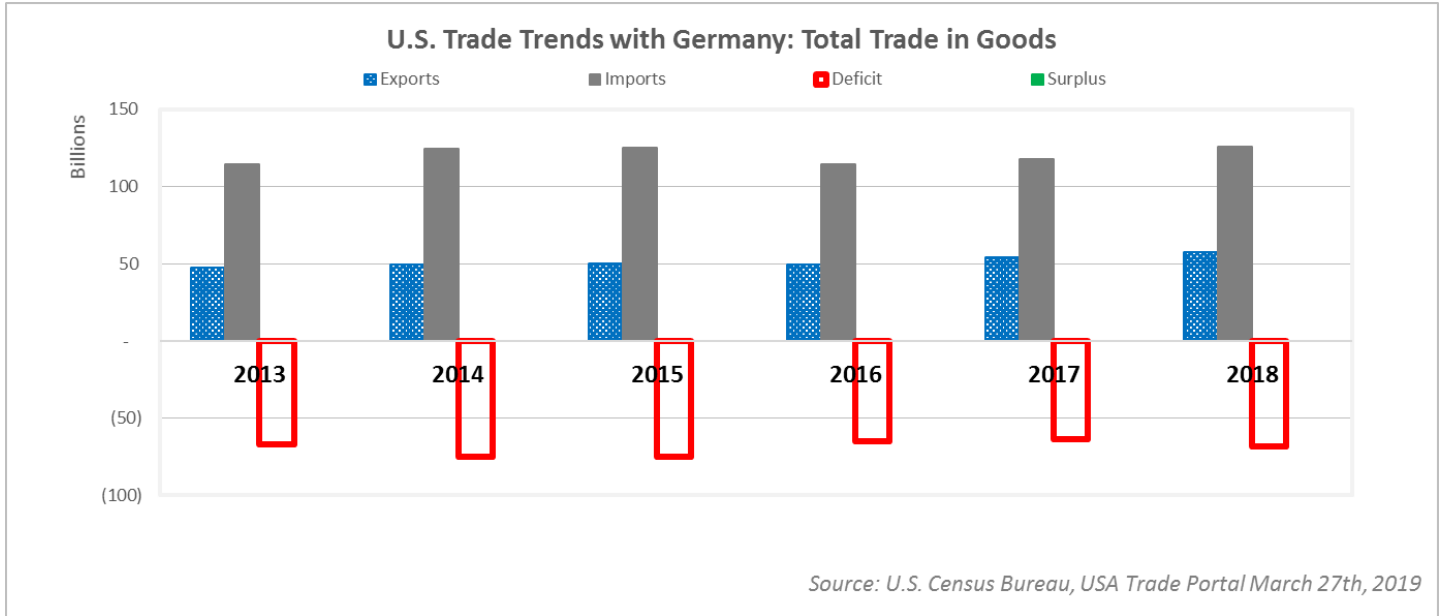




I. Total U.S. Trade in goods with Germany

In 2018, U.S. exports to Germany totaled \$57.6 billion, a 7.0% (\$3.7 billion) increase from 2017; U.S. imports from Germany totaled \$125.9 billion, a 7.1% (\$8.3 billion) increase; and the trade deficit was \$68.3 billion, a 7.2% (\$4.6 billion) increase.



In 2018, **3.5%** of total *U.S. exports* were shipped to Germany while **5.0%** of total *U.S. Imports* were delivered from Germany during the same period. The level of imports from, and U.S. exports to Germany for 2018 exceeded the prior five year average level by value not adjusted for inflation. The U.S. trade balance with Germany is negative.

Calendar Year	2013	2014	2015	2016	2017	2018	2013 - 2017 Average
EXPORTS	\$47.3 B	\$49.4 B	\$49.9 B	\$49.4 B	\$53.8 B	\$57.6 B	
Δvalue	--	\$2 B	\$559.9 M	\$-546.7 M	\$4.4 B	\$3.7 B	\$50 B
Δpct	--	4.3%	1.1%	-1.1%	9.0%	7.0%	
IMPORTS	\$114.3 B	\$124.1 B	\$124.8 B	\$114.1 B	\$117.5 B	\$125.9 B	
Δvalue	--	\$9.8 B	\$705.8 M	\$-10.8 B	\$3.4 B	\$8.3 B	\$119 B
Δpct	--	8.6%	0.6%	-8.6%	3.0%	7.1%	
BALANCE	\$-67 B	\$-74.8 B	\$-75 B	\$-64.7 B	\$-63.7 B	\$-68.3 B	
Δvalue	--	\$-7.8 B	\$-145.9 M	\$10.2 B	\$996.4 M	\$-4.6 B	\$-69.1 B
Δpct	--	11.6%	0.2%	-13.7%	-1.5%	7.2%	

Source: U.S. Census Bureau, USA Trade Portal March 27th, 2019; Value of Data in M = millions; B = billions



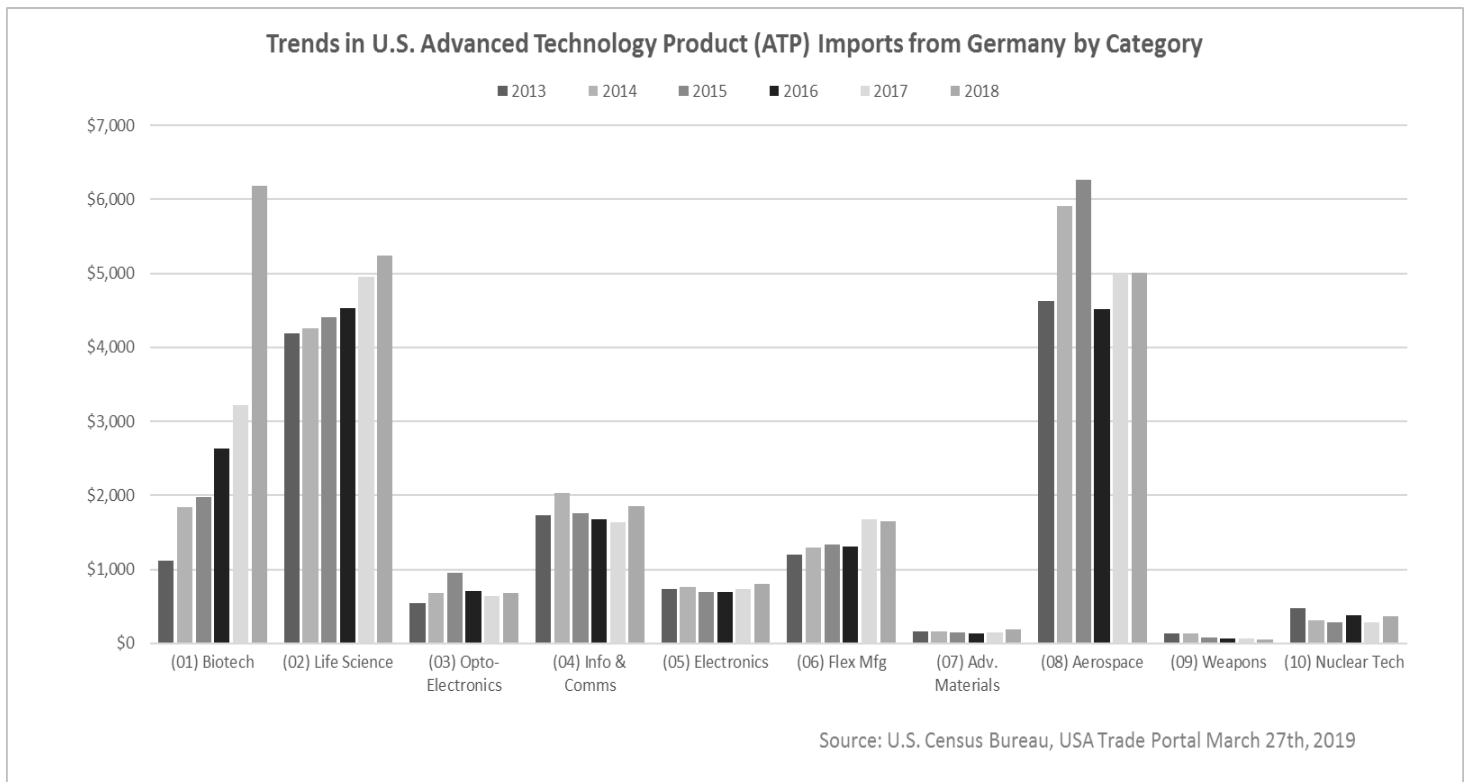
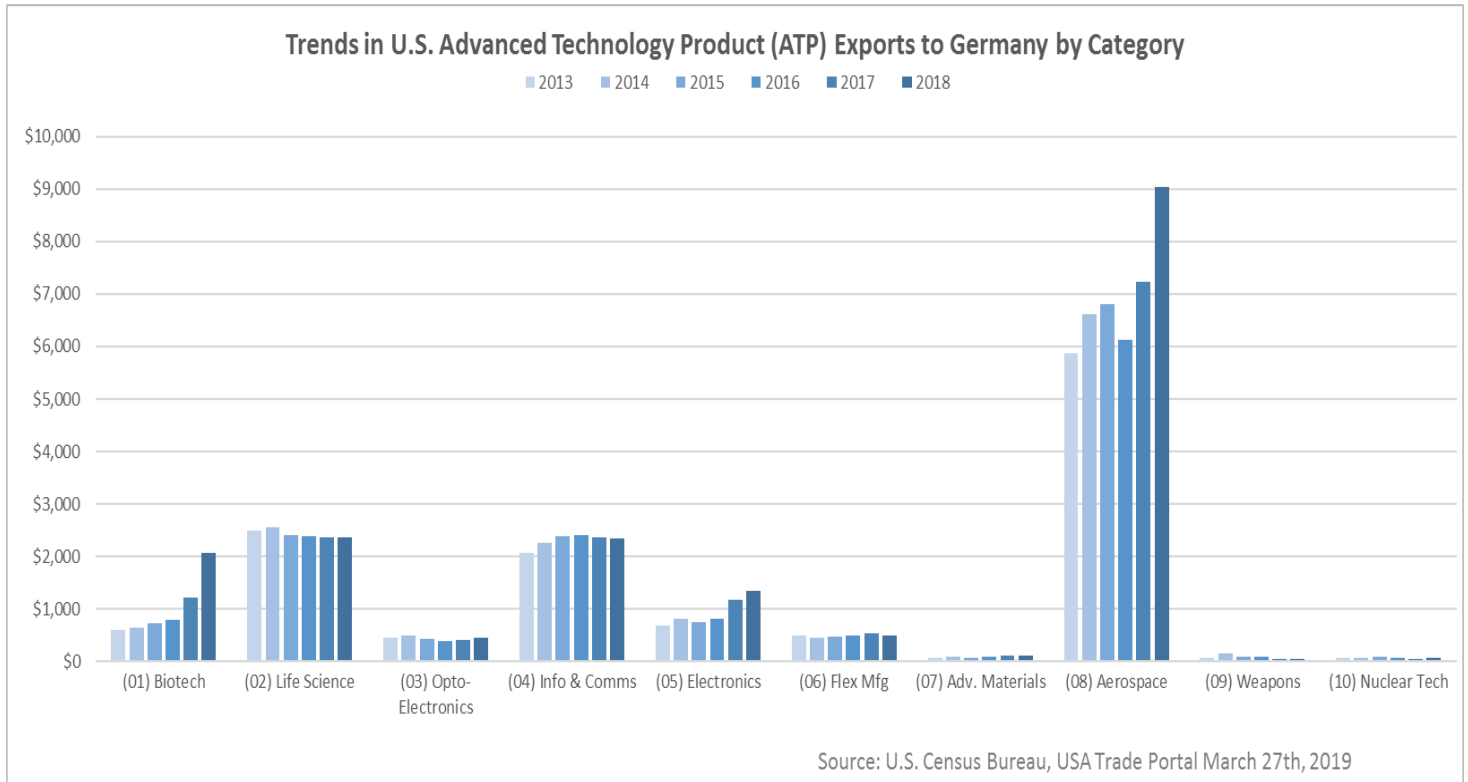
U.S. Exports to Germany

Of the \$57.6 billion in U.S. exports to Germany in 2018, the top commodity sectors were Transportation (28.1%), Machinery (21.4%), and Chemicals, Plastics, Leather (17.8%).

Of the \$125.9 billion in U.S. imports from Germany in 2018, the top commodity sectors were Machinery (28.6%), Transportation (22.3%), and Chemicals, Plastics, Leather (21.9%).

2018 U.S. Imports from Germany by Sector	2018 U.S. Commodity Trade With Germany	2018 U.S. Exports to Germany by Sector
\$125,904,141,782	Total Value All Commodities	\$57,653,807,554
1.7%	Agriculture (Chapters 01-24)	3.1%
0.2%	Minerals (Chapters 25-27)	1.3%
21.9%	Chemicals, Plastics, Leather (Chapters 28-43)	17.8%
1.3%	Wood Products (Chapters 44-49)	1.1%
0.8%	Textiles and Footwear (Chapters 50-67)	0.6%
2.4%	Stone, Glass, & Semiprecious Metals (Chapters 68-71)	6.1%
5.2%	Base metals (Chapters 72-83)	3.1%
28.6%	Machinery (Chapters 84-85)	21.4%
22.3%	Transportation (Chapters 86-89)	28.1%
8.5%	Optical, Measuring, Medical or Other Instruments (Chapters 90-92)	11.8%
0.2%	Arms & Ammunition (Chapter 93)	0.1%
1.0%	Miscellaneous Manufactured Items (Chapters 94 -96)	0.6%
0.8%	Art & Antiques (Chapter 97)	1.6%
5.2%	Special Items (Chapters 98-99** Imports only 99)	3.3%

Source: U.S. Census Bureau, USA Trade Portal March 27th, 2019



¹ Advanced Technology Products(ATP) about 500 of some 22,000 commodity classification codes contain products from a recognized high technology category (e.g. biotechnology)



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

In 2018, of the \$57.6 billion in U.S. exports to Germany:

- 2.0% were subject to a BIS license requirement
 - 0.4% were exported under a BIS license; Worldwide, 0.4% were exported under a BIS license.
 - 1.6% were exported under a BIS license exception; Worldwide, 1.2% were exported under a BIS license exception.
- 17.4% were exported under No License Required with an ECCN; Worldwide, 12.1% were exported under No License Required with an ECCN.

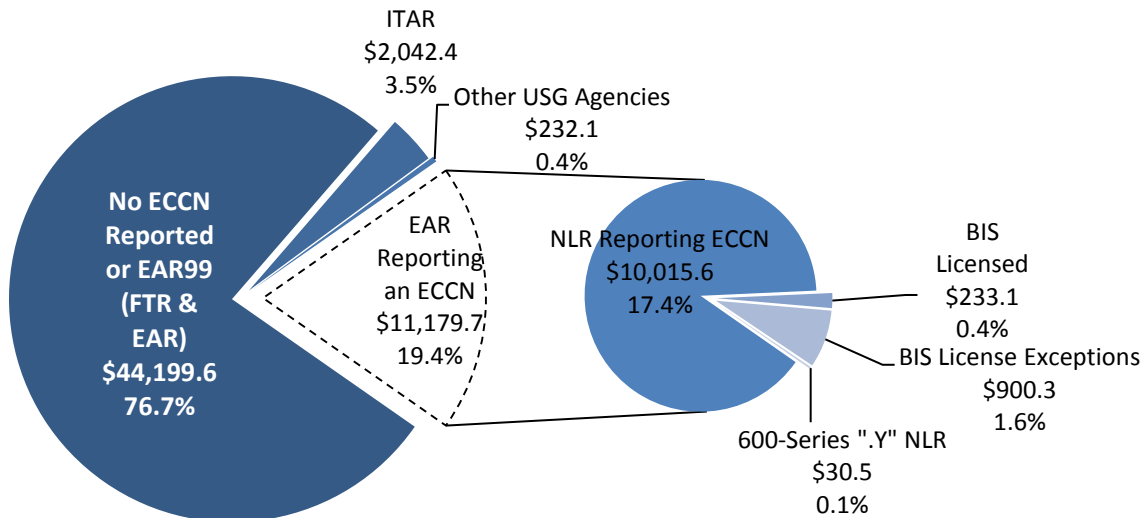
Trends in U.S. Exports to Germany by Regulatory Authority			
	2016	2017	2018
Department of State	\$1,269.1	\$1,375.7	\$2,042.4
Other USG Agencies	\$246.1	\$210.9	\$232.1
Department of Commerce	\$47,916.9	\$52,310.2	\$55,379.3
BIS Licensed	\$177.4	\$180.7	\$233.1
BIS License Exceptions	\$740.7	\$736.5	\$900.3
NLR reporting an ECCN	\$7,943.7	\$8,697.5	\$10,015.6
NLR reporting EAR99	\$26,928.9	\$23,156.5	\$24,592.3
NLR not reporting an ECCN	\$12,120.2	\$19,533.0	\$19,607.3
600-Series ".Y" Paragraph NLR	\$6.1	\$6.1	\$30.5

Value in Millions; Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019

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							

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2018 U.S. Exports to Germany: Export Authorizations by Regulatory Authority

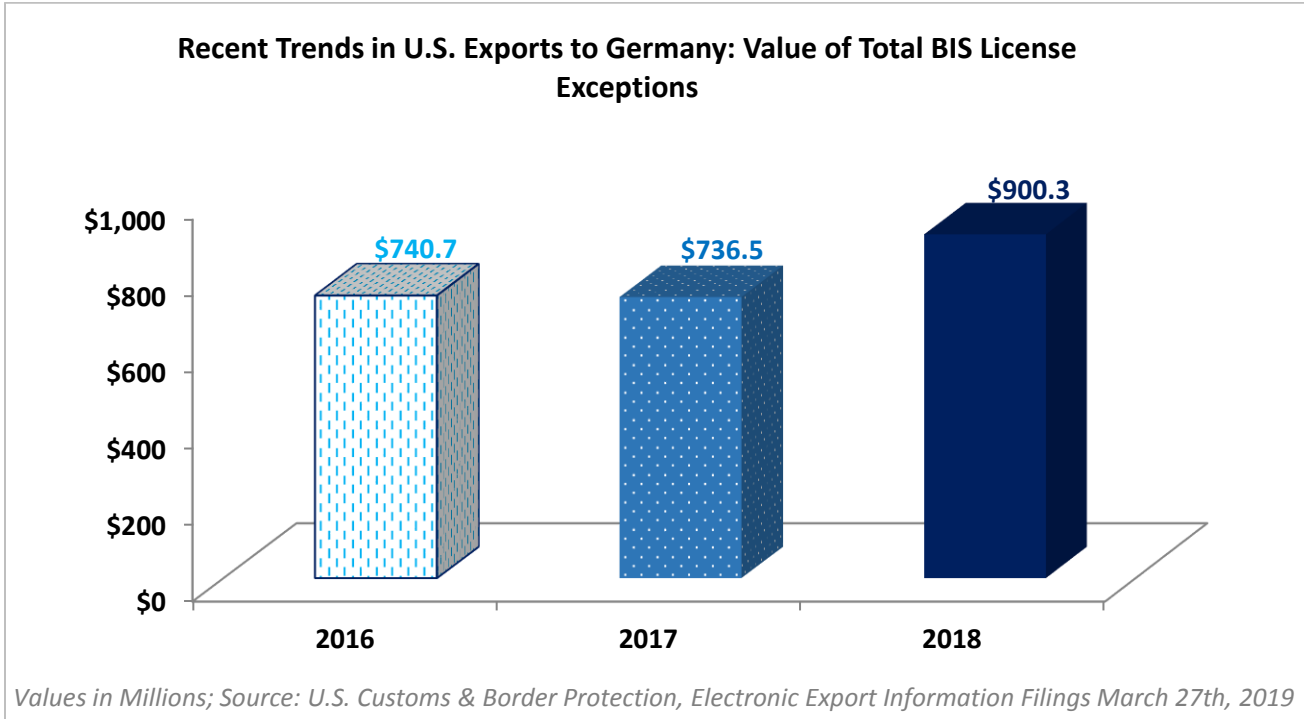


Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019

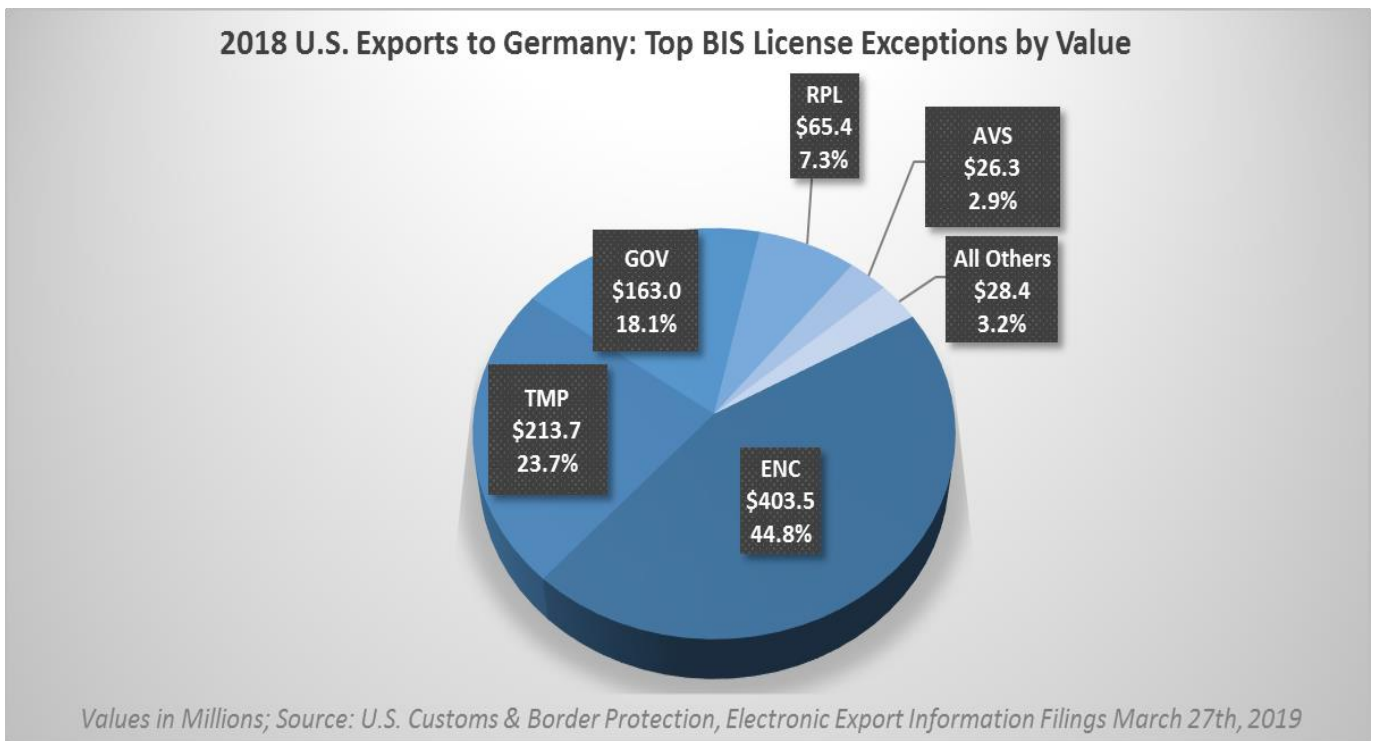


U.S. Exports to Germany

In 2018, U.S. exports to Germany shipped under a BIS license exception totaled \$900.3 million, a 22.3% (\$163.9 million) increase from 2017.



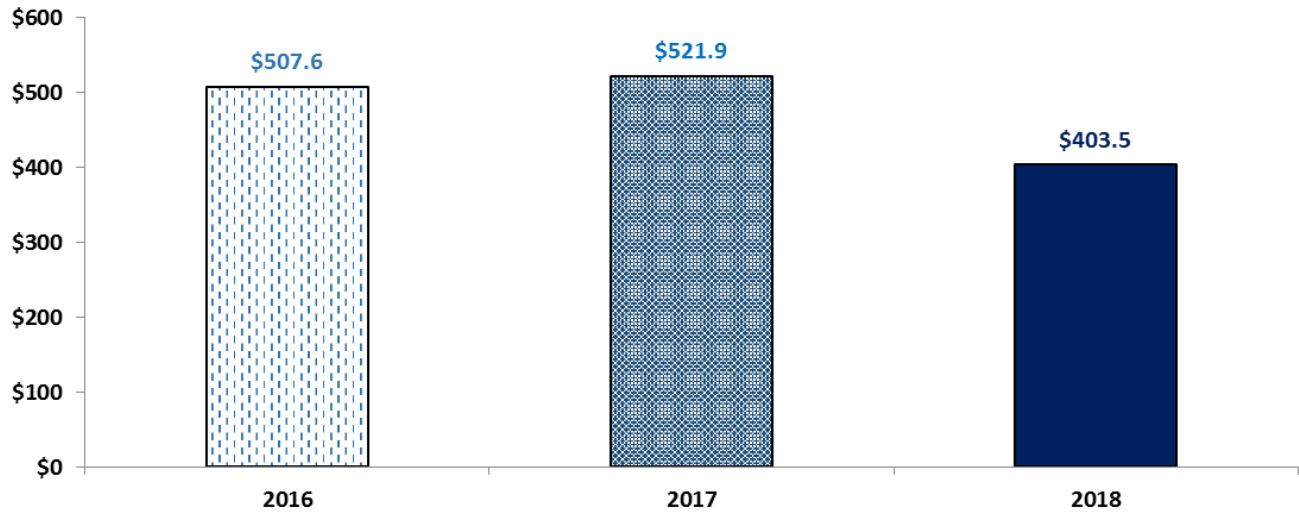
In 2018, the top license exception Encryption commodities, Software and Technology (ENC) totaled \$403.5 million (44.8% of all license exceptions).





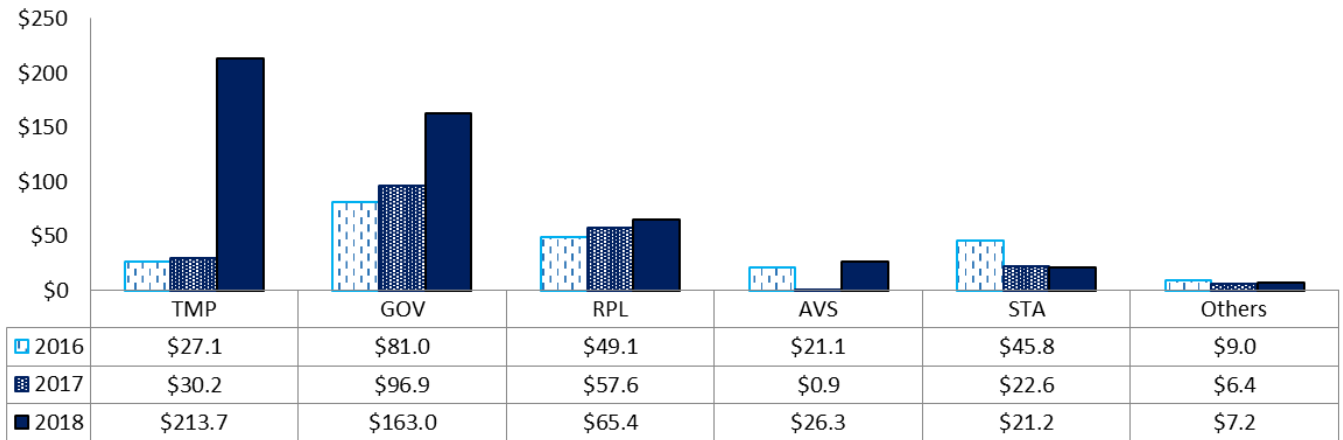
U.S. Exports to Germany

Recent Trends in U.S. Exports to Germany under Top BIS License Exception: Encryption Commodities & Software



Values in Millions; Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019

Trends in U.S. Exports to Germany under Top 5 BIS License Exceptions excluding: Encryption Commodities & Software



Note: The BIS License Exception for Encryption Commodities & Software is excluded from this chart

Values in Millions; Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019



Top Ten ECCNs by Value to Germany		
LICENSED	#1	9A610 Military Aircraft and Related Commodities
	#2	7A103 Instrumentation, Navigation Equip./Systems Not
	#3	9A619 Military Gas Turbine Engines and Related Commodities
	#4	7A002 Gyros and Angular Rate Sensors, ...
	#5	9A604 Commodities Related to Launch Vehicles, Missiles, Rockets, torpedoes, ...
	#6	3A611 Military Electronics
	#7	0A606 Ground Vehicles and Related Commodities
	#8	6A002 Optical Sensors
	#9	9A515 Spacecraft and Related Commodities
	#10	6A003 Cameras

Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019

Top Ten ECCNs by Value to Germany		
EXCEPTIONS	#1	5A002 Systems/Equip./Integrated Circuits for Info Sec
	#2	No ECCN No ECCN is required for License Exceptions TMP*
	#3	9A991 Aircraft N.E.S. and Gas Turbine Engines not Controlled by 9A001 or 9A101 ...
	#4	9A610 Military Aircraft and Related Commodities
	#5	3A611 Military Electronics
	#6	1A613 Armored and Protective Equip., Constructions, and Components
	#7	9A619 Military Gas Turbine Engines and Related Commodities
	#8	9B610 Test, Inspection, and Production Equip. and Related Commodities Specia...
	#9	9A515 Spacecraft and Related Commodities
	#10	EAR99 Items subject to the EAR that are not elsewhere controlled

Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019

*Note: No ECCN is Required for License Exception TMP per EAR 758.1(g)(2)

Top Ten ECCNs by Value to Germany		
NLR with ECCN	#1	EAR99 Items subject to the EAR that are not elsewhere controlled
	#2	9A991 Aircraft N.E.S. and Gas Turbine Engines not Controlled by 9A001 or 9A101 ...
	#3	5A992 Mass market Encryption Commodities not controlled by 5A002
	#4	7A994 Other Navigation Direction Finding Equip. ... Not Controlled under 7A003
	#5	5A991 Telecommunication Equip. Not Controlled by 5A001
	#6	3A999 Specific Processing Equip., N.E.S.
	#7	3B991 Other Mfg/Test Equip. Not Controlled By 3B
	#8	4A994 Computers Not Controlled By 4A001 or 4A003
	#9	6A005 Optical Equip. (Lasers)
	#10	1C210 Fibrous/Filamentary Materials Not Controlled By 1C010.a, .b or .e ...

Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019

NOTE: ECCN Descriptions have been truncated; please review Commerce Control List for Full Description



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

Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019

Top Ten ECCNs by Count to Germany		
EXCEPTIONS	#1	5A002 Systems/Equip./Integrated Circuits for Info Sec
	#2	9A610 Military Aircraft and Related Commodities
	#3	3A611 Military Electronics
	#4	9A991 Aircraft N.E.S. and Gas Turbine Engines not Controlled by 9A001 or 9A101 ...
	#5	5D002 "Software" as follows (see List of Items Controlled)
	#6	0A614 Military Training Equipment
	#7	7A103 Instrumentation, Navigation Equip./Systems Not
	#8	6A003 Cameras
	#9	9B610 Test, Inspection, and Production Equip. and Related Commodities Specia...
	#10	9A619 Military Gas Turbine Engines and Related Commodities

Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019

*Note: No ECCN is Required for License Exception TMP per EAR 758.1(g)(2)

Top Ten ECCNs by Count to Germany		
NLR with ECCN	#1	EAR99 Items subject to the EAR that are not elsewhere controlled
	#2	9A991 Aircraft N.E.S. and Gas Turbine Engines not Controlled by 9A001 or 9A101 ...
	#3	5A992 Equipment not controlled by 5A002
	#4	7A994 Other Navigation Direction Finding Equip. ... Not Controlled under 7A003
	#5	5A991 Telecommunication Equip. Not Controlled by 5A001
	#6	3B991 Other Mfg/Test Equip. Not Controlled By 3B001
	#7	3A992 General Purpose Electronic Equip. Note Controlled by 3A002
	#8	3A999 Specific Processing Equip., N.E.S.
	#9	4A994 Computers Not Controlled By 4A001 or 4A003
	#10	3A991 Electronic Devices and Components

Source: U.S. Customs & Border Protection, Electronic Export Information Filings March 27th, 2019

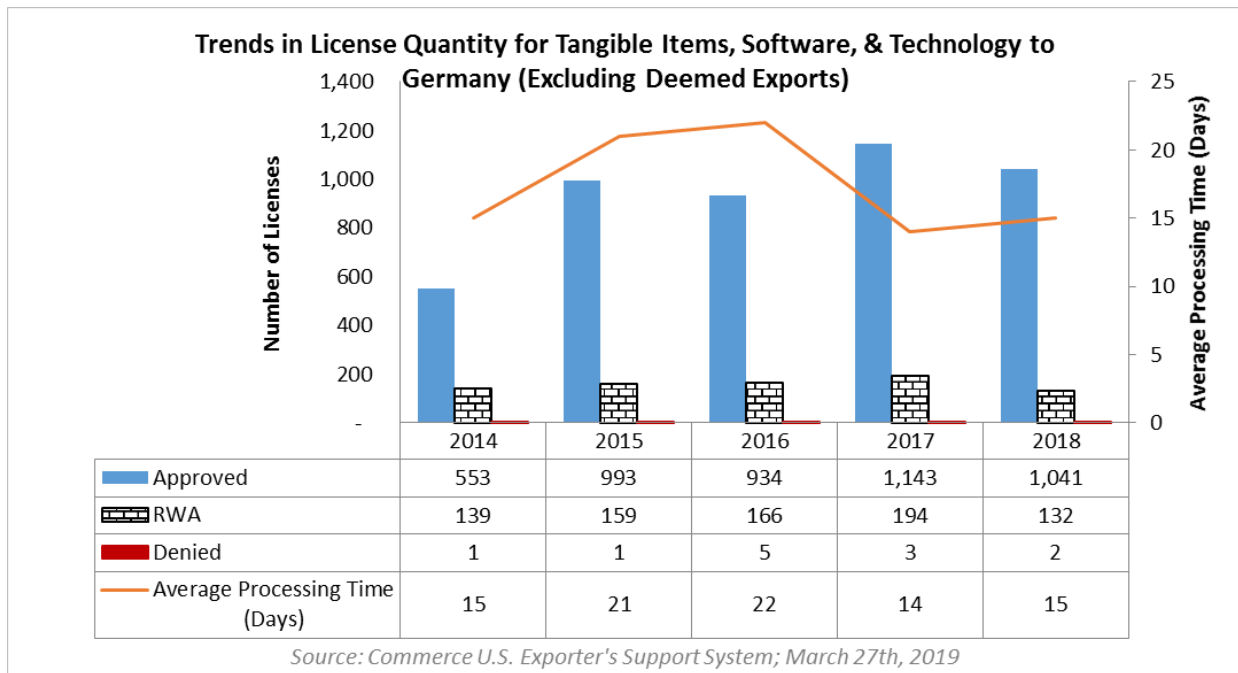
NOTE: ECCN Descriptions have been truncated; please review Commerce Control List for Full Description



III. BIS Licensing to Germany

In 2018, BIS reviewed 1,175 export/re-export applications (not including deemed export applications) valued at \$2.2 billion for Germany, out of a total of 33,844 applications worldwide valued at \$81.3 billion.

– Approved applications for Germany totaled 1,041 (88.6% of the total applications) for \$2.1 billion, compared to the 29,032 (85.8%) approved applications for all destinations that totaled \$64.3 billion.



In 2018, BIS reviewed 111 deemed exports applications from German nationals, out of a total of 1,007 applications worldwide.

– Approved deemed exports applications for Germany totaled 9 (81.8% of the total applications), compared to the 846 (91.5%) approved for all destinations.

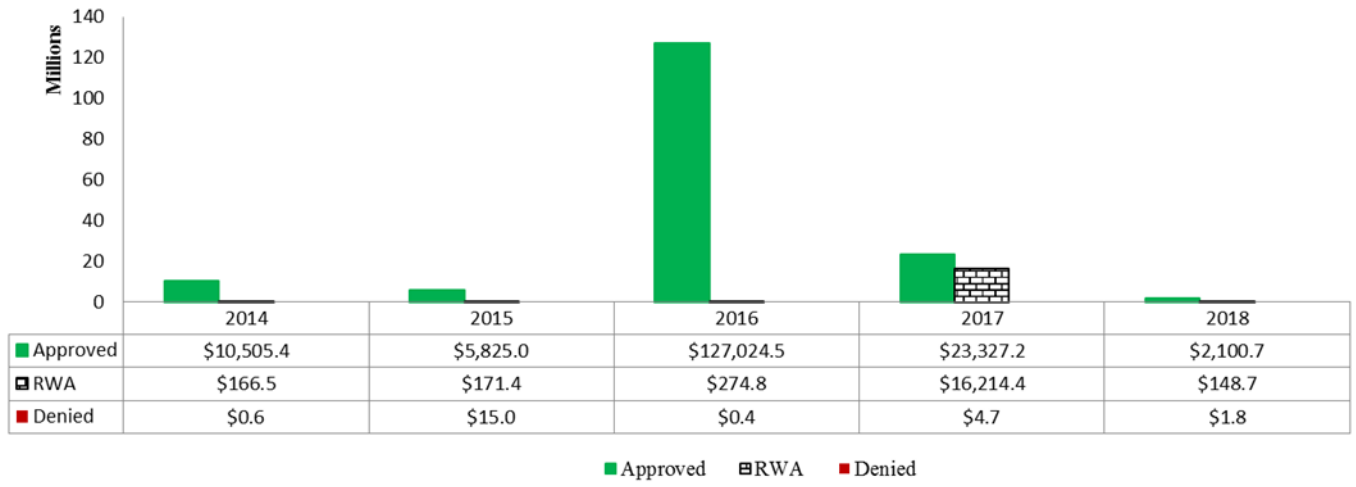
Deemed Exports Licenses for Germany					
	2014	2015	2016	2017	2018
Approved	2	13	8	6	9
RWA	3	0	2	0	2
Denied	0	0	0	0	0

Source: Commerce U.S. Exports Exporter Support System, March 27, 2019



BIS License Determination Trends for Germany

Trends in License Values for Tangible Items, Software, & Technology to Germany



Source: Commerce U.S. Exporter's Support System; March 27th, 2019