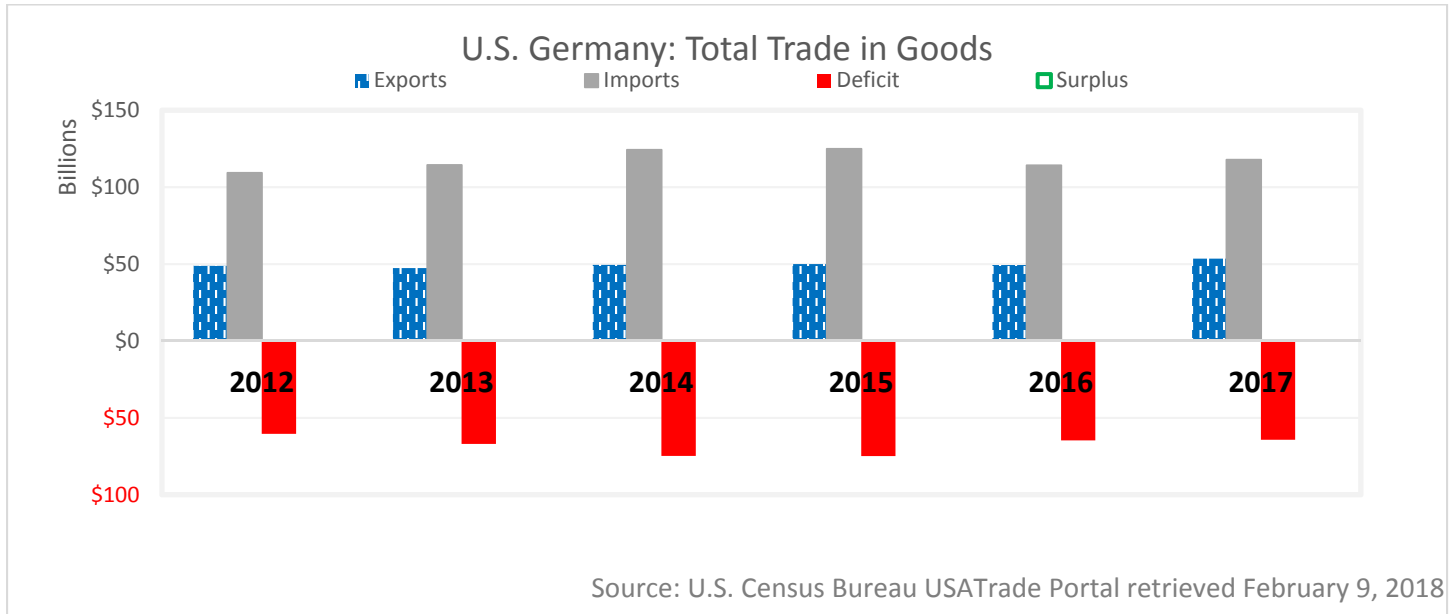




## I. Total U.S. Trade in goods with Germany

In 2017, U.S. exports to Germany totaled \$53.5 billion, an 8.4% (\$4.1 billion) increase from 2016; U.S. imports from Germany totaled \$117.7 billion, a 3.2% (\$3.6 billion) increase; and the trade deficit was \$64.2 billion, a 0.7% (\$483.9 million) decrease.



In 2017, 3.5% of total U.S. exports to the world were exported to Germany while 5.0% of total U.S. Imports from the world were imported from Germany. The level of U.S. exports to Germany for 2017 is slightly above the preceding five-year average level by value not adjusted for inflation. The level of U.S. Imports from Germany is close to the preceding five-year average level. The U.S. trade deficit with Germany is below the prior five-year average level.

	2012	2013	2014	2015	2016	2017	2012-2016 Average
EXPORTS	\$48,803.0	\$47,363.5	\$49,418.8	\$49,945.3	\$49,363.4	\$53,492.8	\$48,978.8
Δvalue	--	-\$1,439.5	\$2,055.4	\$526.4	-\$581.9	\$4,129.3	
Δpct	--	-2.9%	4.3%	1.1%	-1.2%	8.4%	
IMPORTS	\$109,225.8	\$114,341.9	\$124,182.0	\$124,818.7	\$114,099.4	\$117,744.8	\$117,333.5
Δvalue	--	\$5,116.1	\$9,840.1	\$636.7	-\$10,719.3	\$3,645.4	
Δpct	--	4.7%	8.6%	0.5%	-8.6%	3.2%	
BALANCE	(\$60,422.8)	(\$66,978.4)	(\$74,763.1)	(\$74,873.4)	(\$64,735.9)	(\$64,252.0)	(\$68,354.7)
Δvalue	--	(\$6,555.6)	(\$7,784.7)	(\$110.3)	\$10,137.5	\$483.9	
Δpct	--	10.8%	11.6%	0.1%	-13.5%	-0.7%	

Values in Millions of U.S. Dollars. Source: U.S. Census Bureau USATrade Portal February 9, 2018



In 2017, of the \$53.5 billion in U.S. exports to Germany, the top commodity sectors by value were Transportation Equipment (26.9% of the total U.S. – Germany trade), Machinery and Mechanical Appliances (22.3%), and Chemicals, Plastics, & Leather products (17.7%). The top exported commodity sector Transportation Equipment to Germany valued at \$14.4 billion, representing 5.4% of total U.S. exports to the world for the sector.

In 2017, of the \$117.7 billion in U.S. imports from Germany, the top commodity sectors were Machinery and Mechanical Appliances (27.7% of the U.S. – Germany trade), Transportation Equipment (25.9%) and Chemicals, Plastics, & Leather products (20.1%). The top imported commodity sector Machinery and Mechanical Appliances value at \$32.6 billion, representing 4.7% of total imports from the world for the sector.

Imports from Germany by Sector	Germany Commodity Trade 2017	US exports to Germany by Sector
<b>\$117,744,752,792</b>	<b>Total Value All Commodities</b>	<b>\$53,492,757,794</b>
1.9%	Agriculture (Chapters 01-24)	3.3%
0.2%	Minerals (Chapters 25-27)	1.8%
20.1%	Chemicals, Plastics, Leather (Chapters 28-43)	17.7%
1.2%	Wood Products (Chapters 44-49)	1.2%
0.7%	Textiles and Footwear (Chapters 50-67)	0.6%
2.0%	Stone, Glass, & Semiprecious Metals (Chapters 68-71)	6.0%
4.9%	Base metals (Chapters 72-83)	3.0%
27.7%	Machinery (Chapters 84-85)	22.3%
25.9%	Transportation (Chapters 86-89)	26.9%
8.3%	Optical, Measuring, Medical or Other Instruments (Chapters 90-92)	12.0%
0.2%	Arms & Ammunition (Chapter 93)	0.1%
1.0%	Miscellaneous Manufactured Items (Chapters 94 -96)	0.6%
0.9%	Art & Antiques (Chapter 97)	1.4%
5.1%	Special Items (Chapters 98-99** Imports only 99)	3.1%

Source: U.S. Census Bureau USA Trade Portal retrieved February 10, 2018

Some of commodity sectors constituted only small percentages in the U.S. – Germany trade. However, these commodity sectors constituted relatively larger percentages in the U.S. – World trade.

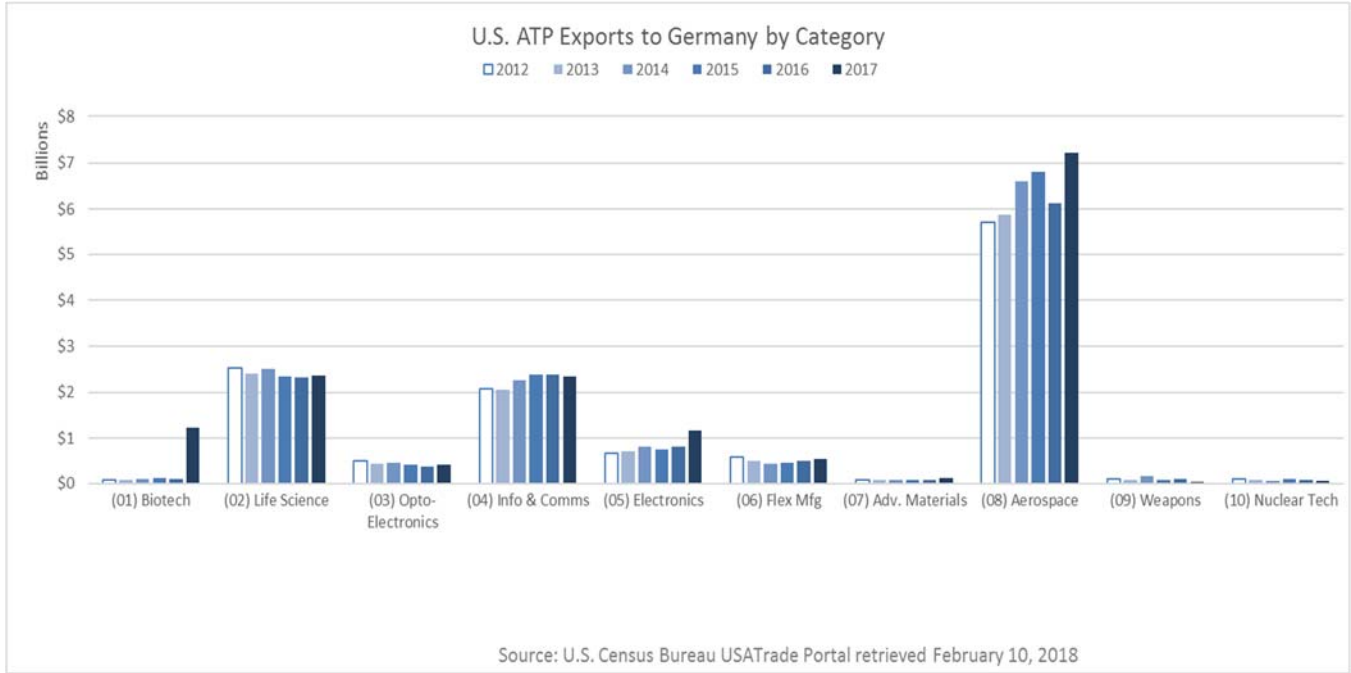
In 2017, U.S. exported \$6.4 billion worth of Optical, Measuring, Medical or Other Instruments to Germany, representing 7.5% of the total U.S. exports to the world; U.S. imported \$9.7 million worth of same commodities from Germany, representing 10.7% of the total U.S. imports from the world for the sector.

In 2017, U.S. exported \$77.2 million worth of Arms and Ammunition to Germany, representing 1.4% of the total U.S. export to the world; U.S. imported \$218.3 million worth of same commodities from Germany, representing 7.3% of all US imports from the world for the sector.

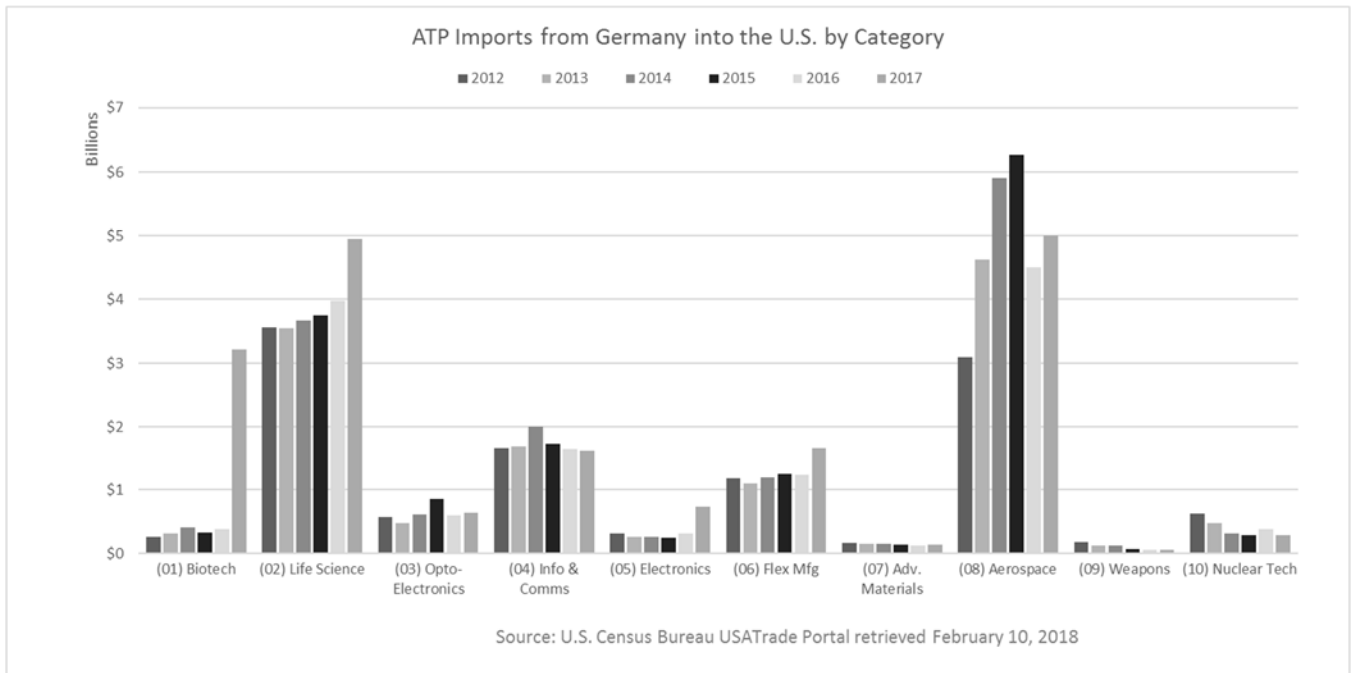
In 2017, U.S. exported \$724.9 million worth of Art & Antiques to Germany, representing 6.2% of total US exports to the world; U.S. imported \$1.1 billion worth of Art & Antiques from Germany, representing 10.8% of the total imports from the world for the sector.



In 2017, 3.9% of total U.S. ATP<sup>1</sup> exports were exported to Germany.



In 2017, 4.4% of total U.S. ATP imports were imported from Germany.



<sup>1</sup> Advanced Technology Products: About 500 of some 22,000-export commodity classification codes contain products from a recognized high technology category (e.g. Biotechnology).



## II. Exports to Germany subject to U.S. Government Filing Requirements

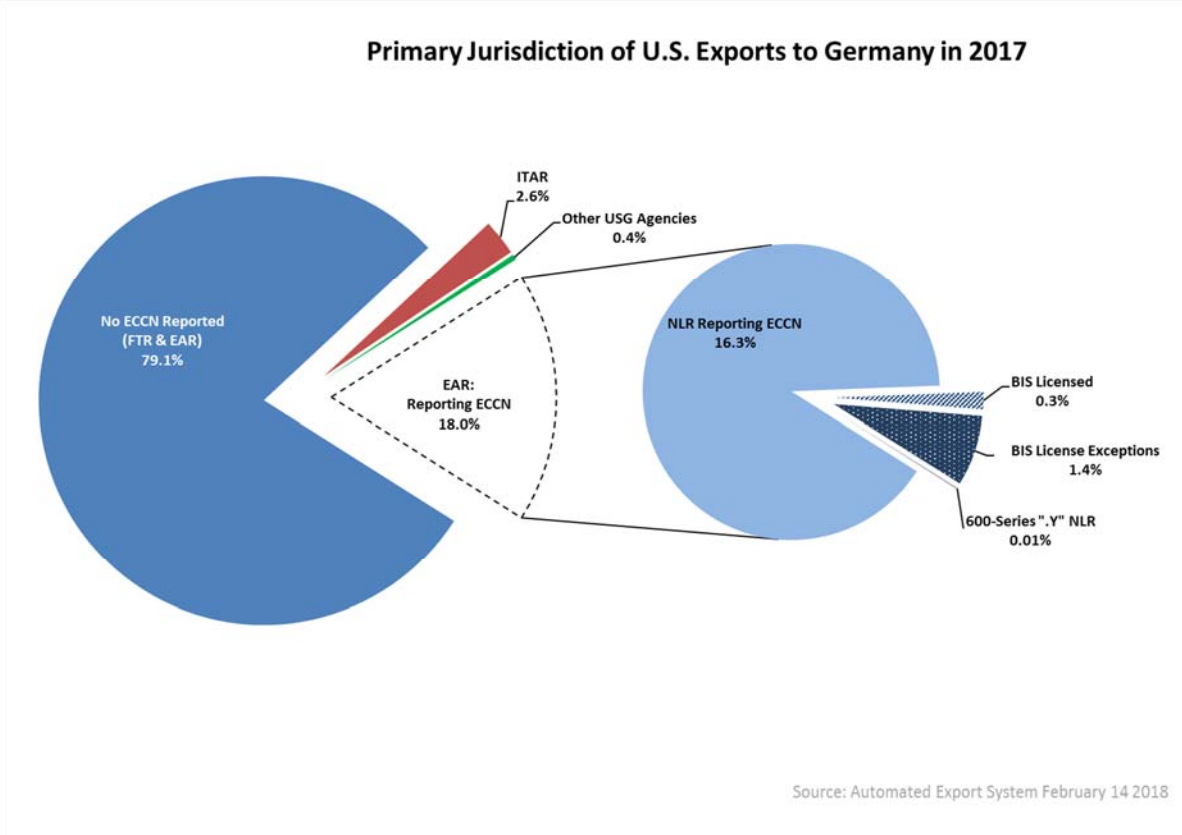
In 2017, of the \$53.5 billion in U.S. exports to Germany:

- 1.7% were subject to a BIS license requirement;
  - 0.3% were exported under a BIS license
  - 1.4% were exported under a BIS license exception
- 16.3% were exported under No License Required with an ECCN.

Germany			
	2015	2016	2017
Department of State	\$2,461.8	\$1,269.1	\$1,377.1
Other USG Agencies	\$251.3	\$246.1	\$210.9
Department of Commerce	\$47,232.2	\$47,848.2	\$51,904.8
BIS Licensed	\$155.3	\$177.1	\$180.7
BIS License Exceptions	\$829.5	\$740.5	\$736.3
NLR reporting an ECCN	\$7,490.7	\$7,940.0	\$8,695.0
NLR not reporting an ECCN	\$38,752.9	\$38,984.5	\$42,286.9
600-Series ".Y" Paragraph NLR	\$3.8	\$6.1	\$6.1

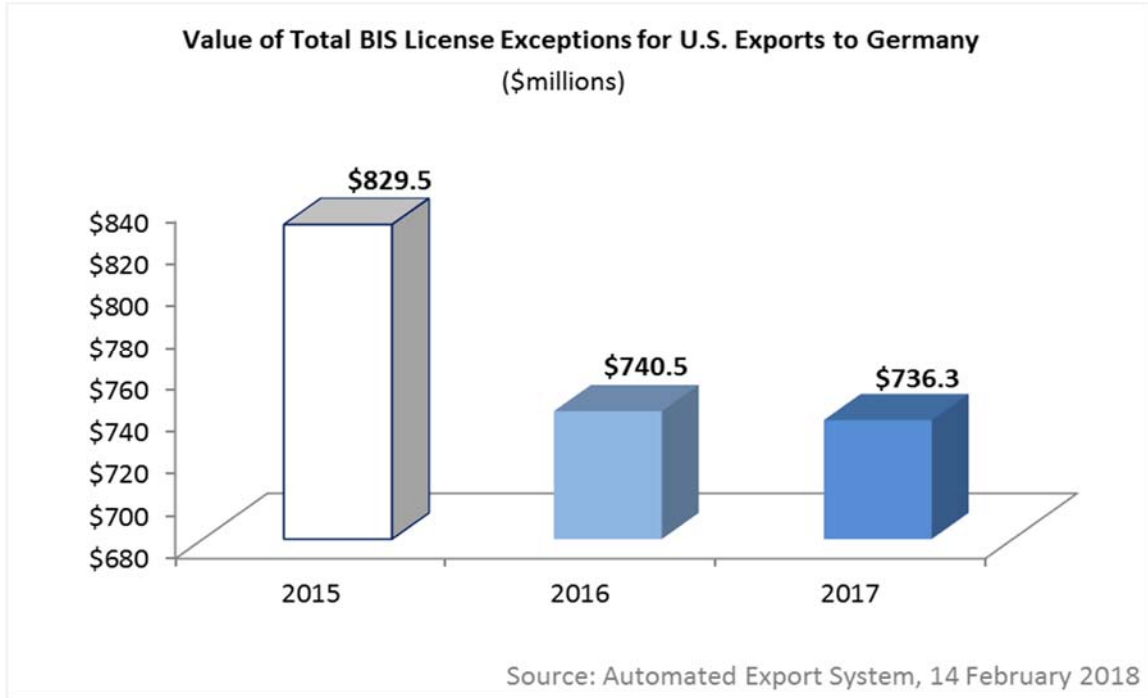
Values in Millions of U.S. Dollars. Source: Automated Export System Friday, February 09, 2018

Reasons for Control	Chemical and Biological Weapons			Nuclear Nonproliferation		National Security		Missile Tech	Regional Stability		Firearms Convention	Crime Control			Anti-Terrorism	
	CB:1	CB:2	CB:3	NP:1	NP:2	NS:1	NS:2	MT:1	RS:1	RS:2	FC:1	CC:1	CC:2	CC:3	AT:1	AT:2
Germany	X					X		X	X							

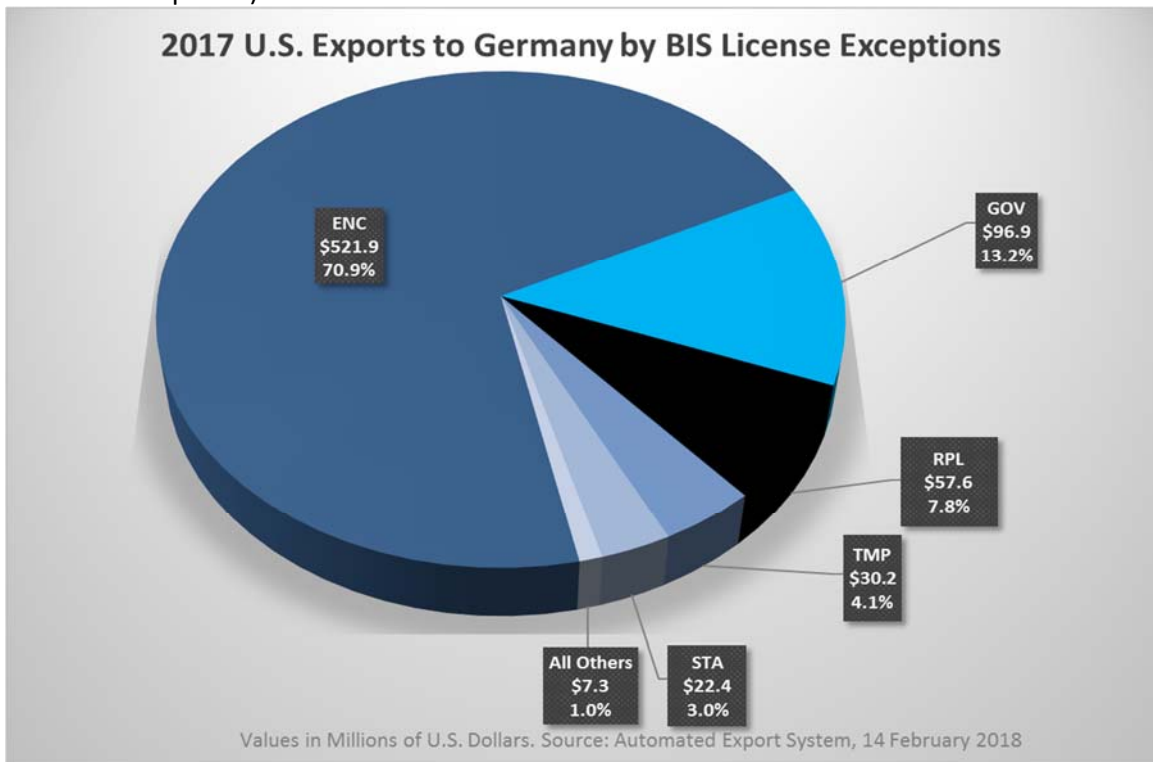




In 2017, U.S. exports to Germany shipped under a BIS license exception totaled \$736.3 million, a 0.6% (\$4.2 million) decrease from 2016.

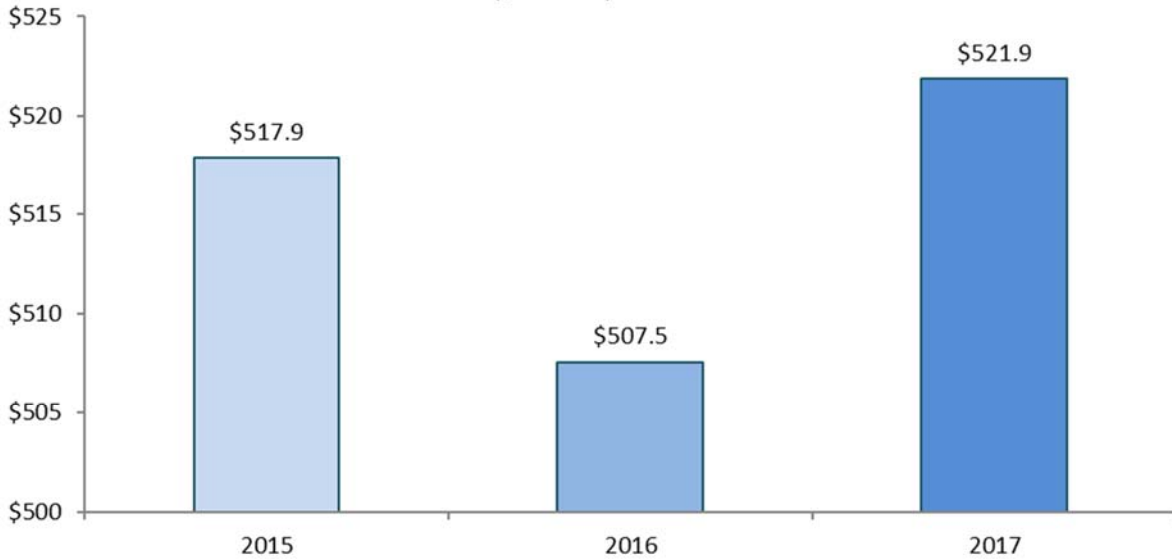


In 2017, the top license exception Encryption commodities, Software and Technology (ENC) totaled \$521.9 million (70.9% of all license exceptions).



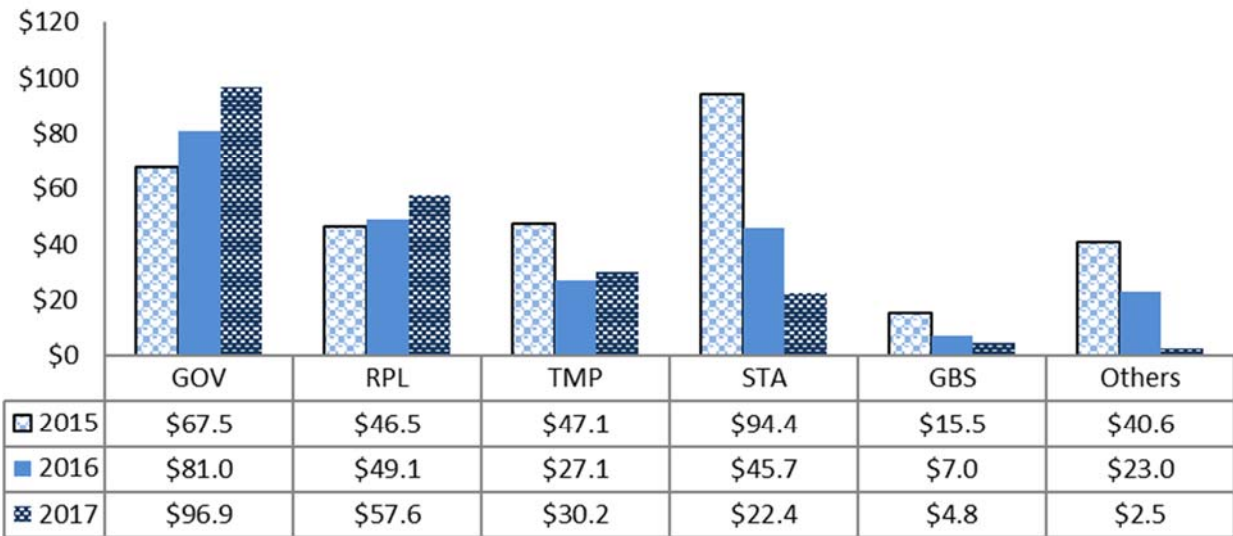


**U.S. Exports to Germany under BIS License Exception: Encryption Commodities & Software**  
(\$millions)



Values in Millions of U.S. Dollars. Source: Automated Export System, 14 February 2018

**U.S. Exports to Germany under BIS License Exceptions**  
(\$millions)



**NOTE: ENC: The BIS License Exception for Encryption is excluded from this chart**

Values in Millions of U.S. Dollars. Source: Automated Export System, 14 February 2018



Top Ten ECCNs by Value to Germany		
<b>LICENSED</b>	#1	9A610 Military Aircraft and Related Commodities
	#2	7A103 Instrumentation, Navigation Equip./Systems Not
	#3	9A604 Commodities Related to Launch Vehicles, Missiles, Rockets, torpedoes, ...
	#4	7A002 Gyros and Specially Designed Components
	#5	9A515 Spacecraft and Related Commodities
	#6	9A619 Military Gas Turbine Engines and Related Commodities
	#7	3A611 Military Electronics
	#8	9A001 Aero Gas Turbine Engines
	#9	0A606 Ground Vehicles and Related Commodities
	#10	0A985 Discharge Type Arms

Source: Automated Export System, March 15, 2018

Top Ten ECCNs by Value to Germany		
<b>EXCEPTIONS</b>	#1	5A002 Systems/Equip./Integrated Circuits for Info Sec
	#2	9A610 Military Aircraft and Related Commodities
	#3	9A991 Aircraft and Certain Gas Turbine Engines N.E.S.
	#4	9A004 Spacecraft
	#5	9A515 Spacecraft and Related Commodities
	#6	3A611 Military Electronics
	#7	9A619 Military Gas Turbine Engines and Related Commodities
	#8	(blank) No ECCN Reported for TMP*
	#9	0A606 Ground Vehicles and Related Commodities
	#10	EAR99 Items subject to the EAR that are not elsewhere controlled

\*note: No ECCN is required for license exception TMP as per EAR 758.1(g)(2)

Source: Automated Export System, March 15, 2018

Top Ten ECCNs by Value to Germany		
<b>NLR with ECCN</b>	#1	9A991 Aircraft and Certain Gas Turbine Engines N.E.S.
	#2	5A992 Information Security Equip.
	#3	5A991 Transmission Items Not W/I Parameters In 5A001
	#4	7A994 Other "Software" as Follows (See List of Items Controlled).
	#5	3B991 Other Mfg/Test Equip. Not Controlled By 3B
	#6	3A999 Specific Processing Equip., N.E.S.
	#7	4A994 Items Not Controlled By 4A001/4A002/4A003
	#8	1C210 Fibrous/Filamentary Materials Not Controlled By 1C
	#9	3B992 Equip. for the Inspection/Testing of Components
	#10	3A992 General Purpose Electronic Equip.

Source: Automated Export System, March 15, 2018



Top Ten ECCNs to Germany by Shipment Count		
<b>LICENSED</b>	#1	9A610 Military Aircraft and Related Commodities
	#2	7A103 Instrumentation, Navigation Equip./Systems Not
	#3	7A002 Gyros and Specially Designed Components
	#4	0A606 Ground Vehicles and Related Commodities
	#5	9A604 Commodities Related to Launch Vehicles, Missiles, Rockets, torpedoes, ...
	#6	9A619 Military Gas Turbine Engines and Related Commodities
	#7	3A611 Military Electronics
	#8	3A001 Electronic Devices/Components
	#9	0A982 Handcuffs, Leg Irons and Shackles
	#10	1C001 Materials used as Electromagnetic Wave Absorbers/P

Source: Automated Export System, March 15, 2018

Top Ten ECCNs to Germany by Shipment Count		
<b>EXCEPTIONS</b>	#1	5A002 Systems/Equip./Integrated Circuits for Info Sec
	#2	9A610 Military Aircraft and Related Commodities
	#3	3A611 Military Electronics
	#4	EAR99 Items subject to the EAR that are not elsewhere controlled
	#5	9A991 Aircraft and Certain Gas Turbine Engines N.E.S.
	#6	5D002 Software for Information Security
	#7	7A103 Instrumentation, Navigation Equip./Systems Not
	#8	(blank) No ECCN Reported for TMP*
	#9	7A994 Other "Software" as Follows (See List of Items Controlled).
	#10	9A619 Military Gas Turbine Engines and Related Commodities
	*Note:	No ECCN is required for license exception TMP as per EAR 758.1(g)(2)

Source: Automated Export System, March 15, 2018

Top Ten ECCNs to Germany by Shipment Count		
<b>NLR with ECCN</b>	#1	9A991 Aircraft and Certain Gas Turbine Engines N.E.S.
	#2	5A992 Information Security Equip.
	#3	7A994 Other "Software" as Follows (See List of Items Controlled).
	#4	5A991 Transmission Items Not W/I Parameters In 5A001
	#5	3A992 General Purpose Electronic Equip.
	#6	3B991 Other Mfg/Test Equip. Not Controlled By 3B
	#7	4A994 Items Not Controlled By 4A001/4A002/4A003
	#8	3A999 Specific Processing Equip., N.E.S.
	#9	2B999 Specific Processing Equip., N.E.S.
	#10	3A991 Electronic Devices and Components

Source: Automated Export System, March 15, 2018





### III. BIS Licensing to Germany

In 2017, BIS reviewed 1,340 export/re-export applications (not including deemed export applications) valued at \$39.5 billion for Germany, out of 34,926 total applications worldwide valued at \$570.8 billion for tangible items, software and technology.

- Approved applications for Germany totaled 1,143 (85.3% of the total applications) for \$23.3 billion, compared to 29,655 (84.9%) approved applications for all destinations valued at \$318.1 billion.
- Approved Deemed Export applications for Germany totaled 6, compared to 1,406 worldwide.

