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**UAE – U.S.
HISTORICAL TRADE RELATIONSHIPS
TENNESSEE REPORT
2018 UPDATE**

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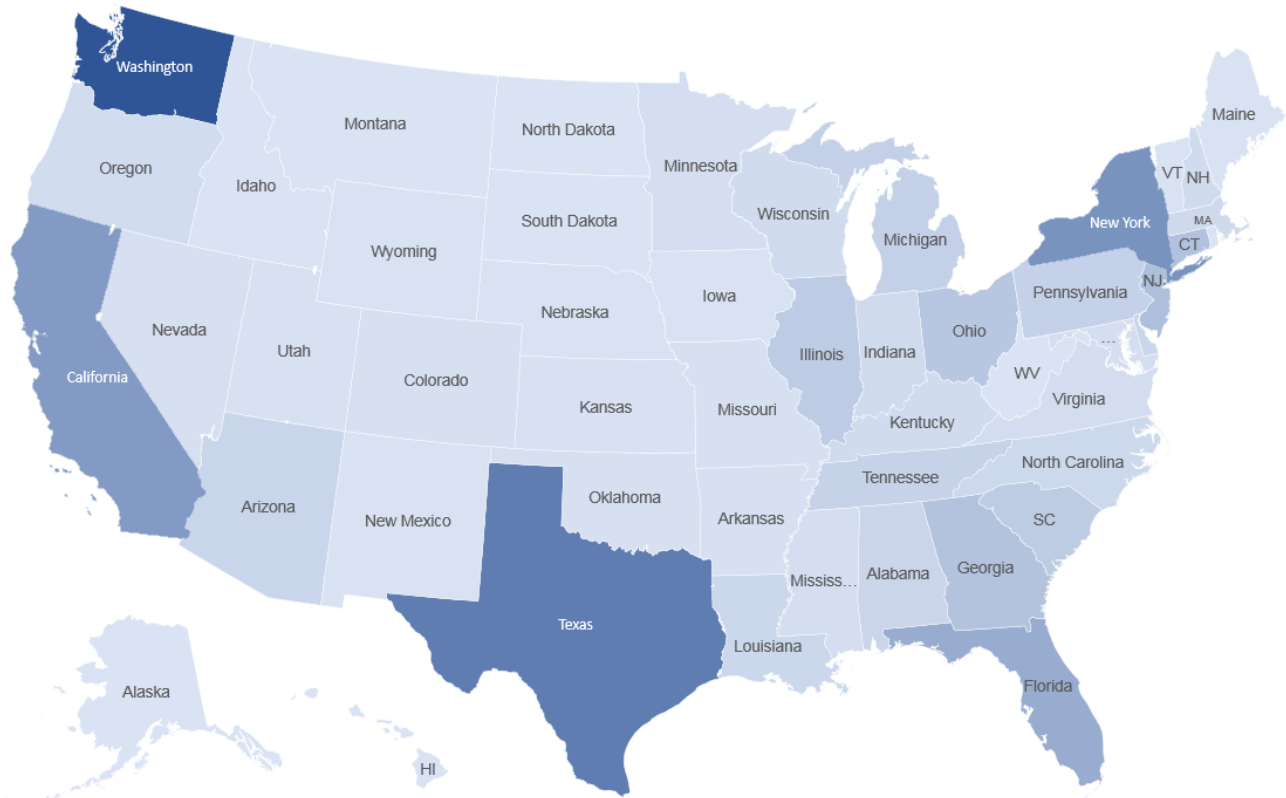
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Tennessee Exports to the UAE



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

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



A 15th
Largest Exporting State

B \$1.6B
Four-Year Total Exports

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

D Motor Vehicle, Body, Trailer and Parts
Sector with Largest Increase in Exports Since 2017

E \$344.6M
Trade Surplus in 2018

F 3,494
Jobs Supported by Exports

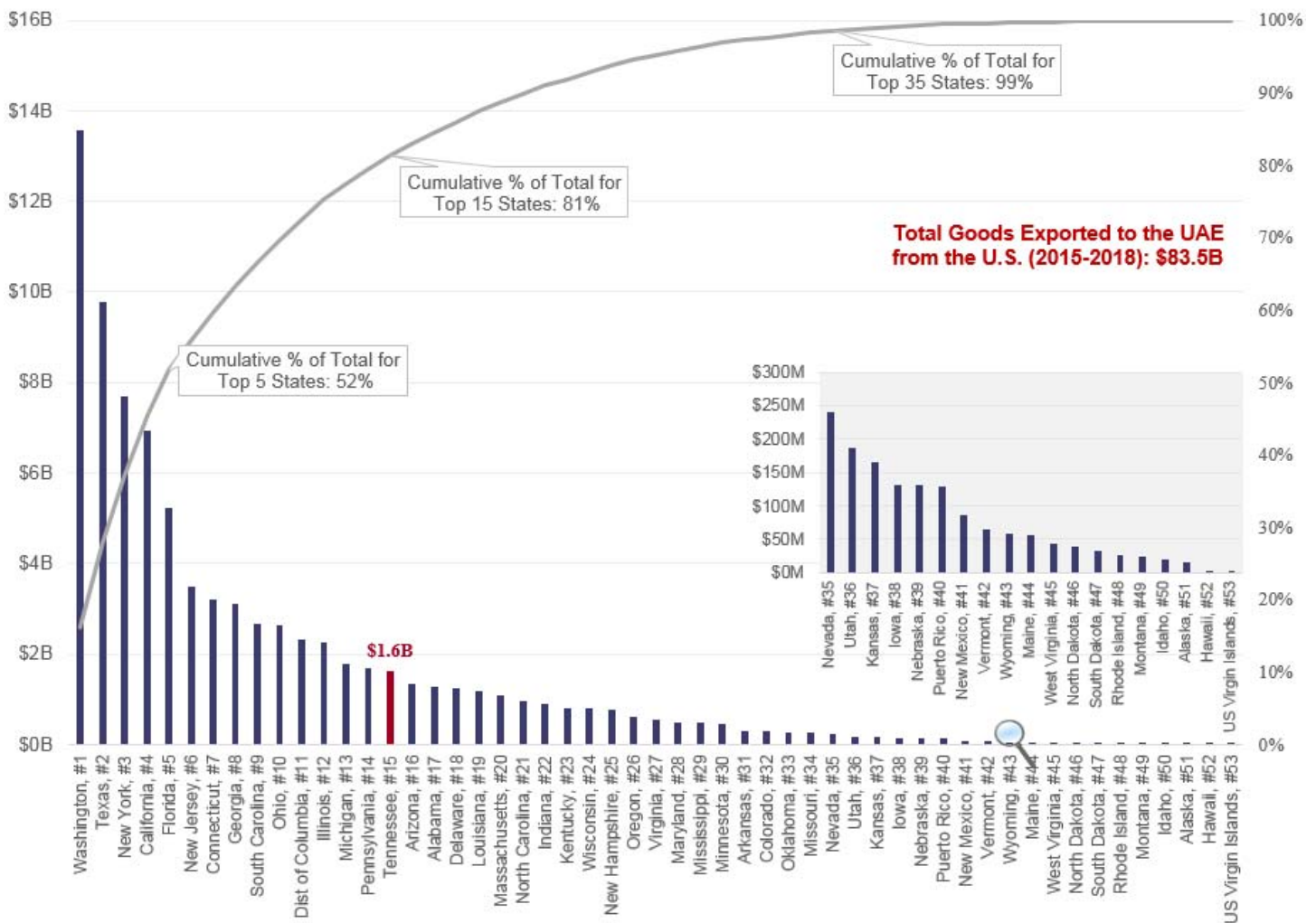
Tennessee Exports to the UAE



A

Tennessee ranked 15th among U.S. states and territories with \$1.6B in goods exported to the UAE between 2015 and 2018

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



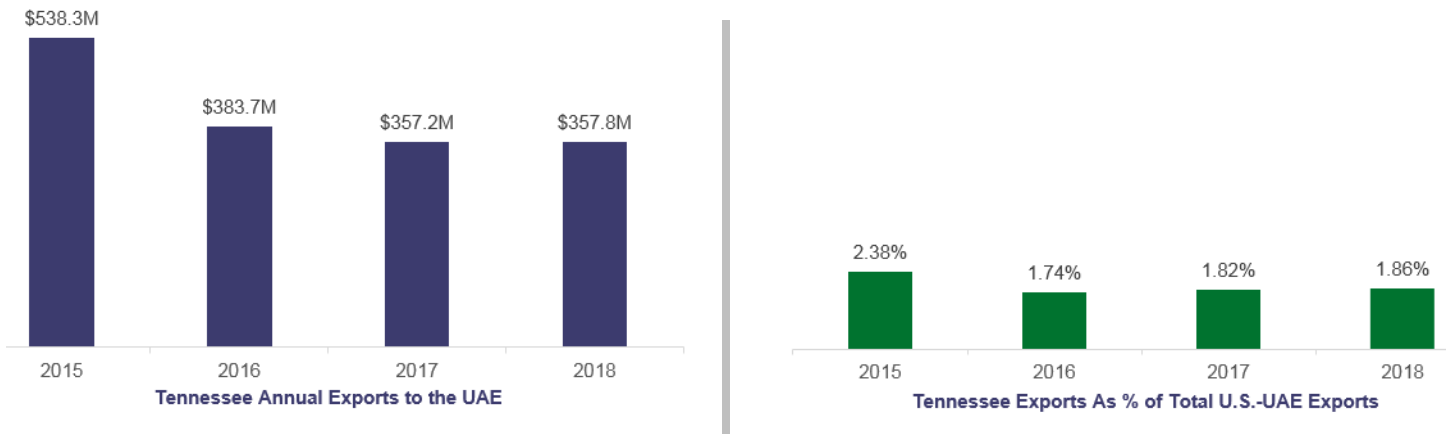
Tennessee Exports to the UAE



B

Total value of 2018 goods exported is second lowest in last four years but % of total U.S. exports slightly increased compared to 2016 and 2017

Exhibit I.2 | Tennessee 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 |
| 15 | Tennessee | 2.4% \$538.3 | 1.7% \$383.7 | 1.8% \$357.2 | 1.9% \$357.8 | | 2.0% \$1,637.0 |
| 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 |

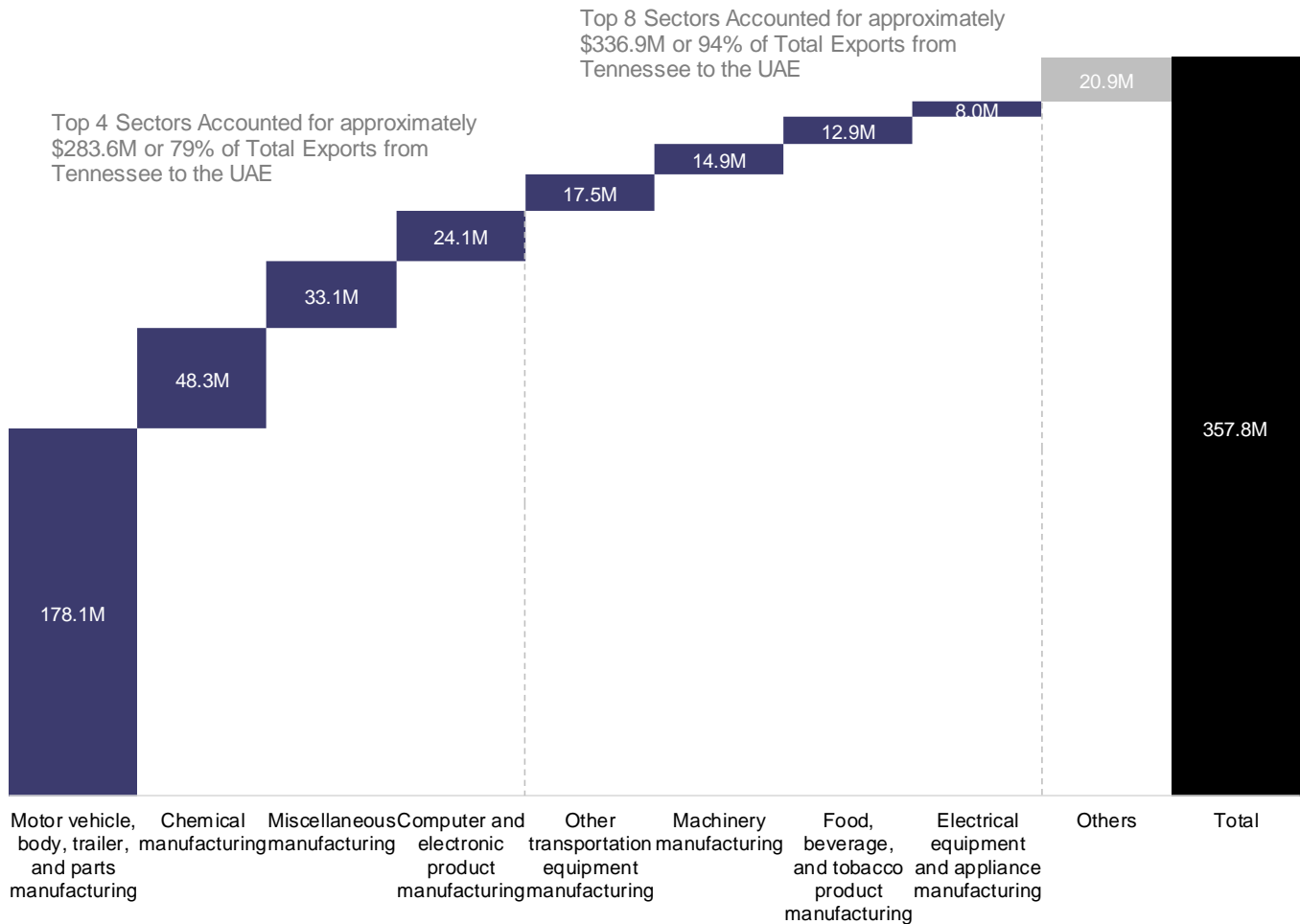
Tennessee Exports to the UAE

I



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

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

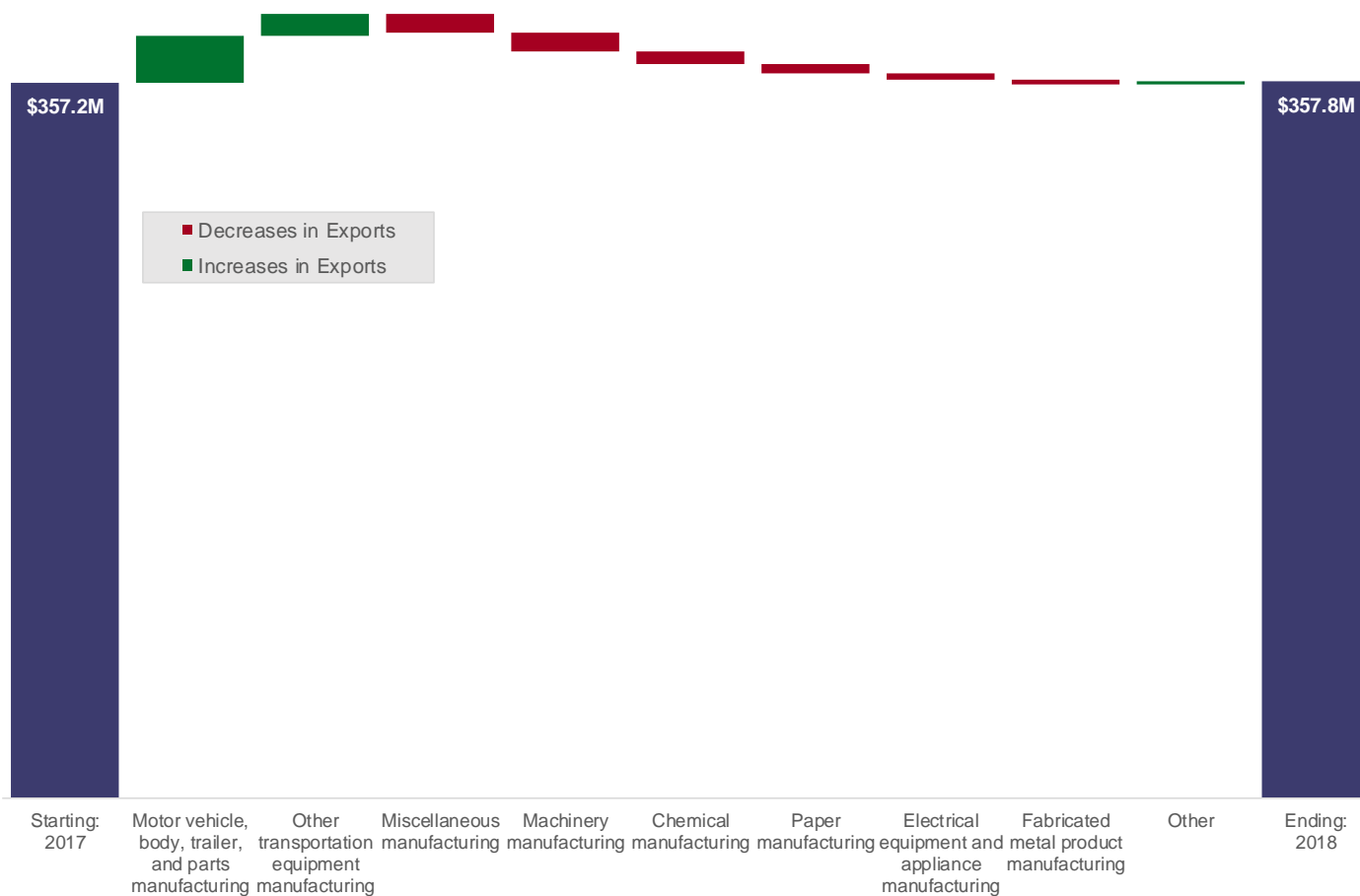


Tennessee Exports to the UAE

I

D From 2017 to 2018 *Motor Vehicle, Body, Trailer and Parts* sector had the largest increase in exports. *Misc. Manufacturing* sector had the largest decrease

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



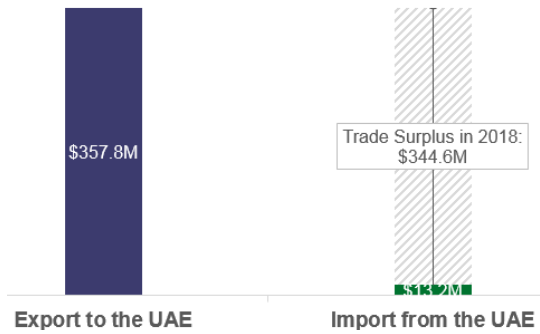
Tennessee Exports to the UAE



E

Tennessee had a \$344.6M trade surplus with the UAE in 2018

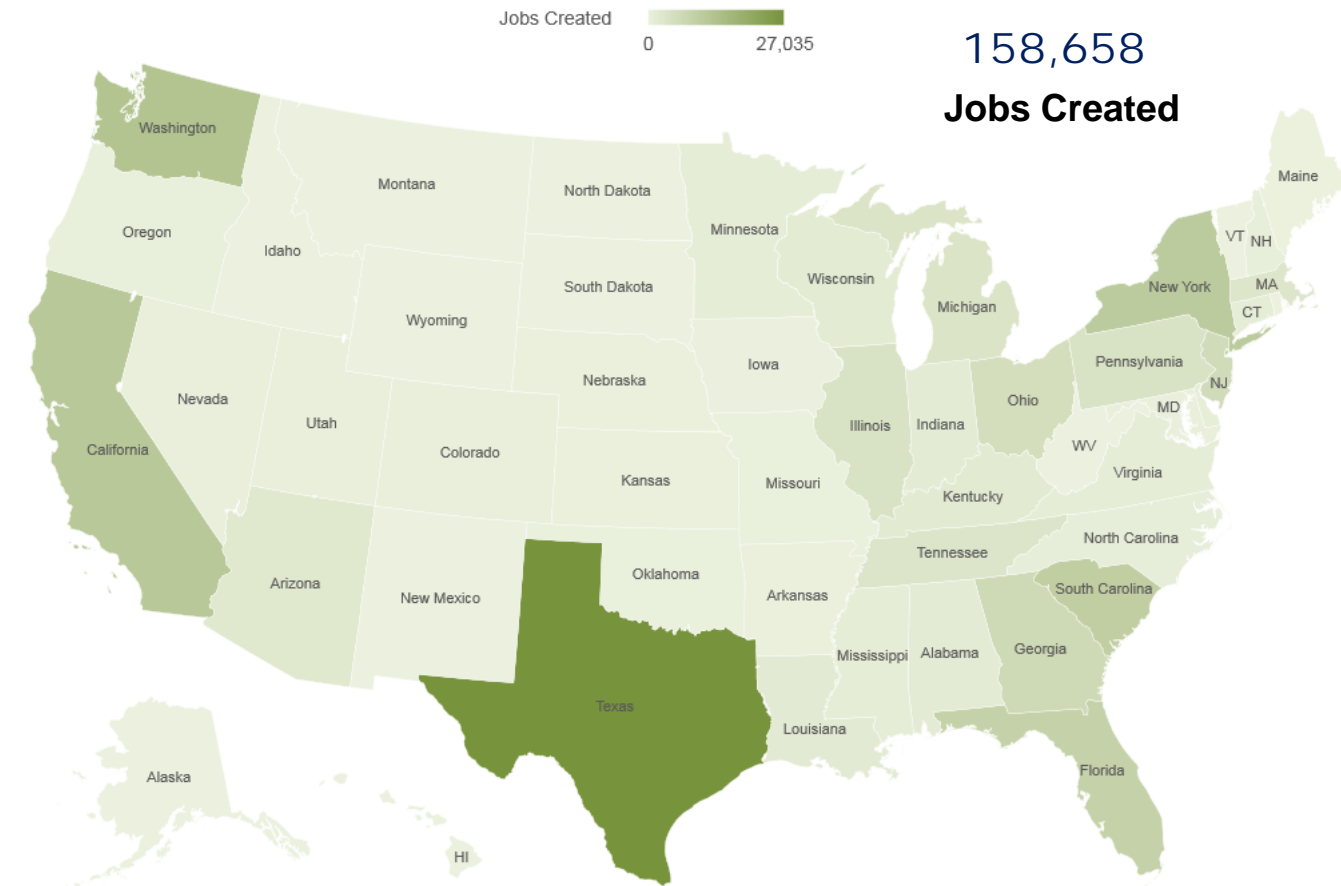
Exhibit I.5 | Tennessee’s Trade Surplus with the UAE by Sector



Tennessee 2018 Employment Driven by Export to the UAE



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

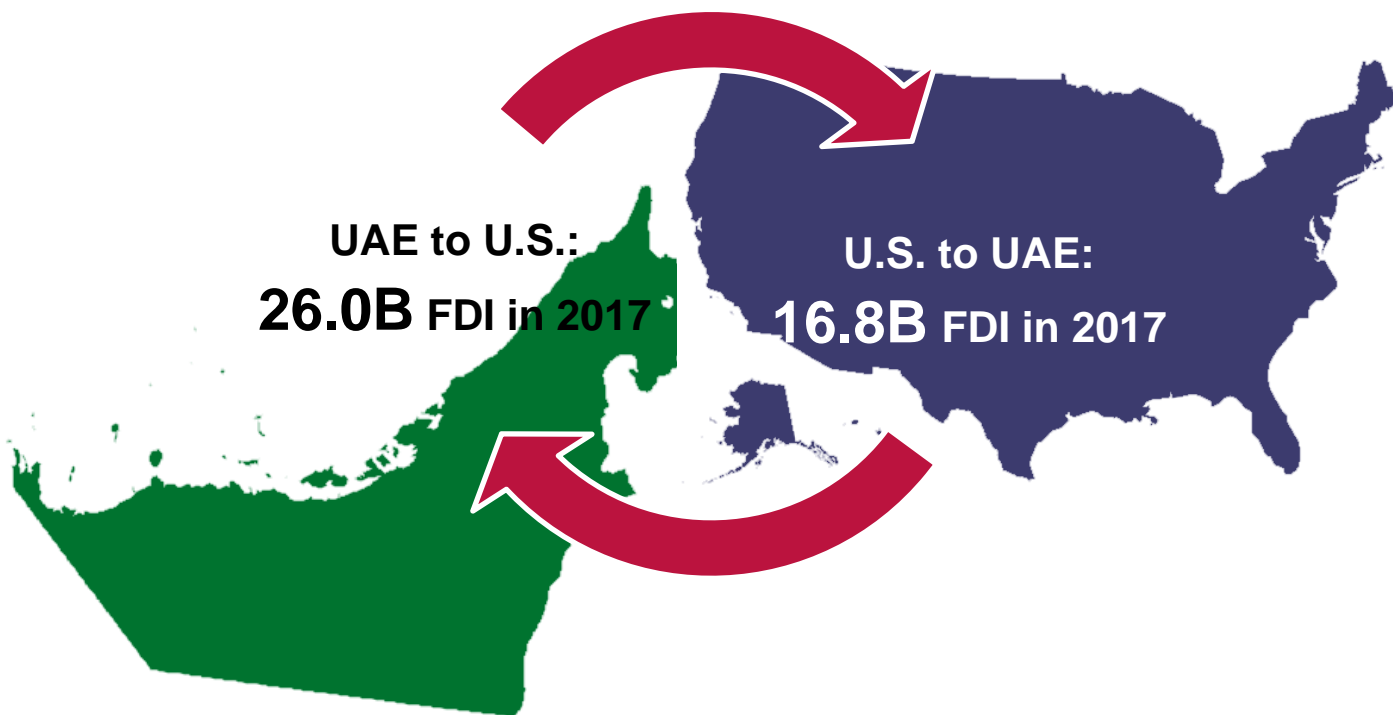


F **3,494** Jobs out of 158,658 Total Jobs Created in the U.S. by the UAE

| | | | | | | |
|---|--------------|--|---|-----------------------------|---|-------------------------|
| Employment Driven by Tennessee's Exports of Manufactured Goods to the UAE* | 3,494 | Other transportation equipment manufacturing | Computer and electronic product manufacturing | Chemical manufacturing | Fabricated metal product manufacturing | Machinery manufacturing |
| | | 167 | 223 | 376 | 86 | 149 |
| | | Electrical equipment and appliance manufacturing | Food, beverage, and tobacco product manufacturing | Miscellaneous manufacturing | Motor vehicle, body, trailer, and parts manufacturing | |
| | | 76 | 133 | 349 | 1,806 | |

* 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 Financial
Services
Sector

Benefited from
UAE's investments
in Tennessee
since 2003

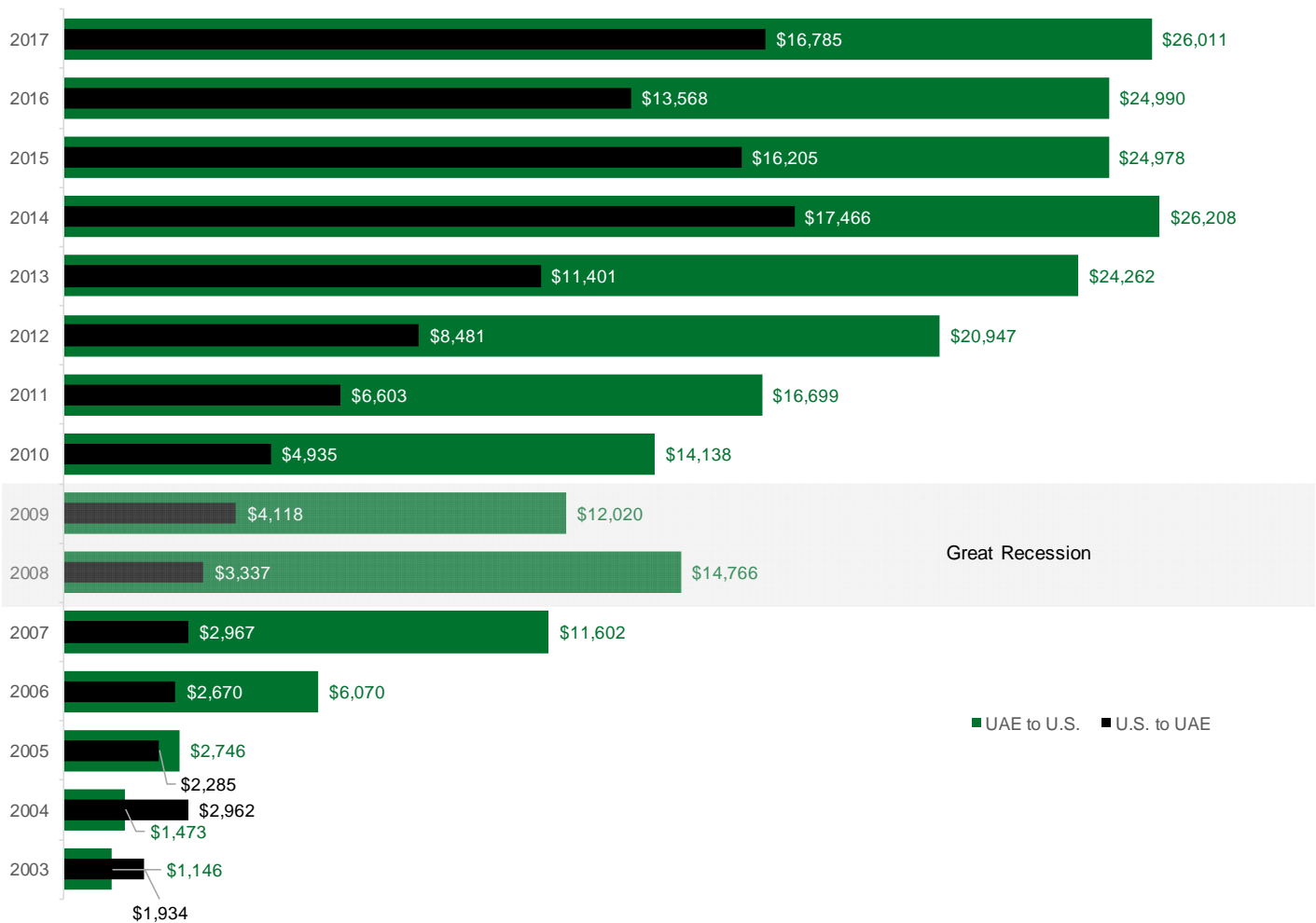
Bilateral FDI between the U.S. and UAE



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 Tennessee



B

Since 2003 UAE expanded existing investments and made greenfield investments in Tennessee in the *Financial Services* sector

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

2014

Financial services

UAE Exchange Centre



APPENDICES

Appendix A

IV

Tennessee'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 | 148.8M |
| | 3363 Motor Vehicle Parts | 24.5M |
| | 3362 Motor Vehicle Bodies & Trailers | |
| Chemical manufacturing | 3252 Resin, Syn Rubber, Artf & Syn Fibers/fil | 35.2M |
| | 3254 Pharmaceuticals & Medicines | 6.7M |
| | 3251 Basic Chemicals | |
| | 3256 Soaps, Cleaning Compounds & Toilet Preparations | |
| Miscellaneous manufacturing | 3391 Medical Equipment & Supplies | 29.0M |
| | 3399 Miscellaneous Manufactured Commodities | |
| Computer and electronic product manufacturing | 3342 Communications Equipment | 9.7M |
| | 3345 Navigational/measuring/medical/control Instrument | 6.6M |
| | 3341 Computer Equipment | 6.1M |
| | 3344 Semiconductors & Other Electronic Components | |
| Other transportation equipment manufacturing | 3364 Aerospace Products & Parts | 17.0M |
| Machinery manufacturing | 3334 Hvac & Commercial Refrigeration Equipment | 5.2M |
| | 3336 Engines, Turbines & Power Transmsn Equip | |
| | 3339 Other General Purpose Machinery | |
| | 3333 Commercial & Service Industry Machinery | |
| Food, beverage, and tobacco product manufacturing | 3121 Beverages | 12.0M |
| Electrical equipment and appliance manufacturing | 3359 Electrical Equipment & Components, Nesoi | |
| | 3353 Electrical Equipment | |
| Fabricated metal product manufacturing | 3329 Other Fabricated Metal Products | 7.0M |
| Wood product manufacturing | 3211 Sawmill & Wood Products | 5.0M |

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 Tennessee in 2018

