

# EXPORT



## JAPAN

### FRENCH EXPORTS

**11,700**  
French providers  
exported to Japan

**€7.7**  
BILLION  
in French goods  
exports to Japan

**+16.7%**  
annual growth in  
French exports to  
Japan

**1.6%**  
of all French  
exports

**#12**  
customer  
for French exports

### — FRENCH EXPORTS TO JAPAN

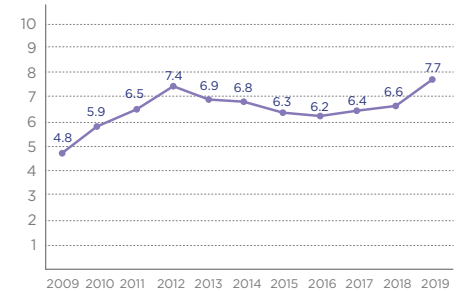
In 2019, 11,700 providers exported to Japan from France. The value of their exports was €6.6 billion (1.4% of all French exports).

Japanese economic growth slowed in 2019 (+0.7%). Against this backdrop, the growth in French exports to Japan continued apace by 16.7% in 2019, reaching a historic high of €7.7 billion.

With its share in French exports growing to 1.6%, Japan was France's twelfth largest customer in 2019, receiving 11% of French exports to Asia.

France accounted for 1.7% of global exports to Japan in 2019, lower than its share in global goods exports (3.2%). France was Japan's second largest European supplier in 2019, after Germany. (cf. Fig. 1).

**Fig. 1 FRENCH EXPORTS TO JAPAN (€ BILLION)**



Source: French Customs Authorities, gross figures, FOB, excluding military equipment

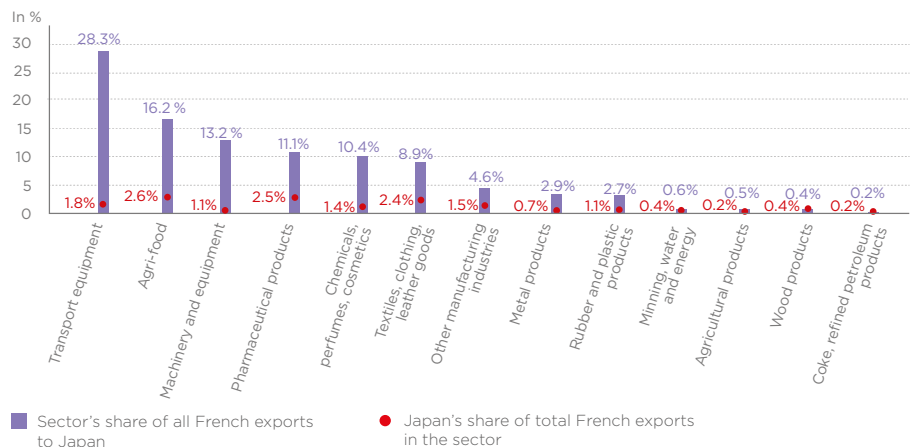
### — BREAKDOWN BY SECTOR OF FRENCH EXPORTS TO JAPAN

The leading sectors for French exports to Japan in 2019 were transport equipment (28% of the total), agri-food (16%) and machinery and equipment (13%). (cf. Fig. 2)

Carried by very strong growth in aviation deliveries (+176%), the amount of exports in the transport equipment sector doubled in 2019 compared with the previous year. Other sectors displayed good performances, such as textiles and clothing (+15%) or beverages (+10%), with an increase of 16% in sales of champagne to Japan in 2019.

After growing strongly in 2018 (+13.3%), exports of agricultural products fell sharply in 2019 (-12%). For the second successive year, pharmaceutical product exports to this market were also down sharply (-13%).


**Fig. 2 BREAKDOWN BY SECTOR OF FRENCH EXPORTS TO JAPAN (2019)**



Source: French Customs Authorities, gross figures, FOB, excluding military equipment

## FRENCH IMPORTS (2019)

 **€10.4  
BILLION**  
in Japanese goods  
imports to France


 **+2.1%**  
annual growth in  
Japanese imports to  
France

 **1.8%**  
of all French  
imports

 **#12**  
supplier  
of French imports

## CONTRIBUTION OF JAPANESE SUBSIDIARIES IN FRANCE (2018)

 **449**  
Japanese exporting  
companies in France

 **24%**  
Average export  
ratio of Japanese  
exporting  
companies  
in France  
(export revenues as  
a proportion of total  
revenues)

## — CONTRIBUTION OF JAPANESE SUBSIDIARIES IN FRANCE TO THE FRENCH ECONOMY

In 2018, more than 449 Japanese subsidiaries in France exported part of their output. Together, these exports amounted to €9.7 billion and accounted, on average, for 24% of total company revenues. These firms exported primarily to European markets, with Germany and Belgium receiving one-third of exports of Japanese subsidiaries in France.

Japanese subsidiaries:

- / Employed 98,600 people, 5% of the workforce of all foreign-owned companies in France. (INSEE)
- / Accounted for 5% of the revenues of all foreign-owned companies in France. (Orbis)
- / Generated 6% of the export revenues of all foreign-owned companies in France. (Orbis)

## MAIN GOODS EXPORT DESTINATIONS FOR JAPANESE SUBSIDIARIES ESTABLISHED IN FRANCE (2018)

| DESTINATION COUNTRIES | %   |
|-----------------------|-----|
| Belgium               | 19% |
| Germany               | 14% |
| Spain                 | 8%  |
| United Kingdom        | 7%  |
| Italy                 | 6%  |
| Netherlands           | 5%  |
| United States         | 4%  |
| Japan                 | 2%  |
| Romania               | 2%  |
| Poland                | 2%  |

Source: French Customs Authorities; French Treasury Directorate calculations

## TOP FIVE JAPANESE EXPORTERS IN FRANCE (2018)

| French subsidiary                 | Sector of activity   | Share of export revenues | National rank |
|-----------------------------------|--|--------------------------|---------------|
| TOYOTA MOTOR MANUFACTURING FRANCE | Manufacture of motor vehicles                                | N.C.                     | 6             |
| BEAUTE PRESTIGE INTERNATIONAL     | Wholesale of perfume and cosmetics                           | N.C.                     | 22            |
| NTN-SNR ROULEMENTS                | Manufacture of bearings, gears, gearing and driving elements | N.C.                     | 23            |
| JTEKT EUROPE                      | Wholesale trade of motor vehicle parts and accessories       | N.C.                     | 70            |
| CONTINENTAL PHARMACEUTIQUE        | Wholesale of pharmaceutical goods                            | >90%                     | 75            |

Sources: French Treasury Directorate; Orbis.

Key: In 2018, Toyota Motor Manufacturing France was the leading exporter among Japanese subsidiaries in France.