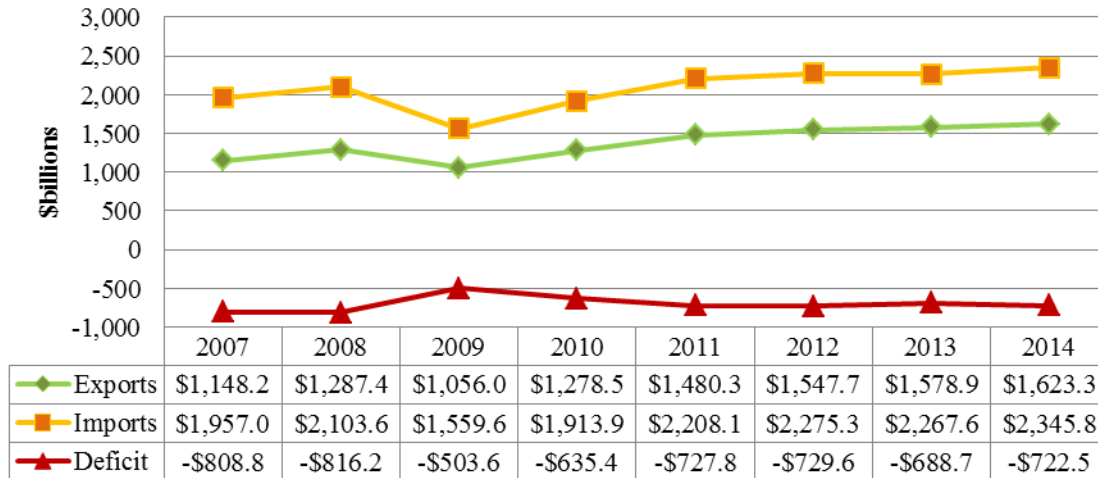


Statistical Analysis of Global U.S. Trade for Calendar Year 2014

I. Overview¹

U.S. Trade with the World 2007-2014
\$billions



In 2014, U.S. exports to the world were \$1,623.3 billion, a 2.8% (\$44.4 billion) increase from 2013; U.S. imports were \$2,345.8 billion, a 3.5% (\$78.2 billion) increase; and the trade deficit was \$722.5 billion, a 4.9% (\$33.8 billion) increase.

II. The Impact of U.S. Government Controls on U.S. Exports²

In 2014, of the U.S. exported \$1.6 trillion in goods, \$59.3 billion (3.7% of the total exports) was exported under a government license:

- \$12.7 billion was licensed by BIS for crude oil under ECCN 1C981.
- \$3.4 billion was licensed by BIS for everything else except crude oil.
- \$35.2 billion was licensed under ITAR.
- \$8.1 billion was licensed by NRC, OFAC and other government agencies.

In 2014, \$37.2 billion (2.3%) was exported under a government license exception/exemption/agreements:

- \$21.5 billion was under BIS license exceptions (C35-C59).
- \$15.6 billion was under ITAR license exemption/agreements.

In 2014, \$1,526.7 billion (94.1%) was exported under No License Required (NLR).

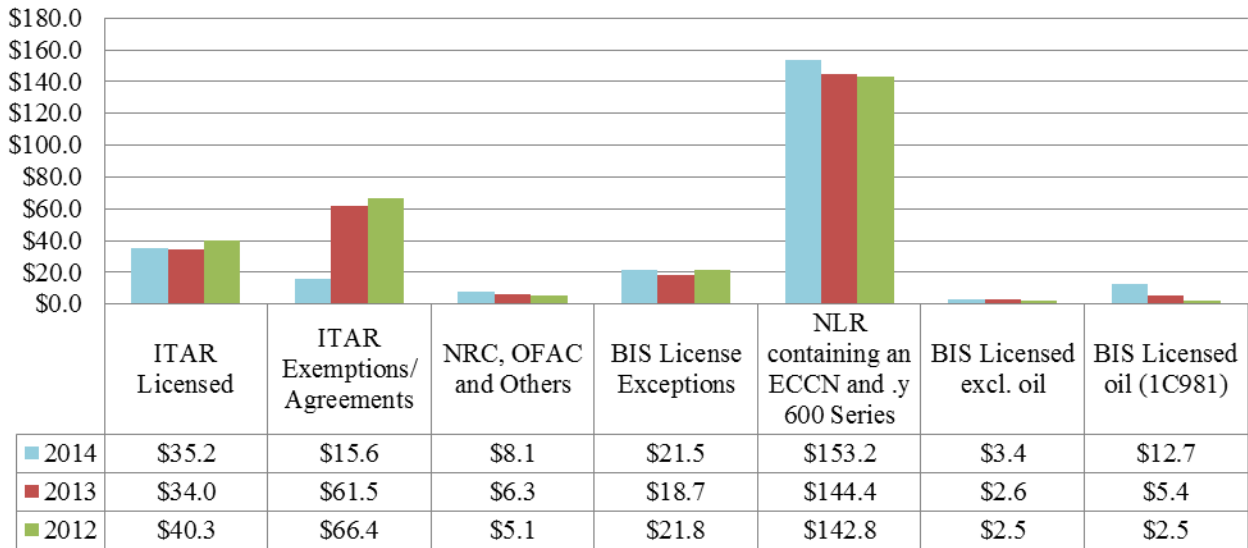
- \$153.1 billion was under NLR with an ECCN.
- \$0.1 billion was under .y 600 Series.

¹ Source: U.S. Census Bureau Trade Statistics, retrieved on February 6, 2015.

² Source: U.S. Census Bureau, Automated Export System (AES), retrieved on February 9, 2015.

Details may not equal totals due to rounding.

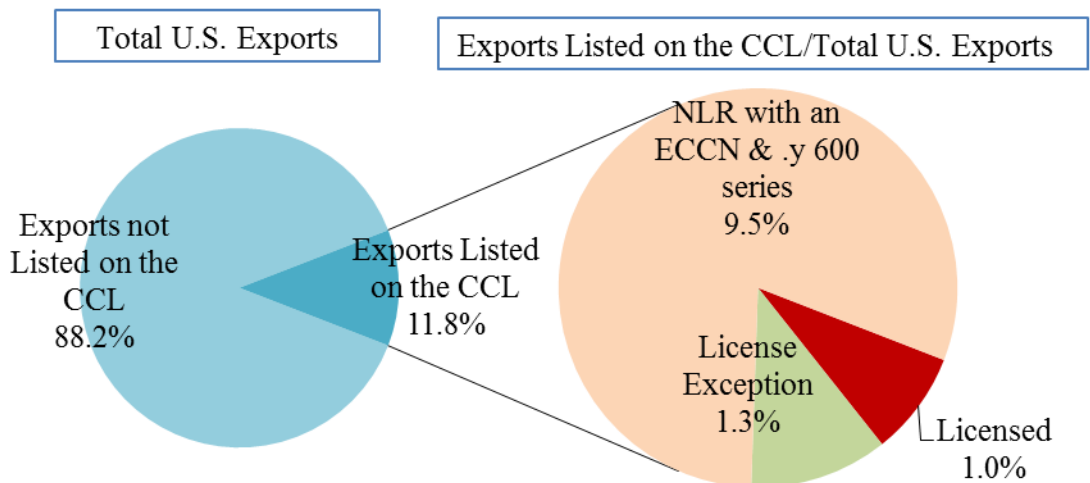
The U.S. Government Export Control CY 2012 - 2014 \$billion



In 2014, crude oil exports licensed by BIS continued to increase significantly from \$5.4 billion in 2013 to \$12.7 billion; other BIS licensed exports excluding crude oil also increased 28.8% from \$2.6 billion in 2013 to \$3.4 billion; exports under ITAR Exemptions/Agreement decreased 74.6% from \$61.5 billion in 2013 to \$15.6 billion.

III. The Impact of BIS Controls on U.S. Exports³

Impact of BIS Export Controls on U.S. Exports 2014



Note: For the purpose of this report, exports not listed on the Commerce Control List (CCL) include EAR99 items and items under No License Required (NLR) designation without an Export Control Classification Number (ECCN), and exports regulated by other government agencies.

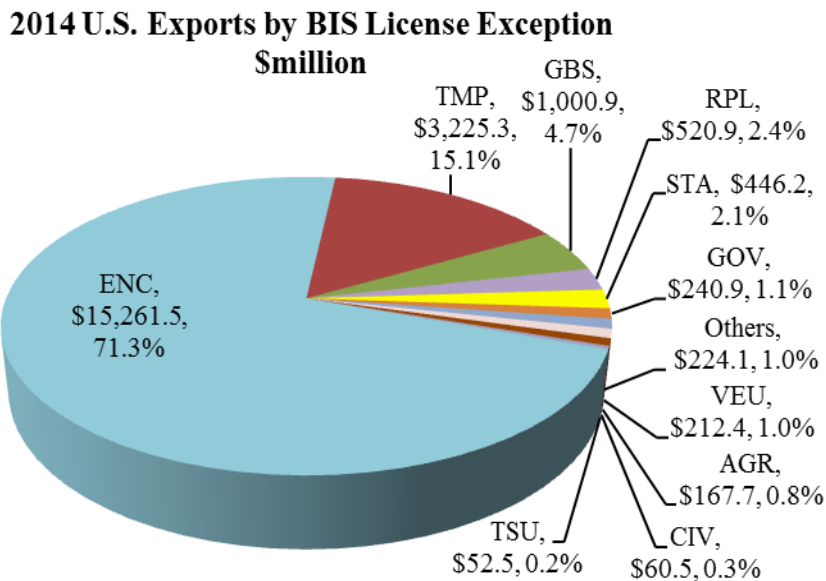
³ Source: AES, retrieved on February 9, 2015.

Of the \$1.6 trillion of all U.S. exports, 1.0% was shipped under a *BIS license* in 2014, compared to 0.5% in 2013, mainly due to a 137.3% increase of licensed crude oil exports.

Of the \$190.7 billion of all U.S. exports *of items listed on the Commerce Control List (CCL)*⁴, BIS licensed exports counted for 8.4%, compared to 4.7% in 2013.

Of the \$37.5 billion in all U.S. exports *subject to a BIS license requirement*, 57.1% were exported under a license exception, compared to 70.1% in 2013.

Of the \$21.4 billion of all U.S. exports shipped under a BIS license exception, the largest categories were Encryption Commodities, Software and Technology (ENC) at \$15.3 billion (71.3% of the total license exceptions), followed by Temporary Imports, Exports, and Reexports (TMP) at \$3.2 billion (15.1%) and Shipments to Country Group B countries (GBS) at \$1.0 billion (4.7%).



ENC	Encryption Commodities, Software and Technology
TMP	Temporary Imports, Exports, Re-exports, and Transfer (in-country)
GBS	Exports to Group B Countries
RPL	Servicing and Replacement of Parts and Equipment
STA	Strategic Trade Authorization
GOV	Government, International Organizations
VEU	Validated End User
AGR	Agricultural Commodities
CIV	Civil End Users
TSU	Technology and Software Unrestricted

⁴ Items listed on the CCL include licensed, license exceptions and NLR with an ECCN & y 600-series.

IV. 2014 Trends in Exports by ECCN and License Designation⁵

Top Four Exports by ECCN by Value – Licensed (\$millions)

ECCN	Description	Value
1C981	Crude petroleum	\$12,728.1
9A610	Military aircraft and related commodities	\$772.3
3B001	Equipment for the manufacturing of semiconductor devices or materials	\$323.5
1C350	Chemicals that may be used as precursors for toxic chemical agents	\$186.2

Top Four Exports by ECCN by Record Count – Licensed

ECCN	Description	Record Count
1C981	Crude petroleum	29,433
9A610	Military aircraft and related commodities	19,820
0A987	Optical sighting devices for firearms	5,178
0A606	Ground vehicles and related commodities	4,993

Top Five Exports by ECCN – License Exception (\$millions)

ECCN	Description	Value
5A002	Information Security Systems Equipment	\$14,760.0
N/A	No ECCN is reported	\$2,830.5
3B001	Equipment for the manufacturing of semiconductor devices or materials	\$1,059.5
9A610	Military aircraft and related commodities	\$484.0
5D002	Software for information security	\$415.2

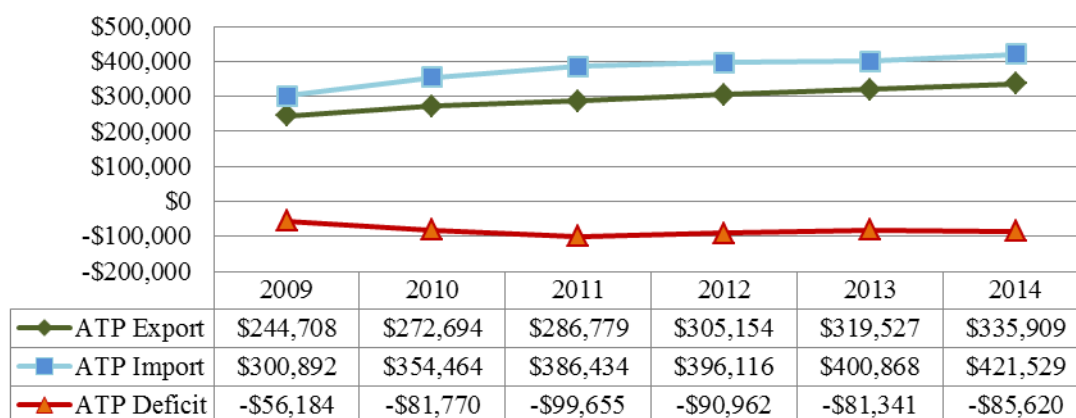
Top Four Exports by ECCN – NLR with an ECCN (\$millions)

ECCN	Description	Value
9A991	Aircraft and gas turbine engines	\$93,706.7
5A992	Low-level information security systems and equipment	\$11,474.8
4A994	Computers, "electronic assemblies" and related equipment	\$10,174.8
5A991	Telecommunication equipment	\$9,221.7

⁵ Source: AES, retrieved on February 11, 2015.

V. Analysis of U.S. Trade in Advance Technology Products (ATP)⁶

U.S. ATP Trade with the World 2008 - 2014
Smillion



In 2014, the U.S. ATP exports valued \$335.9 billion, a 5.1% (\$16.4 billion) increase from 2013; the U.S. ATP imports were \$421.5 billion, a 5.2% (\$20.7 billion) increase; and the ATP trade deficit was \$85.6 billion, a 5.3% (\$4.3 billion) increase.

ATP Exports (\$million)								
ATP Category	2009	2010	2011	2012	2013	2014	% of the Total	% change from 2013
Biotechnology	\$12,286	\$11,670	\$8,939	\$9,945	\$10,553	\$14,337	4.3%	35.9%
Life Science	\$25,261	\$27,836	\$29,194	\$31,537	\$32,201	\$30,913	9.2%	-4.0%
Opto-Electronics	\$4,484	\$6,178	\$6,017	\$5,201	\$5,098	\$4,954	1.5%	-2.8%
Information & Communications	\$66,663	\$77,686	\$89,432	\$91,574	\$92,505	\$95,468	28.4%	3.2%
Electronics	\$37,298	\$45,946	\$43,284	\$41,209	\$41,794	\$42,973	12.8%	2.8%
Flexible Manufacturing	\$8,358	\$15,808	\$14,207	\$13,956	\$14,496	\$15,383	4.6%	6.1%
Advanced Materials	\$1,707	\$2,162	\$2,169	\$2,203	\$2,075	\$2,152	0.6%	3.7%
Aerospace	\$83,951	\$80,703	\$88,998	\$105,100	\$115,695	\$125,486	37.4%	8.5%
Weapons	\$2,305	\$2,630	\$2,542	\$2,570	\$3,435	\$3,177	0.9%	-7.5%
Nuclear Technology	\$2,395	\$2,077	\$1,995	\$1,857	\$1,676	\$1,066	0.3%	-36.4%
Grand Total	\$244,708	\$272,694	\$286,779	\$305,154	\$319,527	\$335,909		5.1%

In 2014, the largest categories of U.S. ATP exports were Aerospace with \$125.5 billion, 37.4% of the total; followed by Information and Communication with \$95.5 billion, 28.4%, and Electronics with \$43.0 billion, 12.8% of the total ATP exports.

In 2014, biotechnology exports increased 35.9% and Aerospace increased 8.5% by value from 2013. Nuclear Technology exports decreased 36.4%.

⁶ Source: U.S. Census Bureau Trade Statistics, February 6, 2015.

Advanced Technology Products: about 500 of some 22,000 Harmonized System (HS) commodity classification codes contain products from a recognized high technology category (e.g., biotechnology).

The ATP category for Weapons includes items of “Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and accessories” in addition to “Arms and ammunition, parts and accessories thereof.”

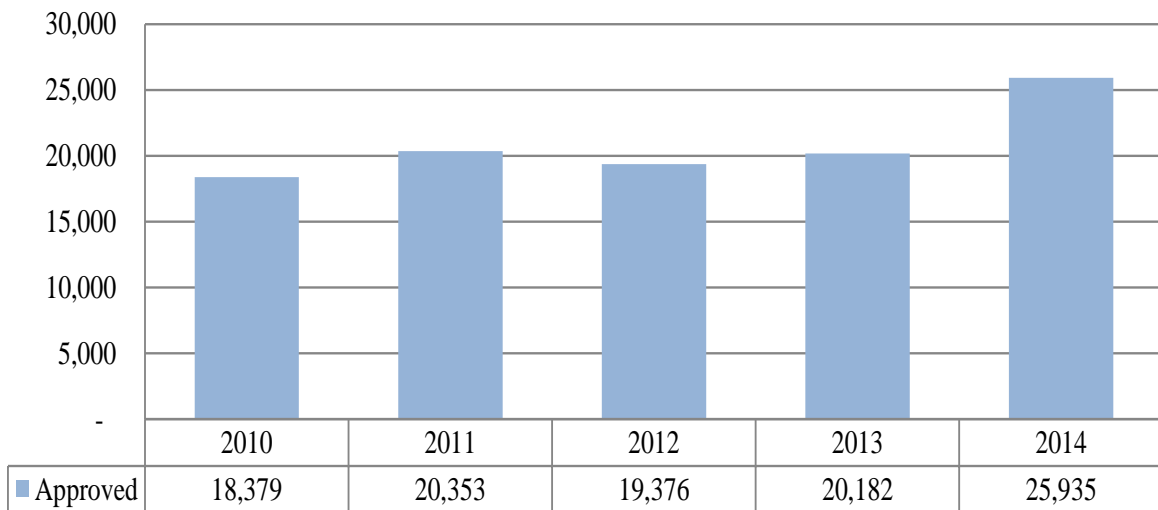
In 2014, \$335.9 billion, 20.7% of all U.S. exports were considered ATP. Of these, 0.5% was shipped with a BIS license and 5.1% was shipped under a BIS license exception.

In 2013, \$319.5 billion 20.2% of all U.S. exports were considered ATP items and 0.3% was shipped with a BIS license and 4.5% was shipped under a BIS license exception.

Of the \$19.0 billion ATP exports subject to a BIS license requirement in 2014, 91.0% were exported under a BIS license exception. In 2013, \$15.6 billion of ATP exports were subject to a BIS license requirement, 92.9% were exported under a BIS license exception.

VI. 2014 Trends in BIS Licenses Processed⁷

**Licenses for Tangible Items, Software and Technology for the World
by Count 2010-2014**



Note: Figure above does not include deemed export applications.

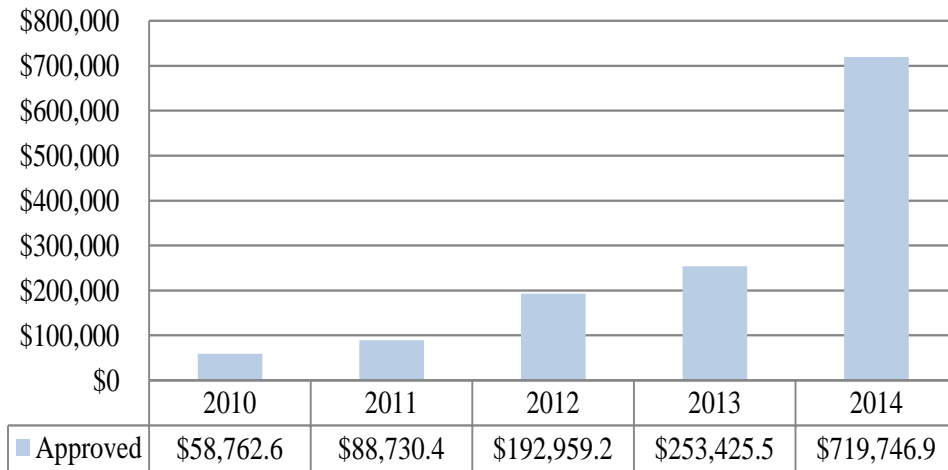
In 2014, the average license processing time for all destinations (including deemed export license applications) was 23 days, two days less than 25 days in 2013.

In 2014, total licenses processed for exports and reexports for tangible items, software and technology increased 30.5% from 24,108 in 2013 to 31,458.

- Approved licenses increased 28.5% from 20,182 in 2013 to 25,935.

⁷ Source: Commerce U.S. Exporter Support System, retrieved on February 20, 2015.

**Licenses for Tangible Items, Software and Technology for the
World
by Value 2010-2014
\$million**



Note: Figure above does not include deemed export applications.

The \$466.3 billion increase in approved value from 2013 to 2014 was due to \$440.1 billion increase for crude oil and \$12.7 billion for 600-series and 9x515 items.

In 2014, BIS reviewed 31,458 export/reexport applications valued at approximately \$811.4 billion, compared to 24,108 applications at approximately \$300.9 billion in 2013.

- Approved applications for all destinations in 2014 totaled 25,935, (82.4% of the total applications) for \$719.7 billion, compared to 20,182 (83.7%) for \$253.4 billion in 2013.

In 2014, BIS reviewed 1,077 deemed export license applications.

- Approved deemed export licenses for all destination totaled 978, a decrease of 431 from 1,409 in 2013, a 30.6% less.