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UAE – U.S. HISTORICAL TRADE RELATIONSHIPS

MICHIGAN REPORT

2020 UPDATE

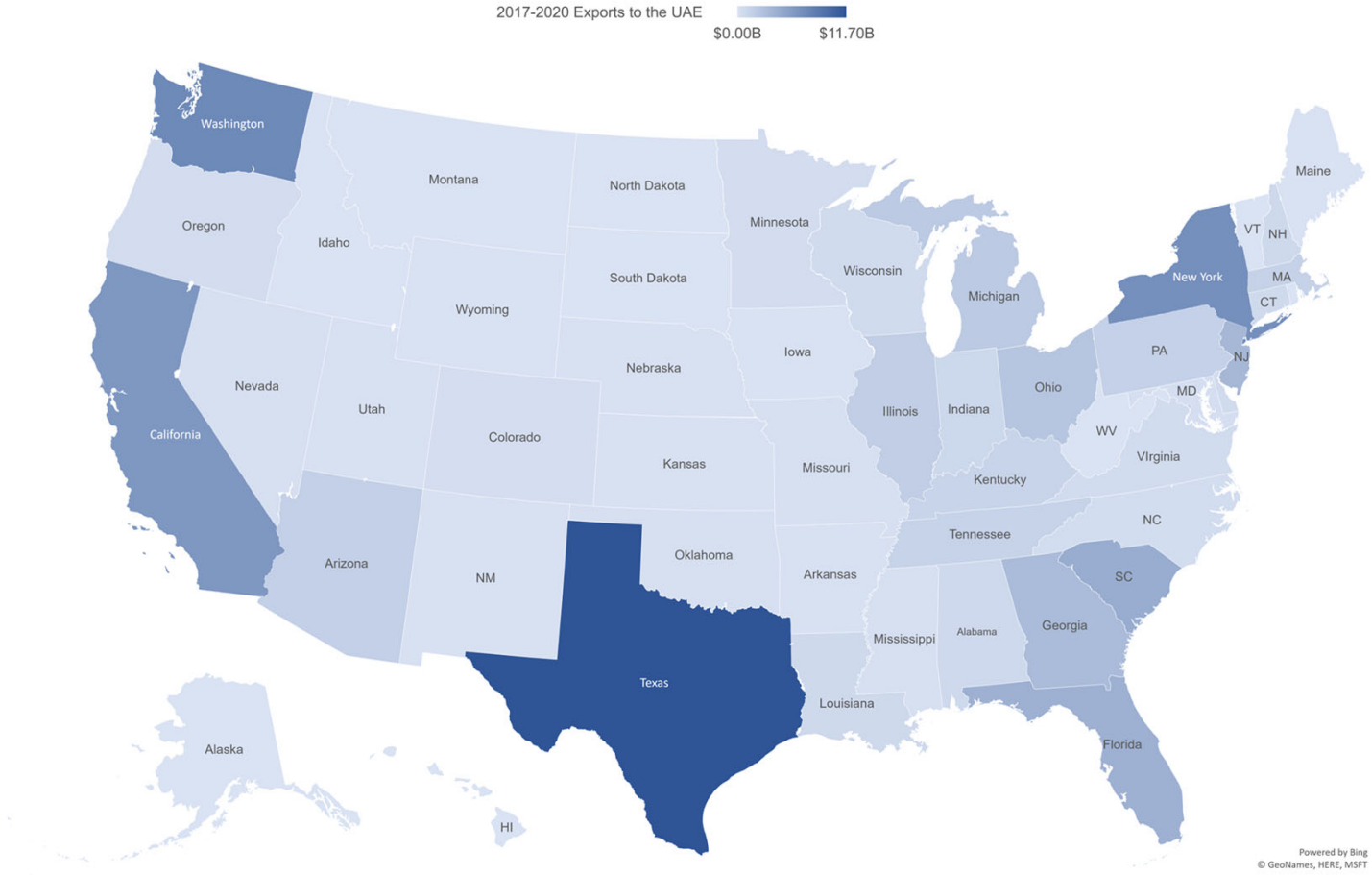
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Michigan Exports to the UAE



U.S. State Exports to the UAE for the Years 2017-2020



A 10th
Largest Exporting State

B \$2.0B
Four-Year Total Exports

C Motor Vehicle, Body, Trailer and Parts
Top Exporting Sector

D Motor Vehicle, Body, Trailer and Parts
Sector with Largest Increase in Exports Since 2019

E \$470.3M
Trade Surplus in 2020

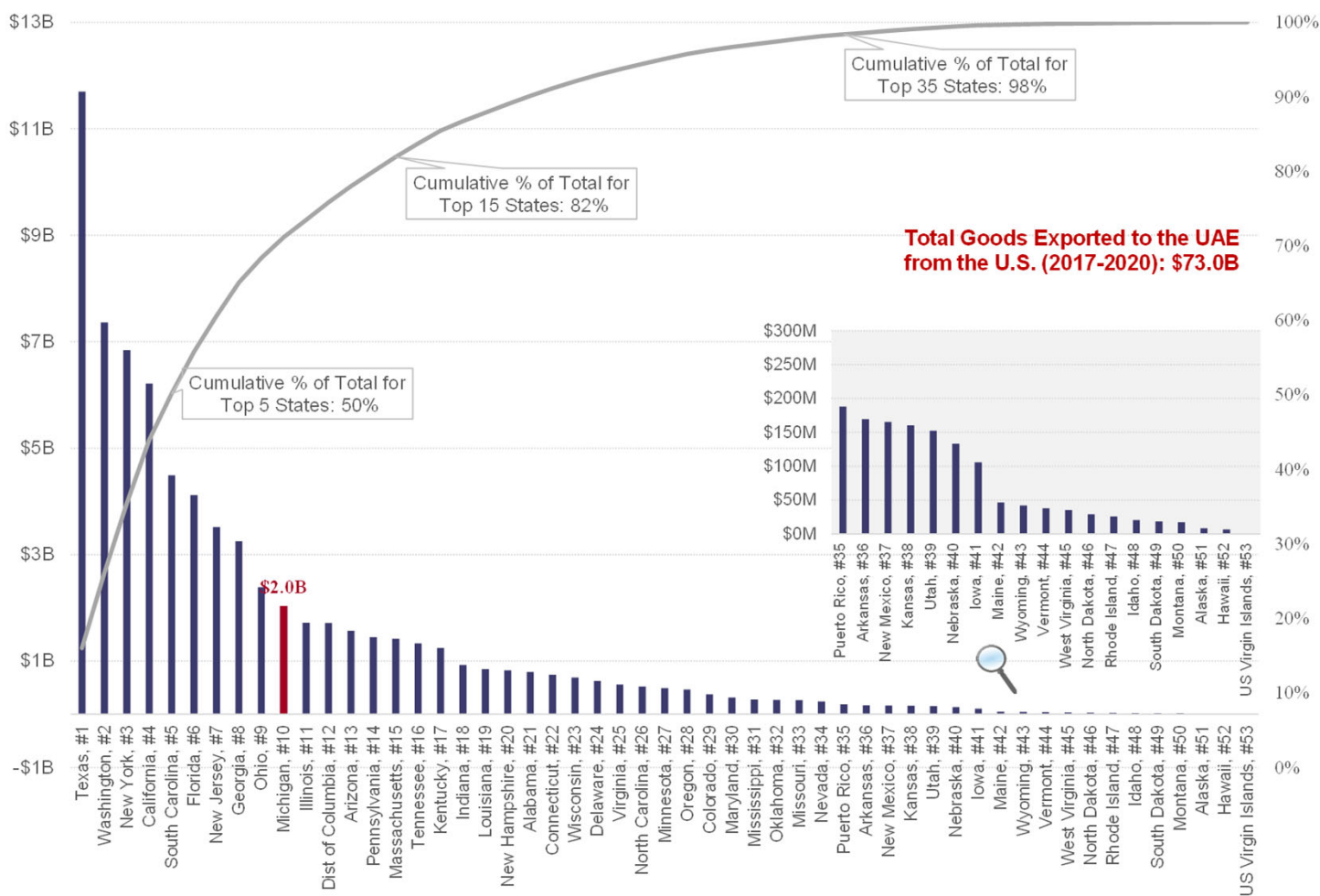
F 4,564
Jobs Supported by Exports in 2020

Michigan Exports to the UAE



Michigan ranked 10th among U.S. states and territories with \$2.0B in goods exported to the UAE between 2017 and 2020

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



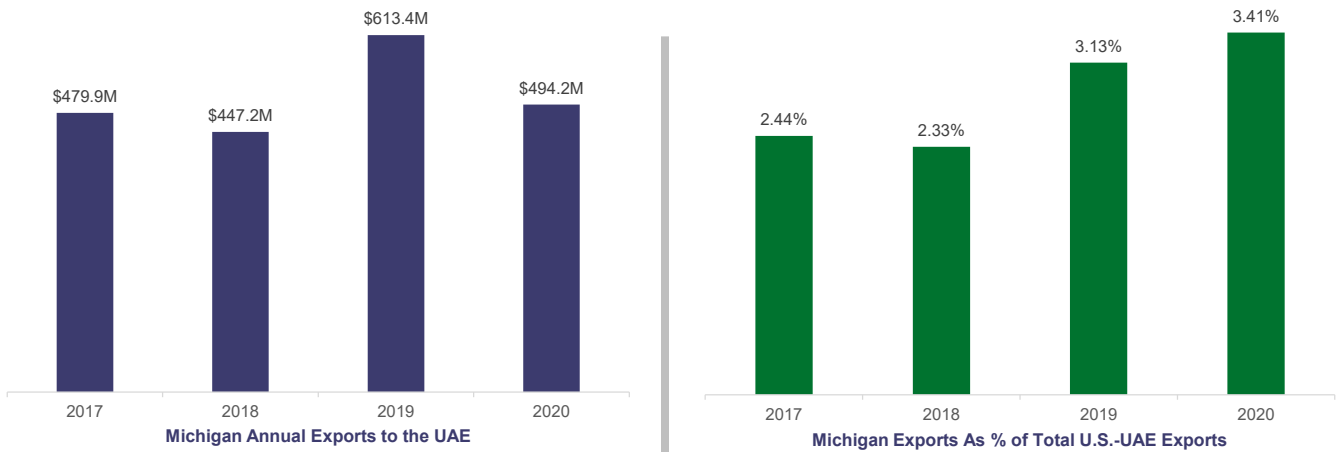
Michigan Exports to the UAE



B

Overall U.S. exports were affected by the global pandemic in 2020. The total value of 2020 goods exported by the state, as well as its percentage of total U.S. exports, decreased compared to 2019.

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



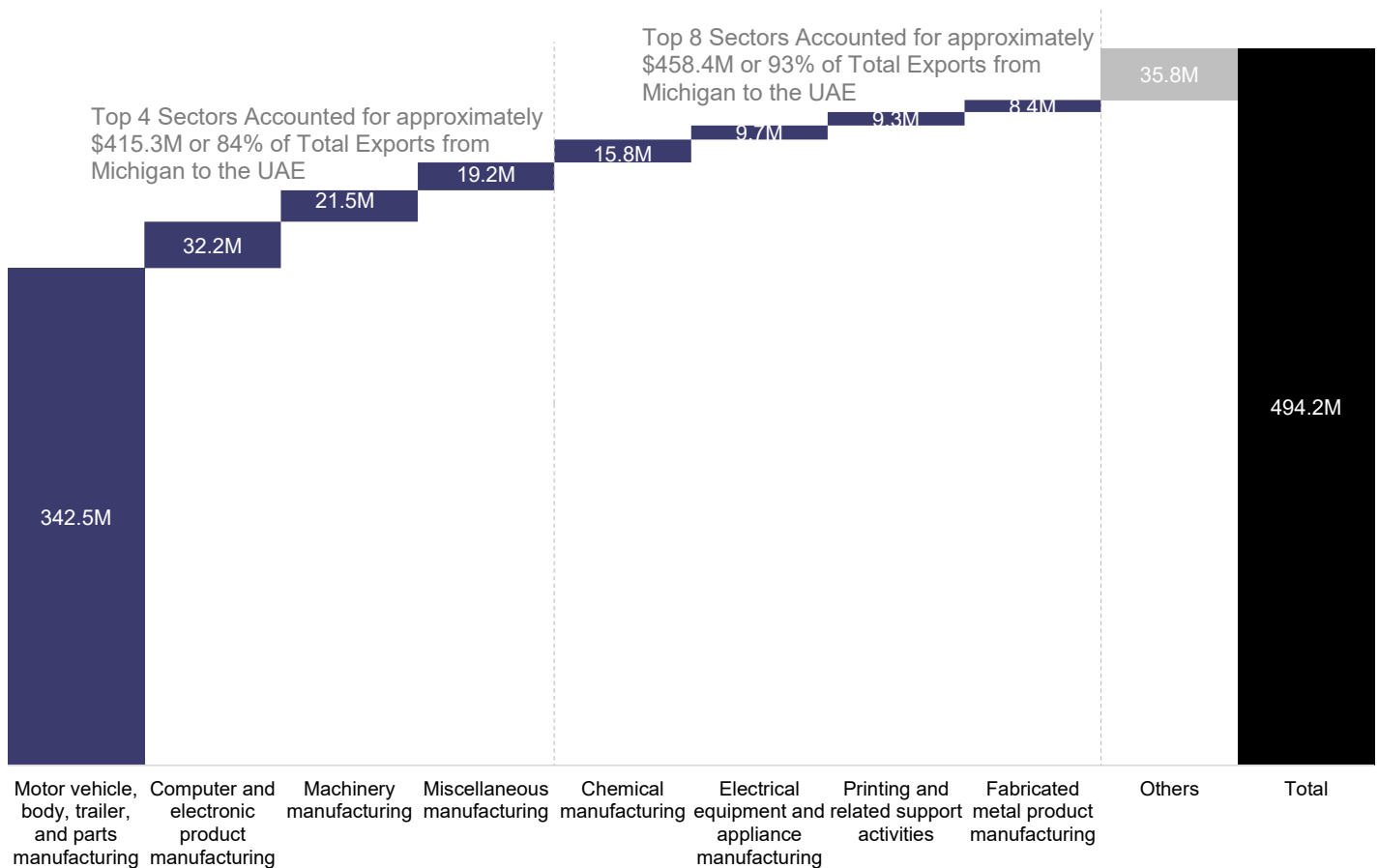
\$ in millions							
Rank	State	2017	2018	2019	2020	Trend Line	2017-2020
	All U.S. States	\$19,690.6	\$19,163.1	\$19,621.2	\$14,491.7		\$72,966.7
10	Michigan	2.4% \$479.9	2.3% \$447.2	3.1% \$613.4	3.4% \$494.2		2.8% \$2,034.8
1	Texas	11.0% \$2,172.7	16.3% \$3,125.5	17.9% \$3,508.3	19.9% \$2,889.9		16.0% \$11,696.3
5	South Carolina	2.0% \$395.2	6.2% \$1,182.3	12.1% \$2,373.1	3.7% \$537.5		6.2% \$4,488.1
11	Illinois	2.6% \$503.5	2.6% \$494.3	2.1% \$402.3	2.2% \$318.4		2.4% \$1,718.5
20	New Hampshire	0.8% \$165.2	0.7% \$134.3	0.9% \$178.6	2.4% \$348.2		1.1% \$826.4
30	Maryland	0.6% \$114.8	0.4% \$75.1	0.3% \$61.1	0.4% \$63.0		0.4% \$314.1

Michigan Exports to the UAE



In 2020 *Motor Vehicle, Body, Trailer and Parts Manufacturing* and *Computer and Electronic Product Manufacturing* were the largest exporting sectors

Exhibit I.3 | Michigan's Exporting Sectors in 2020



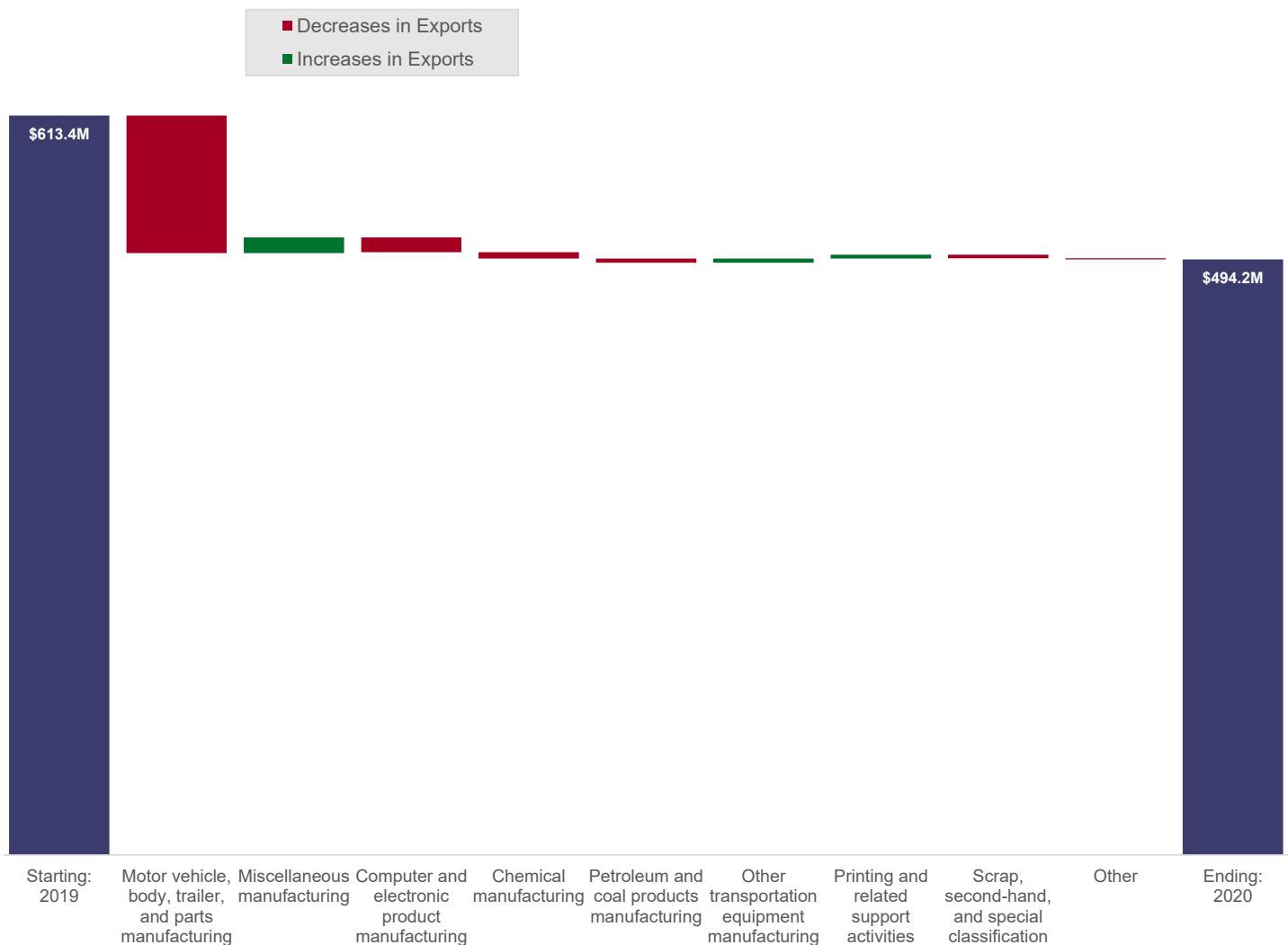
Michigan Exports to the UAE

I

D

From 2019 to 2020 *Miscellaneous Manufacturing* sector had the largest increase in exports. *Motor Vehicle, Body, Trailer, and Parts Manufacturing* sector had the largest decrease

Exhibit I.4 | Michigan's Exporting Sector Movements From 2019 to 2020

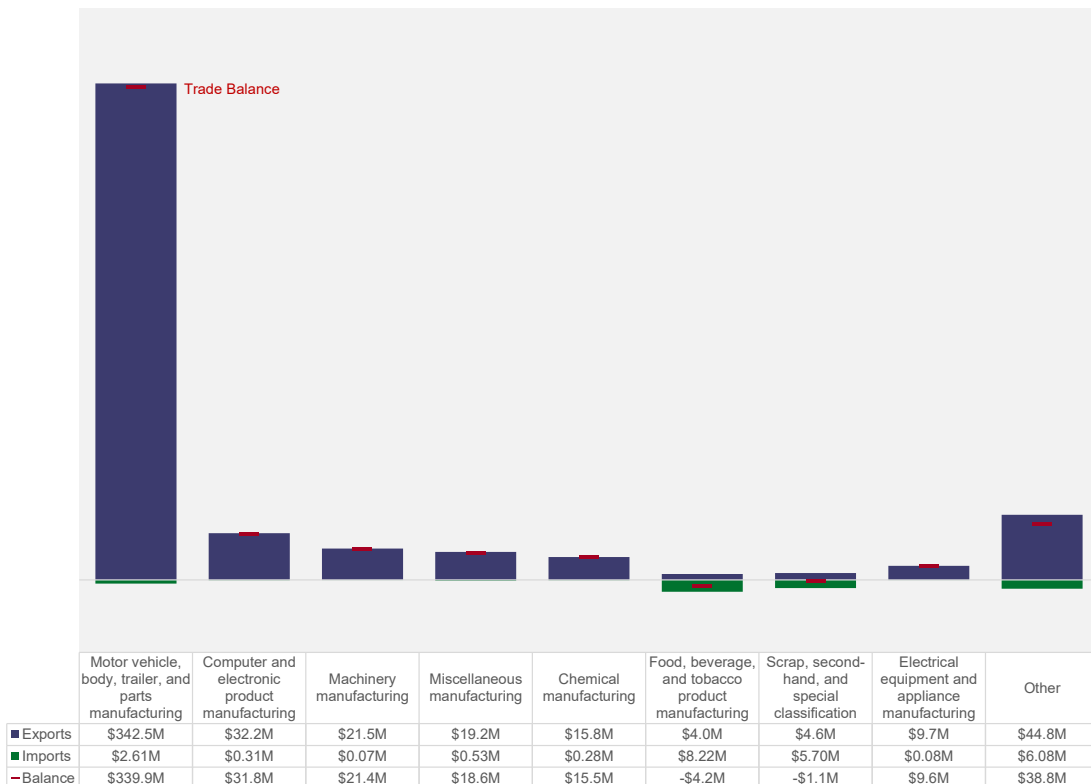
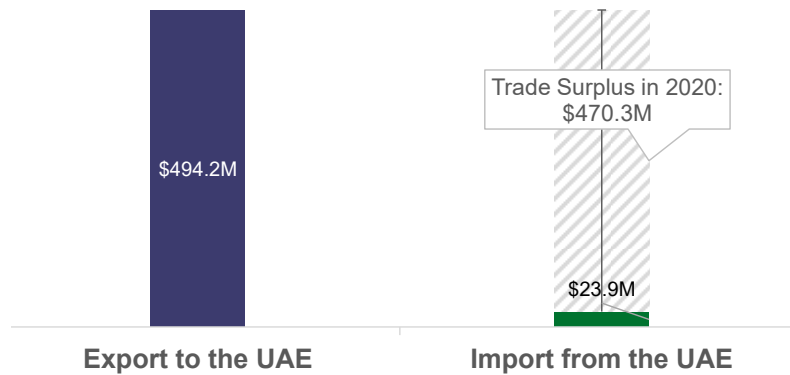


Michigan Exports to the UAE



E Michigan had a \$470.3M trade surplus with the UAE in 2020

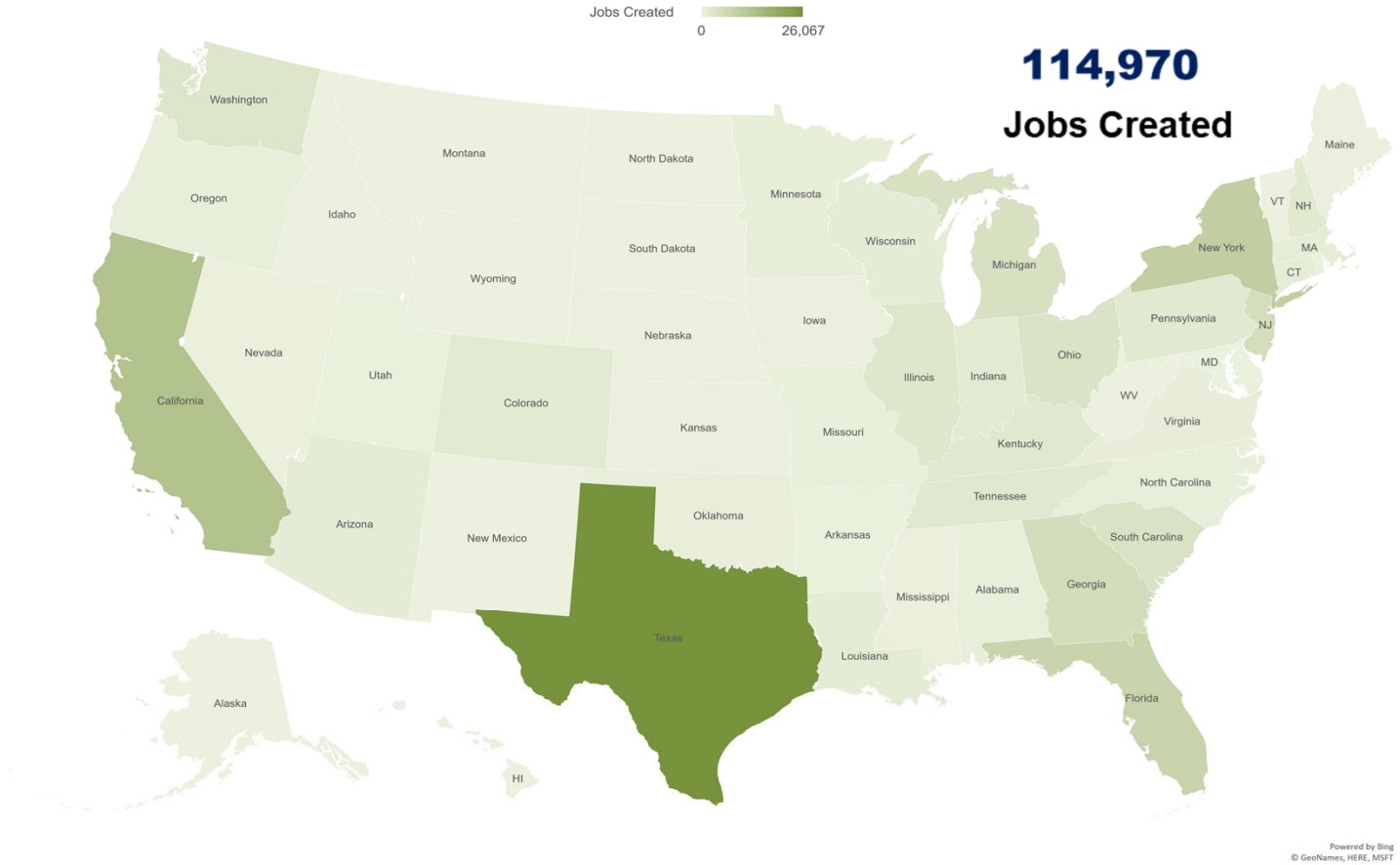
Exhibit I.5 | Michigan's Trade Surplus with the UAE by Sector



Michigan 2020 Employment Driven by Export to the UAE



Positive U.S. Employment Driven by Exports to the UAE in 2020



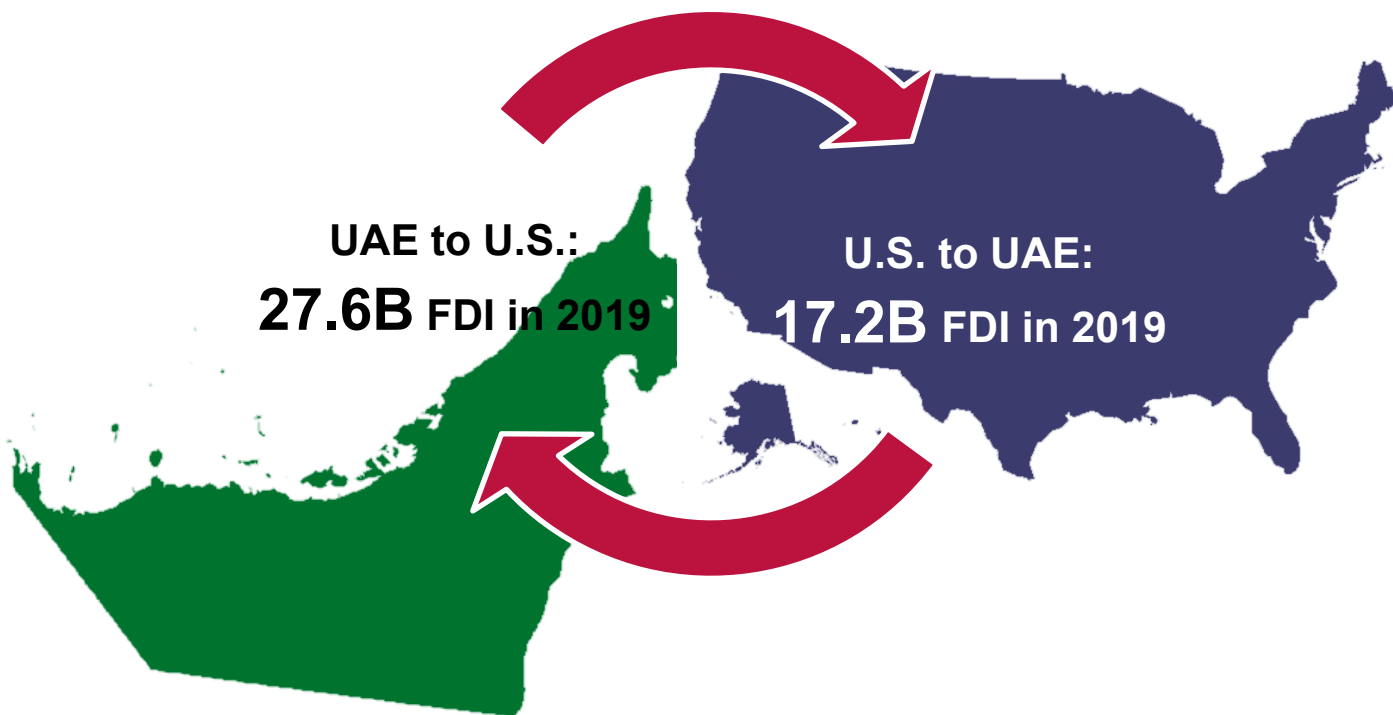
F **4,564** Jobs out of 114,970 Total Jobs Created in the U.S. by the UAE

Employment Driven by Michigan's Exports of Manufactured Goods to the UAE*	4,564	Other transportation equipment manufacturing	Computer and electronic product manufacturing	Chemical manufacturing	Fabricated metal product manufacturing	Machinery manufacturing
		52	333	103	90	212
		Electrical equipment and appliance manufacturing	Food, beverage, and tobacco product manufacturing	Miscellaneous manufacturing	Motor vehicle, body, trailer, and parts manufacturing	
		78	46	176	3,152	

* The sectors shown are the top ten U.S. manufacturing sectors exporting to the UAE in 2020.

** Some sectors may show 0 due to rounding.

Foreign Direct Investment



A **\$27.6B**

2019 UAE total
FDI in U.S.

B **Various
Sectors**

Benefited from
UAE's investments
in Michigan since
2008

C **Construction
Sector**

Benefited from
Michigan's greenfield
investments in the
UAE in 2019

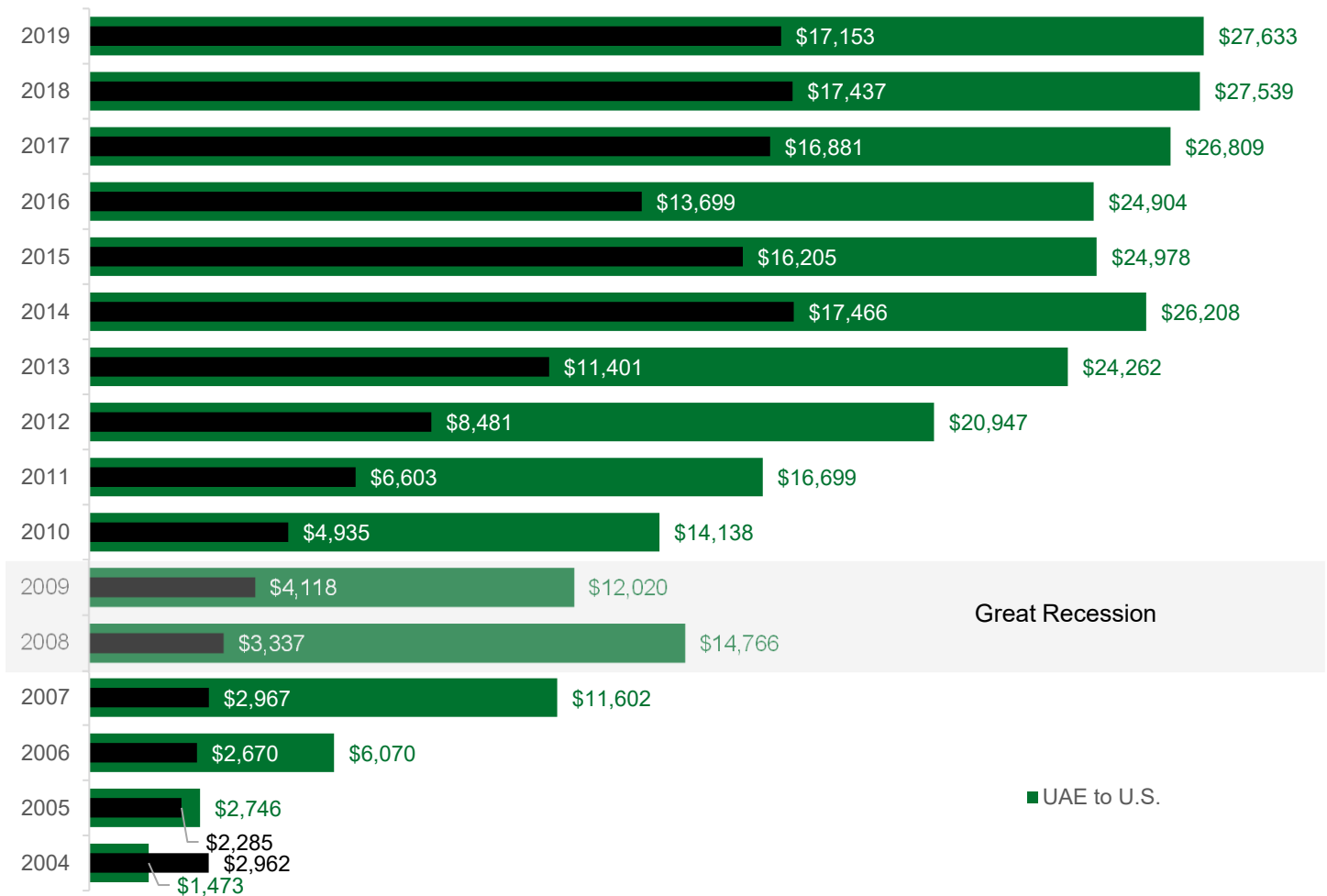
Bilateral FDI between the U.S. and UAE



A

UAE made \$27.6B total investment in U.S. in 2019. Investments over the past four years remained level.

Exhibit IV.1 | Total UAE Investments by Year



UAE FDI in Michigan



Since 2008 UAE expanded existing investments and made greenfield investments in Michigan in a several sectors

Exhibit IV.2 | Certain UAE Investors in Michigan by Sector Since 2008

2017	<div style="background-color: #006633; color: white; padding: 5px; margin-bottom: 5px;">Software & IT services</div> DERQ
2015	<div style="background-color: #c6e0b4; padding: 5px; margin-bottom: 5px;">Transportation</div> GAC Group
2008	<div style="background-color: #6699cc; color: white; padding: 5px; margin-bottom: 5px;">Coal, Oil and Natural Gas</div> TAQA New World

Michigan 2020 Greenfield and Expanded FDI in the UAE



Greenfield Investments were made by a Michigan entity in the UAE during 2020

Exhibit IV.3 | Certain Michigan Investors in UAE by Sector in 2020

Sector	Michigan Investing Entities to the UAE
Professional Services	Newme ● \$4.5



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APPENDICES

Appendix A

IV

Michigan's Top Exporting Commodities to the UAE in 2020

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

Sector	Top Commodity	Export Value
Motor vehicle, body, trailer, and parts manufacturing	3361 Motor Vehicles	231.0M
	3363 Motor Vehicle Parts	94.1M
	3362 Motor Vehicle Bodies & Trailers	17.4M
Computer and electronic product manufacturing	3342 Communications Equipment	19.0M
	3345 Navigational/measuring/medical/control Instrument	9.3M
	3341 Computer Equipment	3.3M
Machinery manufacturing	3339 Other General Purpose Machinery	13.7M
	3334 Hvac & Commercial Refrigeration Equipment	2.6M
	3336 Engines, Turbines & Power Transmsn Equip	2.5M
	3331 Ag & Construction & Machinery	1.2M
Miscellaneous manufacturing	3391 Medical Equipment & Supplies	15.0M
	3399 Miscellaneous Manufactured Commodities	4.2M
Chemical manufacturing	3251 Basic Chemicals	4.8M
	3255 Paints, Coatings & Adhesives	4.2M
	3256 Soaps, Cleaning Compounds & Toilet Preparations	3.5M
	3254 Pharmaceuticals & Medicines	2.1M
Electrical equipment and appliance manufacturing	3359 Electrical Equipment & Components, Nesoi	3.6M
	3352 Household Appliances And Misc Machines, Nesoi	3.0M
	3353 Electrical Equipment	2.7M
Printing and related support activities	3231 Printed Matter And Related Products, Nesoi	9.3M
Fabricated metal product manufacturing	3329 Other Fabricated Metal Products	4.6M
	3325 Hardware	2.4M
Other transportation equipment manufacturing	3364 Aerospace Products & Parts	6.7M
Furniture and related product manufacturing	3371 Household & Institutional Furn & Kitchen Cabinets	5.6M
	3372 Office Furniture (including Fixtures)	1.2M

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

Employment Driven by Top 10 UAE-Exporting Sectors in Michigan in 2020

