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UAE – U.S. HISTORICAL TRADE RELATIONSHIPS

MICHIGAN REPORT

2018 UPDATE

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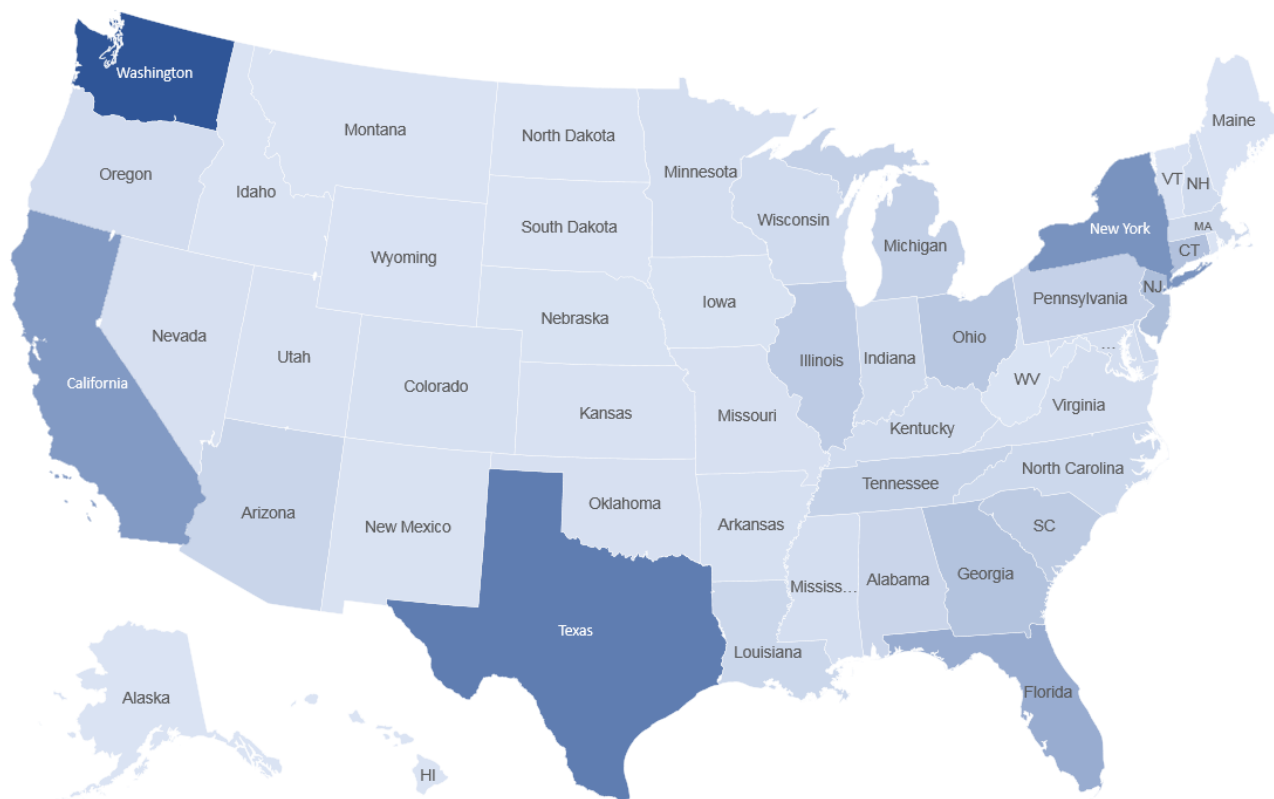
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Michigan Exports to the UAE



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

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



A 13th
Largest Exporting State

B \$1.8B
Four-Year Total Exports

C Motor Vehicle, Body, Trailer and Parts
Top Exporting Sector

D Electrical Equipment and Appliance
Sector with Largest Increase in Exports Since 2017

E \$431.2M
Trade Surplus in 2018

F 4,500
Jobs Supported by Exports

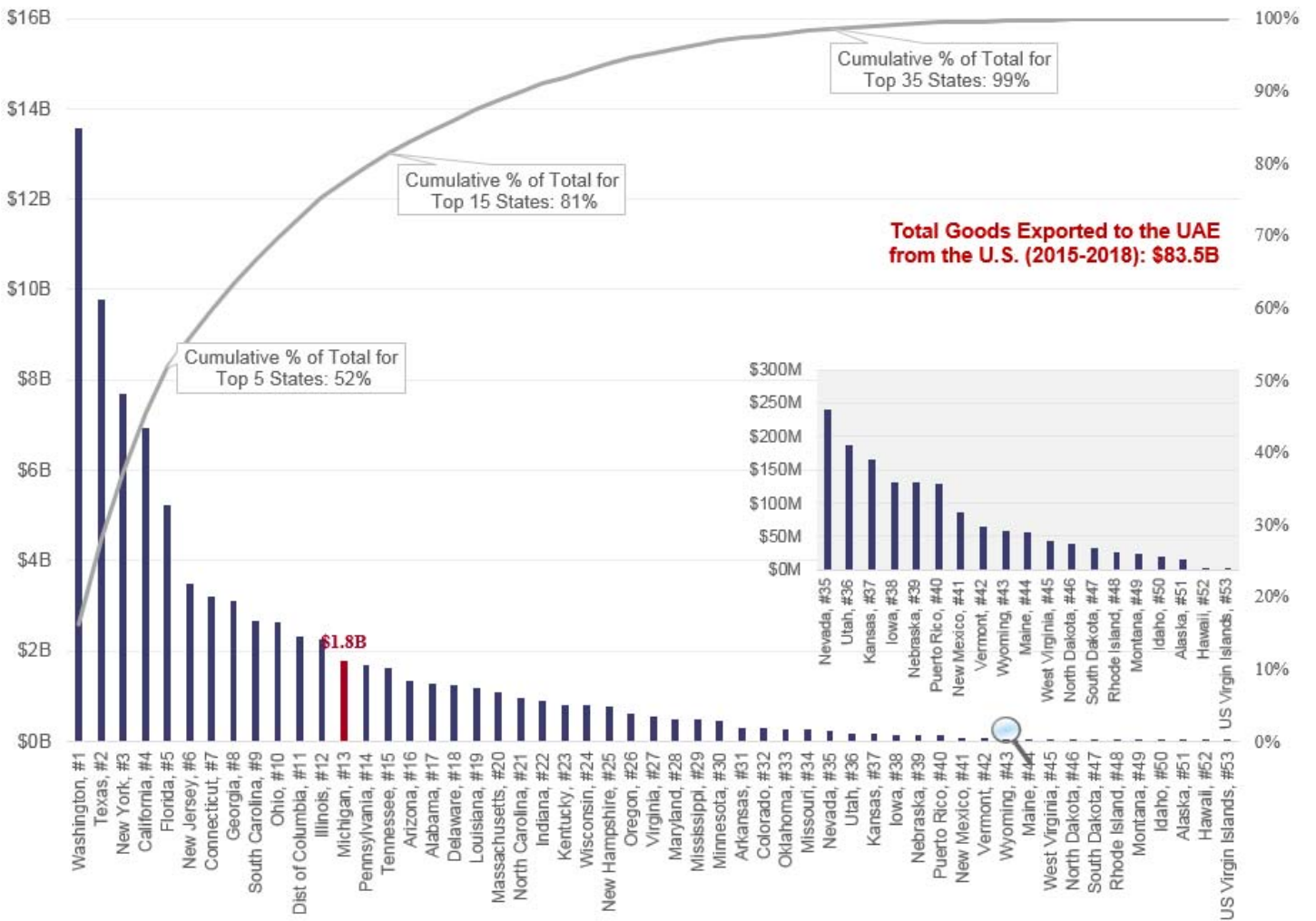
Michigan Exports to the UAE



A

Michigan ranked 13th among U.S. states and territories with \$1.8B in goods exported to the UAE between 2015 and 2018

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



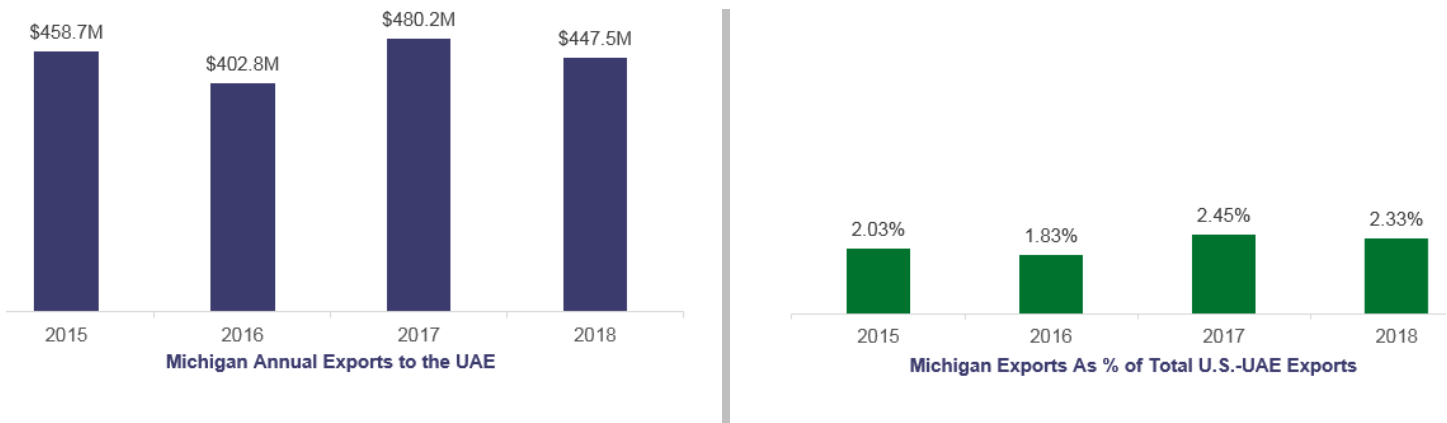
Michigan Exports to the UAE



B

Total value of 2018 goods exported is second lowest in last four years but % of total U.S. exports is second highest

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



\$ in millions

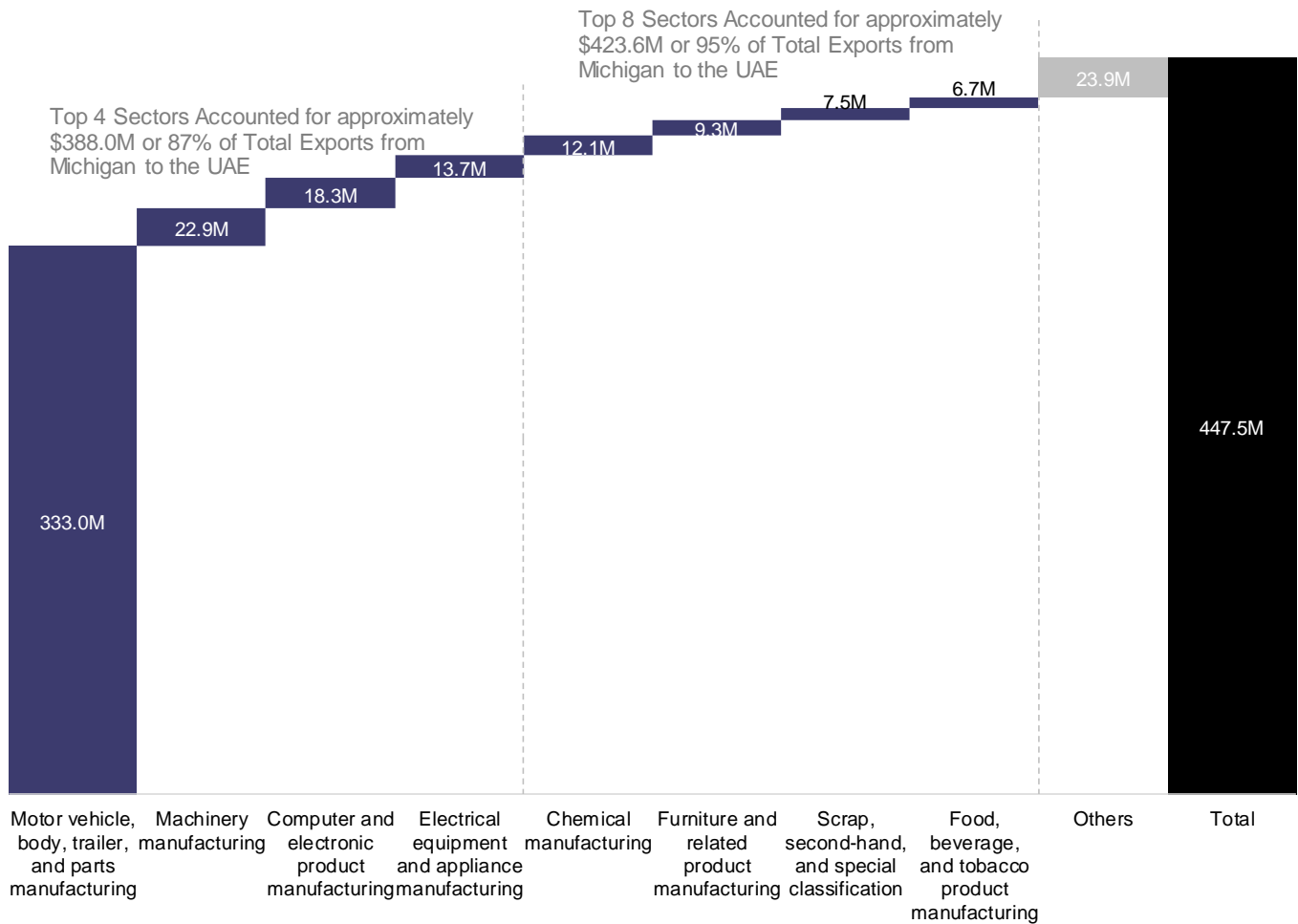
| Rank | State | 2015 | 2016 | 2017 | 2018 | Trend Line | 2015-2018 |
|-----------|-----------------|-------------------------|-------------------------|-------------------------|-------------------------|------------|---------------------------|
| | All U.S. States | \$22,596.4 | \$22,030.6 | \$19,631.8 | \$19,214.3 | | \$83,473.1 |
| 13 | Michigan | 2.03% \$458.7 | 1.83% \$402.8 | 2.45% \$480.2 | 2.33% \$447.5 | | 2.14% \$1,789.2 |
| 1 | Washington | 14.2% \$3,211.2 | 18.9% \$4,157.6 | 20.9% \$4,104.7 | 10.8% \$2,081.1 | | 16.2% \$13,554.6 |
| 5 | Florida | 6.8% \$1,534.4 | 6.8% \$1,487.5 | 6.3% \$1,244.7 | 4.9% \$949.4 | | 6.2% \$5,216.0 |
| 10 | Ohio | 2.2% \$499.8 | 3.8% \$830.2 | 3.1% \$608.6 | 3.6% \$686.5 | | 3.1% \$2,625.1 |
| 20 | Massachusetts | 0.7% \$150.0 | 0.7% \$161.8 | 1.5% \$285.1 | 2.6% \$493.1 | | 1.3% \$1,090.0 |
| 30 | Minnesota | 0.5% \$113.2 | 0.4% \$94.1 | 0.6% \$108.9 | 0.7% \$136.5 | | 0.5% \$452.7 |

Michigan Exports to the UAE



In 2018 *Motor Vehicle, Body, Trailer and Parts Manufacturing* and *Machinery Manufacturing* were the largest exporting sectors

Exhibit I.3 | Michigan's Exporting Sectors in 2018



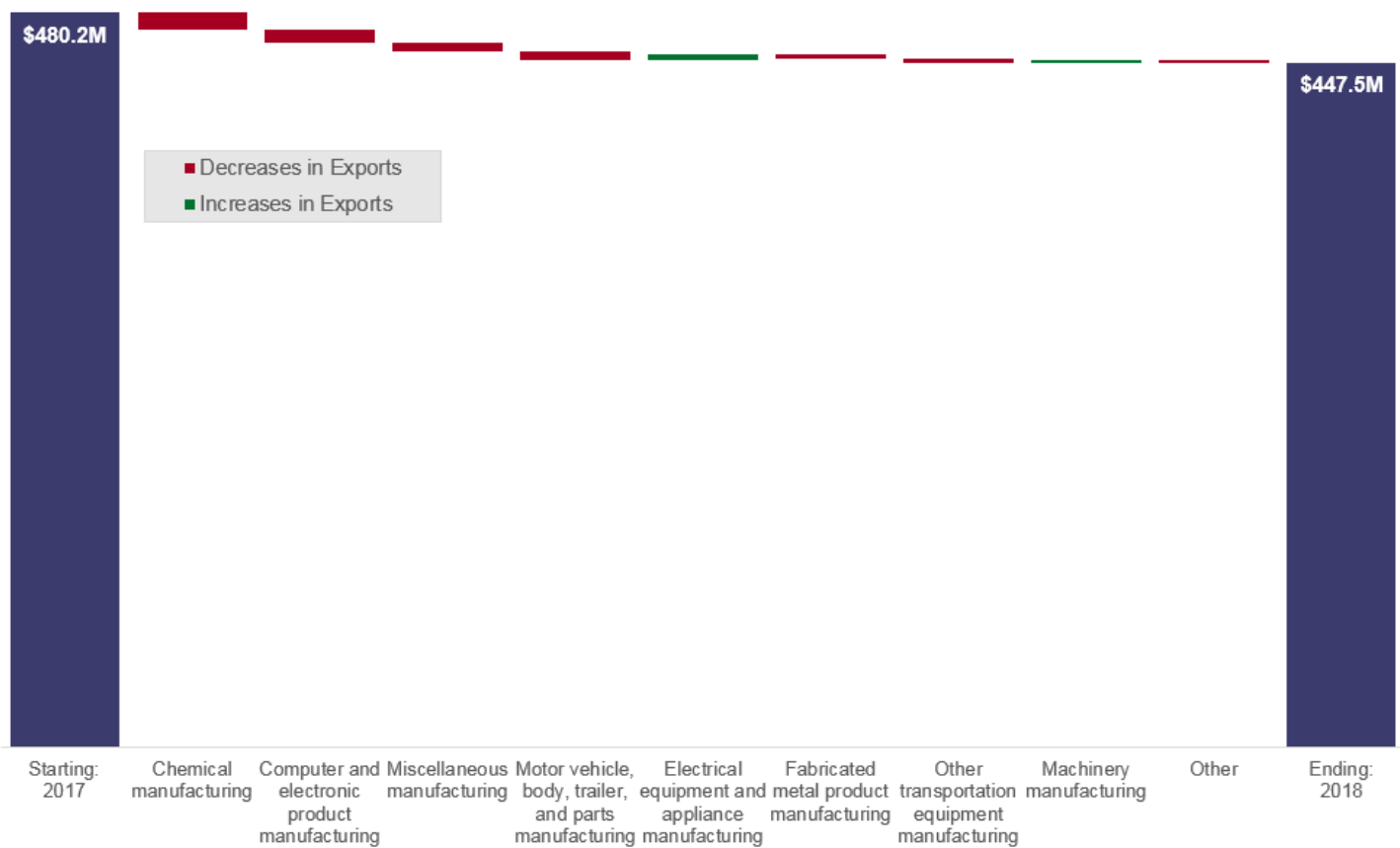
Michigan Exports to the UAE

I

D

From 2017 to 2018 *Electrical Equipment and Appliance Manufacturing* sector had the largest increase in exports. *Chemical Manufacturing* sector had the largest decrease

Exhibit I.4 | Michigan's Exporting Sector Movements From 2017 to 2018

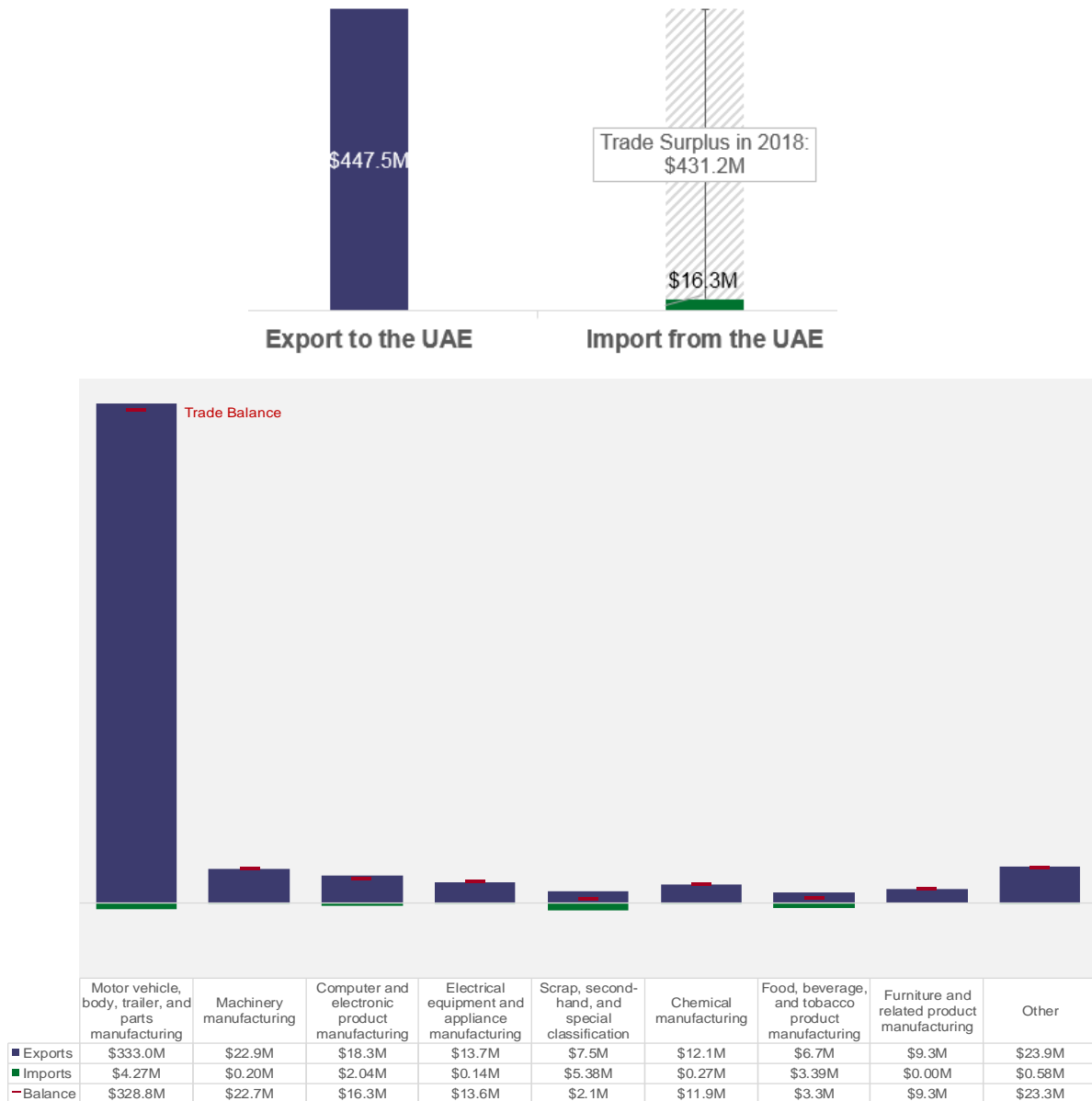


Michigan Exports to the UAE



E Michigan had a \$431.2M trade surplus with the UAE in 2018

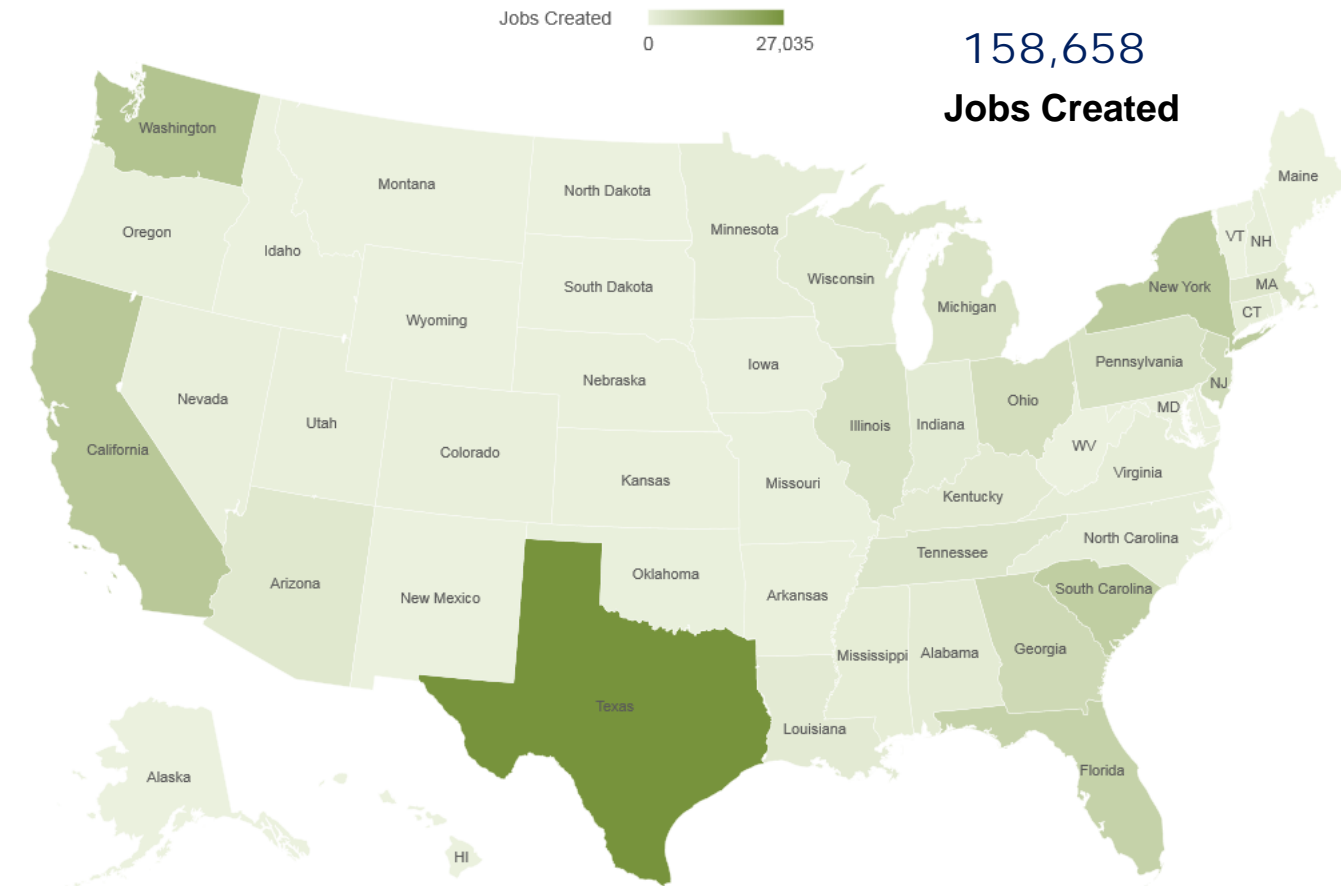
Exhibit I.5 | Michigan's Trade Surplus with the UAE by Sector



Michigan 2018 Employment Driven by Export to the UAE



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

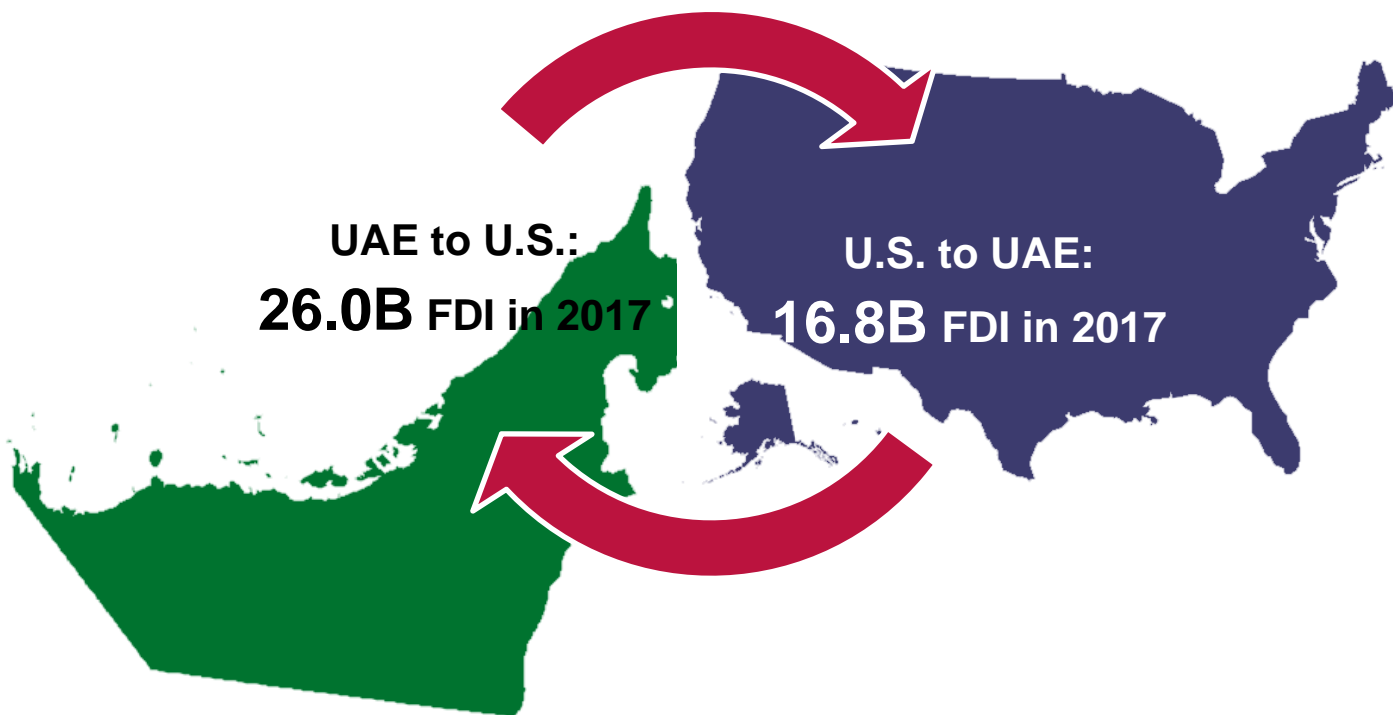


F **4,500** Jobs out of 158,658 Total Jobs Created in the U.S. by the UAE

| | | | | | | |
|--|--------------|--|---|-----------------------------|---|-------------------------|
| Employment Driven by Michigan's Exports of Manufactured Goods to the UAE* | 4,500 | Other transportation equipment manufacturing | Computer and electronic product manufacturing | Chemical manufacturing | Fabricated metal product manufacturing | Machinery manufacturing |
| | | 17 | 162 | 89 | 66 | 258 |
| | | Electrical equipment and appliance manufacturing | Food, beverage, and tobacco product manufacturing | Miscellaneous manufacturing | Motor vehicle, body, trailer, and parts manufacturing | |
| | | 133 | 83 | 54 | 3,361 | |

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

Foreign Direct Investment



A \$26B

2017 UAE total
FDI in U.S.

B Various
Sectors

Benefited from
UAE's investments
in Michigan since
2003

C Various
Sectors

Benefited from
Michigan's greenfield
investments in the
UAE in 2018

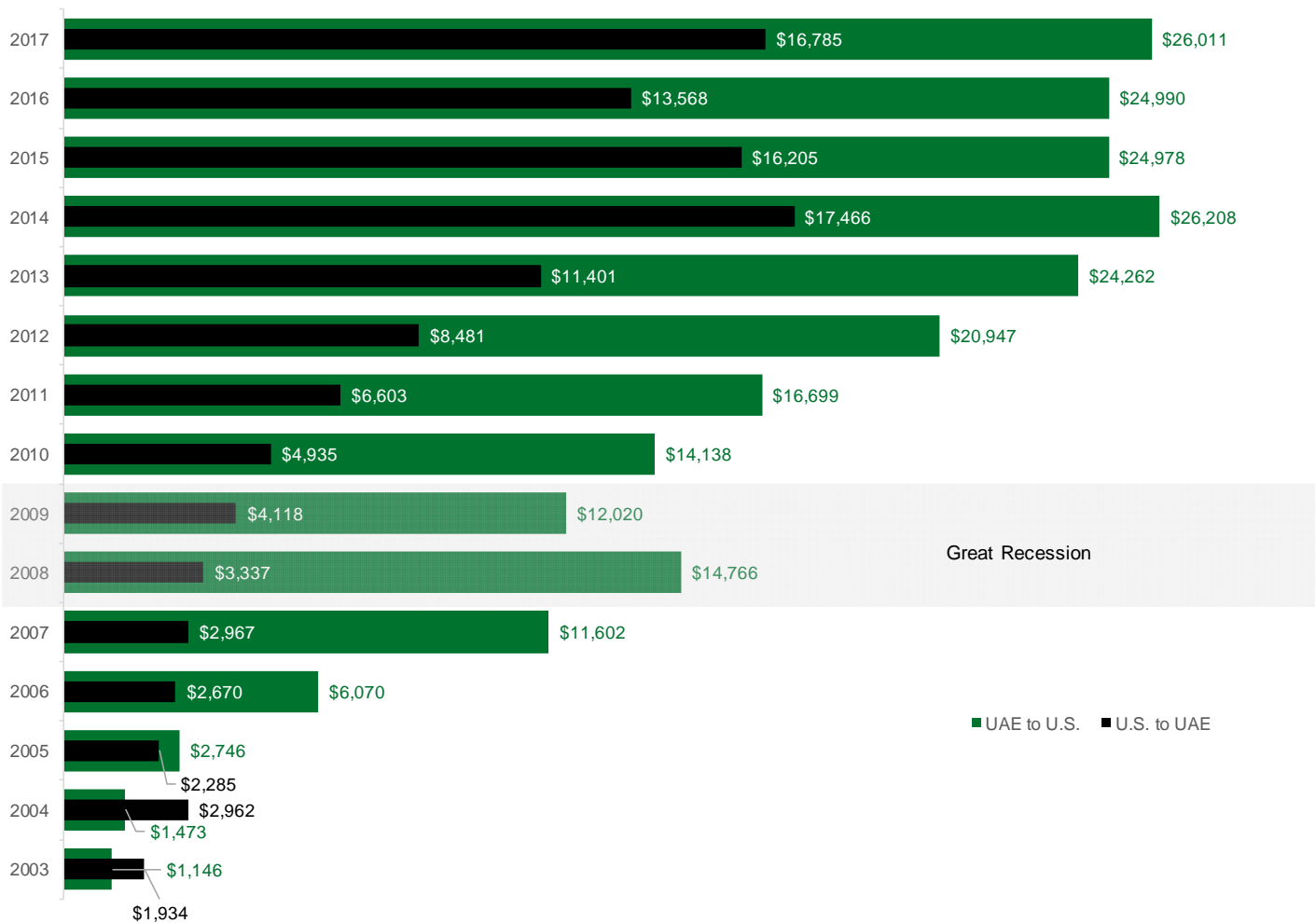
Bilateral FDI between the U.S. and UAE



A

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

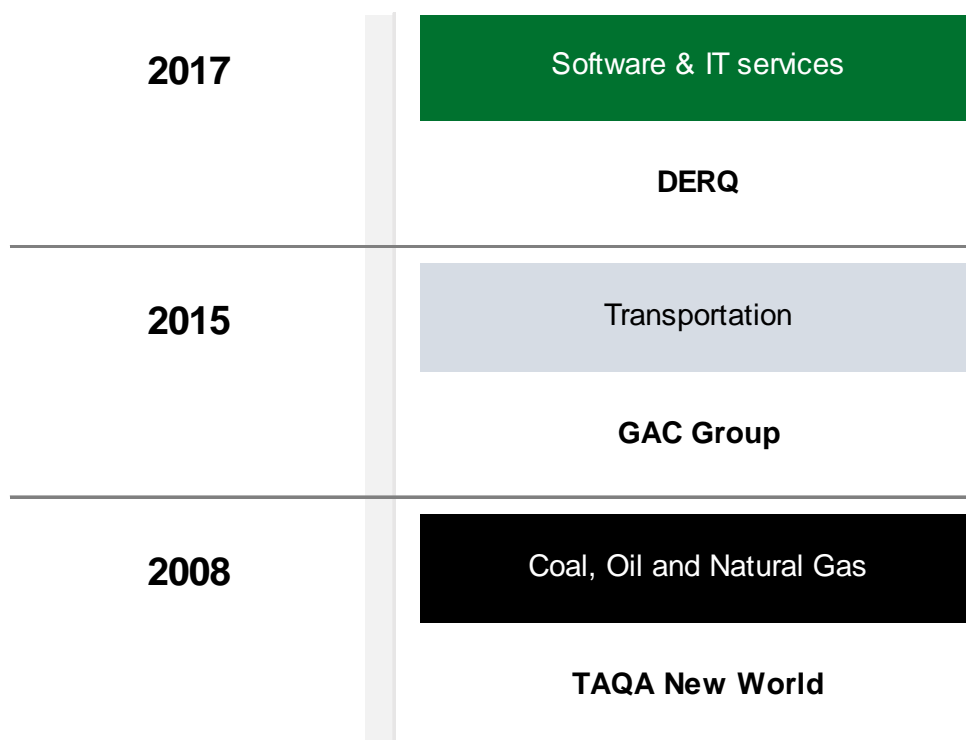


UAE FDI in Michigan



Since 2003 UAE expanded existing investments and made greenfield investments in Michigan in a variety of sectors

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



Michigan 2018 Greenfield and Expanded FDI in the UAE



Greenfield Investments were made in various sectors in 2018

Exhibit IV.3 | Certain Michigan Investors in UAE by Sector in 2018

| Sector | Michigan Investing Entities to the UAE |
|--------------|--|
| Retail Trade | Poltrona Frau |
| Industrial | Tecumseh Products |



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APPENDICES

Appendix A

IV

Michigan's Top Exporting Commodities to the UAE in 2018

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

| Sector | Top Commodity | Export Value |
|---|--|--------------|
| Motor vehicle, body, trailer, and parts manufacturing | 3361 Motor Vehicles | 278.6M |
| | 3363 Motor Vehicle Parts | 43.9M |
| | 3362 Motor Vehicle Bodies & Trailers | 10.6M |
| Machinery manufacturing | 3339 Other General Purpose Machinery | 11.2M |
| | 3333 Commercial & Service Industry Machinery | |
| | 3336 Engines, Turbines & Power Transmsn Equip | |
| | 3331 Ag & Construction & Machinery | |
| | 3335 Metalworking Machinery | |
| Computer and electronic product manufacturing | 3342 Communications Equipment | 9.8M |
| | 3341 Computer Equipment | |
| | 3345 Navigational/measuring/medical/control Instrument | |
| Electrical equipment and appliance manufacturing | 3352 Household Appliances And Misc Machines, Nesoi | 6.0M |
| | 3359 Electrical Equipment & Components, Nesoi | |
| | 3353 Electrical Equipment | |
| Chemical manufacturing | 3255 Paints, Coatings & Adhesives | 5.2M |
| | 3256 Soaps, Cleaning Compounds & Toilet Preparations | |
| | 3259 Other Chemical Products & Preparations | |
| Furniture and related product manufacturing | 3371 Household & Institutional Furn & Kitchen Cabinets | 8.0M |
| | 3372 Office Furniture (including Fixtures) | |
| Scrap, second-hand, and special classification | 9300 Used Or Second-hand Merchandise | 5.9M |
| Food, beverage, and tobacco product manufacturing | 3115 Dairy Products | |
| | 3118 Bakery & Tortilla Products | |
| Fabricated metal product manufacturing | 3329 Other Fabricated Metal Products | |
| | 3325 Hardware | |
| Miscellaneous manufacturing | 3391 Medical Equipment & Supplies | |
| | 3399 Miscellaneous Manufactured Commodities | |

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

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

