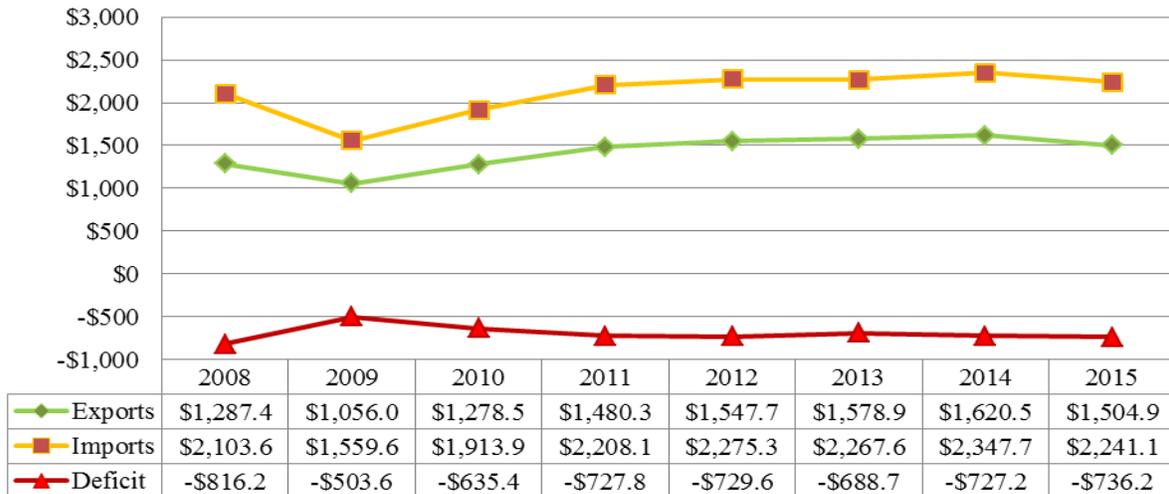


Statistical Analysis of Global U.S. Trade for Calendar Year 2015

I. The U.S. Exports Overview¹

The U.S. Trade with the World 2008-2015
\$billion



In 2015, the U.S. exports to the world were \$1504.9 billion, a 7.1% (\$115.6 billion) decrease from 2014; the U.S. imports were \$2,241.1 billion, a 4.5% (\$106.6 billion) decrease; and the trade deficit was \$736.2 billion, a 1.2% (\$9.0 billion) increase.

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

In 2015, the U.S. exported \$1.5 trillion in goods, of which \$54.0 billion (3.6% of the total exports) was exported under a government license:

- \$8.5 billion was licensed by BIS for crude oil under ECCN 1C981.
- \$5.6 billion was licensed by BIS for everything else except crude oil.
- \$32.6 billion was licensed under ITAR.
- \$7.3 billion was licensed by NRC, OFAC and other government agencies.

In 2015, \$38.8 billion (2.6%) was exported under a government license exception/exemption/agreement:

- \$23.6 billion was under BIS license exceptions (C35-C59, C62).
- \$15.2 billion was under ITAR license exemption/agreements.

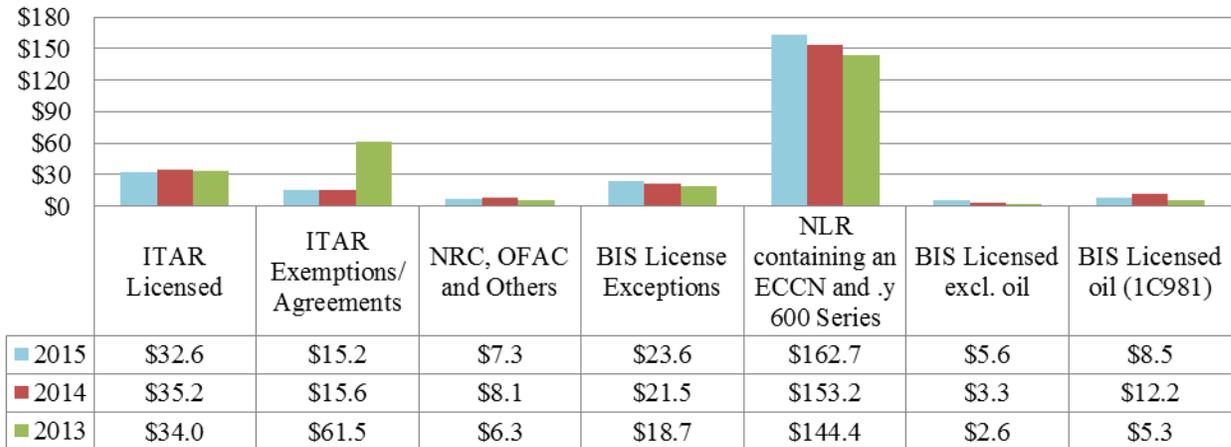
In 2015, \$162.7 billion (10.8%) was exported under No License Required (NLR):

- \$162.5 billion was under NLR with an ECCN (not including EAR99).
- \$0.2 billion was under .y 600-Series without an ECCN.

¹ Source: U.S. Census Bureau Trade Statistics, retrieved on February 23, 2016.

² Source: U.S. Census Bureau, Automated Export System (AES), retrieved on February 23, 2016.
Details may not equal totals due to rounding.

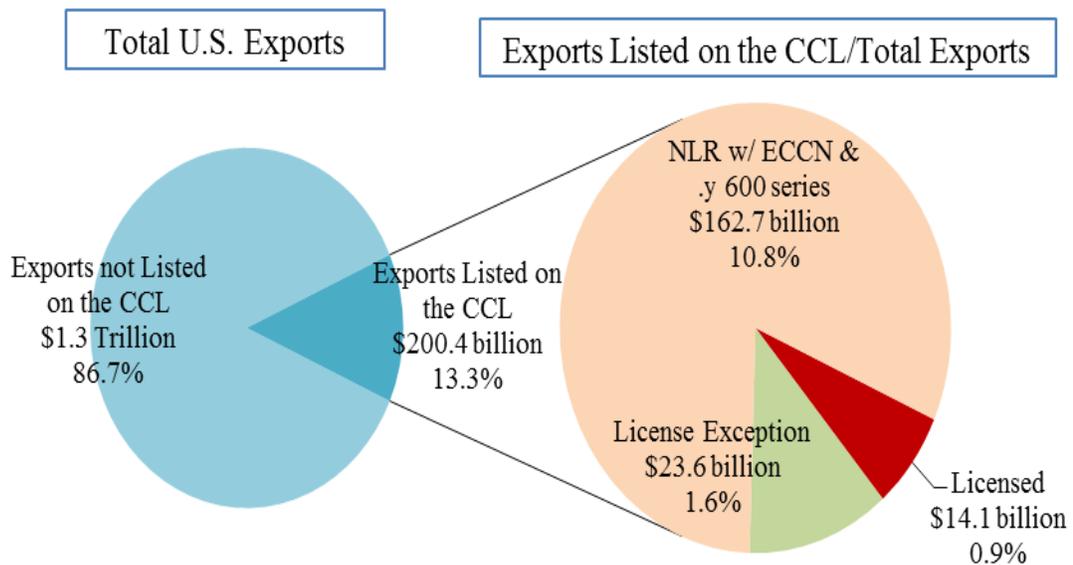
The U.S. Government Control on Exports CY 2013 - 2015 \$billion



In 2015, crude oil exports licensed by BIS decreased by 7.5% from \$12.2 billion in 2014 to \$8.5 billion; other BIS licensed exports excluding crude oil increased 69.6% from \$3.3 billion in 2014 to \$5.6 billion.

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

2015 U.S. Exports to the World



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) designations without an Export Control Classification Number (ECCN), and exports regulated by other government agencies.

³ Source: AES, retrieved on February 29, 2016.

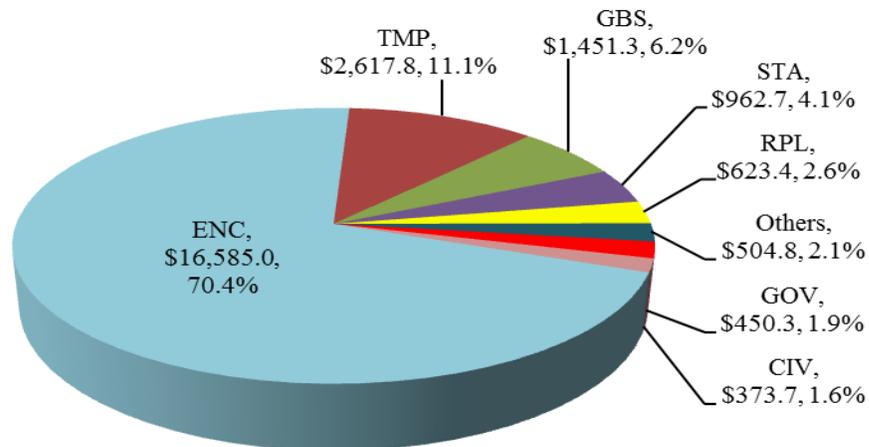
Of the \$1.5 trillion of all U.S. exports, 0.9% was shipped under a *BIS license* in 2015, compared to 1.0% in 2014.

Of the \$200.4 billion of all U.S. exports *of items listed on the Commerce Control List (CCL)*⁴, BIS licensed exports accounted for 7.1%, compared to 8.4% in 2014.

Of the \$37.7 billion in all U.S. exports *subject to a BIS license requirement*, 62.5% were exported under a license exception, compared to 57.1% in 2014.

Of the \$23.6 billion of all U.S. exports under BIS license exceptions, the largest categories of BIS license exceptions were Encryption Commodities, Software and Technology (ENC) at \$16.6 billion (70.4% of the total license exceptions), followed by Temporary Imports, Exports, and Reexports (TMP) at \$2.6 billion (11.1%) and Shipments to Country Group B countries (GBS) at \$1.5 billion (6.2%).

**2015 U.S. Exports by BIS License Exceptions
Smillion**



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	Authorization 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. 2015 Trends in Exports by ECCN and License Designation⁵

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

ECCN	Description	Value
1C981	Crude petroleum	\$8,538.2
9A610	Military aircraft and related commodities	\$1,275.4
9A515	Spacecraft and related commodities	\$1,001.2
9A619	Military gas turbine engines and related commodities	\$513.6
3B001	Equipment for the manufacturing of semiconductor devices or materials	\$289.5

Top Five Exports by ECCN by Shipment Count – Licensed

ECCN	Description	Shipment Count
9A610	Military aircraft and related commodities	38,887
1C981	Crude petroleum	20,429
9A619	Military gas turbine engines and related commodities	7,708
0A606	Ground vehicles and related commodities	5,650
2B230	Pressure transducers	4,193

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

ECCN	Description	Value
5A002	Information Security Systems Equipment	\$16,181.0
N/A	No ECCN is reported	\$2,067.1
3B001	Equipment for the manufacturing of semiconductor devices or materials	\$1,598.1
9A610	Military aircraft and related commodities	\$726.9
9A619	Military gas turbine engines and related commodities	\$457.6

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

ECCN	Description	Value
9A991	Aircraft and gas turbine engines	\$100,240.0
4A994	Computers, "electronic assemblies" and related equipment	\$11,715.0
5A992	Low-level information security systems and equipment	\$10,454.0
5A991	Telecommunication equipment	\$9,888.6
3B991	Equipment not controlled by 3B001 for the manufacture of electronic components and materials	\$5,403.7

⁵ Source: AES, retrieved on February 23, 2016.

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

The U.S. ATP Trade with the World 2010 - 2015
Smillion



In 2015, the U.S. ATP exports were \$342.6 billion, a 1.9% (\$6.2 billion) increase from 2014; the U.S. ATP imports were \$434.5 billion, a 3.1% (\$13.1 billion) increase; and the ATP trade deficit was \$91.9 billion, a 7.3% (\$6.2 billion) increase.

ATP Category	ATP Exports (\$million)						% of the Total	% change from 2014
	2010	2011	2012	2013	2014	2015		
Biotechnology	\$11,670	\$8,939	\$9,945	\$10,553	\$14,287	\$17,221	5.0%	20.5%
Life Science	\$27,836	\$29,194	\$31,537	\$32,201	\$30,916	\$29,950	8.7%	-3.1%
Opto-Electronics	\$6,178	\$6,017	\$5,201	\$5,098	\$4,957	\$4,726	1.4%	-4.7%
Information & Communications	\$77,686	\$89,432	\$91,574	\$92,505	\$95,424	\$94,813	27.7%	-0.6%
Electronics	\$45,946	\$43,284	\$41,209	\$41,794	\$42,981	\$42,009	12.3%	-2.3%
Flexible Manufacturing	\$15,808	\$14,207	\$13,956	\$14,496	\$15,549	\$16,065	4.7%	3.3%
Advanced Materials	\$2,162	\$2,169	\$2,203	\$2,075	\$2,151	\$2,279	0.7%	6.0%
Aerospace	\$80,703	\$88,998	\$105,100	\$115,695	\$125,832	\$130,764	38.2%	3.9%
Weapons	\$2,630	\$2,542	\$2,570	\$3,435	\$3,214	\$3,672	1.1%	14.3%
Nuclear Technology	\$2,077	\$1,995	\$1,857	\$1,676	\$1,058	\$1,119	0.3%	5.8%
Grand Total	\$272,694	\$286,779	\$305,154	\$319,527	\$336,370	\$342,618		1.9%

In 2015, the largest categories of the U.S. ATP exports were Aerospace with \$130.8 billion, (38.2% of the total); followed by Information and Communication with \$94.8 billion (27.7%) and Electronics with \$42.0 billion, 12.3% of the total ATP exports.

In 2015, biotechnology exports increased 20.5% and Weapons⁷ increased 14.3% by value from 2014.

⁶ Source: U.S. Census Bureau Trade Statistics, February 23, 2016.

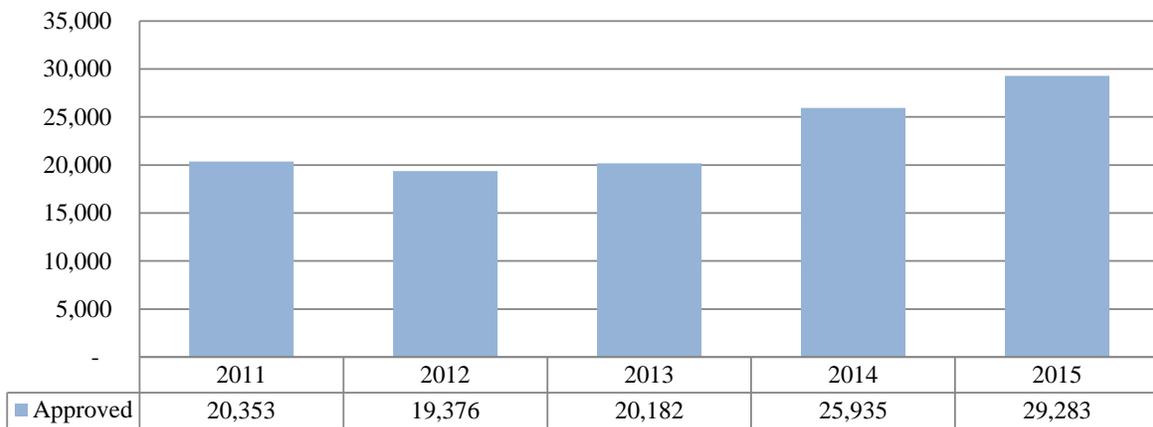
Advanced Technology Products: about 500 of some 22,000 Harmonized System (HS) commodity classification codes contain products from a recognized high technology category (e.g., biotechnology).

In 2015, \$342.6 billion (22.8% of all U.S. exports) were considered ATP. Of these, 1.0% was shipped with a BIS license and 5.6% was shipped under a BIS license exception. In 2014, \$336.4 billion (20.8%) were considered ATP items and 0.5% was shipped with a BIS license and 5.1% was shipped under a BIS license exception.

Of the \$22.8 billion ATP exports subject to a BIS license requirement in 2015, 84.7% were exported under a BIS license exception. In 2014, of the \$19.0 billion of ATP exports subject to a BIS license requirement, 91.0% were exported under a BIS license exception.

VI. 2015 Trends in BIS Licenses Processed⁸

**BIS Licenses for Tangible Items, Software and Technology for the World
by Count 2011-2015**



Note: Figure above do not include deemed export applications.

In 2015, the average license processing time for all destinations (including deemed export license applications) was 22 days, one day less than 23 days in 2014.

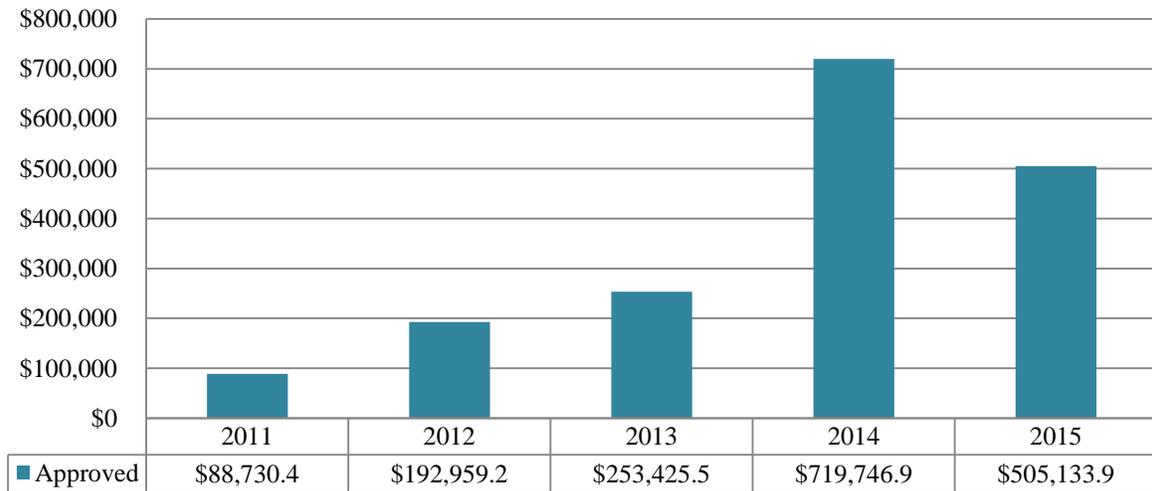
In 2015, total licenses applications for exports and reexports for tangible items, software and technology increased 11.3% from 31,458 in 2014 to 35,018.

- Approved licenses increased 12.9% from 25,935 in 2014 to 29,283. The approval rate was 83.6% of the total license applications.

⁷ 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.”

⁸ Source: Commerce U.S. Exports Exporter Support System (CUESS), retrieved on February 20, 2016.

**Licenses for Tangible Items, Software and Technology for the World
by Value 2011-2015
\$million**



In 2015, BIS reviewed 35,018 export/reexport applications valued at approximately \$561.3 billion, compared to 31,458 applications at approximately \$811.4 billion in 2014.

- Approved applications for all destinations in 2015 totaled 29,283 (83.6% of the total applications) for \$505.1 billion, compared to 25,935 (82.4%) for \$719.7 billion in 2014.

In 2015, BIS reviewed 1,317 deemed export license applications.

- Approved deemed export licenses for all destination totaled 1,211 (92.0% of the total applications), a 23.8% (233) increase from 978 in 2014.