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**UAE – U.S.
HISTORICAL TRADE RELATIONSHIPS
TENNESSEE REPORT
2019 UPDATE**

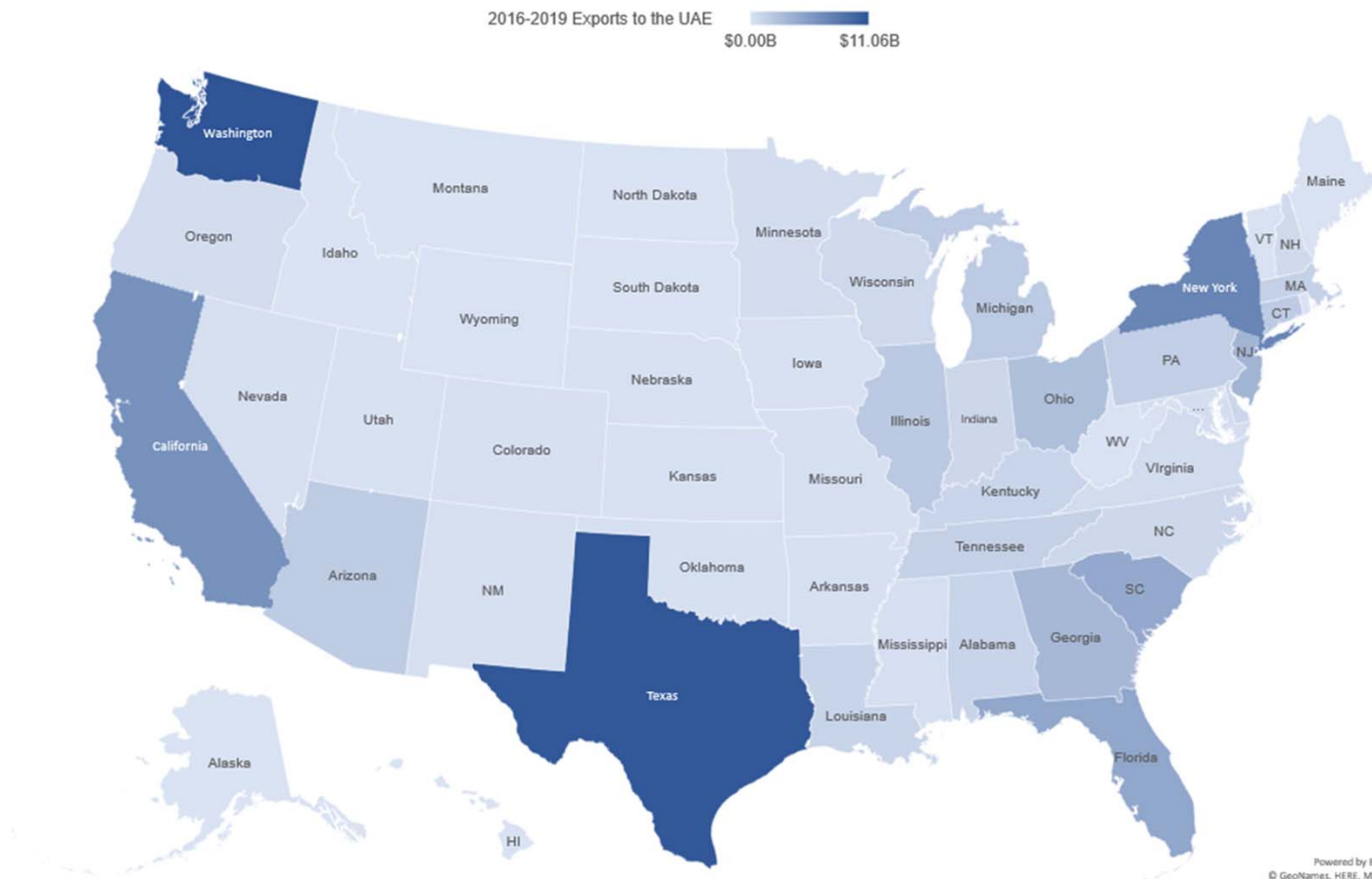
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Tennessee Exports to the UAE



U.S. State Exports to the UAE for the Years 2016-2019



A 16th
Largest Exporting State

B \$1.4B
Four-Year Total Exports

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

D Miscellaneous Manufacturing
Sector with Largest Increase in Exports Since 2018

E \$327.4M
Trade Surplus in 2019

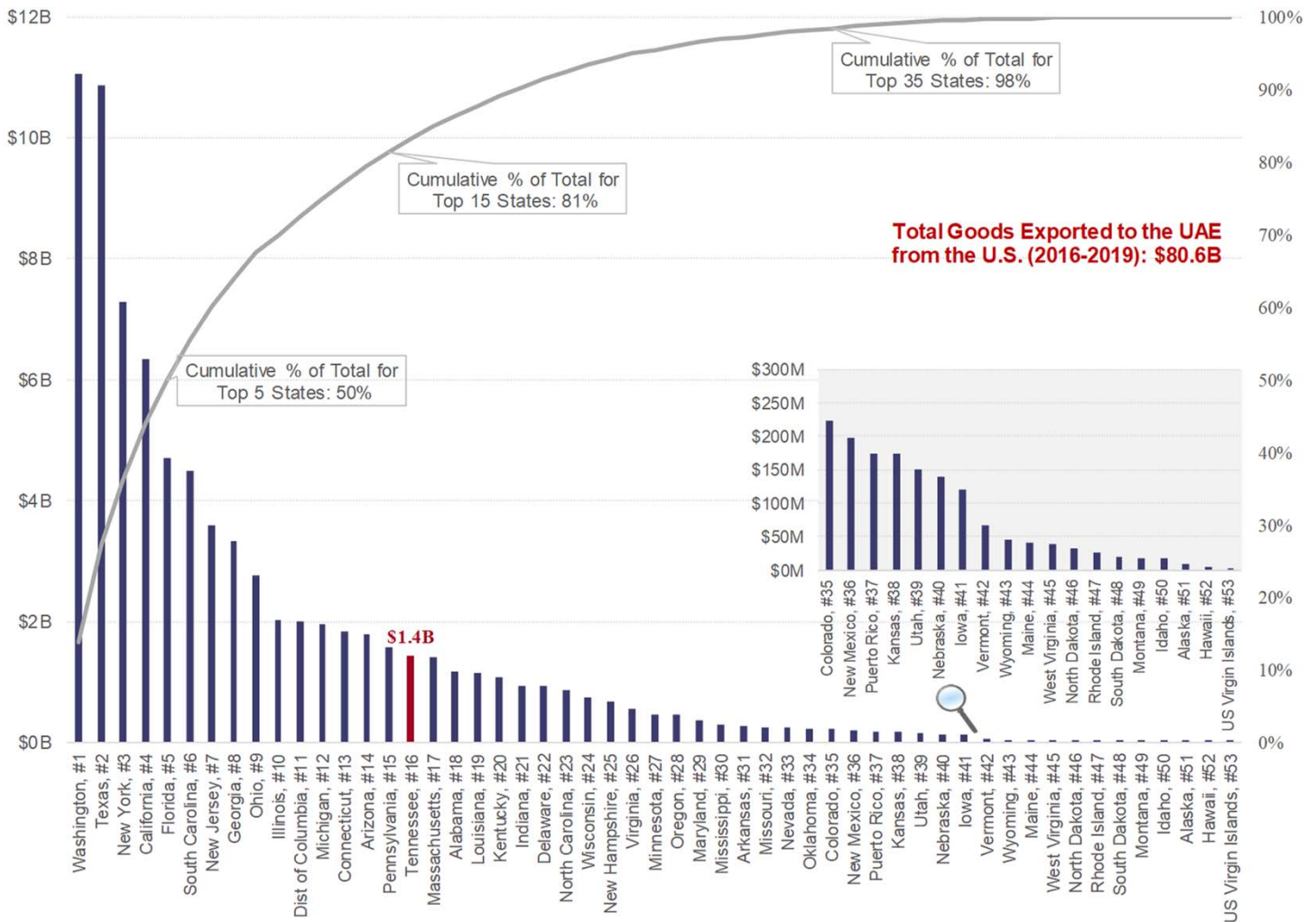
F 3,082
Jobs Supported by Exports

Tennessee Exports to the UAE



Tennessee ranked 16th among U.S. states and territories with \$1.4B in goods exported to the UAE between 2016 and 2019

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



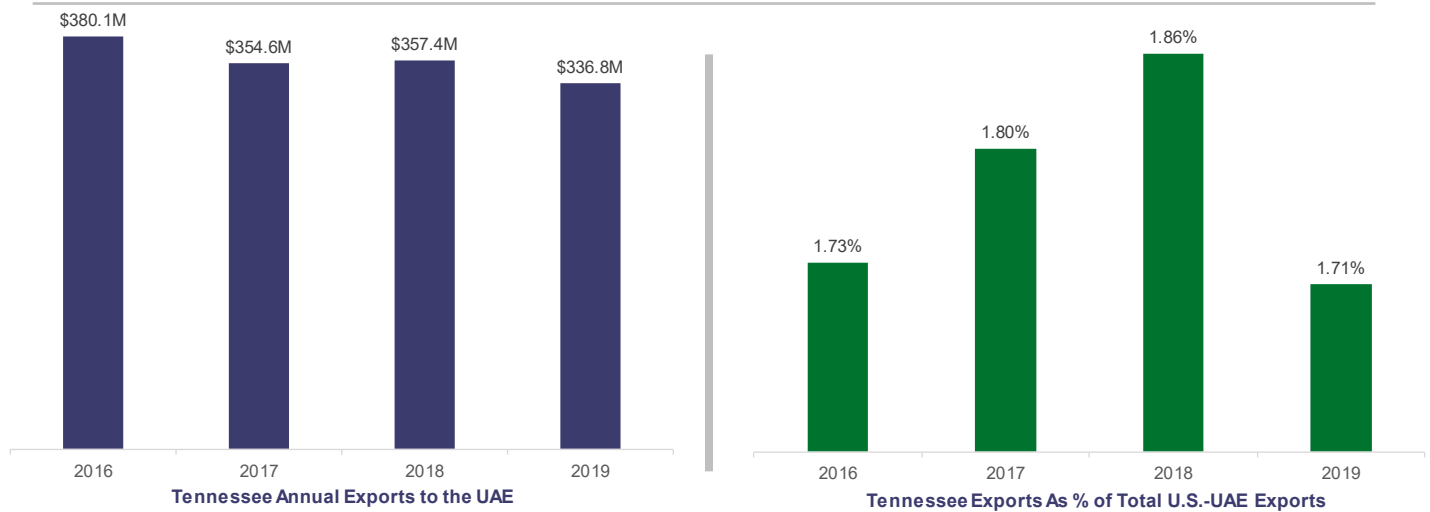
Tennessee Exports to the UAE



B

Total value of 2019 goods exported has remained steady over the last four years while both % of total U.S. exports and total value are lowest in last four years

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



\$ in millions

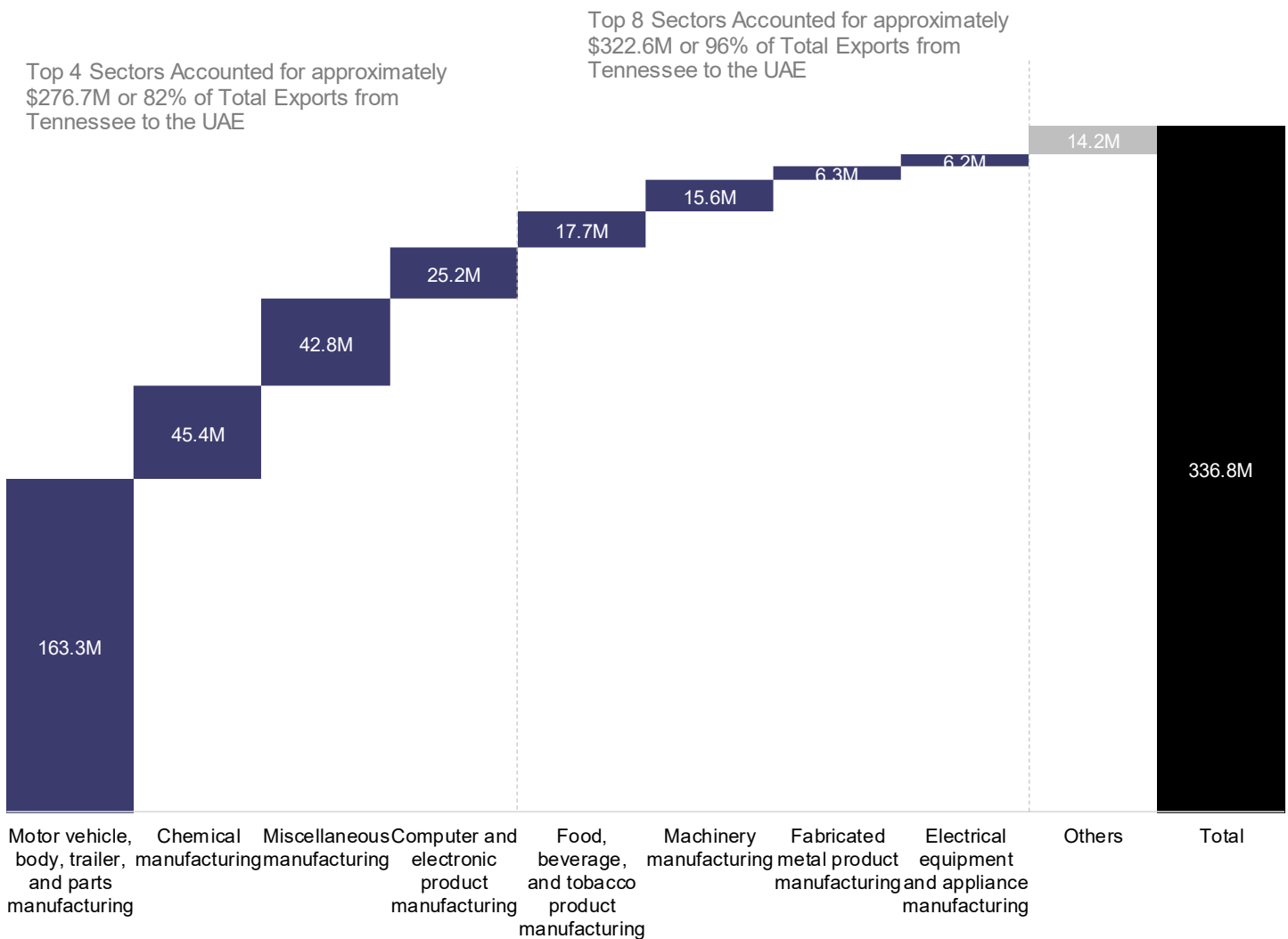
Rank	State	2016	2017	2018	2019	Trend Line	2016-2019
	All U.S. States	\$22,027.0	\$19,690.8	\$19,177.3	\$19,684.7		\$80,579.8
16	Tennessee	1.7% \$380.1	1.8% \$354.6	1.9% \$357.4	1.7% \$336.8		1.8% \$1,428.8
1	Washington	18.9% \$4,157.6	20.8% \$4,104.7	10.8% \$2,080.5	3.6% \$717.4		13.7% \$11,060.2
5	Florida	6.8% \$1,487.5	6.3% \$1,244.6	5.0% \$949.9	5.1% \$1,011.3		5.8% \$4,693.3
10	Illinois	2.8% \$622.5	2.6% \$503.5	2.6% \$494.3	2.0% \$402.3		2.5% \$2,022.6
20	Kentucky	0.8% \$168.2	0.9% \$172.8	1.3% \$244.7	2.5% \$484.2		1.3% \$1,069.9
30	Mississippi	0.3% \$59.3	0.3% \$51.9	0.7% \$137.7	0.3% \$49.4		0.4% \$298.2

Tennessee Exports to the UAE



In 2019 *Motor Vehicle, Body, Trailer and Parts Manufacturing* and *Chemical Manufacturing* were the largest exporting sectors

Exhibit I.3 | Tennessee's Exporting Sectors in 2019

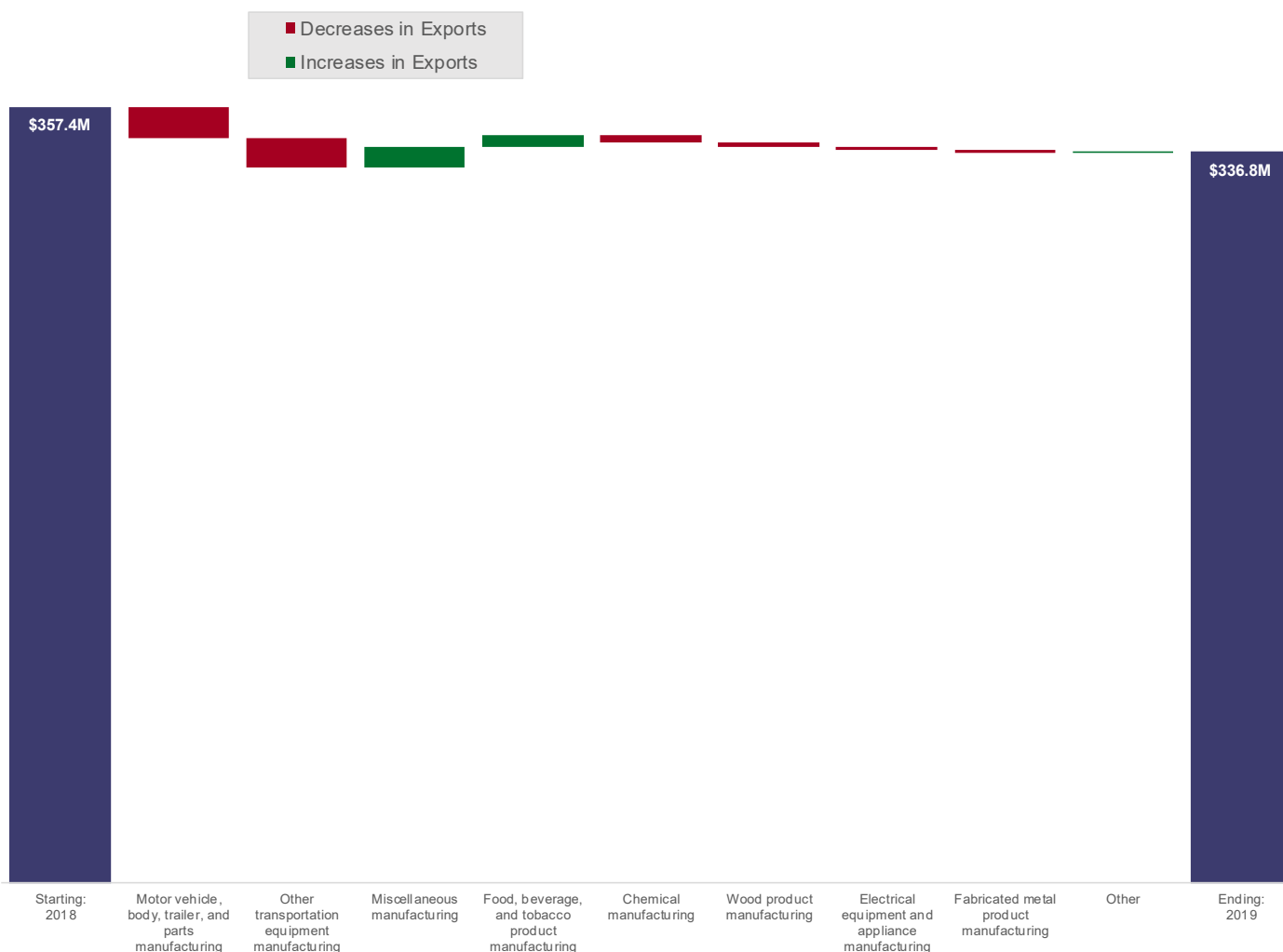


Tennessee Exports to the UAE

I

D
 From 2018 to 2019 *Miscellaneous Manufacturing* sector had the largest increase in exports. *Motor Vehicle Body, Trailer, and Parts Manufacturing* sector had the largest decrease

Exhibit I.4 | Tennessee's Exporting Sector Movements From 2018 to 2019

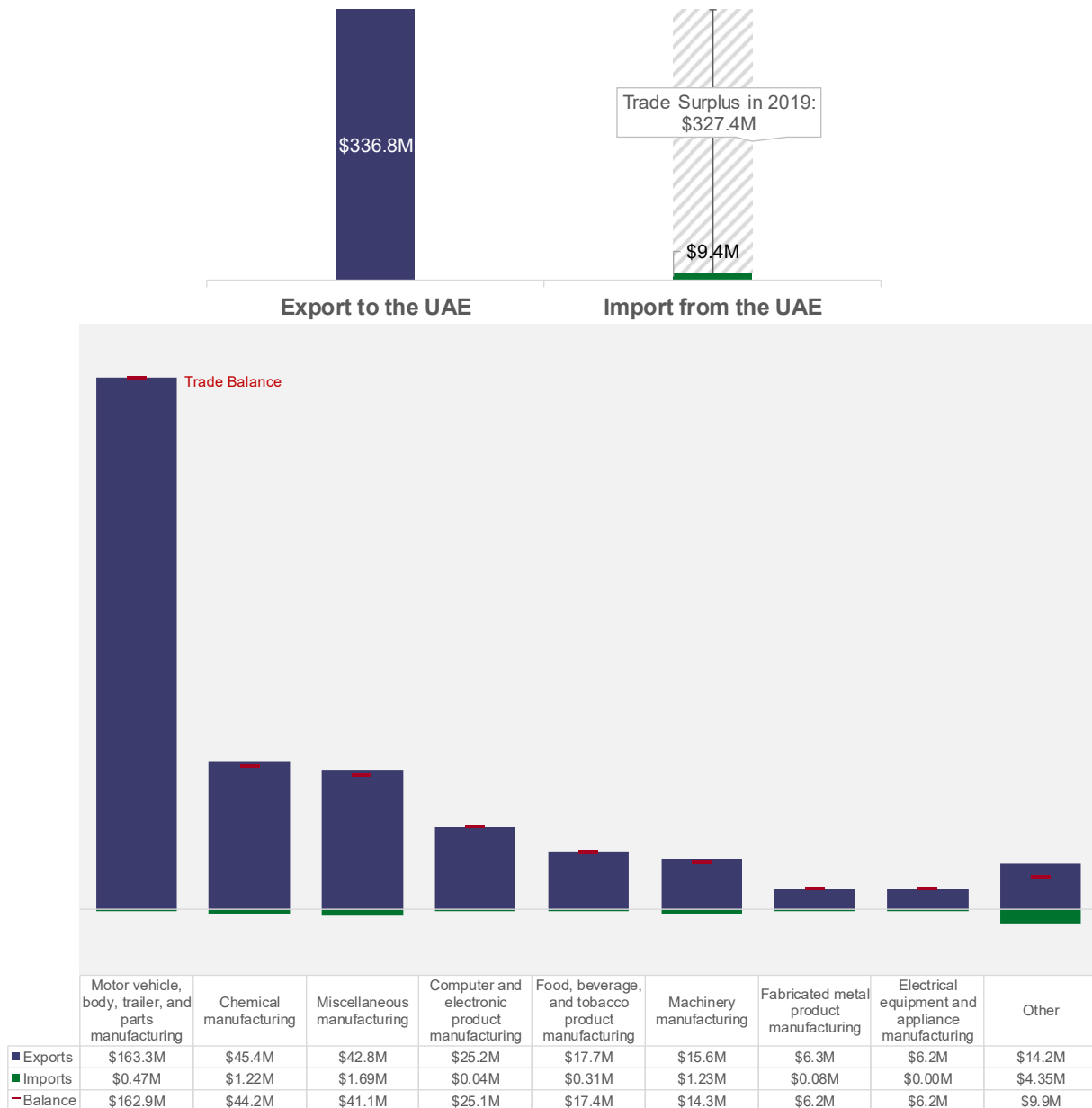


Tennessee Exports to the UAE



E Tennessee had a \$327.4M trade surplus with the UAE in 2019

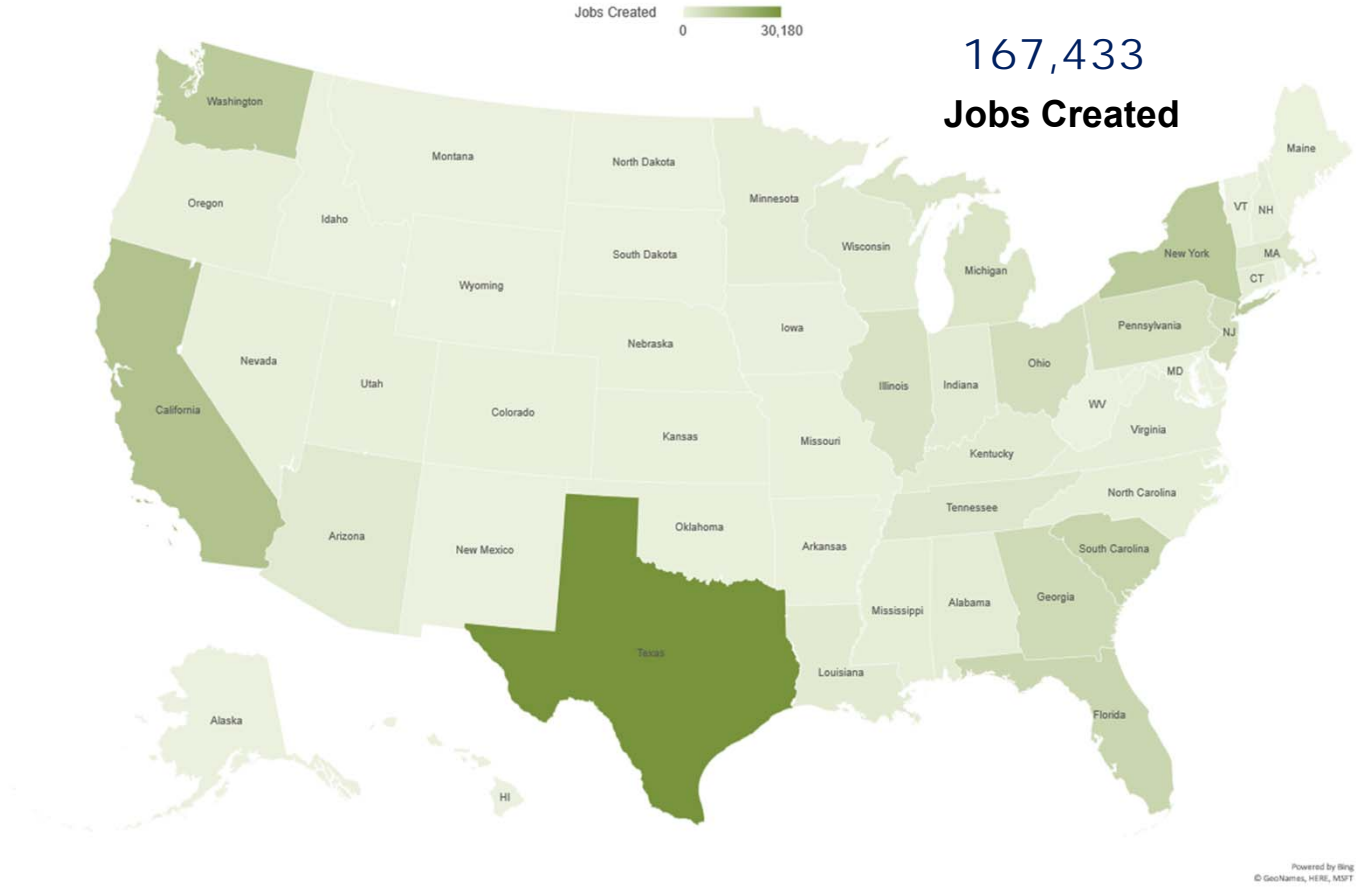
Exhibit I.5 | Tennessee’s Trade Surplus with the UAE by Sector



Tennessee 2019 Employment Driven by Export to the UAE



Positive U.S. Employment Driven by Exports to the UAE in 2019

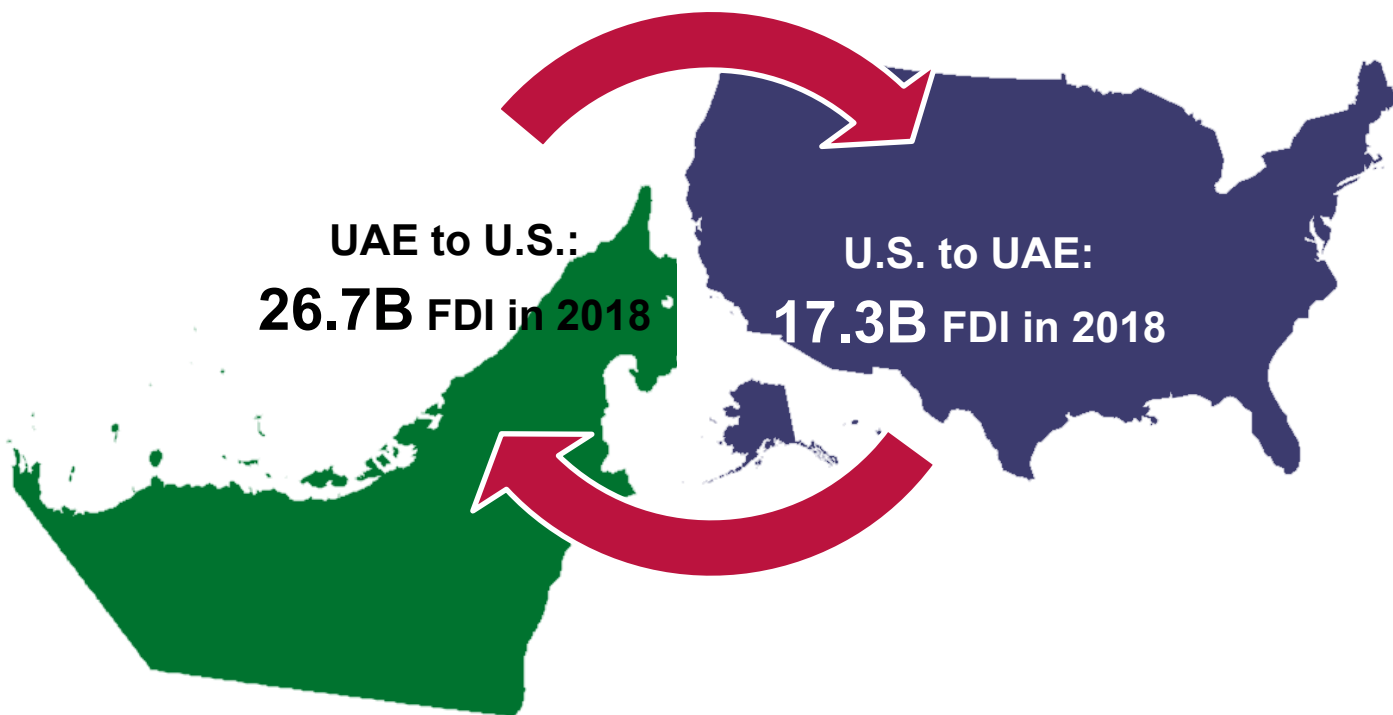


F **3,082** Jobs out of 167,433 Total Jobs Created in the U.S. by the UAE

Employment Driven by Tennessee's Exports of Manufactured Goods to the UAE*	3,082	Other transportation equipment manufacturing	Computer and electronic product manufacturing	Chemical manufacturing	Fabricated metal product manufacturing	Machinery manufacturing
		35	236	332	67	140
		Electrical equipment and appliance manufacturing	Food, beverage, and tobacco product manufacturing	Miscellaneous manufacturing	Motor vehicle, body, trailer, and parts manufacturing	
		55	189	407	1,527	

* The sectors shown are the top ten U.S. manufacturing sectors exporting to the UAE in 2019.

Foreign Direct Investment



A \$26.7B

2018 UAE total
FDI in U.S.

B Financial
Services
Sector

Benefited from
UAE's investments
in Tennessee
since 2014

C Professional
Services
Sector

Benefited from
Tennessee's
greenfield
investments in the
UAE in 2019

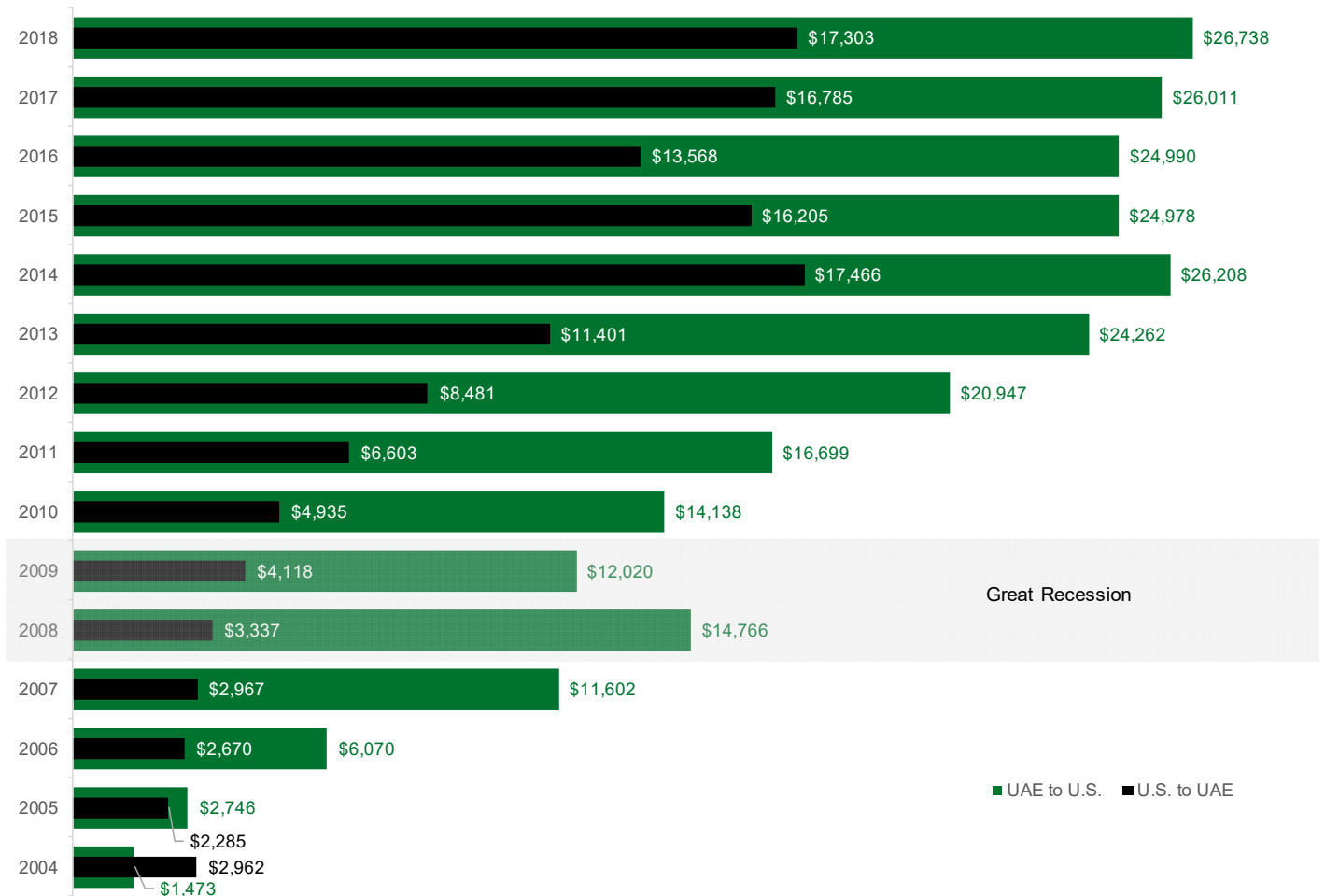
Bilateral FDI between the U.S. and UAE



A

UAE made \$26.7B total investment in U.S. in 2018. Investments over the past four years remained level.

Exhibit IV.1 | Total UAE Investments by Year



UAE FDI in Tennessee



B

Since 2014 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 2014

2014

Financial services

UAE Exchange Centre

Tennessee 2019 Greenfield and Expanded FDI in the UAE



- C** Investments were made in *Professional Services* sector in 2019.

Exhibit IV.3 | Certain Tennessee Investors in UAE by Sector in 2019

Sector	Tennessee Investing Entities to the UAE
Professional Services	Capital Confirmation (Confirmation.com) ● \$5.3



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APPENDICES

Appendix A

Tennessee's Top Exporting Commodities to the UAE in 2019

This exhibit only displays commodities with annual export amounts exceeding \$1M

Sector	Top Commodity	Export Value
Motor vehicle, body, trailer, and parts manufacturing	3361 Motor Vehicles	136.4M
	3363 Motor Vehicle Parts	23.5M
	3362 Motor Vehicle Bodies & Trailers	3.5M
Chemical manufacturing	3252 Resin, Syn Rubber, Artf & Syn Fibers/fil	33.6M
	3254 Pharmaceuticals & Medicines	6.4M
	3251 Basic Chemicals	3.7M
	3256 Soaps, Cleaning Compounds & Toilet Preparations	1.3M
Miscellaneous manufacturing	3391 Medical Equipment & Supplies	36.7M
	3399 Miscellaneous Manufactured Commodities	6.1M
Computer and electronic product manufacturing	3342 Communications Equipment	9.9M
	3345 Navigational/measuring/medical/control Instrument	7.3M
	3341 Computer Equipment	6.7M
Food, beverage, and tobacco product manufacturing	3121 Beverages	10.2M
	3119 Foods, Nesoi	6.1M
Machinery manufacturing	3336 Engines, Turbines & Power Transmsn Equip	5.6M
	3334 Hvac & Commercial Refrigeration Equipment	4.8M
	3339 Other General Purpose Machinery	2.7M
	3333 Commercial & Service Industry Machinery	1.8M
Fabricated metal product manufacturing	3329 Other Fabricated Metal Products	5.6M
Electrical equipment and appliance manufacturing	3359 Electrical Equipment & Components, Nesoi	3.2M
	3353 Electrical Equipment	2.0M
Other transportation equipment manufacturing	3364 Aerospace Products & Parts	3.3M
Wood product manufacturing	3211 Sawmill & Wood Products	3.1M

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 2019

