

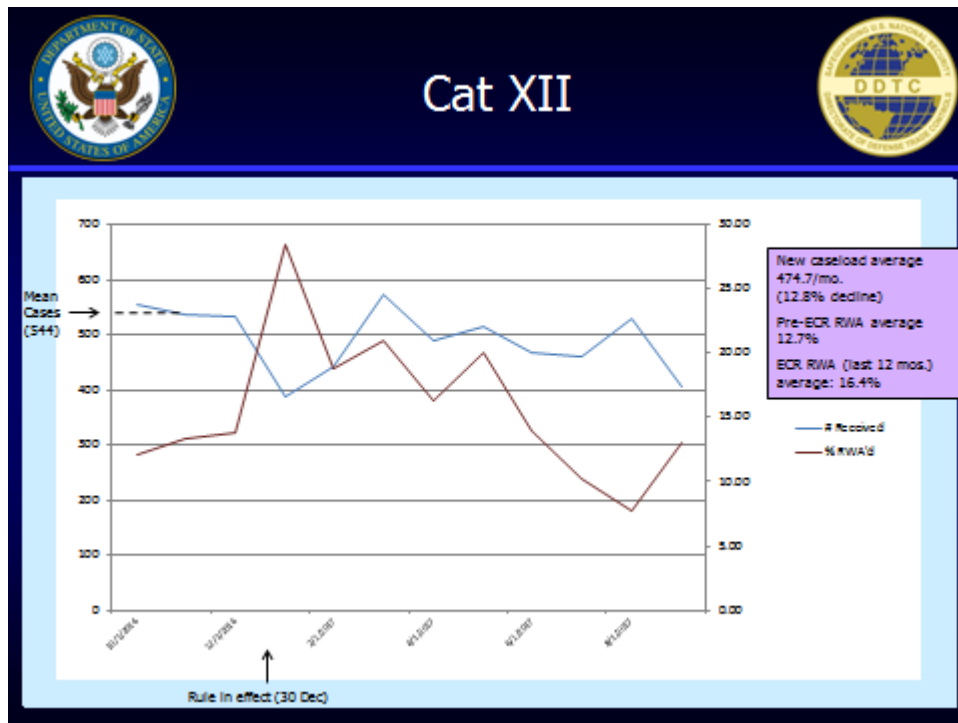
License Applications and U.S. Exports

The Seventh USML to CCL Regulatory Change

Fire Control and Sensors

October 15, 2013 to September 30, 2017

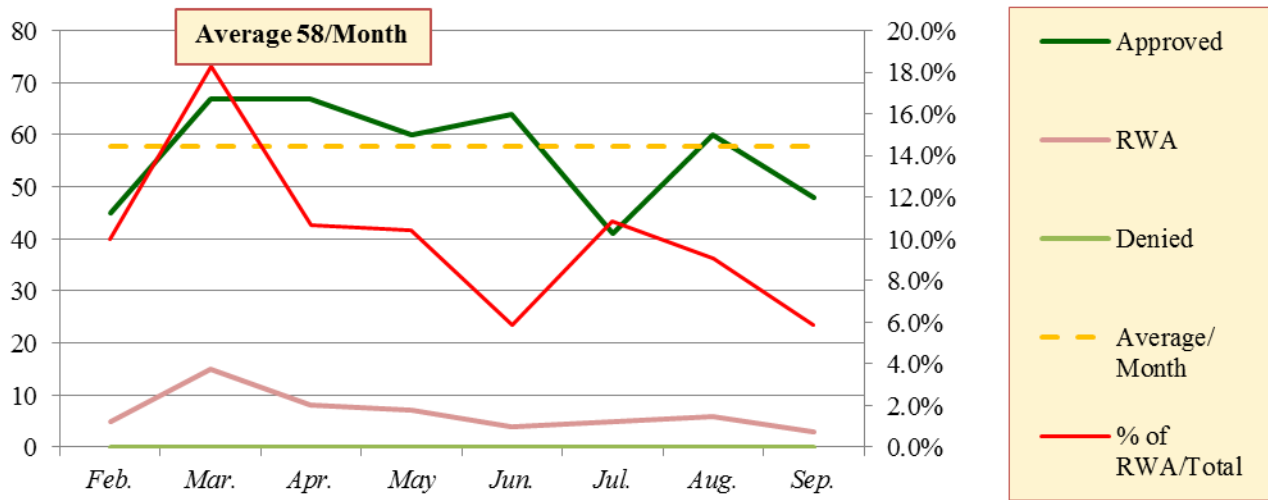
The license applications for items in category XII – Fire Control, Laser, Imaging, and Guidance Equipment of the United States Munitions List (USML) have decreased 12.8% from an average of 544 to 475 per month through September 30, 2017. The average monthly drop of 69 license applications is the result of certain items transitioning to the Commerce Control List (CCL).



Source: The Directorate of Defense Trade Controls of the U.S. Department of State, October 2017

Since the seventh USML to CCL regulatory change became effective on December 31, 2016, the average number of BIS license applications for the four 600-Series items created by this rule is 58 per month through September 30, 2017. The approval rate is 88.3%.

BIS License Applications for the Seventh USML to CCL Regulatory Change
 December 31, 2016 to September 30, 2017

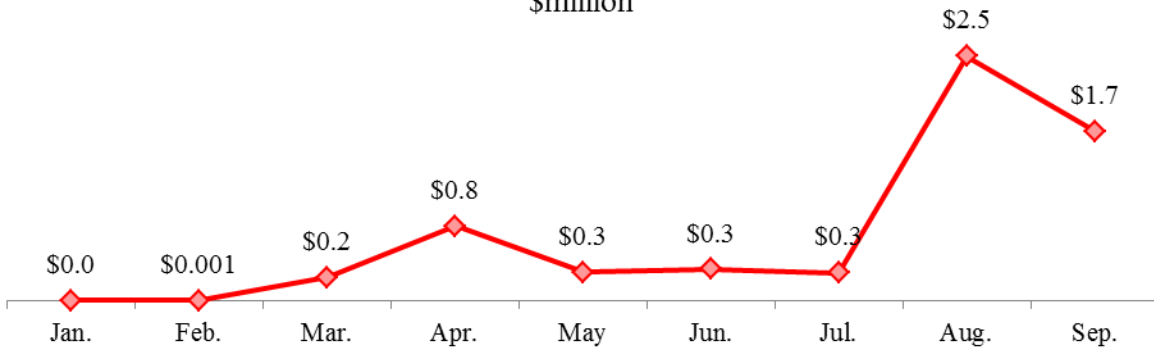


Source: Commerce U.S. Exports Exporter Support System, October 2017

From the effective date of December 31, 2016 to September 30, 2017, U.S. exports of items in the seventh USML to CCL regulatory change – Fire Control/sensors and night vision items (7x611) under BIS jurisdiction totaled 76 shipments for \$6.2 million.

U.S. Exports under the Seventh USML to CCL Regulatory Change
under BIS Jurisdiction

December 31, 2016 to September 30, 2017
 \$million



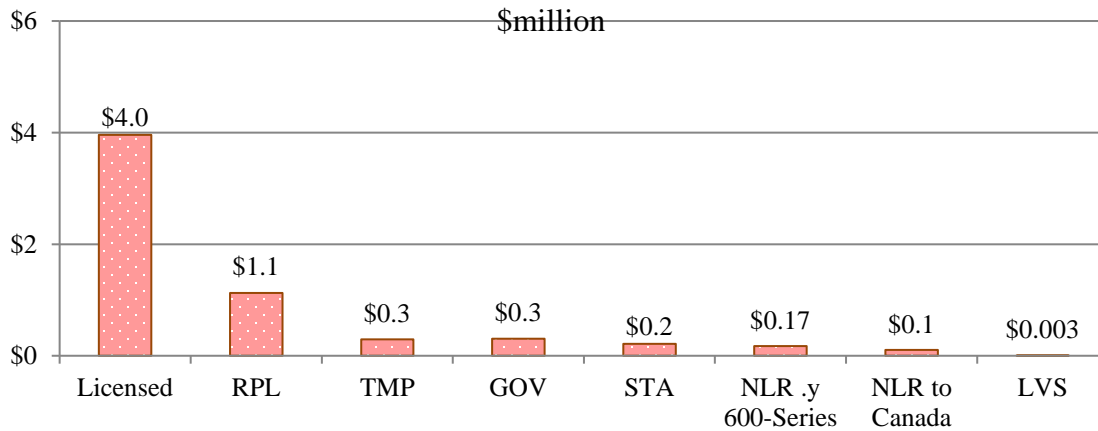
Source: Automated Export System, October 2017

**The Seventh USML to CCL Regulatory Change - Fire Control
 Top 10 Destinations of U.S. Exports under BIS Jurisdiction by Value
 December 31, 2016 to September 30, 2017**

Country	Shipment Count	% of Total Shipment Count	Value	% of Total Value
Denmark	3	3.9%	\$2.3	37.4%
United Kingdom	11	14.5%	\$1.4	22.9%
United Arab Emirates	2	2.6%	\$0.6	10.3%
Japan	2	2.6%	\$0.4	6.4%
Italy	6	7.9%	\$0.3	4.6%
Australia	9	11.8%	\$0.2	3.8%
Germany	3	3.9%	\$0.2	3.6%
Singapore	6	7.9%	\$0.2	3.1%
Saudi Arabia	1	1.3%	\$0.1	1.0%
India	2	2.6%	\$0.1	0.9%
Top 10 Total/ Grand Total	45	59.2%	\$5.8	94.0%
Grand Total	76		\$6.2	

Source: Automated Export System, October 2017

**U.S. Exports under the Seventh USML to CCL Regulatory Change
 Fire Control/Sensors/Night Vision
 by BIS License Type
 December 31, 2016 to June 30, 2017**



Source: Automated Export System, October 2017