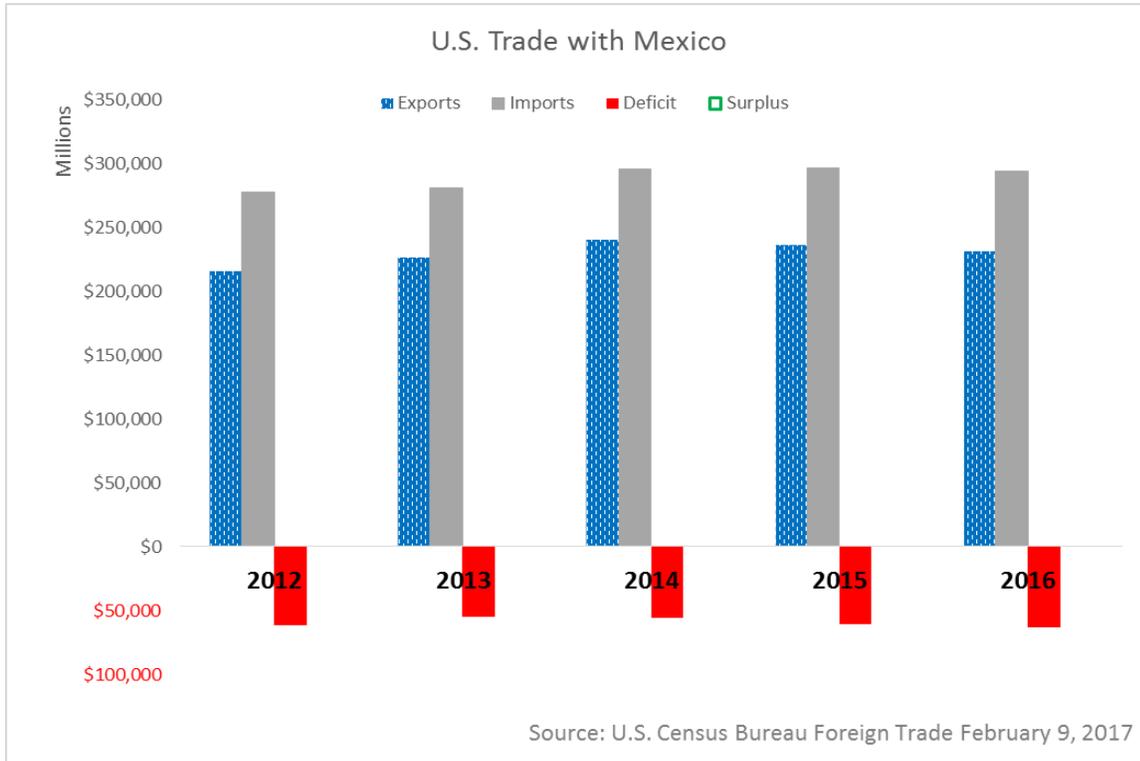




I. Total U.S. Trade with Mexico

In 2016, U.S. exports to Mexico totaled \$231.0 billion, a 2.0% (\$4.8 billion) decrease from 2015; U.S. imports from Mexico totaled \$294.2 billion, a 0.8% (\$2.3 billion) decrease; and the trade deficit was \$63.2 billion, a 4.2% (\$2.5 billion) increase.



| | 2012 | 2013 | 2014 | 2015 | 2016 | Five-year Average |
|----------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| EXPORTS | \$215,875.1 | \$225,954.4 | \$240,331.2 | \$235,745.1 | \$230,959.1 | |
| Δvalue | \$17,586.4 | \$10,079.3 | \$14,376.8 | -\$4,586.0 | -\$4,786.0 | \$229,476.4 |
| Δpct | 8.9% | 4.7% | 6.4% | -1.9% | -2.0% | |
| IMPORTS | \$277,593.6 | \$280,556.0 | \$295,739.5 | \$296,407.9 | \$294,151.0 | |
| Δvalue | \$14,720.0 | \$2,962.40 | \$15,183.44 | \$668.42 | -\$2,256.86 | \$287,574.3 |
| Δpct | 6.7% | 1.1% | 5.4% | 0.2% | -0.8% | |
| BALANCE | (\$61,718.5) | (\$54,601.7) | (\$55,408.3) | (\$60,662.8) | (\$63,191.9) | |
| Δvalue | \$96.1 | \$7,116.9 | (\$806.6) | (\$5,254.5) | (\$2,529.2) | (\$58,097.8) |
| Δpct | 0.1% | -11.5% | 1.5% | 9.5% | 4.2% | |

Values in Millions of U.S. Dollars. Source: U.S. Census Bureau Foreign Trade February 9, 2017



Of the \$231.0 billion in U.S. exports to Mexico in 2016, the top commodity sectors were machinery and mechanical appliances (35.7%), chemicals, plastics, and leather products (14.8%) and transportation (11.2%).

Of the \$294.2 billion in U.S. imports from Mexico in 2016, the top commodity sectors were machinery and mechanical appliances (38.3%) and transportation (26.0%).

| Imports from Mexico by Sector | U.S. Commodity Trade with Mexico for 2016 | | US exports to Mexico by Sector |
|-------------------------------|---|-------|--------------------------------|
| \$294,151,039,667 | Total Value All Commodities | | \$230,959,100,467 |
| 8.4% | Agriculture (Chapters 01-24) | 7.7% | |
| 3.1% | Minerals (Chapters 25-27) | 9.7% | |
| 3.7% | Chemicals, Plastics, Leather (Chapters 28-43) | 14.8% | |
| 0.6% | Wood Products (Chapters 44-49) | 2.5% | |
| 1.9% | Textiles and Footwear (Chapters 50-67) | 2.5% | |
| 2.8% | Stone, Glass, & Semiprecious Metals (Chapters 68-71) | 0.9% | |
| 3.4% | Base Metals (Chapters 72-83) | 7.6% | |
| 38.3% | Machinery (Chapter 84-85) | 35.7% | |
| 26.0% | Transportation (Chapters 86-89) | 11.2% | |
| 4.5% | Optical, Measuring, Medical or Other instruments (Chapters 90-92) | 3.1% | |
| 0.0% | Arms and Ammunition (Chapter 93) | 0.0% | |
| 4.4% | Miscellaneous Manufactured Items (Chapter 94-96) | 1.5% | |
| 0.1% | Art & Antiques (Chapter 97) | 0.0% | |
| 2.8% | Special Items (Chapters 98-99** imports only 98) | 2.9% | |

Source: US Census Bureau, February 9, 2017



Office of Technology Evaluation **Analysis of Exports to Mexico subject to US Government Filing Requirements**

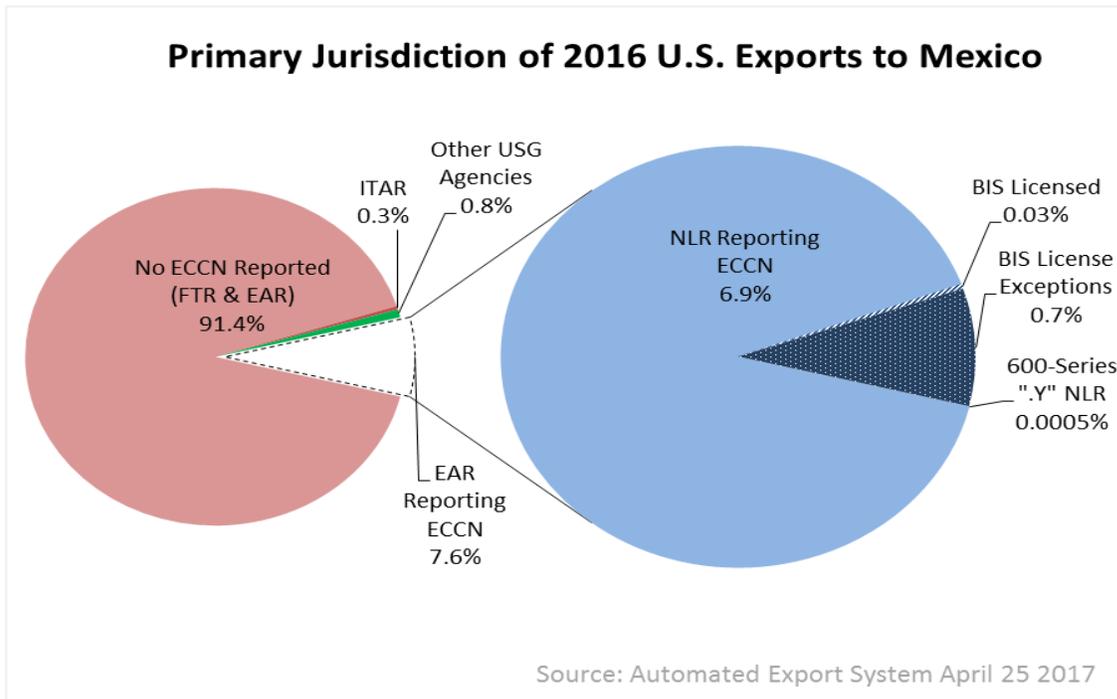
II. Exports to Mexico subject to US Government Filing Requirements

Of the \$231.0 billion in U.S. exports to Mexico in 2016:

- 0.7% were subject to a BIS license requirement
 - 0.03% were exported under a BIS license; Worldwide, 0.5% were exported under a BIS license.
 - 0.7% were exported under a BIS license exception; Worldwide, 1.6% were exported under a BIS license exception.
- 6.9% were exported under No License Required with an ECCN; Worldwide, 12.2% were exported under No License Required with an ECCN.

| Exports to Mexico Subject to U.S. Government Filing Requirements | | | |
|--|-------------|-------------|-------------|
| | 2014 | 2015 | 2016 |
| Department of State | \$376.7 | \$1,251.0 | \$770.6 |
| Other USG Agencies | \$2,477 | \$1,911 | \$1,738.6 |
| Department of Commerce | \$237,477.5 | \$232,583.6 | \$228,449.8 |
| BIS Licensed | \$166.7 | \$393.3 | \$63.3 |
| BIS License Exceptions | \$3,419.6 | \$2,903.3 | \$1,572.5 |
| NLR reporting an ECCN | \$13,162.8 | \$16,240.3 | \$15,822.4 |
| NLR not reporting an ECCN | \$220,724.9 | \$213,044.6 | \$210,990.5 |
| 600-Series ".Y" Paragraph NLR | \$3.4 | \$2.1 | \$1.1 |

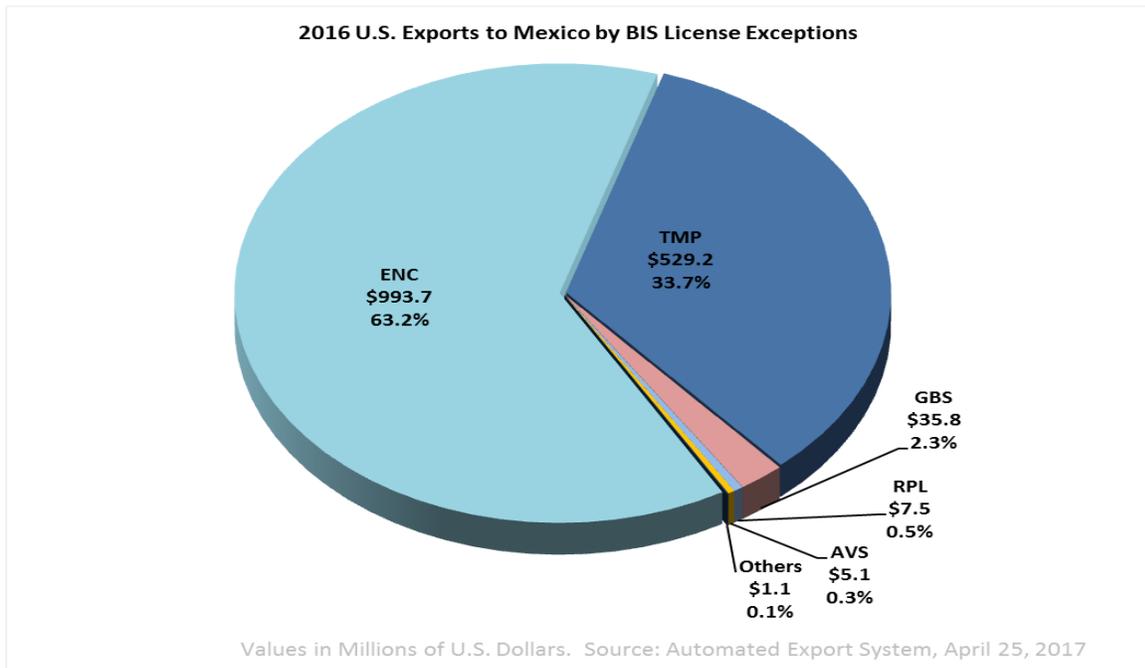
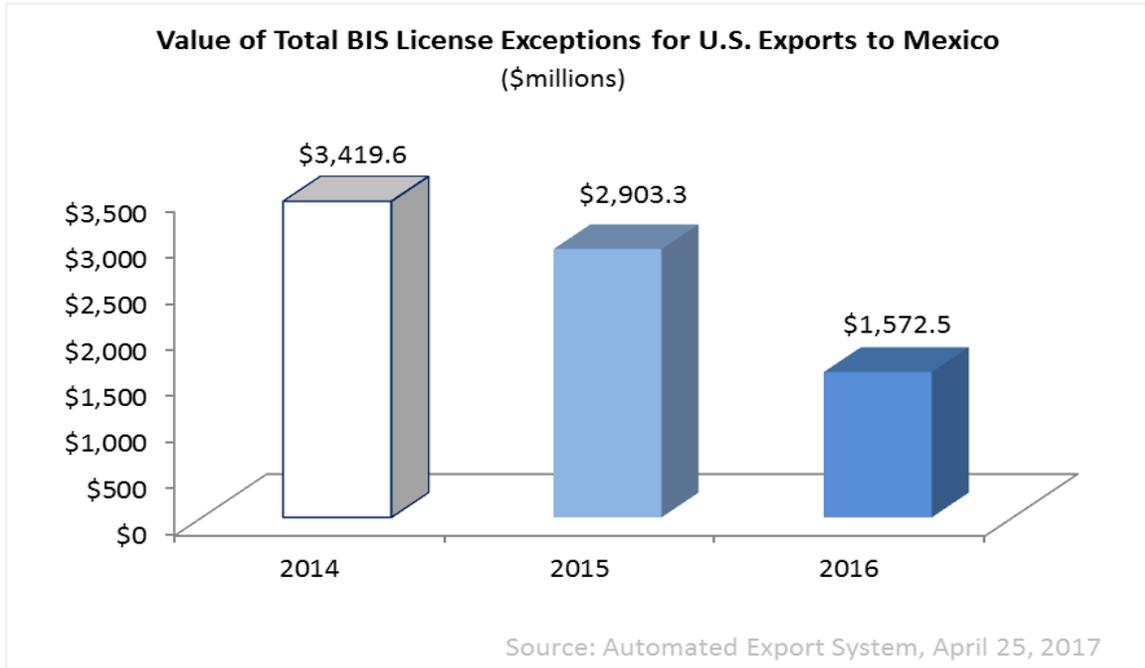
Values in Millions of U.S. Dollars. Source: Automated Export System April 25 2017

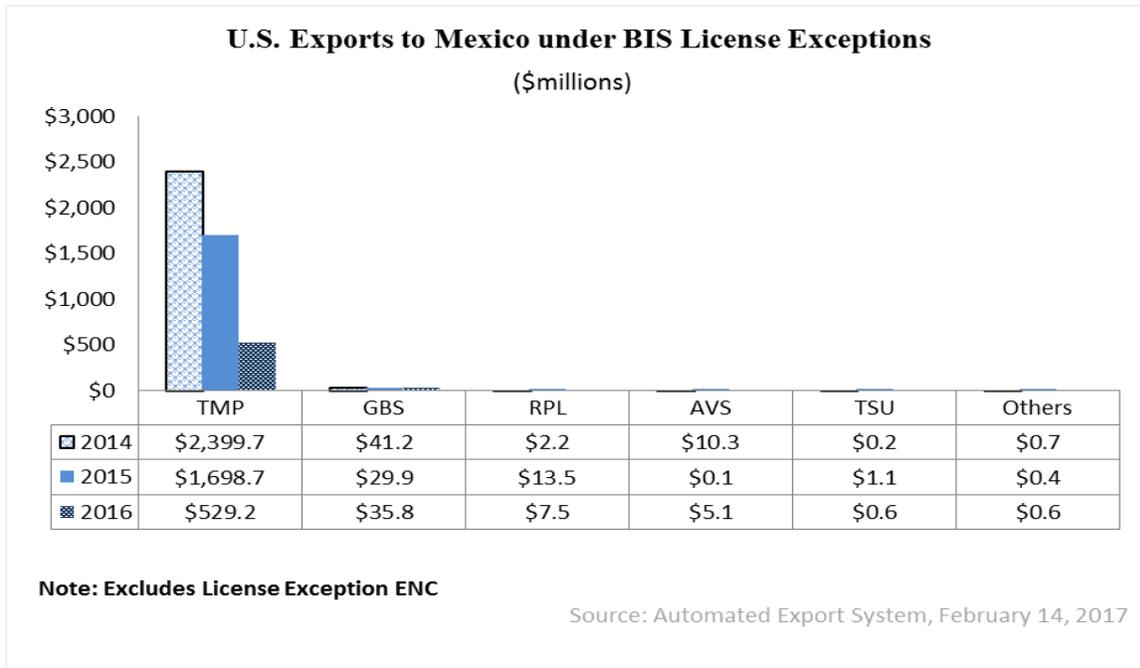
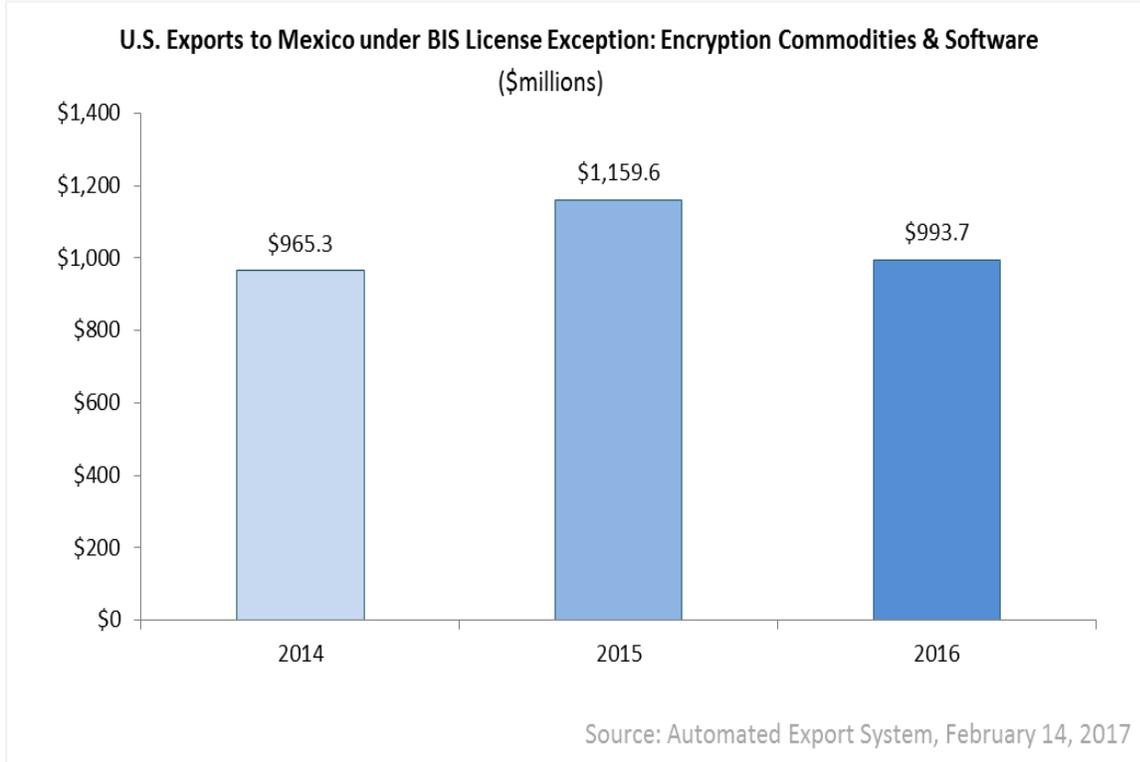




Office of Technology Evaluation Analysis of Exports to Mexico subject to US Government Filing Requirements

In 2016, U.S. exports to Mexico shipped under a BIS license exception totaled \$1.6 billion, a 45.8% (\$1.3 billion) decrease from 2015. Temporary exports under license exception TMP decreased from \$1.7 billion in 2015 to \$529.2 million in 2016.







Analysis of Exports to Mexico subject to US Government Filing Requirements

| Top Ten ECCNs by Value to Mexico (\$millions) | |
|---|--|
| LICENSED | #1 3A101 Electronic Equip./Devices Not Controlled By 3A0 |
| | #2 9A610 Military Aircraft and Related Commodities |
| | #3 5A002 Systems/Equip./Integrated Circuits for Info Sec |
| | #4 9A619 Military Gas Turbine Engines and Related Commodities |
| | #5 6A001 Acoustics |
| | #6 7A103 Instrumentation, Navigation Equip./Systems Not |
| | #7 3A981 Polygraphs/Fingerprint Analyzers/Cameras/Equip. |
| | #8 6A991 Marine Or Terrestrial Acoustic Equip., N.E.S., Capable of Detecting Or... |
| | #9 9B610 Test, Inspection, and Production Equip. and Related Commodities Specia... |
| | #10 3A611 Military Electronics |

| Top Ten ECCNs by Value to Mexico (\$millions) | |
|---|--|
| EXCEPTIONS | #1 5A002 Systems/Equip./Integrated Circuits for Info Sec |
| | #2 BLANK No ECCN Reported |
| | #3 0A614 Military Training Equip. |
| | #4 9B001 Equip., tooling Or Fixtures, "Specially Designed" for Manufacturing Ga... |
| | #5 9A610 Military Aircraft and Related Commodities |
| | #6 EAR99 Items subject to the EAR that are not elsewhere controlled |
| | #7 8A002 Systems Or Equip. for Submersible Vehicles |
| | #8 9A619 Military Gas Turbine Engines and Related Commodities |
| | #9 3A001 Electronic Devices/Components |
| | #10 8A001 Submersible Vehicles Or Surface Vessels |

| Top Ten ECCNs by Value to Mexico (\$millions) | |
|---|--|
| NLR with ECCN | #1 4A994 Items Not Controlled By 4A001/4A002/4A003 |
| | #2 9A991 Aircraft and Certain Gas Turbine Engines N.E.S. |
| | #3 5A992 Information Security Equip. |
| | #4 5A991 Transmission Items Not W/I Parameters In 5A001 |
| | #5 3A991 Electronic Devices and Components |
| | #6 9A990 Diesel Engines, N.E.S., and Tractors and "Specially Designed" "Parts" ... |
| | #7 1C350 Chemicals, Precursors for toxic Chemical Agents |
| | #8 1C992 Oil Well Perforators |
| | #9 7A994 Other "Software" as Follows (See List of Items Controlled). |
| | #10 3A001 Electronic Devices/Components |



| Top Ten ECCNs to Mexico by Shipment Count | |
|---|--|
| LICENSED | #1 9A610 Military Aircraft and Related Commodities |
| | #2 9A619 Military Gas Turbine Engines and Related Commodities |
| | #3 0A614 Shotguns, Buckshot, Shotgun Shells |
| | #4 3A611 Military Electronics |
| | #5 5A002 Systems/Equip./Integrated Circuits for Info Sec |
| | #6 9A604 Commodities Related to Launch Vehicles, Missiles, Rockets, torpedoes, ... |
| | #7 9B610 Test, Inspection, and Production Equip. and Related Commodities Specia... |
| | #8 3B001 Epitaxial Equip. for Semiconductors |
| | #9 1A985 Fingerprinting Powders, Dyes, and Inks |
| | #10 0A979 Police Helmets, Shields and Parts |

| Top Ten ECCNs to Mexico by Shipment Count | |
|---|--|
| EXCEPTIONS | #1 5A002 Systems/Equip./Integrated Circuits for Info Sec |
| | #2 BLANK No ECCN Reported |
| | #3 9A610 Military Aircraft and Related Commodities |
| | #4 9B001 Equip., tooling Or Fixtures, "Specially Designed" for Manufacturing Ga... |
| | #5 0A614 Shotguns, Buckshot, Shotgun Shells |
| | #6 9A619 Military Gas Turbine Engines and Related Commodities |
| | #7 3A001 Electronic Devices/Components |
| | #8 0A606 Ground Vehicles and Related Commodities |
| | #9 0E982 "Technology" Exclusively for the "Development" Or "Production" of Equi... |
| | #10 5D002 Software for Information Security |

| Top Ten ECCNs to Mexico by Shipment Count | |
|---|--|
| NLR with ECCN | #1 4A994 Items Not Controlled By 4A001/4A002/4A003 |
| | #2 9A991 Aircraft and Certain Gas Turbine Engines N.E.S. |
| | #3 5A992 Information Security Equip. |
| | #4 5A991 Transmission Items Not W/I Parameters In 5A001 |
| | #5 3A991 Electronic Devices and Components |
| | #6 9A990 Diesel Engines, N.E.S., and Tractors and "Specially Designed" "Parts" ... |
| | #7 7A994 Other "Software" as Follows (See List of Items Controlled). |
| | #8 3A999 Specific Processing Equip., N.E.S. |
| | #9 1A995 Protective and Detection Equip. |
| | #10 1C350 Chemicals, Precursors for toxic Chemical Agents |

Source: Commerce U.S. Exports Exporter Support System, April 25, 2017



BIS Licensing to Mexico

III. Licensing to Mexico subject to US Government Filing Requirements

In 2016, BIS reviewed 604 export/re-export applications (not including deemed export applications) valued at \$3.5 billion for Mexico, out of a total of 33,195 applications worldwide valued at \$235.4 billion.

- Approved applications for Mexico totaled 477 (79.0% of the total applications) for \$597 million, compared to the 28,214 (85.0%) approved applications for all destinations that totaled \$210.3 billion.

