

1967

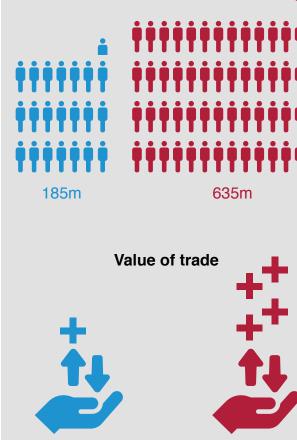
# ASEAN maintains strong pull for U.S. companies

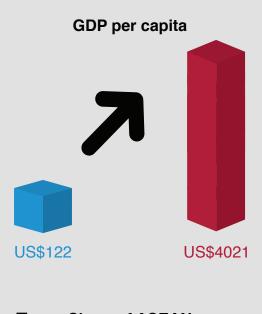
Findings from the 2018 ASEAN Business Outlook Survey<sup>1</sup> indicate that sentiment among U.S. executives around ASEAN remains favourable over the medium to long-term.

### 50 extraordinary years of ASEAN growth<sup>2</sup>

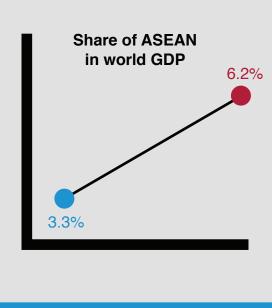
2016

**Population** 





US\$9.7bn US\$2219bn



ASEAN's significance to the U.S.

### 38% Software/IT/

businesses according to respondents

Most promising sectors for U.S.



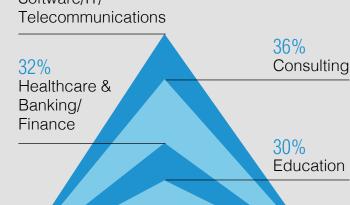


**50,000** U.S. jobs

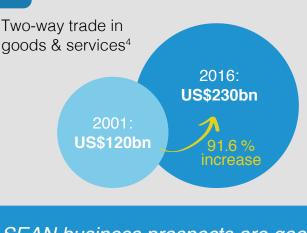
are supported by

exports to ASEAN

U.S. trade and investment in ASEAN is growing



10% of the global sales of U.S. multinationals are generated by their affiliates in ASEAN<sup>3</sup>





U.S. foreign



revenue over the past 2 years Why ASEAN? Respondents were clear about the factors that make ASEAN

important to global revenues in the next 2 years

Expect profits in ASEAN to be higher in 2018 compared to 2016

Anticipate trade and investment in ASEAN to rise over the next

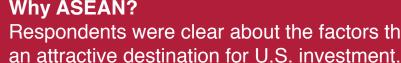
5 years

**ASEAN** countries

Plan to invest

in other

Predict ASEAN will be more



Top 3 reasons for the increasing importance of ASEAN

### Rise in middle/ Economic consumer class growth





Housing

\*\*\*\*\*\*

Opening up opportunities in:

**Transport** 

HP Inc.

Supply chain operations control tower from Singapore that manages production and

movement of goods for all

plant locations globally



population is younger

of ASEAN's

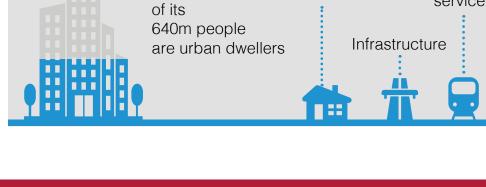
than 35

Continued urbanisation spurring growth

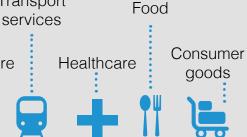
Riding the ASEAN growth wave

So far

50%



Some major U.S. investors who have grown with ASEAN.



## and the Philippines

is viewed as one of the

key growth drivers for the

**The Coca-Cola Company** 

Operating presence in all

member countries; multiple manufacturing locations in countries such as Indonesia

We have seen steady growth momentum over the past 10 years... For us, ASEAN



functional services for

Expanding to new locations

global operations





"

income class are strong...ASEAN has proven its

effectiveness over a long period of time.

Ai Hua Ong, President of Southeast Asia,

71%

current locations

plan to expand into one or more ASEAN countries beyond their

40% of APAC staff based in ASEAN;

state-of-the-art

processing hubs

ASEAN's next 50 years U.S. firms will continue to invest and grow in the region for years to come.

Johnson & Johnson





Presence of talent is an important factor in investment decisionmaking and companies are investing in local talent to expand in the region

Vietnam, Myanmar, Indonesia are the top destinations for expansion outside response locations

say that more than 7 in 10 of their workforce are host country nationals

increased their

workforce in

2017

68%



Vietnam, Philippines

companies planning

and Singapore

proportion of

have the highest

**Business sentiments** of U.S. businesses in ASEAN are positive, and there are huge opportunities for companies in the region.



1. https://www.uschamber.com/report/2018-asean-business-outlook-survey | 2. http://www.aseanstats.

PublicationsLibrary/unctad\_asean\_air2016d1.pdf | 4. https://www.census.gov/foreign-trade/balance/index. html | 5. http://www.bea.gov/scb/pdf/2017/07%20July/0717\_direct\_investment\_positions\_tables.pdf

org/wp-content/uploads/2017/08/ASEAN50\_Master\_Publication.pdf | 3. http://unctad.org/en/



