



HERE *for* AMERICA

INTERNATIONAL AUTOMAKERS AND DEALERS IN AMERICA

2019





TABLE OF CONTENTS

ABOUT US	2
EXECUTIVE SUMMARY	3
INVESTMENT & MANUFACTURING	
INVESTMENT	6
EMPLOYMENT	7
MANUFACTURING	8
EXPORTS & TRADE	
EXPORTS	14
TRADE	15
DEALERS & SALES	
DEALERSHIPS	20
U.S. SALES	22
MOBILITY & INNOVATION	
RESEARCH & DEVELOPMENT	26
GREEN VEHICLES	28
STATES	32
COMPANIES	110
MAP	117

The Association of Global Automakers represents the U.S. operations of international motor vehicle manufacturers, original equipment suppliers, and other automotive-related trade associations. Our global perspective leads us to approach issues collaboratively by working with industry leaders, legislators, regulators, and other stakeholders to create public policy that improves vehicle safety, encourages technological innovation, and addresses environmental needs.

Our goal is to foster an open and competitive automotive marketplace that encourages investment, job growth, and development of more vehicles that enhance Americans' quality of life. The Association has served as the voice of international automobile manufacturers in the United States since 1961.

Global Automakers

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Established in 1970, the American International Automobile Dealers Association (AIADA) is the only national trade association whose sole purpose is to represent America's 9,500 international nameplate new automobile dealership franchises. The Association serves as an advocate for the industry before Congress, the White House, and federal agencies. AIADA is the international nameplate dealers' first line of defense in Washington, D.C., and its members are part of an active dealer community with a powerful voice. We focus our lobbying efforts on issues impacting America's international nameplate automobile dealers, including: trade and anti-competitive restrictions; regulatory overreach; tax measures; energy and fuel economy policies; and other industry-related issues.

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EXECUTIVE SUMMARY

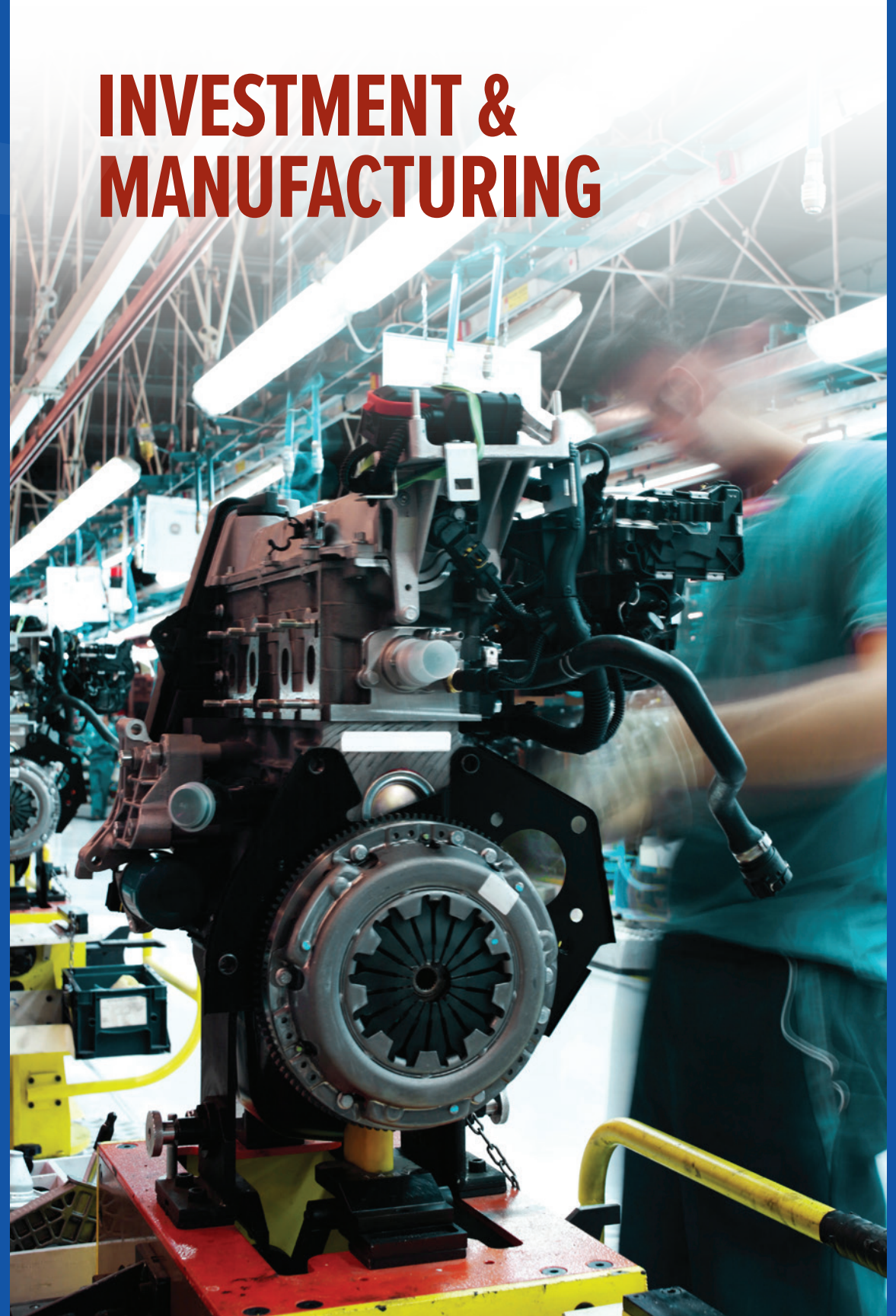
For 50 years, international auto manufacturers have strengthened the U.S. economy and auto industry by conducting research and development, investing in plants and equipment and building cars and light trucks in America. Today, millions of American jobs created by international automakers' and international nameplate dealers' operations in the U.S. prove the benefits of an open economy that welcomes investment, competition, and innovation.

In 2018, questions about trade and global supply chains led to changes in U.S. trade policy that challenged international automakers. The industry was buffeted by tariffs on steel and aluminum, a costly and complex replacement for the NAFTA, threatened tariffs on imported vehicles and parts, as well as escalating trade tensions and trade retaliation by our key trading partners.

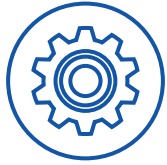
Global Automakers and Here for America believe evidence supporting the benefits of trade and open investment policies can be found in this annual report. Here are some highlights:

- Investments by international automakers, dealers and suppliers support **more than 2.58 million** American jobs.
- **Almost half** of the cars and light trucks produced in the U.S. roll off assembly lines at plants operated by international automakers.
- International automakers have invested more than **\$88 billion** into U.S. operations, with manufacturing plants in **12 states** and R&D facilities in **15 states**.
- International nameplate dealers are responsible for **56 percent** of retail vehicle sales in the U.S.
- **More than half** of all U.S. new vehicle dealership jobs are created by international nameplate dealers.
- Economic activity by international automakers and dealers in America generated **\$73.3 billion** in federal, state and local tax receipts and other revenues in 2018.

INVESTMENT & MANUFACTURING



INVESTMENT



International automakers have invested **\$88 BILLION** into U.S. operations



International automakers operate **500** facilities across **38** states



\$33.2 BILLION generated in state and local tax receipts and other revenues

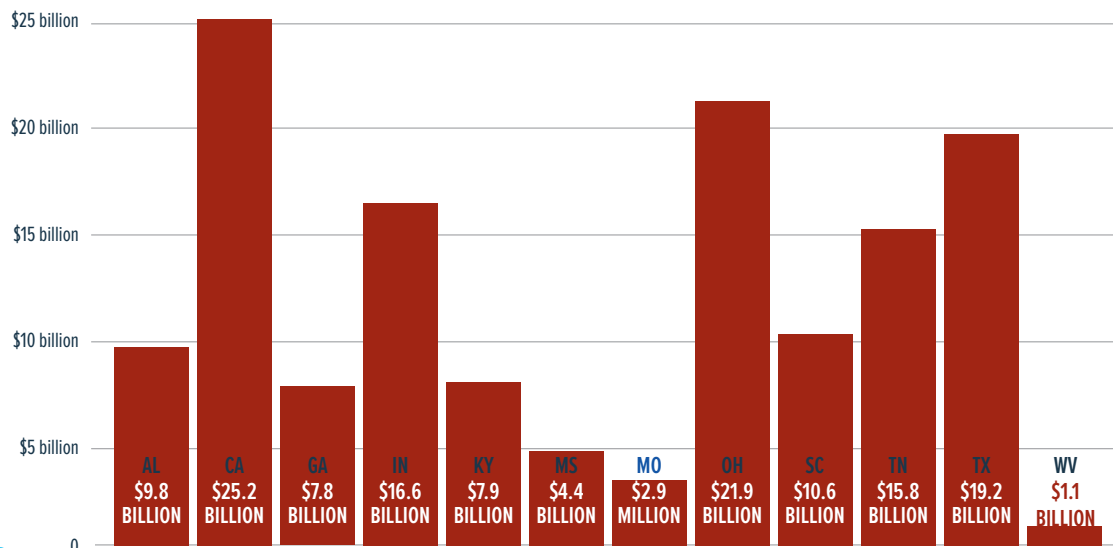


\$40.1 BILLION generated in federal tax receipts and other revenues



Investing in the U.S. market for more than **60 YEARS**

THE OPERATIONS AND RELATED ACTIVITIES OF INTERNATIONAL AUTOMAKERS AND AUTO DEALERS IN THE U.S. CONTRIBUTED BILLIONS OF DOLLARS TO GROSS STATE PRODUCT (GSP) IN 2018



EMPLOYMENT



137,000 direct U.S. employees



Direct employee payroll of **\$11.8 BILLION**



62% of direct jobs are in manufacturing



2.58 MILLION¹ direct and indirect U.S. jobs generated



Total employee compensation of **\$171 BILLION**¹ in 2018

¹Indirect economic impacts derived by SCOUT Economics using direct employment, dealer employment, and auto parts employment multipliers from the IMPLAN input-output model.

OUTPACING THE U.S. ECONOMY IN JOB GROWTH AND PRODUCTIVITY

	AUTOMAKERS	U.S. ECONOMY
3-YEAR JOB GROWTH ²	8.4%	4.5%
INDIRECT JOB CREATION ³	9.6 additional jobs per auto employee	1.4 additional jobs per employee
HOURLY CONTRIBUTION TO U.S. ECONOMY ⁴	\$643 per auto manufacturing employee	\$78 per employee
ANNUAL CONTRIBUTION TO U.S. ECONOMY ⁴	\$1.37 million per auto manufacturing employee	\$129,794 per employee

² 2018 Global Automakers and AIADA Economic Impact Survey, US Bureau of Labor Statistics (BLS)

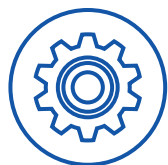
³ IMPLAN Input-Output Tables and SCOUT Economics

⁴ BLS Labor Productivity Cost Series (LPC), US Automobile Manufacturers (NAICS 3361), BLS LPC all U.S. Industries, Bureau of Economic Analysis (BEA), Industry Economic Accounts Data: GDP by Industry.

MANUFACTURING



30 manufacturing facilities



\$132 BILLION purchased from U.S. suppliers in 2018



5 MILLION vehicles produced in 2018



45% of all U.S. vehicle production in 2018

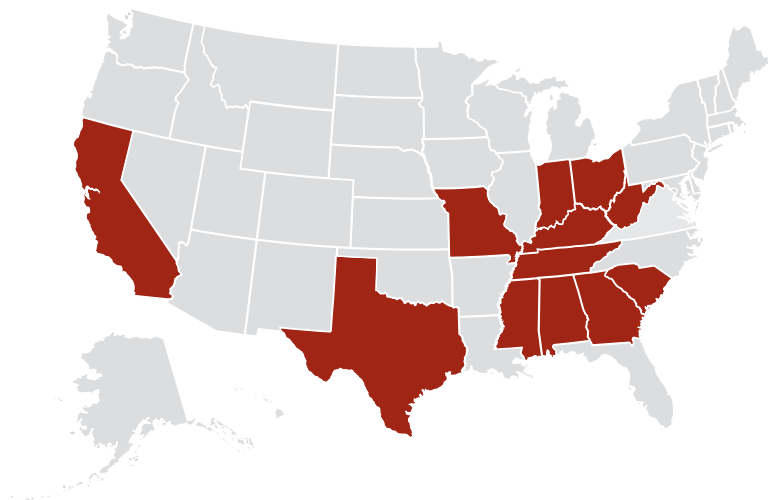


Production increase of **60%** over the past 15 years



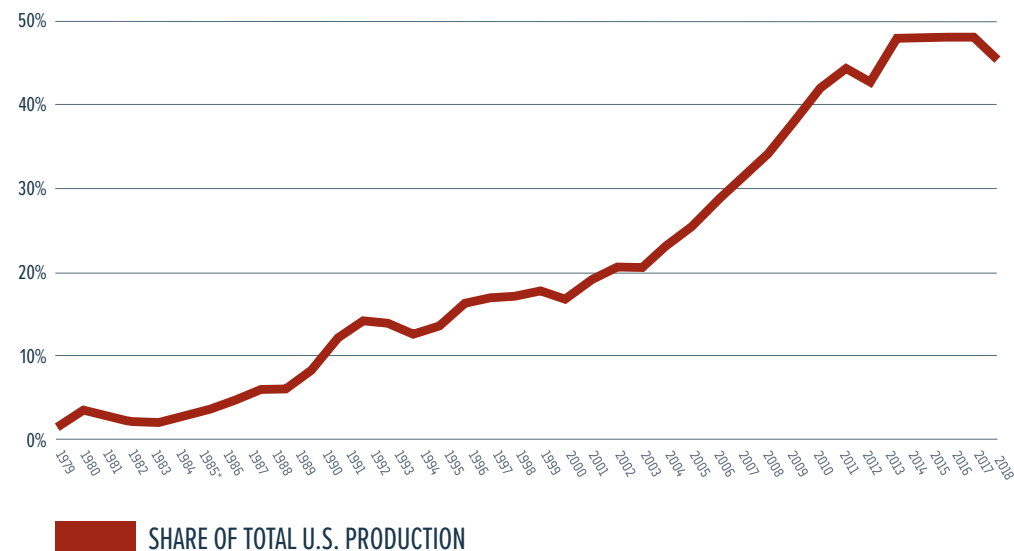
Registrations of American-made vehicles increased **40%** since 2008

12 STATES WITH INTERNATIONAL AUTOMAKER MANUFACTURING FACILITIES

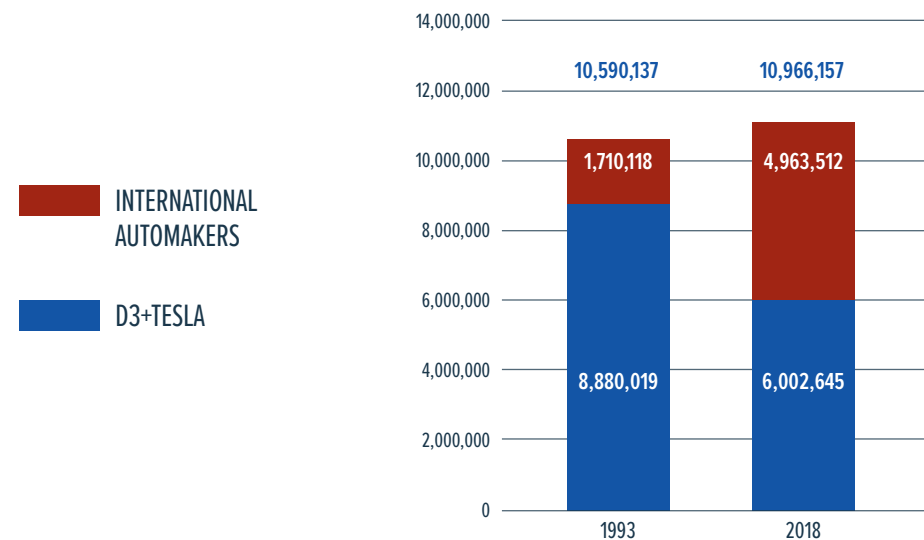


Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts. U.S. supplier purchases include parts and materials as well as goods and services.

INTERNATIONAL AUTOMAKERS' SHARE OF U.S. AUTO PRODUCTION HAS GROWN FROM **1%** IN 1979 TO **45%** IN 2018


















INTERNATIONAL AUTOMAKERS HAVE INCREASED THEIR U.S. PRODUCTION VOLUME BY **NEARLY 200%** OVER THE PAST 25 YEARS



*Passenger cars only before 1985. Passenger cars and light trucks 1985-2018. Source: Production data from WardsAuto InfoBank for BMW Group, Honda, Hyundai, Kia, Mazda, Mercedes-Benz, Mitsubishi Motors, Nissan, Subaru, Toyota, Volkswagen Group, and Volvo Cars.

MANUFACTURING FACILITIES

STATE	AUTOMAKER	FACILITY NAME	CITY	PRODUCTION START	VEHICLES/COMPONENTS PRODUCED
Alabama	Honda	 Honda Manufacturing of Alabama, LLC	Lincoln	2001	Odyssey, Passport, Pilot, Ridgeline, V-6 engines
	Hyundai	 Hyundai Motor Manufacturing Alabama	Montgomery	2005	Elantra, Santa Fe, Sonata
	Mazda-Toyota	 Mazda Toyota Manufacturing, U.S.A., Inc.*	Huntsville	2021	Corolla, Mazda Crossover
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.	Vance	1995	C-class, GLE-class, GLE Coupe, and GLS-class
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.*	Woodstock	2020	Electric vehicle batteries
	Toyota	 Toyota Motor Manufacturing Alabama	Huntsville	2001	4-cylinder, V-6, and V-8 engines
California	Toyota	 TABC, Inc.	Long Beach	1972	Steering columns, catalytic converters, sub-assemblies
Georgia	Honda	 Honda Precision Parts of Georgia, LLC	Tallapoosa	2006	Transmissions
	Kia	 Kia Motors Manufacturing Georgia	West Point	2009	Optima, Sorento, Telluride**
Indiana	Honda	 Honda Manufacturing of Indiana, LLC	Greensburg	2008	Civic sedan, CR-V, Insight
	Subaru	 Subaru of Indiana Automotive, Inc.	Lafayette	1989	Legacy, Outback, Impreza, Ascent
	Toyota	 Toyota Motor Manufacturing Indiana	Princeton	1996	Highlander, Highlander Hybrid, Sequoia, Sienna
Kentucky	Toyota	 Toyota Motor Manufacturing Kentucky	Georgetown	1986	Avalon, Avalon Hybrid, Camry, Camry Hybrid, Lexus ES, 4-cylinder and V-6 engines, powertrain parts
Mississippi	Nissan	 Nissan Canton Vehicle Assembly Plant	Canton	2003	Altima, Frontier, Murano, NVs, Titan
	Toyota	 Toyota Motor Manufacturing Mississippi	Blue Springs	2007	Corolla
Missouri	Toyota	 Toyota Bodine Aluminum Inc.	St. Louis	1990	Engine brackets, carrier covers
	Toyota	 Toyota Bodine Aluminum Inc.	Troy	1990	Cylinder heads, cylinder blocks, automatic transmission parts

STATE	AUTOMAKER	FACILITY NAME	CITY	PRODUCTION START	VEHICLES/COMPONENTS PRODUCED
Ohio	Honda	 Honda of America Manufacturing, Inc. Anna Engine Plant	Anna	1985	4-cylinder and V-6 engines
	Honda	 Honda of America Manufacturing, Inc. East Liberty Auto Plant	East Liberty	1989	CR-V, Acura MDX, Acura RDX
	Honda	 Honda of America Manufacturing, Inc. Marysville Auto Plant	Marysville	1982	Accord Sedan, Accord Hybrid, CR-V, Acura ILX, Acura TLX
	Honda	 Honda of America Manufacturing, Inc. Performance Manufacturing Center	Marysville	2016	Acura NSX
	Honda	 Honda Transmission Manufacturing of America, Inc.	Russells Point	1996	Transmissions, gears, four-wheel-drive components
	South Carolina	BMW	 BMW Manufacturing Co.	Greer	1994
Mercedes-Benz		 Mercedes-Benz Vans, LLC	Ladson	2001	Metris, Sprinter
Volvo Cars		 Volvo Car USA	Ridgeville	2018	S60 Sedan
Tennessee	Nissan	 Nissan Decherd Powertrain Plant	Decherd	1997	Engines
	Nissan	 Infiniti Decherd Powertrain Plant	Decherd	2014	Engines
	Nissan	 Nissan Smyrna Vehicle Assembly Plant and Battery Plant	Smyrna	1983	Altima, LEAF, Maxima, Pathfinder, Rogue, Infiniti QX60, lithium-ion batteries
	Toyota	 Toyota Bodine Aluminum Inc.	Jackson	2003	Cylinder blocks, automatic transmission parts
	Volkswagen	 Volkswagen Chattanooga Assembly Plant	Chattanooga	2010	Atlas, Passat
Texas	Toyota	 Toyota Motor Manufacturing Texas	San Antonio	2003	Tacoma, Tundra
West Virginia	Toyota	 Toyota Motor Manufacturing West Virginia	Buffalo	1996	Automatic transmissions, 4-cylinder and V-6 engines

 20 Auto Plants  12 Component Plants

*Plant Coming Soon
**Production began in 2019

EXPORTS & TRADE



EXPORTS



816,000 vehicles exported in 2018



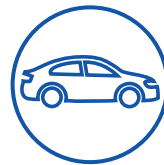
Vehicles exported to more than **122** countries and territories



\$24 billion in vehicle exports in 2018



16% of American-made vehicles were exported in 2018



53 different models exported from international automakers' U.S. plants



48% of exports in 2018 were to U.S. free trade agreement partners

TRADE



3.7 million more vehicles built in the U.S. in 2018 than in 1993, the year before NAFTA took effect



More than **\$70 billion** invested in U.S. operations since NAFTA took effect



Produced **76%** of vehicles registered in the U.S. last year in North America

TRADE SUPPORTS JOBS IN MANUFACTURING STATES

STATE	TOTAL JOBS	MODELS EXPORTED
Alabama	79,841	Honda: Odyssey, Pilot, Ridgeline Hyundai: Elantra, Santa Fe, Sonata Mercedes-Benz: C-class, GLE-class, GLE coupe, GLS-class
Georgia	71,791	Kia: Optima, Sorento
Indiana	126,005	Honda: Civic, CR-V, Insight Subaru: Impreza, Legacy, Outback Toyota: Highlander, Highlander Hybrid, Sequoia, Sienna
Kentucky	77,136	Toyota: Avalon, Avalon Hybrid, Camry, Camry Hybrid, Lexus ES
Mississippi	35,142	Nissan: Altima, Frontier, Murano, NVs, Titan Toyota: Corolla
Ohio	199,462	Honda: Accord, CR-V, Acura ILX, Acura MDX, Acura NSX, Acura RDX, Acura TLX
South Carolina	79,924	BMW: X3, X4, X5, X6
Tennessee	123,205	Nissan: Altima, LEAF, Maxima, Pathfinder, Rogue, Infiniti QX60 Volkswagen: Atlas, Passat
Texas	150,778	Toyota: Tacoma, Tundra

FREE TRADE AGREEMENT MARKETS

COUNTRY	VOLUME
Australia	26,296
Bahrain	1,990
Canada	230,487
Chile	3,760
Colombia	3,587
Costa Rica	1,153
Dominican Republic	1,018
El Salvador	417
Guatemala	1,238
Honduras	276
Israel	1,316
Jordan	376
Mexico	83,416
Morocco	887
Nicaragua	215
Oman	2,081
Panama	2,837
Peru	3,093
Singapore	986
South Korea	25,918

PORTS OF EXPORTS

PORT*	MODELS EXPORTED
Long Beach, CA	Nissan: Murano Toyota: Avalon, Camry, Corolla, Highlander, Sequoia, Sienna, Tacoma, Tundra, Lexus ES
Port Hueneme, CA	Honda: Accord, Civic, CR-V, Odyssey, Pilot, Ridgeline, Acura ILX, Acura MDX, Acura NSX, Acura RDX, Acura TLX Nissan: Altima, Frontier, LEAF, Maxima, Murano, NVs, Rogue, Pathfinder, Titan, Infiniti QX60, Toyota: Avalon, Avalon Hybrid, Camry, Camry Hybrid, Corolla, Highlander, Sequoia, Sienna, Tacoma, Tundra
Richmond, CA	Subaru: Impreza, Legacy, Outback
Jacksonville, FL	BMW: X3, X4, X5, X6 Honda: Accord, Civic, CR-V, Insight, Odyssey, Pilot, Ridgeline, Acura MDX, Acura NSX, Acura RDX, Acura TLX Kia: Optima, Sorento Nissan: Altima, Frontier, LEAF, Maxima, Murano, NVs, Pathfinder, Rogue, Titan, Infiniti QX60 Toyota: Corolla, Highlander, Sequoia Volkswagen: Atlas, Passat
Miami, FL	Honda: Accord, Civic, CR-V, Odyssey, Pilot, Ridgeline
Port Everglades, FL	BMW: X3, X4, X5, X6 Honda: Accord, Civic, CR-V, Insight, Odyssey, Pilot, Ridgeline, Acura ILX, Acura MDX, Acura RDX, Acura TLX
Brunswick, GA	BMW: X3, X4, X5, X6 Honda: Odyssey, Pilot, Ridgeline, Acura NSX Nissan: Altima, LEAF, Maxima, Murano, Pathfinder, Infiniti QX60 Toyota: Camry, Corolla, Highlander, Sequoia, Sienna, Tacoma, Tundra Volkswagen: Passat
Savannah, GA	BMW: X3, X4, X5, X6 Nissan: Murano, Pathfinder, Infiniti QX60 Toyota: Avalon, Highlander, Tacoma, Tundra
Baltimore, MD	Honda: Accord, Civic, CR-V, Insight, Odyssey, Pilot, Ridgeline, Acura MDX, Acura RDX Nissan: Pathfinder Subaru: Impreza, Legacy, Outback Toyota: Avalon, Camry Hybrid
Portland, OR	Honda: Civic, CR-V, Odyssey, Pilot
Philadelphia, PA	Subaru: Impreza, Legacy, Outback
Charleston, SC	BMW: X3, X4, X5, X6
Houston, TX	Toyota: Tundra

*Sea port of export

DEALERS & SALES



DEALERSHIPS



9,500 international nameplate automobile dealer franchises across the country



578,000 direct U.S. dealership employees



Payroll of **\$34 billion**

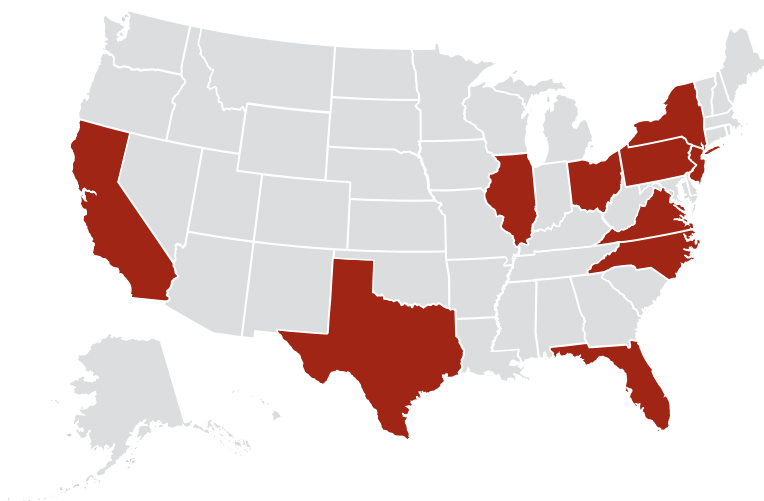


More than half of all U.S. dealership jobs are created by international nameplate automobile dealers



547,500 indirect jobs created by international nameplate dealerships in 2018

TOP 10 STATES FOR INTERNATIONAL NAMEPLATE DEALERSHIP EMPLOYMENT



STATE	NO. OF DEALERSHIP FRANCHISES	DEALERSHIP EMPLOYMENT	AVERAGE ANNUAL EARNINGS PER EMPLOYEE	TOTAL DEALERSHIP EMPLOYEE COMPENSATION
Alabama	143	6,888	\$55,172	\$380,024,736
Alaska	23	966	\$59,488	\$57,465,408
Arizona	166	15,543	\$58,916	\$915,731,388
Arkansas	72	3,408	\$52,676	\$179,519,808
California	1,014	83,174	\$66,040	\$5,492,810,960
Colorado	162	11,310	\$60,788	\$687,512,280
Connecticut	180	9,296	\$61,568	\$572,336,128
Delaware	36	2,400	\$55,224	\$132,537,600
Florida	618	51,418	\$58,448	\$3,005,279,264
Georgia	271	16,932	\$56,940	\$964,108,080
Hawaii	39	2,470	\$62,920	\$155,412,400
Idaho	60	3,264	\$52,728	\$172,104,192
Illinois	387	20,416	\$53,352	\$1,089,234,432
Indiana	192	8,874	\$50,752	\$450,373,248
Iowa	101	3,285	\$52,572	\$172,699,020
Kansas	90	3,744	\$50,700	\$189,820,800
Kentucky	115	6,042	\$51,844	\$313,241,448
Louisiana	152	7,552	\$54,808	\$413,910,016
Maine	68	2,640	\$51,480	\$135,907,200
Maryland	222	15,089	\$57,772	\$871,721,708
Massachusetts	248	14,260	\$65,728	\$937,281,280
Michigan	232	9,900	\$59,176	\$585,842,400
Minnesota	122	6,944	\$52,208	\$362,532,352
Mississippi	84	3,525	\$50,700	\$178,717,500
Missouri	157	8,024	\$53,092	\$426,010,208
Montana	43	1,640	\$52,676	\$86,388,640
Nebraska	54	2,303	\$52,520	\$120,953,560
Nevada	64	4,416	\$65,520	\$289,336,320
New Hampshire	91	3,950	\$64,116	\$253,258,200
New Jersey	334	21,744	\$66,664	\$1,449,542,016
New Mexico	67	3,477	\$52,364	\$182,069,628
New York	541	28,500	\$62,452	\$1,779,882,000
North Carolina	316	17,514	\$53,820	\$942,603,480
North Dakota	33	1,100	\$53,300	\$58,630,000
Ohio	373	18,239	\$52,520	\$957,912,280
Oklahoma	88	4,374	\$53,300	\$233,134,200
Oregon	143	7,747	\$56,992	\$441,517,024
Pennsylvania	491	24,070	\$52,052	\$1,252,891,640
Rhode Island	45	2,640	\$54,132	\$142,908,480
South Carolina	151	8,512	\$54,028	\$459,886,336
South Dakota	26	969	\$54,340	\$52,655,460
Tennessee	193	11,055	\$58,084	\$642,118,620
Texas	623	48,025	\$62,088	\$2,981,776,200
Utah	80	5,250	\$55,120	\$289,380,000
Vermont	43	1,369	\$55,796	\$76,384,724
Virginia	280	17,821	\$57,096	\$1,017,507,816
Washington	222	14,454	\$58,500	\$845,559,000
West Virginia	76	2,585	\$45,604	\$117,886,340
Wisconsin	181	7,540	\$46,956	\$354,048,240
Wyoming	20	860	\$50,440	\$43,378,400
TOTAL	9,532	577,518	\$57,876	\$33,913,742,460

Source: AIADA Membership Roster and NADA DATA

U.S. SALES



9.2 million new vehicles registered in 2018



56% market share of 2018 U.S. new vehicle registrations



\$56 billion in parts and services sold by dealerships in 2018

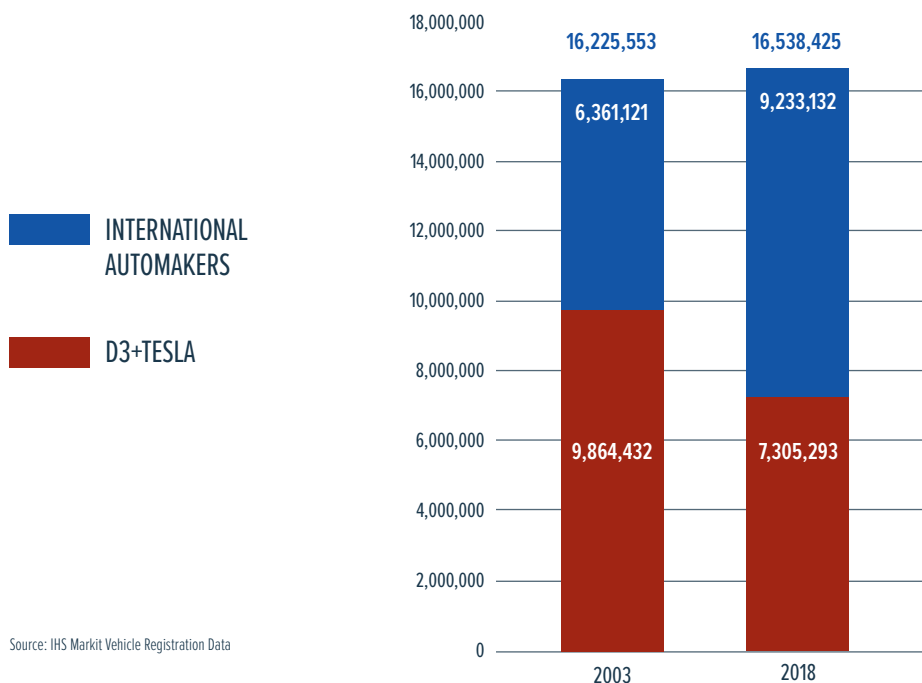


\$4.8 billion in advertising expenditures by dealerships in 2018



46% of international nameplate vehicles registered in the U.S. last year were made in America

INTERNATIONAL AUTOMAKERS' NEW VEHICLE REGISTRATION MARKET SHARE INCREASED FROM 39% IN 2003 TO 56% IN 2018

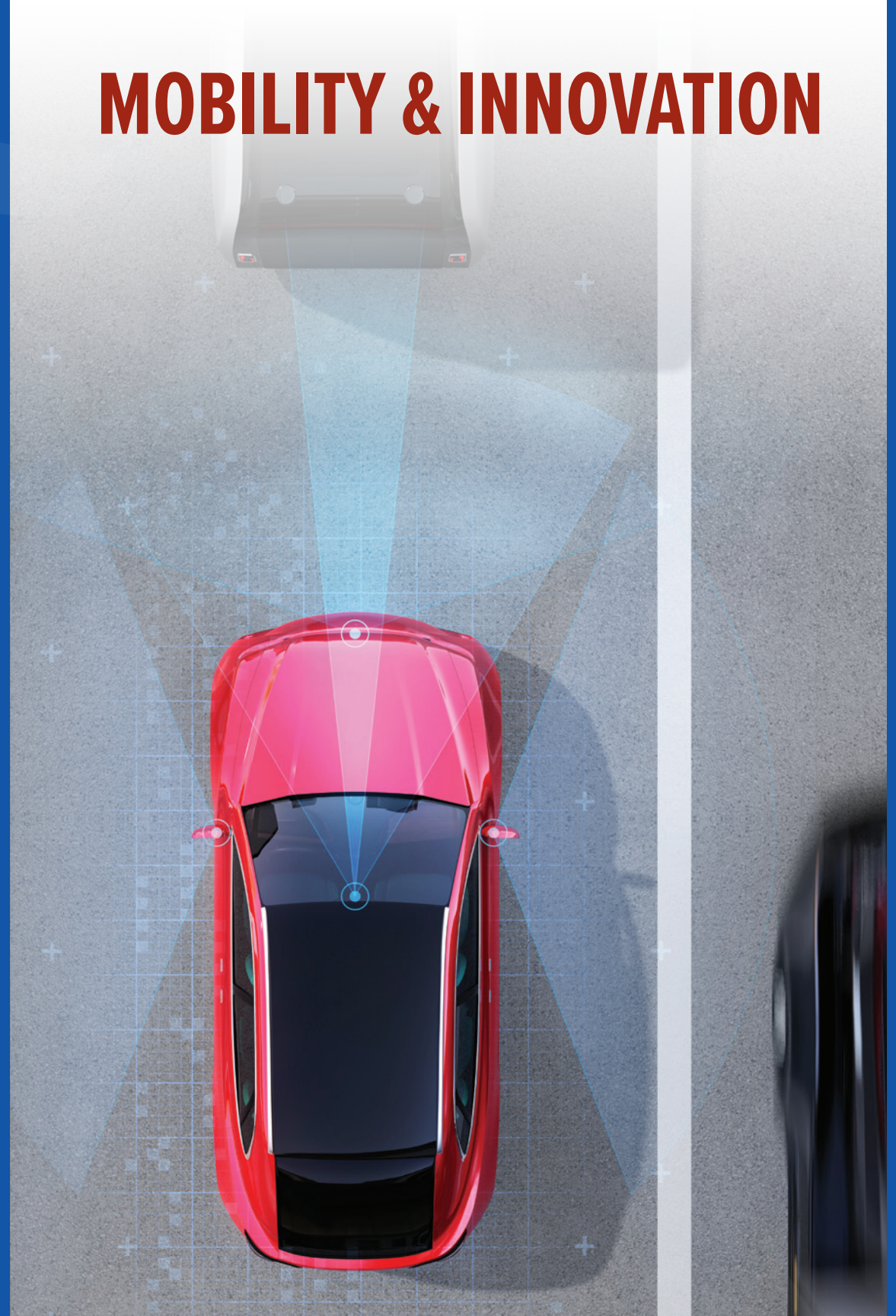


Source: IHS Markit Vehicle Registration Data

STATE	TOTAL SALES VOLUME*	INT'I AUTOMAKERS SALES	INT'I AUTOMAKERS MARKET SHARE
ALABAMA	206,144	113,167	55%
ALASKA	25,355	11,014	43%
ARIZONA	381,299	195,577	51%
ARKANSAS	120,308	53,653	45%
CALIFORNIA	1,942,127	1,344,889	69%
COLORADO	264,499	154,019	58%
CONNECTICUT	167,069	117,510	70%
DELAWARE	49,087	27,205	55%
DISTRICT OF COLUMBIA	22,608	15,822	70%
FLORIDA	1,316,249	853,546	65%
GEORGIA	503,194	280,880	56%
HAWAII	88,513	58,595	66%
IDAHO	61,352	31,647	52%
ILLINOIS	609,990	317,714	52%
INDIANA	241,773	103,425	43%
IOWA	128,394	48,862	38%
KANSAS	96,202	43,690	45%
KENTUCKY	146,790	72,714	50%
LOUISIANA	215,379	104,939	49%
MAINE	68,820	36,577	53%
MARYLAND	326,684	201,127	62%
MASSACHUSETTS	351,453	237,257	68%
MICHIGAN	601,141	105,398	18%
MINNESOTA	244,302	112,739	46%
MISSISSIPPI	104,706	52,971	51%
MISSOURI	303,983	120,326	40%
MONTANA	54,013	25,177	47%
NEBRASKA	84,569	33,589	40%
NEVADA	141,577	85,995	61%
NEW HAMPSHIRE	95,338	58,020	61%
NEW JERSEY	576,470	377,792	66%
NEW MEXICO	85,100	42,498	50%
NEW YORK	1,001,976	616,605	62%
NORTH CAROLINA	456,202	268,988	59%
NORTH DAKOTA	37,567	11,444	30%
OHIO	591,059	286,529	48%
OKLAHOMA	762,451	373,656	49%
OREGON	169,924	109,487	64%
PENNSYLVANIA	649,668	364,167	56%
RHODE ISLAND	48,630	32,436	67%
SOUTH CAROLINA	216,105	126,989	59%
SOUTH DAKOTA	36,623	12,563	34%
TENNESSEE	269,666	148,442	55%
TEXAS	1,481,425	763,027	52%
UTAH	136,804	73,022	53%
VERMONT	41,845	24,308	58%
VIRGINIA	379,282	239,561	63%
WASHINGTON	288,037	189,610	66%
WEST VIRGINIA	80,143	37,638	47%
WISCONSIN	242,572	107,573	44%
WYOMING	23,958	8,753	37%
TOTAL	16,538,425	9,233,132	56%

Retail and fleet sales CY2018 for Acura, Alfa Romeo, Aston Martin, Audi, Bentley, BMW, Bugatti, Ferrari, Fiat, Honda, Hyundai, Genesis, Infiniti, Jaguar, Kia, Karma, Lamborghini, Land Rover, Lexus, Lotus, Maserati, Mazda, McLaren, Mercedes-Benz, MINI, Mitsubishi Motors, Nissan, Porsche, Rolls-Royce, Scion, smart, Subaru, Toyota, Volkswagen, and Volvo Cars. Source: IHS Markit Vehicle Registration Data

MOBILITY & INNOVATION



RESEARCH & DEVELOPMENT



65 R&D facilities
located in 15 states



Over 7,000 R&D employees

R&D FACILITIES

STATE	FACILITY	CITY
Arizona	Nissan Technical Center North America Arizona Test Center	Stanfield
	Toyota Arizona Proving Grounds	Wittman
	Volkswagen Arizona Proving Grounds	Maricopa
California	Audi of America Design Loft (Volkswagen)	Los Angeles
	Audi Innovation Center (Volkswagen)	San Francisco
	BMW iVentures	Mountain View
	BMW Technology Office	Mountain View
	BMW of North America Engineering and Emission Test Center	Oxnard
	Caltly Design Research (Toyota)	Newport Beach
	Caltly Design Research (Toyota Innovation Hub)	Oakland
	Designworks (BMW Group)	Newbury Park
	Honda R&D Americas, Inc. Advanced Design Studio	Los Angeles
	Honda R&D Innovations, Inc.	Mountain View
	Honda R&D Americas, Inc. Los Angeles Center	Torrance
	Hyundai Kia America Technical Center, Inc. Proving Ground	California City
	Hyundai Kia America Technical Center, Inc. Engineering Facility	Chino
	Hyundai Kia America Technical Center, Inc. North American Quality Center	Chino
	Hyundai Kia America Technical Center, Inc. Design Center/Tech Facility	Irvine
	Hyundai Kia America Technical Center, Inc. Hyundai Ventures	Menlo Park
	Kia Design Center America	Irvine
	Mazda R&D Irvine	Irvine
	Mercedes-Benz R&D North America	Carlsbad
	Mercedes-Benz R&D North America	Long Beach
	Mercedes-Benz R&D North America	Sunnyvale
	Mitsubishi Motors R&D of America, Inc.	Campbell
	Mitsubishi Motors R&D of America, Inc.	Cypress
	Nissan Design America	San Diego
	Nissan Research Center Silicon Valley	Sunnyvale
	Nissan Technical Center Fuel Cell Research Center	West Sacramento
	Subaru Research & Development	Cypress
	Toyota Racing Development	Costa Mesa
	Toyota Research Institute	Palo Alto
	Toyota InfoTechnology Center U.S.A., Inc.	Mountain View
	Volkswagen Electronics Research Laboratory	Belmont
	Volkswagen Future Center California	Belmont
	Volkswagen Test Center California	Oxnard
	Volkswagen Design Center	Santa Monica
	Volvo Cars North America Monitoring & Concept Center	Camarillo
	Volvo Cars R&D Silicon Valley Tech Center	Sunnyvale

STATE	FACILITY	CITY
Colorado	Audi Test Lab (Volkswagen)	Golden
	Honda R&D Americas, Inc.	Denver
Illinois	BMW Technology Corporation	Chicago
Indiana	Subaru Research & Development	Lafayette
Kentucky	Toyota Production Engineering and Manufacturing Center	Georgetown
Massachusetts	Toyota Research Institute	Cambridge
Michigan	Caltly Design Research (Toyota)	Ann Arbor
	Honda R&D Americas, Inc.	Ann Arbor
	Hyundai-Kia America Technical Center, Inc.	Superior Township
	Mercedes-Benz R&D North America	Ann Arbor
	Mercedes-Benz R&D North America	Redford
	Mitsubishi Motors R&D of America, Inc.	Ann Arbor
	Nissan Technical Center North America	Farmington Hills
	Subaru Research & Development	Ann Arbor
	Toyota Motor North America R&D	Ann Arbor
	Toyota Research Institute	Ann Arbor
Toyota Motor North America R&D	Saline	
North Carolina	Toyota Racing Development	Salisbury
Ohio	The Ohio State University - Advance Technology Research	Columbus
	Honda R&D Americas, Inc. Ohio Center	Raymond
Oregon	Jaguar Land Rover Oregon Software Testing Center	Portland
	Mercedes-Benz R&D North America	Portland
South Carolina	BMW Group Information Technology Research Center	Greenville
Tennessee	Volkswagen North American Engineering & Planning Center	Chattanooga
Virginia	Mitsubishi Motors R&D of America, Inc.	Arlington
Washington	Mercedes-Benz R&D North America	Seattle

43 DIFFERENT MODELS DESIGNED OR DEVELOPED IN THE U.S.



Acura CL*
Acura EL
Acura MDX*
Acura NSX
Acura RDX
Acura TL*
Acura TLX
Acura ZDX



Honda Accord Coupe
Honda Accord Sedan
Honda Accord Wagon*
Honda Civic
Honda Civic Coupe*
Honda Element
Honda Odyssey*
Honda Passport
Honda Pilot*
Honda Ridgeline*



Nissan Altima*
Nissan Frontier*
Nissan Kicks
Nissan LEAF
Nissan Maxima*
Nissan Murano
Nissan Note
Nissan NV
Nissan NV200
Nissan Pathfinder
Nissan Rogue
Nissan Sentra*
Nissan Titan*
Nissan Versa
Nissan Versa Sedan



Toyota Avalon
Toyota Camry
Toyota RAV4 EV
Toyota Sienna
Toyota Solara
Toyota Tacoma
Toyota Tundra
Toyota Venza



Infiniti QX50
Infiniti QX60

*multiple generations

GREEN VEHICLES



371,000 green vehicles sold in 2018



Nearly **60** green vehicle models offered to U.S. consumers in 2018

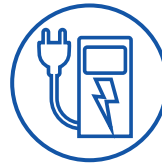


55% market share green vehicles in 2018

2018 U.S. GREEN VEHICLE SALES



259,534 hybrids
80% of U.S. sales



20,127 battery electric vehicles (BEVs)
9.8% of U.S. sales



1,736 hydrogen fuel cell electric vehicles (FCEVs)
100% of U.S. sales



88,247 plug-in hybrid electric vehicles (PHEVs)
71% of U.S. sales

GREEN VEHICLE SALES

STATE	GREEN VEHICLE TOTAL SALES*	INT'L AUTOMAKERS** GREEN VEHICLE SALES	INT'L AUTOMAKERS GREEN VEHICLE MARKET SHARE
ALABAMA	3,130	1,855	59%
ALASKA	643	426	66%
ARIZONA	14,684	7,249	49%
ARKANSAS	2,071	1,262	61%
CALIFORNIA	235,924	123,503	52%
COLORADO	12,877	7,620	59%
CONNECTICUT	6,413	4,068	63%
DELAWARE	1,594	1,009	63%
DISTRICT OF COLUMBIA	1,645	1,064	65%
FLORIDA	32,614	18,054	55%
GEORGIA	13,617	6,848	50%
HAWAII	4,018	2,571	64%
IDAHO	1,896	1,421	75%
ILLINOIS	21,723	11,435	53%
INDIANA	6,678	4,106	61%
IOWA	3,385	2,304	68%
KANSAS	2,900	1,814	63%
KENTUCKY	3,324	2,171	65%
LOUISIANA	2,441	1,286	53%
MAINE	2,157	1,610	75%
MARYLAND	14,209	8,673	61%
MASSACHUSETTS	16,120	10,293	64%
MICHIGAN	10,805	4,337	40%
MINNESOTA	8,011	4,931	62%
MISSISSIPPI	1,259	796	63%
MISSOURI	8,722	4,273	49%
MONTANA	1,062	758	71%
NEBRASKA	2,002	1,296	65%
NEVADA	5,380	3,026	56%
NEW HAMPSHIRE	2,699	1,865	69%
NEW JERSEY	16,948	9,505	56%
NEW MEXICO	2,591	1,871	72%
NEW YORK	30,352	19,525	64%
NORTH CAROLINA	13,025	7,798	60%
NORTH DAKOTA	411	266	65%
OHIO	13,727	7,963	58%
OKLAHOMA	15,328	2,031	13%
OREGON	12,706	7,916	62%
PENNSYLVANIA	17,274	11,390	66%
RHODE ISLAND	1,383	1,043	75%
SOUTH CAROLINA	4,226	2,664	63%
SOUTH DAKOTA	667	411	62%
TENNESSEE	6,375	3,616	57%
TEXAS	31,898	16,634	52%
UTAH	5,323	3,330	63%
VERMONT	1,716	1,215	71%
VIRGINIA	15,923	9,664	61%
WASHINGTON	26,161	15,934	61%
WEST VIRGINIA	1,276	982	77%
WISCONSIN	6,888	4,644	67%
WYOMING	375	261	70%
TOTAL	668,576	370,587	55%

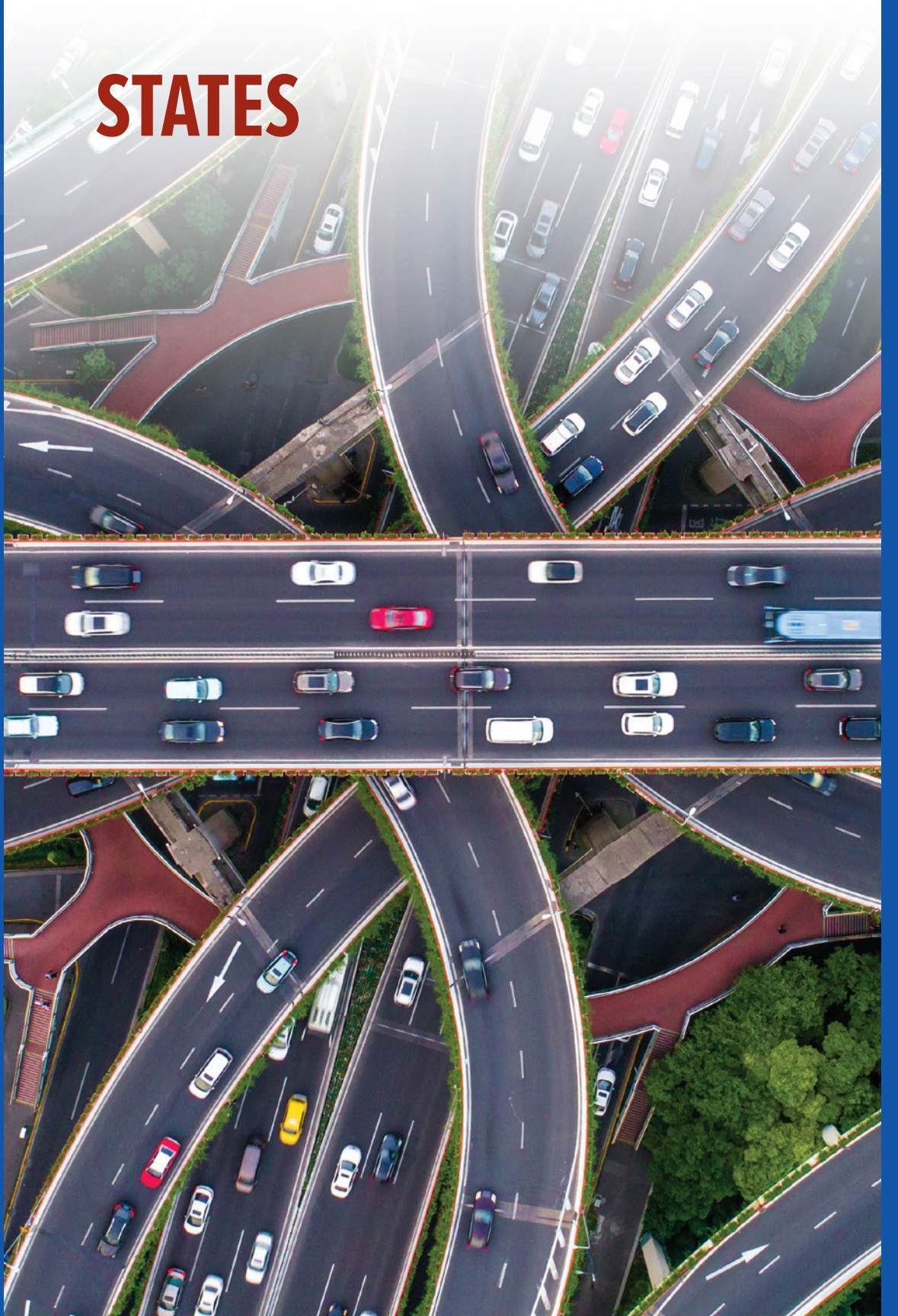
*Advanced technology vehicles (green) include all hybrid, electric, and fuel cell vehicles.

**Retail and fleet sales CY2018 for Acura, Alfa Romeo, Aston Martin, Audi, Bentley, BMW, Bugatti, Ferrari, Fiat, Honda, Hyundai, Genesis, Infiniti, Jaguar, Kia, Karma, Lamborghini, Land Rover, Lexus, Lotus, Maserati, Mazda, McLaren, Mercedes-Benz, MINI, Mitsubishi Motors, Nissan, Porsche, Rolls-Royce, Scion, smart, Subaru, Toyota, Volkswagen, and Volvo Cars.

Source: IHS Markit Vehicle Registration Data



STATES



ALABAMA

ECONOMIC IMPACT IN ALABAMA

\$11.8 billion invested

PRODUCTION

919,480 vehicles produced in 2018

100% total auto production in Alabama

\$6.7 billion purchased from U.S. suppliers

SALES

143 international nameplate dealerships

113,167 new vehicles registered in 2018

55% market share of new vehicle registrations in Alabama

EMPLOYMENT

79,841 total jobs generated in Alabama

- 13,411 direct employment
- 6,888 dealership jobs
- 59,542 other indirect employment

\$4.8 billion total employee compensation

- \$380 million dealership employee compensation
- \$4.4 billion in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES of international automakers and auto dealers in the U.S., THE UNEMPLOYMENT RATE IN ALABAMA WOULD BE 7.3% — far higher than the 3.7% official rate.

REVENUES

The economic activity of international automakers in Alabama generated:

- \$764 million in state and local tax receipts and other revenues
- \$1.2 billion in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed \$9.8 BILLION (4.7%) to Alabama's Gross State Product (GSP) in 2018.

VEHICLES MADE IN ALABAMA



Honda Odyssey*



Honda Pilot*



Honda Passport



Honda Ridgeline*



Hyundai Elantra*



Hyundai Santa Fe*



Hyundai Sonata*



Mercedes-Benz C-class*



Mercedes-Benz GLE-class*



Mercedes-Benz GLE Coupe*



Mercedes-Benz GLS-class*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



TEN MODELS manufactured by international automakers in Alabama are exported to 43 COUNTRIES AND TERRITORIES around the globe.

INTERNATIONAL AUTOMAKERS FACILITIES

MANUFACTURING

- Honda Manufacturing of Alabama, LLC — Lincoln
- Hyundai Motor Manufacturing Alabama — Montgomery
- Mazda Toyota Manufacturing, U.S.A., Inc.* — Huntsville
- Mercedes-Benz U.S. International, Inc. — Vance
- Mercedes-Benz U.S. International, Inc.* — Woodstock
- Toyota Motor Manufacturing Alabama — Huntsville

*Plant coming soon

ALASKA

ECONOMIC IMPACT IN ALASKA

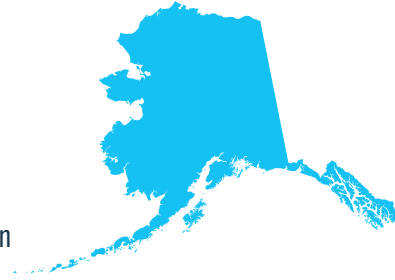
23 international nameplate dealerships

966 dealership jobs

\$57 million dealership employee compensation

11,014 new vehicles registered in 2018

43% market share of new vehicle registrations in Alaska



ARIZONA

ECONOMIC IMPACT IN ARIZONA

\$619 million invested

1,012 direct employment

\$75 million purchased from U.S. suppliers in 2018

166 international nameplate dealerships

15,543 dealership jobs

\$916 million dealership employee compensation

195,577 new vehicles registered in 2018

51% market share of new vehicle registrations in Arizona



INTERNATIONAL AUTOMAKERS FACILITIES

R&D

- Nissan Technical Center North America Arizona Test Center — Stanfield
- Toyota Arizona Proving Grounds — Wittmann
- Volkswagen Arizona Proving Grounds — Maricopa

FINANCE

- Toyota Financial Services District Sales and Service Office — Chandler
- Toyota Financial Services Customer Service Center — Chandler

OTHER

- Toyota Logistics Services, Inc./Transport Operations — Phoenix

ARKANSAS

ECONOMIC IMPACT IN ARKANSAS

\$82 million purchased from U.S. suppliers in 2018

72 international nameplate dealerships

3,408 dealership jobs

\$180 million dealership employee compensation

53,653 new vehicles registered in 2018

45% market share of new vehicle registrations in Arkansas



CALIFORNIA

ECONOMIC IMPACT IN CALIFORNIA

\$4.3 billion invested

\$12.1 billion purchased from U.S. suppliers

SALES

1,014 international nameplate dealerships

1,344,889 new vehicles registered in 2018

69% market share of new vehicle registrations in California



EMPLOYMENT

197,110 total jobs generated in California

- **10,092** direct employment
- **83,174** dealership jobs
- **103,844** other indirect employment

\$14.3 billion total employee compensation

- **\$5.5 billion** dealership employee compensation
- **\$8.8 billion** in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES of international automakers and auto dealers in the U.S., **THE UNEMPLOYMENT RATE IN CALIFORNIA WOULD BE 5.2%** — far higher than the 4.2% official rate.

REVENUES

The economic activity of international automakers in California generated:

- **\$4.3 billion** in state and local tax receipts and other revenues
- **\$3.5 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$25.2 BILLION** to California's Gross State Product (GSP) in 2018.



International automakers **EXPORTED 36 MODELS** from the California ports of Long Beach, Port Hueneme, and Richmond in 2018.

INTERNATIONAL AUTOMAKERS FACILITIES

HEADQUARTERS

- Acura — Torrance
- American Honda Finance Corporation — Torrance
- American Honda Motor Co., Inc. — Torrance
- Aston Martin Lagonda of North America, Inc. — Irvine
- Genesis — Fountain Valley
- Hyundai Motor America National — Fountain Valley
- Kia Motors America — Irvine
- Mazda North American Operations — Irvine
- Mitsubishi Motors North America, Inc. — Cypress
- Mobis Parts America, LLC (Hyundai/Kia) — Fountain Valley

MANUFACTURING

- TABC, Inc. (Toyota) — Long Beach

R&D

- Audi of America Design Loft (Volkswagen) — Los Angeles
- Audi Innovation Center (Volkswagen) — San Francisco
- BMW iVentures — Mountain View
- BMW Technology Office — Mountain View
- BMW of North America Engineering and Emission Test Center — Oxnard
- Caltex Design Research (Toyota) — Newport Beach
- Caltex Design Research (Toyota Innovation Hub) — Oakland
- Designworks (BMW Group) — Newbury Park
- Honda R&D Americas, Inc. Advanced Design Studio — Los Angeles

R&D (Continued)

- Honda R&D Innovations, Inc. — Mountain View
- Honda R&D Americas, Inc. Los Angeles Center — Torrance
- Hyundai Kia America Technical Center, Inc. Proving Ground — California City
- Hyundai Kia America Technical Center, Inc. Engineering Facility — Chino
- Hyundai Kia America Technical Center, Inc. North American Quality Center — Chino
- Hyundai Kia America Technical Center, Inc. Design Center/Tech Facility — Irvine
- Hyundai Kia America Technical Center, Inc. Hyundai Ventures — Menlo Park
- Kia Design Center America — Irvine
- Mazda R&D Irvine — Irvine
- Mercedes-Benz R&D North America — Carlsbad
- Mercedes-Benz R&D North America — Long Beach
- Mercedes-Benz R&D North America — Sunnyvale
- Mitsubishi Motors R&D of America, Inc. — Campbell
- Mitsubishi Motors R&D of America, Inc. — Cypress
- Nissan Design America — San Diego
- Nissan Research Center Silicon Valley — Sunnyvale
- Nissan Technical Center Fuel Cell Research Center — West Sacramento
- Subaru Research & Development — Cypress
- Toyota Racing Development — Costa Mesa
- Toyota Research Institute — Palo Alto
- Toyota InfoTechnology Center U.S.A., Inc. — Mountain View
- Volkswagen Electronics Research Laboratory — Belmont
- Volkswagen Future Center California — Belmont
- Volkswagen Test Center California — Oxnard
- Volkswagen Design Center — Santa Monica
- Volvo Cars North America Monitoring & Concept Center — Camarillo
- Volvo Cars R&D Silicon Valley Tech Center — Sunnyvale

FINANCE

- American Honda Finance Corporation Regional Office — Cypress
- American Honda Finance Corporation Regional Office — San Ramon
- Hyundai Capital America — Irvine
- Hyundai Capital America — Irvine
- Hyundai Capital Irvine — Irvine
- Toyota Financial Services District Sales and Service Office — Agoura Hills
- Toyota Financial Services District Sales and Service Office — Anaheim

FINANCE (Continued)

- Toyota Financial Services Western Regional Office — Anaheim
- Toyota Financial Services District Sales and Service Office — Arcadia
- Toyota Financial Services District Sales and Service Office — Elk Grove
- Toyota Financial Services District Sales and Service Office — San Diego
- Toyota Financial Services District Sales and Service Office — San Ramon

SALES AND TRAINING

- BMW of North America Regional Office — Newbury Park
- BMW of North America Training Center — Ontario
- Honda/Acura Zone Office — Torrance
- Honda Zone Office — Walnut Creek
- Hyundai Motor America Service Engineer — Fountain Valley
- Hyundai Western Region — Fountain Valley
- Infiniti Regional Office — Irvine
- Jaguar Land Rover Regional Office/Regional Training Center — Irvine
- Kia Regional Office — Irvine
- Kia Training Center — Irvine
- Lexus Division Area Office — Irvine
- Mazda Regional Office — Irvine
- Mazda Technical Service — Irvine
- Mazda Training Center — Irvine
- Mazda Training Center — Pleasanton
- Mercedes-Benz USA West Coast Campus — Long Beach
- Nissan Regional Office — Irvine
- Nissan Service Training Center — Livermore
- Nissan Service Training Center — Ontario
- Subaru Zone Office — Costa Mesa
- Subaru Zone Office — Pleasanton
- Subaru Sales Training Center — Sacramento
- Toyota Motor Sales U.S.A., Inc. Regional Office — Irvine
- Toyota Motor Sales U.S.A., Inc. Regional Office — San Ramon
- Volkswagen, Audi, and Volkswagen Credit, Inc. Regional Offices — Woodland Hills
- Volvo Car USA — Irvine

PARTS CENTERS

- BMW of North America Regional Parts Distribution Center — Redlands
- BMW of North America Regional Parts Distribution Center — Stockton
- Honda Parts Distribution Center — Chino
- Honda Parts Distribution Center — Stockton
- Honda Parts Distribution Center — Torrance
- Jaguar Western Parts Distribution Center — Brisbane
- Land Rover Western Parts Distribution Center — Ontario
- Mercedes-Benz Parts Distribution Center — Fontana
- Mobis Parts Distribution Center (Kia) — Riverside
- Nissan Parts Distribution Center — Compton
- Nissan Parts Distribution Center — Sacramento
- Subaru Regional Distribution Center — Fontana
- Toyota Parts Distribution Center — Ontario
- Toyota Parts Distribution Center — San Ramon
- Toyota Parts Distribution Center — Torrance
- Volkswagen Parts Distribution Center — Ontario
- Volkswagen Parts Distribution Center — Rocklin

OTHER

- BMW of North America Vehicle Distribution Center — Oxnard
- BMW Group Representative Office — Sacramento
- BMW Performance Center West — Thermal
- Honda Proving Center of California — Cantil
- Honda Performance Development — Santa Clarita
- Honda Patents and Technologies — Torrance
- Hyundai Capital Irvine Headquarters — Newport Beach
- Jaguar Land Rover Vehicle Distribution Centers — Port Hueneme
- Mercedes-Benz USA Classic Center — Irvine
- Subaru of America, Inc. — Cypress
- Toyota Port/Transport Operations — Benicia
- Toyota Port/Transport Operations — Long Beach
- Toyota Logistics Services, Inc./Transport Operations — Richmond
- Toyota Logistics Services, Inc./Marshalling Yard — San Diego

COLORADO

ECONOMIC IMPACT IN COLORADO

- \$56 million** invested
- 324** direct employment
- \$110 million** purchased from U.S. suppliers in 2018
- 162** international nameplate dealerships
- 11,310** dealership jobs
- \$688 million** dealership employee compensation
- 154,019** new vehicles registered in 2018
- 58%** market share of new vehicle registrations in Colorado



INTERNATIONAL AUTOMAKERS FACILITIES

R&D

- Audi Test Lab (Volkswagen) — Golden
- Honda R&D Americas, Inc. — Denver

FINANCE

- Toyota Financial Services District Sales and Service Office — Centennial

SALES AND TRAINING

- Honda Zone Office — Englewood
- Nissan Regional Office — Denver
- Subaru Regional Office — Aurora
- Subaru Sales Training Office — Aurora
- Subaru Regional Office — Glendale
- Subaru Zone Office — Aurora
- Subaru Zone Office — Glendale
- Toyota Motor Sales U.S.A., Inc. Regional Office — Englewood

PARTS CENTER

- Subaru Regional Distribution Center — Aurora
- Toyota Parts Distribution Center — Englewood

OTHER

- Honda Eagle Rock School — Estes Park
- Nissan Data Center — Englewood

CONNECTICUT

ECONOMIC IMPACT IN CONNECTICUT

- \$55 million** invested
- 158** direct employment
- \$37 million** purchased from U.S. suppliers in 2018
- 180** international nameplate dealerships
- 9,296** dealership jobs
- \$572 million** dealership employee compensation
- 117,510** new vehicles registered in 2018
- 70%** market share of new vehicle registrations in Connecticut



INTERNATIONAL AUTOMAKERS FACILITIES

FINANCE

- Toyota Financial Services District Sales and Service Office — Shelton

SALES AND TRAINING

- Honda/Acura Zone Office — Windsor Locks

PARTS CENTER

- Honda Parts Distribution Center — Windsor Locks

DELAWARE

ECONOMIC IMPACT IN DELAWARE

\$4.3 million invested

93 direct employment

\$14 million purchased from U.S. suppliers in 2018

36 international nameplate dealerships

2,400 dealership jobs

\$133 million dealership employee compensation

27,205 new vehicles registered in 2018

55% market share of new vehicle registrations in Delaware



INTERNATIONAL AUTOMAKERS FACILITIES

FINANCE

- American Honda Finance Corporation Regional Office — Wilmington
- Mercedes-Benz Daimler NA Finance Corporation — Newark

DISTRICT OF COLUMBIA

ECONOMIC IMPACT IN DISTRICT OF COLUMBIA

\$14 million invested

94 direct employment

\$48 million purchased from U.S. suppliers in 2018

15,822 new vehicles registered in 2018

70% market share of new vehicle registrations in District of Columbia



INTERNATIONAL AUTOMAKERS FACILITIES

- BMW Group Government and External Affairs — Washington, D.C.
- Honda Government and Industry Relations Office — Washington, D.C.
- Hyundai America Technical Center, Inc. — Washington, D.C.
- Hyundai Motor Company Government Affairs — Washington, D.C.
- Kia Motors Corporation Government Affairs — Washington, D.C.
- Mazda North American Operations Government and Public Affairs — Washington, D.C.
- Mercedes-Benz USA/Daimler External Affairs — Americas — Washington, D.C.
- Toyota Motor North America, Inc. Government Affairs — Washington, D.C.
- Volkswagen Group of America Public Affairs — Washington, D.C.
- Volvo Car Corporation Government Affairs — Washington, D.C.

FLORIDA

ECONOMIC IMPACT IN FLORIDA

\$84 million invested

551 direct employment

\$181 million purchased from U.S. suppliers in 2018

618 international nameplate dealerships

51,418 dealership jobs

\$3 billion dealership employee compensation

853,546 new vehicles registered in 2018

65% market share of new vehicle registrations in Florida



INTERNATIONAL AUTOMAKERS FACILITIES

SALES AND TRAINING

- Hyundai Motor America Regional Office — Doral
- Kia Training Center — Orlando
- Mazda Training Center — Alamonte Springs
- Mazda Regional Office — Jacksonville
- Mercedes-Benz Parts Distribution Center and Education Center — Jacksonville
- Mitsubishi Motors Regional Office — Orlando
- Mobis Parts Distribution Center (Kia) — Miami
- Nissan Service Training Center — Miramar
- Subaru Sales Training Center — Melbourne
- Subaru Zone Office — Orlando

PARTS CENTERS

- BMW of North America Regional Parts Distribution Center — Jacksonville
- Mobis Parts Distribution Center (Kia) — Miami
- Nissan Parts Distribution Center — Orlando
- Volkswagen Parts Distribution Center — Jacksonville



International automakers **EXPORTED 33 MODELS** from the Florida ports of Jacksonville, Miami, and Port Everglades in 2018.

GEORGIA

ECONOMIC IMPACT IN GEORGIA

\$2.4 billion invested

PRODUCTION

237,000 vehicles produced in 2018

100% total auto production in Georgia

\$2.2 billion purchased from U.S. suppliers

SALES

271 international nameplate dealerships

280,880 new vehicles registered in 2018

56% market share of new vehicle registrations in Georgia

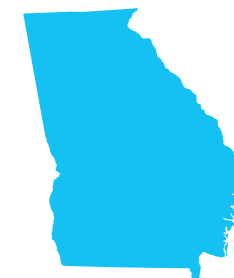
EMPLOYMENT

71,791 total jobs generated in Georgia

- **5,312** direct employment
- **16,932** dealership jobs
- **49,547** other indirect employment

\$4.3 billion total employee compensation

- **\$964 million** dealership employee compensation
- **\$3.3 billion** in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES

of international automakers and auto dealers in the U.S., **THE UNEMPLOYMENT RATE IN GEORGIA WOULD BE 5.3%** — far higher than the 3.9% official rate.

REVENUES

The economic activity of international automakers in Georgia generated:

- **\$765 million** in state and local tax receipts and other revenues
- **\$980 million** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$7.8 BILLION** to Georgia's Gross State Product (GSP) in 2018.

VEHICLES MADE IN GEORGIA



Kia Optima*



Kia Sorento*



Kia Telluride**

*Exported from America
**Production began in 2019

Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



TWO MODELS manufactured by international automakers in Georgia are exported to **FIVE COUNTRIES AND TERRITORIES** around the globe.



International automakers **EXPORTED 23 MODELS** from the Georgia ports of Brunswick and Savannah in 2018.

INTERNATIONAL AUTOMAKERS FACILITIES

HEADQUARTERS

- Mercedes-Benz USA — Atlanta
- Porsche Cars North America — Atlanta
- smart — Atlanta

MANUFACTURING

- Honda Precision Parts of Georgia, LLC — Tallapoosa
- Kia Motors Manufacturing Georgia — West Point

FINANCE

- American Honda Finance Corporation Regional Office — Alpharetta
- Hyundai Capital America — Atlanta
- Mercedes-Benz Financial Services — Atlanta
- Toyota Financial Services District Sales and Service Office — Alpharetta

SALES AND TRAINING

- BMW of North America Regional Office — Atlanta
- Honda/Acura Zone Office — Alpharetta
- Hyundai Motor America Regional Office — Marietta
- Infiniti Regional Office — Atlanta
- Jaguar Land Rover Academy — Atlanta
- Jaguar Land Rover North America — Atlanta
- Kia Regional Office — Atlanta
- Kia Training Center — Lawrenceville
- Lexus Division Area Office — Alpharetta
- Mazda Training Center — Marietta
- Nissan Regional Office — Atlanta
- Nissan Service Training Center — Marietta
- Subaru Regional Distribution Center — Lithia Springs
- Subaru Sales Training Center — Lithia Springs
- Subaru Zone Office — Lithia Springs
- Volkswagen, Audi, and Volkswagen Credit, Inc. Regional Offices — Alpharetta

PARTS CENTERS

- Honda Parts Distribution Center — Alpharetta
- Jaguar South Eastern Parts Distribution Center — Atlanta
- Mazda Parts Distribution Center — McDonough
- Mitsubishi Parts Distribution Center — Lithia Springs
- Mobis Parts Distribution Center (Hyundai/Kia) — Lawrenceville

OTHER

- BMW of North America Vehicle Distribution Center — Brunswick
- Jaguar Land Rover Vehicle Distribution Centers — Brunswick
- Mercedes-Benz Vehicle Preparation Center — Brunswick

HAWAII

ECONOMIC IMPACT IN HAWAII

\$26 million invested

\$1.1 million purchased from U.S. suppliers in 2018

39 international nameplate dealerships

2,470 dealership jobs

\$155 million dealership employee compensation

58,595 new vehicles registered in 2018

66% market share of new vehicle registrations in Hawaii

INTERNATIONAL AUTOMAKERS FACILITIES

OTHER

- Subaru Independent Distributor — Honolulu
- Toyota Independent Distributor — Honolulu

IDAHO

ECONOMIC IMPACT IN IDAHO

\$1.9 million purchased from U.S. suppliers in 2018

60 international nameplate dealerships

3,264 dealership jobs

\$172 million dealership employee compensation

31,647 new vehicles registered in 2018

52% market share of new vehicle registrations in Idaho



ILLINOIS

ECONOMIC IMPACT IN ILLINOIS

\$805 million invested

1,717 direct employment

\$5.1 billion purchased from U.S. suppliers in 2018

387 international nameplate dealerships

20,416 dealership jobs

\$1.1 billion dealership employee compensation

317,714 new vehicles registered in 2018

52% market share of new vehicle registrations in Illinois



INTERNATIONAL AUTOMAKERS FACILITIES

R&D

- BMW Technology Corporation — Chicago

FINANCE

- American Honda Finance Corporation Regional Office — Elgin
- Toyota Financial Services District Sales and Service Office — Downers Grove
- Volkswagen Credit Call Center — Libertyville

SALES AND TRAINING

- BMW of North America Regional Office — Schaumburg
- Honda/Acura Zone Office — Hoffman Estates
- Hyundai Motor America Regional Office — Oakbrook Terrace
- Infiniti Regional Office — Aurora
- Jaguar Land Rover Regional Office — Naperville
- Kia Regional Office — Downers Grove
- Kia Training Center — Lombard
- Lexus Division Area Office — Naperville
- Mazda Regional Office — Oakbrook Terrace
- Mazda Training Center — Schaumburg

SALES AND TRAINING (Continued)

- Mercedes-Benz USA Regional Office — Carol Stream
- Mercedes-Benz Training Center — Itasca
- Nissan Regional Office — Aurora
- Nissan Service Training Center — Aurora
- Subaru Sales Training Center — Elgin
- Subaru Regional Office — Itasca
- Subaru Zone Office — Itasca
- Toyota Motor Sales U.S.A., Inc. Regional Office — Aurora
- Volkswagen and Audi Regional Offices — Rosemont

PARTS CENTERS

- BMW of North America Regional Parts Distribution Center — Minooka
- Hyundai Motor America Midwest Parts Distribution Center — Aurora
- Mazda Parts Distribution Center — Aurora
- Mobis Parts Distribution Center (Hyundai/Kia) — Aurora
- Nissan Parts Distribution Center — Aurora
- Toyota Parts Distribution Center — Aurora

INDIANA

ECONOMIC IMPACT IN INDIANA

\$7.5 billion invested

PRODUCTION

1,023,252 vehicles produced in 2018

78% of auto production in Indiana

\$24 billion purchased from U.S. suppliers

SALES

192 international nameplate dealerships

103,425 new vehicles registered in 2018

43% market share of new vehicle registrations in Indiana

EMPLOYMENT

126,005 total jobs generated in Indiana

- **13,068** direct employment
- **8,874** dealership jobs
- **104,063** other indirect employment

\$8.1 billion total employee compensation

- **\$450 million** dealership employee compensation
- **\$7.6 billion** in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES of international automakers and auto dealers in the U.S., **THE UNEMPLOYMENT RATE IN INDIANA WOULD BE 7.2%** — far higher than the 3.7% official rate.



REVENUES

The economic activity of international automakers in Indiana generated:

- **\$1.1 billion** in state and local tax receipts and other revenues
- **\$1.9 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$16.6 BILLION (4.6%)** to Indiana's Gross State Product (GSP) in 2018.

VEHICLES MADE IN INDIANA



Honda Civic*



Honda CR-V



Honda Insight*



Subaru Ascent



Subaru Impreza*



Subaru Legacy*



Subaru Outback*



Toyota Highlander*



Toyota Highlander Hybrid*



Toyota Sequoia*



Toyota Sienna*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



TEN MODELS manufactured by international automakers in Indiana are exported to **54 COUNTRIES AND TERRITORIES** around the globe.

INTERNATIONAL AUTOMAKERS FACILITIES

MANUFACTURING

- Honda Manufacturing of Indiana, LLC — Greensburg
- Subaru of Indiana Automotive — Lafayette
- Toyota Motor Manufacturing Indiana — Princeton

R&D

- Subaru Research & Development — Lafayette

PARTS CENTER

- Subaru Regional Distribution Center — Lebanon

OTHER

- Honda Performance Development — Brownsburg
- Subaru Field Service — Lafayette
- Subaru Yard Operations — Lafayette
- Toyota Logistics Services, Inc./Marshalling Yard — Princeton

IOWA



ECONOMIC IMPACT IN IOWA

\$93 million invested

744 direct employment

\$19 million purchased from U.S. suppliers in 2018

101 international nameplate dealerships

3,285 dealership jobs

\$173 million dealership employee compensation

48,862 new vehicles registered in 2018

38% market share of new vehicle registrations in Iowa

INTERNATIONAL AUTOMAKERS FACILITIES

FINANCE

- Toyota Financial Services Customer Service Center — Cedar Rapids

PARTS CENTER

- Honda Parts Distribution Center — Davenport

KANSAS

ECONOMIC IMPACT IN KANSAS

- \$12 million purchased from U.S. suppliers in 2018
- 90 international nameplate dealerships
- 3,744 dealership jobs
- \$190 million dealership employee compensation
- 43,690 new vehicles registered in 2018
- 45% market share of new vehicle registrations in Kansas

INTERNATIONAL AUTOMAKERS FACILITIES

FINANCE

- Toyota Financial Services District Sales and Service Office — Overland Park



KENTUCKY

ECONOMIC IMPACT IN KENTUCKY

\$7.8 billion invested

PRODUCTION

- 430,224 vehicles produced in 2018
- 35% total auto production in Kentucky
- \$11.9 billion purchased from U.S. suppliers

SALES

- 115 international nameplate dealerships
- 72,714 new vehicles registered in 2018
- 50% market share of new vehicle registrations in Kentucky

EMPLOYMENT

- 77,136 total jobs generated in Kentucky
 - 9,482 direct employment
 - 6,042 dealership jobs
 - 61,612 other indirect employment
- \$4.8 billion total employee compensation
 - \$313 million dealership employee compensation
 - \$4.5 billion in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES of international automakers and auto dealers in the U.S., **THE UNEMPLOYMENT RATE IN KENTUCKY WOULD BE 7.8%** — far higher than the 4.1% official rate.

REVENUES

The economic activity of international automakers in Kentucky generated:

- **659 million** in state and local tax receipts and other revenues
- **\$1 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$7.9 BILLION (4%)** to Kentucky's Gross State Product (GSP) in 2018.

VEHICLES MADE IN KENTUCKY



Lexus ES*



Toyota Avalon*



Toyota Avalon Hybrid*



Toyota Camry*



Toyota Camry Hybrid*

*Exported from America

Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



FIVE MODELS manufactured by international automakers in Kentucky are exported to **16 COUNTRIES AND TERRITORIES** around the globe.

INTERNATIONAL AUTOMAKERS FACILITIES

MANUFACTURING

- Toyota Motor Manufacturing Kentucky — Georgetown

R&D

- Toyota Production Engineering and Manufacturing Center — Georgetown

PARTS CENTER

- Toyota Parts Distribution Center — Hebron

OTHER

- Toyota Logistics Services, Inc./Marshalling Yard — Georgetown

LOUISIANA

ECONOMIC IMPACT IN LOUISIANA

\$8.7 million purchased from U.S. suppliers in 2018

152 international nameplate dealerships

7,552 dealership jobs

\$414 million dealership employee compensation

104,939 new vehicles registered in 2018

49% market share of new vehicle registrations in Louisiana



INTERNATIONAL AUTOMAKERS FACILITIES

FINANCE

- Toyota Financial Services District Sales and Service Office — Baton Rouge

MAINE

ECONOMIC IMPACT IN MAINE

\$8.3 million purchased from U.S. suppliers in 2018

68 international nameplate dealerships

2,640 dealership jobs

\$136 million dealership employee compensation

36,577 new vehicles registered in 2018

53% market share of new vehicle registrations in Maine



MARYLAND



ECONOMIC IMPACT IN MARYLAND

\$58 million invested

905 direct employment

\$41 million purchased from U.S. suppliers in 2018

222 international nameplate dealerships

15,089 dealership jobs

\$872 million dealership employee compensation

201,127 new vehicles registered in 2018

62% market share of new vehicle registrations in Maryland

INTERNATIONAL AUTOMAKERS FACILITIES

FINANCE

- Toyota Financial Services District Sales and Service Office — Owings Mills
- Toyota Financial Services Customer Service Center — Owings Mills

SALES AND TRAINING

- Honda Zone Office — Gaithersburg
- Subaru Zone Office — Columbia
- Subaru Sales Training Center — Frederick

PARTS CENTERS

- Nissan Parts Distribution Center — Curtis Bay
- Toyota Parts Distribution Center — Glen Burnie

OTHER

- BMW of North America Vehicle Distribution Center — Baltimore
- Jaguar Land Rover Vehicle Distribution Centers — Baltimore
- Mercedes-Benz Vehicle Preparation Center — Baltimore
- Toyota Central Atlantic Distributor — Glen Burnie



International automakers **EXPORTED 15 MODELS** from the Maryland Port of Baltimore in 2018.

MASSACHUSETTS



ECONOMIC IMPACT IN MASSACHUSETTS

\$55 million invested

380 direct employment

\$239 million purchased from U.S. suppliers in 2018

248 international nameplate dealerships

14,260 dealership jobs

\$937 million dealership employee compensation

237,257 new vehicles registered in 2018

68% market share of new vehicle registrations in Massachusetts

INTERNATIONAL AUTOMAKERS FACILITIES

R&D

- Toyota Research Institute — Cambridge

FINANCE

- American Honda Finance Corporation Regional Office — Holyoke
- Toyota Financial Services District Sales and Service Office — Chelmsford

SALES AND TRAINING

- Hyundai Motor America Service Training Center — Shrewsbury
- Hyundai-Kia America Technical Center Inc. — Shrewsbury
- Kia Training Center — Marlborough
- Mazda Training Center — Mansfield
- Toyota Motor Sales U.S.A., Inc. Regional Office — Mansfield

PARTS CENTER

- Toyota Parts Distribution Center — Mansfield

OTHER

- Hyundai America Technical Center, Inc. — Cambridge
- Subaru Independent Distributor — Norwood

MICHIGAN

ECONOMIC IMPACT IN MICHIGAN

\$2 billion invested

5,534 direct employment

\$9.9 billion purchased from U.S. suppliers in 2018

232 international nameplate dealerships

9,900 dealership jobs

\$586 million dealership employee compensation

105,398 new vehicles registered in 2018

18% market share of new vehicle registrations in Michigan



INTERNATIONAL AUTOMAKERS FACILITIES

HEADQUARTERS

- Maserati North America, Inc. — Auburn Hills

R&D

- Caltly Design Research (Toyota) — Ann Arbor
- Honda R&D Americas, Inc. — Ann Arbor
- Hyundai-Kia America Technical Center, Inc. — Superior Township
- Mercedes-Benz R&D North America — Ann Arbor
- Mercedes-Benz R&D North America — Redford
- Mitsubishi Motors R&D of America, Inc. — Ann Arbor
- Nissan Technical Center North America — Farmington Hills
- Subaru Research & Development — Ann Arbor
- Toyota Motor North America R&D — Ann Arbor
- Toyota Research Institute — Ann Arbor
- Toyota Motor North America R&D — Saline

FINANCE

- Mercedes-Benz USA Financial Services — Farmington Hills
- Toyota Financial Services District Sales and Service Office — Livonia

OTHER

- American Honda Emissions Lab — Ann Arbor
- Mazda Wixom Center — Wixom
- Mazda Quality Research Building — Woodhaven
- Toyota Motor Sales U.S.A., Inc. Public Relations — Detroit
- Volkswagen Call Center and Technical Services — Auburn Hills

MINNESOTA

ECONOMIC IMPACT IN MINNESOTA

\$5.3 million invested

38 direct employment

\$193 million purchased from U.S. suppliers in 2018

122 international nameplate dealerships

6,944 dealership jobs

\$363 million dealership employee compensation

112,739 new vehicles registered in 2018

46% market share of new vehicle registrations in Minnesota



INTERNATIONAL AUTOMAKERS FACILITIES

FINANCE

- Toyota Financial Services District Sales and Service Office — Minnetonka

SALES AND TRAINING

- Subaru Sales Training Center — Bloomington
- Subaru Zone Office — Bloomington

MISSISSIPPI

ECONOMIC IMPACT IN MISSISSIPPI

\$4.6 billion invested

PRODUCTION

395,125 vehicles produced in 2018

100% total auto production in Mississippi

\$2.8 billion purchased from U.S. suppliers

SALES

84 international nameplate dealerships

52,971 new vehicles registered in 2018

51% market share of new vehicle registrations in Mississippi

EMPLOYMENT

35,142 total jobs generated in Mississippi

- **8,019** direct employment
- **3,525** dealership jobs
- **23,598** other indirect employment

\$2.1 billion total employee compensation

- **\$179 million** dealership employee compensation
- **\$1.9 billion** in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES

of international automakers and auto dealers in the U.S.,
THE UNEMPLOYMENT RATE IN MISSISSIPPI WOULD BE 7.5% —
far higher than the 4.8% official rate.

REVENUES

The economic activity of international automakers in Mississippi generated:

- **\$438 million** in state and local tax receipts and other revenues
- **\$500 million** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$4.4 BILLION (4%)** to Mississippi's Gross State Product (GSP) in 2018.

INTERNATIONAL AUTOMAKERS FACILITIES

MANUFACTURING

- Nissan Canton Vehicle Assembly Plant — Canton
- Toyota Motor Manufacturing Mississippi — Blue Springs

OTHER

- Toyota Logistics Services, Inc./Marshalling Yard — Tupelo

VEHICLES MADE IN MISSISSIPPI



Nissan Altima*



Nissan Frontier*



Nissan Murano*



Nissan NV Cargo*



Nissan NV Passenger*



Nissan Titan*



Toyota Corolla*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



SEVEN MODELS manufactured by international automakers in Mississippi are exported to **25 COUNTRIES AND TERRITORIES** around the globe.

MISSOURI

ECONOMIC IMPACT IN MISSOURI

\$790 million invested

\$476 million purchased from U.S. suppliers

SALES

157 international nameplate dealerships

120,326 new vehicles registered in 2018

40% market share of vehicles sold in Missouri

EMPLOYMENT

30,587 total jobs generated in Missouri

- **1,050** direct employment
- **8,024** dealership jobs
- **21,513** other indirect employment

\$1.7 billion total employee compensation

- **\$426 million** dealership employee compensation
- **\$1.3 billion** in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES

of international automakers and auto dealers in the U.S.,

THE UNEMPLOYMENT RATE IN MISSOURI WOULD BE 4.2% — far higher than the 3.2% official rate.

REVENUES

The economic activity of international automakers in Missouri generated:

- **\$283 million** in state and local tax receipts and other revenues
- **\$378 million** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$2.9 BILLION** to Missouri's Gross State Product (GSP) in 2018.

INTERNATIONAL AUTOMAKERS FACILITIES

MANUFACTURING

- Toyota Bodine Aluminum, Inc. — St. Louis
- Toyota Bodine Aluminum, Inc. — Troy

FINANCE

- Toyota Financial Services District Sales and Service Office — Creve Coeur

SALES AND TRAINING

- Toyota Motor Sales U.S.A., Inc. Regional Office — Kansas City

PARTS CENTER

- Toyota Parts Distribution Center — Kansas City

MONTANA

ECONOMIC IMPACT IN MONTANA

- \$24 million** purchased from U.S. suppliers in 2018
- 43** international nameplate dealerships
- 1,640** dealership jobs
- \$86 million** dealership employee compensation
- 25,177** new vehicles registered in 2018
- 47%** market share of new vehicle registrations in Montana



NEBRASKA

ECONOMIC IMPACT IN NEBRASKA

- \$27 million** purchased from U.S. suppliers in 2018
- 54** international nameplate dealerships
- 2,303** dealership jobs
- \$121 million** dealership employee compensation
- 33,589** new vehicles registered in 2018
- 40%** market share of new vehicle registrations in Nebraska



NEVADA

ECONOMIC IMPACT IN NEVADA

- \$3.4 million** purchased from U.S. suppliers in 2018
- 64** international nameplate dealerships
- 4,416** dealership jobs
- \$289 million** dealership employee compensation
- 88,995** new vehicles registered in 2018
- 61%** market share of new vehicle registrations in Nevada



INTERNATIONAL AUTOMAKERS FACILITIES

SALES AND TRAINING

- Toyota Financial Savings Bank – Henderson

NEW HAMPSHIRE

ECONOMIC IMPACT IN NEW HAMPSHIRE

- \$39 million** purchased from U.S. suppliers in 2018
- 91** international nameplate dealerships
- 3,950** dealership jobs
- \$253 million** dealership employee compensation
- 58,020** new vehicles registered in 2018
- 61%** market share of new vehicle registrations in New Hampshire



NEW JERSEY

ECONOMIC IMPACT IN NEW JERSEY

- \$582 million** invested
- 3,641** direct employment
- \$639 million** purchased from U.S. suppliers in 2018
- 334** international nameplate dealerships
- 21,744** dealership jobs
- \$1.4 billion** dealership employee compensation
- 377,792** new vehicles registered in 2018
- 66%** market share of new vehicle registrations in New Jersey



INTERNATIONAL AUTOMAKERS FACILITIES

HEADQUARTERS

- BMW of North America, LLC — Woodcliff Lake
- Ferrari North America, Inc. — Englewood Cliffs
- Jaguar Land Rover North America — Mahwah
- MINI of North America, LLC — Woodcliff Lake
- Rolls-Royce of North America, LLC — Woodcliff Lake
- Subaru of America, Inc. NSTC — Camden
- Volvo Car USA — Rockleigh

FINANCE

- Toyota Financial Services District Sales and Service Office — Parsippany
- Toyota Financial Services Eastern Regional Office — Parsippany
- Volvo Car USA — Rockleigh

SALES AND TRAINING

- Acura Training Center — Mt. Laurel
- BMW of North America Vehicle Distribution Center — Jersey City
- BMW of North America Technical Training Center — Woodcliff Lake
- Honda/Acura Zone Office — Mt. Laurel
- Hyundai Motor America Regional Office — Jamesburg
- Infiniti Regional Office — Somerset

SALES AND TRAINING (Continued)

- Kia Regional Office — Parsippany
- Lexus Division Area Office — Parsippany
- Mazda Regional Office — Bridgewater
- Mazda Training Center — Somerset
- Mitsubishi Motors Regional Office — Swedesboro
- Nissan Regional Office — Somerset
- Nissan Service Training Center — Somerset
- Subaru Regional Office — Cherry Hill
- Subaru Customer Service — Cherry Hill
- Subaru Sales Training Center — Florence
- Subaru Service Training Center — Pennsauken
- Toyota Motor Sales U.S.A., Inc. Regional Office — West Caldwell
- Volkswagen, Audi, and Volkswagen Credit, Inc. Regional Offices — Woodcliff Lake
- Volvo Car USA — Rockleigh

PARTS CENTERS

- Honda Parts Distribution Center — Mt. Laurel
- Mercedes-Benz Master Parts Distribution Center — Robbinsville
- Mitsubishi Motors Parts Distribution Center — Swedesboro
- Mobis Parts Distribution Center (Hyundai/Kia) — Monroe Township
- Nissan Parts Distribution Center — Somerset
- Subaru Regional Distribution Center — Florence
- Toyota Parts Distribution Center — West Caldwell
- Volkswagen Parts Distribution Center — Cranbury
- Volvo Car USA Parts Distribution Center — Rutherford

OTHER

- BMW of North America, LLC Vehicle Distribution Center — Jersey City
- Mercedes-Benz Manhattan Body Shop/Education Center — North Bergen
- Subaru of America, Inc. — Pennsauken
- Toyota Port Operation — Newark

NEW MEXICO

ECONOMIC IMPACT IN NEW MEXICO

\$17 million purchased from U.S. suppliers in 2018

67 international nameplate dealerships

3,477 dealership jobs

\$182 million dealership employee compensation

42,498 new vehicles registered in 2018

50% market share of new vehicle registrations in New Mexico



NEW YORK

ECONOMIC IMPACT IN NEW YORK

\$103 million invested

579 direct employment

\$5.3 billion purchased from U.S. suppliers in 2018

541 international nameplate dealerships

28,500 dealership jobs

\$1.8 billion dealership employee compensation

616,605 new vehicles registered in 2018

62% market share of new vehicle registrations in New York



INTERNATIONAL AUTOMAKERS FACILITIES

HEADQUARTERS

- McLaren Automotive — New York

FINANCE

- Toyota Financial Services District Sales and Service Office — Middletown

SALES AND TRAINING

- BMW of Manhattan, Inc. — New York
- Mercedes-Benz Manhattan — New York

OTHER

- American Honda Investor Relations — New York
- Subaru Independent Distributor — Orangeburg

NORTH CAROLINA

ECONOMIC IMPACT IN NORTH CAROLINA

\$262 million invested

175 direct employment

\$457 million purchased from U.S. suppliers in 2018

316 international nameplate dealerships

17,514 dealership jobs

\$943 million dealership employee compensation

268,988 new vehicles registered in 2018

59% market share of new vehicle registrations in North Carolina



INTERNATIONAL AUTOMAKERS FACILITIES

R&D

- Toyota Racing Development — Salisbury

FINANCE

- American Honda Finance Corporation Regional Office — Charlotte

NORTH DAKOTA



ECONOMIC IMPACT IN NORTH DAKOTA

33 international nameplate dealerships

1,100 dealership jobs

\$59 million dealership employee compensation

11,444 new vehicles registered in 2018

30% market share of new vehicle registrations in North Dakota

OHIO



ECONOMIC IMPACT IN OHIO

\$13.7 billion invested

PRODUCTION

639,212 vehicles produced in 2018

55% total auto production in Ohio

\$15.7 billion purchased from U.S. suppliers

SALES

373 international nameplate dealerships

286,529 new vehicles registered in 2018

48% market share of vehicles sold in Ohio

EMPLOYMENT

199,462 total jobs generated in Ohio

- **16,670** direct employment
- **18,239** dealership jobs
- **164,553** other indirect employment

\$12.8 billion total employee compensation

- **\$958 million** dealership employee compensation
- **\$11.9 billion** in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES of international automakers and auto dealers in the U.S., **THE UNEMPLOYMENT RATE IN OHIO WOULD BE 8%** — far higher than the 4.6% official rate.

REVENUES

The economic activity of international automakers in Ohio generated:

- **\$2 billion** in state and local tax receipts and other revenues
- **\$2.8 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$21.9 BILLION (3.4%)** to Ohio's Gross State Product (GSP) in 2018.

VEHICLES MADE IN OHIO



Acura ILX*



Acura MDX*



Acura NSX*



Acura RDX*



Acura TLX*



Honda Accord Sedan*



Honda Accord Hybrid



Honda CR-V*

*Exported from America

Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



SEVEN MODELS manufactured by international automakers in Ohio are exported to **51 COUNTRIES AND TERRITORIES** around the globe.

INTERNATIONAL AUTOMAKERS FACILITIES

MANUFACTURING

- Honda of America Mfg., Inc. Anna Engine Plant — Anna
- Honda of America Mfg., Inc. East Liberty Auto Plant — East Liberty
- Honda of America Mfg., Inc. Marysville Auto Plant — Marysville
- Honda of America Mfg., Inc. Performance Manufacturing Center — Marysville
- Honda Transmission Mfg. of America, Inc. — Russells Point

R&D

- The Ohio State University - Advance Technology Research — Columbus
- Honda R&D Americas, Inc. Ohio Center — Raymond

FINANCE

- BMW Financial Services NA, LLC — Hilliard
- Toyota Financial Services District Sales and Service Office — Sharonville

SALES AND TRAINING

- Honda Zone Office — Troy
- Nissan Service Training Center — Grove City
- Subaru Sales Training Center — Dublin
- Subaru Zone Office — Dublin
- Toyota Motor Sales U.S.A., Inc. Regional Office — Cincinnati

PARTS CENTERS

- Honda Midwest Consolidation Center — Troy
- Honda Parts Distribution Center — Troy
- Toyota Parts Distribution Center — Cincinnati

OTHER

- Honda Heritage Center — Marysville
- Honda Lock-America Co., Inc. — Marysville
- Honda Patents and Technologies — Raymond

OKLAHOMA



ECONOMIC IMPACT IN OKLAHOMA

- \$43 million** purchased from U.S. suppliers in 2018
- 88** international nameplate dealerships
- 4,374** dealership jobs
- \$233 million** dealership employee compensation
- 373,656** new vehicles registered in 2018
- 49%** market share of new vehicle registrations in Oklahoma

OREGON



ECONOMIC IMPACT IN OREGON

- \$112 million** invested
- 721** direct employment
- \$35 million** purchased from U.S. suppliers in 2018
- 143** international nameplate dealerships
- 7,747** dealership jobs
- \$442 million** dealership employee compensation
- 109,487** new vehicles registered in 2018
- 64%** market share of new vehicle registrations in Oregon

INTERNATIONAL AUTOMAKERS FACILITIES

R&D

- Jaguar Land Rover Oregon Software Testing Center — Portland
- Mercedes-Benz R&D North America — Portland

FINANCE

- Toyota Financial Services District Sales and Service Office — Lake Oswego
- Volkswagen Credit Call Center — Hillsboro

SALES AND TRAINING

- Honda Zone Office — Portland
- Subaru Sales Training Center — Portland
- Subaru Zone Office — Portland
- Toyota Motor Sales U.S.A., Inc. Regional Office — Portland

PARTS CENTERS

- Honda Parts Distribution Center — Portland
- Subaru Master Distribution Center — Gresham
- Subaru Regional Distribution Center — Portland
- Toyota Parts Distribution Center — Portland

OTHER

- Toyota Port/Transport Operations — Portland



International automakers **EXPORTED 4 MODELS** from the Oregon Port of Portland in 2018.

PENNSYLVANIA



ECONOMIC IMPACT IN PENNSYLVANIA

- \$16 million** invested
- 534** direct employment
- \$648 million** purchased from U.S. suppliers in 2018
- 491** international nameplate dealerships
- 24,070** dealership jobs
- \$1.3 billion** dealership employee compensation
- 364,167** new vehicles registered in 2018
- 56%** market share of new vehicle registrations in Pennsylvania

INTERNATIONAL AUTOMAKERS FACILITIES

FINANCE

- Toyota Financial Services District Sales and Service Office — Horsham

SALES AND TRAINING

- Kia Training Center — Allentown

PARTS CENTERS

- BMW of North America Regional Parts Distribution Center — Nazareth
- Jaguar Eastern Parts Distribution Center — Mechanicsburg
- Land Rover Eastern Parts Distribution Center — Easton
- Mazda Parts Distribution Center — Covington Township



International automakers **EXPORTED 3 MODELS** from the Pennsylvania Port of Philadelphia in 2018.

RHODE ISLAND



ECONOMIC IMPACT IN RHODE ISLAND

- \$25 million** purchased from U.S. suppliers in 2018
- 45** international nameplate dealerships
- 2,640** dealership jobs
- \$143 million** dealership employee compensation
- 32,436** new vehicles registered in 2018
- 67%** market share of new vehicle registrations in Rhode Island

SOUTH CAROLINA

ECONOMIC IMPACT IN SOUTH CAROLINA

\$11.4 billion invested

PRODUCTION

363,006 vehicles produced in 2018

100% total auto production in South Carolina

\$12.5 billion purchased from U.S. suppliers

SALES

151 international nameplate dealerships

126,989 new vehicles registered in 2018

59% market share of new vehicle registrations in South Carolina

EMPLOYMENT

79,924 total jobs generated in South Carolina

- 13,524 direct employment
- 8,512 dealership job
- 57,888 other indirect employment

\$5 billion total employee compensation

- \$460 million dealership employee compensation
- \$4.5 billion in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES

of international automakers and auto dealers in the U.S.,

THE UNEMPLOYMENT RATE IN SOUTH CAROLINA WOULD BE 6.6%

— far higher than the 3.2% official rate.



REVENUES

The economic activity of international automakers in South Carolina generated:

- \$880 million in state and local tax receipts and other revenues
- \$1.2 billion in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$10.6 BILLION (4.8%)** to South Carolina's Gross State Product (GSP) in 2018.

VEHICLES MADE IN SOUTH CAROLINA



BMW X3*



BMW X4*



BMW X5*



BMW X6*



BMW X7



Mercedes-Benz Metris



Mercedes-Benz Sprinter



Volvo S60 Sedan

*Exported from America

Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



FOUR MODELS manufactured by international automakers in South Carolina are exported to **122 COUNTRIES AND TERRITORIES** around the globe.



International automakers **EXPORTED FOUR MODELS** from the Port of Charleston in 2018.

INTERNATIONAL AUTOMAKERS FACILITIES

MANUFACTURING

- BMW Manufacturing Co. — Greer
- Mercedes-Benz Vans, LLC — Ladson
- Volvo Car USA — Ridgeville

R&D

- BMW Group Information Technology Research Center — Greenville

FINANCE

- Mercedes-Benz Financial Services — Fort Mill

PARTS CENTER

- Nissan Parts Distribution Center — Greenville

OTHER

- BMW Performance Center — Greer
- Mercedes-Benz Marshalling Yard — Ladson
- Volvo Car USA — Summerville

SOUTH DAKOTA



ECONOMIC IMPACT IN SOUTH DAKOTA

26 international nameplate dealerships

969 dealership jobs

\$53 million dealership employee compensation

12,563 new vehicles registered in 2018

34% market share of new vehicle registrations in South Dakota

TENNESSEE

ECONOMIC IMPACT IN TENNESSEE

\$12.3 billion invested

PRODUCTION

703,324 vehicles produced in 2018

82% total auto production in Tennessee

\$7.9 billion purchased from U.S. suppliers

SALES

193 international nameplate dealerships

148,442 new vehicles registered in 2018

55% market share of new vehicle registrations in Tennessee

EMPLOYMENT

123,205 total jobs generated in Tennessee

- 15,835 direct employment
- 11,055 dealership jobs
- 96,315 other indirect employment

\$8.4 billion total employee compensation

- \$642 million dealership employee compensation
- \$7.8 billion in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES

of international automakers and auto dealers in the U.S.,
THE UNEMPLOYMENT RATE IN TENNESSEE WOULD BE 7% —
far higher than the 3.2% official rate.



REVENUES

The economic activity of international automakers in Tennessee generated:

- **\$1.2 billion** in state and local tax receipts and other revenues
- **\$2 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$15.8 BILLION (4.6%)** to Tennessee's Gross State Product (GSP) in 2018.

VEHICLES MADE IN TENNESSEE



Infiniti QX60*



Nissan Altima*



Nissan LEAF*



Nissan Maxima*



Nissan Pathfinder*



Nissan Rogue*



Volkswagen Atlas*



Volkswagen Passat*

*Exported from America

Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



EIGHT MODELS manufactured by international automakers in Tennessee are exported to **29 COUNTRIES AND TERRITORIES** around the globe.

INTERNATIONAL AUTOMAKERS FACILITIES

HEADQUARTERS

- Infiniti Americas — Franklin
- Nissan North America — Franklin

MANUFACTURING

- Infiniti Decherd Powertrain Plant — Decherd
- Nissan Decherd Powertrain Plant — Decherd
- Nissan Smyrna Vehicle Assembly Plant and Battery Plant — Smyrna
- Toyota Bodine Aluminum, Inc. — Jackson
- Volkswagen Chattanooga Assembly Plant — Chattanooga

R&D

- Volkswagen North American Engineering and Planning Center — Chattanooga

FINANCE

- Toyota Financial Services District Sales and Service Office — Franklin

SALES AND TRAINING

- Nissan Service Training Center — Franklin

PARTS CENTERS

- Honda Parts Distribution Center — Loudon
- Land Rover South Eastern Parts Distribution Center — Memphis
- Nissan Parts Distribution Memphis Low Volume Center — Memphis
- Nissan Parts Redistribution Center — Mt. Juliet
- Volkswagen Regional Distribution Center — Lenoir City

OTHER

- Nissan Central Collision Center — Lebanon
- Nissan Customer Resource Center — Murfreesboro
- Nissan Field Quality Center — Smyrna
- Nissan Hangar — Smyrna

TEXAS

ECONOMIC IMPACT IN TEXAS

INVESTMENT

\$3.1 billion invested

PRODUCTION

252,889 vehicles produced in 2018

42% total auto production in Texas

\$7.1 billion purchased from U.S. suppliers

SALES

623 international nameplate dealerships

763,027 new vehicles registered in 2018

52% market share of new vehicle registrations in Texas

EMPLOYMENT

150,778 total jobs generated in Texas

- **10,186** direct employment
- **48,025** dealership jobs
- **92,567** other indirect employment

\$10.3 billion total employee compensation

- **\$3 billion** dealership employee compensation
- **\$7.3 billion** in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES

of international automakers and auto dealers in the U.S.,
THE UNEMPLOYMENT RATE IN TEXAS WOULD BE 4.9% —
far higher than the 3.8% official rate.



REVENUES

The economic activity of international automakers in Texas generated:

- **\$2 billion** in state and local tax receipts and other revenues
- **\$2.3 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$19.2 BILLION** to Texas's Gross State Product (GSP) in 2018.

VEHICLES MADE IN TEXAS



Toyota Tacoma*



Toyota Tundra*

*Exported from America

Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



TWO MODELS manufactured by international automakers in Texas are exported to **14 COUNTRIES AND TERRITORIES** around the globe.



International automakers **EXPORTED 1 MODEL** from the Texas Port of Houston in 2018.

INTERNATIONAL AUTOMAKERS FACILITIES

HEADQUARTERS

- Lexus — Plano
- Lexus Financial Services — Plano
- Toyota Connected North America — Plano
- Toyota Financial Services — Plano
- Toyota Motor Credit Corporation — Plano
- Toyota Motor North America — Plano

MANUFACTURING

- Toyota Motor Manufacturing Texas — San Antonio

FINANCE

- American Honda Finance Corporation National Service Center — Irving
- American Honda Finance Corporation Regional Office — Irving
- Hyundai Capital America — Plano
- Mercedes-Benz Financial Services — Fort Worth
- Nissan Motor Acceptance Corporation — Irving
- Toyota Financial Services District Sales and Service Office — Richardson
- Toyota Financial Services District Sales and Service Office — San Antonio
- Toyota Financial Services District Sales and Service Office — The Woodlands

SALES AND TRAINING

- Honda/Acura Zone Office — Irving
- Hyundai Motor America Regional Office — Coppell
- Kia Training Center — Lancaster
- Kia Regional Office — Plano
- Mazda Training Center — Grapevine
- Mazda Regional Office — Sugarland
- Mitsubishi Motors Regional Office — Irving
- Nissan Regional Office — Irving
- Nissan Service Training Center — Irving
- Subaru Sales Training Center — Coppell
- Subaru Zone Office — Frisco
- Volkswagen, Audi, and Volkswagen Credit, Inc. Regional Offices — Irving

PARTS CENTERS

- BMW of North America Regional Parts Distribution Center — Lancaster
- Honda Parts Distribution Center — Irving
- Mazda Parts Distribution Center — Grapevine
- Mercedes-Benz Parts Distribution Center — Fort Worth
- Mobis Parts Distribution Center (Hyundai/Kia) — Lancaster
- Nissan Parts Distribution Center — Irving
- Volkswagen Group of America Parts Distribution Center — Ft. Worth
- Volkswagen Parts Distribution Center — Haslet

OTHER

- BMW of North America Vehicle Distribution Center — Galveston
- Mercedes-Benz Elite Training Center — Houston
- Toyota AirFlite — McKinney
- Toyota Independent Distributor — Houston
- Toyota Logistics Services, Inc./Marshalling Yard — San Antonio

UTAH

ECONOMIC IMPACT IN UTAH

\$68 million purchased from U.S. suppliers in 2018

80 international nameplate dealerships

5,250 dealership jobs

\$289 million dealership employee compensation

73,022 new vehicles registered in 2018

53% market share of new vehicle registrations in Utah

INTERNATIONAL AUTOMAKERS FACILITIES

FINANCE

- BMW Bank of North America — Salt Lake City



VERMONT

ECONOMIC IMPACT IN VERMONT

- \$217 million** purchased from U.S. suppliers in 2018
- 43** international nameplate dealerships
- 1,369** dealership jobs
- \$76 million** dealership employee compensation
- 24,308** new vehicles registered in 2018
- 58%** market share of new vehicle registrations in Vermont



VIRGINIA

ECONOMIC IMPACT IN VIRGINIA

- \$186 million** invested
- 1,059** direct employment
- \$159 million** purchased from U.S. suppliers in 2018
- 280** international nameplate dealerships
- 17,821** dealership jobs
- \$1 billion** dealership employee compensation
- 239,561** new vehicles registered in 2018
- 63%** market share of new vehicle registrations in Virginia



INTERNATIONAL AUTOMAKERS FACILITIES

HEADQUARTERS

- Audi — Herndon
- Bentley — Herndon
- Bugatti — Herndon
- Lamborghini — Herndon
- Volkswagen Electrify America — Reston
- Volkswagen Group of America — Herndon

R&D

- Mitsubishi Motors R&D of America, Inc. — Arlington

FINANCE

- Toyota Financial Services District Sales and Service Office — Richmond
- Volkswagen Credit, Inc. — Herndon

SALES AND TRAINING

- Hyundai Motor America Service Training Center — Fredericksburg
- Mazda Training Center — Colonial Heights
- Nissan Regional Office — Herndon
- Nissan Service Training Center — Sterling

OTHER

- Mitsubishi Motors R&D of America, Inc. Government and Industry Relations — Arlington
- Nissan North America, Inc. Government Affairs — Herndon

WASHINGTON



ECONOMIC IMPACT IN WASHINGTON

\$67 million invested

226 direct employment

\$48 million purchased from U.S. suppliers in 2018

222 international nameplate dealerships

14,454 dealership jobs

\$846 million dealership employee compensation

189,610 new vehicles registered in 2018

66% market share of new vehicle registrations in Washington

INTERNATIONAL AUTOMAKERS FACILITIES

R&D

- Mercedes-Benz R&D North America — Seattle

FINANCE

- Toyota Financial Services District Sales and Service Office — Bellevue

SALES AND TRAINING

- Kia Training Center — Kent
- Mazda Training Center — Kirkland
- Nissan Regional Office — Bellevue
- Nissan Service Training Center — Kent

OTHER

- ReachNow, BMW Group Car Sharing — Seattle

WEST VIRGINIA

ECONOMIC IMPACT IN WEST VIRGINIA

\$1.4 billion invested

\$1.6 billion purchased from U.S. suppliers



SALES

76 international nameplate dealerships

37,638 new vehicles registered in 2018

47% market share of new vehicle registrations in West Virginia

EMPLOYMENT

9,483 total jobs generated in West Virginia

- **1,698** direct employment
- **2,585** dealership jobs
- **5,200** other indirect employment

\$521 million total employee compensation

- **\$118 million** dealership employee compensation
- **\$403 million** in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED ACTIVITIES

of international automakers and auto dealers in the U.S.,

THE UNEMPLOYMENT RATE IN WEST VIRGINIA WOULD BE 6.4% — far higher than the 5.2% official rate.

REVENUES

The economic activity of international automakers in West Virginia generated:

- **\$117 million** in state and local tax receipts and other revenues
- **\$123 million** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$1.1 BILLION** to West Virginia's Gross State Product (GSP) in 2018.

INTERNATIONAL AUTOMAKERS FACILITIES

MANUFACTURING

- Toyota Motor Manufacturing West Virginia — Buffalo

WISCONSIN

ECONOMIC IMPACT IN WISCONSIN

\$189 million purchased from U.S. suppliers in 2018

181 international nameplate dealerships

7,540 dealership jobs

\$354 million dealership employee compensation

107,573 new vehicles registered in 2018

44% market share of new vehicle registrations in Wisconsin



INTERNATIONAL AUTOMAKERS FACILITIES

PARTS CENTER

- Volkswagen Parts Distribution Center — Pleasant Prairie

WYOMING

ECONOMIC IMPACT IN WYOMING

20 international nameplate dealerships

860 dealership jobs

\$43 million dealership employee compensation

8,753 new vehicles registered in 2018

37% market share of new vehicle registrations in Wyoming



COMPANIES





ASTON MARTIN

U.S. Headquarters:
Irvine, California

U.S. Operations Established: 1964

ASTONMARTIN.COM

Aston Martin Lagonda of
North America, Inc.

9920 Irvine Center Drive
Irvine, CA 92618
T 949.379.3100

BMW GROUP

U.S. Headquarters:
Woodcliff Lake, New Jersey

U.S. Operations Established: 1975

Brands: BMW, MINI, and Rolls-Royce

BMWUSA.COM

BMW Group Government &
External Affairs

900 G Street, NW
Suite 600
Washington, DC 20001
T 202.393.2150

FERRARI

U.S. Headquarters:
Englewood Cliffs, New Jersey

U.S. Operations Established: 1990

FERRARIUSA.COM

Ferrari North America, Inc.

250 Sylvan Avenue
Englewood Cliffs, NJ 07632
T 201.816.2600

HONDA

U.S. Headquarters:
Torrance, California

U.S. Operations Established: 1959

Brands: Honda and Acura

HONDAINAMERICA.COM

Honda North America, Inc.
Government & Industry Relations

1001 G Street, NW
Suite 950
Washington, DC 20001
T 202.661.4400

HYUNDAI

U.S. Headquarters:
Fountain Valley, California

U.S. Operations Established: 1985

Brands: Hyundai and Genesis

HYUNDAIUSA.COM

Hyundai Motor Company
Washington Office

660 N. Capitol Street, NW
Suite 800
Washington, DC 20001
T 202.296.5550

JAGUAR LAND ROVER

U.S. Headquarters:
Mahwah, New Jersey

U.S. Operations Established: 2001

JAGUARLANDROVER.COM

Jaguar Land Rover
Government Relations

100 Jaguar Land Rover Way
Mahwah, NJ 07495
T 201.818.8500



KIA

U.S. Headquarters:
Irvine, California

U.S. Operations Established: 1992

[KIA.COM](http://kia.com)

Kia Motors Corporation
Government Affairs
601 New Jersey Avenue, NW
Suite 800
Washington, DC 20001
T 202.503.1515

MASERATI

U.S. Headquarters:
Auburn Hills, Michigan

U.S. Operations Established: 2001

[MASERATIUSA.COM](http://maseratiusa.com)

Maserati North America, Inc.
1 Chrysler Drive
Auburn Hills, MI 48326
T 877.696.2737

MAZDA

U.S. Headquarters:
Irvine, California

U.S. Operations Established: 1970

[MAZDAUSA.COM](http://mazdausa.com)

Mazda North American
Operations Government &
Public Affairs
1025 Connecticut Avenue, NW
Suite 910
Washington, DC 20036
T 202.467.5095

MCLAREN

U.S. Headquarters:
New York, New York

U.S. Operations Established: 2010

[MCLAREN.COM](http://mclaren.com)

McLaren Automotive North American Operation
750 Third Avenue
Suite 2400
New York, NY 10017
T 646.429.8916

MERCEDES-BENZ

U.S. Headquarters:
Atlanta, Georgia

U.S. Operations Established: 1965

Brands: Mercedes-Benz and smart

[DAIMLER.COM](http://daimler.com)

Mercedes-Benz
USA/Daimler External Affairs — Americas
800 Maine Avenue, SW
Suite 650
Washington, DC 20024
T 202.649.4500

MITSUBISHI MOTORS

U.S. Headquarters:
Cypress, California

U.S. Operations Established: 1981

[MITSUBISHICARS.COM](http://mitsubishicars.com)

Mitsubishi Motors
R&D of America, Inc.
Government and Industry Relations
2200 Clarendon Boulevard
Suite 1401
Arlington, VA 22201
T 734.477.6119



NISSAN

U.S. Headquarters:
Franklin, Tennessee

U.S. Operations Established: 1958

Brands: Nissan and Infiniti

NISSANUSA.COM

Nissan North America, Inc.
Government Affairs
2411 Dulles Corner Park
Herndon, VA 20171
T 571.342.3215

SUBARU

U.S. Headquarters:
Camden, New Jersey

U.S. Operations Established: 1968

SUBARU.COM

Subaru of America, Inc.
Government Regulatory Affairs
1200 G Street, NW
Suite 800
Washington, DC 20005
T 856.488.8500

TOYOTA

U.S. Headquarters:
Plano, Texas

U.S. Operations Established: 1958

Brands: Toyota and Lexus

TOYOTA.COM

Toyota Motor North America, Inc.
Government Affairs
325 7th Street, NW
Suite 1000
Washington, DC 20004
T 202.775.1700

VOLKSWAGEN GROUP OF AMERICA

U.S. Headquarters:
Herndon, Virginia

U.S. Operations Established: 1955

Brands: Volkswagen, Audi, Bentley,
Bugatti, Lamborghini, and Porsche

VOLKSWAGENGROUPAMERICA.COM

Volkswagen Group of America
Public Affairs
601 Pennsylvania Avenue, NW
Suite 740
Washington, DC 20004
T 202.899.1000

VOLVO CARS

U.S. Headquarters:
Rockleigh, New Jersey

U.S. Operations Established: 1955

VOLVOCARS.COM/US

Volvo Car Corporation
Government Affairs
House of Sweden
2900 K Street, NW
Suite 508
Washington, DC 20007
T 202.536.1607



HERE *for* **AMERICA**

HERE FOR AMERICA tells the story of international automakers, their ever-growing impact on the U.S. economy, and the benefits they provide to local communities. The contributions of international automakers and dealers are integral to the success of today's U.S. auto industry, the most vibrant and competitive auto market in the world.

HERE FOR AMERICA, an initiative of the **ASSOCIATION OF GLOBAL AUTOMAKERS**, educates policy makers and the public about the benefits of investments made by international automakers and suppliers in the United States, and fights for open trade and investment policies that do not discriminate, and to insist on a level playing field with respect to business policies, such as tax, labor and workforce development.

HereForAmerica.com



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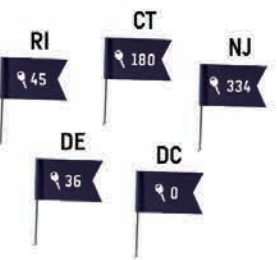
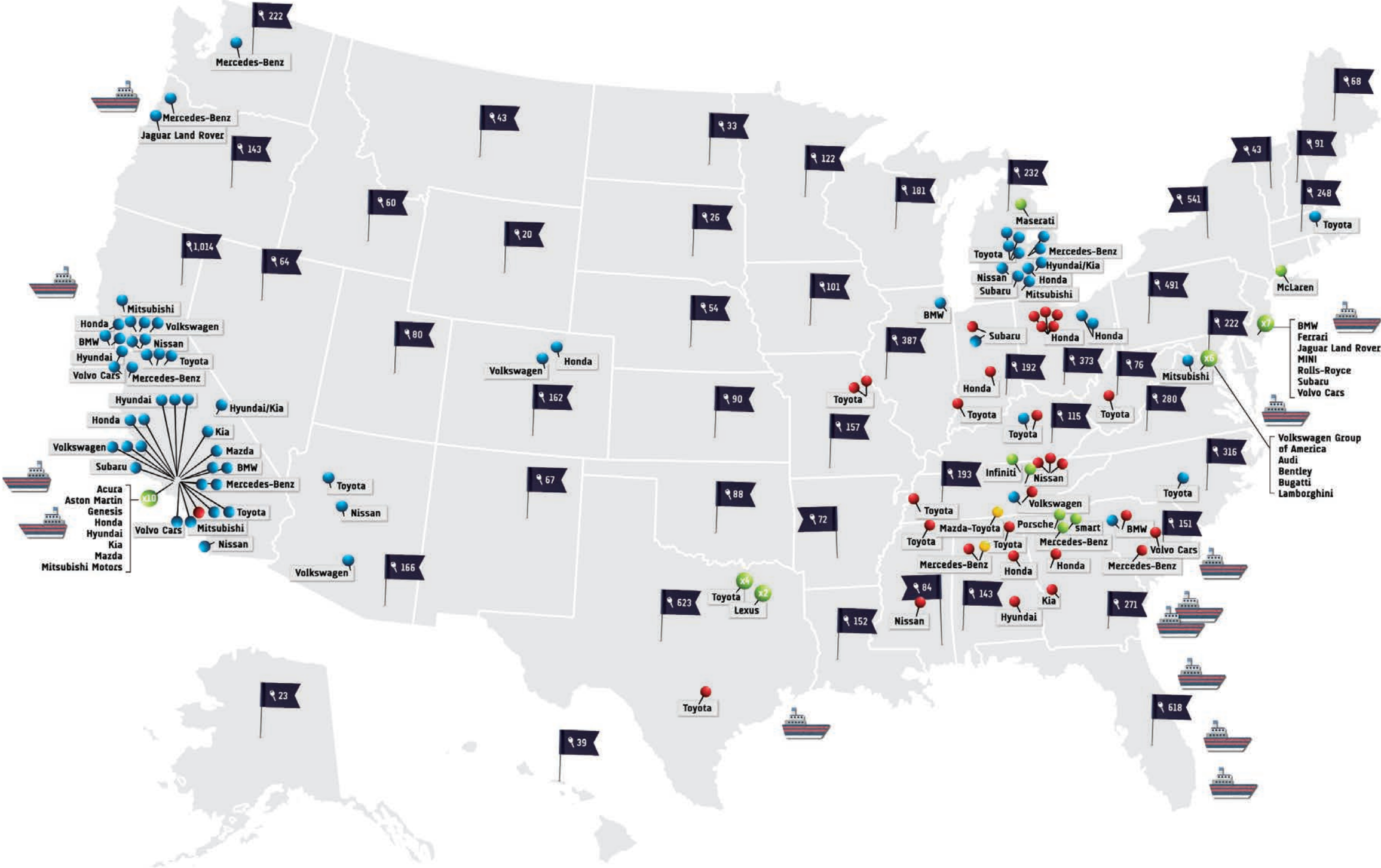
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Sources used to compile the data in this report: The 2018 Global Automakers and AIADA Economic Impact Survey, AIADA's membership roster, NADA DATA, WardsAuto InfoBank, IHS Markit Vehicle Registration Data, the U.S. Bureau of Labor Statistics, and The University of Michigan Transportation Research Institute 1998 study prepared for the Association of International Automobile Manufacturers (AIAM).

Automobile manufacturers participating in the 2018 Global Automakers and AIADA Economic Impact Survey: BMW Group, Honda, Hyundai, Kia, Mazda, Mercedes-Benz, Mitsubishi Motors, Nissan, Subaru, Toyota, Volkswagen Group, and Volvo Cars.

Indirect economic impacts derived by SCOUT Economics using direct employment, dealer employment, and auto parts employment multipliers from the IMPLAN input-output model. Unemployment rates based on February 2019 Seasonally Adjusted Labor Force from Bureau of Labor Statistics.

INTERNATIONAL AUTOMAKERS AND DEALERS ACROSS AMERICA



U.S. PRESENCE

- 30 Manufacturing Plants
- 65 R&D Facilities
- 36 Headquarters
- 2 Plants Coming Soon
- 9,532 Dealership Franchises
- 13 Ports



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