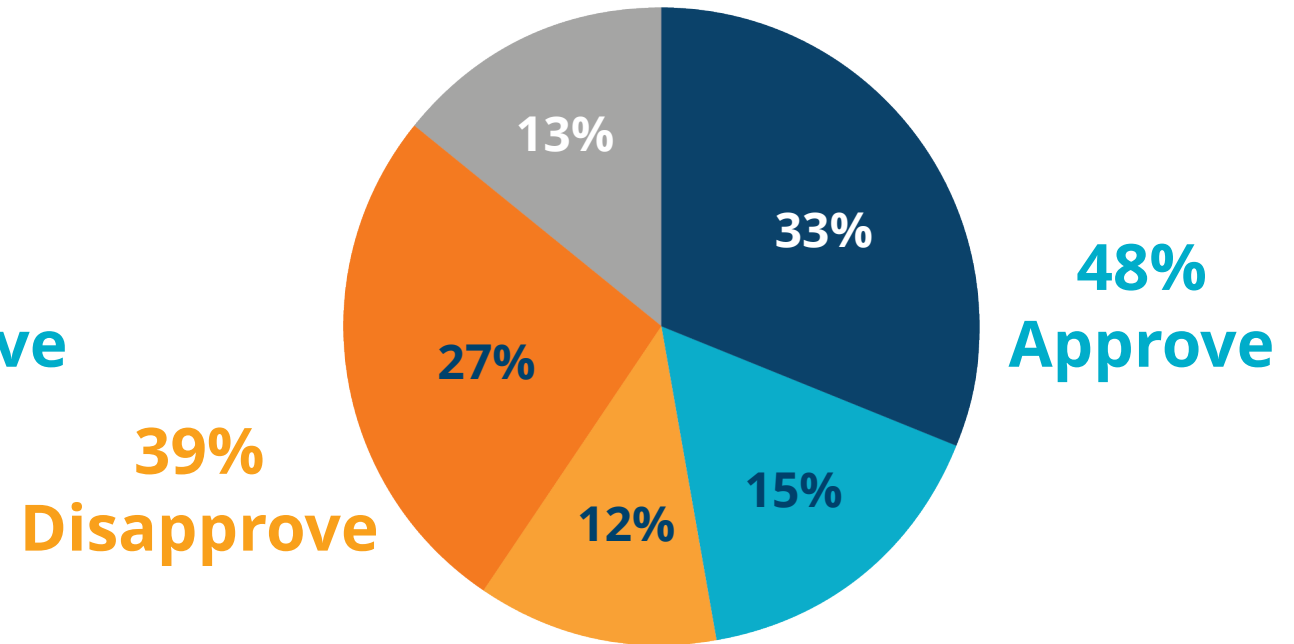
# Stable Support for the President's Economic Policy

*Do you approve or disapprove of the way  
Donald Trump is handling the economy?*

**October +8**



**July +9**



*Data from a Economist/YouGov survey of 1,500 adults nationwide, conducted October 7-9, 2018 and July 21-23, 2019.*

# National Security Today

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# National Security Today

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“In times of war, in times of conflict, you can blow up those windmills. **They fall down real quick .... You could do a lot of things to those solar panels, but you know what you can't hurt? Coal.** You can do whatever you want to coal.”

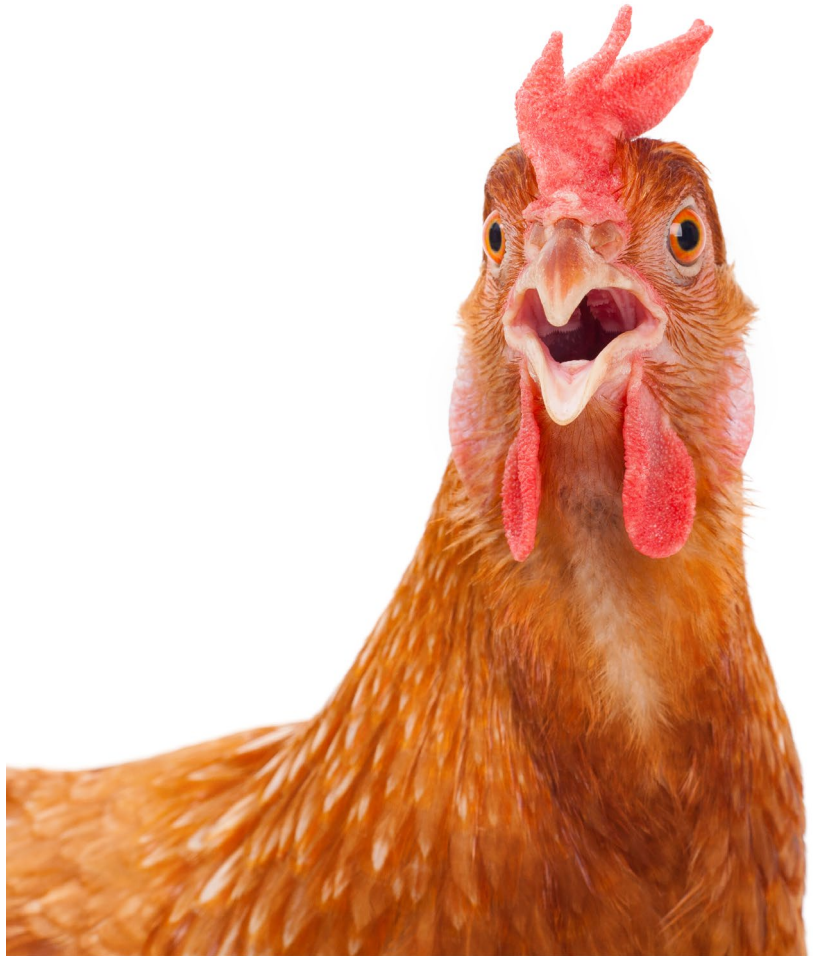
- President Trump

Aug. 21, 2018

*Source: WP, “For President Trump, ‘national security’ can mean just about anything,” Aug. 22, 2018*

# National Security Today

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"I believe that **food security is equivalent to national security**. I don't think there's any debate about that .... [With CFIUS approval of the Bayer deal,] I thought we were **offshoring our food security to a foreign country, that's what it appears to me.**"

- Senator Jon Tester

June 5, 2019



# National Security Today

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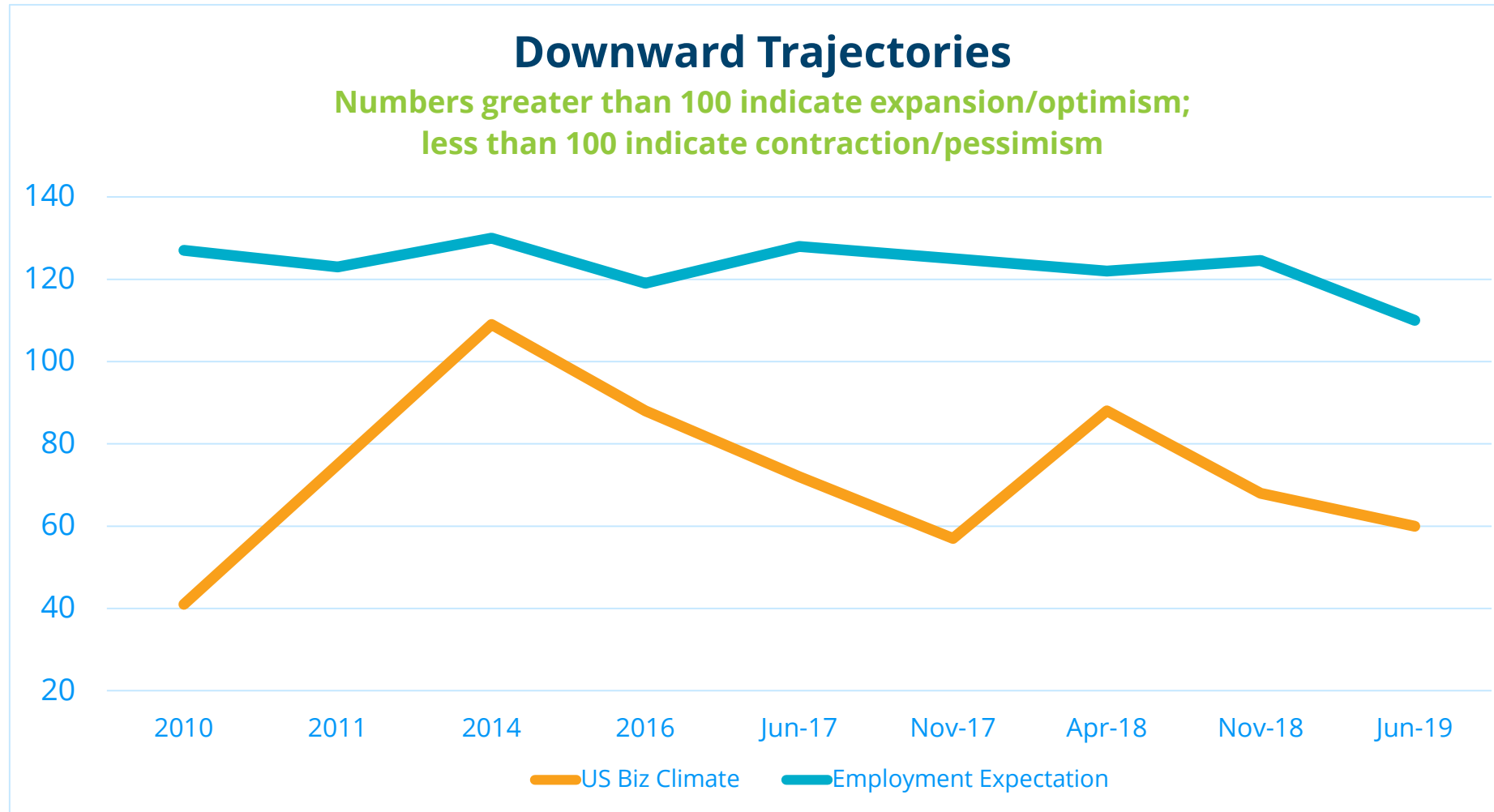


“The contraction of the **American-owned** automotive industry, if continued, will significantly impede the United States’ ability to develop technologically advanced products that are **essential to our ability to maintain technological superiority** to meet defense requirements and cost effective global power projection.”

- Commerce Report

May 17, 2019

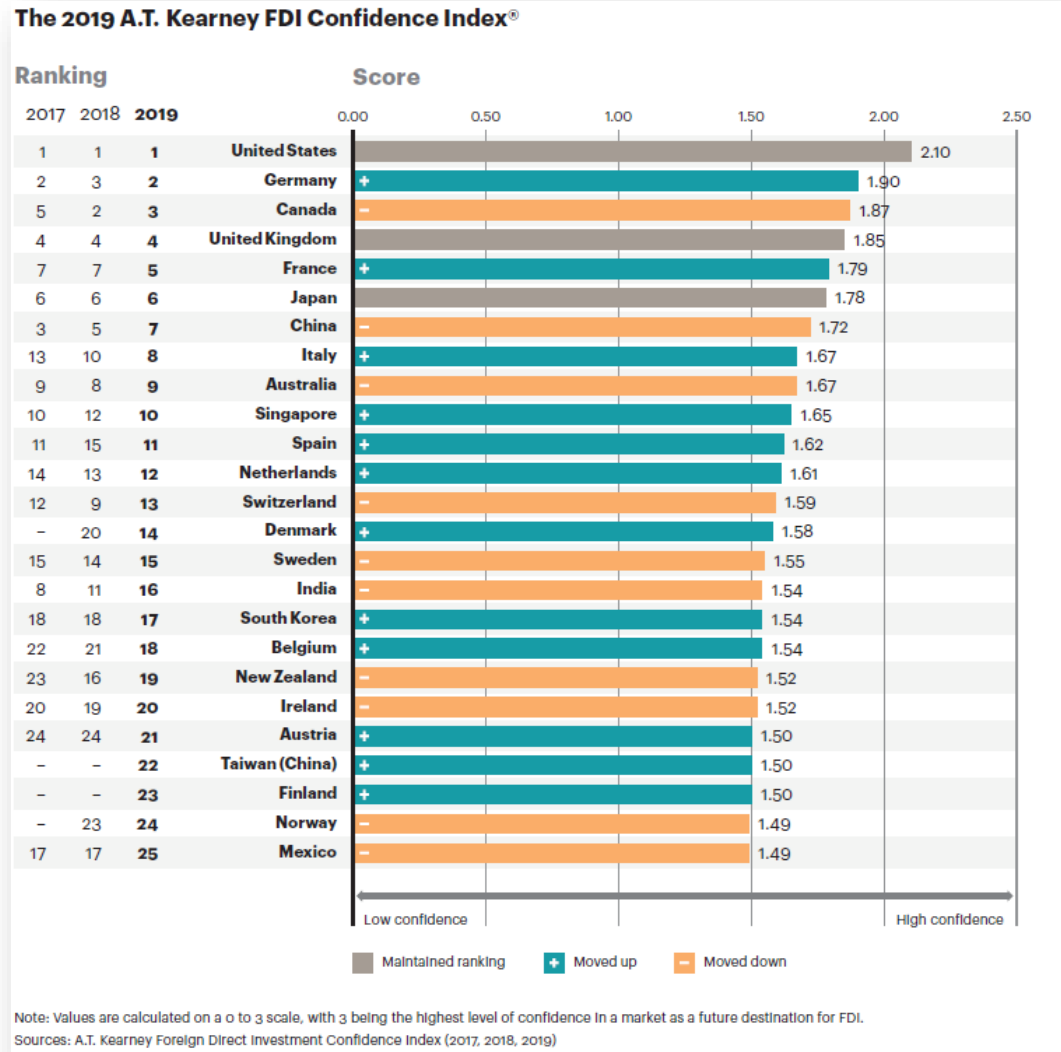
# OFII CFOs' Views



Source: OFII Inbound Investment Survey, June 2019

- Employment expectation remains positive
- Business climate for international companies is below the historic average

# The FDI Dichotomy



Investor optimism about the global economy remains strong but is waning.

- **Optimism:** Higher confidence for more countries than previous rankings
- **Reality:** Global FDI inflows have dropped by roughly 20% in the past year
  - Investment flows into Europe fell by more than 73% in 2018, according to UNCTAD
  - FDI flows into the United States are down 44% since 2016



# What States Should Do

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# Open Investment Policy Statements



Visit: [ofii.org/StatesThatGetIt](https://ofii.org/StatesThatGetIt)

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