



U.S.-Saudi Business Council
مجلس الأعمال السعودي الأمريكي

KN Legal



Market Opportunities in Saudi Arabia: Oil and Gas and Much More

AGENDA

10:00 am - 10:10 am

Welcome Remarks

Susanne Lendman, Interim President and CEO
U.S.-Saudi Business Council

10:10 am - 10:20 am

Remarks

Mandi Mitchell, CEO
Lafayette Economic Development Authority

10:20 am - 10:30 am

Remarks

Charlotte Conerly, Sr. International Trade Specialist, Acting
Director, U.S. Export Assistance Center, New Orleans

10:30 am - 11:10 am

Business Opportunities with Saudi Aramco

Sameer Yousef, Supervisor, Strategic Sourcing
Aramco Americas

11:10 am - 11:20 am

Coffee Break

11:20 am - 11:45 am

New Directions and Opportunities in the Saudi Market

Ishtiaq Hussain, Director, U.S.-Saudi Business Council

11:45 am - 12:30 pm

Current Business Legal Environment in the Kingdom

Tony Khoury, Partner, KN Legal

12:30 pm - 12:45 pm

Q&A Session and Discussion

12:45 pm - 12:50 pm

Closing Remarks

Susanne Lendman, Interim President and CEO
U.S.-Saudi Business Council

12:50 pm - 1:30 pm

Networking Lunch

1:30 pm - 4:30 pm

One-On-One Meetings

Speaker Biographies

Susanne Lendman _____ **Interim President and CEO, USSBC**

Susanne Lendman is the Executive Director and Interim President & CEO of the U.S.-Saudi Business Council (the Council), overseeing a wide range of activities in programs, member services, market research and information services, financial management and administration. She directs the day-to-day operations of the Business Council and supervises a team of experts on a wide range of issues affecting the U.S.-Saudi Arabian commercial relationship. Susanne assists the Co-Chairmen and Board of Directors in developing the Council's strategic objectives, and ensures their implementation. She maintains the Council's strategic external relationships with U.S. and Saudi Government officials, organizations, and corporate clients, and communications with the the Council's Board of Directors.

With almost 40 years of experience working with Saudi Arabia, Susanne has unique and extensive knowledge of the Kingdom, its governance, business environment, and cultural sensitivities, and has extensive contacts in the public and private sectors of Saudi Arabia. She has advised Fortune 500 companies on strategic issues for expanding their business in Saudi Arabia, as well as consulting with U.S. companies interested in entering the market. Susanne has led numerous missions to the Kingdom, including two U.S. Department of Commerce Certified Trade Missions, several exploratory Trade and Investment Missions, including trade finance and private equity, as well as Leadership Study Missions, which bring high-level business and civic leaders to Saudi Arabia in order to better understand the country's political, economic, social, and cultural trends. She is also the Council's lead organizer of forums, seminars, business roundtables, and high-level events such as receptions and dinners honoring high-ranking government officials from both countries.

Susanne is responsible for working with member companies to present bilateral business issues to the Saudi and U.S. Governments on their behalf. Susanne Lendman has been with the Business Council since 1996. From 1996-2006 she was Director of Research and Information Services, responsible for creating and developing the Council's website, publications, and many of its programs. She served as Vice President from 2006-2012. Prior to joining the Council, Susanne was Vice President of Projects for a management consulting firm that provided strategic advisory services, project management, technical and industrial development assistance, and product and market research to government ministries and private sector companies in Saudi Arabia. Susanne began her career at the Federal Reserve Bank in New Orleans, Louisiana. Susanne Lendman received a Bachelor of Arts Degree in International Relations and German from the University of Wisconsin. She also studied at the Albert Ludwiga Universitaet in Freiburg, Germany.

Speaker Biographies

Mandi D. Mitchell

President and CEO Lafayette Economic Development Authority

In November of 2021, Mandi D. Mitchell was selected to serve as President and CEO of the Lafayette Economic Development Authority (LEDA). In her role at LEDA, Mandi leads the organization's efforts to attract and retain jobs in Lafayette Parish and to foster a business climate that is conducive to private investment and development and entrepreneurship. A Lafayette, Louisiana native, Mandi received her B.S. degree in Electrical Engineering and her M.B.A. from the University of New Orleans. She also is a graduate of the University of Oklahoma's Economic Development Institute and has earned the Certified Economic Developer (CEcD) designation from the International Economic Development Council. Mandi is currently serving as a board member of the International Economic Development Council (IEDC), the Southern Economic Development Council (an association of 17 southern U.S. states), the Louisiana Industrial Development Executives Association, and 2023 Chair of the Regional Economic Alliance of Louisiana (an association of Louisiana's 8 regional economic development organization and LEDA). She is also a member of the Louisiana Board of International Commerce. Since Mandi assumed the leadership role at LEDA, the organization has received three IEDC Gold Awards for its creative workforce development, entrepreneurship, and business retention efforts and a Silver Award for its re-entry workforce development efforts.

Before joining LEDA, Mandi served as Assistant Secretary at Louisiana Economic Development (LED) where she oversaw the Small Business, State Economic Competitiveness, and Community Competitiveness teams and directly led LED's legislative efforts. Prior to her appointment as assistant secretary in 2015, she served as LED's Director of Governmental Affairs and Federal Programs and as Director of Governmental Affairs. Before joining LED, Mitchell was an independent business owner and consultant, providing governmental affairs, legislative lobbying, business development, and community relations consulting services. She served as the regional manager of external affairs at AT&T (formerly BellSouth Telecommunications) from 2004 to 2009 and worked in the field of electrical engineering from 1998 through 2004 at the U.S. Army Corps of Engineers and BellSouth Telecommunications.

During her time at Louisiana Economic Development, she led and implemented a number of initiatives on behalf of LED and Governor John Bel Edwards – including advocating for all state agencies to commit to and enhance utilization of the Hudson Initiative certified companies and DBEs; enhanced tracking of state agency DBE procurement goals; establishing the Louisiana Small Business & Entrepreneurship Council – a diverse group of small business owners from across the state that serves as a policy advisory body for LED and Governor; direct work with the DBE community to ensure access to disaster contracts with GOHSEP and other agencies; participating with major energy industry companies in planning and launching the first Diversity in Energy Day; she led the establishment of the Veterans First Business Initiative – from conceptualizing the legislation to program launch; and helped land major projects in Louisiana including all three of Louisiana's Amazon projects (Carencro, Baton Rouge, and Shreveport).

Speaker Biographies

Charlotte Conerly

**Sr. International Trade Specialist, Acting Director,
U.S. Export Assistance Center, New Orleans**

Charlotte Conerly is Acting Director and Senior International Trade Specialist at the U.S. Commercial Service in New Orleans, part of the U.S. Department of Commerce's International Trade Administration. Charlotte and her team are dedicated to supporting U.S. companies to compete and win in international markets.

As a New Orleans native, Charlotte is thrilled to serve in representing her country and consult businesses in her home state to sell their products and services globally. She currently supports Louisiana businesses across the region and all industries.

Prior to joining the Commercial Service in 2020, Charlotte's career in international business includes export sales, business development, and foreign direct investment into the U.S. Some of her experiences include exporting U.S. agricultural products at PMI Foods, developing a wine blockchain platform and management of a private club at The House of Roosevelt - Shanghai, and driving foreign investment in U.S. development projects by Related Companies. Living and working in China since 2010, she is fluent in both Mandarin Chinese and Shanghainese.

Charlotte holds a master's degree in Chinese Politics and Foreign Policy from Tsinghua University in Beijing, China. She was awarded "top thesis" in the College of Social Sciences for developing new quantitative analyses on U.S.-China trade enforcement stratagem. She completed her undergraduate studies in Chinese language and business administration at the University of Utah.

Locally, Charlotte is an active member of the community, serving her time and talents on boards with French Quarter Citizens, the New Orleans Jazz Museum and the Junior League of New Orleans.

Speaker Biographies

Sameer Yousef, C.P.M

Supervisor, Strategic Sourcing, Aramco Americas

Sameer Yousef is the Strategic Sourcing Supervisor at Aramco Americas in Houston, Texas. Sameer is an electrical engineer by trade and holds an MBA in Supply Chain from Bellevue University.

Sameer has an extensive practical experience in the oil & gas industry working with service companies, such as Halliburton & Baker Hughes, and oil companies, such as BP and Saudi Aramco. Sameer started his career as a logging engineer at Halliburton then transitioned to supply chain. Sameer held the position of a category manager at BP managing multi-billion dollar drilling rig master agreements for BP's rig fleet in the Gulf of Mexico. In 2012, Sameer joined Saudi Aramco as a category manager, managing multi-billion dollar Corporate Procurement Agreements for oilfield equipment. Sameer later served as the Strategic Sourcing Supervisor at Aramco Americas mainly focused on identifying new suppliers to fill Saudi Aramco sourcing gaps and promote localization in Saudi Arabia through supplier forums focused on doing business with Aramco.

Sameer is a Certified Purchasing Manager by the Institute for Supply Management (ISM).

Speaker Biographies

Ishtiaq Hussain

Director, U.S.-Saudi Business Council, Houston, Texas

Ishtiaq Hussain is a seasoned professional who joined the U.S.-Saudi Arabian Business Council in October 2018. With a wealth of experience in facilitating international business relations, Mr. Hussain's career has been marked by significant contributions in various capacities.

Before assuming his role at the U.S.-Saudi Arabian Business Council, Mr. Hussain dedicated 16 years of service to the U.S. Department of Commerce at the U.S. Consulate General Dhahran. During this period, he provided strategic counsel to U.S. companies seeking opportunities in the Saudi Arabian and Bahraini markets, with a specialized focus on key sectors such as oil and gas, defense, aviation, petrochemical, power, mining, and construction. His expertise extended to advising both large and small U.S. companies on effective market entry strategies, expansion initiatives, and participation in major projects. Mr. Hussain's success is evident in his ability to forge valuable opportunities that fostered collaboration between U.S. and Saudi business representatives.

Prior to his tenure at the U.S. Department of Commerce, Mr. Hussain held pivotal roles, including serving for seven years as a Business Development Analyst at United Defense Systems in Riyadh, Saudi Arabia. Additionally, he spent two years as a Senior Sales Coordinator at Synergy Integrated Communications in Jeddah, Saudi Arabia.

Mr. Hussain is an alumnus with a bachelor's degree in Electronics, bringing a blend of educational background and practical experience to his multifaceted career in international business development.

Speaker Biographies

KN Legal

KN Legal is an international law firm serving a broad range of markets and sectors. Their accomplished attorneys have extensive experience facilitating complex business requirements and transactions for governmental and multinational companies, advising on obligations and disputes, and assisting clients with risk management. They have progressively grown since their founding in 2012 and positioned their firm as a trusted legal advisor in the jurisdictions they operate.

Their team is licensed to practice law in the Kingdom of Saudi Arabia, United States, United Arab Emirates, the Kingdom of Bahrain, the United Kingdom, Serbia, Croatia, Korea, Egypt and Lebanon. KN Legal's attorneys are multilingual and possess immense knowledge about applicable laws, accepted business practices and industry-specific regulations.

At KN Legal, they approach every client's legal concern with clarity and precision, which underscores their ability to effectively service and deliver to a broad range of clientele. Offering solutions that are aligned with their client's business needs is their highest priority, whether dealing with a local company, multinational corporation, investor, entrepreneur, or government entity.

Tony Khoury – Partner

Tony's practice concentrates on projects and corporate transactions across the Middle East. His experience includes advising major international clients in developing, expanding, and operating energy, infrastructure, and large-scale projects. He has developed a deep knowledge of the laws, rules, and regulations within the region and has valuable experience with regulatory and permitting procedures.

Tony has extensive experience in construction matters and has advised on numerous turnkey and large-scale construction and development contracts. He advises on Sharia-compliant joint ventures, mergers and acquisitions, corporate takeovers, and other various forms of corporate structuring and governance.

Anas Bhairi – Partner

Anas' practice focuses on advising clients on various Saudi corporate and commercial laws. Much of his work is centered around industrial project development, international joint ventures and cross-border mergers and acquisitions.

Before joining KN Legal, Anas worked with major international law firms in Saudi Arabia and in California. He has in depth experience in advising foreign corporations and government agencies on compliance with Saudi laws. Anas' background in Shari'ah, along with his Western qualifications, have proved invaluable in addressing legal matters within the region.

Become a Member



U.S.-Saudi Business Council
مجلس الأعمال السعودي الأمريكي

WHAT WE DO

The Council has informed, advised and connected thousands of U.S. and Saudi companies



Networking Events



Customized Business Research and Consulting



Bilateral Trade Missions



Industry and Market Intelligence



Introductions to Industry Leaders and Senior Government Officials



Visa Facilitation

Contact us for advice and support to grow your business in Saudi Arabia and the United States through our offices in Washington D.C., Houston or Riyadh.

MEMBERSHIP BENEFITS

We provide customized support and services to hundreds of companies across a range of industries.



“I want to express my gratitude for the outstanding work of the USSBC and its expert staff do in organizing high-quality trade missions and executive networking events, as well as top-level services from consulting, market insight to visa facilitation and logistical support.”



John Hammond

MBA, MICE, C.Eng, B.Eng (Hons)

General Manager Europe,
Middle East & India Critical
Mission Solutions Jacobs

MEMBERSHIP LEVELS OF ENGAGEMENT

Members represent large Fortune 500 to small and medium enterprises in a wide range of of industries. The level of engagement and services offered depends on the level of membership.

MEMBERSHIP BENEFITS	CHAIRMAN'S CIRCLE	PLATINUM	GOLD	SILVER
Letters of Invitation for Employees Traveling to Saudi Arabia, Plus Access to Expedited Visa Processing+	25 letters + Visa Discount	20 letters	10 letters	5 letters
Complimentary Market Research and Business Advisory Services by Council Research Staff	25 hours	20 hours	10 hours	
Access to In-House Produced Economic Reports and Membership Portal	✓	✓	✓	✓
Prioritized Engagement & Frequent Access to Council Senior Leadership	✓	✓	✗	✗
VIP Seating and Exclusive Meet and Greets at Events	✓	✓	✗	✗
Invitation to Attend VIP And Select "Chairman's Circle" Private Events	✓	✗	✗	✗
Exclusive Priority for your Brand to be Promoted in Both Markets	✓	✗	✗	✗
	\$20,000 (annual)	\$15,000 (annual)	\$10,000 (annual)	\$5,000 (annual)

+Additional fees apply for each Visa processed through The Council.

To learn more about the Council and our membership services, contact David Callahan or visit our website www.ussaudi.org



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Senior Vice President

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Economic Brief

U.S.-Saudi Trade Review

Overview

The U.S.-Saudi trade relationship soared in 2022 on the back of Saudi oil exports and record non-oil exports to the U.S. The value of trade between the two countries totaled SAR130 billion (\$34.7 billion), rising 39 percent from last year's SAR93.2 billion (\$24.9 billion). U.S. exports to Saudi Arabia totaled SAR43.4 billion (\$11.6 billion), up 4 percent from last year. However, exports of key defense-related segments declined while electronics, industrial goods, motor vehicles, and foods expanded.

Saudi non-oil exports to the U.S. totaled SAR10.1 billion (\$2.7 billion), rising 10 percent from last year's SAR9.1 billion (\$2.4 billion). This marked the highest annual level of non-oil exports from Saudi Arabia to the U.S. on record for the second straight year. Total Saudi exports reached SAR88 billion (\$23.5 billion), a drastic surge from last year's SAR51.5 billion (\$13.7 billion). Oil exports to the U.S. dramatically rose 84 percent from SAR42.3 billion (\$11.3 billion) to SAR77.9 billion (\$20.8 billion) owing to a combination of halting oil imports from Russia and growing demand from the transportation and industrial sectors. The trade relationship between the two countries continues to evolve despite the increase in oil exports to the U.S. as Saudi non-oil exports expand beyond downstream petroleum industry products to metals and industrial manufactures while the U.S. remains the Kingdom's second largest source of goods across a highly diversified export profile.

U.S.-Saudi Trade Balance

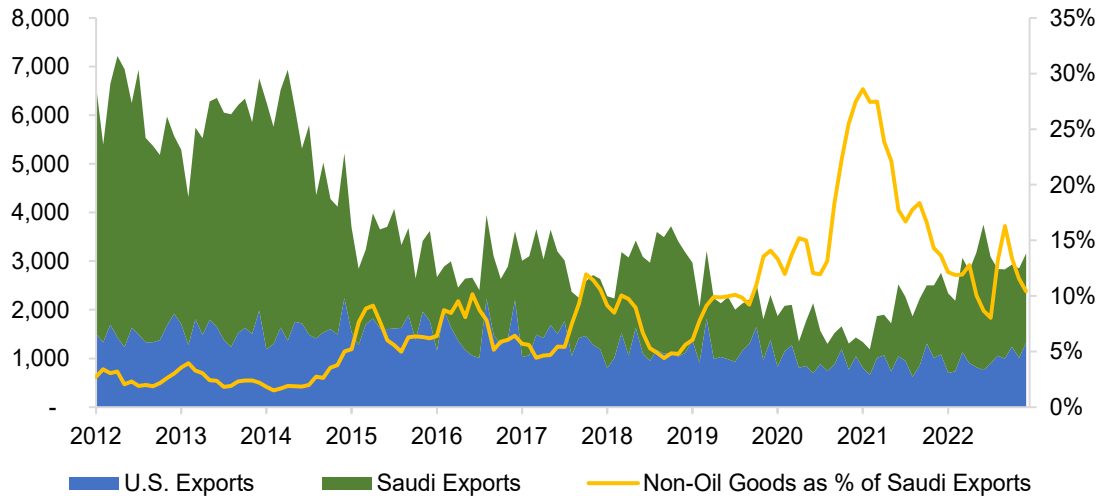
Saudi Arabia exported SAR77.9 billion (\$20.8 billion) in crude oil to the U.S., which was the highest value since 2018 when it reached SAR84.6 billion (\$22.5 billion). As U.S. oil demand from non-Russian trade partners increased in 2022, imports of Saudi crude rose 84 percent YoY and surpassed 2019's levels by 73 percent. Non-oil exports remained strong and rose 10 percent YoY to reach a record high SAR10.1 billion (\$2.7 billion). In our [2021 U.S.-Saudi Trade Review](#), we noted that Saudi non-oil exports to the U.S. reached an all-time high at that point of SAR9.1 billion (\$2.4 billion), highlighting broader structural changes in the Kingdom's economy. Saudi oil exports to the U.S. reached the second highest value since 2015 on a full-year basis, with imports of Saudi crude accelerating in conjunction with the war in Ukraine.

The U.S. imported SAR1.2 trillion (\$311 billion) of oil globally in 2022, which was a 44 percent increase YoY. It also marked the highest value of U.S. oil imports since 2014, when it reached SAR1.3 trillion (\$348 billion). Saudi oil exports to the U.S. reached SAR4.8 billion (\$1.3 billion) in February 2022, which was the lowest monthly total during 2022. However, after the war in Ukraine began, the U.S. accelerated its oil imports from its trade partners in the absence of Russian oil imports. Consequently, the U.S. imported SAR10.2 billion (\$2.7 billion) in oil from Saudi Arabia by June, which was the highest monthly total since



December 2014 when it reached SAR10.5 billion (\$2.8 billion). The U.S. increased its oil imports from a majority of its oil partners, with its top five partners consisting of Canada, Mexico, Saudi Arabia, Iraq, and Colombia accounting for an additional SAR312 billion (\$83.2 billion) YoY. U.S. imports of Russian oil dramatically declined from SAR65.6 billion (\$17.5 billion) in 2021 to SAR19.3 billion (\$5.1 billion) in 2022, a 71 percent drop. The U.S. did not import oil from Russia after April 2022.

U.S.-Saudi Trade Balance (Million USD)



Source: U.S. Department of Commerce

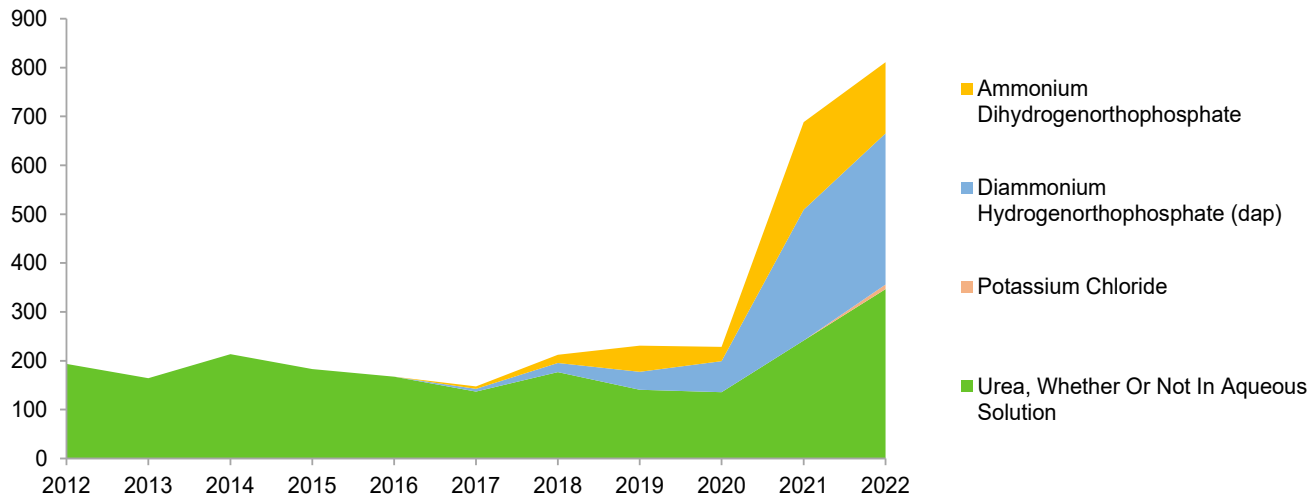
Saudi Arabia’s ability to accommodate U.S. oil demand during the war in Ukraine coincided with volatile prices, as oil catapulted to \$147 a barrel before averaging approximately \$101 during 2022, according to the U.S. Energy Information Administration (EIA). Furthermore, Saudi Arabia increased its oil production from 9.1 million barrels per day (mbpd) in 2021 to 10.5 mbpd in 2022, according to OPEC. This increase occurred despite OPEC+ continuing to restrict oil supplies by 2 mbpd in October 2022 as demand concerns rising from China’s COVID-19 lockdowns necessitated the stabilization of oil prices. Official figures show government oil revenues reached SAR1.2 trillion (\$326 billion) in 2022, the highest in ten years, which contributed to a budget surplus of SAR104 billion (\$27.7 billion).

Saudi Non-Oil Exports

Saudi non-oil exports to the U.S. expanded from last year’s record high to reach SAR10.1 billion (\$2.7 billion) in 2022. Non-oil goods categories witnessed growth across multiple commodities while trade patterns observed in last year’s U.S.-Saudi Trade Review continued amid growing industrial and manufacturing activities in the Kingdom. Fertilizers were the top Saudi non-oil export to the U.S., accounting for SAR3 billion (\$811 million) or 30 percent of non-oil exports and growing 18 percent YoY. Saudi exports of urea, a common nitrogen fertilizer, jumped by 79 percent the past decade, growing from SAR726 million (\$193 million) in 2012 to SAR1.3 billion (\$347 million) in 2022. Urea accounted for a majority of all Saudi fertilizer exports to the U.S through 2016. However, the Kingdom increasingly began exporting phosphate fertilizers to the U.S. in 2017 and these products now account for 56 percent of the total value of fertilizer exports. In 2022, diammonium hydrogenorthophosphate accounted for SAR1.2

billion (\$309 million) and ammonium dihydrogenorthophosphate accounted for SAR547 million (\$145 million). Urea fertilizer exports of SAR1.3 (\$347 million) to the U.S. also hit a record high during 2022. Saudi Arabia exported SAR33.3 million (\$8.9 million) worth of potassium chloride, a medication used to treat and prevent low blood potassium, to the U.S. for the first time in 2022.

Saudi Fertilizer Exports to the U.S. (Million USD)



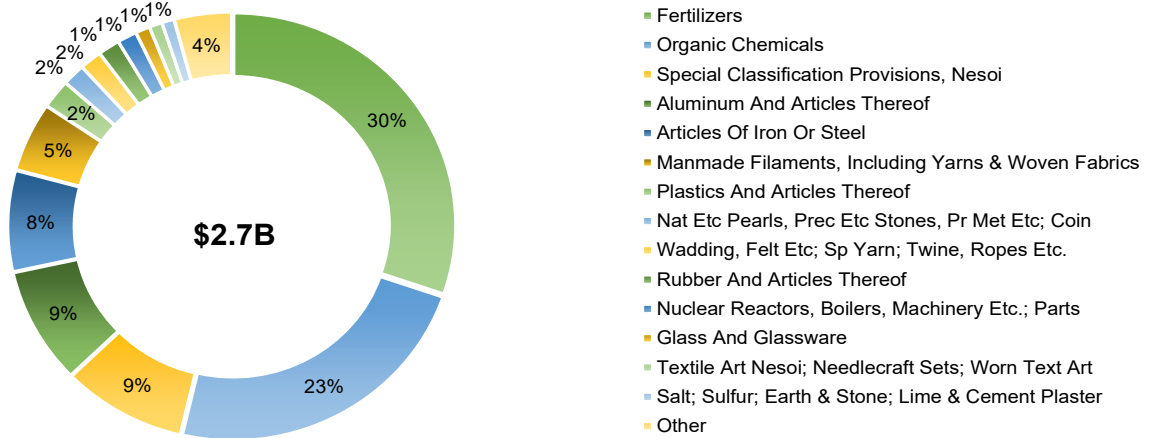
Source: U.S. Department of Commerce

Organic chemicals were the second largest Saudi non-oil export to the U.S. in 2022, accounting for SAR2.4 billion (\$628 million) or 23 percent of the non-oil total. Saudi exports of organic chemicals to the U.S. grew 25 percent YoY. Cyclic hydrocarbons accounted for SAR1.7 billion (\$458 million) or 73 percent of exported organic chemicals of which paraxylene and benzene were the primary products. Paraxylene, a colorless liquid typically used as a feedstock for intermediates and polymers, reached a record high SAR1.6 billion (\$430 million).

Benzene, among the 20 most widely used chemicals in the U.S. and another common feedstock, totaled SAR99 million (\$26 million) and also witnessed increased demand from the U.S. market. While these cyclic hydrocarbons have steadily grown in the past few years as a percentage of total U.S. organic chemical imports from Saudi Arabia, acyclic alcohols and ethers which previously dominated this category have seen reduced demand. Other top organic chemicals exported from Saudi Arabia to the U.S. were unsat acyclic & cyclic monocarbox acid SAR175 million (\$47 million), ethers SAR125 million (\$33 million), and oxygen-function amino-compounds SAR90 million (\$24 million).

The growth of metal and mining exports from Saudi Arabia continued in 2022 as they reached SAR1.9 billion (\$505 million). Aluminum was the top metal export in 2022, accounting for SAR888 million (\$237 million) or 47 percent of all metals. Other Saudi metals also witnessed higher export volumes to the U.S. 'Articles of Iron or Steel' rose 162 percent YoY to reach SAR773 million (\$206 million) while 'Iron and Steel' grew by 31 percent YoY to reach SAR69 million (\$18.3 million). Saudi 'Manmade Filaments,

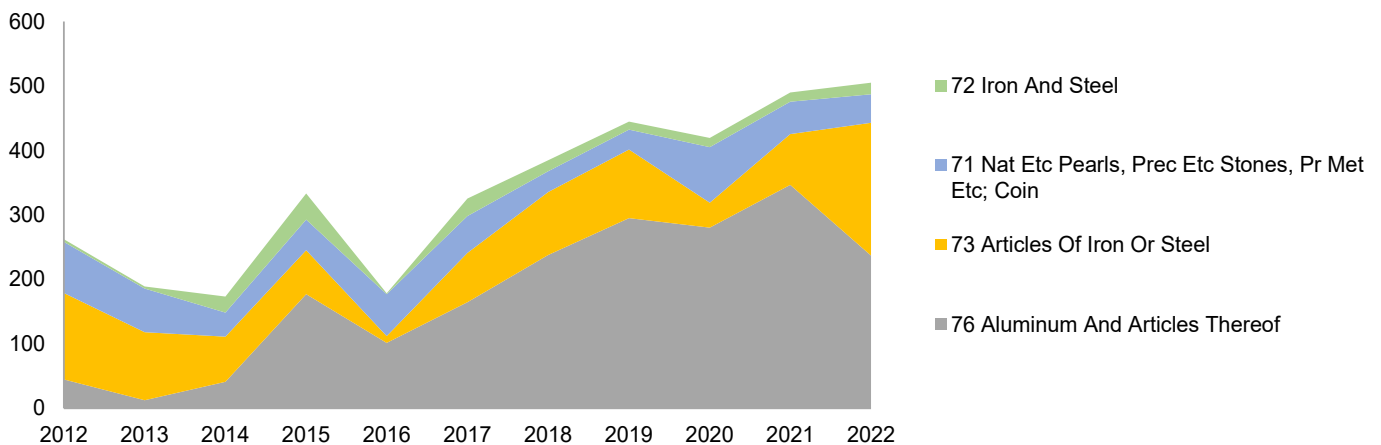
Saudi Non-Oil Exports to U.S. (2022)



Source: U.S. Department of Commerce

Including Yarns & Woven Fabrics' were the fifth largest non-oil export to the U.S. (excluding 'Special Classification Provisions') and witnessed a strong increase in demand from the U.S as this category grew by 83 percent YoY to reach SAR529 million (\$141 million). Other goods categories that saw growth in 2021 declined 2022. This included exports of 'Plastics And Articles Thereof,' which declined 60 percent YoY to SAR219 million (\$58 million) after reaching SAR552 million (\$147 million) in 2021. Precious metals exports also declined 12 percent YoY, totaling SAR166 million (\$44 million).

Saudi Metals Exports to the U.S. (Million USD)



However, 'Base Metals Nesoi; Cermets; Articles Thereof' jumped 5,406 percent to reach SAR75 million (\$20 million). Several other Saudi export segments saw considerable growth. Using a SAR3.8 million (\$1 million) minimum threshold, the following fastest Saudi growing exports were prepared shrimp and prawns, which totaled SAR12.3 million (\$3.3 million). Saudi exports of cement clinker to the U.S. reached SAR90 million (\$24 million), as the Kingdom exported a record 8.94 million tons globally during 2022.



Various export segments related to the textiles industry also saw increased growth in 2022. Materials derived from the downstream petroleum industry such as polypropylene fabrics have seen increased textile output from the Kingdom in recent years.

Fastest Growing Saudi Exports to the U.S.

Commodity	2021 Value (\$)	2022 Value (\$)	YoY Growth
Base Metals Nesoi; Cermets; Articles Thereof	361,243	19,890,636	5406%
Prep Of Meat,of Fish,of Crustaceans Etc,of Insects	647,267	3,266,729	405%
Paper & Paperboard & Articles (inc Papr Pulp Artl)	527,477	2,400,505	355%
Works Of Art, Collectors' Pieces And Antiques	529,321	2,253,766	326%
Rubber And Articles Thereof	14,107,693	42,454,122	201%
Articles Of Iron Or Steel	78,653,799	206,055,130	162%
Mineral Fuel, Oil Etc.; Bitumin Subst; Mineral Wax	11,292,167,699	20,780,629,022	80%
Manmade Filaments, Including Yarns & Woven Fabrics	77,130,563	141,017,124	83%
Edible Fruit & Nuts; Citrus Fruit Or Melon Peel	3,693,901	5,935,014	61%
Salt; Sulfur; Earth & Stone; Lime & Cement Plaster	14,998,166	23,902,150	59%
Special Import Provisions, Nesoi	7,549,120	11,496,752	52%
Wadding, Felt Etc; Sp Yarn; Twine, Ropes Etc.	29,446,553	43,193,027	47%
Tanning & Dye Ext Etc; Dye, Paint, Putty Etc; Inks	4,931,721	6,671,942	35%
Iron And Steel	13,920,476	18,279,917	31%
Miscellaneous Chemical Products	2,535,776	3,290,388	30%
Textile Art Nesoi; Needlecraft Sets; Worn Text Art	19,852,237	25,190,434	27%
Nuclear Reactors, Boilers, Machinery Etc.; Parts	30,193,167	38,052,145	26%
Organic Chemicals	503,944,273	627,738,738	25%
Fertilizers	688,331,981	811,094,528	18%
Beverages, Spirits And Vinegar	2,086,096	2,179,556	4%

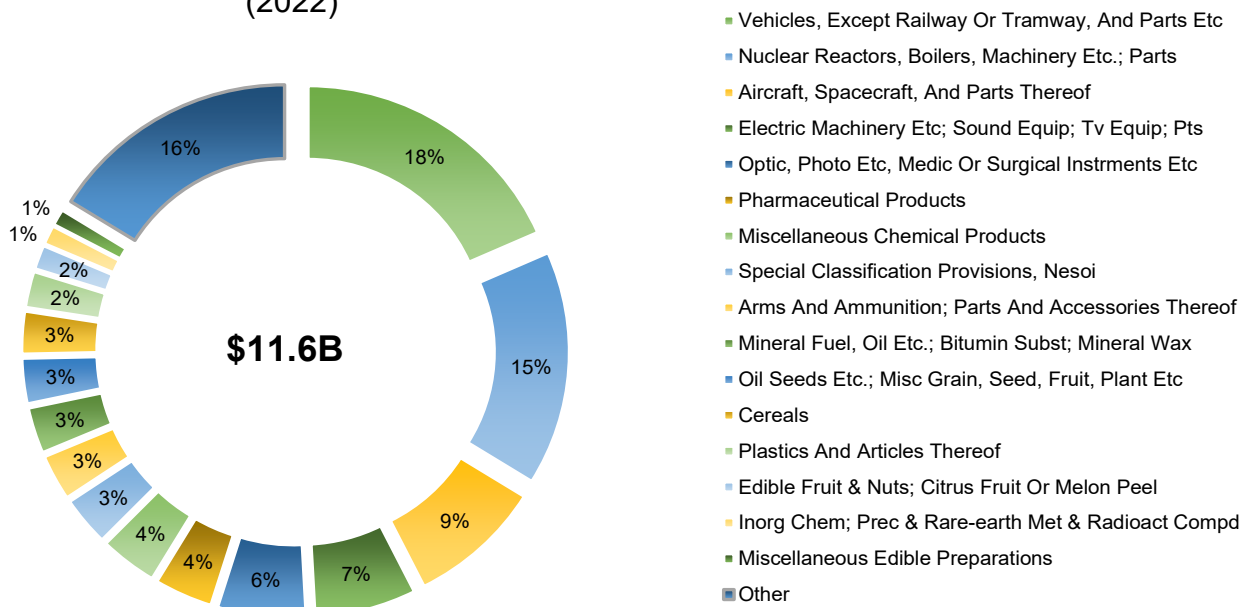
Source: U.S. Department of Commerce



U.S. Exports to Saudi Arabia

U.S. exports to Saudi Arabia were diversified across a range of electrical, mechanical, industrial, agricultural, and pharmaceutical goods. Motor vehicles remain the largest non-oil U.S. export to Saudi Arabia, totaling SAR8 billion (\$2.1 billion). Approximately 95 percent of motor vehicle exports to Saudi Arabia were consumer vehicles while the remaining five percent was comprised of motorized military vehicles, tractors, trailers, and other related parts. U.S. vehicle exports to Saudi Arabia were up 12 percent YoY in 2022. By comparison, motor vehicle exports jumped over 30 percent since 2020 as the pandemic stunted demand for vehicles and constricted supply chains.

U.S. Exports to Saudi Arabia (2022)



The second largest export category was 'Nuclear reactors, Boilers, Machinery, Etc.; Parts,' which represented 15 percent of U.S. goods exported to Saudi Arabia in 2022. This segment was valued at SAR6.7 billion (\$1.8 billion). The top three goods under this category were 'Turbojets, Turbopropellers, & Other Gas Turbines' SAR1 billion (\$273 million) and 'Centrifuges; Filter Machinery for Liquids or Gases' SAR624 million (\$166 million). The highest value exports under this category was primarily related to the oil & gas, industrial, and HVAC industries. Compared to the motor vehicle and aircraft categories, this segment was highly diversified with more than 87 exported goods. 'Machinery Parts, Not Cont Electic Con, Etc' was the third highest subcategory at SAR541 million (\$144 million).

The third largest export segment was 'Aircraft, Spacecraft, and Parts Thereof,' which totaled SAR3.8 billion (\$1 billion). Civilian-related aircraft goods reached SAR673 million (\$179 million) and declined 2 percent while the value of helicopter exports declined by 21 percent to SAR2.5 billion (\$664 million). The fourth largest export segment, electric machinery, jumped 13 percent to reach SAR2.8 billion (\$760



million). Phone sets contributed SAR755 million (\$201 million) or 51 percent within this category. The remaining 50 percent of export segments accounted for a diverse share of goods. These include 'Optic, Photo, Medical, Surgical Instruments' SAR2.5 billion (\$660 million), 'Pharmaceutical Products' SAR1.6 billion (\$437 million), and 'Miscellaneous Chemical Products' SAR1.6 billion (\$432 million).

Other top growing U.S. exports included precious and rare earth metals, which grew 97 percent YoY to reach SAR549 million (\$147 million) and included 38 subcategories of which amalgams accounted for SAR227 million (\$61 million) or 41 percent. 'Mineral Fuel, Oil; Bitumin Subst' grew 91 percent YoY to reach SAR1.3 billion (\$351 million) which was predominantly light oils not from crude. U.S. cereal exports to the Kingdom grew 17 percent YoY to reach SAR1.2 billion (\$325 million). Corn accounted for 79 percent of cereal exports in 2022.

Top Exporting States

1) Texas was once again the top U.S. state trading with Saudi Arabia as it exported SAR8.3 billion (\$2.2 billion) in merchandise, which supported an estimated 9,100 U.S. jobs. Texas exports to Saudi increased 16 percent YoY and trade volume remained the highest of any U.S. state. The state's top export product was passenger motor vehicles, which totaled SAR2.3 billion (\$602 million) and grew by 11 YoY. Texas exports to Saudi were highly diversified across a range of industries including simple and advanced manufacturing, industrial goods, consumer goods, and food goods. Other top exports included 'Nuclear Reactors, Boilers, Machinery Etc.' SAR1.6 billion (\$438 million), 'Oil (Not Crude)' SAR540 million (\$144 million), 'Optic, Photo Etc, Medic Or Surgical Instruments Etc.' SAR582 million (\$155 million), and 'Plastics An Articles Thereof' SAR488 million (\$130 million). Texas accounted for 19 percent of U.S. exports to Saudi Arabia in 2022.

2) California was the second largest U.S. exporter to Saudi Arabia, growing 19 percent YoY in total value. Exports to Saudi Arabia totaled SAR3 billion (\$790 million) and supported an estimated 3,900 jobs in the U.S. These exports were highly diversified compared to other top states. California's top export to Saudi Arabia was 'Nuts, Fresh or Dried,' totaling SAR526 million (\$140 million). Other top exports included 'Medical, Surgical, Dental, or Veterinary Instruments' SAR321 million (\$85 million), 'Rutabagas, Hay, Clover, & Other Forage Products' SAR207 million (\$55 million), and 'Electric Machinery Etc; Sound Equip; Tv Equip' SAR247 million (\$66 million). California accounted for 7 percent of U.S. exports to Saudi Arabia in 2022.

3) Louisiana saw sizeable gains in both imported and exported goods with Saudi Arabia in 2022. Louisiana ranked as the third largest U.S. exporter to Saudi Arabia in 2022 with SAR2.9 billion (\$784 million) in exports that supported an estimated 4,170 U.S. jobs. Exports from Louisiana to the Kingdom grew 32 percent YoY and included minimal defense-related goods. The top export from Louisiana was corn, which totaled SAR930 million (\$248 million). Other top goods included soybeans SAR510 million (\$136 million), 'Fixed Veg/Microbial Fats/Oils' SAR224 million (\$60 million), and ethyl alcohol SAR175 million (\$47 million). The state's exports were primarily related to the food, agricultural, industrial, and chemical industries. Louisiana accounted for 7 percent of U.S. exports to Saudi Arabia in 2022.

4) North Carolina maintained the fourth largest U.S. exporter position to Saudi Arabia in 2022 from last year. The state exported SAR2.7 billion (\$725 million) in goods to Saudi Arabia and grew by 18 percent

YoY, supporting an estimated 2,961 U.S. jobs in 2022. North Carolina was once again a top exporter of defense-related goods as a number of subcategories grew from last year. Defense and military-related goods from North Carolina accounted for an estimated 53 percent of the state's exports to Saudi Arabia. North Carolina accounted for 6 percent of U.S. exports to Saudi Arabia in 2022.

5) Florida witnessed a significant gain in exported goods with Saudi Arabia in 2022. Florida ranked as the fifth largest exporting state to Saudi Arabia last year with SAR2.3 billion (\$626 million) in exports that supported an estimated 2,583 U.S. jobs. Exports from Florida to the Kingdom grew 100 percent YoY. The top export from Florida were helicopters which totaled SAR824 million (\$220 million). Other top goods included 'Gas Turbine Parts' SAR470 (\$125 million), 'Electric Machinery Etc' SAR102 million (\$27 million), and 'Optic, Photo Etc, Medic Or Surgical Instruments Etc' SAR69 million (\$18 million). Florida accounted for 5 percent of U.S. exports to Saudi Arabia in 2022.

Top U.S. States Exporting to Saudi Arabia (2022)			
Rank	State	Total Value (\$US)	Top Export
1	Texas	2,225,163,612	Motor Cars & Vehicles For Transporting Persons
2	California	790,251,638	Nuts Neso, Fresh Or Dried
3	Louisiana	784,450,869	Corn (maize)
4	North Carolina	725,458,683	Exports Military Apparel & Military Equip
5	Florida	626,181,012	Helicopters; Gas Turbine Parts
6	Ohio	596,619,839	Motor Cars & Vehicles For Transporting Persons
7	Michigan	568,336,216	Motor Cars & Vehicles For Transporting Persons
8	New Jersey	501,683,936	Machinery Parts; Pharmaceuticals; Aircraft Parts
9	Georgia	467,741,230	Turbojets, Turbopropellers; Copper And Articles Thereof
10	New York	426,101,195	Articles Of Jewelry & Parts, Of Precious Metal Or Clad

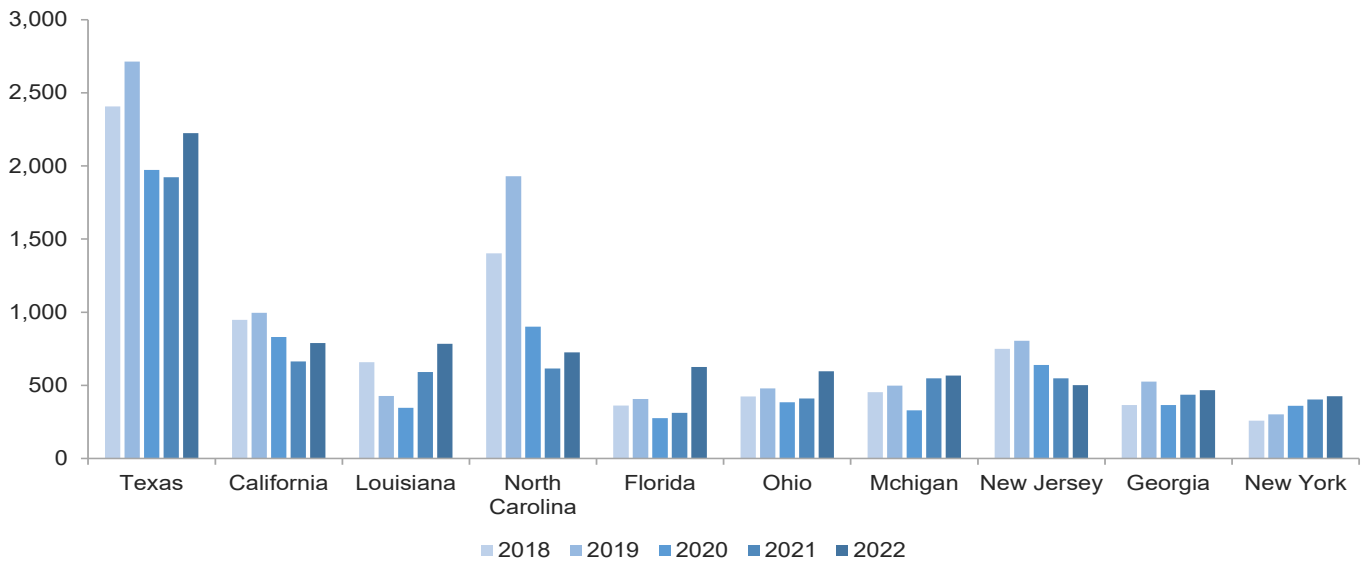
Source: U.S. Department of Commerce

6) Ohio accounted for SAR2.2 billion (\$597 million) in exports to Saudi Arabia, supporting an estimated 2,445 U.S. jobs. Ohio's top export category was motor vehicles which accounted for 62 percent of the total value of goods. Other top Ohio exports were gas turbines, armored vehicles, and human vaccines. Ohio accounted for 5 percent of U.S. exports to Saudi Arabia in 2022.

7) Michigan's exports to Saudi Arabia grew 4 percent YoY to the highest level since 2013. The state of Michigan exported SAR2.1 billion (\$568 million) in goods to Saudi Arabia, supporting an estimated 2,320 jobs. Michigan's top export to Saudi Arabia was motor vehicles which totaled SAR1.7 billion (\$447 million). Michigan's second biggest export to Saudi were 'Nuclear Reactors, Boilers, Machinery Etc; Parts,' which totaled SAR144 million (\$38 million). Other top goods included furniture and equipment for the medical, industrial, and chemical sectors. Michigan accounted for 5 percent of U.S. exports to Saudi Arabia in 2022.

8) New Jersey accounted for SAR1.9 billion (\$502 million) in goods exported to Saudi Arabia, which supported an estimated 2,045 jobs. The state's top export to Saudi Arabia was machinery Parts, which grew to SAR263 million (\$70 million). Other top New Jersey exports to the Kingdom were aircraft parts SAR196 million (\$52 million), vehicles SAR171 million (\$46 million), 'Miscellaneous Chemical Products' SAR166 million (\$44 million), and pharmaceuticals SAR41 million (\$11 million). New Jersey accounted for 4 percent of U.S. exports to Saudi Arabia in 2022.

Top U.S. Exports to Saudi Arabia
(Million USD)



Source: U.S. Department of Commerce

9) Georgia accounted for SAR1.8 billion (\$467 million) in exports to Saudi Arabia, growing 7 percent YoY. Exports to Saudi Arabia supported an estimated 1,953 U.S. jobs. The top single good exported from Georgia was 'Tubes & Pipes of Refined Copper' which accounted for SAR331 million (\$88 million). Gas turbine parts was second at SAR223 million (\$59 million). Industrial and electrical equipment also accounted for a significant percentage of Georgia's overall exports to the Kingdom. Other notable Georgia exports included wood pulp SAR146 million (\$39 million) and 'Reaction Initiators & Acceler & Catalyt Prep Nesoi' SAR126 million (\$33 million). Georgia accounted for 4 percent of U.S. exports to Saudi Arabia in 2022.

10) New York's exports to Saudi Arabia totaled SAR1.6 billion (\$426 million) in 2022, growing 6 percent YoY. Exports to Saudi Arabia supported an estimated 1,743 U.S. jobs. The top export from New York was phone sets at SAR346 (\$92 million), followed by 'Articles of Jewelry,' totaling SAR206 million (\$55 million). Other top goods included vacuum pumps, motor vehicles, and coffee and tea. New York accounted for 4 percent of U.S. exports to Saudi Arabia in 2022.



Top Non-Oil U.S. Importers

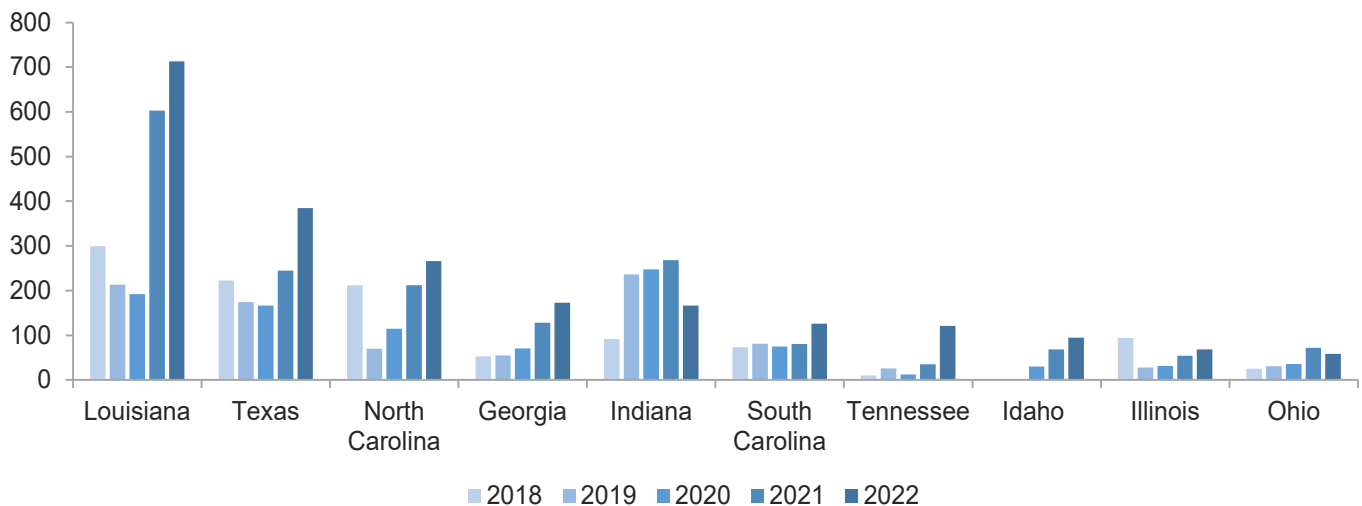
1) Louisiana was the top U.S. importer of non-oil goods from Saudi Arabia in 2022 as the state imported SAR2.7 billion (\$713 million) worth of goods, an increase of 18 percent YoY. Fertilizers, primarily diammonium hydrogenorthophosphate, urea, and ammonium dihydrogenorthophosphate, accounted for SAR2.5 billion (660 million) or 84 percent. Other notable goods imports from Saudi Arabia included organic chemicals, worth SAR132 million (\$35 million), and rubber, worth SAR56 million (\$15 million).

2) Texas imported SAR1.4 billion (\$385 million) worth of non-oil goods from Saudi Arabia, growing 57 percent YoY. Top non-oil imports from Saudi Arabia were articles of iron & steel, worth SAR664 million (\$177 million) followed by organic chemicals, worth SAR376 million (\$100 million). Other notable Texas imports from Saudi Arabia that exceeded SAR38 million (\$10 million) in value were textiles and nuclear reactors and boilers.

3) North Carolina was the third largest importing state from Saudi Arabia as it received SAR997 million (\$266 million), growing 26 percent YoY. The state's imports were dominated by organic chemicals, valued at SAR800 million (\$213 million), which accounted for 80 percent of goods imported from Saudi Arabia in 2022. Top organic chemical imports included paraxylene (67 percent), ethylene glycol (7 percent), and diethylene glycol (4 percent).

4) Georgia imported SAR649 million (\$173 million) from Saudi Arabia, growing 35 percent YoY. Georgia's top import from the Kingdom was 'Manmade Filaments, Including Yarns & Woven Fabrics,' which totaled SAR523 million (\$139 million) and accounted for the majority of the state's imports. These goods were primarily varieties of synthetic strips made of thermoplastics such as polypropylene. These products are used in a range of industries for packaging and transportation. Georgia also imported SAR41 million (\$11 million) worth of iron and steel, SAR37 million (\$10 million) of aluminum alloy rectangular plates, and SAR9 million (\$2.3 million) in carpets & other textile floor coverings.

Top U.S. Imports from Saudi Arabia
(Non-Oil Goods, Million USD)



Source: U.S. Department of Commerce



5) Indiana was the fifth biggest non-oil importing state as it imported SAR626 million (\$167 million) of goods and reported no crude oil imports. Indiana's imports from Saudi Arabia were dominated by aluminum goods which were valued at SAR593 million (\$158 million), more than 95 percent of the total. Other goods imported from Saudi Arabia that exceeded SAR3.8 million (\$1 million) in value were articles of iron & steel and exports of repaired imports.

6) South Carolina imported SAR472 million (\$126 million) in goods from Saudi Arabia in 2022. Organic chemicals were the top imported product, valued at SAR412 million (\$110 million) and accounting for 87 of the total. These goods were predominantly paraxylene, ethylene glycol (ethanediol), and esters of acrylic acid. South Carolina also imported SAR50 million (\$13 million) in Saudi aluminum products.

7) Tennessee was the seventh biggest U.S. importer from Saudi Arabia in 2022, totaling SAR455 million (\$121 million) in goods, growing 247 percent YoY. Organic chemicals were the top imported product, valued at SAR350 million (\$93 million) and accounting for 77 percent of all imports. Paraxylene was the only chemical Tennessee imported in 2022. 'Parts of Liquid Elevators' was the second largest import, valued at SAR31 million (\$8 million), while aluminum and plastics accounted for SAR16 million (\$4.3 million) and SAR13 million (\$4 million), respectively.

8) Idaho came in as the eight largest importer of non-oil goods from Saudi Arabia with only three categories of imports. Fertilizers accounted for SAR355 million (\$95 million) or 99 percent of the state's total of SAR356 million (\$95 million). All of Idaho's fertilizer imports consisted of urea. Idaho's imports from Saudi Arabia jumped 38 percent YoY.

9) Illinois imported SAR256 million (\$68 million) in goods from Saudi Arabia, growing by 26 percent YoY. Fertilizers accounted for SAR92 million (\$25 million) or 36 percent of the total. Diammonium hydrogenorthophosphate accounted for all of fertilizer imports in 2022. Aluminum alloy plates accounted for the second highest import by value with SAR31 million (\$8 million). Textile articles was the third largest import and accounted for SAR18 million. (\$4.7 million)

10) Ohio imported SAR219 million (\$58 million) in goods from Saudi Arabia, none of which was crude oil. Organic chemicals were the top Ohio import from the Kingdom in 2022, totaling SAR143 million (\$38 million) and accounting for the majority share of imports. Nearly all of Ohio's chemical imports from Saudi Arabia were esters of methacrylic acid. These products are typically used in surface coatings such as acrylic latex paints.

[U.S.-Saudi Trade Outlook](#)

The United States and Saudi Arabia continue to endure strong bilateral trade across a diversified mix of goods. The primary items of trade between the two nations include oil and petroleum products, machinery, aircraft, vehicles, medical equipment, and agricultural products. Saudi Arabia's role as a leading supplier of oil to the United States, which witnessed a significant surge in 2022 on the back of the Russian oil import ban, reaffirms the strong economic relationship between both countries. In recent years, there have been notable developments in the trade relationship, particularly regarding Saudi Arabia's manufacturing sector. As part of the Kingdom's diversification plan, the Saudi government has been actively promoting the growth of the manufacturing sector. The objective is to establish a more self-sustaining economy that can withstand fluctuations in oil prices.



Saudi Arabia has undertaken key strategies to support the manufacturing sector, which in turn will increase its export profile globally. First, it is prioritizing local content development whereby the Saudi government is implementing policies to encourage foreign companies to invest in the Kingdom and establish manufacturing facilities. These initiatives aim to increase the domestic production of goods and reduce reliance on imports. New programs such as the National Investment Strategy (NIS) and the Shareek program are aimed at driving private sector development in industries with high export opportunities such as petrochemicals, industrial, mining, and manufacturing. Second, the promotion of industrial clusters cities, such as Jubail and Yanbu, will foster the growth of manufacturing industries. These clusters provide infrastructure, incentives, and support services to attract local and foreign investors. Moreover, existing programs that include the National Industrial Development & Logistics Program (NIDLP) continue to guide the development of these emerging industries in the Kingdom. Third, growing public-private partnerships (PPP) will encourage collaboration between the public and private sectors to promote manufacturing activities. This includes joint ventures, investment partnerships, and the provision of financial incentives and subsidies. Fourth, the introduction of special economic zones (SEZs) to attract foreign direct investment and promote industrial activities has become a recent priority for the Kingdom. These zones offer incentives such as tax breaks, financial concessions, streamlined regulations, and improved infrastructure to facilitate manufacturing operations.

As Saudi Arabia's manufacturing sector grows, its impact on its trade relationship with the U.S. will continue to evolve. The expansion of the manufacturing industry will result in increased imports of machinery, technology, and expertise from the U.S. Additionally, as Saudi Arabia reduces its reliance on imported goods through local production, it will lead to a decrease in manufacturing component imports from the U.S. However, U.S. companies will have a plethora of investment opportunities to support the growth of Saudi Arabia's economy through technology and machinery, renewable energy, healthcare and medical equipment, education and training, and importantly, defense and security.

Firstly, Saudi Arabia's rapidly growing demand for advanced technology, machinery, and equipment allows the U.S. to benefit from this shift by exporting machinery, industrial equipment, automation systems, and other related products to support Saudi Arabia's evolving industries. Secondly, Saudi Arabia has been investing significantly in renewable energy sources as part of its diversification strategy. This includes projects related to solar, wind, and nuclear energy. As the Kingdom aims to reduce its dependence on fossil fuels, there will be opportunities for the U.S. to export renewable energy technologies, expertise, and equipment to support Saudi Arabia's transition to cleaner energy sources. Thirdly, the Saudi government has placed a strong emphasis on developing its healthcare sector, including privatization schemes and investments in hospitals, medical research, and healthcare infrastructure. This presents an opportunity for the U.S. to export advanced medical equipment, pharmaceuticals, healthcare technology, and expertise, given its leading position in the healthcare industry. Fourthly, Saudi Arabia has been investing in human capital development, with a focus on education and vocational training. This presents potential avenues for the U.S. to export educational services, training programs, and expertise in various fields, including technical and vocational training, higher education, and skills development. Lastly, Saudi Arabia oversees a significant defense budget and has been investing in its military capabilities. The U.S. has been a major supplier of defense equipment and services to the Kingdom. As defense and security cooperation between the two countries continues, ongoing exports of defense-related goods and services from the U.S. will be a strategic source of collaboration.



U.S. Exports of Goods to Saudi Arabia by State/Territory

State	2022 Exports	% of Total	Jobs Supported*
Texas	2,225,163,612	19.2%	9,100
California	790,251,638	6.8%	3,900
Louisiana	784,450,869	6.8%	4,170
North Carolina	725,458,683	6.3%	2,961
Florida	626,181,012	5.4%	2,583
Ohio	596,619,839	5.2%	2,445
Michigan	568,336,216	4.9%	2,320
New Jersey	501,683,936	4.3%	2,045
Georgia	467,741,230	4.0%	1,953
New York	426,101,195	3.7%	1,743
Alabama	342,421,786	3.0%	1,398
Indiana	335,572,567	2.9%	1,370
Illinois	287,930,394	2.5%	1,177
Tennessee	279,402,738	2.4%	1,140
Arizona	227,064,290	2.0%	1,140
South Carolina	196,737,792	1.7%	804
Pennsylvania	186,947,438	1.6%	762
Massachusetts	174,399,370	1.5%	712
Virginia	130,402,254	1.1%	547
Washington	128,497,220	1.1%	531
Maryland	127,879,618	1.1%	522
Wisconsin	122,075,749	1.1%	499
Oklahoma	111,179,303	1.0%	454
Unknown	107,157,003	0.9%	431
Mississippi	105,972,575	0.9%	432
Delaware	101,621,605	0.9%	415
Kentucky	91,128,796	0.8%	381
Arkansas	89,763,060	0.8%	366
New Hampshire	89,688,866	0.8%	366
Connecticut	78,314,654	0.7%	319
Nevada	71,716,911	0.6%	293
Minnesota	67,335,085	0.6%	285
Puerto Rico	64,196,484	0.6%	262
Missouri	56,115,295	0.5%	238
Iowa	45,552,185	0.4%	186
Kansas	39,903,976	0.3%	163
Oregon	39,570,428	0.3%	163
Wyoming	36,041,069	0.3%	147
Utah	32,029,019	0.3%	131
Colorado	26,768,874	0.2%	113
Nebraska	16,819,494	0.1%	69
North Dakota	9,132,364	0.1%	36
Idaho	8,129,598	0.1%	20
West Virginia	7,809,248	0.1%	32
Vermont	4,531,627	0.0%	18
New Mexico	3,761,784	0.0%	15
Rhode Island	2,717,586	0.0%	11
Montana	1,983,721	0.0%	8
Maine	1,735,078	0.0%	7
South Dakota	1,514,216	0.0%	6
District of Columbia	1,060,711	0.0%	4
Alaska	582,766	0.0%	2
U.S. Virgin Islands	89,646	0.0%	0
Hawaii	12,612	0.0%	0
Total	11,565,255,085	100.0%	49,195

* USSBC estimates based on calculation methodologies developed by Department of Commerce



Leading U.S. Exports to Saudi Arabia from Top 10 States (2022)

State	Rank	Goods	Value (\$)
Texas (1)	1	Vehicles, Except Railway Or Tramway, And Parts Etc	602,086,171
	2	Nuclear Reactors, Boilers, Machinery Etc.; Parts	437,682,319
	3	Mineral Fuel, Oil Etc.; Bitumin Subst; Mineral Wax	159,933,912
	4	Optic, Photo Etc, Medic Or Surgical Instruments Etc	155,134,806
	5	Miscellaneous Chemical Products	147,110,537
California (2)	1	Edible Fruit & Nuts; Citrus Fruit Or Melon Peel	172,506,569
	2	Nuclear Reactors, Boilers, Machinery Etc.; Parts	149,056,536
	3	Oil Seeds Etc.; Misc Grain, Seed, Fruit, Plant Etc	95,130,649
	4	Optic, Photo Etc, Medic Or Surgical Instruments Etc	85,633,203
	5	Electric Machinery Etc; Sound Equip; Tv Equip; Pts	65,787,965
Louisiana (3)	1	Cereals	248,025,272
	2	Mineral Fuel, Oil Etc.; Bitumin Subst; Mineral Wax	169,211,806
	3	Oil Seeds Etc.; Misc Grain, Seed, Fruit, Plant Etc	136,043,097
	4	Animal, Vegetable Or Microbial Fats And Oils Etc	59,992,752
	5	Beverages, Spirits And Vinegar	46,663,161
North Carolina (4)	1	Aircraft, Spacecraft, And Parts Thereof	270,168,905
	2	Special Classification Provisions, Nesoi	135,612,371
	3	Arms And Ammunition; Parts And Accessories Thereof	117,877,639
	4	Nuclear Reactors, Boilers, Machinery Etc.; Parts	111,254,391
	5	Electric Machinery Etc; Sound Equip; Tv Equip; Pts	20,713,535
Florida (5)	1	Aircraft, Spacecraft, And Parts Thereof	243,805,470
	2	Nuclear Reactors, Boilers, Machinery Etc.; Parts	186,336,551
	3	Electric Machinery Etc; Sound Equip; Tv Equip; Pts	27,292,676
	4	Special Classification Provisions, Nesoi	20,804,393
	5	Optic, Photo Etc, Medic Or Surgical Instruments Etc	18,467,074



Leading U.S. Exports to Saudi Arabia from Top 10 States (2022)

(Continued)

State	Rank	Goods	Value (\$)
Ohio (6)	1	Vehicles, Except Railway Or Tramway, And Parts Etc	367,293,068
	2	Nuclear Reactors, Boilers, Machinery Etc.; Parts	66,907,217
	3	Aircraft, Spacecraft, And Parts Thereof	38,246,638
	4	Optic, Photo Etc, Medic Or Surgical Instruments Etc	20,175,253
	5	Pharmaceutical Products	9,723,648
Michigan (7)	1	Vehicles, Except Railway Or Tramway, And Parts Etc	447,362,599
	2	Nuclear Reactors, Boilers, Machinery Etc.; Parts	38,341,447
	3	Furniture; bedding, mattress; luminaires, light Fix; prefab	18,183,763
	4	Electric Machinery Etc; Sound Equip; Tv Equip; Pts	10,372,313
	5	Miscellaneous Chemical Products	10,032,890
New Jersey (8)	1	Nuclear Reactors, Boilers, Machinery Etc.; Parts	130,444,130
	2	Special Classification Provisions, Nesoi	65,387,827
	3	Aircraft, Spacecraft, And Parts Thereof	52,256,266
	4	Vehicles, Except Railway Or Tramway, And Parts Etc	45,698,195
	5	Miscellaneous Chemical Products	44,194,782
Georgia (9)	1	Copper And Articles Thereof	88,343,507
	2	Nuclear Reactors, Boilers, Machinery Etc.; Parts	85,291,798
	3	Wood Pulp Etc; Recovd (waste & Scrap) ppr & pprbd	38,862,170
	4	Electric Machinery Etc; Sound Equip; Tv Equip; Pts	37,389,321
	5	Miscellaneous Chemical Products	35,577,825
New York (10)	1	Electric Machinery Etc; Sound Equip; Tv Equip; Pts	130,044,778
	2	Nat Etc Pearls, Prec Etc Stones, Pr Met Etc; Coin	55,990,025
	3	Nuclear Reactors, Boilers, Machinery Etc.; Parts	48,198,462
	4	Coffee, Tea, Mate & Spices	26,788,764
	5	Iron And Steel	26,679,643



Leading Saudi Non-Oil Exports to U.S by Top 10 States (2022)

State	Rank	Goods	Value (\$)
Louisiana (1)	1	Fertilizers	659,730,474
	2	Organic Chemicals	35,207,007
	3	Rubber And Articles Thereof	14,858,496
	4	Special Classification Provisions, Nesoi	2,638,374
	5	Optic, Photo Etc, Medic Or Surgical Instruments Etc	153,419
Texas (2)	1	Articles Of Iron Or Steel	177,004,653
	2	Organic Chemicals	100,206,979
	3	Special Classification Provisions, Nesoi	29,603,915
	4	Textile Art Nesoi; Needlecraft Sets; Worn Text Art	1,601,6049
	5	Nuclear Reactors, Boilers, Machinery Etc.; Parts	14,292,826
North Carolina (3)	1	Organic Chemicals	213,400,367
	2	Fertilizers	31,867,560
	3	Plastics And Articles Thereof	6,299,668
	4	Wadding, Felt Etc; Sp Yarn; Twine, Ropes Etc.	5,843,898
	5	Articles Of Iron Or Steel	3,564,802
Georgia (4)	1	Manmade Filaments, Including Yarns & Woven Fabrics	139,377,117
	2	Iron And Steel	10,985,379
	3	Aluminum And Articles Thereof	9,784,550
	4	Special Classification Provisions, Nesoi	3,753,940
	5	Manmade Staple Fibers, Incl Yarns & Woven Fabrics	2,324,911
Indiana (5)	1	Aluminum And Articles Thereof	158,219,519
	2	Articles Of Iron Or Steel	4,361,985
	3	Special Classification Provisions, Nesoi	2,407,518
	4	Rubber And Articles Thereof	399,071
	5	Plastics And Articles Thereof	374,693



Leading Saudi Non-Oil Exports to U.S by Top 10 States (2022)

(Continued)

State	Rank	Goods	Value (\$)
South Carolina (6)	1	Organic Chemicals	109,919,458
	2	Aluminum And Articles Thereof	13,408,237
	3	Manmade Filaments, Including Yarns & Woven Fabrics	1,302,310
	4	Special Classification Provisions, Nesoi	376,450
	5	Manmade Staple Fibers, Incl Yarns & Woven Fabrics	272,380
Tennessee (7)	1	Organic Chemicals	93,213,311
	2	Nuclear Reactors, Boilers, Machinery Etc.; Parts	10,427,798
	3	Special Classification Provisions, Nesoi	9,653,989
	4	Aluminum And Articles Thereof	4,300,686
	5	Plastics And Articles Thereof	3,574,763
Idaho (8)	1	Fertilizers	94,753,053
	2	Plastics And Articles Thereof	69,111
	3	Special Classification Provisions, Nesoi	41,467
	4	(None)	
	5	(None)	
Illinois (9)	1	Fertilizers	24,540,300
	2	Special Classification Provisions, Nesoi	12,699,975
	3	Aluminum And Articles Thereof	8,298,543
	4	Textile Art Nesoi; Needlecraft Sets; Worn Text Art	4,671,263
	5	Plastics And Articles Thereof	3,126,478
Ohio (10)	1	Organic Chemicals	38,090,103
	2	Special Classification Provisions, Nesoi	7,644,472
	3	Wadding, Felt Etc; Sp Yarn; Twine, Ropes Etc.	3,602,334
	4	Nuclear Reactors, Boilers, Machinery Etc.; Parts	2,497,799
	5	Articles Of Iron Or Steel	1,647,451



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