

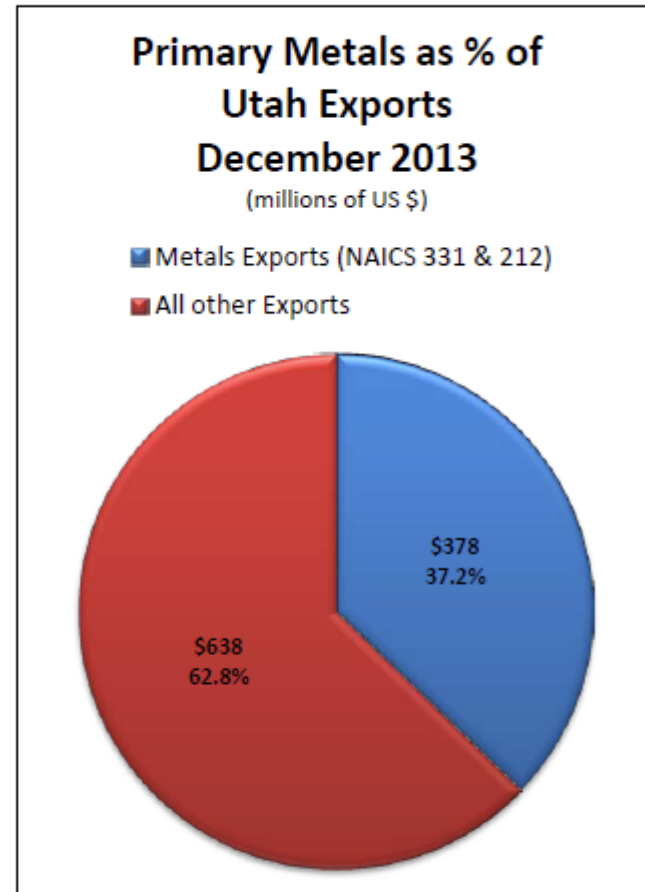


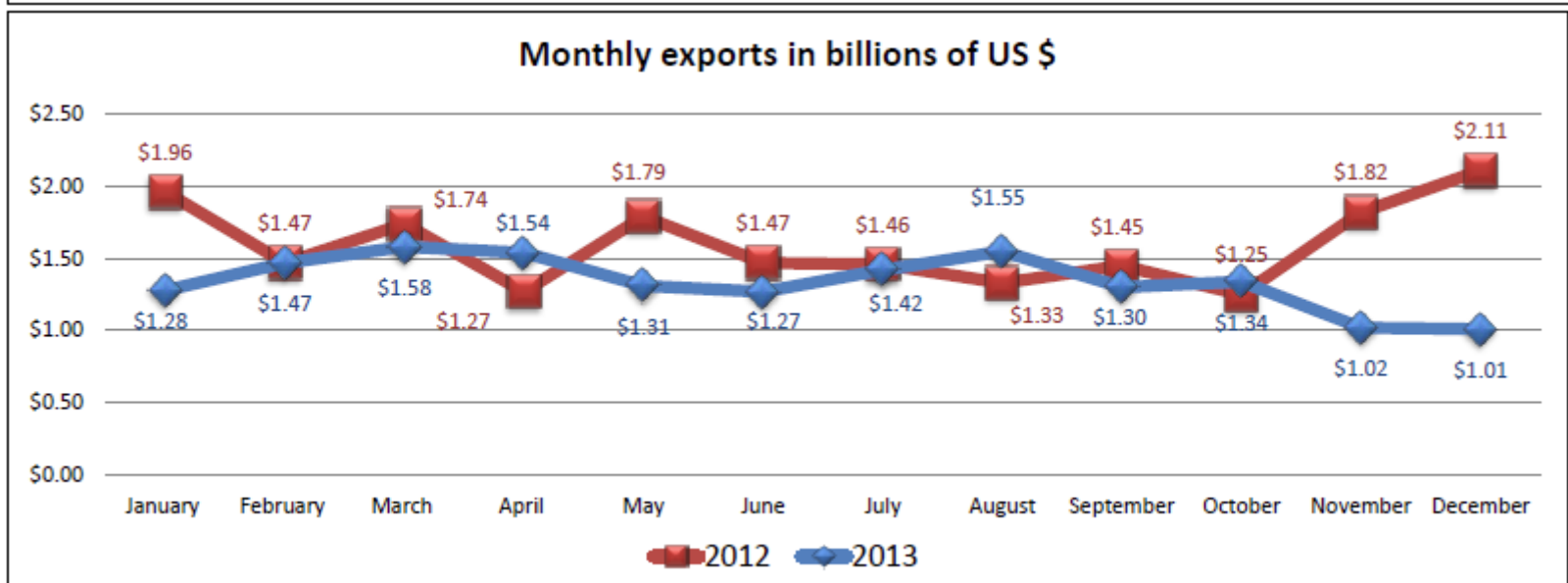
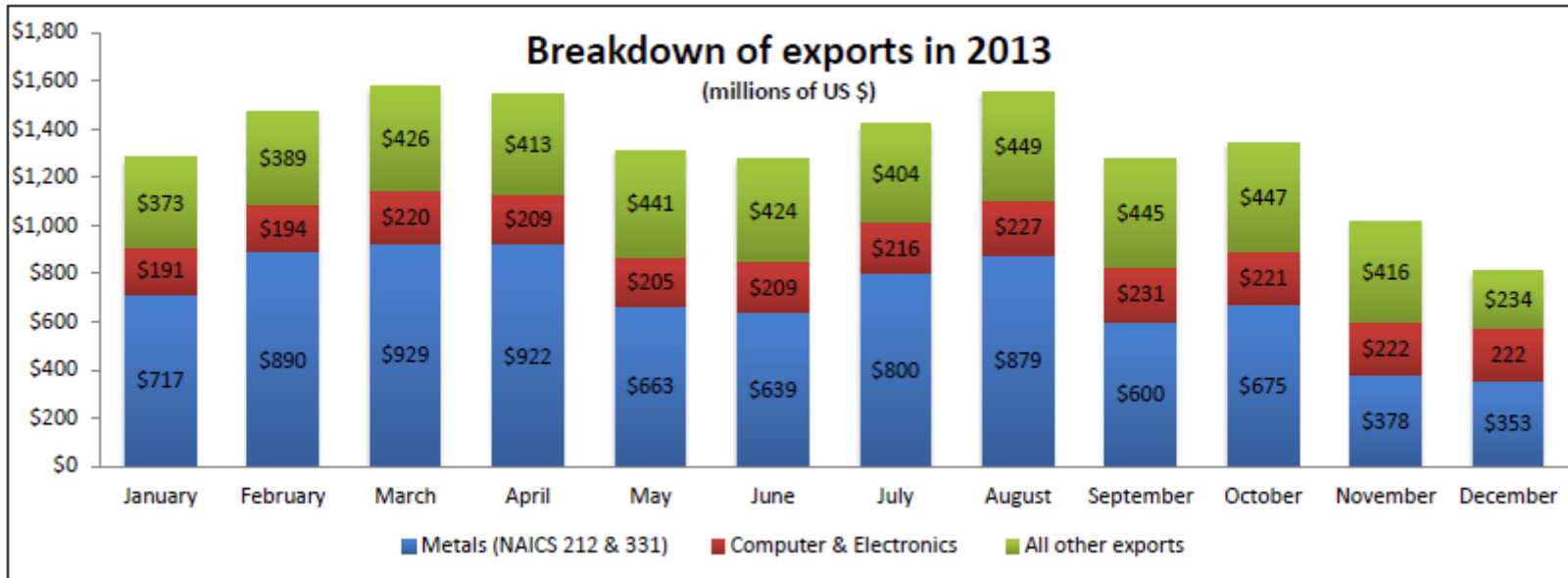
WORLD TRADE CENTER®
UTAH

Utah's Monthly Export Report

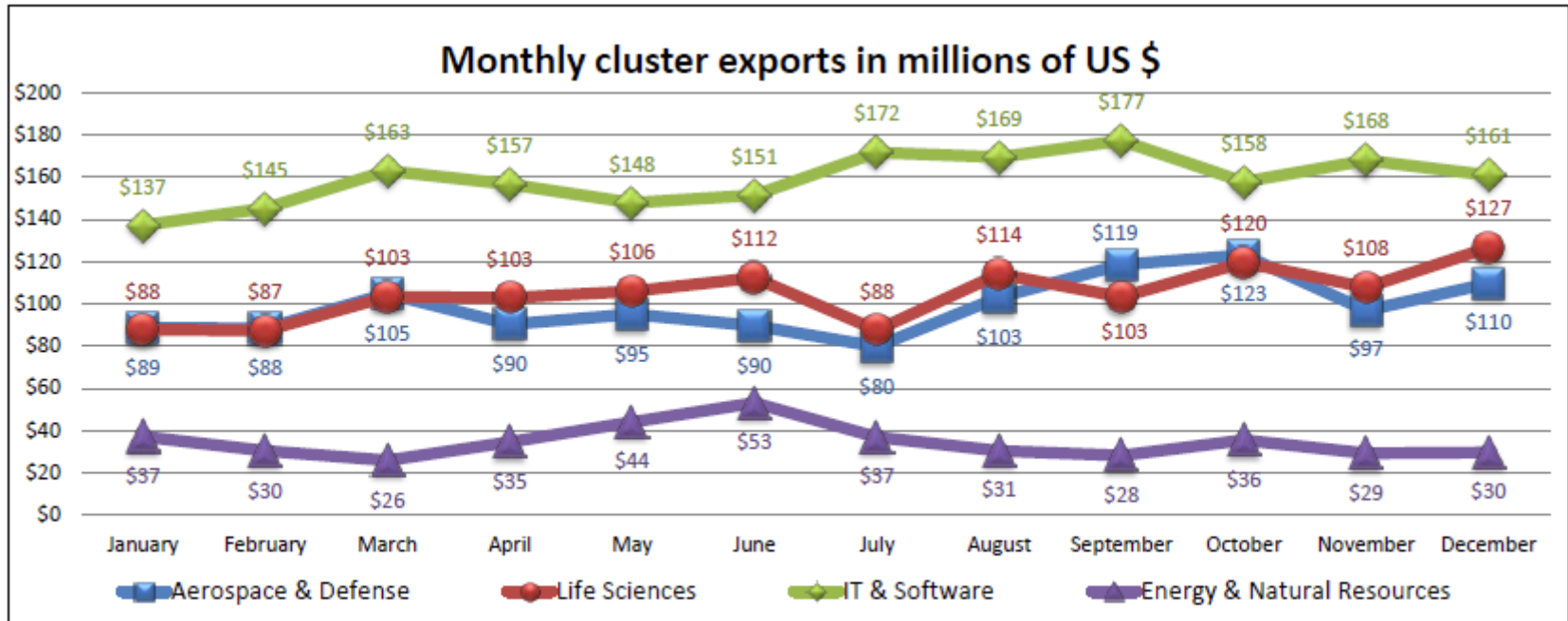
December 2013

Utah Export Stats 2013			
December 2013		2012	% change 2013-2012
Total Exports	1,000,212,419	2,107,349,317	-52.54%
Top 5 Industries (NAICS)			
Primary Metals (212 & 331)	\$ 353,293,138	\$ 1,527,314,855	-76.87%
Computer & Electronics	\$ 222,178,810	\$ 159,547,062	39.26%
Food & Kindred Products	\$ 85,006,412	\$ 65,547,266	29.69%
Chemicals	\$ 86,957,417	\$ 55,302,976	57.24%
Transportation Equipment	\$ 61,949,225	\$ 104,815,993	-40.90%
Top 5 Destinations (ranked by \$ value)			
Hong Kong	\$ 218,847,143	\$ 914,176,765	-76.06%
Thailand	\$ 128,114,678	\$ 85,055,682	50.62%
China	\$ 94,694,267	\$ 67,379,524	40.54%
Canada	\$ 89,534,229	\$ 146,831,485	-39.02%
Singapore	\$ 54,747,842	\$ 30,061,735	82.12%
Year to Date 2013		2012	% change 2013-2012
Total Exports	\$16,064,732,913	\$19,255,792,830	-16.57%
Top 5 Industries (NAICS)			
Primary Metals (212 & 331)	\$ 8,443,720,421	\$ 12,444,443,601	-32.15%
Computer & Electronics	\$ 2,567,432,716	\$ 2,038,347,434	25.96%
Food & Kindred Products	\$ 955,253,476	\$ 817,434,590	16.86%
Chemicals	\$ 829,797,341	\$ 798,928,518	3.86%
Transportation Equipment	\$ 817,926,138	\$ 810,835,703	0.87%
Top 5 Destinations (ranked by \$ value)			
Hong Kong	\$ 5,487,528,494	\$ 4,177,780,244	31.35%
China	\$ 1,406,756,563	\$ 607,601,062	131.53%
Canada	\$ 1,321,993,687	\$ 1,917,592,816	-31.06%
United Kingdom	\$ 1,293,235,343	\$ 6,042,600,661	-78.60%
Thailand	\$ 835,637,739	\$ 507,306,370	64.72%





Economic Cluster Growth			
December 2013		2012	% change
IT & Software	\$160,892,461	\$102,443,964	57.05%
Life Sciences	\$126,586,874	97,957,228	29.23%
Aerospace & Defense	\$109,646,309	\$139,217,084	-21.24%
Energy & Natural Resources	\$29,675,899	\$39,707,305	-25.26%
Year to Date 2013		2012	% change
IT & Software	\$1,905,844,431	\$1,414,191,928	34.77%
Life Sciences	\$1,258,620,823	\$1,125,771,075	11.80%
Aerospace & Defense	\$1,201,454,993	2,579,670,308	-53.43%
Energy & Natural Resources	\$416,072,918	\$486,618,005	-14.50%



WTC Utah Observations

2013 Final: Utah's year-end export trend was far from ideal, however, many of the challenges faced throughout 2013 were unprecedented and a reasonable recovery period should be expected as we reverse export patterns. Utahns may take pride in successfully diversifying our export sectors. Nearly every non-metals industry experienced positive growth over year-end 2012. Additionally, Utah exports adapted to inauspicious conditions in select global markets by finding interested buyers in more favorable locations. This adept ability to react to market conditions caused a major regional shift (East to West) in export destinations. As a result, we discovered the great existing demand for staple Utah commodities in markets such as Thailand, Vietnam, and other South East Asian destinations.

MOM = "Month-over-month"

YTD = "Year-to-date"

