

UAE – U.S. HISTORICAL TRADE RELATIONSHIPS

UTAH REPORT

2018 UPDATE

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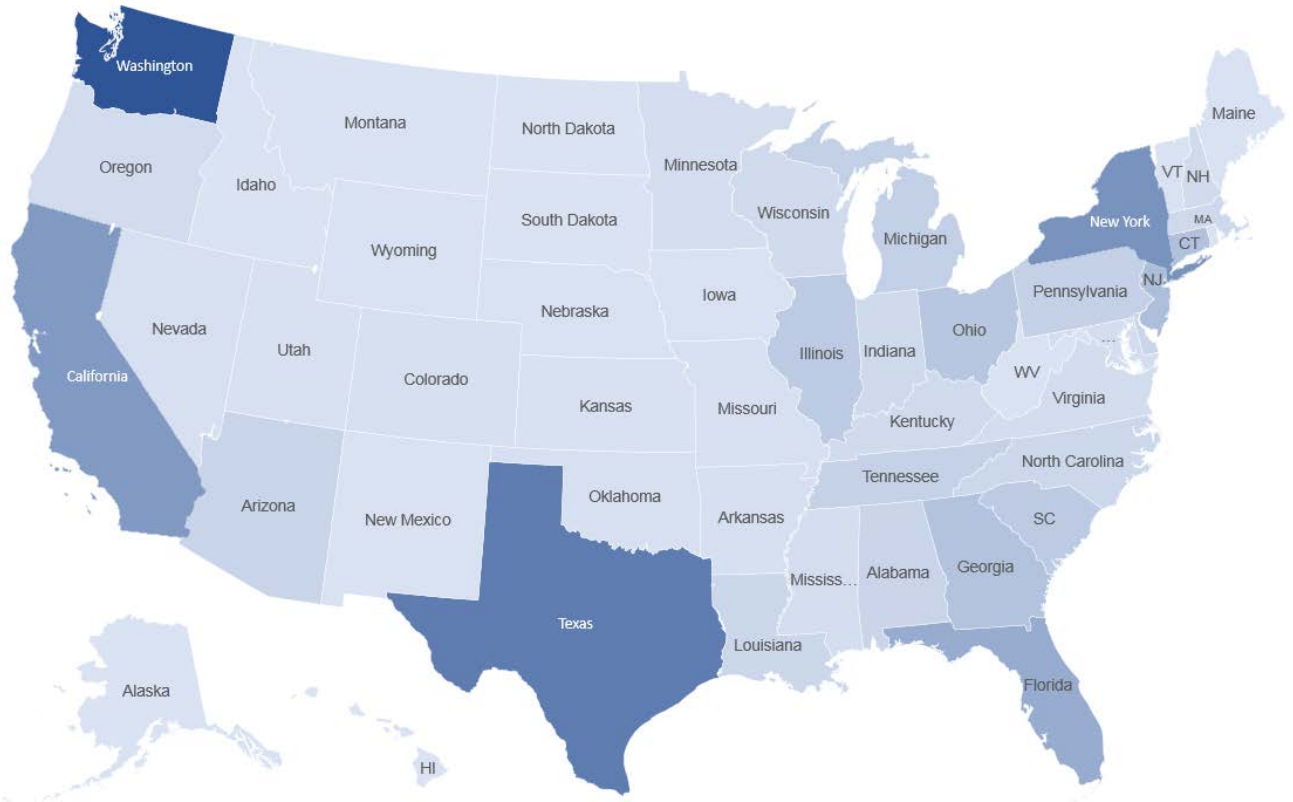
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Utah Exports to the UAE



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

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

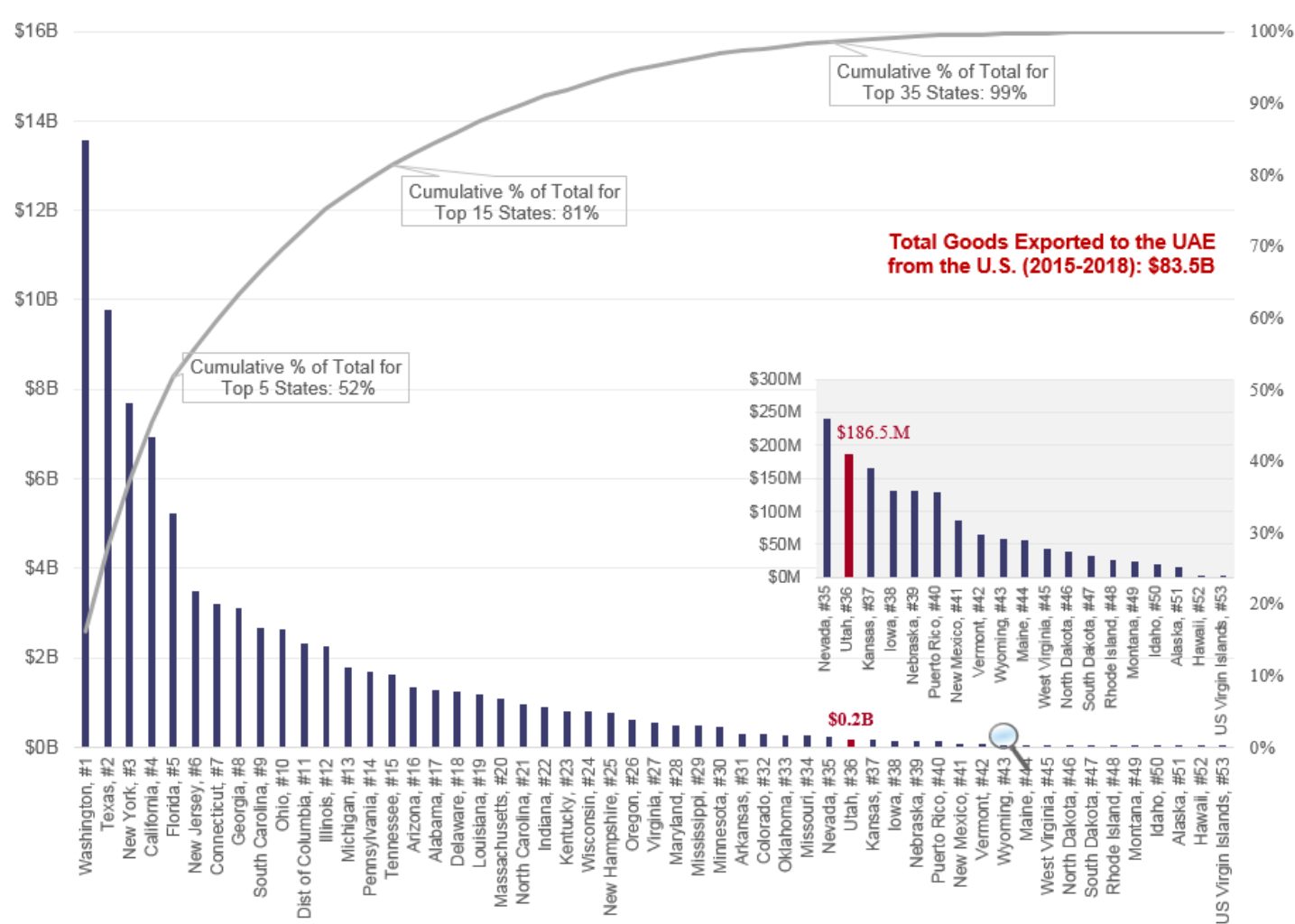


- A** 36th
Largest Exporting State
- B** \$186.5M
Four-Year Total Exports
- C** Crop and Animal Production
Top Exporting Sector
- D** Crop and Animal Production
Sector with Largest Increase in Exports Since 2017
- E** \$35.5M
Trade Surplus in 2018
- F** 510
Jobs Supported by Exports

Utah Exports to the UAE

A Utah ranked 36th among U.S. states and territories with \$186.5M in goods exported to the UAE between 2015 and 2018

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



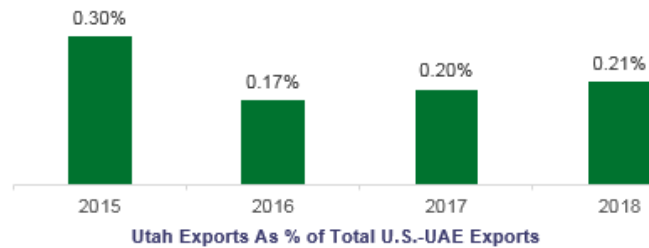
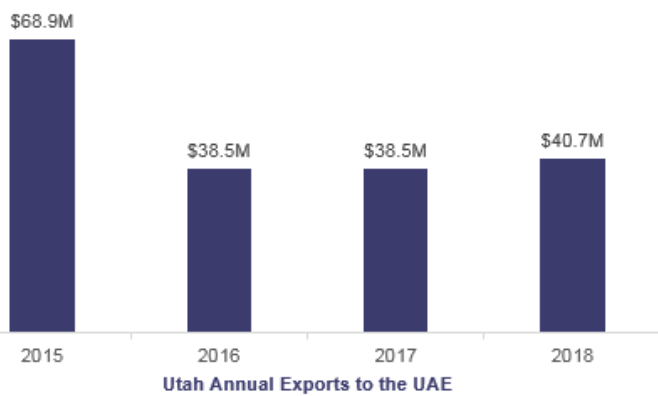
Utah Exports to the UAE



B

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

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



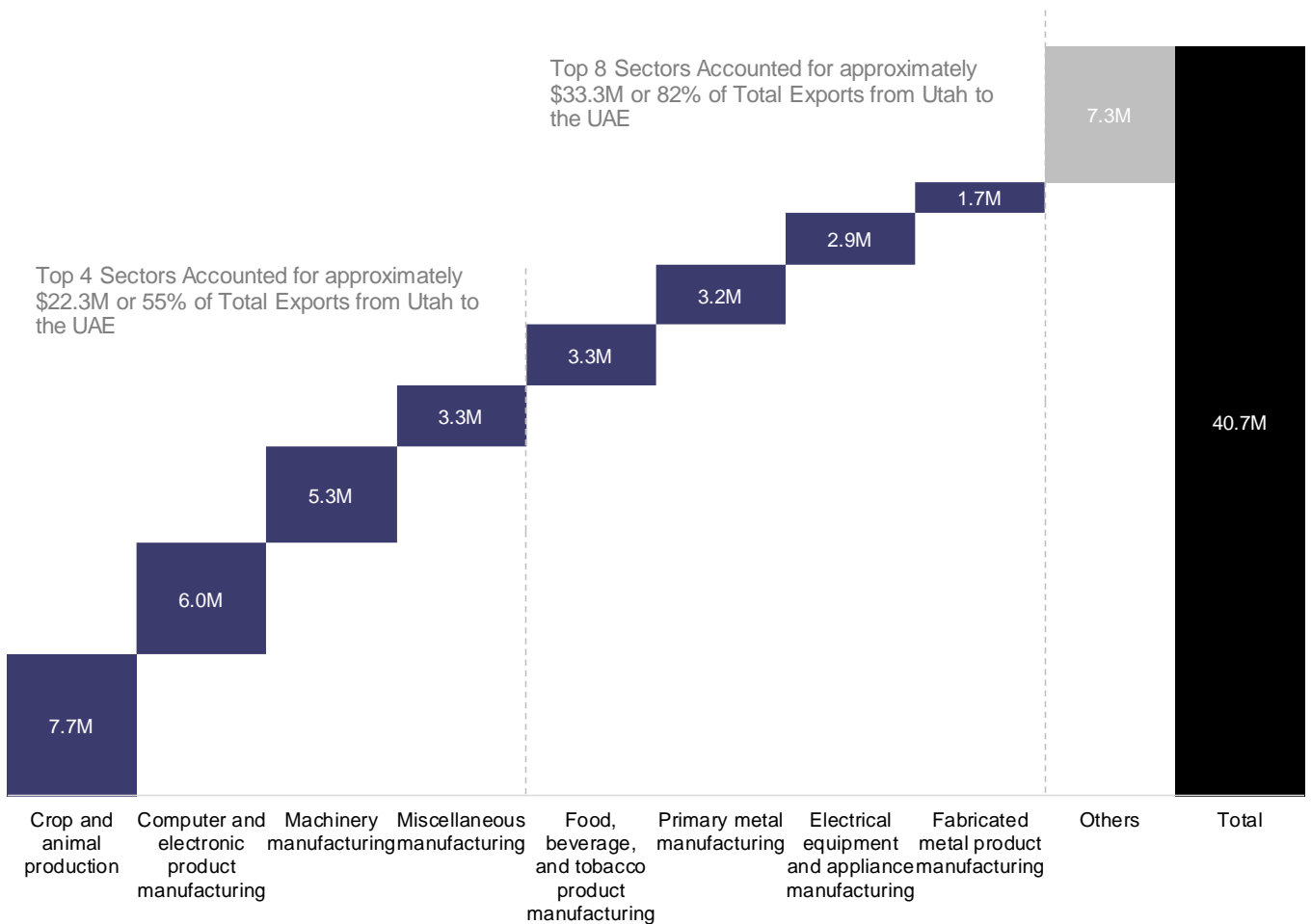
\$ in millions							
Rank	State	2015	2016	2017	2018	Trend Line	2015-2018
	All U.S. States	\$22,596.4	\$22,030.6	\$19,631.8	\$19,214.3		\$83,473.1
36	Utah	0.3% \$68.9	0.2% \$38.5	0.2% \$38.5	0.2% \$40.7		0.2% \$186.5
1	Washington	14.2% \$3,211.2	18.9% \$4,157.6	20.9% \$4,104.7	10.8% \$2,081.1		16.2% \$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

Utah Exports to the UAE

I

C In 2018, *Crop and Animal Production* and *Computer and Electronic Product Manufacturing* were the largest exporting sectors

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

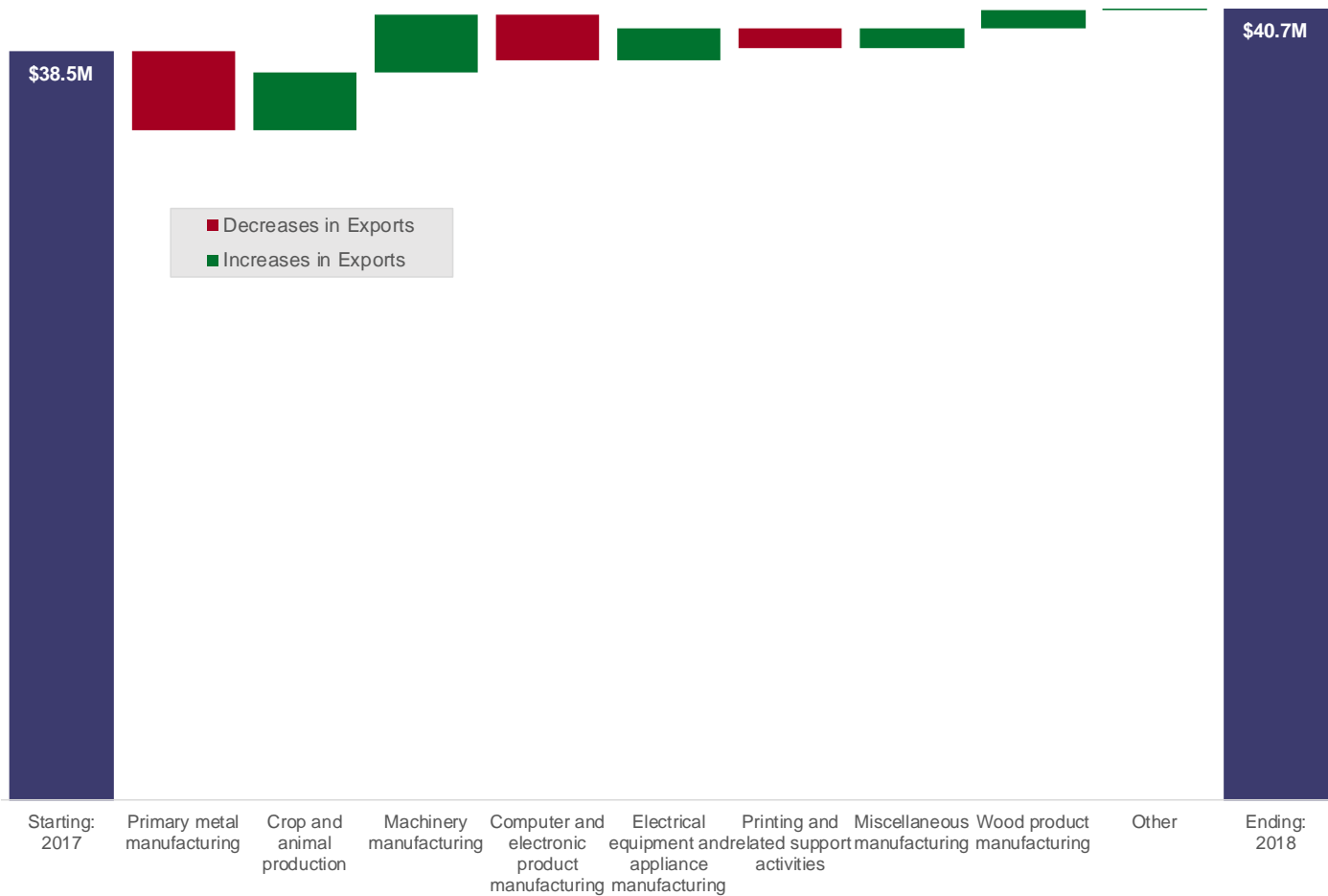


Utah Exports to the UAE

I

D From 2017 to 2018, *Crop and Animal Production* sector had the largest increase in exports. *Primary Metal Manufacturing* sector had the largest decrease

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

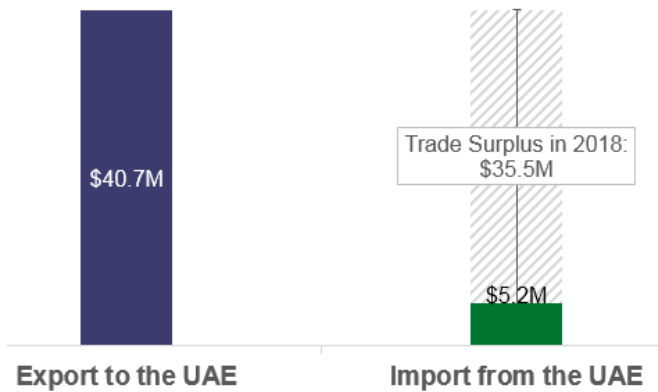


Utah Exports to the UAE



E Utah had a \$35.5M trade surplus with the UAE in 2018

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



Utah 2018 Employment Driven by Export to the UAE

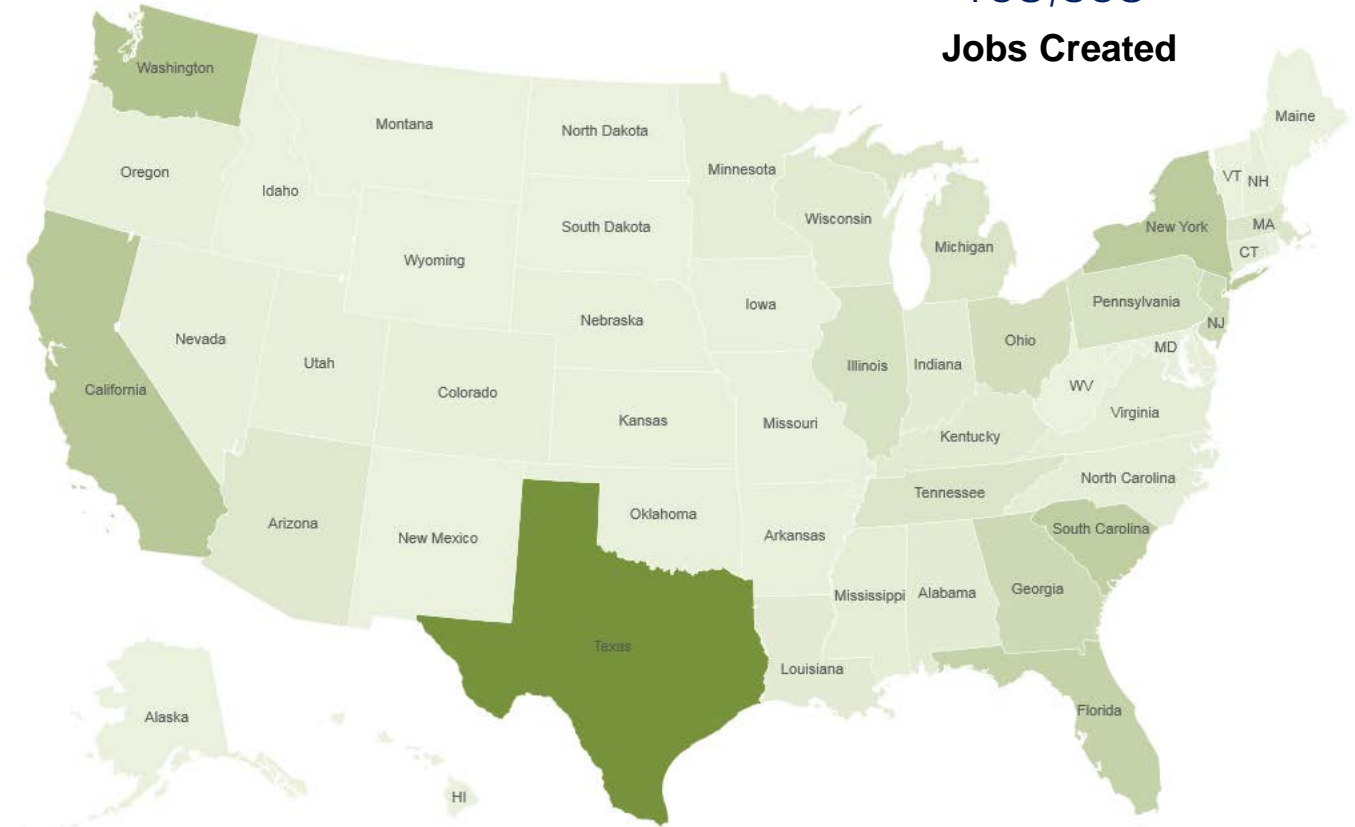


Positive U.S. Employment Driven by Exports to the UAE in 2018

Jobs Created 0 27,035

158,658

Jobs Created



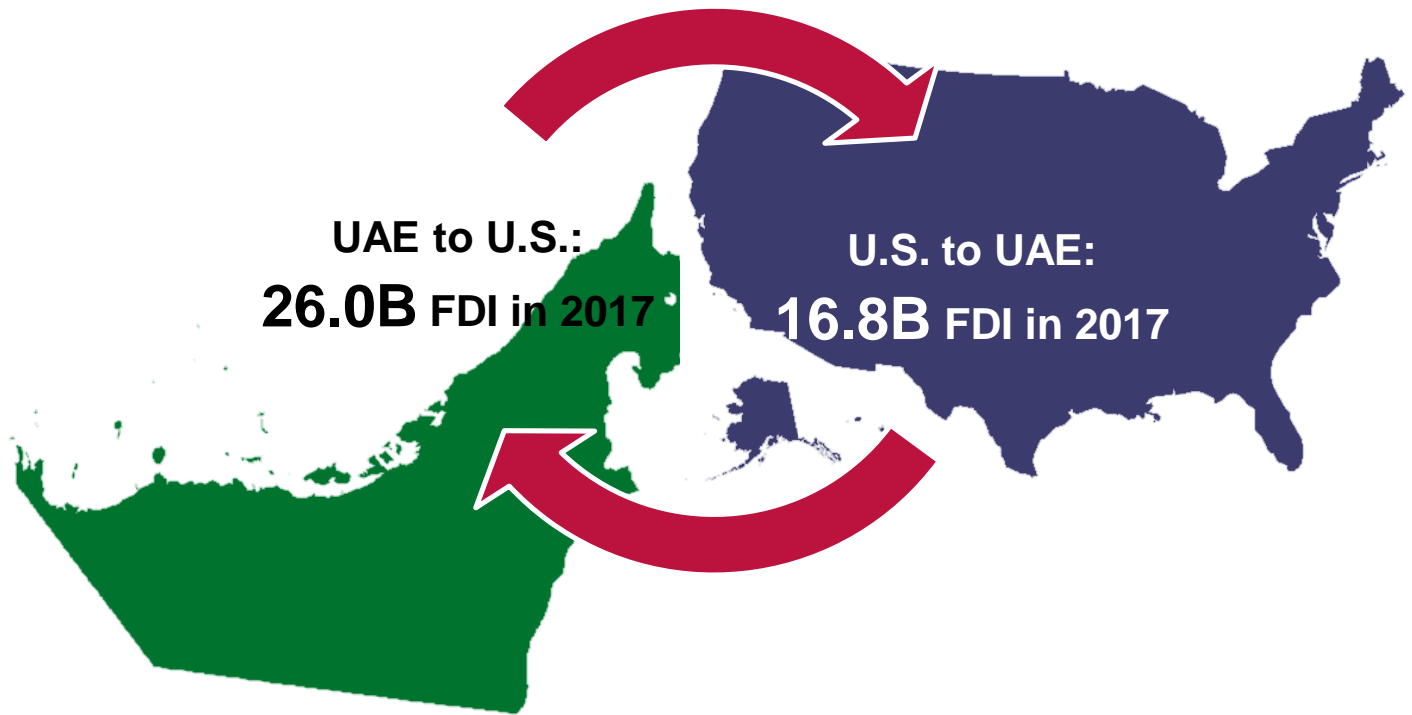
F

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

Employment Driven by Utah's Exports of Manufactured Goods to the UAE*	510	Other transportation equipment manufacturing	Computer and electronic product manufacturing	Chemical manufacturing	Fabricated metal product manufacturing	Machinery manufacturing
		13	62	10	20	58
		Electrical equipment and appliance manufacturing	Food, beverage, and tobacco product manufacturing	Miscellaneous manufacturing		
		25	45	41		

* 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 Utah since 2003

C ICT &
Electronics
Sector

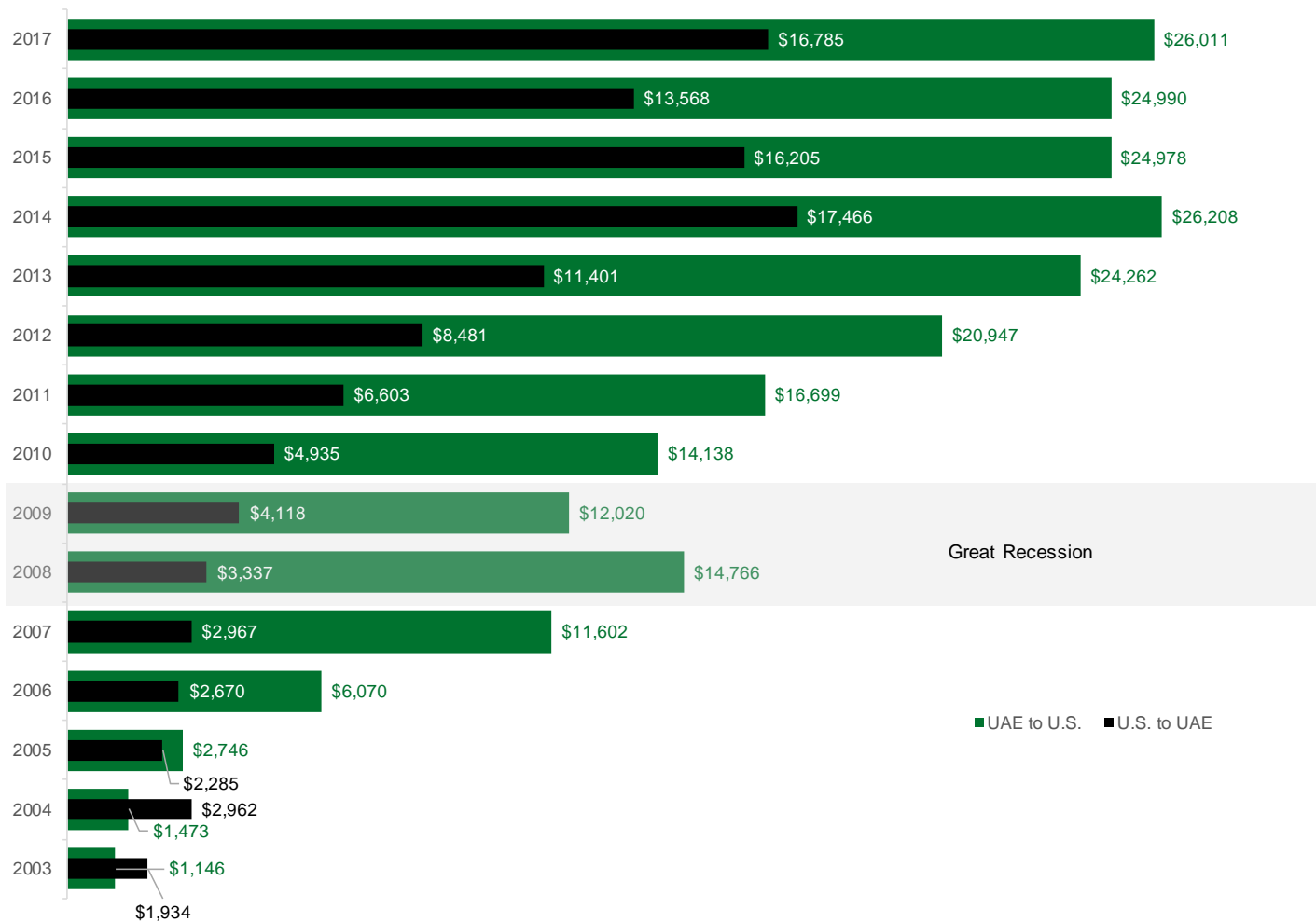
Benefited from
Utah's greenfield
investments in the
UAE in 2018

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

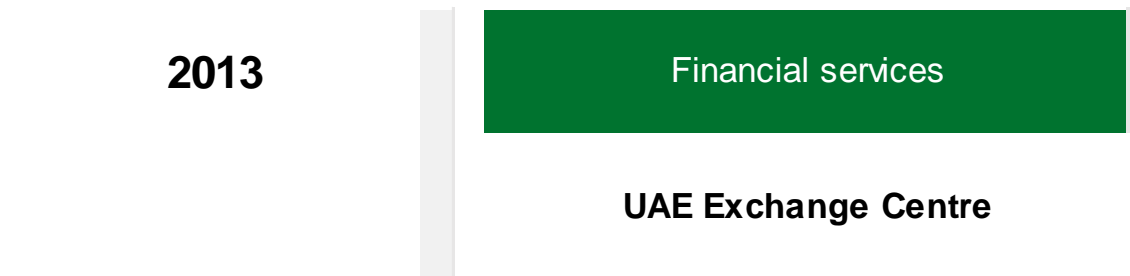


UAE FDI in Utah



- B** Since 2003, UAE expanded existing investments and made greenfield investments in Utah in the *Financial Services* sector

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



Utah 2018 Greenfield and Expanded FDI in the UAE



C Greenfield Investments were made in the *ICT & Electronics* sector in 2018

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

Sector	Utah Investing Entities to the UAE
ICT & Electronics	Ivanti StorageCraft Technology

APPENDICES

Appendix A

Utah's Top Exporting Commodities to the UAE in 2018

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

Sector	Top Commodity	Export Value
Crop and animal production	1119 Other Agricultural Products	6.4M
	1113 Fruits & Tree Nuts	1.2M
Computer and electronic product manufacturing	3345 Navigational/measuring/medical/control Instrument	2.8M
	3342 Communications Equipment	2.1M
Machinery manufacturing	3334 Hvac & Commercial Refrigeration Equipment	2.1M
	3333 Commercial & Service Industry Machinery	1.3M
	3339 Other General Purpose Machinery	1.2M
Miscellaneous manufacturing	3399 Miscellaneous Manufactured Commodities	2.0M
	3391 Medical Equipment & Supplies	1.3M
Food, beverage, and tobacco product manufacturing	3112 Grain & Oilseed Milling Products	1.7M
Primary metal manufacturing	3311 Iron & Steel & Ferroalloy	3.2M
Electrical equipment and appliance manufacturing	3359 Electrical Equipment & Components, Nesoi	1.4M
	3352 Household Appliances And Misc Machines, Nesoi	1.4M
Fabricated metal product manufacturing	3329 Other Fabricated Metal Products	1.5M
Wood product manufacturing	3219 Other Wood Products	1.5M
Other transportation equipment manufacturing	3364 Aerospace Products & Parts	1.2M

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 Utah in 2018

