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UAE – U.S. HISTORICAL TRADE RELATIONSHIPS

UTAH REPORT

2019 UPDATE

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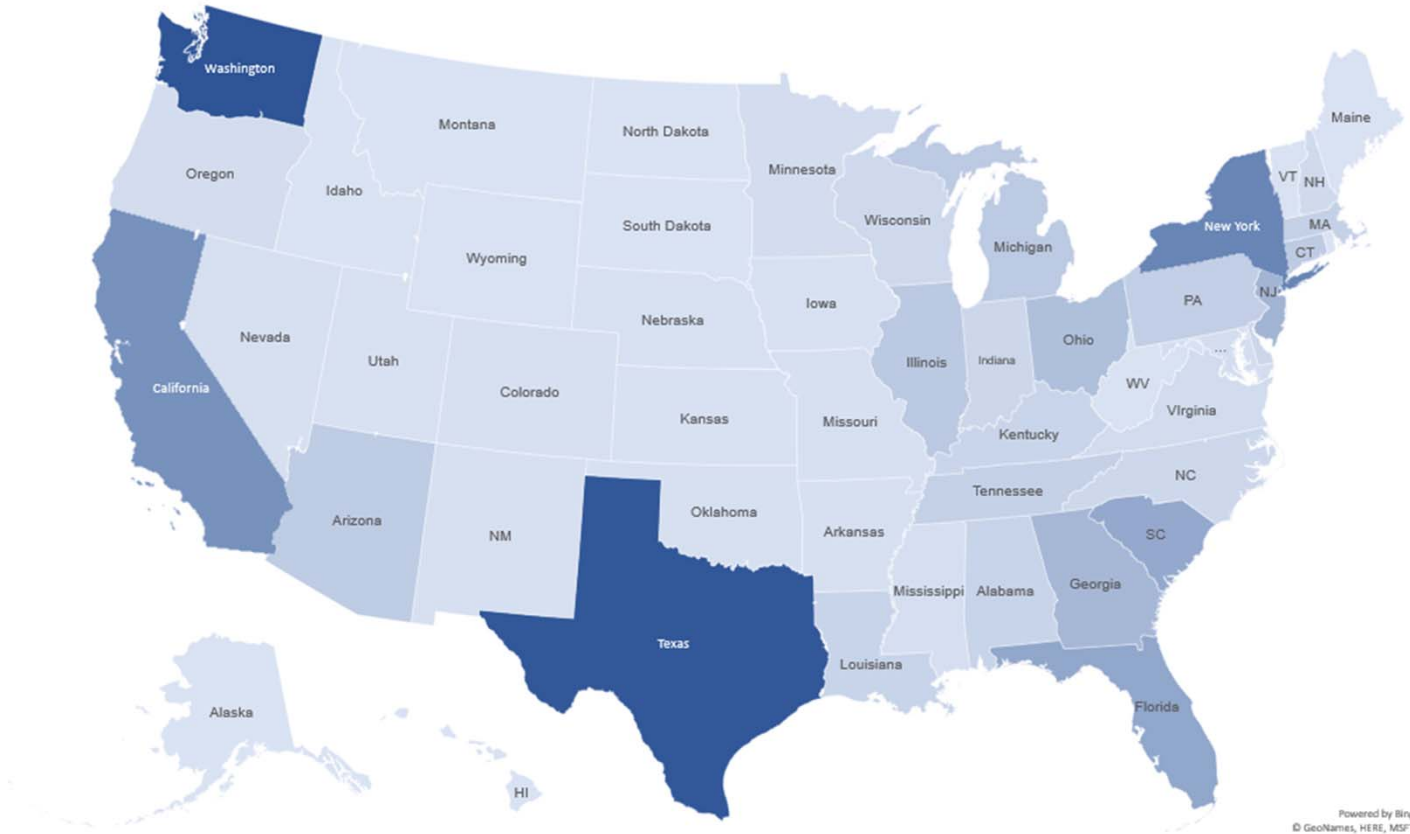
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Utah Exports to the UAE



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

2016-2019 Exports to the UAE
\$0.00B \$11.06B



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A 39th
Largest Exporting State

B \$150.9M
Four-Year Total
Exports

C Machinery
Manufacturing
Top Exporting
Sector

D Machinery
Manufacturing
Sector with Largest
Increase in Exports
Since 2018

E \$24.1M
Trade Surplus
in 2019

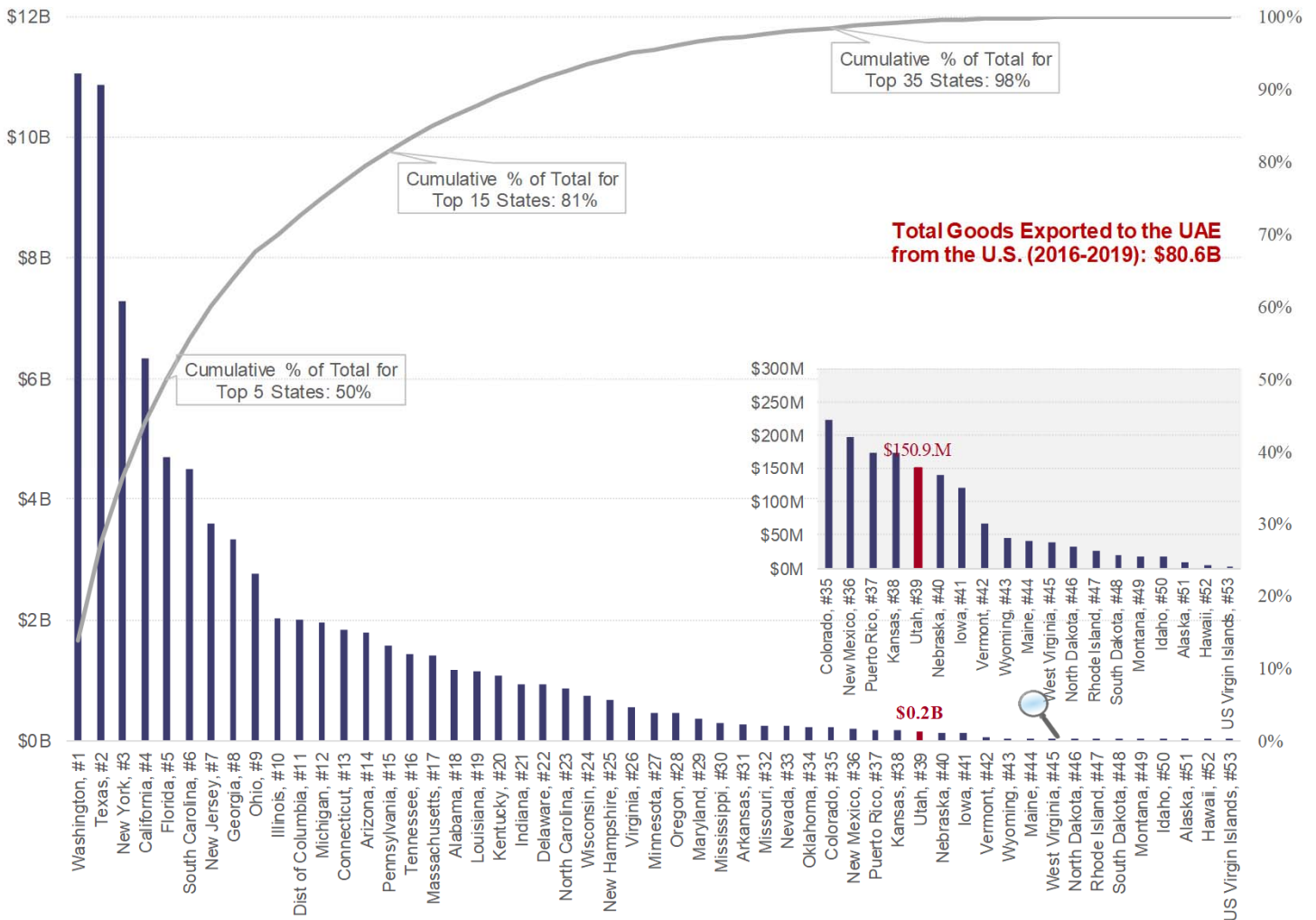
F 417
Jobs Supported by
Exports

Utah Exports to the UAE



Utah ranked 39th among U.S. states and territories with \$150.9M in goods exported to the UAE between 2016 and 2019

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



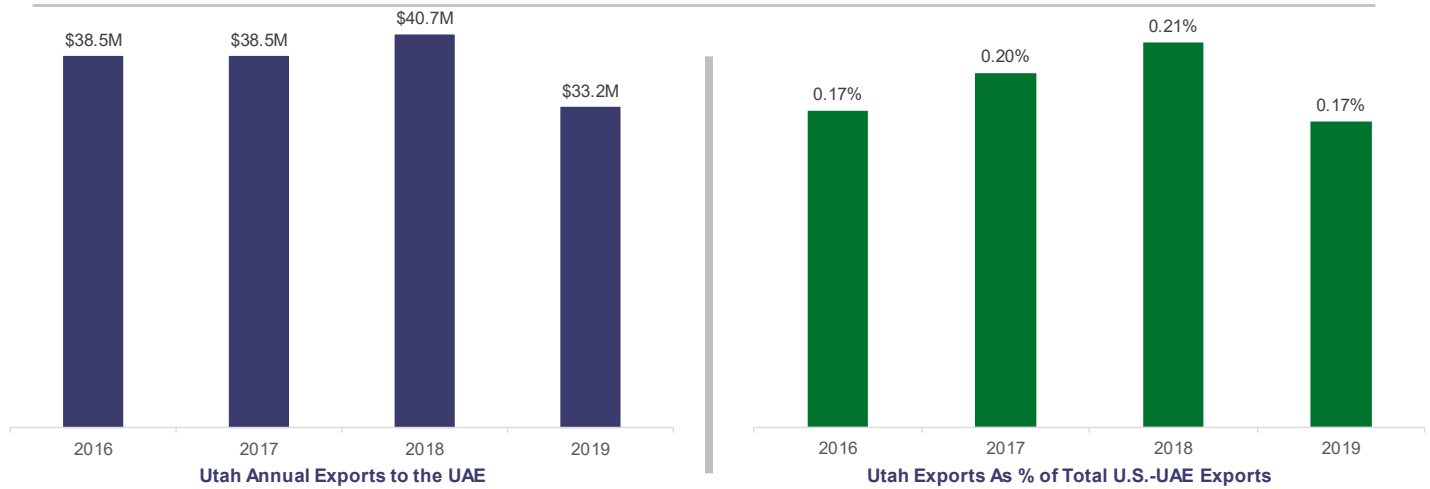
Utah Exports to the UAE



B

Total value of 2019 goods exported and % of total U.S. exports lowest in the last 4 years

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



\$ in millions

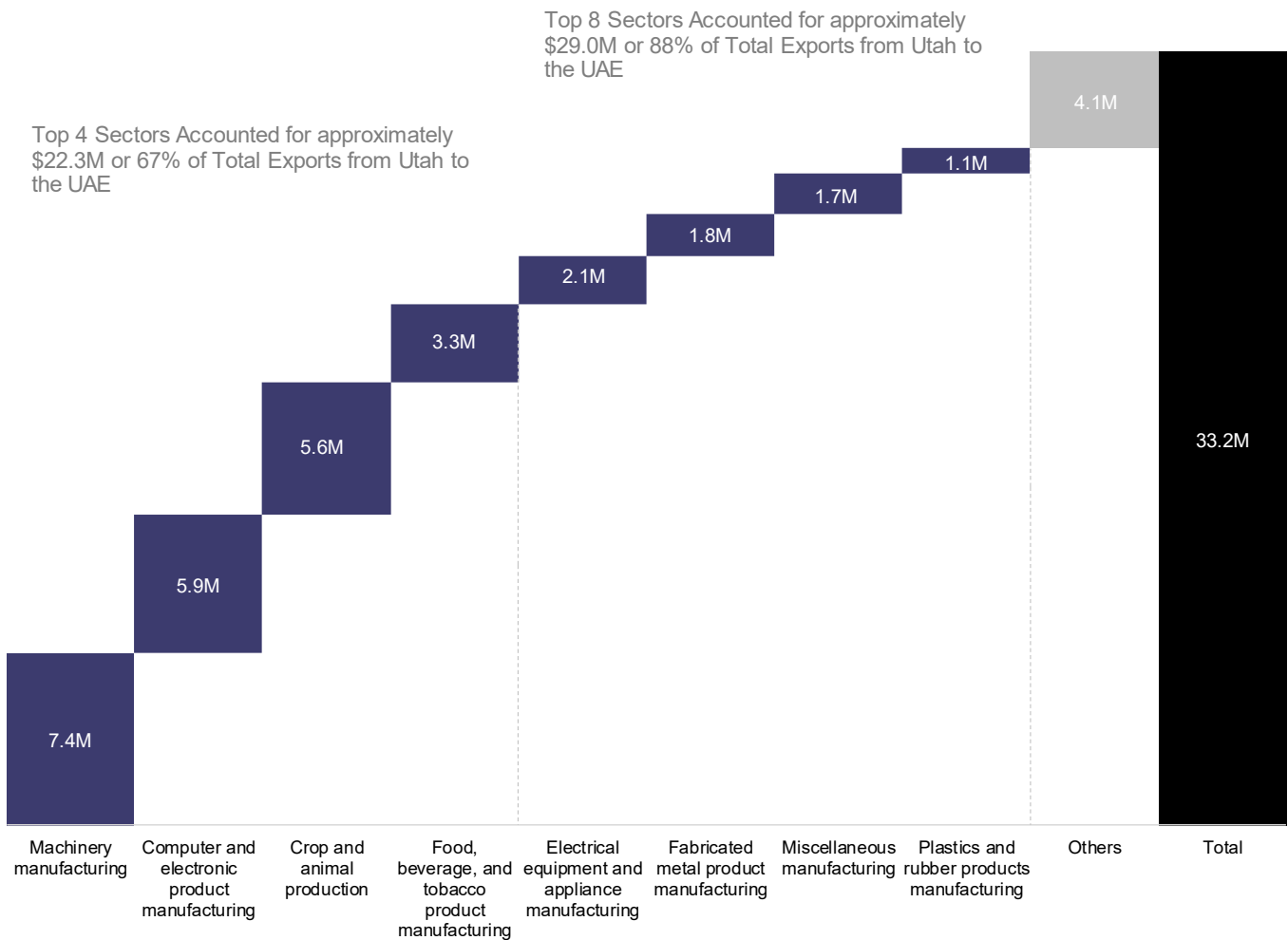
Rank	State	2016	2017	2018	2019	Trend Line	2016-2019
	All U.S. States	\$22,027.0	\$19,690.8	\$19,177.3	\$19,684.7		\$80,579.8
39	Utah	0.2% \$38.5	0.2% \$38.5	0.2% \$40.7	0.2% \$33.2		0.2% \$150.9
1	Washington	18.9% \$4,157.6	20.8% \$4,104.7	10.8% \$2,080.5	3.6% \$717.4		13.7% \$11,060.2
5	Florida	6.8% \$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

Utah Exports to the UAE



In 2019, *Machinery Manufacturing* and *Computer and Electronic Product Manufacturing* were the largest exporting sectors

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



Utah Exports to the UAE



D
 From 2018 to 2019, *Machinery Manufacturing* sector had the largest increase in exports. *Primary Metal Manufacturing* sector had the largest decrease

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

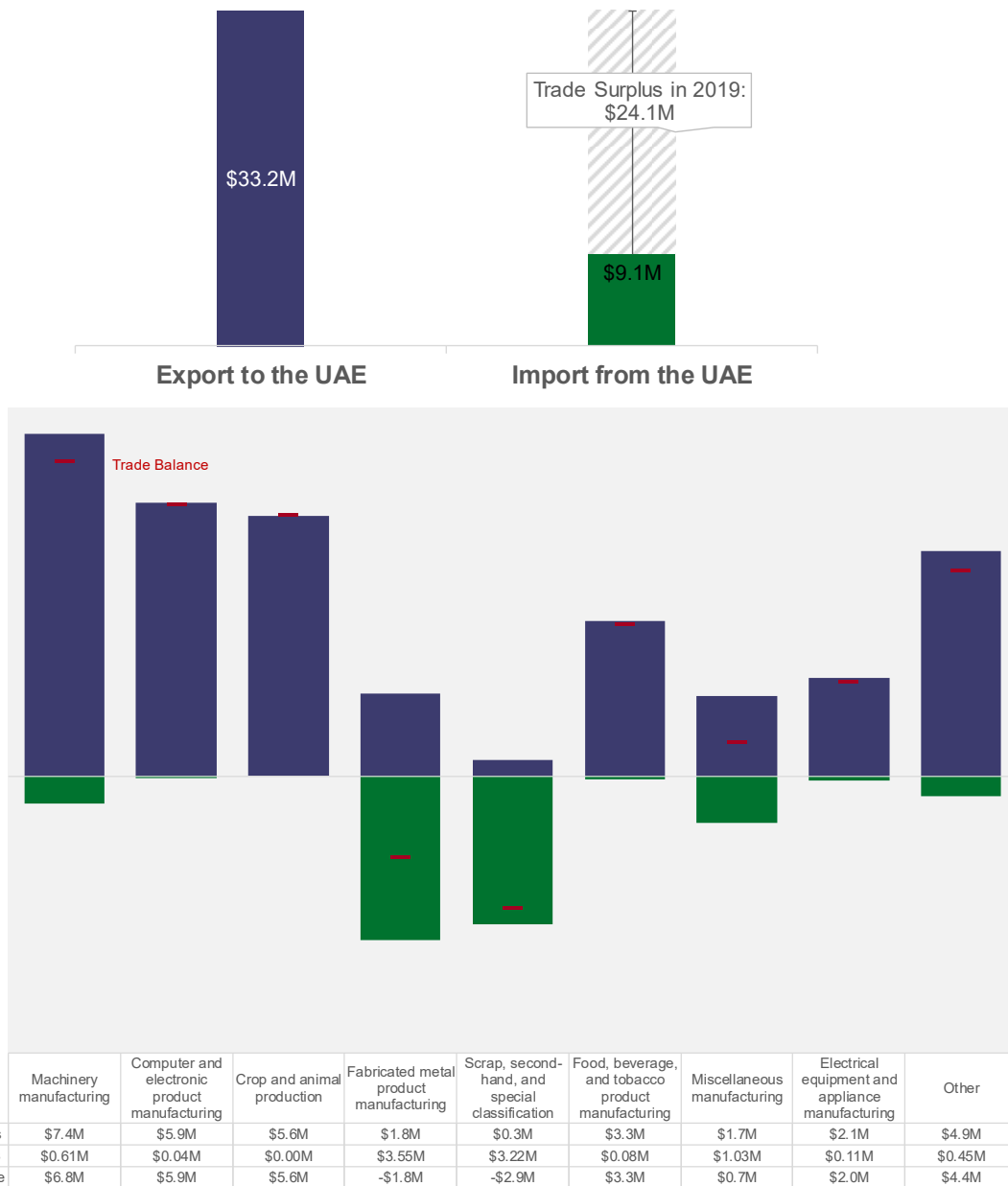


Utah Exports to the UAE



E Utah had a \$24.1M trade surplus with the UAE in 2019

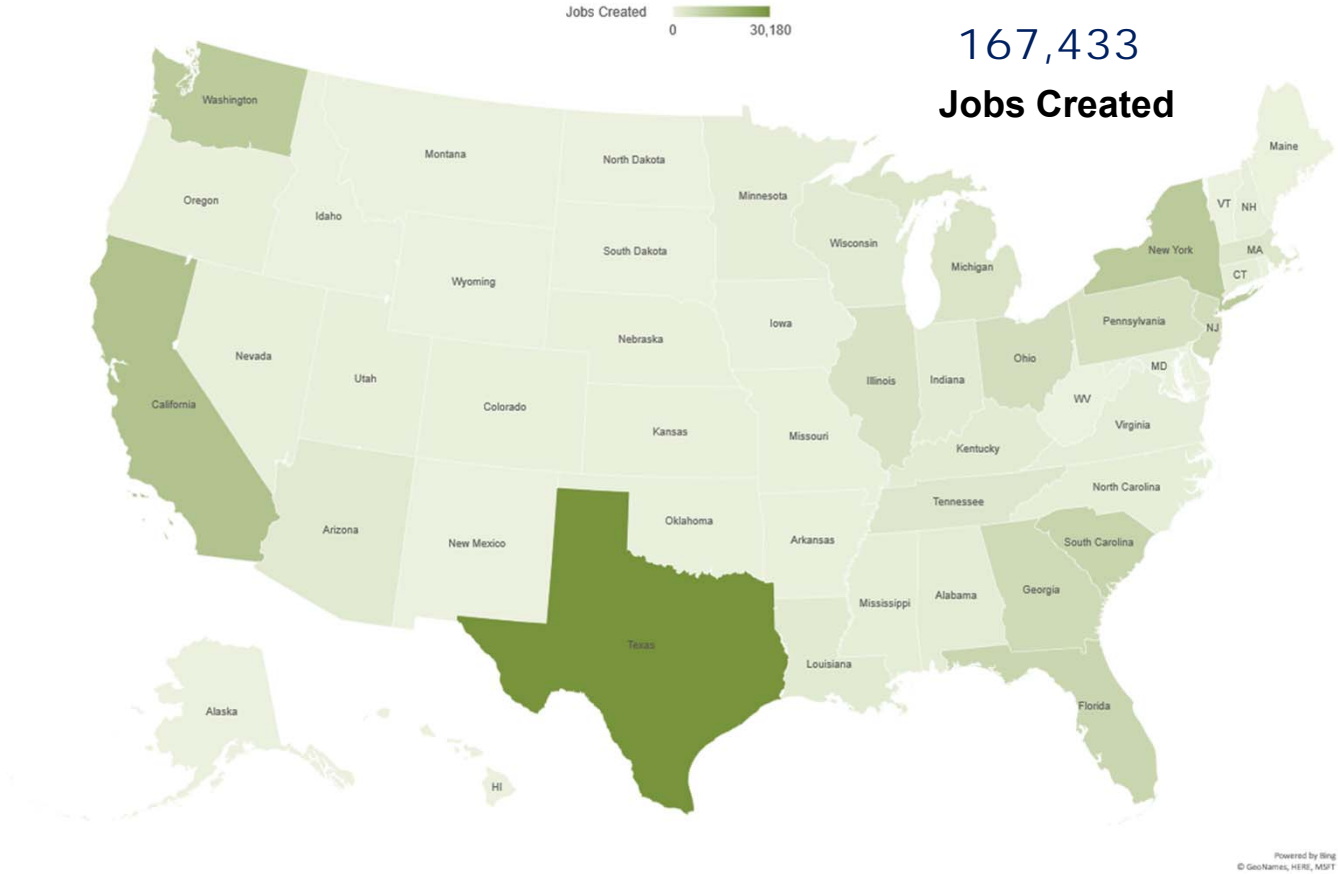
Exhibit I.5 | Utah's Trade Surplus with the UAE by Sector



Utah 2019 Employment Driven by Export to the UAE



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



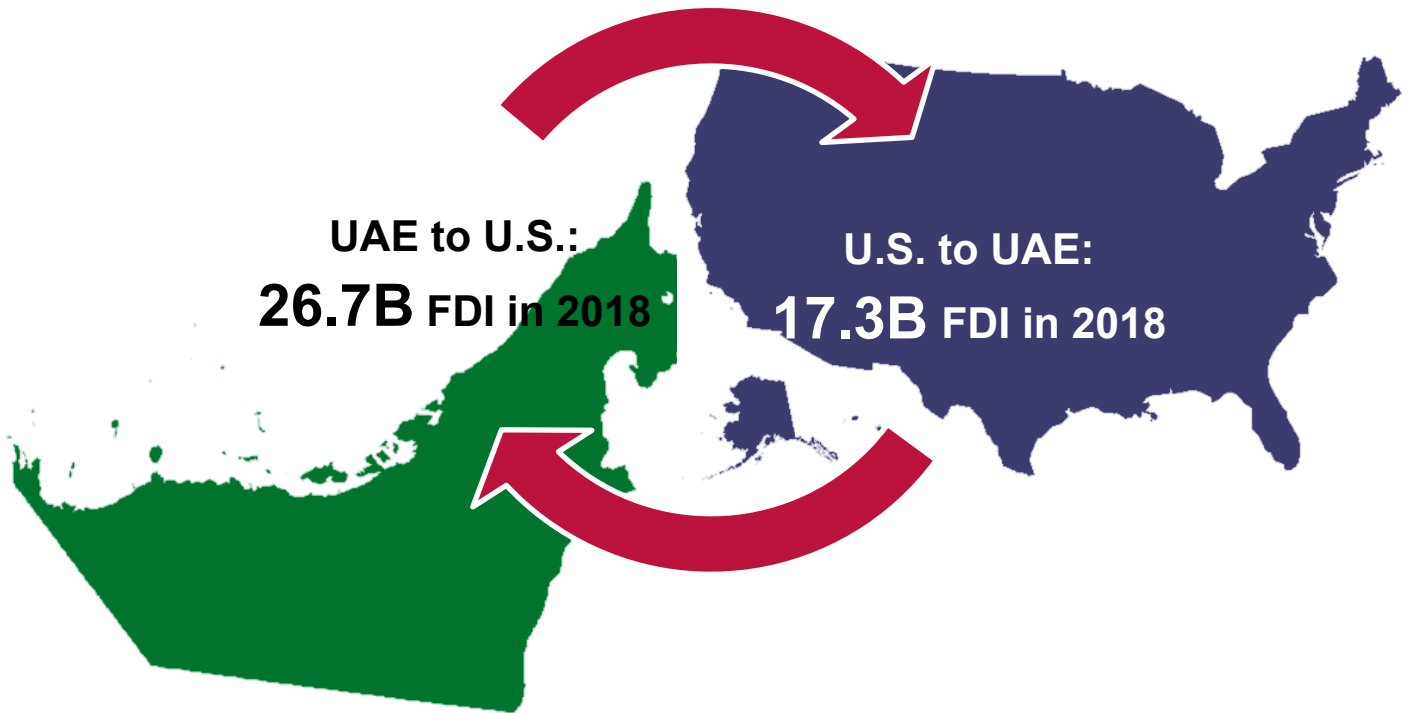
F

417 Jobs out of 167,433 Total Jobs Created in the U.S. by the UAE

Employment Driven by Utah's Exports of Manufactured Goods to the UAE*	417	Other transportation equipment manufacturing	Computer and electronic product manufacturing	Chemical manufacturing	Fabricated metal product manufacturing	Machinery manufacturing
		7	59	7	21	71
		Electrical equipment and appliance manufacturing	Food, beverage, and tobacco product manufacturing	Miscellaneous manufacturing	Motor vehicle, body, trailer, and parts manufacturing	
		17	46	20	5	

* 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 Utah since 2004

C ICT &
Electronics
Sector

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

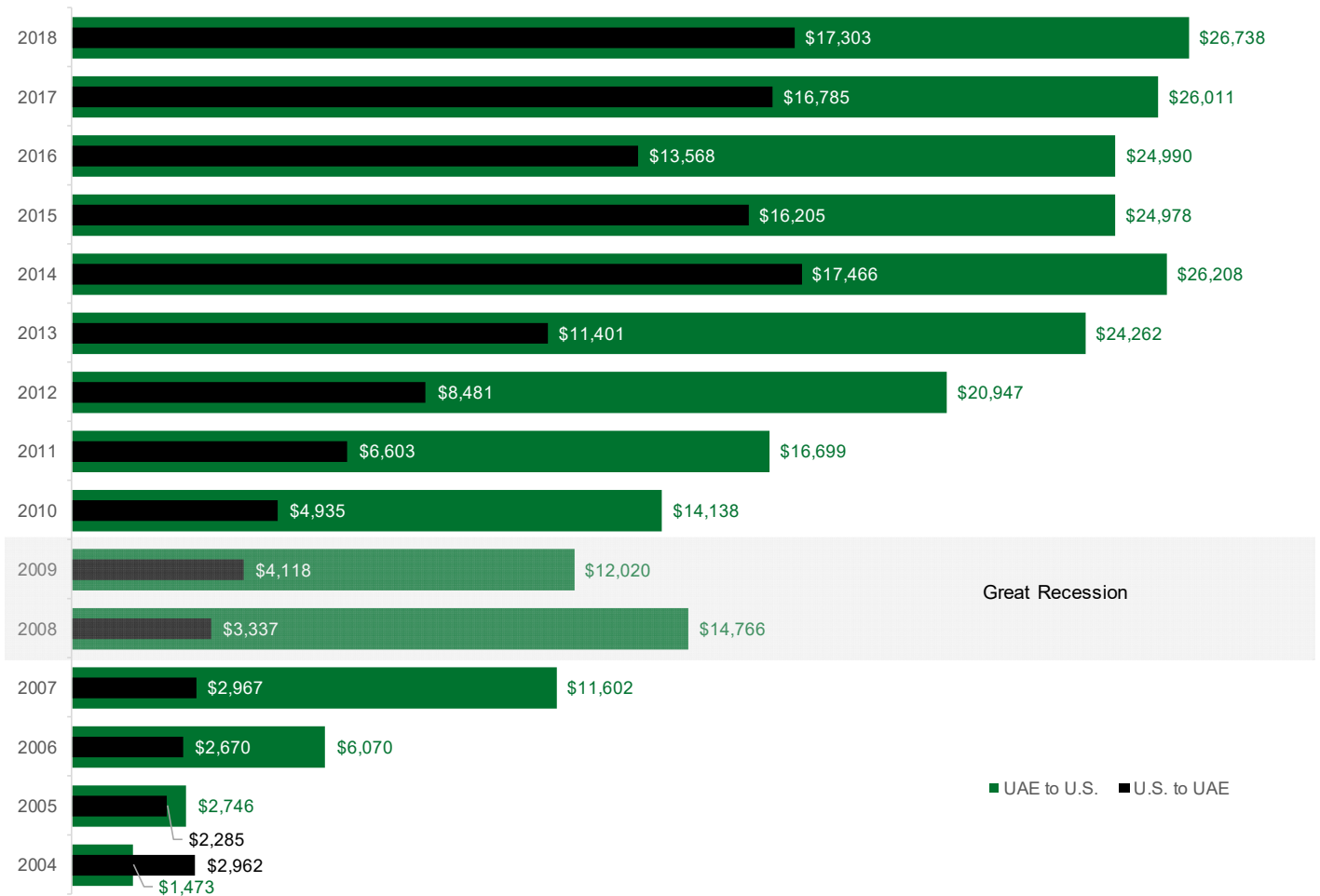
Bilateral FDI between the U.S. and UAE



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 Utah



B

Since 2004, 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 2004

2013

Financial services

UAE Exchange Centre

Utah 2019 Greenfield and Expanded FDI in the UAE



Greenfield Investments were made in the *ICT & Electronics* sector in 2019

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

Sector	Utah Investing Entities to the UAE
ICT & Electronics	Fortem Technologies ● \$55.8



APPENDICES

Utah'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
Machinery manufacturing	3333 Commercial & Service Industry Machinery	4.5M
Computer and electronic product manufacturing	3345 Navigational/measuring/medical/control Instrument	2.7M
	3342 Communications Equipment	2.3M
Crop and animal production	1119 Other Agricultural Products	3.4M
	1113 Fruits & Tree Nuts	2.2M
Food, beverage, and tobacco product manufacturing	3112 Grain & Oilseed Milling Products	1.2M
Electrical equipment and appliance manufacturing	3359 Electrical Equipment & Components, Nesoi	1.5M
Fabricated metal product manufacturing	3329 Other Fabricated Metal Products	1.5M
Miscellaneous manufacturing	3391 Medical Equipment & Supplies	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 2019

