

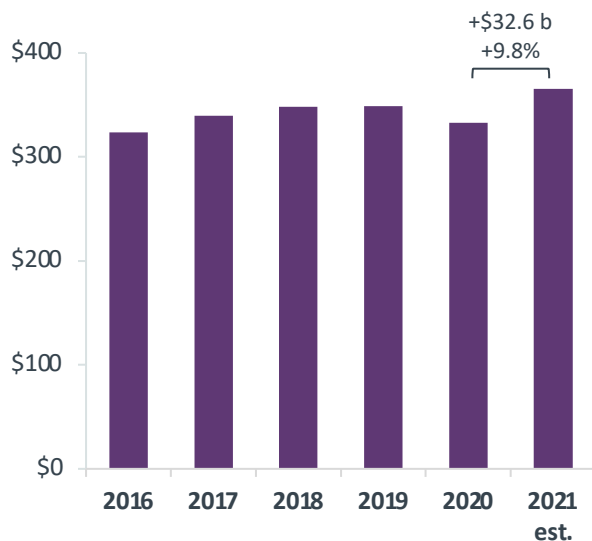
# Tech Trade Snapshot

International trade trending of technology products and services

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## TOTAL U.S. TECH EXPORTS

Tech product + tech services exports | billions of current dollars



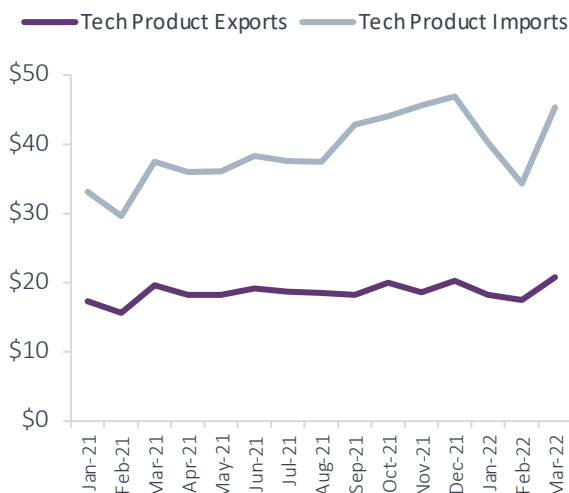
Source: Foreign Trade Division of U.S. Census Bureau | U.S. Bureau of Economic Analysis | CompTIA

## KEY POINTS

- U.S. exports of technology products and services rebounded in 2021 with a gain of \$32.6 billion representing a 9.8% year-over-year increase.
- Exports of technology products encompassing hardware, semiconductors and components totaled \$222.6 billion representing 61% of 2021 export volumes. Exports of technology services encompassing IT, cloud, software, R&D and related totaled an estimated \$142.6 billion representing the remaining 39% of 2021 trade volumes.
- The U.S. continues to run a deficit with tech product exports<sup>1</sup> and a surplus with tech services exports.
- The ratio of tech product exports to tech services exports has held steady over the past 5 years. Because of the increasingly integrated nature of technology whereby hardware, infrastructure, software, data and services work in concert to meet business objectives, there tends to be some blurring of lines between categories.
- During Q1 2022 imports and exports of tech products experienced a notable jump. Despite ongoing reports of global supply chain stresses, the data indicates many markets have found a way to work through these challenges.

## MONTHLY U.S. TECH TRADE TRENDING

Billions of current dollars | Covers tech product trade only



Source: Foreign Trade Division of U.S. Census Bureau | CompTIA

## U.S. TECH PRODUCTS AND SERVICES EXPORT DETAIL

	2021 <sup>2</sup>	YoY % Change
<b>TECH PRODUCT EXPORTS</b>		
Semiconductors and components	\$74.4	+18.2%
Computer equipment	\$46.9	+13.6%
Communications equipment	\$36.3	+11.9%
Other equipment	\$65.0	+7.4%
Subtotal	\$222.6	+12.9%
<b>TECH SERVICES EXPORTS</b>		
IT, cloud, database and software services	\$50.6	+3.8%
Research and development services	\$47.8	+6.6%
Software distribution	\$36.9	+8.1%
Telecommunications services	\$7.3	-4.4%
Subtotal	\$142.6	+5.3%
<b>Total</b>	<b>\$365.2</b>	<b>+9.8%</b>

Source: Foreign Trade Division of U.S. Census Bureau | U.S. Bureau of Economic Analysis | CompTIA

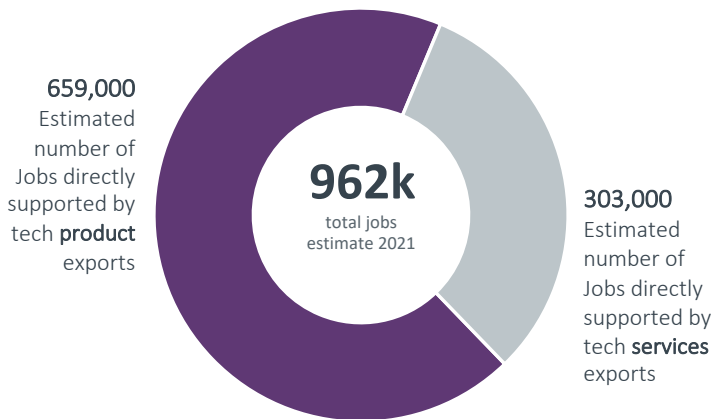
## TOP MARKETS FOR U.S. TECH PRODUCT EXPORTS

Tech product exports only | billions of current dollars

	2021	% of Total
Mexico	\$41.9	19%
Canada	\$24.6	11%
China	\$24.4	11%
Hong Kong	\$13.5	6%
Netherlands	\$8.9	4%
Taiwan	\$8.4	4%
Germany	\$8.4	4%
Japan	\$7.2	3%
Malaysia	\$6.6	3%
South Korea	\$6.4	3%
Singapore	\$5.9	3%
United Kingdom	\$4.6	2%
United Arab Emirates	\$4.4	2%
Brazil	\$4.4	2%
France	\$3.3	1%
Australia	\$3.0	1%
Israel	\$2.9	1%
Thailand	\$2.6	1%
Philippines	\$2.5	1%
India	\$2.5	1%
<b>Total</b>	<b>\$186.3</b>	<b>84%</b>

Source: Foreign Trade Division of U.S. Census Bureau | CompTIA

## ESTIMATE OF U.S. TECH INDUSTRY JOBS DIRECTLY SUPPORTED BY TECH EXPORTS



Source: CompTIA estimate based on prior year data from Trade Partnership CDxports database

<sup>1</sup>U.S. government trade statistics assess imports as the value of the product entering the United States. This can greatly distort trade statistics in situations where U.S. companies engage in high-value activities in the United States and then source components and labor from other markets. See the 2021 edition of CompTIA's *Tech Trade Snapshot* for a more in-depth discussion of this topic.

<sup>2</sup>Tech service exports remain estimates for 2021 until the BEA releases the final year-end figures.

<sup>3</sup>Similar to U.S. tech companies leveraging global supply chains, many companies leverage supply chains and labor spanning many states across the country. U.S. government trade statistics assign value to the final exporting state which can distort trade value and jobs figures.

## KEY POINTS CONTINUED

- The top 20 markets for U.S. tech product exports account for 84% of total U.S. tech product exports. This ratio has remained steady over the past five years. The remaining 16% has a “long-tail” profile with another 150+ markets the destination for some amount of U.S. tech product exports.
- The top markets for U.S. tech services exports overlaps quite a bit with the product exports list. Countries such as Canada, Germany, Netherlands, United Kingdom, China, and Japan are also top buyers of U.S. technology services and software.
- At the state level<sup>3</sup>, Texas remains the top exporter of tech products accounting for nearly 23% of the U.S. total. Powering Texas exports is the semiconductor category where Texas companies experienced gains of 12% in semiconductor exports year-over-year.
- Overall the top 20 states account for 87% of total U.S. tech products exports. All 50 states and the District of Columbia are exporters of tech products and services.
- On a year-over-year dollar increase basis, the top states for tech product exports growth in 2021 were: Texas, Florida, Oregon, California, and Tennessee. On a percent change basis, the top states for tech products exports growth in 2021 were: Wyoming, North Dakota, Maine, New Mexico, and Tennessee.
- Given the sizeable volume of U.S. tech product and services exports it follows that international trade directly supports many U.S. tech industry jobs.

## TOP STATES FOR U.S. TECH PRODUCTS EXPORTS

Tech product exports only | billions of current dollars

	2021	% of Total
Texas	\$50.5	22.7%
California	\$39.7	17.8%
Oregon	\$14.6	6.5%
Florida	\$13.9	6.2%
New York	\$7.8	3.5%
Illinois	\$7.2	3.2%
Massachusetts	\$7.2	3.2%
Arizona	\$6.8	3.1%
Tennessee	\$6.6	2.9%
New Jersey	\$5.3	2.4%
Pennsylvania	\$5.1	2.3%
Washington	\$4.2	1.9%
Minnesota	\$3.9	1.8%
Nevada	\$3.6	1.6%
Georgia	\$3.4	1.5%
Kentucky	\$3.0	1.3%
Ohio	\$3.0	1.3%
New Mexico	\$2.9	1.3%
Wisconsin	\$2.6	1.2%
North Carolina	\$2.5	1.1%
<b>Total</b>	<b>\$193.8</b>	<b>87%</b>

Source: Foreign Trade Division of U.S. Census Bureau | CompTIA