



GREATER HOUSTON
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GLOBAL HOUSTON

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INTRODUCTION

This year's *Global Houston* report explores three areas key to the region's growth: foreign trade, foreign direct investment and immigration. To better appreciate their importance to the region, consider the following:

- Houston has led the nation in metro exports nine out of the past 10 years. The region exports more oil field services, refined products, chemicals and fabricated metals overseas than any other metro.
- More than 2,500 Houston manufacturing firms engage in global trade: sourcing materials from overseas, selling their products abroad, or both.
- 517 foreign-owned firms, either directly or through their subsidiaries, have announced investments in Houston over the past 10 years.
- Houston's foreign-born population grew by nearly 390,000 residents from '08 to '17, accounting for one-third of the region's population growth over the period.

But Houstonians shouldn't assume that trade, foreign investment and immigration will grow at the same pace over the next 10 years. All three face headwinds. Congress has yet to ratify the United States-Mexico-Canada Agreement that would establish new, formalized trade relations among the three countries. Washington and Beijing are currently engaged in a trade war. Concerns over global warming may curtail investments in traditional oil and gas, a Houston mainstay for over a century. The Trump Administration continues to seek ways to restrict immigration. And growth in global trade has begun to slow, from 5.6 percent in '17 to a projected 3.3 percent in '19.

Should Houstonians be concerned? Yes. Should we circle the wagons? No, that would be an overreaction. But anyone who lives, works or manages a business in Houston should know how important trade, foreign investment and immigration are to the region. This issue of *Global Houston* explains just that.



Note: Shaded countries were Houston's top 20 trading partners in 2018.

FOREIGN TRADE

The U.S. International Trade Administration (ITA) offers a rule of thumb for exports and job creation. Every billion dollars in U.S. exports supports approximately 5,744 jobs. ITA breaks the rule down a bit further—exporting \$1 billion in goods supports 5,223 jobs, \$1 billion in service exports sustains 6,706 jobs.

Admittedly, ITA's rule of thumb is simplistic. It assumes that exporting \$1 billion in wheat has the same impact as exporting \$1 billion in automobiles. But the rule of thumb does illustrate a point—anything that affects exports also affects employment.

What's at stake?

The most readily available, frequently updated and detailed data on trade comes from the U.S. Census Bureau and covers the Houston-Galveston Customs District. The district includes seven ports: Houston, Corpus Christi, Freeport, Galveston, Port Lavaca, Texas City and Bush Intercontinental Airport. A few facts about the district:

- It handled \$233.3 billion in foreign trade (imports and exports) in '18, according to the Census Bureau. That equates to \$445,000 in cargo passing through the region every minute.
- The district handled 289.2 million metric tons of cargo in '18. That equates to 33,000 metric tons of cargo handled every hour.

TOP 10 U.S. CUSTOMS DISTRICTS

Ranked by Tonnage and Value

Rank	Customs District	Million Metric Tons	Rank	Customs District	\$ Billions
1	Houston-Galveston	289.2	1	Los Angeles	456.2
2	New Orleans	281.5	2	New York	392.9
3	Los Angeles	121.6	3	Laredo	326.9
4	Port Arthur	89.6	4	Detroit	268.5
5	New York	80.5	5	Chicago	252.1
6	Norfolk	60.7	6	New Orleans	238.0
7	San Francisco	60.0	7	Houston-Galveston	233.3
8	Philadelphia	53.4	8	Savannah	173.2
9	Columbia-Snake River	52.4	9	Seattle	155.0
10	Mobile	50.6	10	Cleveland	153.0

Source: U.S. Census Bureau accessed via WISERTrade

- The Houston-Galveston Customs District ranked first in foreign tonnage and seventh in value in '18.
- Houston became a net exporter late in '13, shipping more goods and commodities overseas than it receives from abroad.

If you live west of downtown Houston, you may not appreciate the jobs associated with moving all this cargo through the region. Martin & Associates, a maritime consulting firm, and Texas A&M University have studied the benefits that the ports of Houston,

Galveston and Freeport provide to the region. They determined that the three ports support 343,525 local jobs—98,497 direct, 77,861 indirect and 167,167 induced.¹ That equates to one in every nine jobs in the region. Even allowing for the possibility of double counting, the employment impact is significant for a region with nearly 3.2 million jobs.

Houston has seen district tonnage soar in recent years, up nearly 50 percent since '08. Four commodities—crude, fuels, chemicals and plastics—account for the bulk of the gains. The growth has largely been driven by supply, not demand. Late in '15, Congress lifted the ban on crude exports, allowing U.S. producers to sell their output on the world market. Exports of crude have quadrupled since then. The fracking boom has led to a surplus of propane and butane processed in Houston and shipped to markets abroad. These exports have more than doubled over the past five years. The chemical plants and ethane crackers that broke ground during the height of the fracking boom are now online. Exports of chemicals and

REGIONAL JOB IMPACT OF HOUSTON-AREA PORTS

Jobs	Houston	Galveston	Freeport	Total
Direct	67,039	15,016	16,442	98,497
Indirect	55,103	5,086	17,672	77,861
Induced	102,882	12,468	51,817	167,167
Total	225,024	32,570	85,931	343,525

Sources: 2018 Economic Impact of Marine Cargo Activity at the Port of Houston, April 2019; Economic Impact of Galveston County's Maritime Industry Cluster, January 2017; Port Freeport Economic Impact Analysis, February 2016; plus additional calculations by the Greater Houston Partnership.

¹ Direct jobs are associated with moving cargo via the marine terminals, indirect are with firms that provide goods and services to the firms moving the cargo, and induced jobs are generated when those holding direct and indirect jobs spend their paychecks in the local economy.

plastics are up 50 percent compared to five years ago. Houston has also benefitted from healthy overseas markets. Global growth has averaged 3.6 percent annually over the past 10 years.

Who buys from Houston?

Houston trades with more than 200 countries and territories. The volume exceeds \$1 billion or more with 43 of those nations and \$100 million or more with another 53. Our top partners, in order, are Mexico, China, Brazil, The Netherlands, South Korea, Germany, Japan, the United Kingdom, Italy and India.

Houston’s top ten trading partners have changed over time. Saudi Arabia, which at one time ranked third, has since fallen to 15th. Iraq, Nigeria and Venezuela have also lost their rankings among the region’s top ten. Growing domestic production has reduced the need to import oil from these countries. France and Belgium were among the top ten in ’98 but have since fallen from the list. Though trade with these European countries has more than doubled over the past 20 years, trade with China, South Korea, Italy and India has grown even faster, bumping France and Belgium down a few rungs. Mexico has remained Houston’s top trading partner 19 of the past 20 years. China briefly wore the crown in ’15.

If there’s a flaw in the Census Bureau’s data, it’s that it captures cargo movements but not, in the case of exports, their points of origin, or with imports, their final destinations. This weakness limits the data’s usefulness in assessing a metro area’s global trade ties. That’s the case with Laredo, which ranks third as a customs district but 230th in gross domestic product (GDP). Likewise, for New Orleans, which ranks sixth in traffic but 45th in GDP. For Laredo, most of the traffic involves components and finished goods shipped via rail or truck between Mexico and factories in the U.S. Midwest. For New Orleans, district traffic includes

TOP 10 HOUSTON TRADING PARTNERS BY YEAR
In Rank Order

Rank	'98	'08	'18
1	Mexico	Mexico	Mexico
2	Venezuela	Venezuela	China
3	United Kingdom	Saudi Arabia	Brazil
4	Germany	Nigeria	The Netherlands
5	Brazil	China	South Korea
6	The Netherlands	Brazil	Germany
7	Saudi Arabia	The Netherlands	Japan
8	Japan	Germany	United Kingdom
9	Belgium	Iraq	Italy
10	France	United Kingdom	India

Source: U.S. Census Bureau accessed via WISERTrade

agricultural shipments brought down the Mississippi River by barge and then loaded onto ocean-going ships for export. Given the concentration of refineries, chemical plants and factories in Houston, what the Census Bureau records as exports for the Houston-Galveston Customs District traffic is likely produced here.

Another Measure of Exports

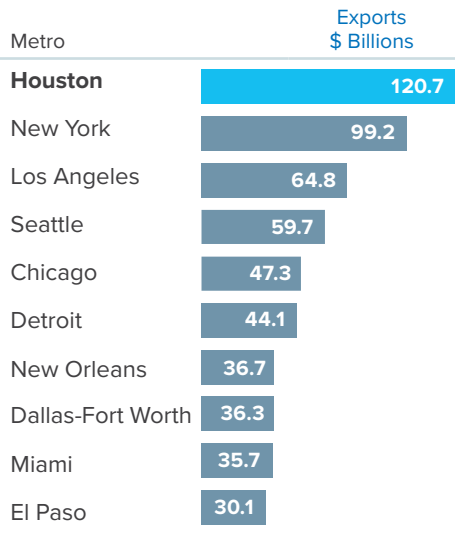
While the U.S. Census Bureau reports data by customs district, the International Trade Administration (ITA) reports data for metro areas.

Based on ITA data, metro Houston led the nation in exports in ’18, ahead of New York, Los Angeles, Seattle and Chicago. Dallas-Fort Worth ranked a distant eighth. Houston’s exports have grown from \$80.0 billion in ’08 to \$120.7 billion in ’18. No other metro area has experienced such growth over the period.

The ITA data is based on an export’s origin of movement or OM. The OM is the zip code from where goods begin their journey to the port of export. This is the zip code for the financial beneficiary of the export. The beneficiary may be a person, wholesaler or broker, but not

necessarily the firm that manufactured the goods. For example, a broker in Houston could purchase widgets from a Midwest factory, repackage them in a Houston warehouse, ship them via truck to the West Coast, and export the widgets to Asia via the Port of Los Angeles. Based on ITA’s methodology, the Houston broker benefits from the transaction, so ITA would identify the shipment as a

TOP U.S. EXPORTING METROS - '18



Source: U.S. International Trade Administration (based on U.S. Census Bureau data)

Houston export given the OM. The cargo, however, was shipped via Los Angeles, so the Census Bureau would identify it as a Los Angeles export. Though confusing, ITA data reveals several key points about the region:

- Houston exports more than any other metro.
- Over the past 10 years, no other U.S. metro has experienced comparable export growth.
- Houston benefits from exports more than any other metro.

The ITA data has its weaknesses. It doesn't include imports, industry-level detail is only published annually and there's a nine-month lag from year's end to when the details are available. But data from previous years show Houston consistently leads the nation in the export of oilfield services, refined products, chemicals and fabricated metals. Houston is also among the top exporters of industrial machinery and electrical equipment.

How many Houston companies export? The ITA reports that 12,343 Houston-area companies shipped goods overseas in '17 (the latest data available). Some of these companies existed only on paper, *i.e.*, entities created solely to facilitate a transaction. According to ITA, 5,253 of the companies exporting from Houston had no employees. That lowers the likely number of firms in Houston exporting goods and commodities to around 7,090. That places Houston fifth, behind Los Angeles (21,131 exporters), New York (20,569), Miami (14,850) and Chicago (10,639) using the same methodology.

Exports Made in Houston

The Brookings Institution approaches metro exports differently than ITA or the Census Bureau. Brookings examines a region's industrial output and allocates a share of U.S. exports to that region based on its share of U.S. industrial output.

For instance, if a metro area produces five percent of a nation's widgets, and the U.S. exports \$100 million in widgets, Brookings assumes the metro area exports \$5 million in widgets. The institute acknowledges the potential for over-counting in regions that are domestically focused and undercounting in regions that are export-oriented, the latter of which may be the case for Houston.

The most recent data available is for '17, and Brookings doesn't plan to update the data for '18, but the conclusions from previous years are worth noting:

- Exports manufactured in Houston totaled \$79.1 billion in '17.
- Houston ranked third, behind New York (\$133.2 billion) and Los Angeles (\$99.6 billion).
- More than 330,000 Houston-area jobs were tied to exports in '17, up from 274,000 in '07 and 169,000 in '03, which is as far back as the data go.
- Exports accounted for 17.3 percent of Houston's GDP in '17, up from 13.5 percent in '07 and 8.8 percent in '03.
- Houston's leading exports include petroleum products, basic chemicals, oilfield services, industrial machinery, resins and synthetic rubbers.

Export Benefits by Industry

The impact that exports have on Houston can be measured through economic modeling. The Partnership uses the IMPLAN model to measure the impact that a company relocating to Houston has on the regional economy. The same model can be used to measure the impact exports have on the region. The table below shows how a \$100 million increase in exports in various industries would impact Houston.

Some benefits can't be measured, but when a quarter trillion dollars in trade passes through the region, people take notice. Houston now has 90 consulates, 19 foreign-owned banks, over 1,700 foreign-owned companies, 18 sister-city relationships, 35 active foreign chambers of commerce and trade associations, two international airports and air service to 66 foreign markets. This has created a feedback loop. Companies expand here because of Houston's global connections, Houston's connections facilitate trade, and that trade attracts more companies and foreign investment.

IMPACT OF \$100 MILLION IN HOUSTON EXPORTS

Industry	Jobs Created*	Increase in Household Earnings \$ Millions	Increase in GDP \$ Millions
Electrical Equipment	801	64.7	173.1
Industrial Equipment	619	50.3	163.1
Iron and Steel	512	41.9	162.7
Petrochemicals	132	13.5	169.6
Plastics	239	24.9	165.6

* direct, indirect, and induced.

Source: Partnership calculations using IMPLAN

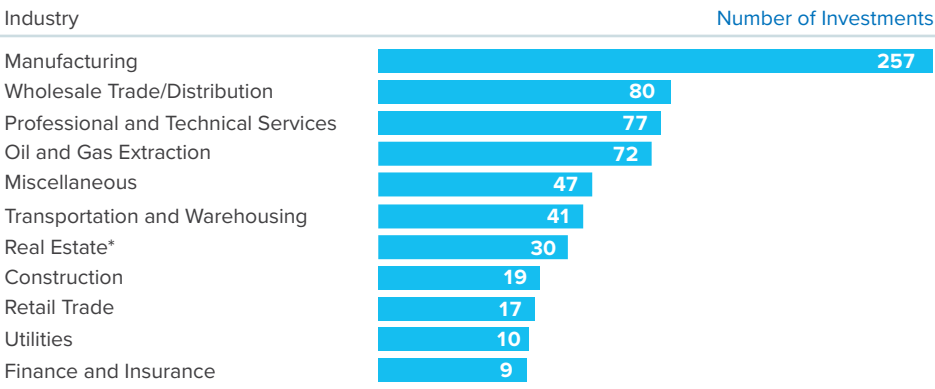
FOREIGN DIRECT INVESTMENT

Over the past 10 years, at least 517 foreign-owned companies have announced plans to invest in Houston. These announcements represent 659 separate deals. The value of the investments was made public for only 315 of these deals but the cumulative amount disclosed is significant—\$33.2 billion. These investments originated from 36 countries and cover 63 industries across 11 broad sectors.

Some of the foreign-owned companies investing in Houston are household names, like Ikea and Anheuser-Busch InBev. Others are less familiar but no less important, like INEOS (chemicals and plastics) and Tenaris (oilfield pipe). The investments have been large and small, involved human capital and fixed assets, expanded existing operations or represented new entries into the market. A few examples:

- Germany-based Covestro plans to invest \$1.7 billion to expand its Baytown polymer plant. This will be the largest single investment in the company’s history. It’s expected to start production in ’24.
- China-based Sanhua, a manufacturer of air conditioning components, recently opened its \$10.0 million North American Technology Center in Northwest Houston.
- Dubai National Air Transport Association recently opened a catering facility at George Bush Intercontinental Airport. The 51,000-square-foot facility, which employs 150 workers, will provide more than 10,000 meals per day. British Airways, which operates two flights per day from Houston, was its first customer.
- Swiss-based Sika Corporation has begun manufacturing high performance mortars and grouts at its new plant in Sealy. The factory employs 25 workers.

FOREIGN DIRECT INVESTMENTS IN HOUSTON By Sector January '08 - December '18



* Represents the management of real estate, not the acquisition of properties
Source: Greater Houston Partnership, New Business Announcements database

- Belgium-based MaSTherCell recently chose Houston for its first foray into the U.S. healthcare market. The cell and gene therapy manufacturer will operate from a facility near Webster.
- Ikea, the Netherlands-based furniture retailer, has acquired 160 acres in northeast Houston where it plans to build a 1.2-million-square-foot distribution facility.

Less than one-third of the investments (203 projects) came from companies that already had a presence in Houston. They wouldn’t have expanded here if their initial entry into Houston hadn’t been successful. But over half the announcements (352 projects) came from companies new to the U.S. or the Houston region. The

status of the remaining projects can't be determined from the available data.

These foreign-owned companies came to Houston for a variety of reasons—to be closer to their clients, to be nearer suppliers, to access the local talent pool, to tap into local research and innovation, to interact with peers, to establish a beachhead for entering the U.S. market, or because opportunities to grow their business at home are limited.

Foreign investment is important to Houston for numerous reasons. It infuses new capital into the region, expands the manufacturing base, helps underpin jobs, facilitates the exchange of ideas and best practices, increases trade, adds to the tax base and stimulates growth.

HOME COUNTRIES OF FOREIGN-OWNED COMPANIES INVESTING IN HOUSTON, '08 - '18

Australia	Germany	Portugal
Austria	India	Russia
Belgium	Ireland	Saudi Arabia
Bermuda	Israel	Singapore
Brazil	Italy	Spain
Canada	Japan	Sweden
Cayman Islands	Korea	Switzerland
China	Luxembourg	Taiwan
Colombia	Mexico	Turkey
Denmark	The Netherlands	United Arab Emirates
Finland	Norway	United Kingdom
France	Poland	Venezuela

Source: Greater Houston Partnership, New Business Announcements database

One often overlooked benefit is the tax revenues foreign investment generates when it adds to the tax base. If one assumes a tax rate of \$2.53 per \$100 valuation (the rate for a property inside Houston, Harris County and the Houston Independent School District) any investment that adds \$100 million to the tax rolls generates an additional \$2.53 million in tax revenues. As noted earlier, foreign-owned firms have added billions to the tax rolls in recent years.

IMMIGRATION

Nearly one in four Houstonians, over 1.6 million residents, was born outside the United States. Metro Houston has the fifth largest foreign-born population in the U.S. after New York, Los Angeles, Miami and Chicago.

Immigration has contributed 390,000 new residents, about one-third of the region's population growth, since '08. Data from the Census Bureau indicate that Houston welcomed almost as many immigrants from Asia as it did from Latin America over the past ten years. Furthermore, the Pew Research Center shows no increase in Houston's undocumented population from '07 to '16 (the most recent data

PLACE OF BIRTH, FOREIGN-BORN POPULATION, METRO HOUSTON

Region	'08	'17	Change Since '08	% of Total Change
Latin America	860,207	1,027,863	167,656	42.8%
Asia	263,374	409,395	146,021	37.3%
Africa	40,102	95,017	54,915	14.0%
Europe	55,451	74,998	19,547	5.0%
Northern America	14,403	18,464	4,061	1.0%
Oceania	4,182	3,505	-677	-0.2%
Total	1,237,719	1,629,242	391,523	100.0%

Source: U.S. Census Bureau

available) and apprehensions along the southern border by Homeland Security have risen dramatically since President Trump took office in '17.

International migration is important to Houston for several reasons. For one, it is more steady than domestic migration. Metro Houston recorded negative domestic migration twice in the past 10 years ('17 and '18). In layman's terms, more people left Houston than moved here from other parts of the U.S. during that time. The Census Bureau estimates the loss at 19,500 residents over those two years. The losses in '17 were the direct aftermath of a weak job market during

the prior two years. The losses in '18 were likely due to Hurricane Harvey. Rather than rebuild flooded homes, many residents chose to relocate to other cities. In contrast, international migration has always been positive over the past 20 years.

Of Houston's 1.6 million foreign-born residents, 39.8 percent are naturalized (*i.e.*, U.S. citizens).² That's up from 32.3 percent 10 years ago. There's a distinct difference between the two groups. Naturalized citizens tend to be older, better educated, and more likely to be employed than non-citizens and even the native born.

SELECTED POPULATION CHARACTERISTICS, NATIVE AND FOREIGN BORN POPULATIONS, METRO HOUSTON 2017

	Total Population	Native Born	Foreign born	
			Naturalized citizens	Not a U.S. citizen
Total population	6,892,427	5,263,185	649,129	980,113
Median age (years)	34.4	30.1	49.5	38.3
Average household size	2.93	2.69	3.39	3.64
Population 15 years and Older	5,351,196	3,805,454	636,946	908,796
Never married	33.9%	38.1%	15.3%	29.5%
Now married, except separated	49.9%	44.6%	68.8%	58.7%
Population 25 years and Older	4,425,840	3,024,275	602,751	798,814
Less than high school graduate	16.5%	8.5%	21.2%	43.1%
Bachelor's degree	20.7%	22.6%	21.8%	12.3%
Graduate or professional degree	11.7%	11.3%	16.9%	9.5%
Population 16 years and over	5,253,079	3,716,448	634,783	901,848
In labor force	66.0%	65.0%	68.9%	68.0%
Unemployed	3.9%	4.2%	2.8%	3.5%
Percent of civilian labor force	5.9%	6.5%	4.0%	5.1%
Median Household income (dollars)	63,802	69,788	67,928	42,901
Households Living Below Poverty Line	13.9%	13.1%	8.8%	21.8%

Source: U.S. Census Bureau

²The remaining 60 percent include both legal and undocumented immigrants.

Immigrants' Contribution to GDP

Metro Houston's Gross Domestic Product (GDP) stood at \$490.1 billion in '17, according to the U.S. Bureau of Economic Analysis (BEA). The Census Bureau estimates that there were just over 1.0 million foreign-born workers in Houston that year, about 30.8 percent of all employed workers in '17. That suggests foreign-born workers accounted for 30.8 percent

of the region's economic output, or \$150.7 billion in '17. Admittedly, this is an oversimplification. A more detailed approach is warranted.

A more accurate method would be to estimate the average contribution to GDP per worker in each industry, then multiply that contribution by the number of foreign-born workers in each industry. Using data from Census, BEA and the Texas Workforce

Commission, the Partnership estimates that foreign-born workers contributed \$142.1 billion to Houston's GDP in '17. That's 29.0 percent of total GDP. To put that in perspective, the estimated contribution to Houston's GDP by foreign-born workers exceeds the GDP of Nashville (\$133.3 billion), San Antonio (\$129.3 billion) or Las Vegas (\$112.3 billion).

FOREIGN-BORN WORKERS CONTRIBUTION TO METRO HOUSTON GDP IN '17

Industry	GDP by Sector - \$ Millions	Avg. Annual Employment	GDP Per Employee	Foreign-Born Workers	Foreign-Born Contribution to GDP - \$ Millions
Mining	44,194	107,490	\$411,149	33,062	\$13,593
Construction	30,324	315,958	\$95,973	161,303	\$15,481
Manufacturing	82,578	315,958	\$261,357	101,190	\$26,447
Wholesale Trade	41,802	107,490	\$388,893	30,057	\$11,689
Retail Trade	24,558	348,531	\$70,460	88,166	\$6,212
Transportation, Warehousing, Utilities	36,440	201,952	\$180,441	57,107	\$10,305
Information	8,853	45,602	\$194,132	9,017	\$1,750
Finance, Insurance, Real Estate	66,760	198,695	\$335,990	42,079	\$14,138
Professional & Business Services	65,495	413,677	\$158,323	129,243	\$20,462
Educational Services & Health Care	26,783	388,029	\$69,023	162,305	\$11,203
Leisure & Hospitality	14,816	286,642	\$51,688	102,192	\$5,282
Other Services	9,642	175,894	\$54,819	74,139	\$4,064
Government	37,830	354,634	\$106,674	14,026	\$1,496
Total or Average*	490,074	3,260,556	\$150,304	1,003,887	\$142,123

* Does not include contributions to GDP from the approximately 22,000 individuals employed in agriculture and private households

Sources: U.S. Bureau of Economic Analysis; U.S. Census Bureau; Texas Workforce Commission; calculations by Greater Houston Partnership.

HEADWINDS TO GROWTH

Trade, foreign investment and immigration face headwinds as Houston sails into the next decade. Those headwinds could slow or even stall future growth.

U.S.-China Trade War

As this publication went to press, Washington and Beijing were engaged in a trade war. The U.S.

has slapped tariffs on \$250 billion in Chinese imports and threatened tariffs on \$325 billion more. China has responded with \$110 billion in tariffs on U.S. imports and threats of punitive measures on U.S. businesses operating in China.

As justification for his actions, the Trump Administration has cited the loss of U.S. manufacturing jobs to

China, the large U.S. trade deficit with the country, threats to national security, the forced transfer of technology as a pre-condition for joint ventures with Chinese firms, and the outright theft, through cyberattacks or other means, of intellectual property.

The administration hoped the tariffs would reduce the demand for Chinese goods. That wasn't the case in '18, the

first year the trade war began, at least not for Houston. The region imported more Chinese goods and exported fewer Houston-made goods in '18 than it did in '17. Anecdotal evidence suggests the increase in Chinese imports may have been due to U.S. companies stockpiling goods before the tariffs took effect. There's some indication the tariffs may finally be impacting imports. Through March of '19 imports were down 10.4 percent compared to the same period in '18.

The trade war potentially has several negative effects on Houston, the first being a reduction in exports, the second, uncertainty for any company doing business in China, and third, hesitation by Chinese firms considering investing in Houston.

Failure to Pass the USMCA

The United States-Mexico-Canada Agreement (USMCA) will eventually replace the current North American Free Trade Agreement (NAFTA) that governs trade between the three countries. President Trump, Canadian Prime Minister Justin Trudeau, and then-Mexican President Enrique Peña Nieto signed the deal in November, but it still needs to be ratified by all three governments. The Democratic Party, which now controls the U.S. House of Representatives, has already voiced opposition to the deal.

According to ITA, 3,350 Houston-area companies exported to Mexico or Canada in '15 (the latest year for which data is available). Mexico is Houston's top trading partner, with \$24.6 billion in bilateral trade in '18. Canada is Houston's 14th trading partner, with \$4.7 billion in bilateral trade. Failure to ratify the USMCA would impact Houston-Mexico-Canada trade and the associated local jobs.

Foreign Investment Slowing to a Trickle

The threat to foreign investment doesn't involve U.S. policy. It involves climate change and the shift away from

HOUSTON TRADE WITH CHINA, '17 VS. '18

	\$ Billions		Difference	
	'17	'18	\$ Value	%
Exports	7.760	7.593	-0.167	-2.1
Imports	11.028	12.686	1.658	15.0

HOUSTON TRADE WITH CHINA, MARCH YEAR-TO-DATE

	\$ Billions		Difference	
	'18	'19	\$ Value	%
Exports	2.656	1.135	-1.521	-57.3
Imports	2.886	2.586	-0.300	-10.4

Source: U.S. Census Bureau accessed via WISERTrade

fossil fuels. Of the 659 announcements in Houston over the past 10 years, 313 involved companies tied to the energy industry—exploration firms, equipment manufacturers, oil field service contractors, engineering and transportation concerns, chemical plants and refineries. If companies see limited growth for the industry, they may scale back their investments and open fewer offices, plants and warehouses here. When might that start to happen? BP expects global demand for liquid fuels to peak as early as 2030. Exxon places the peak as late as 2050. Based on those outlooks, the impact on conventional energy investments in Houston would likely occur within the next 10 years, or may not happen for another 30.

The Outlook for Immigration

Immigration is one of the most divisive issues in the nation. Congress and the Trump Administration shut down the federal government for 35 days this year in a dispute over how to fund a border wall. A host of municipalities have declared themselves sanctuary cities, passing laws to protect undocumented immigrants from deportation or prosecution. And some citizen militias have taken to patrolling the border.

In May, the president unveiled a plan that would impose new security measures at the border and restrict immigration. The proposal calls for an increase in the education and skills requirements for people to migrate to the U.S. and scales back the system of family-based immigration that allows immigrants to bring parents and children here. The proposal provides opportunities for immigrants with specific skills or job offers to work in the U.S. provided they can speak English, are educated, and can pass a U.S. civics exam. Three-quarters of those coming to the U.S. will have bachelors or advanced degrees under the Trump plan. The plan has no provisions for the undocumented brought to the U.S. as children who are now adults, often referred to as "Dreamers."

Initial reaction on Capitol Hill to the proposal was negative and Washington observers say there's little chance of Congress approving the president's plan. But any future proposal that limits the flow of the foreign-born would slow Houston's workforce growth and the region's economic expansion.

ON THE HORIZON

Several issues not tied to trade, investment or immigration could also impact Houston's growth.

China's economic growth continues to slow, from 6.4 percent in '18 to a projected 6.0 percent in '20. Many nations (but not the U.S.) depend on sales to China to sustain their own growth. Slower sales could result in slower global growth.

Unrest in Libya, Nigeria and Venezuela; attacks on infrastructure in Saudi Arabia; sanctions against Iraq—all could send oil prices soaring. Though good for Houston in the short run, a spike would hurt Houston in the long run. Oil price spikes preceded

three of the last six U.S. recessions.

The U.S.-China trade spat could escalate to a full-blown global trade war. The U.S. isn't the only country unhappy with how many Chinese companies conduct business. Other nations could enact similar protective measures, dramatically reducing global trade, thus reducing global output and leading to significant job losses.

Finally, Americans are doubting the promised benefits of global trade. A recent Pew study found that while 74 percent of Americans think that trade is good, only 37 percent believe that it lowers prices, 36 percent that

it creates jobs and 31 percent that it increases wages. Such skepticism could lead to broader support for more protectionist policies.

The Pew data has deeper implications. It suggests that Americans believe that free trade is good in theory, but they have yet to see the benefits. That's not the case for Houston. The benefits, outlined in this report, are evident—jobs, investment, population growth and a stronger economy. Anything that supports trade helps Houston grow. Anything that inhibits trade stifles that growth. For Houston to continue to prosper, we need that growth, now and well into the future.

THE NEED TO DREDGE

As this publication went to press, the Texas Legislature passed, and Governor Greg Abbott has until June 16th to sign into law, Senate Bill 2223 regulating traffic in the Houston Ship Channel. The bill limits the maximum size of container ships to 1,100 feet and requires that the Port of Houston limit larger vessels, which would interfere with two-way ship traffic in the channel.

The Coalition for a Fair and Open Port, a group composed of energy interests that use the channel, pushed for the legislation, citing the congestion

and delays the large container ships cause when they use the waterway. Traffic is reduced to one-way when those ships are in the channel, and the coalition claims this limits their ability to export crude, refined products and chemicals from the region. Trucking and container companies counter saying that limiting large ship traffic disrupts supply chains and raises prices for consumers.

The bill, when signed by the Governor, will take effect September 1. It will allow the Houston Pilots Association, the group responsible for bringing ships

into port from open waters, to allow larger vessels to call on Houston if 80 percent of the association members believe the vessels can navigate the channel safely and efficiently.

The best long-term solution would be to widen the channel, currently at 530 feet across, to at least 700 feet. This will require the support of Congress, federal agencies, industry, the Houston Pilots Association and the Port of Houston. The Port of Houston Authority believes that funding could be secured to resolve this issue in four to five years.

SOURCES

Data cited in this report comes from the following sources:

The Brookings Institution, The Economist Intelligence Unit, Greater Houston Partnership New Business Announcements database, Houston Airport System, IMPLAN, International Monetary Fund, Manufacturers News, Martin & Associates, The Pew Center, Port Houston, Texas Workforce Commission, The Texas A&M Transportation Institute, U.S. Bureau of Economic Analysis, U.S. Census Bureau, U.S. Energy Information Administration, U.S. International Trade Administration, Uniworld, WISERTrade and The World Bank

HOUSTON: GLOBAL CITY HIGHLIGHTS

INTERNATIONAL POPULATION

4th

largest city

Houstonians:

nearly **1 in 4** are foreign-born

90 countries

have official government representation here

7th

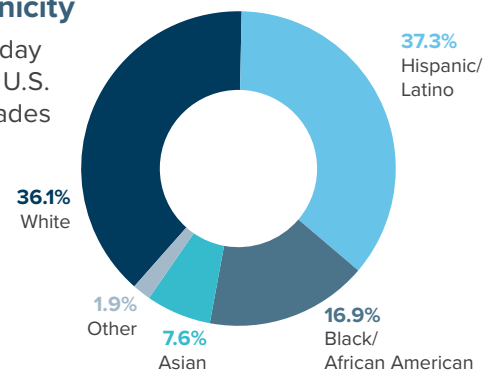
largest metro economy

Top 3 Metro in the nation

for the number of consular offices

Race/Ethnicity

Houston today mirrors the U.S. in four decades



Source: U.S. Census Bureau

5,000+

Houston companies doing business abroad

International Business Center

19

foreign banks from 10 nations

1,700+

Houston firms report foreign ownership

PORT OF HOUSTON: BUSIEST PORT IN TEXAS



16th busiest in the world by tonnage

1st in U.S. import & export tonnage

2nd in total tonnage in the U.S.

MORE THAN **8,000** ships visit annually

Approximately **100** steamship lines provide service between Houston and more than **1,000** global ports

HOUSTON AIRPORT SYSTEM

2 INTERNATIONAL AIRPORTS

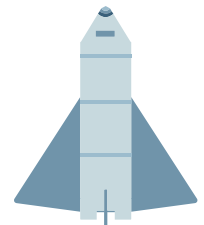
George Bush Intercontinental and William P. Hobby Airports

1 SPACE PORT

Ellington Airport Launch Site

License approved by FAA in 2015

Became a commercial spaceport in 2015



188 nonstop destinations to **37** countries



2018 Passenger Volume

58.3 Million total passengers

DOMESTIC

46.5 Million

INTERNATIONAL

11.8 Million

Scheduled and charter passenger and cargo carriers fly directly to approximately

122 Domestic destinations

66 International destinations

37 countries

HOUSTON TRADE BY REGION

TOTAL GLOBAL TRADE - HOUSTON 2018

Global 2018 Trade	Imports to Houston		Exports from Houston	
	(\$ millions)	% of total	(\$ millions)	% of total
GLOBAL Total	92,714.4	100.0	140,543.3	100.0
AMERICAS	22,849.6	24.6	56,624.4	40.3
ASIA	28,070.6	30.3	36,971.7	26.3
EUROPE	30,247.0	32.6	32,978.2	23.5
MIDDLE EAST	8,701.5	9.4	8,173.4	5.8
AFRICA	2,845.7	3.1	5,795.3	4.1



AMERICAS - HOUSTON TRADE 2018

Region Rank	Sub-Region	Imports to Houston		Exports from Houston	
		(\$ millions)	% of total	(\$ millions)	% of total
	AMERICAS Total	22,849.6	24.6	56,624.4	40.3
2	South America	10,712.3	46.9	28,636.8	50.6
3	North America	10,032.3	43.9	19,250.2	34.0
10	Central America	1,327.0	5.8	5,500.5	9.7
12	Caribbean	778.1	3.4	3,236.8	5.7



AFRICA - HOUSTON TRADE 2018

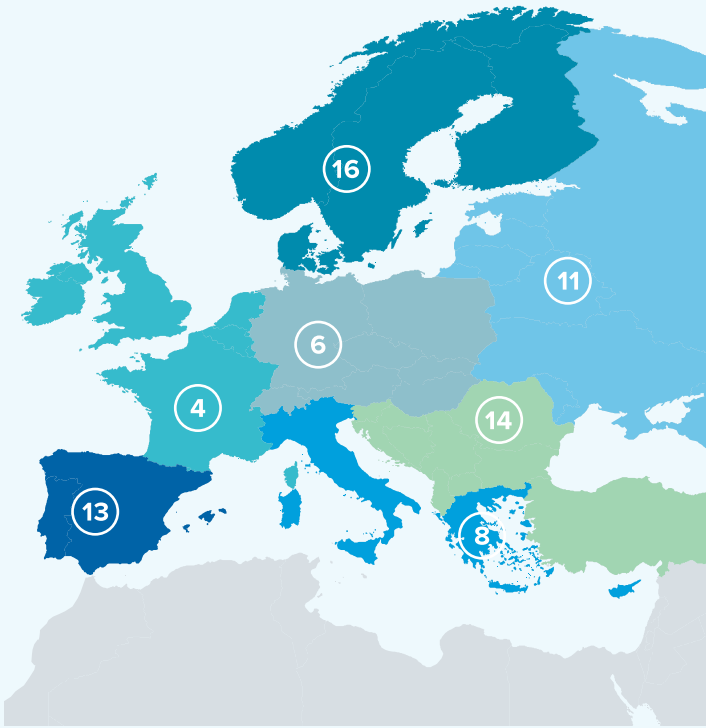
Region Rank	Sub-Region	Imports to Houston		Exports from Houston	
		(\$ millions)	% of total	(\$ millions)	% of total
	AFRICA Total	2,845.7	3.1	5,795.3	4.1
15	Western Africa	1,115.3	39.2	2,158.8	37.3
17	Northern Africa	727.8	25.6	2,081.2	35.9
18	Southern Africa	890.2	31.3	1,224.0	21.1
21	Eastern Africa	80.5	2.8	269.2	4.6
23	Central Africa	32.0	1.1	62.1	1.1



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EUROPE - HOUSTON TRADE 2018

Region Rank	Sub-Region	Imports to Houston		Exports from Houston	
		(\$ millions)	% of total	(\$ millions)	% of total
	EUROPE Total	30,247.0	32.6	32,978.2	23.5
4	Western Europe	7,338.9	24.3	19,350.0	58.7
6	Central Europe	10,269.4	34.0	3,932.6	11.9
8	Southern Europe	4,048.8	13.4	3,463.6	10.5
11	Eastern Europe	3,342.9	11.1	960.7	2.9
13	Southwestern Europe	1,852.6	6.1	2,074.9	6.3
14	Southeastern Europe	1,715.6	5.7	1,799.0	5.5
16	Northern Europe	1,678.8	5.6	1,397.3	4.2



ASIA - HOUSTON TRADE 2018

Region Rank	Sub-Region	Imports to Houston		Exports from Houston	
		(\$ millions)	% of total	(\$ millions)	% of total
	ASIA Total	28,070.6	30.3	36,971.7	26.3
1	Eastern Asia	20,374.2	72.6	25,064.4	67.8
7	Southeastern Asia	3,520.6	12.5	6,046.1	16.4
9	Southern Asia	3,275.3	11.7	4,155.3	11.2
19	Oceania	436.4	1.6	1,371.6	3.7
20	Southwestern Asia	322.1	1.1	174.9	0.5
22	Central Asia	142.0	0.5	159.4	0.4



MIDDLE EAST - HOUSTON TRADE 2018

Region Rank	Sub-Region	Imports to Houston		Exports from Houston	
		(\$ millions)	% of total	(\$ millions)	% of total
5	Middle East	8,701.5	100.0	8,173.4	100.0





MEXICO

HOUSTON'S #1 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the fifth busiest gateway for U.S.-Mexico trade (by value) and Mexico is Houston's largest international trading partner. From '09 to '18, trade between Houston and Mexico averaged \$23.4 billion annually and was valued at \$24.6 billion in '18. More than 611,900 people living in metro Houston were born in Mexico.

HOUSTON'S BUSINESS TIES

- Forty-one Houston firms operate 119 subsidiary locations in Mexico, including the American Bureau of Shipping, Crane Worldwide Logistics, Halliburton, Kinder Morgan and Schlumberger.
- Ten Mexican firms operate 23 subsidiaries in the Houston area, including Avant Energy, Banorte-Ixe Securities, CEMEX USA, Mission Foods Houston and Interceramic Tile & Stone Gallery.
- Trade and cultural relationships with Mexico are facilitated in Houston through the Consulate General of Mexico, the U.S.-Mexico Chamber of Commerce, the Mexico Tourism Board, the Trade Commission of Mexico-Bancomext, the Institute of Hispanic Culture of Houston, as well as numerous festivals.
- Seven airlines offer a total of 63 daily nonstop passenger flights between Houston and 22 cities in Mexico.
- Of Houston's 19 foreign-owned banks, one is from Mexico: BBVA Bancomer, a fully owned subsidiary of the Spanish BBVA Group.
- Tampico, Mexico was designated as one of Houston's 18 international sister cities in '03.

AIR CARGO TRADE

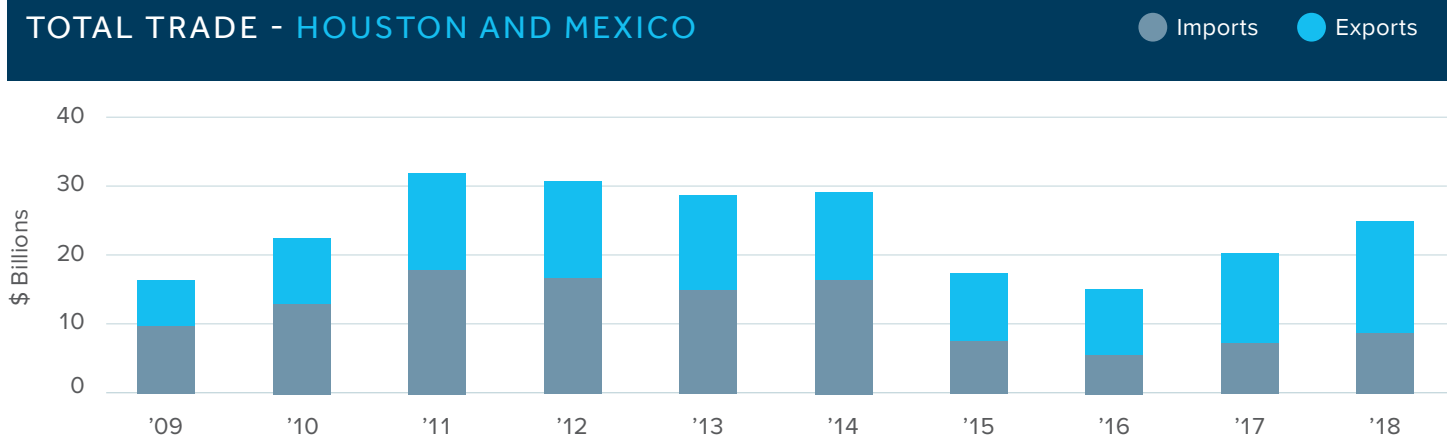
- Houston ranks as the 18th busiest gateway for U.S.-Mexico air cargo trade (by weight).
- Air cargo trade between Houston and Mexico totaled 481.0 metric tons in '18, a 1.5 percent increase over '17, and was valued at \$61.1 million.
- In '18, the top three commodities by weight were industrial equipment and computers; miscellaneous industrial components, equipment, and parts; and articles of iron or steel, accounting for 51.0 percent of total air cargo trade.

TRADE

Houston-Mexico trade has fluctuated over the past decade, peaking in '11 at \$31.4 billion. Since its 10-year low in '16 at \$14.7 billion, trade has gradually expanded, largely due to growth in the

import and export value of mineral fuels, oil and refined products. Most recently, trade between Houston and Mexico increased 22.7 percent from \$20.0 billion in '17 to \$24.6 billion in '18.

TOTAL TRADE - HOUSTON AND MEXICO



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO MEXICO

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	9,070.6	11,383.8	72.5	25.5
2	Organic Chemicals	2,950.1	3,629.9	23.1	23.0
3	Iron and Steel	107.5	159.9	1.0	48.8
4	Industrial Equipment and Computers	158.4	149.7	1.0	-5.5
5	Inorganic Chemicals, Rare Earths, Precious Metals	81.3	102.8	0.7	26.5
6	Cereals	129.3	91.1	0.6	-29.5
7	Beverages, Spirits, and Vinegar	55.3	54.1	0.3	-2.1
8	Plastics and Plastic Products	20.4	23.6	0.2	15.7
9	Miscellaneous Chemical Products	24.5	23.5	0.1	-4.0
10	Electrical Machinery, Equipment, and Parts	17.2	22.1	0.1	28.1
Total Top 10 Commodities		12,614.6	15,640.5	99.6	24.0
All Other Commodities		70.1	62.7	0.4	-10.5
TOTAL ALL COMMODITIES		12,684.7	15,703.2	100.0	23.8

IMPORTS FROM MEXICO

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	6,182.5	7,320.7	82.5	18.4
2	Articles of Iron or Steel	519.5	563.0	6.3	8.4
3	Motor Vehicles and Parts	109.9	431.6	4.9	292.8
4	Organic Chemicals	128.9	147.7	1.7	14.6
5	Iron and Steel	80.1	140.2	1.6	75.1
6	Miscellaneous Industrial Components, Equipment, and Parts	78.5	53.9	0.6	-31.3
7	Beverages, Spirits, and Vinegar	55.4	49.5	0.6	-10.7
8	Electrical Machinery, Equipment, and Parts	54.5	48.3	0.5	-11.3
9	Industrial Equipment and Computers	36.1	35.7	0.4	-1.0
10	Salt, Sulfur, Stone, Lime, and Cement Plaster	19.1	21.3	0.2	11.4
Total Top 10 Commodities		7,264.2	8,811.8	99.3	21.3
All Other Commodities		77.7	66.1	0.7	-15.0
TOTAL ALL COMMODITIES		7,341.9	8,877.9	100.0	20.9

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



CHINA

HOUSTON'S #2 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the 10th busiest gateway for U.S.-China trade (by value) and China is Houston's second largest international trading partner. From '09 to '18, trade between Houston and China averaged \$14.6 billion annually and was valued at \$20.3 billion in '18. More than 62,900 people living in metro Houston were born in China.

HOUSTON'S BUSINESS TIES

- Forty-eight Houston firms operate 127 subsidiary locations in China, including the American Bureau of Shipping, Baker Botts, Chevron Phillips Chemical, Halliburton and Schlumberger.
- Sixteen Chinese firms operate 20 subsidiaries in the Houston area, including Air China, Baosteel America, China Natural Petroleum Corporation (CNPC), LINN Energy and MSP/Drilex.
- Trade and cultural relationships with China are facilitated in Houston through the Consulate General of China, the China General Chamber of Commerce, the Asian Chamber of Commerce, the American Chinese Culture Exchange Association, the Chinese Community Center and the Institute of Chinese Culture.
- Air China offers six weekly nonstop passenger flights from Houston to Beijing, China.
- Of Houston's 19 foreign-owned banks, one is from China: Industrial and Commercial Bank of China.
- Shenzhen, China was designated as one of Houston's 18 international sister cities in 1986.

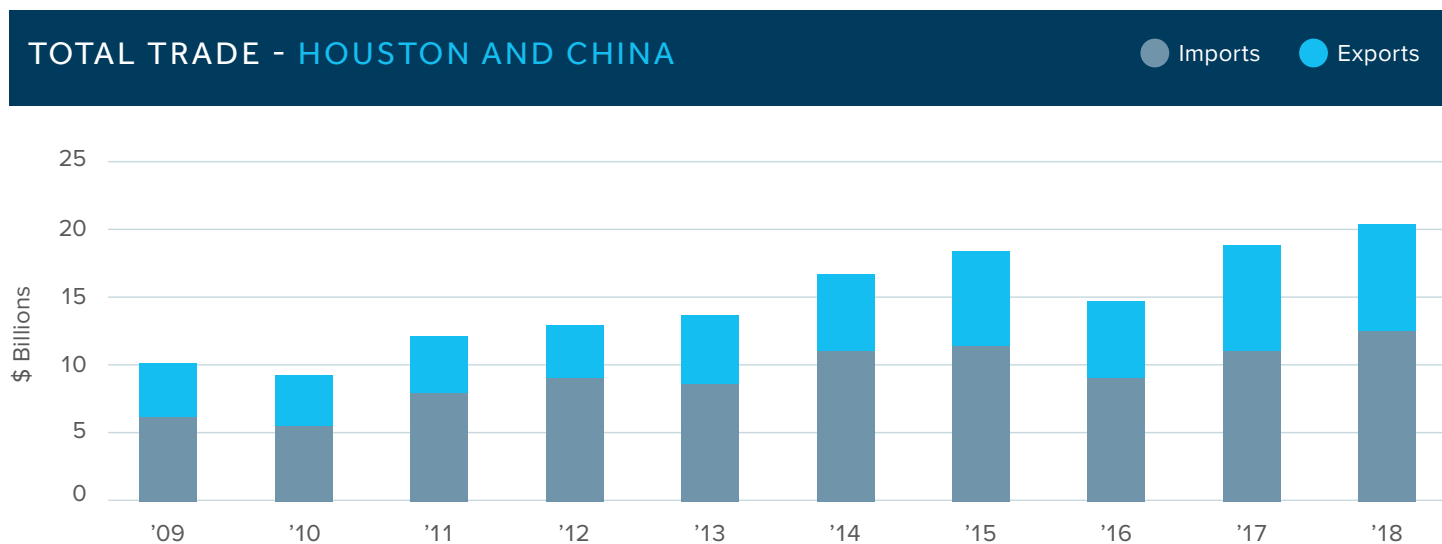
AIR CARGO TRADE

- Houston ranks as the 12th busiest gateway for U.S.-China air cargo trade (by weight).
- Air cargo trade between Houston and China totaled 20,106.4 metric tons in '18, a 1.5 percent decline over '17, and was valued at \$1.1 billion.
- In '18, the top three commodities by weight were industrial equipment and computers; electric machinery, equipment, and parts; and articles of iron or steel, accounting for 62.1 percent of total air cargo trade.

TRADE

Houston-China trade has doubled over the past decade, from \$10.0 billion in '09 to \$20.3 billion in '18. From '17 to '18, trade between Houston and China increased 7.9 percent from \$18.8

billion to \$20.3 billion, largely due to an increase in the import value of industrial equipment and computers and the export value of mineral fuels, oil, and refined products.



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO CHINA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	3,561.6	3,986.9	52.5	11.9
2	Organic Chemicals	1,162.0	1,011.6	13.3	-12.9
3	Plastics and Plastic Products	835.2	822.1	10.8	-1.6
4	Cereals	768.4	471.4	6.2	-38.7
5	Industrial Equipment and Computers	349.1	412.7	5.4	18.2
6	Electrical Machinery, Equipment, and Parts	113.3	143.2	1.9	26.4
7	Miscellaneous Chemical Products	107.7	108.4	1.4	0.7
8	Rubber and Rubber Products	81.6	93.6	1.2	14.7
9	Optic, Photographic, Measuring, Medical Instruments	90.0	93.1	1.2	3.6
10	Articles of Iron or Steel	115.4	89.0	1.2	-22.9
Total Top 10 Commodities		7,184.4	7,232.0	95.2	0.7
All Other Commodities		575.3	361.0	4.8	-37.3
TOTAL ALL COMMODITIES		7,759.7	7,593.0	100.0	-2.1

IMPORTS FROM CHINA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Industrial Equipment and Computers	2,264.4	2,933.7	23.1	29.6
2	Electrical Machinery, Equipment, and Parts	1,883.9	1,814.6	14.3	-3.7
3	Articles of Iron or Steel	1,013.9	1,280.5	10.1	26.3
4	Furniture, Bedding, Lamps	1,015.2	1,128.5	8.9	11.2
5	Toys, Games, and Sports Equipment	832.2	824.6	6.5	-0.9
6	Plastics and Plastic Products	602.4	792.7	6.2	31.6
7	Organic Chemicals	473.9	661.3	5.2	39.5
8	Motor Vehicles and Parts	187.9	249.0	2.0	32.5
9	Linens, Needlecraft Sets, Worn Clothing	209.3	229.5	1.8	9.6
10	Wood and Wood Products	242.4	206.8	1.6	-14.7
Total Top 10 Commodities		8,725.6	10,121.1	79.8	16.0
All Other Commodities		2,302.3	2,564.8	20.2	11.4
TOTAL ALL COMMODITIES		11,027.9	12,685.9	100.0	15.0

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



BRAZIL

HOUSTON'S #3 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the second busiest gateway for U.S.-Brazil trade (by value) and Brazil is Houston's third largest international trading partner. From '09 to '18, trade between Houston and Brazil averaged \$12.6 billion annually and was valued at \$12.9 billion in '18. Nearly 7,300 people living in metro Houston were born in Brazil.

HOUSTON'S BUSINESS TIES

- Fifty-one Houston firms operate 128 subsidiary locations in Brazil, including Exterran Holdings, Harris CapRock Communications, InterMoor, McDermott International and National Oilwell Varco.
- Nine Brazilian firms operate 14 subsidiaries in the Houston area, including Braskem, Gerdau, Oxitenio, Petrobras and Stefanini.
- Trade and cultural relationships with Brazil are facilitated in Houston through the Consulate General of Brazil, the Brazil-Texas Chamber of Commerce and the Brazilian Arts Foundation Houston, which is dedicated to providing cultural education and building community through the preservation and sharing of Brazilian culture.
- United Airlines offers daily nonstop passenger flights from Houston to two Brazilian cities: Rio De Janeiro and São Paulo.

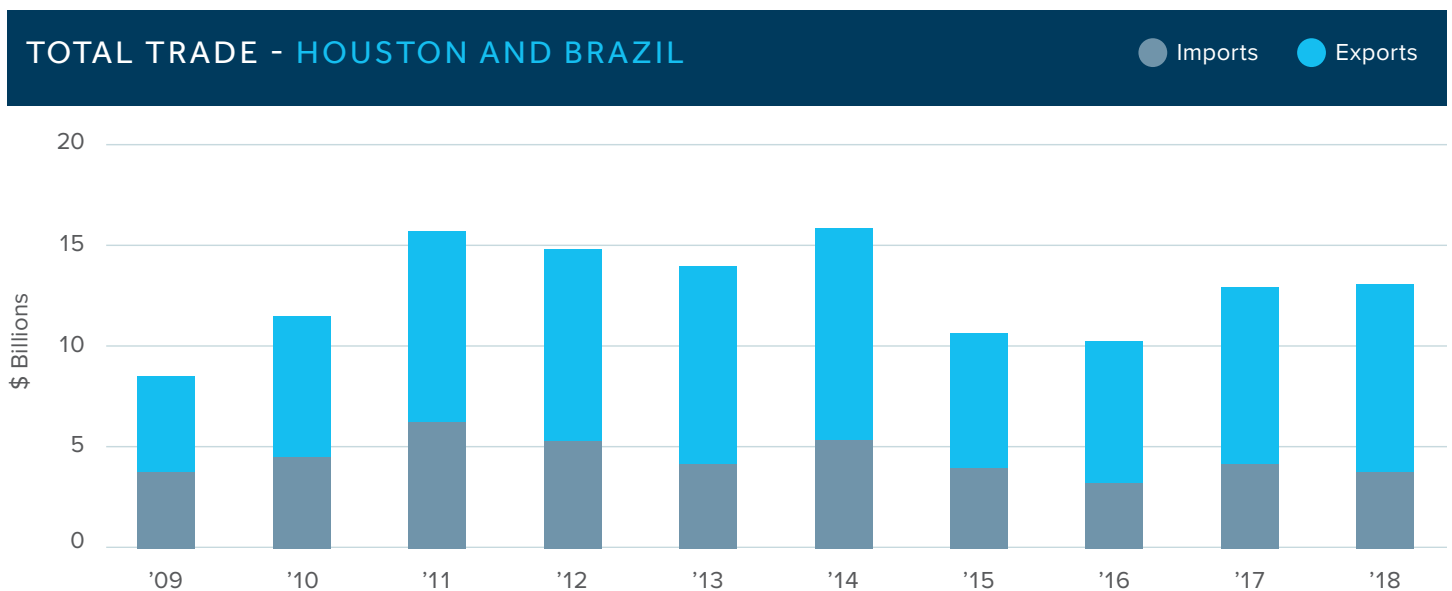
AIR CARGO TRADE

- Houston ranks as the seventh busiest gateway for U.S.-Brazil air cargo trade (by weight).
- Air cargo trade between Houston and Brazil totaled 4,860.2 metric tons in '18, a 2.5 percent decline over '17, and was valued at \$496.3 million.
- In '18, the top three commodities by weight were industrial equipment and computers; articles of iron or steel; and electric machinery, equipment and parts, accounting for 60.3 percent of total air cargo trade.

TRADE

Houston-Brazil trade over the past decade has ranged from \$8.4 billion in '09 to a peak of \$15.7 billion in '14. Trade between Houston and Brazil increased 0.4 percent from \$12.81 billion in '17 to \$12.86 billion in '18. Over the past year, imports from Brazil to Houston decreased 7.7 percent from \$4.2 billion to \$3.8 billion.

Exports increased 4.3 percent from \$8.6 billion to \$9.0 billion over the same period. Exports composed 70.1 percent of total trade in '18 and have averaged 63.9 percent of annual trade over the past decade.



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO BRAZIL

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil and Refined Products	4,537.6	4,653.8	51.6	2.6
2	Organic Chemicals	655.4	937.4	10.4	43.0
3	Plastics and Plastic Products	946.7	791.8	8.8	-16.4
4	Industrial Equipment and Computers	518.8	583.1	6.5	12.4
5	Inorganic Chemicals, Rare Earths, Precious Metals	331.9	367.1	4.1	10.6
6	Beverages, Spirits and Vinegar	400.6	359.4	4.0	-10.3
7	Aircraft, Spacecraft and Parts	222.3	223.9	2.5	0.7
8	Miscellaneous Chemical Products	176.2	211.0	2.3	19.8
9	Motor Vehicles and Parts	113.7	146.9	1.6	29.3
10	Rubber and Rubber Products	128.9	124.1	1.4	-3.7
Total Top 10 Commodities		8,032.1	8,398.6	93.1	4.6
All Other Commodities		611.4	619.0	6.9	1.2
TOTAL ALL COMMODITIES		8,643.5	9,017.6	100.0	4.3

IMPORTS FROM BRAZIL

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil and Refined Products	972.6	576.6	15.0	-40.7
2	Industrial Equipment and Computers	432.7	560.6	14.6	29.6
3	Organic Chemicals	543.6	412.0	10.7	-24.2
4	Beverages, Spirits and Vinegar	409.9	399.9	10.4	-2.4
5	Motor Vehicles and Parts	175.5	307.5	8.0	75.2
6	Wood and Wood Products	211.0	215.0	5.6	1.9
7	Articles of Iron or Steel	218.8	141.0	3.7	-35.6
8	Iron and Steel	121.2	132.1	3.4	9.0
9	Products of Stone, Plaster, Cement, Asbestos, Mica	137.5	130.6	3.4	-5.1
10	Ores, Slag and Ash	214.4	127.4	3.3	-40.6
Total Top 10 Commodities		3,437.2	3,002.6	78.1	-12.6
All Other Commodities		730.5	843.9	21.9	15.5
TOTAL ALL COMMODITIES		4,167.7	3,846.6	100.0	-7.7

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



THE NETHERLANDS

HOUSTON'S #4 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the busiest gateway for U.S.-The Netherlands trade (by value) and The Netherlands is Houston's fourth largest international trading partner. From '09 to '18, trade between Houston and The Netherlands averaged \$8.5 billion annually and was valued at \$10.4 billion in '18. Nearly 1,900 people living in metro Houston were born in The Netherlands.

HOUSTON'S BUSINESS TIES

- Thirty Houston firms operate 46 subsidiary locations in The Netherlands, including Ascend Performance Materials, Bredero Shaw, Dril-Quip, ION Geophysical and Tideland Signal.
- Thirty-eight Dutch firms operate 94 subsidiaries in the Houston area, including Akzo Nobel, Frank's International, LyondellBasell Industries, Setpoint Integrated Solutions and Shell.
- Trade and cultural relationships with The Netherlands are facilitated in Houston through the Consulate of The Netherlands, the Netherlands Business Support Office (NBSO-Texas) and the Holland Club Houston.
- Two airlines, KLM Royal Dutch Airlines and United Airlines, offer daily nonstop passenger flights from Houston to Amsterdam, The Netherlands.

AIR CARGO TRADE

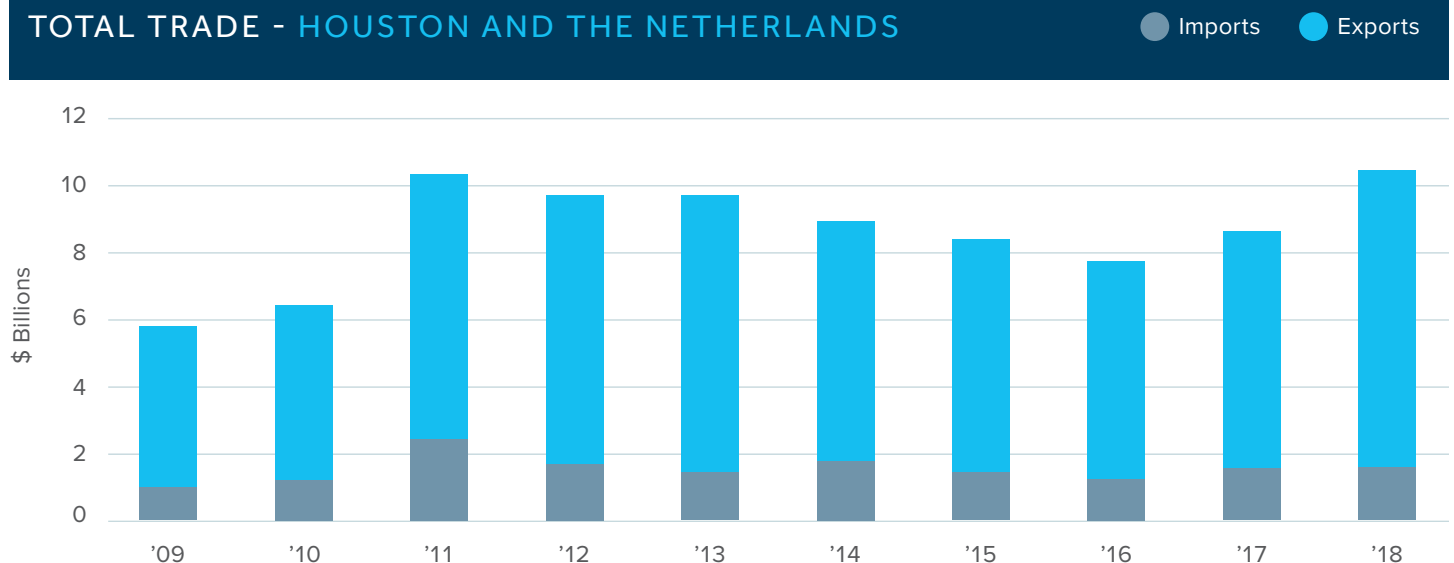
- Houston ranks as the 11th busiest gateway for U.S.-The Netherlands air cargo trade (by weight).
- Air cargo trade between Houston and The Netherlands totaled 7,609.1 metric tons in '18, a 1.9 percent increase over '17, and was valued at \$1.2 billion.
- In '18, the top three commodities by weight were industrial equipment and computers; electrical machinery, equipment, and parts; and articles of iron and steel, accounting for 57.9 percent of total air cargo trade.

TRADE

Houston-The Netherlands trade has fluctuated over the past decade, between \$5.7 billion in '09 to \$10.4 billion in '18. Trade grew from '09 until '11 but gradually declined until '16, mostly due to a decrease in the export value of mineral fuels, oil, and refined products. In '17 and '18, trade between Houston and the Netherlands increased again. Over the past year, trade increased

21.5 percent from \$8.5 billion in '17 to 10.4 billion in '18. Trade gains were primarily due to an increase in the export value of crude oil, which nearly doubled. Exports continue to dominate Houston-The Netherlands trade, representing 84.9 percent of total trade in '18 and on average composed 81.7 percent of annual trade over the past decade.

TOTAL TRADE - HOUSTON AND THE NETHERLANDS



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO THE NETHERLANDS

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	2,274.7	4,109.8	46.8	80.7
2	Motor Vehicles and Parts	786.3	1,015.9	11.6	29.2
3	Electrical Machinery, Equipment, and Parts	1,158.0	875.9	10.0	-24.4
4	Organic Chemicals	752.7	784.0	8.9	4.2
5	Industrial Equipment and Computers	432.4	446.9	5.1	3.3
6	Ores, Slag, and Ash	166.1	275.2	3.1	65.7
7	Beverages, Spirits, and Vinegar	132.8	213.6	2.4	60.9
8	Plastics and Plastic Products	145.1	153.1	1.7	5.5
9	Miscellaneous Chemical Products	134.7	149.2	1.7	10.7
10	Aircraft, Spacecraft, and Parts	108.7	112.5	1.3	3.5
Total Top 10 Commodities		6,091.6	8,136.1	92.6	33.6
All Other Commodities		820.3	651.3	7.4	-20.6
TOTAL ALL COMMODITIES		6,911.9	8,787.4	100.0	27.1

IMPORTS FROM THE NETHERLANDS

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Organic Chemicals	285.4	319.7	20.4	12.0
2	Industrial Equipment and Computers	274.5	256.6	16.4	-6.5
3	Mineral Fuels, Oil, and Refined Products	372.8	224.6	14.3	-39.8
4	Miscellaneous Industrial Components, Equipment, and Parts	142.1	130.9	8.4	-7.9
5	Beverages, Spirits, and Vinegar	120.7	113.1	7.2	-6.3
6	Miscellaneous Chemical Products	64.9	92.0	5.9	41.8
7	Electrical Machinery, Equipment, and Parts	61.2	73.7	4.7	20.5
8	Plastics and Plastic Products	36.8	71.3	4.6	94.0
9	Optic, Photographic, Measuring, Medical Instruments	43.7	69.3	4.4	58.8
10	Motor Vehicles and Parts	42.8	52.8	3.4	23.5
Total Top 10 Commodities		1,444.9	1,404.2	89.6	-2.8
All Other Commodities		165.7	162.5	10.4	-1.9
TOTAL ALL COMMODITIES		1,610.6	1,566.7	100.0	-2.7

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



SOUTH KOREA

HOUSTON'S #5 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the third busiest gateway for U.S.-South Korea trade (by value) and South Korea is Houston's fifth largest international trading partner. From '09 to '18, trade between Houston and South Korea averaged \$6.3 billion annually and was valued at \$10.3 billion in '18. More than 14,000 people living in metro Houston were born in South Korea.

HOUSTON'S BUSINESS TIES

- Eleven Houston firms operate 31 subsidiary locations in South Korea, including, Chevron Phillips Chemical, Crane Worldwide Logistics, Foster Wheeler, MRC Global and National Oilwell Varco.
- Twenty-nine South Korean firms operate 31 subsidiaries in the Houston area, including Daewoo International, Hyundai Steel USA, Korean Air Cargo, LG Display America and Samsung Oil & Gas USA.
- Trade and cultural relationships with South Korea are facilitated in Houston through the Consulate General of Korea, the Korean-American Chamber of Commerce of Houston, the Korean Community Center of Houston, the Korean-American Society of Houston and the Houston Korean Education Center.

AIR CARGO TRADE

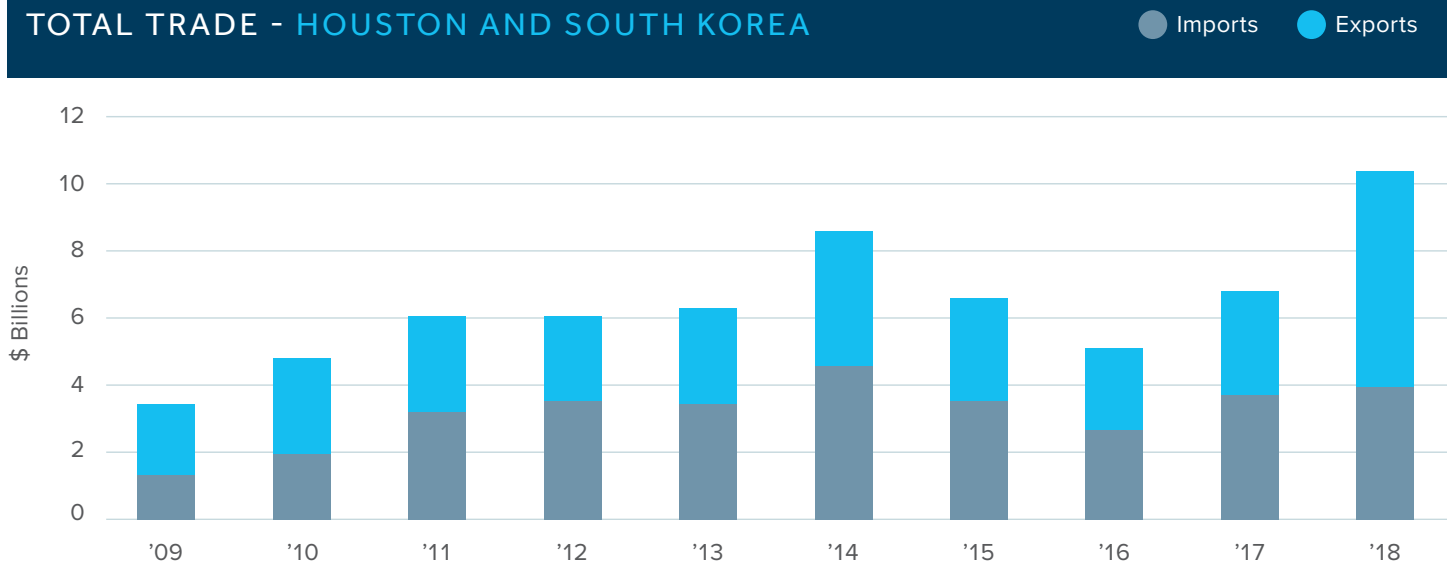
- Houston ranks as the 14th busiest gateway for U.S.-South Korea air cargo trade (by weight).
- Air cargo trade between Houston and South Korea totaled 1,662.2 metric tons in '18, a 19.9 percent decline over '17, and was valued at \$63.8 million.
- In '18, the top three commodities by weight were industrial equipment and computers; articles of iron or steel; and miscellaneous chemical products, accounting for 55.8 percent of total air cargo trade.

TRADE

Houston-South Korea trade has trended upward over the past decade from \$3.4 billion in '09 to \$10.3 billion in '18, a ten-year high. Most recently, trade between Houston and South Korea grew 52.9 percent from \$6.7 billion in '17 to \$10.3 billion in '18, largely

due to a significant increase in exports, which more than doubled from '17 to '18 while imports remained relatively flat. Mineral fuels, oils and refined products accounted for 70.0 percent of export value in '18.

TOTAL TRADE - HOUSTON AND SOUTH KOREA



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO SOUTH KOREA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	1,341.2	4,379.2	70.0	226.5
2	Organic Chemicals	979.5	1,362.0	21.8	39.0
3	Plastics and Plastic Products	113.9	122.3	2.0	7.4
4	Miscellaneous Chemical Products	56.0	119.9	1.9	114.1
5	Industrial Equipment and Computers	230.8	101.5	1.6	-56.0
6	Beverages, Spirits, and Vinegar	52.6	60.2	1.0	14.6
7	Cotton Woven Fabrics	10.4	15.3	0.2	46.3
8	Cereals	0.0	11.4	0.2	--
9	Rubber and Rubber Products	5.7	10.3	0.2	81.1
10	Copper and Copper Products	2.7	8.6	0.1	213.8
Total Top 10 Commodities		2,792.7	6,190.5	99.0	121.7
All Other Commodities		115.7	63.6	1.0	-45.0
TOTAL ALL COMMODITIES		2,908.4	6,254.1	100.0	115.0

IMPORTS FROM SOUTH KOREA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Articles of Iron or Steel	1,503.2	1,017.6	25.4	-32.3
2	Mineral Fuels, Oil, and Refined Products	359.4	683.0	17.1	90.0
3	Organic Chemicals	396.0	536.1	13.4	35.4
4	Industrial Equipment and Computers	337.4	483.6	12.1	43.3
5	Ships, Boats, and Floating Structures	299.5	479.3	12.0	60.0
6	Motor Vehicles and Parts	195.6	298.2	7.4	52.4
7	Iron and Steel	93.7	114.9	2.9	22.7
8	Electrical Machinery, Equipment, and Parts	117.5	107.2	2.7	-8.8
9	Plastics and Plastic Products	28.6	65.8	1.6	130.2
10	Paper and Paperboard Articles	30.6	54.7	1.4	78.7
Total Top 10 Commodities		3,361.5	3,840.3	95.9	14.2
All Other Commodities		440.5	165.0	4.1	-62.5
TOTAL ALL COMMODITIES		3,802.0	4,005.3	100.0	5.3

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



GERMANY

HOUSTON'S #6 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the eighth busiest gateway for U.S.-Germany trade (by value) and Germany is Houston's sixth largest international trading partner. From '09 to '18, trade between Houston and Germany averaged \$8.7 billion annually and was valued at \$9.7 billion in '18. More than 7,600 people living in metro Houston were born in Germany.

HOUSTON'S BUSINESS TIES

- Twenty-six Houston firms operate 53 subsidiary locations in Germany, including Baker Hughes, BMC Software, Rose Electronics, Schlumberger and Superior Energy Services.
- Eighty-eight German firms operate 140 subsidiaries in the Houston area, including BASF, Coastal Chemical, Crate and Barrel, Siemens Industry and Trader Joe's.
- Trade and cultural relationships with Germany are facilitated in Houston through the Consulate General of Germany, the German American Chamber of Commerce of the Southern

U.S., the Texas German Society, the Tomball German Festival and the German Institute for the Southwest, a cultural organization that fosters German language and culture among southwestern states.

- Two airlines, Lufthansa and United Airlines, offer three daily nonstop passenger flights from Houston to Frankfurt and Munich.
- Leipzig, Germany was designated as one of Houston's 18 international sister cities in 1992.

AIR CARGO TRADE

- Houston ranks as the 10th busiest gateway for U.S.-Germany air cargo trade (by weight).
- Air cargo trade between Houston and Germany totaled 20,098.5 metric tons in '18, a 19.0 percent increase over '17, and was valued at \$1.5 billion.

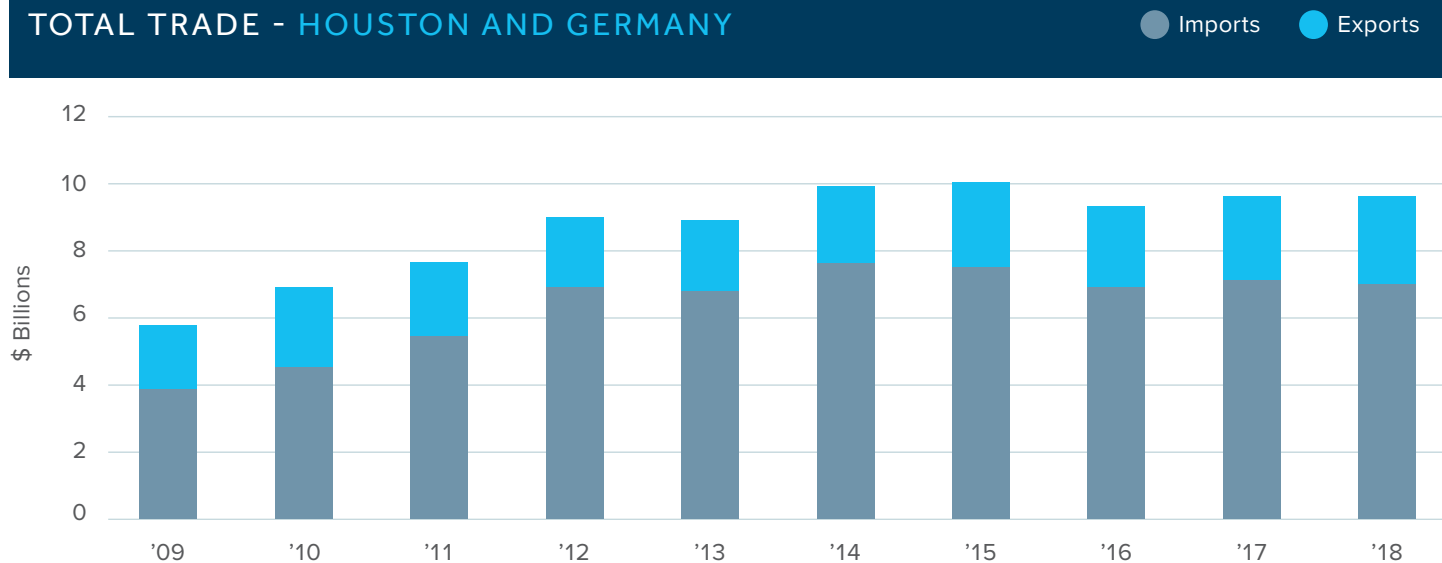
- In '18, the top three commodities by weight were industrial equipment and computers; electrical machinery, equipment, and parts; and optic, photographic, measuring, medical instruments, accounting for 55.7 percent of total air cargo trade.

TRADE

Houston-Germany trade has grown substantially over the past decade, peaking in '15 at \$10.0 billion. Over the 10-year period, trade increased 67.2 percent from \$5.8 billion in '09 to \$9.7 billion in '18. From '17 to '18, Houston-Germany trade remained constant

at \$9.7 billion. Imports composed 73.8 percent of total trade in '18 and have averaged 74.1 percent of annual trade over the past decade.

TOTAL TRADE - HOUSTON AND GERMANY



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO GERMANY

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Pharmaceutical Products	672.1	854.0	33.7	27.1
2	Electrical Machinery, Equipment, and Parts	253.4	305.3	12.0	20.5
3	Industrial Equipment and Computers	266.5	289.7	11.4	8.7
4	Aircraft, Spacecraft, and Parts	302.3	169.0	6.7	-44.1
5	Miscellaneous Chemical Products	156.6	125.8	5.0	-19.7
6	Organic Chemicals	96.4	113.4	4.5	17.6
7	Motor Vehicles and Parts	73.1	111.8	4.4	53.0
8	Plastics and Plastic Products	102.8	100.8	4.0	-1.9
9	Optic, Photographic, Measuring, Medical Instruments	74.8	76.5	3.0	2.2
10	Mineral Fuels, Oil, and Refined Products	56.8	53.5	2.1	-5.9
Total Top 10 Commodities		2,054.9	2,199.9	86.8	7.1
All Other Commodities		377.5	335.0	13.2	-11.3
TOTAL ALL COMMODITIES		2,432.3	2,534.9	100.0	4.2

IMPORTS FROM GERMANY

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Motor Vehicles and Parts	2,654.2	2,399.9	33.7	-9.6
2	Industrial Equipment and Computers	1,763.3	1,645.4	23.1	-6.7
3	Articles of Iron or Steel	354.6	480.4	6.7	35.5
4	Organic Chemicals	321.9	370.5	5.2	15.1
5	Electrical Machinery, Equipment, and Parts	245.0	317.8	4.5	29.7
6	Optic, Photographic, Measuring, Medical Instruments	297.9	316.6	4.4	6.3
7	Plastics and Plastic Products	199.7	229.9	3.2	15.1
8	Miscellaneous Chemical Products	130.5	171.2	2.4	31.2
9	Iron and Steel	152.3	154.5	2.2	1.4
10	Miscellaneous Industrial Components, Equipment, and Parts	77.3	90.4	1.3	17.0
Total Top 10 Commodities		6,196.9	6,176.5	86.7	-0.3
All Other Commodities		1,017.7	949.7	13.3	-6.7
TOTAL ALL COMMODITIES		7,214.5	7,126.3	100.0	-1.2

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



JAPAN

HOUSTON'S #7 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the 10th busiest gateway for U.S.-Japan trade (by value) and Japan is Houston's seventh largest international trading partner. From '09 to '18, trade between Houston and Japan averaged \$5.1 billion annually and was valued at \$9.5 billion in '18. More than 6,000 people living in metro Houston were born in Japan.

HOUSTON'S BUSINESS TIES

- Fourteen Houston firms operate 26 subsidiary locations in Japan, including BMC Software, Chevron Phillips Chemical, Rainforest Café, Schlumberger and Vinson & Elkins.
- 102 Japanese firms operate 227 subsidiaries in the Houston area, including Daikin North America, Firestone Complete Auto Care, Mitsubishi International, Toshiba International and VAM USA.
- Trade and cultural relationships with Japan are facilitated in Houston through the Consulate General of Japan, the Japan

Business Association, the Japan External Trade Organization, the Greater Houston Japanese Association, the Japan America Society and the Japanese-American Citizens League.

- Two airlines, Nippon Airways and United Airlines, offer twice daily nonstop passenger flights from Houston to Tokyo, Japan.
- Of Houston's 19 foreign-owned banks, two are from Japan: MUFG Bank and Sumitomo Mitsui Banking Corporation.
- Chiba, Japan was designated as one of Houston's 18 international sister cities in 1972.

AIR CARGO TRADE

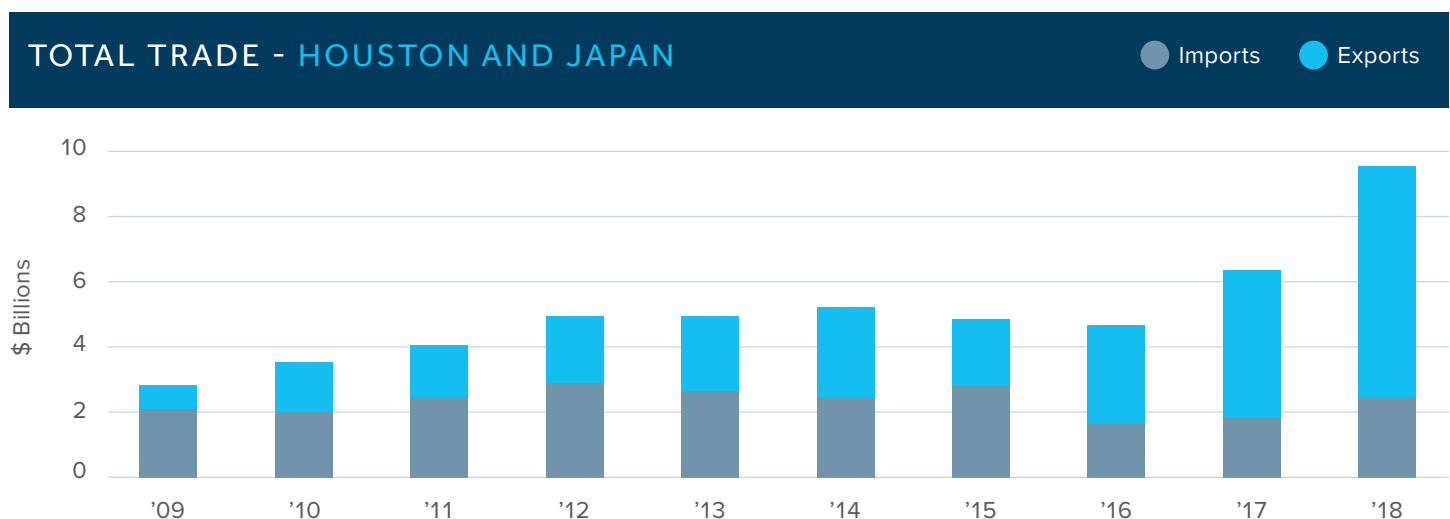
- Houston ranks as the 12th busiest gateway for U.S.-Japan air cargo trade (by weight).
- Air cargo trade between Houston and Japan totaled 7,341.2 metric tons in '18, a 41.7 percent increase over '17, and was valued at \$550.1 million.

- In '18, the top three commodities by weight were industrial equipment and computers; electrical machinery, equipment, and parts; and optic, photographic, measuring, medical instruments, accounting for 53.7 percent of total air cargo trade.

TRADE

Houston-Japan trade has grown substantially over the past decade. Trade between Houston and Japan increased 48.8 percent from \$6.4 billion in '17 to \$9.5 billion in '18, a record high.

Exports increased significantly in '18, from \$4.4 billion in '17 to \$6.9 billion in '18, largely due to mineral fuels, oils and refined products as well as organic chemicals.



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO JAPAN

via Houston-Galveston Customs District

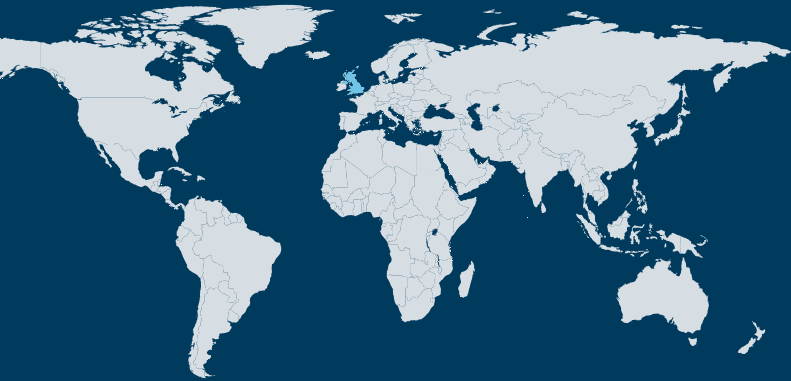
Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	2,843.0	5,062.8	72.9	78.1
2	Organic Chemicals	1,303.8	1,498.1	21.6	14.9
3	Electrical Machinery, Equipment, and Parts	50.7	64.2	0.9	26.6
4	Plastics and Plastic Products	50.5	53.5	0.8	6.0
5	Cereals	0.0	38.5	0.6	--
6	Industrial Equipment and Computers	50.2	37.9	0.5	-24.6
7	Aircraft, Spacecraft, and Parts	1.3	35.9	0.5	2,691.3
8	Miscellaneous Chemical Products	31.3	32.7	0.5	4.4
9	Optic, Photographic, Measuring, Medical Instruments	44.3	32.3	0.5	-27.1
10	Soaps, Waxes, Polishes, Candles, Dental Preps	8.0	9.6	0.1	19.8
Total Top 10 Commodities		4,383.1	6,865.5	98.9	56.6
All Other Commodities		58.6	76.6	1.1	30.6
TOTAL ALL COMMODITIES		4,441.7	6,942.1	100.0	56.3

IMPORTS FROM JAPAN

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Industrial Equipment and Computers	827.6	1,051.2	40.9	27.0
2	Articles of Iron or Steel	220.0	387.4	15.1	76.1
3	Electrical Machinery, Equipment, and Parts	166.7	288.0	11.2	72.7
4	Organic Chemicals	179.2	205.3	8.0	14.6
5	Plastics and Plastic Products	105.8	120.3	4.7	13.7
6	Optic, Photographic, Measuring, Medical Instruments	58.9	102.2	4.0	73.6
7	Miscellaneous Chemical Products	80.5	74.8	2.9	-7.1
8	Mineral Fuels, Oil, and Refined Products	34.1	71.0	2.8	108.1
9	Motor Vehicles and Parts	55.8	70.6	2.8	26.7
10	Iron and Steel	68.8	36.0	1.4	-47.6
Total Top 10 Commodities		1,797.3	2,406.7	93.7	33.9
All Other Commodities		153.2	160.8	6.3	4.9
TOTAL ALL COMMODITIES		1,950.6	2,567.5	100.0	31.6

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



UNITED KINGDOM

HOUSTON'S #8 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the fourth busiest gateway for U.S.-U.K. trade (by value) and the United Kingdom is Houston's eighth largest international trading partner. From '09 to '18, trade between Houston and the United Kingdom averaged \$5.9 billion annually and was valued at \$7.3 billion in '18. More than 24,100 people living in metro Houston were born in United Kingdom.

HOUSTON'S BUSINESS TIES

- Ninety-nine Houston firms operate 289 subsidiary locations in the United Kingdom, including Apache, Bredero Shaw, Crane Worldwide Logistics, Halliburton and Vinson & Elkins.
- 169 British firms operate 362 subsidiaries in the Houston area, including Aon Hewitt, Barclay's Bank, Noble Drilling Services, Norton Rose Fulbright and TechnipFMC.
- Trade relationships with the United Kingdom are facilitated in Houston through the Consulate General of the United Kingdom, Britannia International Services, the British-American Business Council Houston and Scottish Development International.
- Three airlines, British Airways, Singapore Airlines and United Airlines, offer approximately four daily nonstop passenger flights between Houston and the United Kingdom. Destinations include London and Manchester.
- Of Houston's 19 foreign-owned banks, one is from the United Kingdom: Standard Chartered Bank.
- Aberdeen, Scotland was designated as one of Houston's 18 international sister cities in 1979.

AIR CARGO TRADE

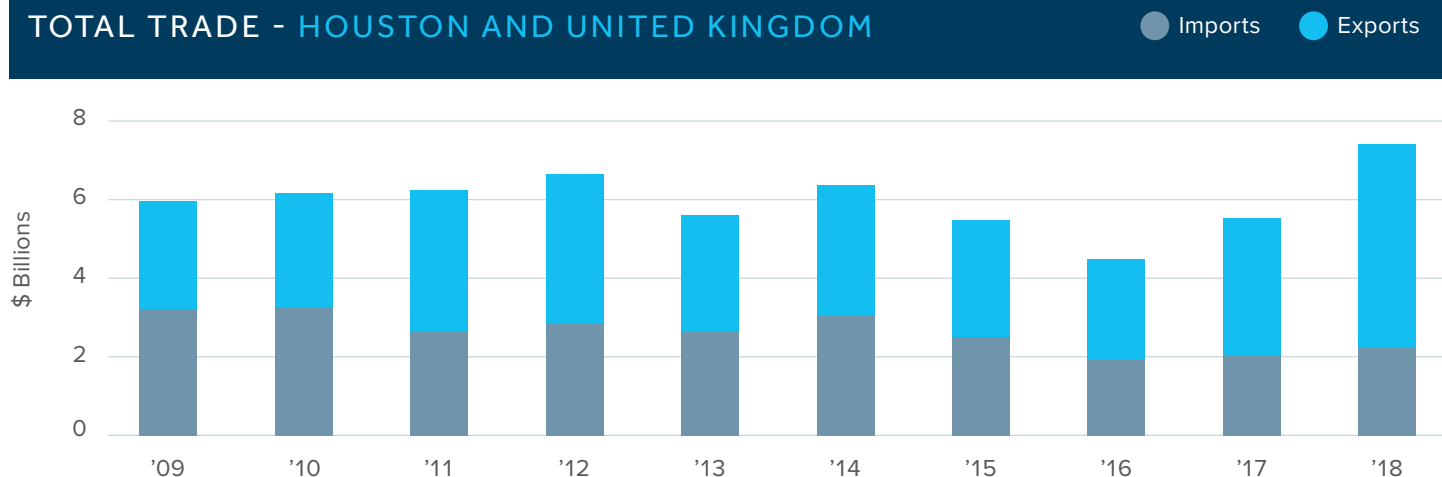
- Houston ranks as the eighth busiest gateway for U.S.-U.K. air cargo trade (by weight).
- Air cargo trade between Houston and the United Kingdom totaled 16,458.8 metric tons in '18, a 11.4 percent increase over '17, and was valued at \$1.1 billion.
- In '18, the top three commodities by weight were industrial equipment and computers; articles of iron or steel; and electrical machinery, equipment, and parts, accounting for 54.3 percent of total air cargo trade.

TRADE

Houston-U.K. trade fluctuated over the past decade and reached a peak of \$7.3 billion in '18, an increase of 33.5 percent over '17. Since its 10-year low of \$4.4 billion in '16, trade has expanded,

largely due to growth in the export value of mineral fuels, oil, and refined products. The value of exports more than doubled from '16 to '18 and accounted for 69.4 percent of total trade in '18.

TOTAL TRADE - HOUSTON AND UNITED KINGDOM



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO UNITED KINGDOM

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	1,821.5	3,296.5	64.8	81.0
2	Industrial Equipment and Computers	495.9	535.7	10.5	8.0
3	Organic Chemicals	138.1	225.3	4.4	63.1
4	Electrical Machinery, Equipment, and Parts	117.5	116.1	2.3	-1.2
5	Aircraft, Spacecraft, and Parts	115.9	108.3	2.1	-6.6
6	Optic, Photographic, Measuring, Medical Instruments	87.3	103.1	2.0	18.2
7	Plastics and Plastic Products	68.4	91.3	1.8	33.5
8	Paper and Paperboard Articles	52.9	54.3	1.1	2.7
9	Articles of Iron or Steel	32.8	45.7	0.9	39.4
10	Arms and Ammunition	42.6	42.2	0.8	-1.0
Total Top 10 Commodities		2,972.8	4,618.5	90.8	55.4
All Other Commodities		450.6	466.6	9.2	3.6
TOTAL ALL COMMODITIES		3,423.4	5,085.2	100.0	48.5

IMPORTS FROM UNITED KINGDOM

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Industrial Equipment and Computers	557.1	603.4	26.9	8.3
2	Mineral Fuels, Oil, and Refined Products	117.6	210.3	9.4	78.8
3	Motor Vehicles and Parts	261.4	207.6	9.3	-20.6
4	Organic Chemicals	119.7	149.8	6.7	25.2
5	Miscellaneous Industrial Components, Equipment, and Parts	131.9	141.4	6.3	7.2
6	Beverages, Spirits, and Vinegar	134.9	127.2	5.7	-5.7
7	Articles of Iron or Steel	109.0	113.2	5.0	3.8
8	Optic, Photographic, Measuring, Medical Instruments	98.6	101.4	4.5	2.8
9	Electrical Machinery, Equipment, and Parts	74.3	78.2	3.5	5.2
10	Aircraft, Spacecraft, and Parts	42.7	74.7	3.3	75.1
Total Top 10 Commodities		1,647.2	1,807.3	80.6	9.7
All Other Commodities		419.3	435.8	19.4	3.9
TOTAL ALL COMMODITIES		2,066.5	2,243.0	100.0	8.5

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



ITALY

HOUSTON'S #9 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the second busiest gateway for U.S.-Italy trade (by value) and Italy is Houston's ninth largest international trading partner. From '09 to '18, trade between Houston and Italy averaged \$4.0 billion annually and was valued at \$7.1 billion in '18. Nearly 3,000 people living in metro Houston were born in Italy.

HOUSTON'S BUSINESS TIES

- Sixteen Houston firms operate 44 subsidiary locations in Italy, including Layne Christensen, Hines, Huntsman, NetIQ/ and UTC Overseas.
- Thirty Italian firms operate 33 subsidiaries in the Houston area, including Cofimco, De Nora, M&G Polymers, Muncie Power Products and Soilmec North America.
- Trade and cultural relationships with Italy are facilitated in Houston through the Consulate General of Italy, the Italy-America Chamber of Commerce of Texas, the Italian Trade Agency and the Italian Cultural & Community Center.

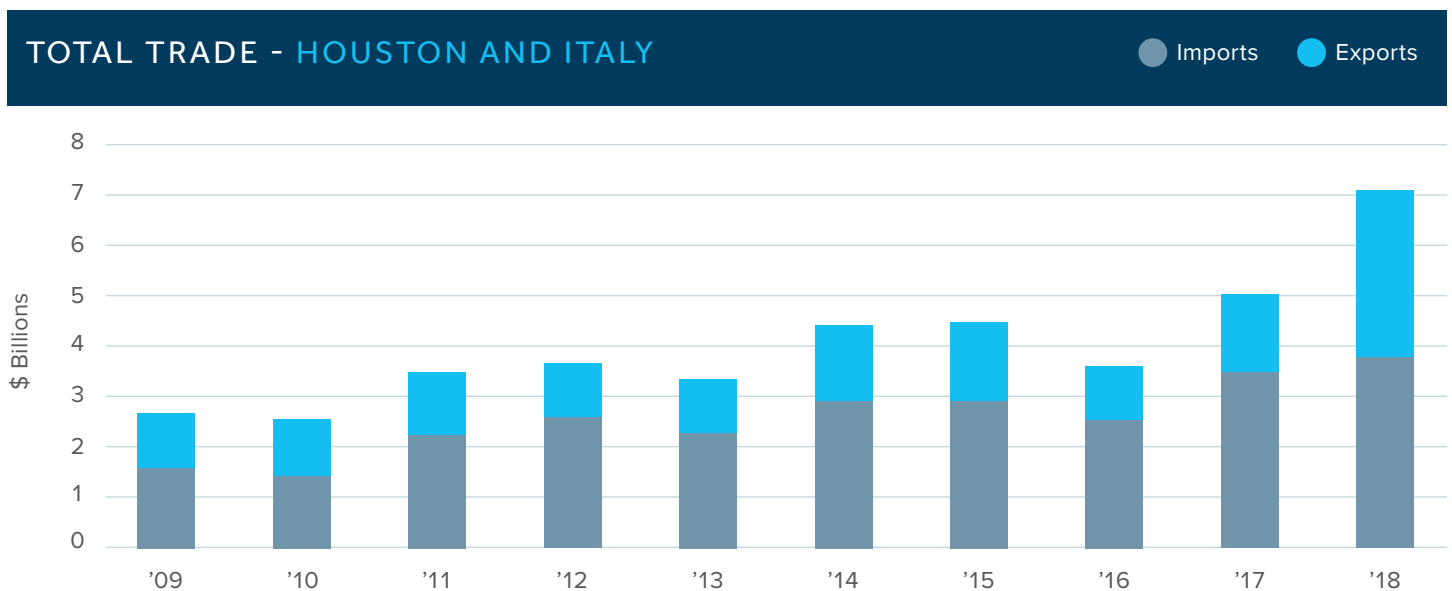
AIR CARGO TRADE

- Houston ranks as the 10th busiest gateway for U.S.-Italy air cargo trade (by weight).
- Air cargo trade between Houston and Italy totaled 5,836.1 metric tons in '18, a 13.2 percent decline over '17, and was valued at \$259.5 million.
- In '18, the top three commodities by weight were industrial equipment and computers; articles of iron or steel; and electrical machinery, equipment, and parts, accounting for 66.2 percent of total air cargo trade.

TRADE

Houston-Italy trade has more than doubled over the past decade, from \$2.6 billion in '09 to a decade-high \$7.1 billion in '18. Trade between the two partners fluctuated over the past decade but

demonstrated positive growth overall. Positive growth was driven primarily by an increase in the value of mineral fuels, oils, and refined products.



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO ITALY

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	888.6	2,546.0	76.9	186.5
2	Organic Chemicals	96.8	126.8	3.8	31.0
3	Aircraft, Spacecraft, and Parts	63.5	108.8	3.3	71.4
4	Industrial Equipment and Computers	100.7	92.1	2.8	-8.5
5	Plastics and Plastic Products	40.7	85.1	2.6	109.1
6	Cereals	49.6	62.9	1.9	26.8
7	Raw Hides, Skins, and Leather	83.1	53.5	1.6	-35.6
8	Miscellaneous Chemical Products	34.2	41.8	1.3	22.2
9	Paper and Paperboard Articles	25.8	24.1	0.7	-6.8
10	Oil Grain, Seed, Fruit, Plant Seeds	3.5	18.5	0.6	421.8
Total Top 10 Commodities		1,386.5	3,159.4	95.5	127.9
All Other Commodities		149.7	149.2	4.5	-0.4
TOTAL ALL COMMODITIES		1,536.2	3,308.6	100.0	115.4

IMPORTS FROM ITALY

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Industrial Equipment and Computers	1,256.8	1,064.1	28.0	-15.3
2	Articles of Iron or Steel	328.3	416.7	11.0	26.9
3	Motor Vehicles and Parts	272.8	351.5	9.3	28.8
4	Aircraft, Spacecraft, and Parts	191.5	271.7	7.2	41.9
5	Mineral Fuels, Oil, and Refined Products	64.4	221.1	5.8	243.3
6	Pharmaceutical Products	151.4	191.7	5.0	26.6
7	Beverages, Spirits, and Vinegar	170.7	178.5	4.7	4.6
8	Iron and Steel	106.0	129.2	3.4	21.9
9	Organic Chemicals	85.9	117.0	3.1	36.2
10	Miscellaneous Chemical Products	94.1	106.0	2.8	12.6
Total Top 10 Commodities		2,722.1	3,047.6	80.2	12.0
All Other Commodities		777.0	750.1	19.8	-3.5
TOTAL ALL COMMODITIES		3,499.1	3,797.7	100.0	8.5

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



INDIA

HOUSTON'S #10 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the third busiest gateway for U.S.-India trade (by value) and India is Houston's 10th largest international trading partner. From '09 to '18, trade between Houston and India averaged \$4.7 billion annually and was valued at \$6.6 billion in '18. More than 92,900 people living in metro Houston were born in India.

HOUSTON'S BUSINESS TIES

- Thirty-three Houston firms operate 85 subsidiary locations in India, including KBR, National Oilwell Varco, NetIQ/Micro Focus, Oceaneering International and Walter P Moore.
- Twenty-eight Indian firms operate 28 subsidiaries in the Houston area, including HCL America, JSW Steel, Mahindra USA, Neilsoft and Welspun Global Trade.
- Trade and cultural relationships with India are facilitated in Houston through the Consulate General of India, the Indo-American Chamber of Commerce, India House and the Indo-American Association.

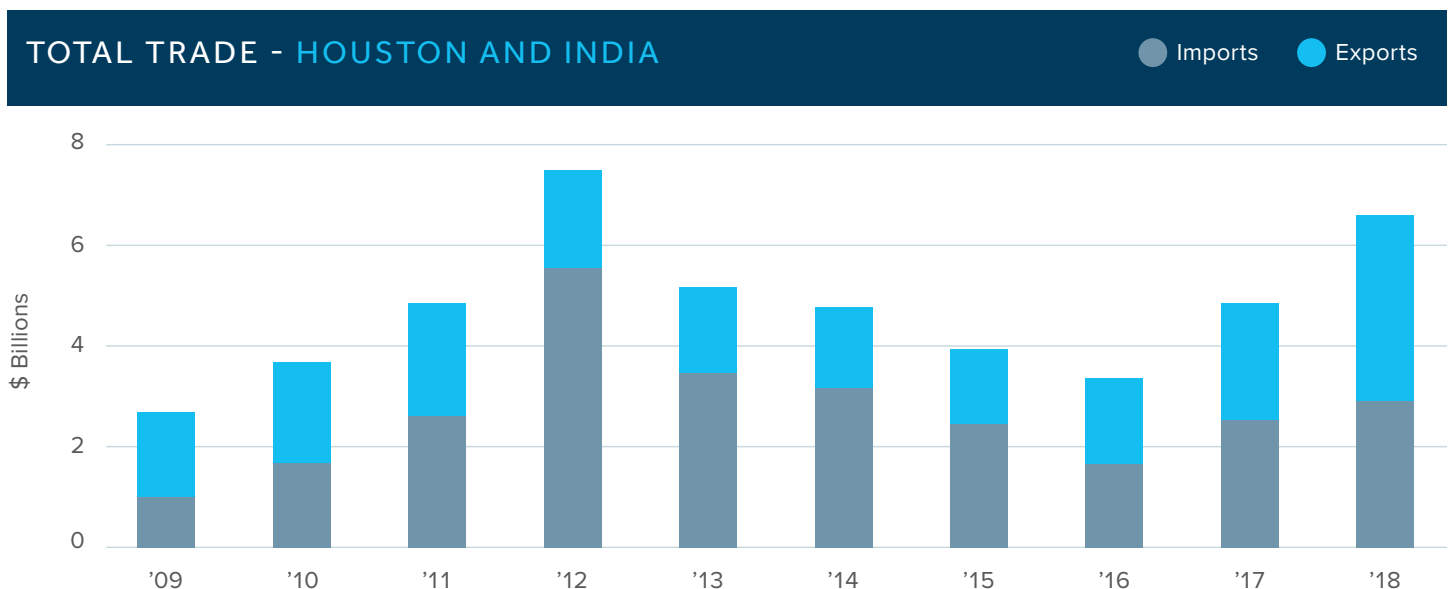
AIR CARGO TRADE

- Houston ranks as the eighth busiest gateway for U.S.-India air cargo trade (by weight).
- Air cargo trade between Houston and India totaled 8,707.9 metric tons in '18, a 6.7 percent decline over '17, and was valued at \$296.6 million.
- In '18, the top three commodities by weight were industrial equipment and computers; articles of iron or steel; and electric machinery, equipment and parts, accounting for 64.8 percent of total air cargo trade.

TRADE

Houston-India trade grew from a decade-low of \$2.6 billion in '09 to a decade-high of \$7.5 billion in '12. In the following years, trade followed a downward path reaching a trough in '16 at \$3.3 billion. In the last two years, Houston-India trade has resumed growth due to higher export activities. Compared to '17, exports

increased by 58.9 percent in '18 amounting to \$3.7 billion. Most of this increase can be attributed to greater export values of mineral fuels, oils and refined products as well as organic chemicals. In '18, the overall trade between Houston and India reached \$6.6 billion, a 37.1 percent increase from \$4.8 billion in '17.



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO INDIA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil and Refined Products	594.7	1,701.9	46.6	186.2
2	Organic Chemicals	485.7	832.6	22.8	71.4
3	Plastics and Plastic Products	226.9	219.9	6.0	-3.1
4	Industrial Equipment and Computers	214.2	205.8	5.6	-3.9
5	Beverages, Spirits and Vinegar	262.5	188.2	5.1	-28.3
6	Miscellaneous Chemical Products	99.4	162.3	4.4	63.4
7	Cotton Woven Fabrics	127.0	45.0	1.2	-64.6
8	Iron and Steel	28.6	44.2	1.2	54.8
9	Electrical Machinery, Equipment and Parts	45.4	43.8	1.2	-3.5
10	Soaps, Waxes, Polishes, Candles, Dental Preps	21.9	28.1	0.8	28.3
Total Top 10 Commodities		2,106.3	3,471.8	95.0	64.8
All Other Commodities		194.1	182.6	5.0	-5.9
TOTAL ALL COMMODITIES		2,300.4	3,654.4	100.0	58.9

IMPORTS FROM INDIA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Industrial Equipment and Computers	431.3	637.5	21.4	47.8
2	Gums, Resins and Vegetable Extracts	299.1	283.2	9.5	-5.3
3	Articles of Iron or Steel	292.6	275.3	9.2	-5.9
4	Mineral Fuels, Oil and Refined Products	283.6	190.5	6.4	-32.8
5	Organic Chemicals	156.5	183.6	6.2	17.4
6	Linens, Needlecraft Sets, Worn Clothing	140.6	179.7	6.0	27.8
7	Aluminum and Aluminum Products	33.6	133.4	4.5	296.9
8	Electrical Machinery, Equipment and Parts	86.0	129.3	4.3	50.4
9	Fish, Crustaceans and Aquatic Invertebrates	107.4	118.7	4.0	10.5
10	Motor Vehicles and Parts	52.7	86.3	2.9	63.9
Total Top 10 Commodities		1,883.3	2,217.6	74.5	17.7
All Other Commodities		653.8	760.7	25.5	16.3
TOTAL ALL COMMODITIES		2,537.2	2,978.2	100.0	17.4

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



COLOMBIA

HOUSTON'S #11 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the second busiest gateway for U.S.-Colombia trade (by value) and Colombia is Houston's 11th largest international trading partner. From '09 to '18, trade between Houston and Colombia averaged \$8.1 billion annually and was valued at \$6.2 billion in '18. More than 26,400 people living in metro Houston were born in Colombia.

HOUSTON'S BUSINESS TIES

- Twenty-two Houston firms operate 48 subsidiary locations in Colombia, including Halliburton, National Oilwell Varco, Schlumberger, Stewart & Stevenson and The Brock Group.
- Trade and cultural relationships with Colombia are facilitated in Houston through the Consulate General of Colombia, the Colombia-Texas Chamber of Commerce and the Colombian Fest International.
- United Airlines offers two daily nonstop passenger flights from Houston to Bogota, Colombia.

AIR CARGO TRADE

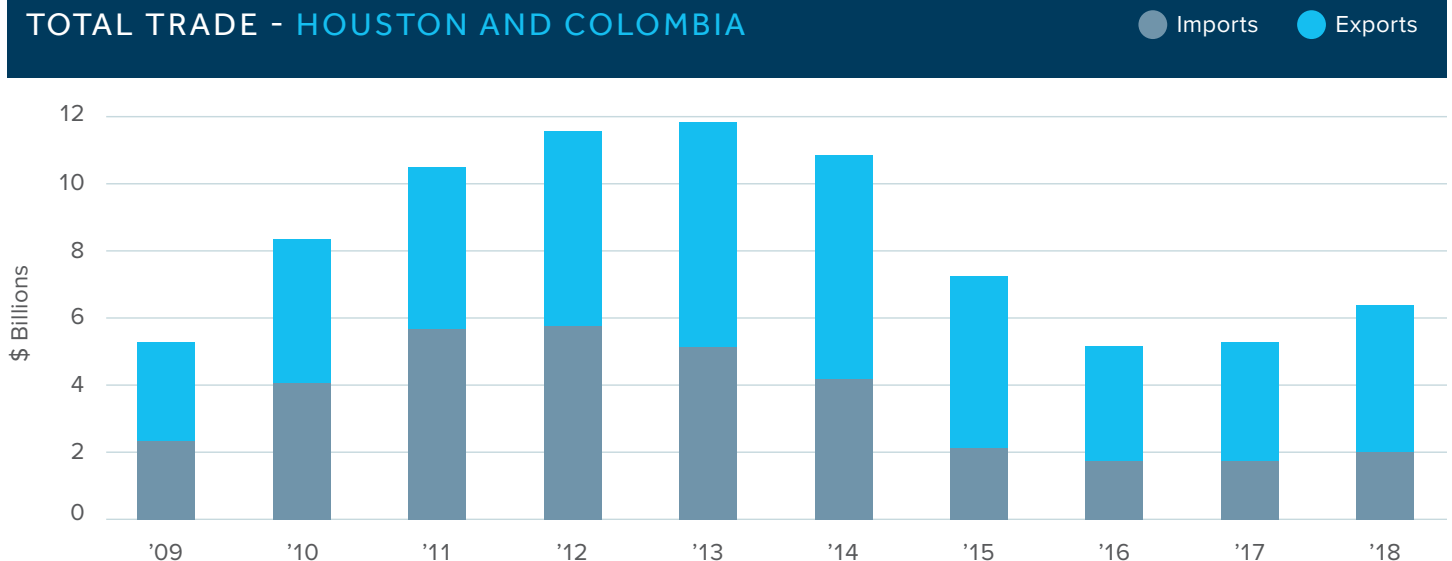
- Houston ranks as the sixth busiest gateway for U.S.-Colombia air cargo trade (by weight).
- Air cargo trade between Houston and Colombia totaled 669.3 metric tons in '18, a 58.0 percent increase over '17, and was valued at \$34.1 million.
- In '18, the top three commodities by weight were industrial equipment and computers; miscellaneous industrial components, equipment and parts; and articles of iron and steel, accounting for 76.2 percent of total air cargo trade.

TRADE

Houston-Colombia trade increased from \$5.1 billion in '09 to \$11.7 billion in '13, then gradually declined to \$5.0 billion in '16. The decline was due to a drop in the value of oil exports and the depreciation of the Colombian peso. For the past two years, however, the Houston-Colombia trade has been on a growth trajectory mostly due to increase in exports. In '18, exports

amounted to \$4.2 billion, a 26.9 percent change compared to '17. This growth can be attributed to higher volumes of mineral fuels, oil and refined products as well as organic chemicals. The overall trade in '18 reached \$6.2 billion, outperforming the previous year by 20.6 percent.

TOTAL TRADE - HOUSTON AND COLOMBIA



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO COLOMBIA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	1,645.9	2,077.0	48.9	26.2
2	Organic Chemicals	643.8	809.1	19.1	25.7
3	Plastics and Plastic Products	365.0	432.2	10.2	18.4
4	Industrial Equipment and Computers	150.0	251.6	5.9	67.8
5	Miscellaneous Chemical Products	104.7	129.6	3.1	23.7
6	Motor Vehicles and Parts	14.1	93.2	2.2	561.9
7	Beverages, Spirits, and Vinegar	59.5	72.7	1.7	22.2
8	Electrical Machinery, Equipment, and Parts	46.8	57.6	1.4	23.2
9	Articles of Iron or Steel	30.1	46.9	1.1	55.6
10	Paper and Paperboard Articles	23.7	43.7	1.0	84.2
Total Top 10 Commodities		3,083.5	4,013.6	94.6	30.2
All Other Commodities		260.2	230.8	5.4	-11.3
TOTAL ALL COMMODITIES		3,343.7	4,244.3	100.0	26.9

IMPORTS FROM COLOMBIA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	1,520.7	1,609.5	80.8	5.8
2	Coffee, Tea, Spices	78.7	79.5	4.0	1.1
3	Articles of Iron or Steel	35.3	64.2	3.2	82.1
4	Plastics and Plastic Products	17.7	48.2	2.4	172.6
5	Organic Chemicals	26.2	43.2	2.2	65.0
6	Miscellaneous Industrial Components, Equipment, and Parts	39.8	32.8	1.7	-17.5
7	Electrical Machinery, Equipment, and Parts	15.9	23.0	1.2	44.2
8	Miscellaneous Chemical Products	24.9	14.7	0.7	-40.9
9	Edible Fruit and Nuts	13.3	11.4	0.6	-14.0
10	Sugars and Sugar Products	4.6	9.8	0.5	111.5
Total Top 10 Commodities		1,777.0	1,936.3	97.3	9.0
All Other Commodities		48.4	54.4	2.7	12.4
TOTAL ALL COMMODITIES		1,825.4	1,990.7	100.0	9.1

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



VENEZUELA

HOUSTON'S #12 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the second busiest gateway for U.S.-Venezuela trade (by value) and Venezuela is Houston's 12th largest international trading partner. From '09 to '18, trade between Houston and Venezuela averaged \$12.1 billion annually and was valued at \$6.0 billion in '18. Some 32,500 people living in metro Houston were born in Venezuela.

HOUSTON'S BUSINESS TIES

- Sixteen Houston firms operate 36 subsidiary locations in Venezuela, including Baker Hughes (a GE Company), Dresser-Rand, Gyrodata, HPI and National Oilwell Varco.
- Two Venezuelan firms operate two subsidiaries in the Houston area: PVDSA Services (a stakeholder in CITGO) and Y&V Group.
- Trade and cultural relationships with Venezuela are facilitated in Houston through the Consulate General of the Bolivarian Republic of Venezuela and Viva Venezuela Fest.

AIR CARGO TRADE

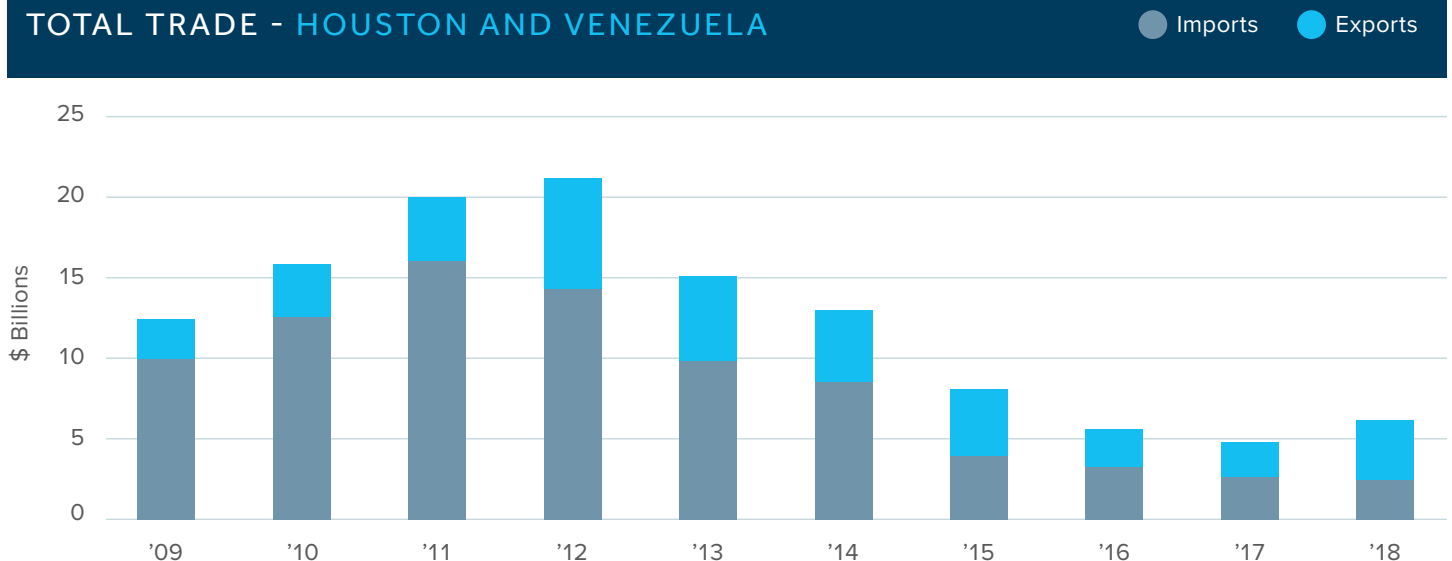
- Houston ranks as the second busiest gateway for U.S.-Venezuela air cargo trade (by weight).
- Air cargo trade between Houston and Venezuela totaled 44.7 metric tons in '18, a 45.0 percent decrease from '17, and was valued at \$9.6 million.
- In '18, the top three commodities by weight were industrial equipment and computers; electrical machinery, equipment, and parts; and miscellaneous industrial components, equipment, and parts, accounting for 89.3 percent of total air cargo trade.

TRADE

After reaching a 10-year high, Houston-Venezuela trade declined from \$21.1 billion in '12 to \$15.1 billion in '13, a result of the decline in the value of traded oil. Political unrest in Venezuela and U.S. sanctions on the country caused trade with Houston to slip to \$4.8 billion in '17, the lowest level in 10 years. In '18, the value of

Venezuelan imports into Houston declined 6.7 percent from \$2.8 billion in '17 to \$2.6 billion, due to a decrease in the import value of crude oil. Houston's exports rose 73.1 percent from \$1.9 billion in '17 to \$3.4 billion in '18, mostly because of increased exports of refined oil products.

TOTAL TRADE - HOUSTON AND VENEZUELA



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO VENEZUELA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	1,405.2	2,796.4	82.3	99.0
2	Industrial Equipment and Computers	159.8	163.8	4.8	2.5
3	Organic Chemicals	93.9	99.8	2.9	6.3
4	Cereals	74.0	76.0	2.2	2.7
5	Miscellaneous Chemical Products	44.0	70.9	2.1	61.2
6	Electrical Machinery, Equipment, and Parts	29.1	52.4	1.5	79.9
7	Plastics and Plastic Products	16.7	31.5	0.9	88.4
8	Optic, Photographic, Measuring, Medical Instruments	10.3	28.0	0.8	170.4
9	Articles of Iron or Steel	49.8	21.2	0.6	-57.5
10	Inorganic Chemicals, Rare Earths, Precious Metals	13.1	18.1	0.5	38.0
Total Top 10 Commodities		1,896.1	3,358.1	98.8	77.1
All Other Commodities		66.8	39.1	1.2	-41.5
TOTAL ALL COMMODITIES		1,962.9	3,397.1	100.0	73.1

IMPORTS FROM VENEZUELA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	2,737.3	2,553.9	97.0	-6.7
2	Organic Chemicals	36.2	36.8	1.4	1.5
3	Electrical Machinery, Equipment, and Parts	20.5	23.4	0.9	14.2
4	Industrial Equipment and Computers	0.6	4.0	0.2	585.3
5	Miscellaneous Industrial Components, Equipment, and Parts	4.3	3.9	0.1	-11.0
6	Paper and Paperboard Articles	4.1	3.4	0.1	-16.3
7	Iron and Steel	1.5	2.5	0.1	63.5
8	Precious Stones, Metals, Coins, Pearls	7.5	1.1	†	-85.1
9	Lead and Lead Products	0.5	1.0	†	121.2
10	Plastics and Plastic Products	1.1	0.9	†	-22.6
Total Top 10 Commodities		2,813.6	2,630.8	99.9	-6.5
All Other Commodities		8.4	2.2	0.1	-74.1
TOTAL ALL COMMODITIES		2,822.0	2,632.9	100.0	-6.7

† Less than 0.1 percent of total '18.

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



TAIWAN

HOUSTON'S #13 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the fifth busiest gateway for U.S.-Taiwan trade (by value) and Taiwan is Houston's 13th largest international trading partner. From '09 to '18, trade between Houston and Taiwan averaged \$2.0 billion annually and was valued at \$4.9 billion in '18. Nearly 12,300 people living in metro Houston were born in Taiwan.

HOUSTON'S BUSINESS TIES

- Ten Houston firms operate 13 subsidiary locations in Taiwan, including American Bureau of Shipping, BMC Software, Huntsman International, NetIQ/Micro Focus and Vinson & Elkins.
- Eight Taiwanese firms operate nine subsidiaries in the Houston area, including Continental Carbon, Delta Electronics, Evergreen Shipping, Morrison Express and Yang Ming Marine Transport.
- Trade and cultural relationships with Taiwan are facilitated in Houston through the Taiwanese Chamber of Commerce, the Taipei Economic and Cultural Office, the Taiwanese Heritage Society of Houston and the Houston-Taipei Society.
- EVA Air offers multiple weekly nonstop passenger flights from Houston to Taipei, Taiwan.
- Taipei, Taiwan was designated as one of Houston's 18 international sister cities in 1961.

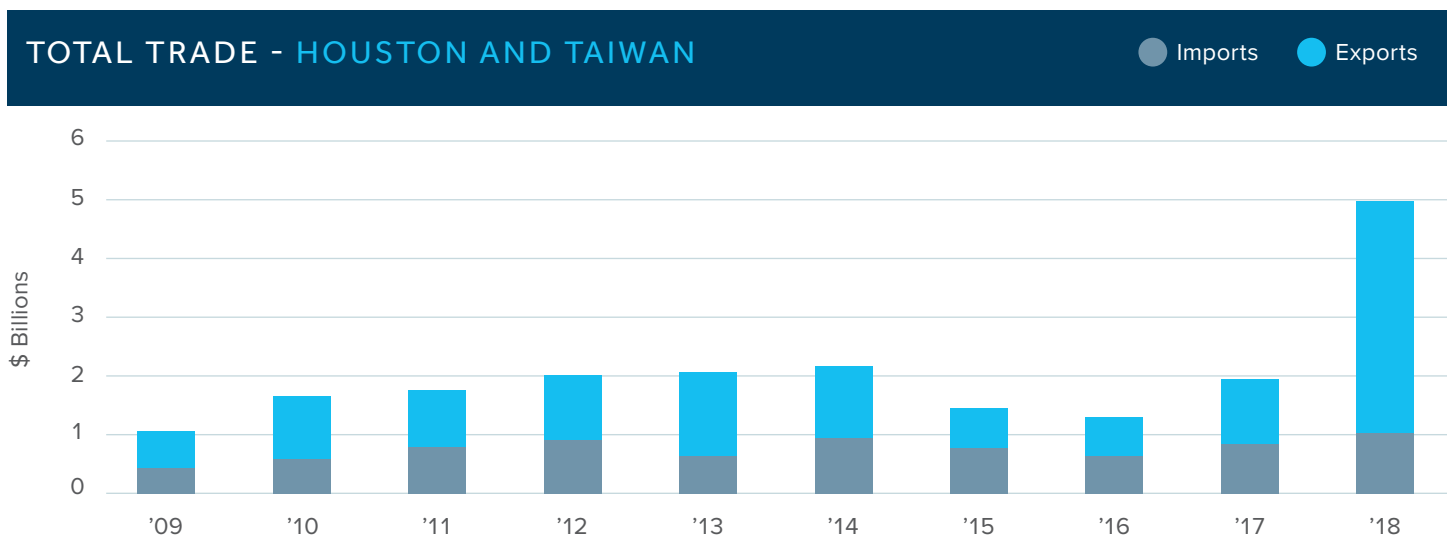
AIR CARGO TRADE

- Houston ranks as the 16th busiest gateway for U.S.-Taiwan air cargo trade (by weight).
- Air cargo trade between Houston and Taiwan totaled 989.9 metric tons in '18, a 28.0 percent decline over '17, and was valued at \$60.7 million.
- In '18, the top three commodities by weight were electrical machinery, equipment, and parts; industrial equipment and computers; and plastics and plastic products, accounting for 62.2 percent of total air cargo trade.

TRADE

Houston-Taiwan trade hovered between \$1.0 and \$2.1 billion from '09 to '17 before showing tremendous growth in '18. Trade more than doubled from \$1.9 billion in '17 to \$4.9 billion in '18, largely due to an increase in the export value of crude oil. Taiwan became

a regular importer of U.S. crude at the end of '17, replacing oil previously imported from Africa. Crude oil exports from Houston to Taiwan were valued at \$329.2 million in '17, increasing almost eightfold to \$2.6 billion in '18.



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO TAIWAN

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	560.7	3,061.0	78.8	445.9
2	Organic Chemicals	402.8	656.3	16.9	62.9
3	Plastics and Plastic Products	41.7	85.4	2.2	104.6
4	Industrial Equipment and Computers	8.3	16.2	0.4	94.3
5	Cotton Woven Fabrics	7.9	11.0	0.3	39.1
6	Meat and Edible Meat Products	14.4	10.0	0.3	-30.6
7	Rubber and Rubber Products	8.2	9.6	0.2	17.1
8	Iron and Steel	0.8	6.3	0.2	658.8
9	Miscellaneous Chemical Products	3.5	4.7	0.1	36.6
10	Electrical Machinery and Parts	20.0	3.8	0.1	-80.9
Total Top 10 Commodities		1,068.4	3,864.2	99.5	261.7
All Other Commodities		26.7	19.0	0.5	-28.8
TOTAL ALL COMMODITIES		1,095.1	3,883.2	100.0	254.6

IMPORTS FROM TAIWAN

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Articles of Iron or Steel	233.2	390.4	36.7	67.4
2	Industrial Equipment and Computers	110.5	136.7	12.9	23.7
3	Iron and Steel	156.4	105.3	9.9	-32.7
4	Organic Chemicals	67.2	95.8	9.0	42.6
5	Electrical Machinery and Parts	70.9	82.6	7.8	16.6
6	Plastics and Plastic Products	39.5	44.9	4.2	13.7
7	Furniture, Bedding, Lamps	26.0	27.2	2.6	4.7
8	Rubber and Rubber Products	14.1	20.0	1.9	42.0
9	Toys, Games, and Sports Equipment	12.4	17.6	1.7	42.1
10	Aluminum and Aluminum Products	4.1	16.9	1.6	312.3
Total Top 10 Commodities		734.2	937.4	88.2	27.7
All Other Commodities		108.3	125.2	11.8	15.6
TOTAL ALL COMMODITIES		842.5	1,062.6	100.0	26.1

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



CANADA

HOUSTON'S #14 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the 17th busiest gateway for U.S.-Canada trade (by value) and Canada is Houston's 14th largest international trading partner. From '09 to '18, trade between Houston and Canada averaged \$2.8 billion annually and was valued at \$4.7 billion in '18. More than 18,200 people living in metro Houston were born in Canada.

HOUSTON'S BUSINESS TIES

- Eighty-six Houston firms operate 700 subsidiary locations in Canada, including ConocoPhillips, Layne Christensen, National Oilwell Varco, Schlumberger and Waste Management.
- 115 Canadian firms operate 192 subsidiaries in the Houston area, including ALDO, Caliber Collisions Centers, Colliers International Property Consultants, Lululemon Athletica and Sunbelt Group.
- Trade and cultural relationships with Canada are facilitated in Houston through the Consulate of Canada, the Canada-Texas Chamber of Commerce, the Québec Government Office and the Canadian Club of Houston.
- Three airlines – Air Canada, United Airlines and WestJet – offer a total of 15 daily nonstop passenger flights from Houston to five cities in Canada. Destinations include Calgary, Edmonton, Montreal, Toronto and Vancouver.
- Of Houston's 19 foreign-owned banks, five are from Canada: Bank of Montreal, Bank of Nova Scotia, Canadian Imperial Bank of Commerce, Royal Bank of Canada and the Toronto-Dominion Bank.

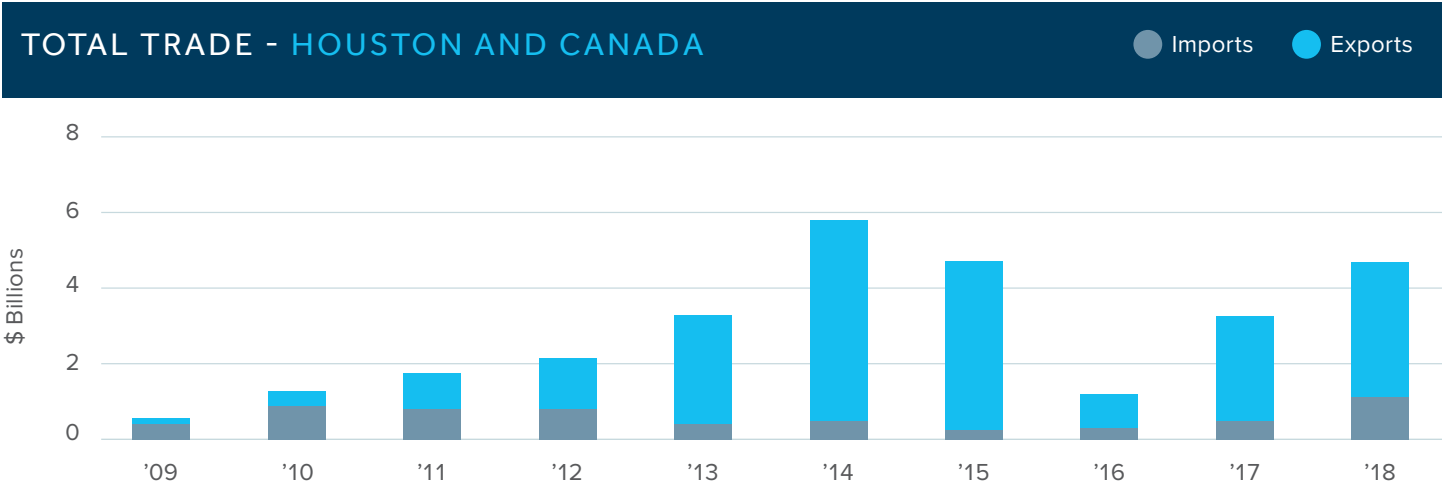
AIR CARGO TRADE

- Houston ranks as the 19th busiest gateway for U.S.-Canada air cargo trade (by weight).
- Air cargo trade between Houston and Canada totaled 655.0 metric tons in '18, a 49.5 percent increase over '17, and was valued at \$91.2 million.
- In '18, the top three commodities by weight were industrial equipment and computers; articles of iron or steel; and aircraft, spacecraft, and parts, accounting for 59.9 percent of total air cargo trade.

TRADE

Over the past decade, Houston-Canada trade showed a tenfold increase in value, from \$549.1 million in '09 to \$4.7 billion in '18, largely due to increases in the export value of mineral fuels, oil, and refined products. Although trade dipped in '16 due to declines in the export value of oil products, trade has grown substantially

since then. From '17 to '18, trade between Houston and Canada increased 45.8 percent from \$3.2 billion to \$4.7 billion, largely due to an increase in both the import and export value of mineral fuels, oil, and refined products.



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO CANADA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	2,603.0	3,320.0	94.3	27.5
2	Inorganic Chemicals, Rare Earths, Precious Metals	8.8	60.3	1.7	586.7
3	Organic Chemicals	13.7	37.4	1.1	173.9
4	Ships, Boats, and Floating Structures	0.0	24.1	0.7	--
5	Industrial Equipment and Computers	7.4	18.2	0.5	146.2
6	Aircraft, Spacecraft, and Parts	6.0	15.4	0.4	157.2
7	Articles of Iron or Steel	6.6	12.8	0.4	92.7
8	Electrical Machinery, Equipment, and Parts	3.3	7.6	0.2	129.8
9	Ores, Slag, and Ash	0.0	7.0	0.2	--
10	Optic, Photographic, Measuring, Medical Instruments	4.7	4.1	0.1	-10.9
Total Top 10 Commodities		2,653.4	3,507.0	99.6	32.2
All Other Commodities		12.1	13.3	0.4	9.7
TOTAL ALL COMMODITIES		2,665.5	3,520.3	100.0	32.1

IMPORTS FROM CANADA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	309.6	889.1	77.0	187.2
2	Organic Chemicals	85.7	84.8	7.3	-1.0
3	Industrial Equipment and Computers	46.4	47.3	4.1	1.9
4	Aluminum and Aluminum Products	0.1	34.7	3.0	34,296.0
5	Ores, Slag, and Ash	22.0	20.7	1.8	-5.7
6	Miscellaneous Chemical Products	0.2	16.9	1.5	8,869.9
7	Salt, Sulfur, Stone, Lime, and Cement Plaster	0.0	12.6	1.1	--
8	Articles of Iron or Steel	4.5	11.5	1.0	154.9
9	Miscellaneous Industrial Components, Equipment, and Parts	24.2	10.1	0.9	-58.4
10	Optic, Photographic, Measuring, Medical Instruments	8.1	8.0	0.7	-1.3
Total Top 10 Commodities		500.9	1,135.9	98.4	126.8
All Other Commodities		40.5	18.5	1.6	-54.3
TOTAL ALL COMMODITIES		541.3	1,154.4	100.0	113.2

* Less than \$100,000 value traded.

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



SAUDI ARABIA

HOUSTON'S #15 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the third busiest gateway for U.S.-Saudi Arabia trade (by value) and Saudi Arabia is Houston's 15th largest international trading partner. From '09 to '18, trade between Houston and Saudi Arabia averaged \$8.8 billion annually and was valued at \$4.7 billion in '18. More than 3,800 people living in metro Houston were born in Saudi Arabia.

HOUSTON'S BUSINESS TIES

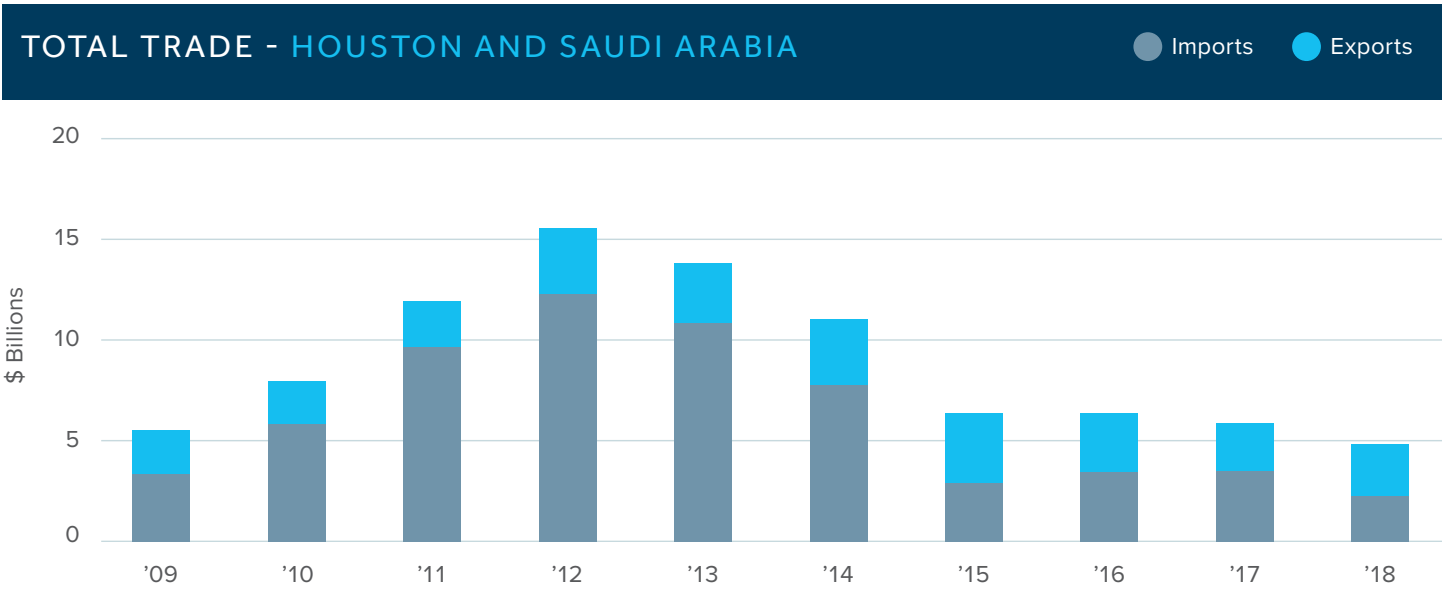
- Twenty-eight Houston firms operate 36 subsidiary locations in Saudi Arabia, including Baker Botts, BMC Software, Foster Wheeler, Tetra Technologies and Wild Well Control.
- Five Saudi firms operate seven subsidiaries in the Houston area, including Bahri, Motiva Enterprises, Rezayat, SABIC Americas and Saudi Aramco.
- Trade and cultural relationships with Saudi Arabia are facilitated in Houston through the Consulate General of the Kingdom of Saudi Arabia, the Bilateral US-Arab Chamber of Commerce, the National U.S.-Arab Chamber of Commerce and the Arab-American Cultural and Community Center.
- One of Houston's 19 foreign-owned banks, Riyadh Bank, is from Saudi Arabia.

AIR CARGO TRADE

- Houston ranks as the busiest gateway for U.S.-Saudi Arabia air cargo trade (by weight).
- Air cargo trade between Houston and Saudi Arabia totaled 14,580.5 metric tons in '18, a 10.2 percent increase over '17, and was valued at \$654.0 million.
- The top three commodities in '18 by weight were industrial equipment and computers; plastics and plastic products; and articles of iron or steel, accounting for 61.5 percent of total air cargo trade.

TRADE

Houston-Saudi trade reached a peak of \$15.4 billion in '12 before entering a decline. Most recently, trade between Houston and Saudi Arabia decreased 17.2 percent from \$5.6 billion in '17 to \$4.7 billion in '18, largely due to a decline in the import value of crude oil. While most of the trade fluctuations over the past decade are due to oil imports, exports have remained more consistent, ranging between \$1.9 billion and \$3.5 billion.



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO SAUDI ARABIA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Motor Vehicles and Parts	564.8	748.7	30.4	32.6
2	Industrial Equipment and Computers	506.9	631.4	25.6	24.6
3	Miscellaneous Chemical Products	146.4	177.2	7.2	21.1
4	Plastics and Plastic Products	90.9	125.3	5.1	37.9
5	Optic, Photographic, Measuring, Medical Instruments	103.2	107.6	4.4	4.3
6	Articles of Iron or Steel	81.8	98.9	4.0	20.9
7	Electrical Machinery, Equipment, and Parts	138.0	96.6	3.9	-30.0
8	Mineral Fuels, Oil, and Refined Products	24.0	59.1	2.4	145.9
9	Miscellaneous Industrial Components, Equipment, and Parts	9.9	58.7	2.4	490.4
10	Organic Chemicals	44.8	51.6	2.1	15.2
Total Top 10 Commodities		1,710.9	2,155.2	87.4	26.0
All Other Commodities		537.4	310.1	12.6	-42.3
TOTAL ALL COMMODITIES		2,248.2	2,465.3	100.0	9.7

IMPORTS FROM SAUDI ARABIA

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	3,170.3	1,918.6	87.2	-39.5
2	Articles of Iron or Steel	73.2	88.8	4.0	21.4
3	Miscellaneous Industrial Components, Equipment, and Parts	64.7	67.3	3.1	4.1
4	Aluminum and Aluminum Products	6.6	55.0	2.5	731.9
5	Organic Chemicals	52.1	32.9	1.5	-36.8
6	Plastics and Plastic Products	5.0	8.3	0.4	64.4
7	Miscellaneous Chemical Products	1.2	7.7	0.4	529.6
8	Nickel and Nickel Products	0.1	6.2	0.3	8,282.6
9	Metal Tools, Implements, Cutlery	1.4	5.3	0.2	281.7
10	Iron and Steel	2.4	2.8	0.1	15.7
Total Top 10 Commodities		3,376.9	2,193.0	99.7	-35.1
All Other Commodities		12.0	7.2	0.3	-40.1
TOTAL ALL COMMODITIES		3,388.9	2,200.1	100.0	-35.1

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



CHILE

HOUSTON'S #16 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the second busiest gateway for U.S.-Chile trade (by value) and Chile is Houston's 16th largest international trading partner. From '09 to '18, trade between Houston and Chile averaged \$4.0 billion annually and was valued at \$4.6 billion in '18. Nearly 1,400 people living in metro Houston were born in Chile.

HOUSTON'S BUSINESS TIES

- Eight Houston firms operate nine subsidiary locations in Chile, including Denali Incorporated, Exterran, Hines, Union Carbide and UTC Overseas.
- One Chilean firm operates a subsidiary in the Houston area: CSAV Agency North America.
- Trade and cultural relationships with Chile are facilitated in Houston through the Consulate General of Chile and the Casa Chilena de Houston.
- United Airlines offers daily nonstop passenger flights from Houston to Santiago, Chile.

AIR CARGO TRADE

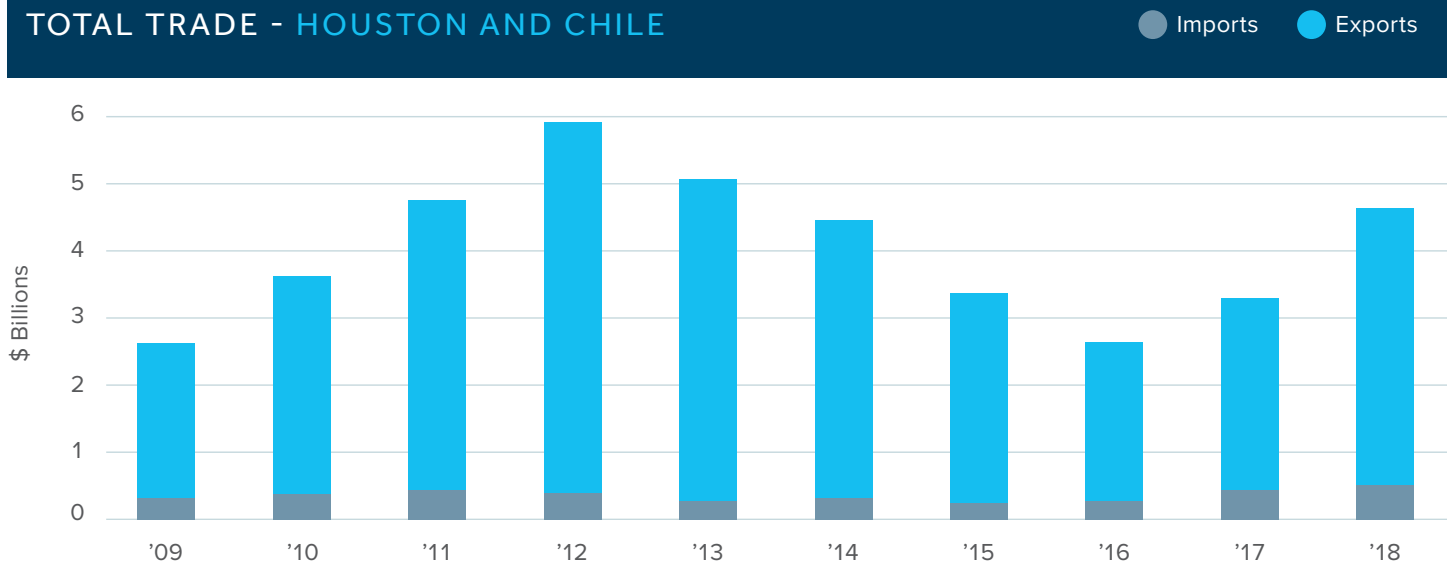
- Houston ranks as the fifth busiest gateway for U.S.-Chile air cargo trade (by weight).
- Air cargo trade between Houston and Chile totaled 4,409.0 metric tons in '18, a 23.3 percent increase over '17, and was valued at \$105.7 million.
- In '18, the top three commodities by weight were fish, crustaceans and aquatic invertebrates; industrial equipment and computers; and edible fruit and nuts, accounting for 94.7 percent of total air cargo trade.

TRADE

Over the past decade, Houston-Chile trade has risen from \$2.6 billion in '09 to \$5.9 billion in '12, then decreased to \$2.6 billion again in '16. The decline in trade was mostly due to a sharp drop in oil exports. Most recently, the value of trade between Houston

and Chile increased 42.2 percent from \$3.2 billion in '17 to \$4.6 billion in '18, largely due to an 86.4 percent increase in the export value of mineral fuels, oil and refined products.

TOTAL TRADE - HOUSTON AND CHILE



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO CHILE

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil and Refined Products	1,385.0	2,581.9	62.5	86.4
2	Organic Chemicals	307.9	332.5	8.0	8.0
3	Plastics and Plastic Products	245.0	255.0	6.2	4.1
4	Motor Vehicles and Parts	154.2	242.1	5.9	57.0
5	Industrial Equipment and Computers	200.6	226.7	5.5	13.0
6	Inorganic Chemicals, Rare Earths, Precious Metals	83.8	98.2	2.4	17.3
7	Miscellaneous Chemical Products	60.9	71.7	1.7	17.7
8	Electrical Machinery, Equipment and Parts	20.8	41.1	1.0	97.8
9	Rubber and Rubber Products	46.6	35.5	0.9	-23.9
10	Meat and Edible Meat Products	53.0	33.1	0.8	-37.5
Total Top 10 Commodities		2,557.8	3,917.9	94.8	53.2
All Other Commodities		177.5	215.3	5.2	21.3
TOTAL ALL COMMODITIES		2,735.3	4,133.1	100.0	51.1

IMPORTS FROM CHILE

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Copper and Copper Products	240.8	154.5	31.7	-35.8
2	Wood and Wood Products	75.4	70.7	14.5	-6.3
3	Fish, Crustaceans and Aquatic Invertebrates	29.3	51.8	10.6	76.8
4	Rubber and Rubber Products	45.6	41.4	8.5	-9.0
5	Inorganic Chemicals, Rare Earths, Precious Metals	18.4	32.0	6.6	74.3
6	Edible Fruit and Nuts	21.5	26.6	5.5	23.3
7	Miscellaneous Industrial Components, Equipment and Parts	10.2	23.1	4.7	125.5
8	Industrial Equipment and Computers	15.2	20.8	4.3	37.0
9	Beverages, Spirits and Vinegar	17.5	13.1	2.7	-25.0
10	Motor Vehicles and Parts	4.2	9.6	2.0	128.8
Total Top 10 Commodities		478.0	443.5	91.1	-7.2
All Other Commodities		34.8	43.4	8.9	24.7
TOTAL ALL COMMODITIES		512.8	486.9	100.0	-5.0

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



BELGIUM

HOUSTON'S #17 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the second busiest gateway for U.S.-Belgium trade (by value) and Belgium is Houston's 17th largest international trading partner. From '09 to '18, trade between Houston and Belgium averaged \$4.3 billion annually and was valued at \$4.4 billion in '18. More than 1,300 people living in metro Houston were born in Belgium.

HOUSTON'S BUSINESS TIES

- Thirteen Houston firms operate 18 subsidiary locations in Belgium, including Baker Botts, Chevron Phillips Chemical, Huntsman International, Lamons and Pentair Thermal Management.
- Seven Belgium firms operate 14 subsidiaries in the Houston area, including Aliaxis, Anheuser-Busch, Capco, Soconord Group and Solvay.
- Trade and cultural relationships with Belgium are facilitated in Houston through the Consulate of Belgium, the Belgian Trade Commission, Flanders Investment & Trade and the Belgian Club of Greater Houston.

AIR CARGO TRADE

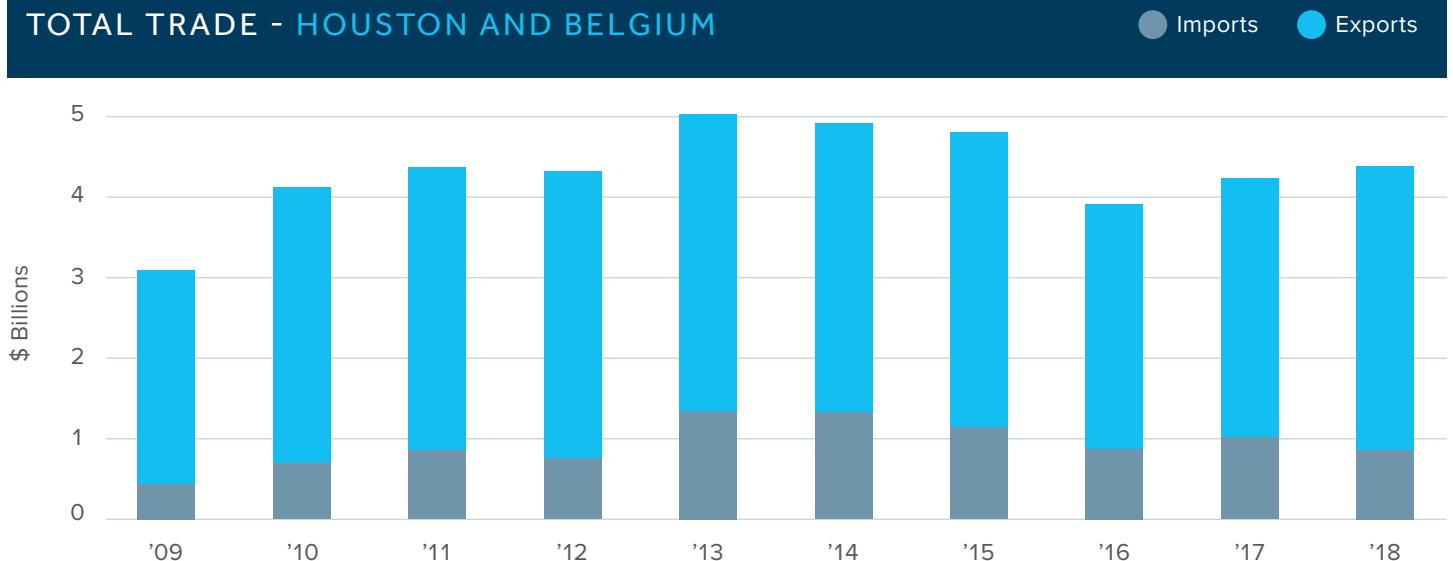
- Houston ranks as the seventh busiest gateway for U.S.-Belgium air cargo trade (by weight).
- Air cargo trade between Houston and Belgium totaled 4,517.9 metric tons in '18, a 17.1 percent increase over '17, and was valued at \$83.9 million.
- In '18, the top three commodities by weight were plastics and plastic products; industrial equipment and computers; and miscellaneous chemical products, accounting for 83.7 percent of total air cargo trade.

TRADE

Over the past 10 years, Houston-Belgium trade has fluctuated between \$3.0 billion and \$5.0 billion. These movements were mostly driven by the changes in the value of organic chemicals, plastics and plastic products as well as mineral fuels, oil and refined products, which together constituted 69.8 percent of the overall trade value. For the past two years, Houston-Belgium

trade has been on an upward path. In '18, total trade reached \$4.4 billion, a 4.8 percent increase compared to '17. This growth is mostly due to an increase in the export value of plastics and plastic products. Exports composed 80.4 percent of total trade in '18 and have averaged 78.2 percent of annual trade over the past decade.

TOTAL TRADE - HOUSTON AND BELGIUM



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO BELGIUM

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Organic Chemicals	1,276.7	1,273.2	36.3	-0.3
2	Plastics and Plastic Products	661.2	1,023.2	29.2	54.7
3	Mineral Fuels, Oil and Refined Products	169.4	324.1	9.2	91.4
4	Miscellaneous Chemical Products	175.1	210.4	6.0	20.2
5	Industrial Equipment and Computers	187.5	159.0	4.5	-15.2
6	Rubber and Rubber Products	72.7	69.8	2.0	-4.0
7	Electrical Machinery, Equipment and Parts	106.5	64.1	1.8	-39.8
8	Inorganic Chemicals, Rare Earths, Precious Metals	45.8	56.6	1.6	23.5
9	Optic, Photographic, Measuring, Medical Instruments	63.8	47.8	1.4	-25.1
10	Essential Oils, Perfumery, Cosmetic Products	47.0	44.0	1.3	-6.4
Total Top 10 Commodities		2,805.8	3,272.3	93.3	16.6
All Other Commodities		308.9	234.0	6.7	-24.3
TOTAL ALL COMMODITIES		3,114.7	3,506.3	100.0	12.6

IMPORTS FROM BELGIUM

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Organic Chemicals	207.6	278.8	32.6	34.3
2	Mineral Fuels, Oil and Refined Products	470.4	148.4	17.3	-68.4
3	Industrial Equipment and Computers	74.0	75.4	8.8	1.9
4	Iron and Steel	35.3	61.6	7.2	74.3
5	Plastics and Plastic Products	38.4	48.0	5.6	24.9
6	Miscellaneous Industrial Components, Equipment and Parts	32.8	45.2	5.3	37.6
7	Miscellaneous Chemical Products	51.0	32.2	3.8	-36.8
8	Beverages, Spirits and Vinegar	20.2	26.8	3.1	32.3
9	Cocoa and Cocoa Products	15.6	14.0	1.6	-10.3
10	Electrical Machinery, Equipment and Parts	17.4	12.8	1.5	-26.3
Total Top 10 Commodities		962.7	743.1	86.8	-22.8
All Other Commodities		83.1	112.5	13.2	35.4
TOTAL ALL COMMODITIES		1,045.8	855.7	100.0	-18.2

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



SINGAPORE

HOUSTON'S #18 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the eighth busiest gateway for U.S.-Singapore trade (by value) and Singapore is Houston's 18th largest international trading partner. From '09 to '18, trade between Houston and Singapore averaged \$3.7 billion annually and was valued at \$4.2 billion in '18. More than 900 people living in metro Houston were born in Singapore.

HOUSTON'S BUSINESS TIES

- Forty-six Houston firms operate 73 subsidiary locations in Singapore, including Atwood Oceanics, Diamond Offshore Drilling, Helix Energy, Nalco Champion and Powell Industries.
- Fourteen Singapore firms operate 18 subsidiaries in the Houston area, including Flextronics International, Franklin

Offshore, Keppel Corporation, Oakwell Distribution and Singapore Airlines.

- Cultural relationships with Singapore are facilitated in Houston through the Malaysian Singaporean Association of Houston.

AIR CARGO TRADE

- Houston ranks as the 10th busiest gateway for U.S.-Singapore air cargo trade (by weight).
- Air cargo trade between Houston and Singapore totaled 7,124.8 metric tons in '18, a 7.0 percent increase over '17, and was valued at \$607.9 million.

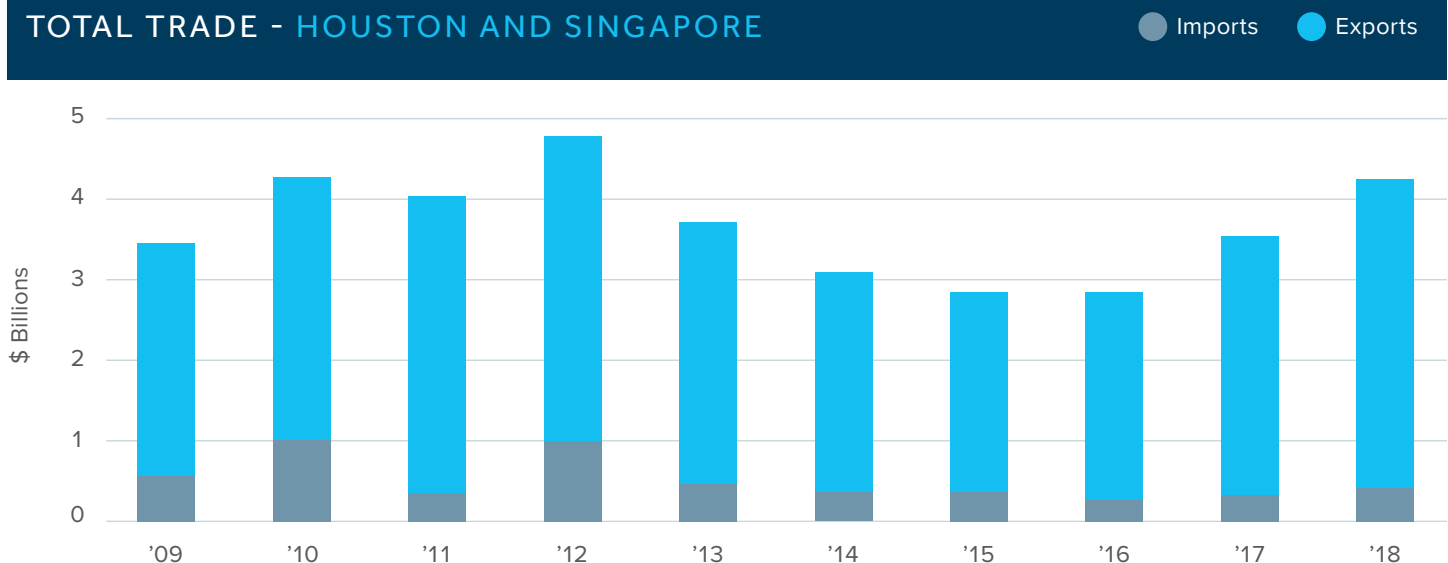
- In '18, the top three commodities by weight were industrial equipment and computers; articles of iron and steel; and furniture, bedding and lamps, accounting for 60.0 percent of total air cargo trade.

TRADE

Houston-Singapore trade reached a high of \$4.8 billion in '12 before entering a decline and hitting a 10-year-low of \$2.8 billion in '16, largely due to a drop in the export value of mineral fuels, oil and refined products. Most recently, Houston-Singapore trade has increased 19.9 percent from \$3.5 billion in '17 to \$4.6 billion in '18. This increase can mostly be attributed to increase in the

import value of industrial equipment and computers as well as in the export value of mineral fuels, oils and refined products and plastics and plastic products. Exports comprised 89.0 percent of total trade in '18 and have averaged 84.9 percent over the past decade.

TOTAL TRADE - HOUSTON AND SINGAPORE



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO SINGAPORE

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil and Refined Products	1,688.5	2,222.2	59.3	31.6
2	Industrial Equipment and Computers	444.3	419.5	11.2	-5.6
3	Plastics and Plastic Products	145.0	267.3	7.1	84.3
4	Organic Chemicals	182.0	163.0	4.3	-10.4
5	Miscellaneous Chemical Products	149.8	140.9	3.8	-6.0
6	Animal or Vegetable Fats, Oils, Waxes	113.8	114.6	3.1	0.7
7	Electrical Machinery, Equipment and Parts	67.6	107.8	2.9	59.6
8	Rubber and Rubber Products	113.9	80.9	2.2	-29.0
9	Optic, Photographic, Measuring, Medical Instruments	92.3	78.5	2.1	-14.9
10	Articles of Iron or Steel	33.4	30.5	0.8	-8.8
Total Top 10 Commodities		3,030.6	3,625.3	96.7	19.6
All Other Commodities		102.4	124.2	3.3	21.3
TOTAL ALL COMMODITIES		3,132.9	3,749.4	100.0	19.7

IMPORTS FROM SINGAPORE

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Industrial Equipment and Computers	68.6	159.9	34.7	133.0
2	Organic Chemicals	63.8	68.4	14.8	7.3
3	Miscellaneous Industrial Components, Equipment and Parts	53.1	58.0	12.6	9.3
4	Mineral Fuels, Oil and Refined Products	8.6	56.8	12.3	562.2
5	Plastics and Plastic Products	70.2	40.9	8.9	-41.7
6	Optic, Photographic, Measuring, Medical Instruments	17.6	21.9	4.7	24.6
7	Electrical Machinery, Equipment and Parts	11.0	13.0	2.8	18.0
8	Precious Stones, Metals, Coins, Pearls	5.4	8.0	1.7	48.8
9	Metal Tools, Implements, Cutlery	6.0	6.3	1.4	5.2
10	Aluminum and Aluminum Products	0.1	5.7	1.2	4,744.4
Total Top 10 Commodities		304.4	439.0	95.2	44.2
All Other Commodities		74.1	22.2	4.8	-70.0
TOTAL ALL COMMODITIES		378.5	461.2	100.0	21.9

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



UNITED ARAB EMIRATES

HOUSTON'S #19 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the second busiest gateway for U.S.-UAE trade (by value) and the UAE is Houston's 19th largest international trading partner. From '09 to '18, trade between Houston and the UAE averaged \$2.6 billion annually and was valued at \$4.0 billion in '18.

HOUSTON'S BUSINESS TIES

- Fifty Houston firms operate 85 subsidiary locations in the UAE, including Baker Botts, Chevron Phillips, Halliburton, National Oilwell Varco and Schlumberger.
- Three Emirati firms operate four subsidiaries in the Houston area, including Aries Offshore, Emirates Airlines and LMK Resources.
- Trade and cultural relationships with the UAE are facilitated in Houston through the Consulate General of the United Arab

Emirates, the Bilateral U.S.-Arab Chamber of Commerce, the National U.S.-Arab Chamber of Commerce and the Arab American Cultural and Community Center.

- Emirates offers daily nonstop passenger flights from Houston to Dubai.
- Abu Dhabi, United Arab Emirates was designated as one of Houston's 18 international sister cities in '01.

AIR CARGO TRADE

- Houston ranks as the third busiest gateway for U.S.-UAE air cargo trade (by weight).
- Air cargo trade between Houston and the United Arab Emirates totaled 8,803.5 metric tons in '18, a 1.1 percent decrease over '17, and was valued at \$479.4 million.

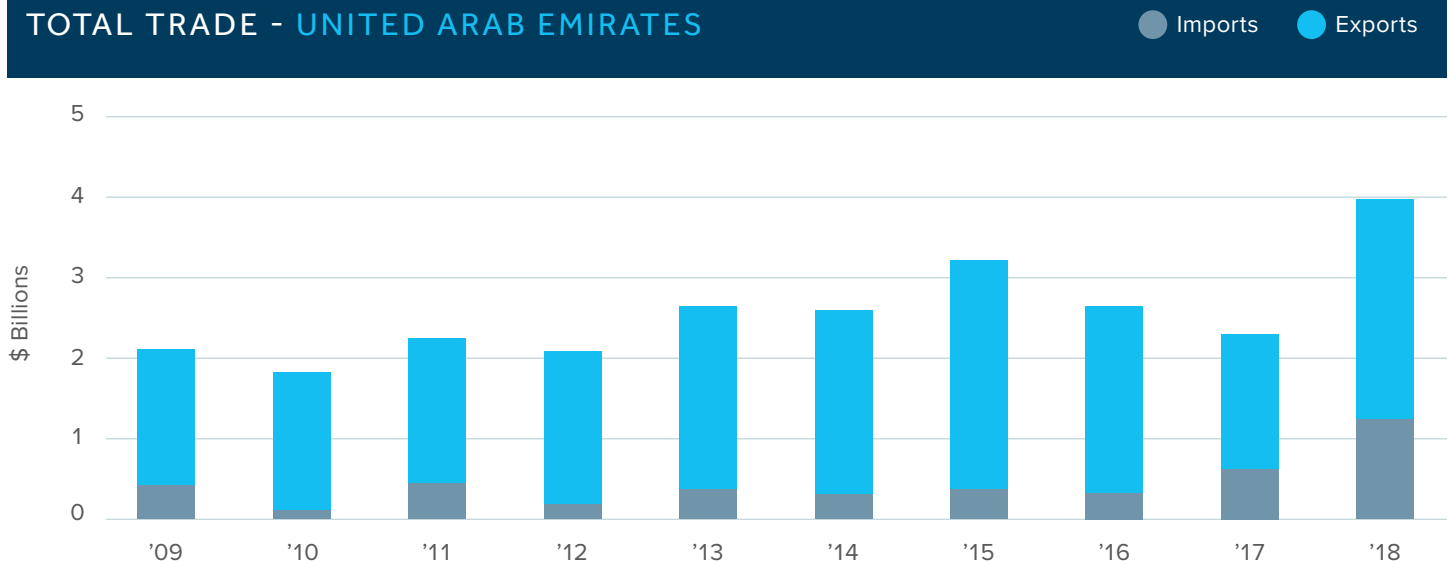
- In '18, the top three commodities by weight were industrial equipment and computers; articles of iron or steel; and electrical machinery, equipment, and parts, accounting for 61.5 percent of total air cargo trade.

TRADE

Houston-UAE trade fluctuated between \$1.8 billion and \$3.2 billion over the past decade before reaching a record high of \$4.0 billion in '18, a 73.5 percent increase over '17. Trade expanded rapidly in '18, largely due to growth in the export value of both

crude and refined oil. Trade is primarily comprised of exports from Houston to the United Arab Emirates. Exports accounted for 68.0 percent of total trade in '18 and 82.2 percent, on average, from '09 to '18.

TOTAL TRADE - UNITED ARAB EMIRATES



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO UAE

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	59.4	721.3	26.7	1,115.1
2	Motor Vehicles and Parts	338.8	536.2	19.9	58.3
3	Industrial Equipment and Computers	442.0	482.6	17.9	9.2
4	Ships, Boats, and Floating Structures	0.2	171.1	6.3	102,496.4
5	Plastics and Plastic Products	108.3	115.6	4.3	6.7
6	Optic, Photographic, Measuring, Medical Instruments	65.1	81.7	3.0	25.5
7	Electrical Machinery, Equipment, and Parts	90.1	77.7	2.9	-13.7
8	Miscellaneous Chemical Products	63.2	77.0	2.8	21.8
9	Organic Chemicals	44.4	71.2	2.6	60.3
10	Metal Tools, Implements, Cutlery	69.2	69.0	2.6	-0.3
Total Top 10 Commodities		1,280.6	2,403.4	89.0	87.7
All Other Commodities		335.3	297.2	11.0	-11.4
TOTAL ALL COMMODITIES		1,615.9	2,700.6	100.0	67.1

IMPORTS FROM UAE

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	104.8	635.9	50.1	506.8
2	Aluminum and Aluminum Products	293.6	412.2	32.5	40.4
3	Articles of Iron or Steel	91.9	61.4	4.8	-33.2
4	Miscellaneous Industrial Components, Equipment, and Parts	60.8	47.1	3.7	-22.5
5	Industrial Equipment and Computers	49.8	34.9	2.7	-30.0
6	Iron and Steel	25.7	21.3	1.7	-17.4
7	Fertilizers	12.1	12.3	1.0	1.7
8	Essential Oils, Perfumery, Cosmetic Products	4.8	7.3	0.6	53.4
9	Electrical Machinery, Equipment, and Parts	2.6	5.1	0.4	97.4
10	Products of Stone, Plaster, Cement, Asbestos, Mica	3.0	4.0	0.3	35.8
Total Top 10 Commodities		649.0	1,241.5	97.9	91.3
All Other Commodities		21.9	26.7	2.1	21.8
TOTAL ALL COMMODITIES		671.0	1,268.2	100.0	89.0

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data



IRAQ

HOUSTON'S #20 TRADE PARTNER IN 2018

The Houston-Galveston Customs District is the second busiest gateway for U.S.-Iraq trade (by value) and Iraq is Houston's 20th largest international trading partner. From '09 to '18, trade between Houston and Iraq averaged \$3.8 billion annually and was valued at \$3.8 billion in '18. Nearly 5,700 people living in metro Houston were born in Iraq.

HOUSTON'S BUSINESS TIES

- Four Houston firms operate four subsidiary locations in Iraq: Halliburton, National Oilwell Varco, TIW Corporation and Total Safety U.S.
- Cultural relations with Iraq are facilitated through the Bilateral US - Arab Chamber of Commerce, the National U.S. - Arab Chamber of Commerce and the Arab American Cultural Community Center.
- In '15, HISD opened the Arabic Immersion Magnet School, one of the first Arabic immersion language schools in the country.
- Basrah, Iraq was designated as one of Houston's 18 international sister cities in 2015.

AIR CARGO TRADE

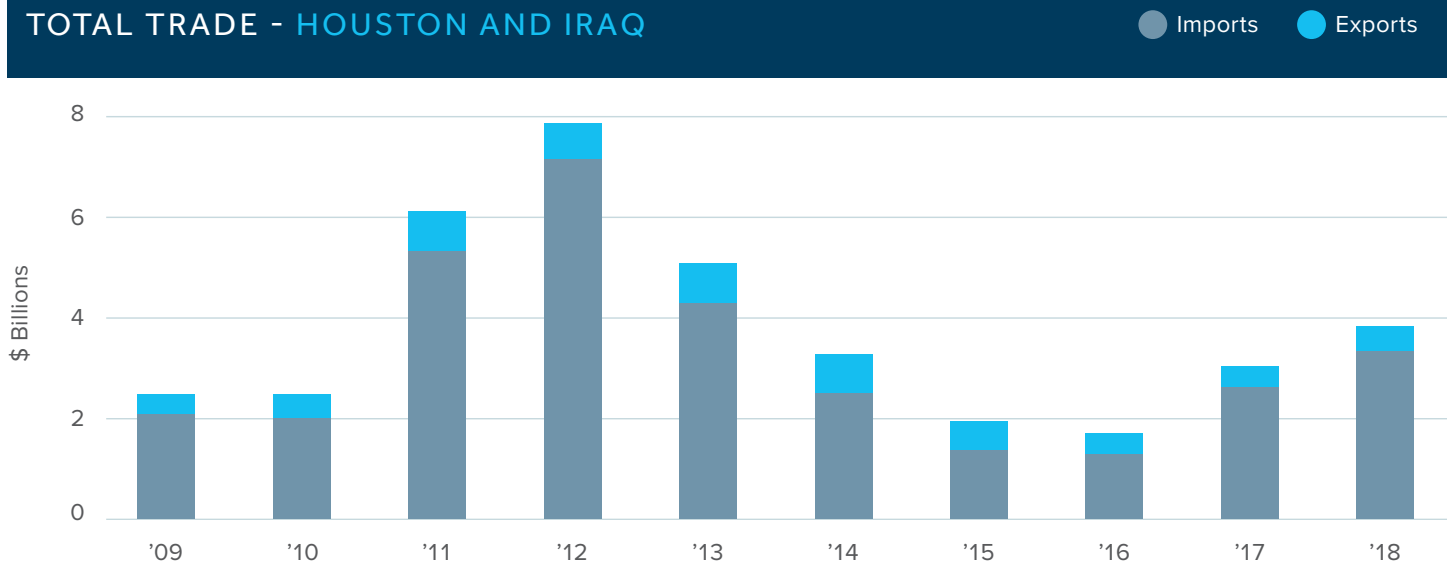
- Houston ranks as the second busiest gateway for U.S.-Iraq air cargo trade (by weight).
- Air cargo trade between Houston and Iraq totaled 676.9 metric tons in '18, a 60.4 percent increase over '17, and was valued at \$33.7 million.
- In '18, the top three commodities by weight were industrial equipment and computers; cement; and explosives, accounting for 66.8 percent of total air cargo trade.

TRADE

Houston-Iraq trade reached a peak of \$7.8 billion in '12 before falling to a low of \$1.7 billion in '16. Trading is dominated by oil imports from Iraq to Houston. Driven by higher global oil prices, the value of Houston-Iraq trade has increased for the past two years. In '18, Houston-Iraq trade totaled \$3.8 billion with

inbound oil accounting for 90.2 percent of traded value. Exports comprised 9.8 percent of total trade in '18. The top export product from Houston to Iraq was cereal grains with trade valued at \$102.0 million in '18, a 213.7 percent increase.

TOTAL TRADE - HOUSTON AND IRAQ



Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

EXPORTS TO IRAQ

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Cereals	32.5	102.0	27.1	213.7
2	Industrial Equipment and Computers	38.7	89.3	23.7	130.5
3	Arms and Ammunition	10.5	43.8	11.6	317.8
4	Motor Vehicles and Parts	51.1	42.2	11.2	-17.4
5	Electrical Machinery, Equipment, and Parts	98.3	41.9	11.1	-57.3
6	Optic, Photographic, Measuring, Medical Instruments	15.3	12.3	3.3	-19.5
7	Metal Tools, Implements, Cutlery	3.3	7.6	2.0	131.6
8	Miscellaneous Chemical Products	3.4	7.3	1.9	111.8
9	Articles of Iron or Steel	4.4	6.5	1.7	48.1
10	Meat and Edible Meat Products	10.7	4.1	1.1	-61.6
Total Top 10 Commodities		268.3	357.1	94.9	33.1
All Other Commodities		40.4	19.3	5.1	-52.2
TOTAL ALL COMMODITIES		308.7	376.4	100.0	22.0

IMPORTS FROM IRAQ

via Houston-Galveston Customs District

Rank	Commodity	\$Value, Millions		% of Total '18	% Change '17-'18
		'17	'18		
1	Mineral Fuels, Oil, and Refined Products	2,745.9	3,461.3	100.0	26.1
2	Carpets and Other Textile Floor Coverings	0.0	0.1	†	--
3	Articles of Iron or Steel	*	0.0	†	--
4	Leather Items, Saddlery, Handbags	*	0.0	†	--
Total Top 4 Commodities		2,746.0	3,461.4	100.0	26.1
All Other Commodities		0.0	0.0	0.0	--
TOTAL ALL COMMODITIES		2,746.0	3,461.4	100.0	26.1

* Less than \$100,000 value traded.

† Less than 0.1 percent of total '18.

Source: WISERTrade from U.S. Census Bureau, Foreign Trade Division data

HOUSTON COMMODITY TRADE

RANKED BY VALUE IN 2018

Rank	Commodity Description	\$ Value (Millions)			% Change	
		'16	'17	'18	'16 - '17	'17 - '18
	TOTAL ALL COMMODITIES	161,392.9	192,048.2	233,257.7	19.0	21.5
1	Mineral Fuels, Oil, and Refined Products	54,645.4	75,865.6	104,712.9	38.8	38.0
2	Industrial Equipment and Computers	20,344.5	19,849.2	21,994.0	-2.4	10.8
3	Organic Chemicals	14,443.7	16,628.8	20,250.6	15.1	21.8
4	Motor Vehicles and Parts	8,731.3	8,714.7	10,682.8	-0.2	22.6
5	Plastics and Plastic Products	7,980.8	8,821.0	10,432.0	10.5	18.3
6	Electrical Machinery, Equipment, and Parts	5,523.1	8,020.7	9,028.6	45.2	12.6
7	Articles of Iron or Steel	8,451.7	8,177.2	7,897.0	-3.3	-3.4
8	Miscellaneous Chemical Products	3,946.0	4,021.5	4,233.1	1.9	5.3
9	Beverages, Spirits, and Vinegar	2,590.8	3,043.4	3,172.5	17.5	4.2
10	Iron and Steel	2,518.3	2,588.7	2,891.0	2.8	11.7
11	Optic, Photographic, Measuring, Medical Instruments	1,744.9	2,703.9	2,887.3	55.0	6.8
12	Cereals	1,949.3	1,967.8	2,295.0	1.0	16.6
13	Aircraft, Spacecraft, and Parts	1,797.3	1,784.3	2,056.3	-0.7	15.2
14	Inorganic Chemicals, Rare Earths, Precious Metals	2,202.9	2,077.4	2,015.2	-5.7	-3.0
15	Rubber and Rubber Products	1,512.9	1,786.5	2,003.6	18.1	12.2
16	Furniture, Bedding, Lamps	1,731.6	1,840.6	1,914.4	6.3	4.0
17	Miscellaneous Industrial Components, Equipment, and Parts	2,524.9	2,221.4	1,608.4	-12.0	-27.6
18	Pharmaceutical Products	869.2	1,195.7	1,544.4	37.6	29.2
19	Aluminum and Aluminum Products	1,048.5	1,463.5	1,441.4	39.6	-1.5
20	Toys, Games, and Sports Equipment	837.2	835.0	1,341.7	-0.3	60.7
21	Cotton Woven Fabrics	988.3	1,094.7	1,040.0	10.8	-5.0
22	Essential Oils, Perfumery, Cosmetic Products	560.7	1,093.0	965.4	94.9	-11.7

Rank	Commodity Description	\$ Value (Millions)			% Change	
		'16	'17	'18	'16 - '17	'17 - '18
23	Wood and Wood Products	321.8	712.3	898.8	121.3	26.2
24	Soaps, Waxes, Polishes, Candles, Dental Preps	646.0	767.0	807.0	18.7	5.2
25	Linens, Needlecraft Sets, Worn Clothing	668.2	736.8	779.7	10.3	5.8
26	Ores, Slag, and Ash	608.9	655.0	734.5	7.6	12.1
27	Edible Fruit and Nuts	640.2	739.6	734.4	15.5	-0.7
28	Products of Stone, Plaster, Cement, Asbestos, Mica	718.0	710.1	675.9	-1.1	-4.8
29	Meat and Edible Meat Products	538.9	549.3	645.1	1.9	17.4
30	Paper and Paperboard Articles	618.7	585.1	600.6	-5.4	2.7
31	Animal or Vegetable Fats, Oils, Waxes	383.4	457.5	586.1	19.3	28.1
32	Ships, Boats, and Floating Structures	502.1	493.8	550.8	-1.7	11.5
33	Arms and Ammunition	424.2	466.2	511.1	9.9	9.6
34	Metal Tools, Implements, Cutlery	427.4	530.5	459.7	24.1	-13.4
35	Copper and Copper Products	213.2	472.7	444.0	121.7	-6.1
36	Knitted or Crocheted Apparel and Accessories	303.4	370.6	420.7	22.2	13.5
37	Fish, Crustaceans and Aquatic Invertebrates	268.4	325.9	375.8	21.4	15.3
38	Coffee, Tea, Spices	434.0	439.3	373.0	1.2	-15.1
39	Salt, Sulfur, Stone, Lime, and Cement Plaster	312.3	465.0	368.9	48.9	-20.7
40	Non-Knitted Apparel and Accessories	304.4	347.5	367.5	14.2	5.8
41	Gums, Resins, and Vegetable Extracts	337.5	525.9	364.0	55.8	-30.8
42	Precious Stones, Metals, Coins, Pearls	304.0	259.2	356.8	-14.8	37.7
43	Ceramic Products	188.4	347.1	355.1	84.3	2.3
44	Oil Grain, Seed, Fruit, Plant Seeds	308.8	338.2	353.4	9.5	4.5
45	Edible Products	222.9	270.7	299.5	21.4	10.7
46	Railway or Tramway Stock	167.8	206.8	257.1	23.2	24.3
47	Fertilizers	216.6	240.0	257.1	10.8	7.1

Rank	Commodity Description	\$ Value (Millions)			% Change	
		'16	'17	'18	'16 - '17	'17 - '18
48	Vegetable, Fruit, Nut Products	221.4	237.0	253.0	7.0	6.8
49	Products made of Base Metal	325.2	285.6	250.2	-12.2	-12.4
50	Food Industry Residues and Animal Feeds	237.0	210.0	244.0	-11.4	16.2
51	Tanning Extracts, Dyes, Paints, Inks	212.8	207.9	242.4	-2.3	16.6
52	Glass and Glassware	179.9	227.3	241.2	26.4	6.1
53	Edible Preps of Meat, Fish, Crustaceans	540.2	301.8	196.9	-44.1	-34.8
54	Works of Art, Collectors Pieces, and Antiques	216.4	199.0	195.0	-8.1	-2.0
55	Edible Vegetables, Roots, Tubers	131.5	166.6	183.5	26.7	10.1
56	Cereal, Flour and Milk Products, Bakers Wares	99.0	153.0	182.3	54.6	19.2
57	Raw Hides, Skins, and Leather	102.3	133.5	176.3	30.6	32.1
58	Leather Items, Saddlery, Handbags	210.4	205.7	166.2	-2.2	-19.2
59	Nickel and Nickel Products	102.6	143.0	155.2	39.5	8.5
60	Footwear and Gaiters	140.6	156.1	140.1	11.1	-10.2
61	Impregnated Text Fabrics for Industry	159.2	150.1	131.0	-5.7	-12.7
62	Explosives, Pyrotechnics, Matches	132.6	157.5	116.5	18.8	-26.1
63	Modified Starches, Glues, Enzymes	100.7	127.3	116.0	26.4	-8.9
64	Dairy Products, Eggs, Honey	131.4	131.3	113.0	0.0	-13.9
65	Miscellaneous Manufactured Articles	64.7	78.4	101.4	21.2	29.4
66	Base Metals	76.4	66.1	92.4	-13.5	39.8
67	Miscellaneous Products of Animal Origin	103.9	91.8	87.1	-11.6	-5.2
68	Carpets and Other Textile Floor Coverings	58.8	68.9	80.8	17.1	17.2
69	Wadding, Felt, Yarn, Twine, Ropes	79.3	82.6	80.5	4.1	-2.5
70	Sugars and Sugar Products	63.4	60.6	77.8	-4.4	28.3
71	Books, Newspapers, Magazines	77.1	66.9	70.1	-13.2	4.8
72	Milling Products, Malt, Starch	79.2	64.9	69.7	-18.0	7.4
73	Cocoa and Cocoa Products	86.4	50.0	67.7	-42.1	35.3

Rank	Commodity Description	\$ Value (Millions)			% Change	
		'16	'17	'18	'16 - '17	'17 - '18
74	Wood Pulp, Paper, and Paperboard Waste	48.3	52.2	52.3	8.0	0.3
75	Zinc and Zinc Products	22.9	29.1	38.5	26.9	32.4
76	Musical Instruments and Parts	20.3	35.9	37.8	76.9	5.2
77	Lead and Lead Products	27.0	37.2	36.8	37.7	-1.0
78	Photographic or Cinematographic Goods	36.5	29.6	36.6	-18.8	23.5
79	Knitted or Crocheted Fabrics	36.3	26.3	31.4	-27.7	19.8
80	Manmade Filaments and Woven Fabrics	17.6	18.1	31.0	2.8	71.0
81	Headgear and Parts	19.2	24.5	26.5	27.8	8.2
82	Manmade Fibers, Yarns, Woven Fabrics	17.5	20.1	23.3	14.8	15.9
83	Feathers, Down, Artificial Flowers	21.5	18.1	19.4	-15.9	7.5
84	Baskets and Straw Products	50.7	37.1	18.7	-26.9	-49.6
85	Clocks, Watches, and Parts	28.2	20.4	14.3	-27.5	-30.2
86	Umbrellas, Walking-Sticks, Riding-Crops	16.5	10.6	14.3	-35.8	34.9
87	Tobacco and Tobacco Substitutes	8.5	11.5	13.6	35.4	18.0
88	Specialty Fabrics, Lace, Tapestries	10.5	15.7	12.4	49.0	-21.0
89	Miscellaneous Vegetable Materials and Products	10.3	8.1	7.6	-21.0	-6.0
90	Live Animals	5.7	4.4	7.0	-22.9	57.1
91	Wool, Animal Hair Woven Fabrics	23.8	6.8	6.2	-71.6	-8.4
92	Vegetable and Paper Textile Fibers	5.2	3.9	4.4	-25.3	14.0
93	Live Trees, Plants, Bulbs, Cut Flowers	3.2	3.5	4.1	10.2	18.4
94	Animal and Artificial Furs	1.9	1.9	2.8	1.4	49.0
95	Cork and Cork Products	2.2	2.3	2.1	5.4	-9.8
96	Tin and Tin Products	3.8	1.4	1.9	-62.6	33.8
97	Silk Woven Fabrics	0.1	0.1	0.1	-18.7	37.2

Data provided by WISERTrade, at <http://www.wisertrade.org>, from U.S. Census Bureau, Foreign Trade Division

HOUSTON GLOBAL TRADE PARTNERS

RANKED BY VALUE IN 2018

Rank	Country	\$ Value (Millions)			% Change	
		'16	'17	'18	'16 - '17	'17 - '18
	TOTAL ALL PARTNER COUNTRIES	161,392.9	192,048.2	233,257.7	19.0	21.5
1	Mexico	14,710.5	20,026.6	24,581.1	36.1	22.7
2	China	14,685.7	18,787.5	20,278.9	27.9	7.9
3	Brazil	10,207.9	12,811.2	12,864.2	25.5	0.4
4	Netherlands	7,683.7	8,522.5	10,354.1	10.9	21.5
5	South Korea	5,060.3	6,710.4	10,259.4	32.6	52.9
6	Germany	9,297.2	9,646.8	9,661.1	3.8	0.2
7	Japan	4,645.9	6,392.3	9,509.6	37.6	48.8
8	United Kingdom	4,427.4	5,490.0	7,328.2	24.0	33.5
9	Italy	3,593.6	5,035.3	7,106.3	40.1	41.1
10	India	3,313.6	4,837.5	6,632.6	46.0	37.1
11	Colombia	4,999.6	5,169.1	6,235.0	3.4	20.6
12	Venezuela	5,516.2	4,784.9	6,030.1	-13.3	26.0
13	Taiwan	1,249.3	1,937.6	4,945.9	55.1	155.3
14	Canada	1,163.7	3,206.9	4,674.7	175.6	45.8
15	Saudi Arabia	6,307.6	5,637.2	4,665.5	-10.6	-17.2
16	Chile	2,601.0	3,248.1	4,620.1	24.9	42.2
17	Belgium	3,868.7	4,160.5	4,362.0	7.5	4.8
18	Singapore	2,827.7	3,511.4	4,210.6	24.2	19.9
19	United Arab Emirates	2,616.9	2,286.9	3,968.8	-12.6	73.6
20	Iraq	1,658.1	3,054.7	3,837.8	84.2	25.6
21	Russia	2,836.0	3,145.4	3,753.7	10.9	19.3
22	Peru	2,476.3	3,029.5	3,678.6	22.3	21.4
23	Spain	1,916.7	2,807.1	3,369.5	46.5	20.0
24	France	2,941.1	3,258.6	3,283.9	10.8	0.8
25	Ecuador	1,878.1	2,071.6	2,701.2	10.3	30.4
26	Turkey	1,646.0	2,211.7	2,686.7	34.4	21.5
27	Argentina	2,390.8	2,429.6	2,486.1	1.6	2.3
28	Guatemala	1,616.8	1,812.9	1,913.2	12.1	5.5
29	Nigeria	1,039.7	1,403.8	1,727.7	35.0	23.1
30	Costa Rica	1,445.2	1,300.0	1,618.0	-10.0	24.5
31	Australia	917.2	1,120.1	1,577.4	22.1	40.8
32	Thailand	824.5	1,069.7	1,464.4	29.8	36.9
33	Vietnam	805.8	948.7	1,404.5	17.7	48.0
34	Egypt	907.4	850.3	1,314.0	-6.3	54.5
35	Dominican Republic	1,169.1	1,327.8	1,293.0	13.6	-2.6
36	Norway	772.2	998.2	1,286.7	29.3	28.9

Rank	Country	\$ Value (Millions)			% Change	
		'16	'17	'18	'16 - '17	'17 - '18
37	Ireland	835.3	1,082.2	1,278.0	29.6	18.1
38	South Africa	899.1	1,052.0	1,264.2	17.0	20.2
39	Panama	888.3	1,263.3	1,184.6	42.2	-6.2
40	Indonesia	857.4	779.1	1,061.5	-9.1	36.2
41	Qatar	678.4	637.3	1,020.1	-6.1	60.1
42	Austria	686.9	918.4	1,013.2	33.7	10.3
43	Malaysia	795.5	1,025.9	1,009.8	29.0	-1.6
44	Trinidad And Tobago	911.5	792.7	998.9	-13.0	26.0
45	Honduras	851.4	1,008.7	962.9	18.5	-4.5
46	Israel	730.6	718.9	961.4	-1.6	33.7
47	Slovakia	493.9	618.1	923.5	25.1	49.4
48	Kuwait	1,522.6	1,303.7	816.2	-14.4	-37.4
49	Switzerland	828.7	855.4	794.8	3.2	-7.1
50	Denmark	290.8	475.6	772.2	63.5	62.4
51	Morocco	345.8	510.1	747.7	47.5	46.6
52	Poland	341.3	401.7	729.3	17.7	81.6
53	Sweden	493.2	483.1	626.3	-2.1	29.6
54	Oman	438.1	457.5	618.8	4.4	35.3
55	Czech Republic	345.8	572.4	597.3	65.5	4.3
56	Jamaica	247.5	370.6	588.8	49.8	58.9
57	El Salvador	499.1	488.1	574.3	-2.2	17.7
58	Angola	1,172.0	494.8	510.7	-57.8	3.2
59	Romania	234.5	380.5	500.1	62.3	31.4
60	Algeria	677.4	403.3	456.1	-40.5	13.1
61	Pakistan	429.6	414.5	453.0	-3.5	9.3
62	Hong Kong	366.8	396.3	443.1	8.1	11.8
63	Nicaragua	337.3	350.4	420.3	3.9	20.0
64	Bahrain	287.5	404.6	399.1	40.7	-1.4
65	Azerbaijan	129.3	235.7	376.3	82.4	59.6
66	Greece	148.1	122.8	363.1	-17.0	195.6
67	Lebanon	365.8	285.8	361.3	-21.9	26.4
68	Hungary	415.5	348.8	339.7	-16.0	-2.6
69	Finland	329.3	340.9	326.8	3.5	-4.1
70	Bahamas	269.4	453.8	314.0	68.4	-30.8
71	Ivory Coast	110.3	200.1	306.8	81.4	53.4
72	Uruguay	133.0	217.3	304.7	63.4	40.2
73	Ghana	342.6	289.4	300.0	-15.5	3.7
74	Gibraltar	133.3	118.6	287.7	-11.0	142.5
75	Ukraine	114.6	213.3	275.9	86.1	29.4
76	Kazakhstan	428.1	197.6	274.1	-53.8	38.7

Rank	Country	\$ Value (Millions)			% Change	
		'16	'17	'18	'16 - '17	'17 - '18
77	Portugal	203.0	241.8	270.3	19.1	11.8
78	Philippines	223.8	219.7	255.1	-1.8	16.1
79	Equatorial Guinea	287.6	289.0	238.7	0.5	-17.4
80	Haiti	92.6	117.6	219.6	26.9	86.8
81	New Zealand	205.7	183.0	209.9	-11.1	14.7
82	Curacao	182.5	49.0	206.1	-73.2	320.6
83	Togo	90.5	157.9	179.1	74.6	13.4
84	Dominica	1.0	17.7	175.7	1,716.7	894.5
85	Guyana	93.7	97.7	174.3	4.3	78.3
86	Bangladesh	100.9	111.7	154.2	10.7	38.1
87	Belize	31.7	77.1	154.2	143.4	99.9
88	Bulgaria	35.5	61.8	144.6	74.1	133.9
89	Jordan	164.8	168.0	141.5	2.0	-15.8
90	Kenya	141.9	185.6	134.8	30.8	-27.4
91	Slovenia	97.5	102.1	125.4	4.8	22.8
92	Congo, Republic Of The Congo	79.4	83.1	120.7	4.7	45.2
93	Madagascar	20.4	32.6	118.6	60.2	263.6
94	Georgia	46.4	76.4	116.2	64.6	52.1
95	Afghanistan	28.5	6.0	112.5	-79.0	1,775.7
96	Cameroon	133.5	76.6	109.6	-42.6	43.0
97	Libya	47.4	59.8	97.4	26.2	62.9
98	Lithuania	61.7	114.4	96.8	85.5	-15.5
99	Gabon	58.7	98.8	96.1	68.3	-2.8
100	Croatia	34.5	16.1	93.3	-53.4	479.0
101	Namibia	28.6	45.4	89.2	58.5	96.6
102	Suriname	111.0	117.3	87.9	5.7	-25.1
103	Bolivia	104.0	64.7	87.9	-37.8	35.8
104	Cambodia	47.3	65.1	83.2	37.8	27.7
105	Luxembourg	88.0	84.7	82.2	-3.8	-3.0
106	Tunisia	82.8	136.1	82.2	64.3	-39.6
107	Ethiopia	138.2	111.7	81.5	-19.1	-27.1
108	Belarus	7.7	32.8	75.1	328.4	128.5
109	Cayman Islands	36.2	165.3	72.4	356.5	-56.2
110	Sri Lanka	57.8	62.2	71.3	7.6	14.7
111	Guadeloupe	3.7	4.5	70.0	21.4	1,468.3
112	Paraguay	123.1	129.8	64.0	5.4	-50.7
113	Iceland	135.0	29.2	63.2	-78.4	116.7
114	Serbia	32.8	61.9	61.4	88.6	-0.8
115	Tanzania	68.9	45.4	59.2	-34.1	30.4
116	Mauritania	47.0	56.7	57.1	20.9	0.7

Rank	Country	\$ Value (Millions)			% Change	
		'16	'17	'18	'16 - '17	'17 - '18
117	Estonia	127.0	69.3	56.3	-45.5	-18.8
118	Sudan (Starting 2011)	34.3	38.0	54.4	10.8	43.0
119	Benin	46.2	58.1	51.1	25.8	-12.0
120	Mauritius	25.3	25.9	49.2	2.5	89.7
121	Burma (Myanmar)	14.2	15.4	48.2	8.1	213.5
122	Senegal	41.0	62.6	45.6	52.6	-27.2
123	Chad	10.1	167.0	44.1	1,545.8	-73.6
124	Malta	66.5	41.7	42.1	-37.3	0.9
125	Latvia	51.4	41.1	41.5	-20.0	1.0
126	Cyprus	36.7	12.6	41.2	-65.6	227.1
127	Republic Of Yemen	39.1	36.4	34.3	-6.9	-5.7
128	Congo, Democratic Republic Of The Congo (Formerly Zaire)	52.9	28.8	32.2	-45.6	11.9
129	St. Lucia	25.3	82.8	31.9	227.7	-61.4
130	Liberia	36.0	77.6	31.5	115.6	-59.4
131	Djibouti	44.7	42.9	29.8	-4.0	-30.7
132	Zambia	11.6	19.2	29.2	65.7	52.2
133	Bermuda	0.0	1.6	26.8	11,517.3	1,627.8
134	Brunei	12.6	14.3	26.6	13.1	86.3
135	Lesotho	8.4	24.1	24.2	186.3	0.2
136	Somalia	14.3	25.4	23.2	77.8	-9.0
137	Guinea	10.6	11.0	22.1	3.2	101.2
138	Mozambique	69.3	65.6	18.5	-5.3	-71.8
139	Bosnia And Herzegovina	5.2	11.3	17.9	119.3	58.4
140	Liechtenstein	14.7	16.1	17.7	9.8	9.5
141	Burkina Faso	8.9	10.1	15.9	13.5	56.8
142	Uganda	8.7	15.4	15.8	77.7	2.5
143	French Guiana	1.1	5.0	15.0	351.1	201.9
144	South Sudan	2.9	3.7	12.0	29.9	220.3
145	Uzbekistan	2.8	1.7	11.7	-39.9	606.6
146	Aruba	330.9	269.2	11.7	-18.6	-95.7
147	Barbados	15.3	15.4	11.4	0.6	-25.8
148	Sierra Leone	9.0	7.8	10.8	-13.7	38.9
149	Mali	13.3	9.9	9.8	-25.2	-1.2
150	Martinique	22.7	2.4	9.2	-89.2	277.1
151	Papua New Guinea	7.0	6.7	9.2	-4.6	36.8
152	Turkmenistan	13.7	9.0	8.2	-34.3	-8.8
153	Iran	5.4	5.3	7.6	-1.9	44.3
154	Albania	14.1	11.6	6.9	-18.0	-40.2
155	Kyrgyzstan	9.4	5.8	6.8	-38.4	17.4

Rank	Country	\$ Value (Millions)			% Change	
		'16	'17	'18	'16 - '17	'17 - '18
156	Antigua And Barbuda	3.2	6.1	6.7	88.1	9.9
157	Tokelau Islands	0.1	0.4	5.3	220.2	
158	Eritrea	0.3	1.5	5.3	325.8	256.5
159	Niger	6.2	7.8	4.7	26.3	-39.9
160	Zimbabwe	9.1	4.2	4.7	-54.4	12.3
161	Armenia	5.9	4.6	4.5	-22.7	-2.6
162	Moldova	1.3	3.5	4.4	163.6	25.4
163	Nepal	2.4	5.1	4.0	114.0	-21.8
164	Rwanda	2.6	1.4	3.0	-45.0	114.0
165	New Caledonia	1.4	3.6	2.7	147.0	-23.4
166	Malawi	15.3	5.0	2.7	-67.5	-45.8
167	Gambia	6.1	3.1	2.5	-49.1	-18.6
168	Laos	3.3	2.1	2.5	-36.6	20.2
169	Burundi	1.6	5.7	2.2	260.7	-60.9
170	Macedonia	7.4	10.3	2.2	39.0	-78.9
171	Swaziland	1.8	2.0	2.0	9.9	0.9
172	Maldives	0.8	1.6	1.5	106.8	-8.0
173	St. Vincent	0.8	0.9	1.4	12.2	53.3
174	Montenegro	0.2	0.1	1.3	-62.1	1491.6
175	Guinea-Bissau	1.4	1.6	1.2	13.9	-25.8
176	Macau	1.4	1.4	1.1	1.7	-21.5
177	British Virgin Islands	24.1	1.7	1.1	-93.1	-33.3
178	St.Christopher-Nevis	0.4	0.8	1.1	85.9	39.5

Data provided by WISERTrade, at <http://www.wisertrade.org>, from U.S. Census Bureau, Foreign Trade Division

Note: Countries not listed had less than \$1.0 million in trade with the Houston-Galveston Customs District in 2018.



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