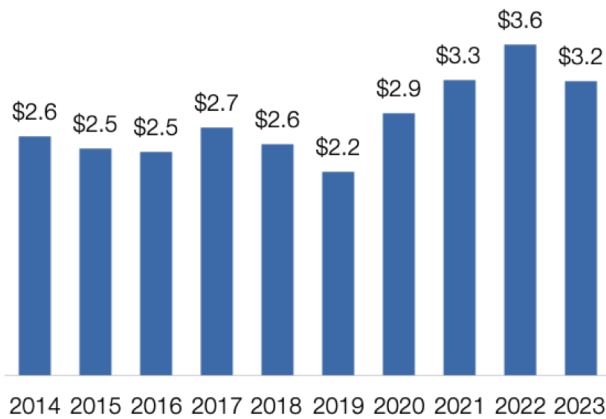


Tennessee's Exports to China

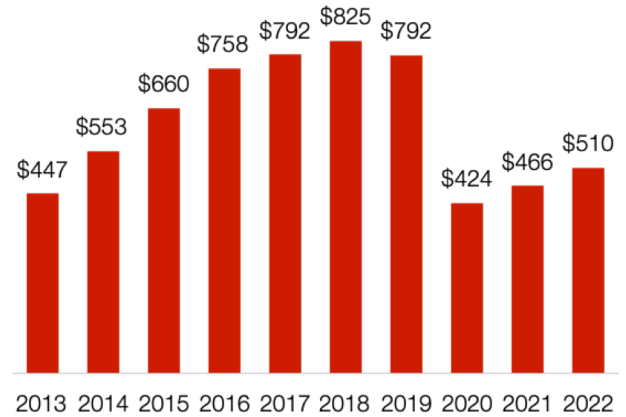
Tennessee's goods and services exports to China supported **20,050** American jobs in 2022.

Goods (\$ billion)



Change (2022-2023): **-11%** ↓

Services (\$ million)



Growth (2021-2022): **+10%** ↑

Top Goods Export Markets, 2023

1. Canada	\$8.8 billion
2. Mexico	\$6.1 billion
3. China	\$3.2 billion
4. Netherlands	\$2.3 billion
5. Japan	\$2.1 billion

Top Services Export Markets, 2022

1. United Kingdom	\$1.3 billion
2. Canada	\$1.2 billion
3. Ireland	\$1.0 billion
4. Mexico	\$773 million
7. China	\$510 million

Top Goods Exports to China, 2023

1. Medical equipment & supplies	\$748 million
2. Navigational & meas. instruments	\$525 million
3. Basic chemicals	\$325 million
4. Misc. crops	\$292 million
5. Oilseeds & grains	\$286 million

Top Services Exports to China, 2022

1. Education	\$108 million
2. Royalties from industrial processes	\$52 million
3. Business mgmt. & consulting	\$38 million
4. Personal travel & tourism	\$38 million
5. Credit-related services	\$32 million

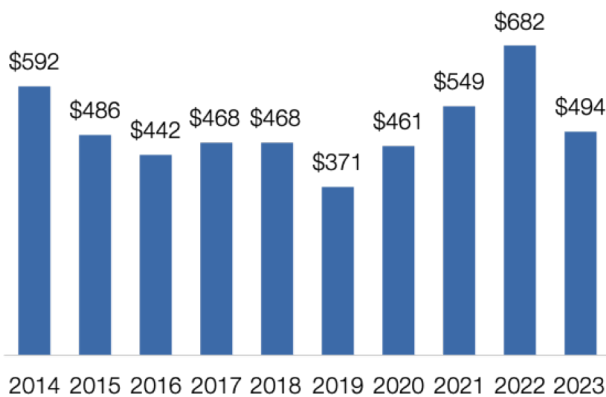
8% of Tennessee's global goods exports went to China in 2023

4% of Tennessee's global services exports went to China in 2022

Tennessee's 1st District Exports to China

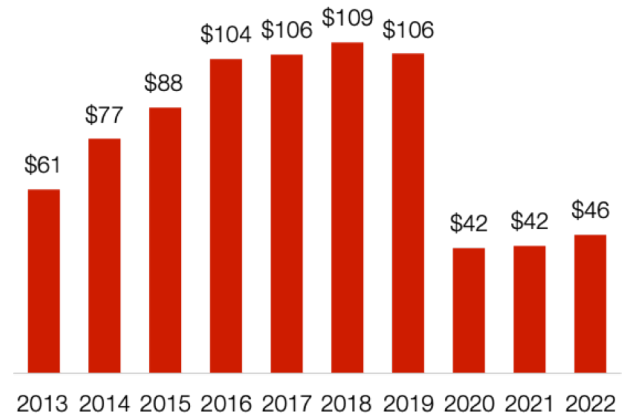
Tennessee's 1st District goods and services exports to China supported **2,370** American jobs in 2022.

Goods (\$ million)



Change (2022-2023): **-28%** ↓

Services (\$ million)



Growth (2021-2022): **+8%** ↑

Top Goods Export Markets, 2023

1. Canada	\$1.0 billion
2. Mexico	\$893 million
3. China	\$494 million
4. Netherlands	\$283 million
5. Japan	\$216 million

Top Goods Exports to China, 2023

1. Resins & synthetic fibers	\$201 million
2. Basic chemicals	\$91 million
3. Pharmaceuticals & medicines	\$53 million
4. Misc. crops	\$45 million
5. Medical equipment & supplies	\$25 million

9% of TN-1 global goods exports went to China in 2023

Top Services Export Markets, 2022

1. Canada	\$95 million
2. Mexico	\$94 million
3. United Kingdom	\$87 million
4. Ireland	\$73 million
6. China	\$46 million

Top Services Exports to China, 2022

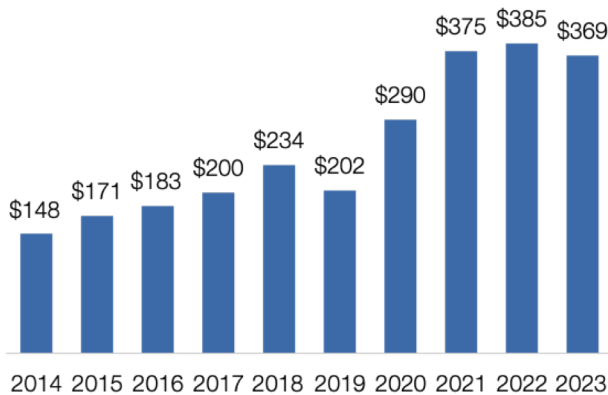
1. Royalties from industrial processes	\$11 million
2. Personal travel & tourism	\$6.0 million
3. Credit-related services	\$5.9 million
4. Education	\$5.7 million
5. Misc. personal & recreational	\$4.6 million

4% of TN-1 global services exports went to China in 2022

Tennessee's 2nd District Exports to China

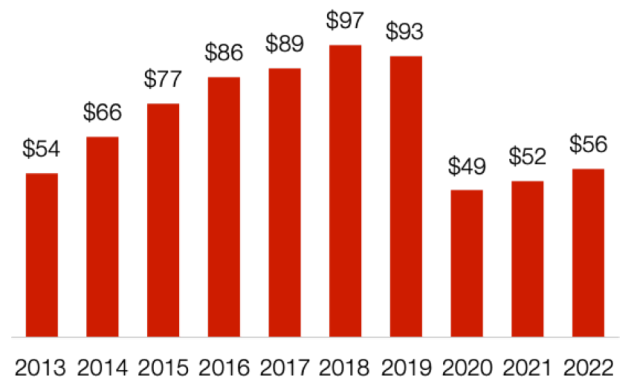
Tennessee's 2nd District goods and services exports to China supported **2,140** American jobs in 2022.

Goods (\$ million)



Change (2022-2023): **-4%** ↓

Services (\$ million)



Growth (2021-2022): **+8%** ↑

Top Goods Export Markets, 2023

1. Canada	\$673 million
2. Mexico	\$580 million
3. Hong Kong	\$476 million
4. China	\$369 million
5. Netherlands	\$328 million

Top Goods Exports to China, 2023

1. Navigational & meas. instruments	\$191 million
2. Medical equipment & supplies	\$71 million
3. Aerospace products & parts	\$23 million
4. Misc. crops	\$23 million
5. Coal & petroleum gases	\$15 million

8% of TN-2 global goods exports went to China in 2023

Top Services Export Markets, 2022

1. Ireland	\$125 million
2. United Kingdom	\$110 million
3. Canada	\$105 million
4. Switzerland	\$88 million
7. China	\$56 million

Top Services Exports to China, 2022

1. Education	\$16 million
2. Credit-related services	\$6.5 million
3. Royalties from industrial processes	\$6.1 million
4. Business mgmt. & consulting	\$5.3 million
5. Misc. business, prof. & tech. services	\$3.6 million

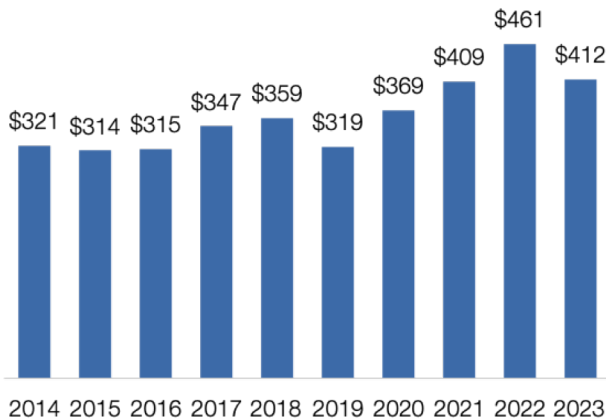
4% of TN-2 global services exports went to China in 2022



Tennessee's 3rd District Exports to China

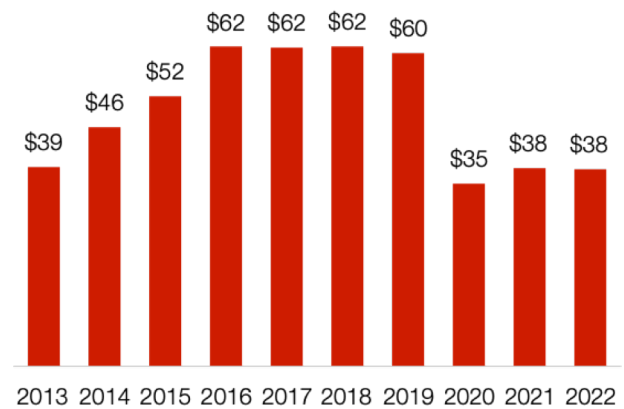
Tennessee's 3rd District goods and services exports to China supported **2,140** American jobs in 2022.

Goods (\$ million)



Change (2022-2023): **-11%** ↓

Services (\$ million)



Change (2021-2022): **-1%** ↓

Top Goods Export Markets, 2023

1. Canada	\$1.5 billion
2. Mexico	\$932 million
3. China	\$412 million
4. Netherlands	\$393 million
5. Japan	\$358 million

Top Goods Exports to China, 2023

1. Medical equipment & supplies	\$107 million
2. Navigational & meas. instruments	\$77 million
3. Pharmaceuticals & medicines	\$57 million
4. Basic chemicals	\$55 million
5. Misc. crops	\$19 million

7% of TN-3 global goods exports went to China in 2023

Top Services Export Markets, 2022

1. United Kingdom	\$102 million
2. Canada	\$90 million
3. Ireland	\$82 million
4. Switzerland	\$66 million
8. China	\$38 million

Top Services Exports to China, 2022

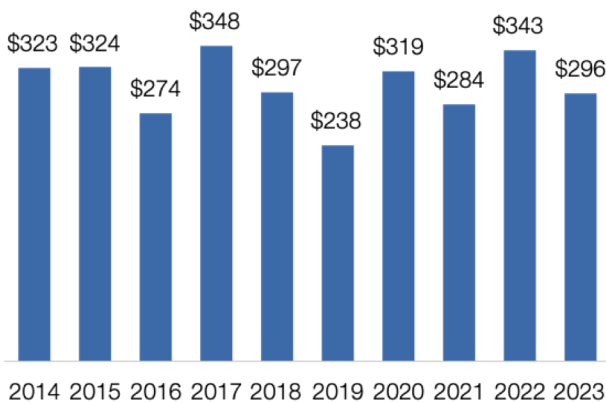
1. Royalties from industrial processes	\$7.0 million
2. Education	\$3.9 million
3. Misc. personal & recreational	\$3.8 million
4. Equip. installation & maintenance	\$3.3 million
5. Misc. business, prof. & tech. services	\$3.1 million

4% of TN-3 global services exports went to China in 2022

Tennessee's 4th District Exports to China

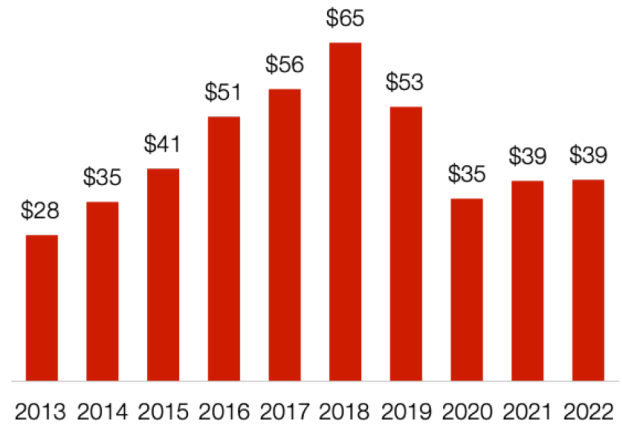
Tennessee's 4th District goods and services exports to China supported **2,030** American jobs in 2022.

Goods (\$ million)



Change (2022-2023): **-14%** ↓

Services (\$ million)



Growth (2021-2022): **+1%** ↑

Top Goods Export Markets, 2023

1. Canada	\$1.5 billion
2. Mexico	\$863 million
3. China	\$296 million
4. Japan	\$178 million
5. Netherlands	\$150 million

Top Goods Exports to China, 2023

1. Misc. crops	\$59 million
2. Navigational & meas. instruments	\$54 million
3. Oilseeds & grains	\$51 million
4. Pharmaceuticals & medicines	\$23 million
5. Medical equipment & supplies	\$22 million

6% of TN-4 global goods exports went to China in 2023

Top Services Export Markets, 2022

1. United Kingdom	\$117 million
2. Canada	\$81 million
3. Mexico	\$52 million
4. Switzerland	\$41 million
5. China	\$39 million

Top Services Exports to China, 2022

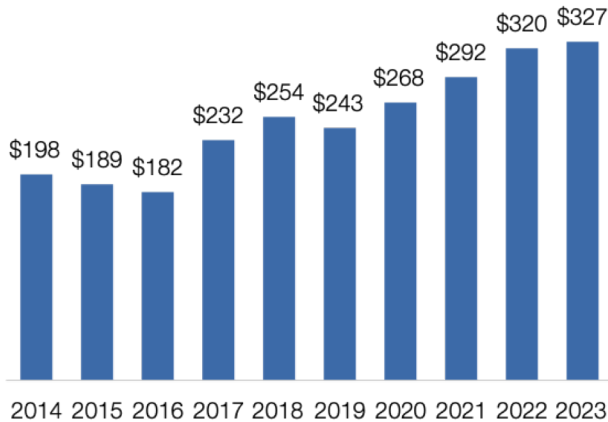
1. Education	\$8.8 million
2. Audio/visual services	\$7.3 million
3. Royalties from industrial processes	\$6.7 million
4. Misc. business, prof. & tech. services	\$2.8 million
5. Equip. installation & maintenance	\$2.7 million

5% of TN-4 global services exports went to China in 2022

Tennessee's 5th District Exports to China

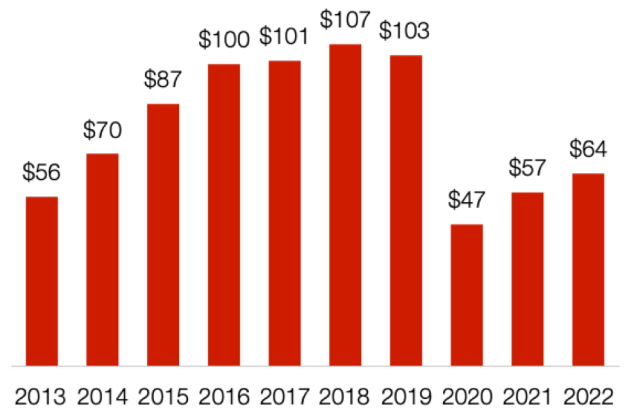
Tennessee's 5th District goods and services exports to China supported **1,760** American jobs in 2022.

Goods (\$ million)



Growth (2022-2023): **+2%** ↑

Services (\$ million)



Growth (2021-2022): **+11%** ↑

Top Goods Export Markets, 2023

1. Canada	\$1.0 billion
2. Mexico	\$551 million
3. China	\$327 million
4. Netherlands	\$261 million
5. Japan	\$203 million

Top Goods Exports to China, 2023

1. Navigational & meas. instruments	\$125 million
2. Computer equipment	\$114 million
3. Misc. crops	\$19 million
4. Medical equipment & supplies	\$16 million
5. Pharmaceuticals & medicines	\$16 million

Top Services Export Markets, 2022

1. United Kingdom	\$269 million
2. Ireland	\$252 million
3. Canada	\$218 million
4. Switzerland	\$148 million
13. China	\$64 million

Top Services Exports to China, 2022

1. Business mgmt. & consulting	\$11 million
2. Personal travel & tourism	\$6.3 million
3. Audio/visual services	\$4.7 million
4. Misc. business, prof. & tech. services	\$4.5 million
5. Software distribution royalties	\$4.1 million

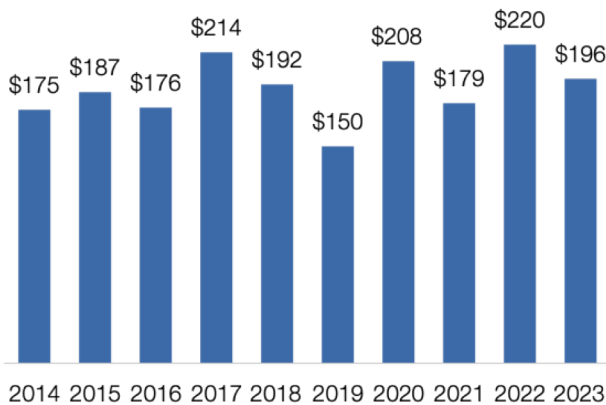
8% of TN-5 global goods exports went to China in 2023

3% of TN-5 global services exports went to China in 2022

Tennessee's 6th District Exports to China

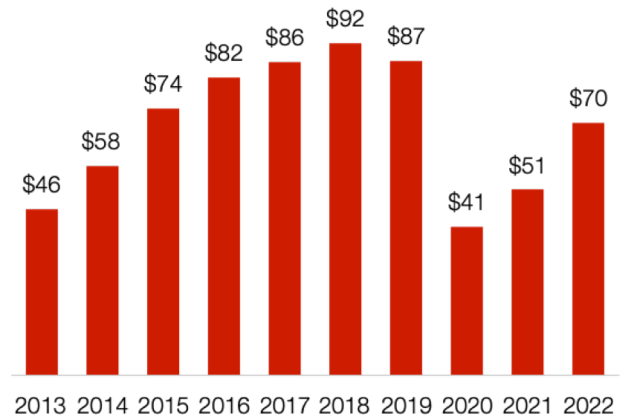
Tennessee's 6th District goods and services exports to China supported **1,700** American jobs in 2022.

Goods (\$ million)



Change (2022-2023): **-11%** ↓

Services (\$ million)



Growth (2021-2022): **+36%** ↑

Top Goods Export Markets, 2023

1. Canada	\$776 million
2. Mexico	\$533 million
3. China	\$196 million
4. Hong Kong	\$170 million
5. Japan	\$137 million

Top Goods Exports to China, 2023

1. Misc. crops	\$59 million
2. Computer equipment	\$35 million
3. Oilseeds & grains	\$23 million
4. Medical equipment & supplies	\$18 million
5. Navigational & meas. instruments	\$13 million

7% of TN-6 global goods exports went to China in 2023

Top Services Export Markets, 2022

1. United Kingdom	\$171 million
2. Canada	\$149 million
3. Ireland	\$119 million
4. Mexico	\$107 million
7. China	\$70 million

Top Services Exports to China, 2022

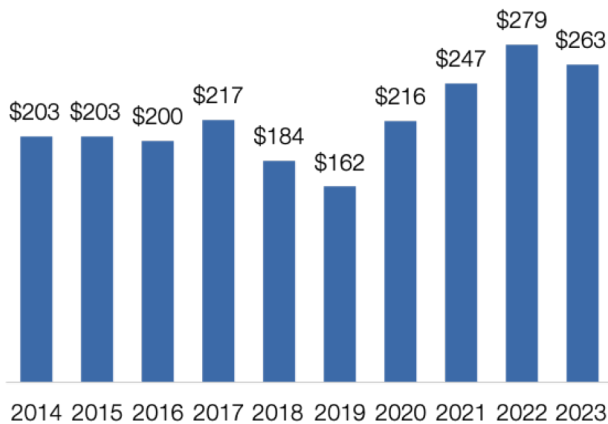
1. Air freight & port services	\$21 million
2. Personal travel & tourism	\$5.7 million
3. Education	\$5.4 million
4. Business mgmt. & consulting	\$5.2 million
5. Misc. freight & port services	\$3.6 million

5% of TN-6 global services exports went to China in 2022

Tennessee's 7th District Exports to China

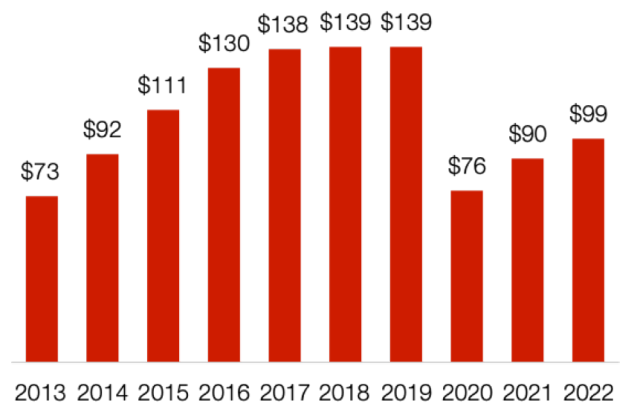
Tennessee's 7th District goods and services exports to China supported **2,130** American jobs in 2022.

Goods (\$ million)



Change (2022-2023): **-6%** ↓

Services (\$ million)



Growth (2021-2022): **+9%** ↑

Top Goods Export Markets, 2023

1. Canada	\$858 million
2. Mexico	\$477 million
3. China	\$263 million
4. Germany	\$188 million
5. Japan	\$135 million

Top Goods Exports to China, 2023

1. Navigational & meas. instruments	\$51 million
2. Basic chemicals	\$46 million
3. Misc. crops	\$36 million
4. Oilseeds & grains	\$32 million
5. Coal & petroleum gases	\$21 million

Top Services Export Markets, 2022

1. United Kingdom	\$270 million
2. Canada	\$215 million
3. Ireland	\$141 million
4. Mexico	\$129 million
6. China	\$99 million

Top Services Exports to China, 2022

1. Education	\$44 million
2. Credit-related services	\$6.8 million
3. Audio/visual services	\$6.7 million
4. Personal travel & tourism	\$6.1 million
5. Business mgmt. & consulting	\$5.6 million

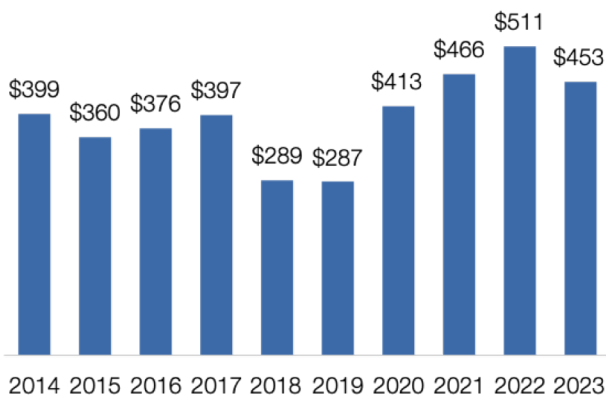
9% of TN-7 global goods exports went to China in 2023

5% of TN-7 global services exports went to China in 2022

Tennessee's 8th District Exports to China

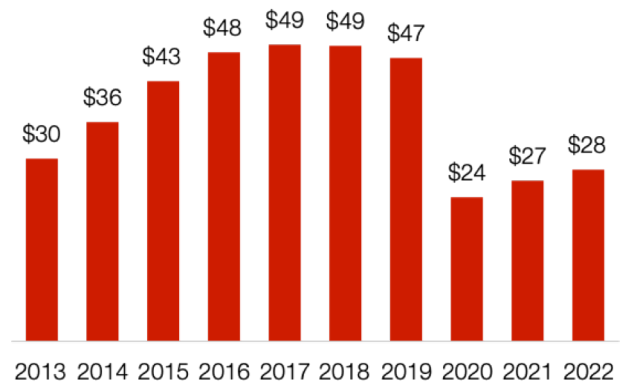
Tennessee's 8th District goods and services exports to China supported **3,120** American jobs in 2022.

Goods (\$ million)



Change (2022-2023): **-11%** ↓

Services (\$ million)



Growth (2021-2022): **+7%** ↑

Top Goods Export Markets, 2023

1. Canada	\$907 million
2. Mexico	\$792 million
3. China	\$453 million
4. Japan	\$277 million
5. Netherlands	\$268 million

Top Goods Exports to China, 2023

1. Medical equipment & supplies	\$156 million
2. Oilseeds & grains	\$141 million
3. Basic chemicals	\$32 million
4. Misc. crops	\$31 million
5. Pharmaceuticals & medicines	\$9.8 million

10% of TN-8 global goods exports went to China in 2023

Top Services Export Markets, 2022

1. Ireland	\$73 million
2. United Kingdom	\$68 million
3. Canada	\$64 million
4. Switzerland	\$54 million
7. China	\$28 million

Top Services Exports to China, 2022

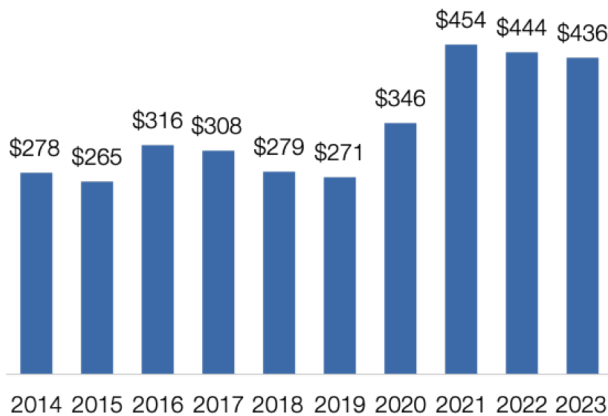
1. Royalties from industrial processes	\$4.9 million
2. Misc. business, prof. & tech. services	\$3.0 million
3. Education	\$2.8 million
4. Business mgmt. & consulting	\$2.6 million
5. Trademark royalties	\$2.5 million

4% of TN-8 global services exports went to China in 2022

Tennessee's 9th District Exports to China

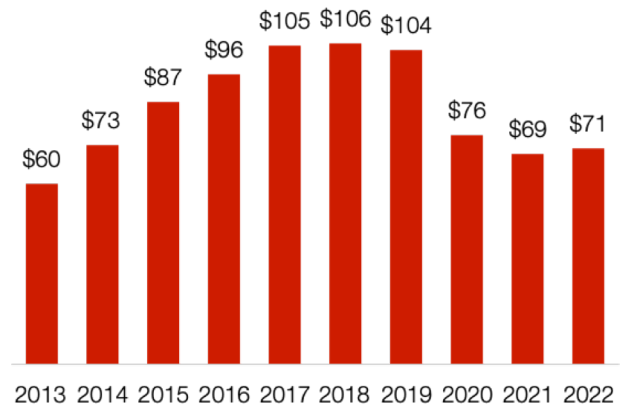
Tennessee's 9th District goods and services exports to China supported **2,660** American jobs in 2022.

Goods (\$ million)



Change (2022-2023): **-2%** ↓

Services (\$ million)



Growth (2021-2022): **+3%** ↑

Top Goods Export Markets, 2023

1. Mexico	\$492 million
2. Canada	\$465 million
3. China	\$436 million
4. Netherlands	\$425 million
5. Japan	\$348 million

Top Goods Exports to China, 2023

1. Medical equipment & supplies	\$313 million
2. Basic chemicals	\$76 million
3. Engines & turbines	\$9.9 million
4. Navigational & meas. instruments	\$6.8 million
5. Pulp & paperboard mill products	\$5.2 million

12% of TN-9 global goods exports went to China in 2023

Top Services Export Markets, 2022

1. Canada	\$157 million
2. Ireland	\$120 million
3. United Kingdom	\$100 million
4. Switzerland	\$89 million
6. China	\$71 million

Top Services Exports to China, 2022

1. Education	\$21 million
2. Misc. freight & port services	\$10 million
3. Royalties from industrial processes	\$7.9 million
4. Misc. business, prof. & tech. services	\$5.8 million
5. Business mgmt. & consulting	\$4.7 million

6% of TN-9 global services exports went to China in 2022