

BIS License Utilization
for Licenses Issued January 1, 2013 – October 14, 2013¹

I. General Information

- BIS issued 16,377 export licenses in 2013 prior to the October 15, 2013 ECR licensing changes.
 - 2,146 licenses were issued for technology and software items.²
 - 14,231 licenses were issued for all other items.
- Exporters utilized 8,553 (60.1%) of the 14,231 approved licenses for non-software/technology items during 2013-2015.

Utilization Breakdown
Excluding Technology/Software Licenses

Year	# Utilized	% of Total Licenses	# Utilized for the First Time	% of Total Licenses Utilized
2013	7,870	55.3%	7,870	55.3%
2014	1,727	12.1%	617	4.3%
2015	595	4.2%	66	0.5%

Annual Percentage of Licenses Utilized for Licenses Issued 2006 – October 14, 2013
Excluding Technology/Software Licenses

Issued 2006	Issued 2007	Issued 2008	Issued 2009	Issued 2010	Issued 2011	Issued 2012	Issued 2013 (through Oct. 14)
47.8%	53.2%	49.9%	53.3%	57.2%	56.7%	58.4%	60.1%

¹ This analysis only considers licenses issued prior to October 15, 2013; licensing policy changes under Export Control Reform made most licenses issued after this date valid for four years. The total utilization rate of these “post-ECR” licenses cannot yet be established as many remain valid for use at this time.

² Nearly all exports of software and technology items are intangible and/or low value. These transactions are usually not required to be reported in AES; therefore the utilization rate of the associated licenses cannot be established using available export data. Licenses for software and technology ECCNs (product groups “D” and “E”) are excluded from the remainder of this analysis.

II. Utilized Licenses Issued in 2013 (prior to October 15, 2013 ECR Changes)

- The two most frequently shipped ECCNs were 2B350 (1,506 or 17.4%) and 0A987 (1,502 or 17.4%).
- The most frequent end-use countries in 2012 were China (13.1%), Russia (11.5%), and Canada (6.9%).

Top 10 Countries by Utilized Licenses for Items by Volume

Destination Country	# Licenses Utilized	Most Frequent ECCN
CHINA	1,133	3A233
RUSSIA	998	0A987
CANADA	594	0A987
MEXICO	483	2B350
BRAZIL	406	2B350
TAIWAN	384	2B350
INDIA	295	2B350
THAILAND	259	0A984
SINGAPORE	257	2B350
SAUDI ARABIA	247	2B350

III. Unutilized Licenses Issued in 2013 (prior to October 15, 2013 ECR Changes)

- The three most frequent ECCNs on unused licenses obtained in 2013 prior to ECR changes were 2B350 (742), 5A002 (567), and 0A987 (540).
- The most frequent end-use countries listed on unused licenses obtained in 2013 were Mexico, China, and Russia.

Top 10 Countries of Unutilized Licenses for Items by Volume

Destination Country	# Licenses Unutilized	Most Frequent ECCN
MEXICO	589	2B350
CHINA	519	2B350
RUSSIA	420	0A987
CUBA	311	EAR99
CANADA	236	0A987
BRAZIL	218	2B350
TAIWAN	200	3C003
SYRIA	145	EAR99
ISRAEL	141	5A002
COLOMBIA	134	2B350