UAE – U.S.
HISTORICAL TRADE RELATIONSHIPS

LOUISIANA REPORT

2019 UPDATE
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Louisiana Exports to the UAE

A 19th Largest Exporting State

B $1.1B Four-Year Total Exports

C Chemical Manufacturing Top Exporting Sector

D Mining Sector with Largest Increase in Exports Since 2018

E $142.2M Trade Deficit in 2019

F 3rd Largest Port in Bilateral Trade in 2019

G 2,017 Jobs Supported by Exports
Louisiana ranked 19th among U.S. states and territories with $1.1B in goods exported to the UAE between 2016 and 2019

Exhibit I.1 | U.S. State Rankings of Exports to the UAE ($ in Billions)

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
Total value of 2019 goods exported and % of total U.S. exports is the lowest in last four years

Exhibit I.2 | Louisiana Export Values and Percent of Total by Year

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>All U.S. States</td>
<td>$22,027.0</td>
<td>$19,690.8</td>
<td>$19,177.3</td>
<td>$19,684.7</td>
<td>$80,579.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>Louisiana</td>
<td>2.2%</td>
<td>1.1%</td>
<td>1.2%</td>
<td>1.1%</td>
<td>$474.8</td>
<td>$1,143.7</td>
</tr>
<tr>
<td>1</td>
<td>Washington</td>
<td>18.9%</td>
<td>20.8%</td>
<td>10.8%</td>
<td>3.6%</td>
<td>$4,157.6</td>
<td>$11,060.2</td>
</tr>
<tr>
<td>5</td>
<td>Florida</td>
<td>6.8%</td>
<td>6.3%</td>
<td>5.0%</td>
<td>5.1%</td>
<td>$1,487.5</td>
<td>$4,693.3</td>
</tr>
<tr>
<td>10</td>
<td>Illinois</td>
<td>2.8%</td>
<td>2.6%</td>
<td>2.6%</td>
<td>2.0%</td>
<td>$622.5</td>
<td>$2,022.6</td>
</tr>
<tr>
<td>20</td>
<td>Kentucky</td>
<td>0.8%</td>
<td>0.9%</td>
<td>1.3%</td>
<td>2.5%</td>
<td>$168.2</td>
<td>$1,069.9</td>
</tr>
<tr>
<td>30</td>
<td>Mississippi</td>
<td>0.3%</td>
<td>0.3%</td>
<td>0.7%</td>
<td>0.3%</td>
<td>$59.3</td>
<td>$298.2</td>
</tr>
</tbody>
</table>

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
In 2019 *Chemical Manufacturing* and *Mining* were the largest exporting sectors.

Exhibit I.3 | Louisiana’s Exporting Sectors in 2019

Top 8 Sectors Accounted for approximately $200.2M or 94% of Total Exports from Louisiana to the UAE

Top 4 Sectors Accounted for approximately $177.6M or 83% of Total Exports from Louisiana to the UAE

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
From 2018 to 2019 *Mining* sector had the largest increase in exports. *Chemical Manufacturing* sector had the largest decrease.

### Exhibit I.4 | Louisiana’s Exporting Sector Movements From 2018 to 2019

- **Starting: 2018**
  - Mining
  - Chemical manufacturing
  - Crop and animal production
  - Petroleum and coal products manufacturing
  - Machinery manufacturing
  - Food, beverage, and tobacco product manufacturing
  - Electrical equipment and appliance manufacturing
  - Fabricated metal product manufacturing
  - Other

- **Ending: 2019**
  - Other
  - Fabricated metal product manufacturing
  - Electrical equipment and appliance manufacturing
  - Food, beverage, and tobacco product manufacturing
  - Machinery manufacturing
  - Petroleum and coal products manufacturing
  - Crop and animal production
  - Chemical manufacturing
  - Mining

**$235.6M** to **$212.9M**

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
Louisiana had a $142.2M trade deficit with the UAE in 2019

Exhibit I.5 | Louisiana’s Trade Surplus with the UAE by Sector

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
Louisiana – 2019 UAE Bilateral Port Activity

Louisiana ports ranked 3rd (12%) in combined total import and export activity among U.S. states and territories with ports of entry in 2019.

Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)
Louisiana 2019 Employment
Driven by Export to the UAE

Positive U.S. Employment Driven by Exports to the UAE in 2019

Jobs Created

167,433
Jobs Created

2,017 Jobs out of 167,433 Total Jobs Created in the U.S. by the UAE

<table>
<thead>
<tr>
<th>Employment Driven by Louisiana’s Exports of Manufactured Goods to the UAE*</th>
<th>Computer and electronic product manufacturing</th>
<th>Chemical manufacturing</th>
<th>Fabricated metal product manufacturing</th>
<th>Machinery manufacturing</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,017</td>
<td>43</td>
<td>658</td>
<td>76</td>
<td>161</td>
</tr>
<tr>
<td>Electrical equipment and appliance manufacturing</td>
<td>Food, beverage, and tobacco product manufacturing</td>
<td>Motor vehicle, body, trailer, and parts manufacturing</td>
<td>Mining</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>224</td>
<td>4</td>
<td>551</td>
<td></td>
</tr>
</tbody>
</table>

* The sectors shown are the top ten U.S. manufacturing sectors exporting to the UAE in 2019.

Source: US Census Bureau USA Trade Online & US DoC BEA Regional Input-Output Multipliers State Data
**Foreign Direct Investment**

UAE to U.S.: 26.7B FDI in 2018

U.S. to UAE: 17.3B FDI in 2018

- **A** $26.7B
  - 2018 UAE total FDI in U.S.

- **B** Transportation and Warehousing Sector
  - Benefited from UAE’s investments in Louisiana since 2004
UAE made $26.7B total investment in U.S. in 2018. Investments over the past four years remained level.

Exhibit IV.1 | Total UAE Investments by Year

Source: US Department of Commerce, Bureau of Economic Analysis
Since 2004 UAE expanded existing investments and made greenfield investments in Louisiana in various sectors.

Exhibit IV.2 | Certain UAE Investors in U.S. by Sector Since 2004

<table>
<thead>
<tr>
<th>Year</th>
<th>Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>Transportation &amp; Warehousing</td>
</tr>
<tr>
<td></td>
<td>GAC North America Logistics</td>
</tr>
<tr>
<td>2013</td>
<td>Transportation</td>
</tr>
<tr>
<td></td>
<td>GAC Group</td>
</tr>
</tbody>
</table>

Source: © fDi Markets, Financial Times Ltd 2019 based on public information
APPENDICES
### Appendix A

**Louisiana’s Top Exporting Commodities to the UAE in 2019**

*This exhibit only displays commodities with annual export amounts exceeding $1M*

<table>
<thead>
<tr>
<th>Sector</th>
<th>Top Commodity</th>
<th>Export Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chemical manufacturing</td>
<td>3251 Basic Chemicals</td>
<td>49.3M</td>
</tr>
<tr>
<td></td>
<td>3252 Resin, Syn Rubber, Artf &amp; Syn Fibers/fil</td>
<td>22.0M</td>
</tr>
<tr>
<td></td>
<td>3256 Soaps, Cleaning Compounds &amp; Toilet Preparations</td>
<td>9.2M</td>
</tr>
<tr>
<td></td>
<td>3259 Other Chemical Products &amp; Preparations</td>
<td>1.3M</td>
</tr>
<tr>
<td>Mining</td>
<td>2111 Oil &amp; Gas</td>
<td>52.2M</td>
</tr>
<tr>
<td></td>
<td>2121 Coal &amp; Petroleum Gases</td>
<td>2.8M</td>
</tr>
<tr>
<td>Food, beverage, and tobacco product manufacturing</td>
<td>3112 Grain &amp; Oilseed Milling Products</td>
<td>12.0M</td>
</tr>
<tr>
<td></td>
<td>3119 Foods, Nesoi</td>
<td>6.7M</td>
</tr>
<tr>
<td></td>
<td>3116 Meat Products &amp; Meat Packaging Products</td>
<td>1.9M</td>
</tr>
<tr>
<td>Machinery manufacturing</td>
<td>3331 Ag &amp; Construction &amp; Machinery</td>
<td>9.8M</td>
</tr>
<tr>
<td></td>
<td>3339 Other General Purpose Machinery</td>
<td>8.2M</td>
</tr>
<tr>
<td>Fabricated metal product manufacturing</td>
<td>3329 Other Fabricated Metal Products</td>
<td>7.1M</td>
</tr>
<tr>
<td>Crop and animal production</td>
<td>1111 Oilseeds &amp; Grains</td>
<td>6.9M</td>
</tr>
<tr>
<td>Computer and electronic product manufacturing</td>
<td>3345 Navigational/measuring/medical/contro Instrument</td>
<td>3.5M</td>
</tr>
<tr>
<td>Electrical equipment and appliance manufacturing</td>
<td>3352 Household Appliances And Misc Machines, Nesoi</td>
<td>3.2M</td>
</tr>
<tr>
<td>Paper manufacturing</td>
<td>3221 Pulp, Paper &amp; Paperboard Mill Products</td>
<td>3.5M</td>
</tr>
<tr>
<td>Petroleum and coal products manufacturing</td>
<td>3241 Petroleum &amp; Coal Products</td>
<td>3.6M</td>
</tr>
</tbody>
</table>

Note: Due to space constraints, some data bars are fitted to the page and not to scale.
Appendix B

Employment Driven by Top 10 UAE-Exporting Sectors in Louisiana in 2019

- Chemical manufacturing: Total: 658
  - Direct & Indirect Employment: 402
  - Induced Employment: Total: 256
- Mining: Total: 551
  - Direct & Indirect Employment: 381
  - Induced Employment: Total: 170
- Food, beverage, and tobacco product manufacturing: Total: 224
  - Direct & Indirect Employment: 164
  - Induced Employment: Total: 60
- Machinery manufacturing: Total: 161
  - Direct & Indirect Employment: 103
  - Induced Employment: Total: 58
- Crop and animal production: Total: 129
  - Direct & Indirect Employment: 106
  - Induced Employment: Total: 23
- Fabricated metal product manufacturing: Total: 76
  - Direct & Indirect Employment: 51
  - Induced Employment: Total: 25
- Computer and electronic product manufacturing: Total: 43
  - Direct & Indirect Employment: 27
  - Induced Employment: Total: 16
- Electrical equipment and appliance manufacturing: Total: 32
  - Direct & Indirect Employment: 27
  - Induced Employment: Total: 5
- Primary metal manufacturing: Total: 15
  - Direct & Indirect Employment: 4
  - Induced Employment: Total: 11
- Motor vehicle, body, trailer, and parts manufacturing: Total: 04
  - Direct & Indirect Employment: 1
  - Induced Employment: Total: 3
- Others: Total: 124
  - Direct & Indirect Employment: 83
  - Induced Employment: Total: 41

Source: US Census Bureau USA Trade Online & US DoC BEA Regional Input-Output Multipliers State Data