UAE – U.S.

HISTORICAL TRADE RELATIONSHIPS

LOUISIANA REPORT

2018 UPDATE
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Louisiana Exports to the UAE

U.S. State Exports to the UAE for the Years 2015-2018

2015-2018 Exports to the UAE
$0.00B $13.55B

A. 19th Largest Exporting State

B. $1.2B Four-Year Total Exports

C. Chemical Manufacturing

D. Chemical Manufacturing Sector with Largest Increase in Exports Since 2017

E. -$434.2M Trade Surplus in 2018

F. 3rd Largest Port in Bilateral Trade in 2018

G. 2,405 Jobs Supported by Exports
Louisiana ranked 19th among U.S. states and territories with $1.2B in goods exported to the UAE between 2015 and 2018.

Exhibit I.1 | U.S. State Rankings of Exports to the UAE ($ in Billions)

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
Total value of 2018 goods exported is second lowest in last four years but % of total U.S. exports is slightly increased compared to 2015

### Exhibit I.2 | Louisiana Export Values and Percent of Total by Year

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>All U.S. States</td>
<td>$22,596.4</td>
<td>$22,030.6</td>
<td>$19,631.8</td>
<td>$19,214.3</td>
<td>---</td>
<td>$83,473.1</td>
</tr>
<tr>
<td>19</td>
<td>Louisiana</td>
<td>$256.2</td>
<td>$474.8</td>
<td>$218.1</td>
<td>$233.0</td>
<td>---</td>
<td>$1,182.1</td>
</tr>
<tr>
<td>1</td>
<td>Washington</td>
<td>$3,211.2</td>
<td>$4,157.6</td>
<td>$4,104.7</td>
<td>$2,081.1</td>
<td>---</td>
<td>$13,554.6</td>
</tr>
<tr>
<td>5</td>
<td>Florida</td>
<td>$1,534.4</td>
<td>$1,487.5</td>
<td>$1,244.7</td>
<td>$949.4</td>
<td>---</td>
<td>$5,216.0</td>
</tr>
<tr>
<td>10</td>
<td>Ohio</td>
<td>$499.8</td>
<td>$830.2</td>
<td>$608.6</td>
<td>$686.5</td>
<td>---</td>
<td>$2,625.1</td>
</tr>
<tr>
<td>20</td>
<td>Massachusetts</td>
<td>$150.0</td>
<td>$161.8</td>
<td>$285.1</td>
<td>$493.1</td>
<td>---</td>
<td>$1,090.0</td>
</tr>
<tr>
<td>30</td>
<td>Minnesota</td>
<td>$113.2</td>
<td>$94.1</td>
<td>$108.9</td>
<td>$136.5</td>
<td>---</td>
<td>$452.7</td>
</tr>
</tbody>
</table>

$ in millions

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
In 2018 Chemical Manufacturing and Crop and Animal Production were the largest exporting sectors.
From 2017 to 2018 Chemical Manufacturing sector had the largest increase in exports. Primary Metal sector had the largest decrease.
Louisiana had a -$434.2M trade surplus with the UAE in 2018

Exhibit I.5 | Louisiana’s Trade Surplus with the UAE by Sector

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
Louisiana – 2018 UAE Bilateral Port Activity

Louisiana ports ranked 3rd (11%) in combined total import and export activity among U.S. states and territories with ports of entry in 2018.

Total U.S.-UAE Port Activity

New York, #2 18%
Texas, #1 19%
Louisiana, #3 11%
Washington, #4 9%
California, #5 8%
Florida, #6 6%
Ohio, #7 5%
South Carolina, #8 5%
Georgia, #9 4%
Other 15%

Port Activity by District
(District Includes All Ports of Entry)

New Orleans, LA
Import $889.60M
Export (All Ports) $1,760.32M

34% Import
(All Ports)

66% Export
(All Ports)

Export Value ($m)

$1,035.01
$108.50
$151.09
$150.88
$4.83
$62.52
$11.90
$56.81
$174.66

Import Value ($m)

$2.92
$533.34
$137.54
$38.69
$0.22
$89.92
$11.13
$58.22
$2.38

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
Louisiana 2018 Employment
Driven by Export to the UAE

Positive U.S. Employment Driven by Exports to the UAE in 2018

Jobs Created

158,658

Jobs Created

2,405 Jobs out of 158,658 Total Jobs Created in the U.S. by the UAE

<table>
<thead>
<tr>
<th>Employment Driven by Louisiana’s Exports of Manufactured Goods to the UAE*</th>
<th>Other transportation equipment manufacturing</th>
<th>Computer and electronic product manufacturing</th>
<th>Chemical manufacturing</th>
<th>Fabricated metal product manufacturing</th>
<th>Machinery manufacturing</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,405</td>
<td>2</td>
<td>26</td>
<td>968</td>
<td>45</td>
<td>119</td>
</tr>
</tbody>
</table>

- Electrical equipment and appliance manufacturing
- Food, beverage, and tobacco product manufacturing
- Miscellaneous manufacturing

* The sectors shown are the top ten U.S. manufacturing sectors exporting to the UAE in 2018.

Source: US Census Bureau USA Trade Online & US DoC BEA Regional Input-Output Multipliers State Data
Foreign Direct Investment

UAE to U.S.: 26.0B FDI in 2017

U.S. to UAE: 16.8B FDI in 2017

A $26B

2017 UAE total FDI in U.S.

B Transportation Sector

Benefited from UAE's investments in Louisiana since 2003
UAE made $26B total investment in U.S. in 2017. Investments over the past four years remained level.

Exhibit IV.1 | Total UAE Investments by Year

Source: US Department of Commerce, Bureau of Economic Analysis
Since 2003 UAE expanded existing investments and made greenfield investments in Louisiana in a variety of sectors.

Exhibit IV.2 | Certain UAE Investors in U.S. by Sector Since 2003

2013

Transportation

GAC Group
### Appendix A

#### Louisiana's Top Exporting Commodities to the UAE in 2018

*This exhibit only displays commodities with annual export amounts exceeding $5M*

<table>
<thead>
<tr>
<th>Sector</th>
<th>Top Commodity</th>
<th>Export Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chemical manufacturing</td>
<td>3251 Basic Chemicals</td>
<td>97.6M</td>
</tr>
<tr>
<td></td>
<td>3252 Resin, Syn Rubber, Artf &amp; Syn Fibers/fil</td>
<td>19.0M</td>
</tr>
<tr>
<td></td>
<td>3256 Soaps, Cleaning Compounds &amp; Toilet Preparations</td>
<td></td>
</tr>
<tr>
<td>Crop and animal production</td>
<td>1111 Oilseeds &amp; Grains</td>
<td>35.1M</td>
</tr>
<tr>
<td>Food, beverage, and tobacco product manufacturing</td>
<td>3112 Grain &amp; Oilseed Milling Products</td>
<td>17.3M</td>
</tr>
<tr>
<td></td>
<td>3119 Foods, Nesoai</td>
<td>7.0M</td>
</tr>
<tr>
<td></td>
<td>3116 Meat Products &amp; Meat Packaging Products</td>
<td></td>
</tr>
<tr>
<td>Petroleum and coal products manufacturing</td>
<td>3241 Petroleum &amp; Coal Products</td>
<td>13.6M</td>
</tr>
<tr>
<td>Machinery manufacturing</td>
<td>3331 Ag &amp; Construction &amp; Machinery</td>
<td>7.8M</td>
</tr>
<tr>
<td></td>
<td>3339 Other General Purpose Machinery</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3338 Engines, Turbines &amp; Power Transmsn Equip</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3333 Commercial &amp; Service Industry Machinery</td>
<td></td>
</tr>
<tr>
<td>Electrical equipment and appliance manufacturing</td>
<td>3352 Household Appliances And Misc Machines, Nesoai</td>
<td>6.8M</td>
</tr>
<tr>
<td>Fabricated metal product manufacturing</td>
<td>3329 Other Fabricated Metal Products</td>
<td></td>
</tr>
<tr>
<td>Primary metal manufacturing</td>
<td>3314 Nonferrous (exc Alum) &amp; Processing</td>
<td></td>
</tr>
<tr>
<td>Computer and electronic product manufacturing</td>
<td>3345 Navigational/measuring/medical/control Instrument</td>
<td></td>
</tr>
<tr>
<td>Paper manufacturing</td>
<td>3221 Pulp, Paper &amp; Paperboard Mill Products</td>
<td></td>
</tr>
</tbody>
</table>

Note: Due to space constraints, some data bars are fitted to the page and not to scale.

Source: US Census Bureau USA Trade Online
Appendix B

Employment Driven by Top 10 UAE-Exporting Sectors in Louisiana in 2018

- Chemical manufacturing: Direct & Indirect Employment = 559, Total = 968
- Crop and animal production: Direct & Indirect Employment = 562, Total = 685
- Food, beverage, and tobacco product manufacturing: Direct & Indirect Employment = 213, Total = 294
- Machinery manufacturing: Direct & Indirect Employment = 75, Total = 119
- Electrical equipment and appliance manufacturing: Direct & Indirect Employment = 60, Total = 61
- Fabricated metal product manufacturing: Direct & Indirect Employment = 40, Total = 45
- Computer and electronic product manufacturing: Direct & Indirect Employment = 20, Total = 26
- Primary metal manufacturing: Direct & Indirect Employment = 20, Total = 26
- Miscellaneous manufacturing: Direct & Indirect Employment = 10, Total = 03
- Other transportation equipment manufacturing: Direct & Indirect Employment = 10, Total = 02
- Others: Direct & Indirect Employment = 119, Total = 175

Source: US Census Bureau USA Trade Online & US DoC BEA Regional Input-Output Multipliers State Data