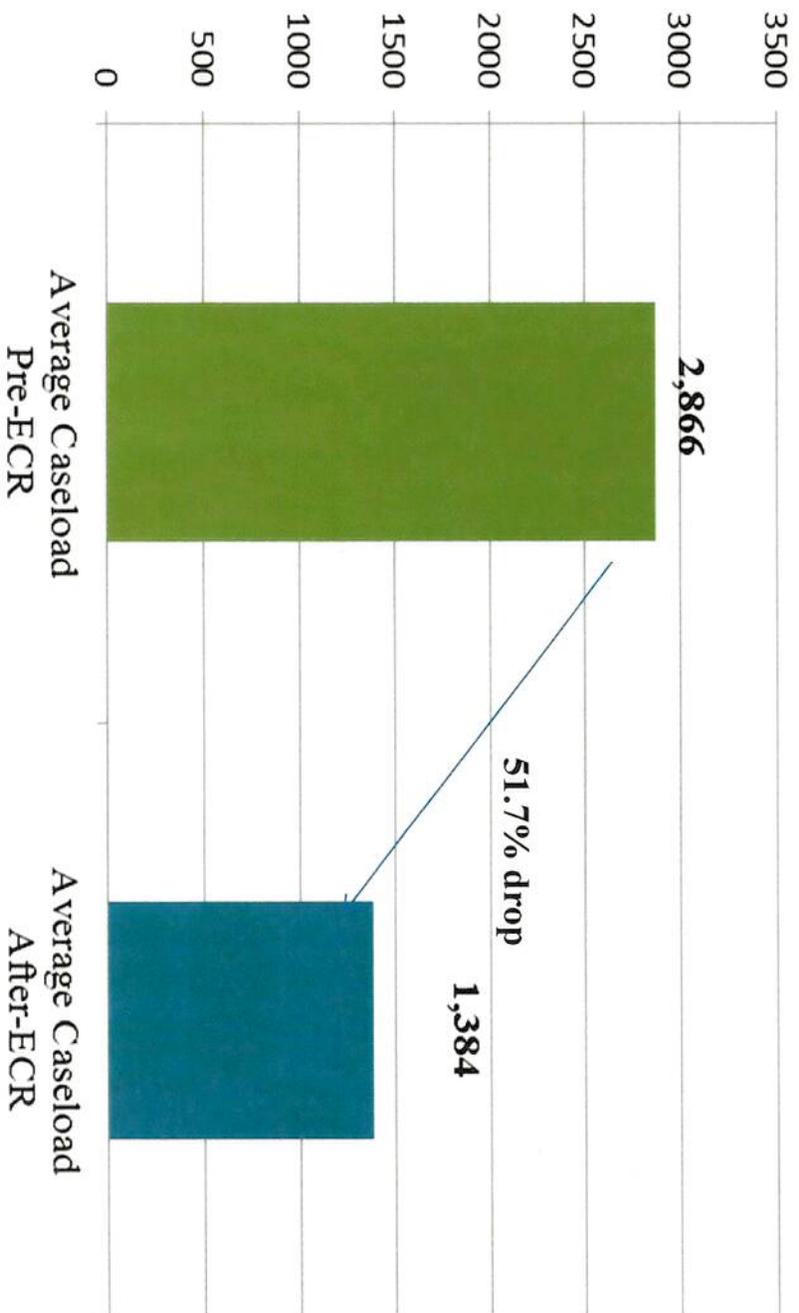


**BIS Statistical Analysis
Of Export Control Reform
Impact on
Licensing and Exports**

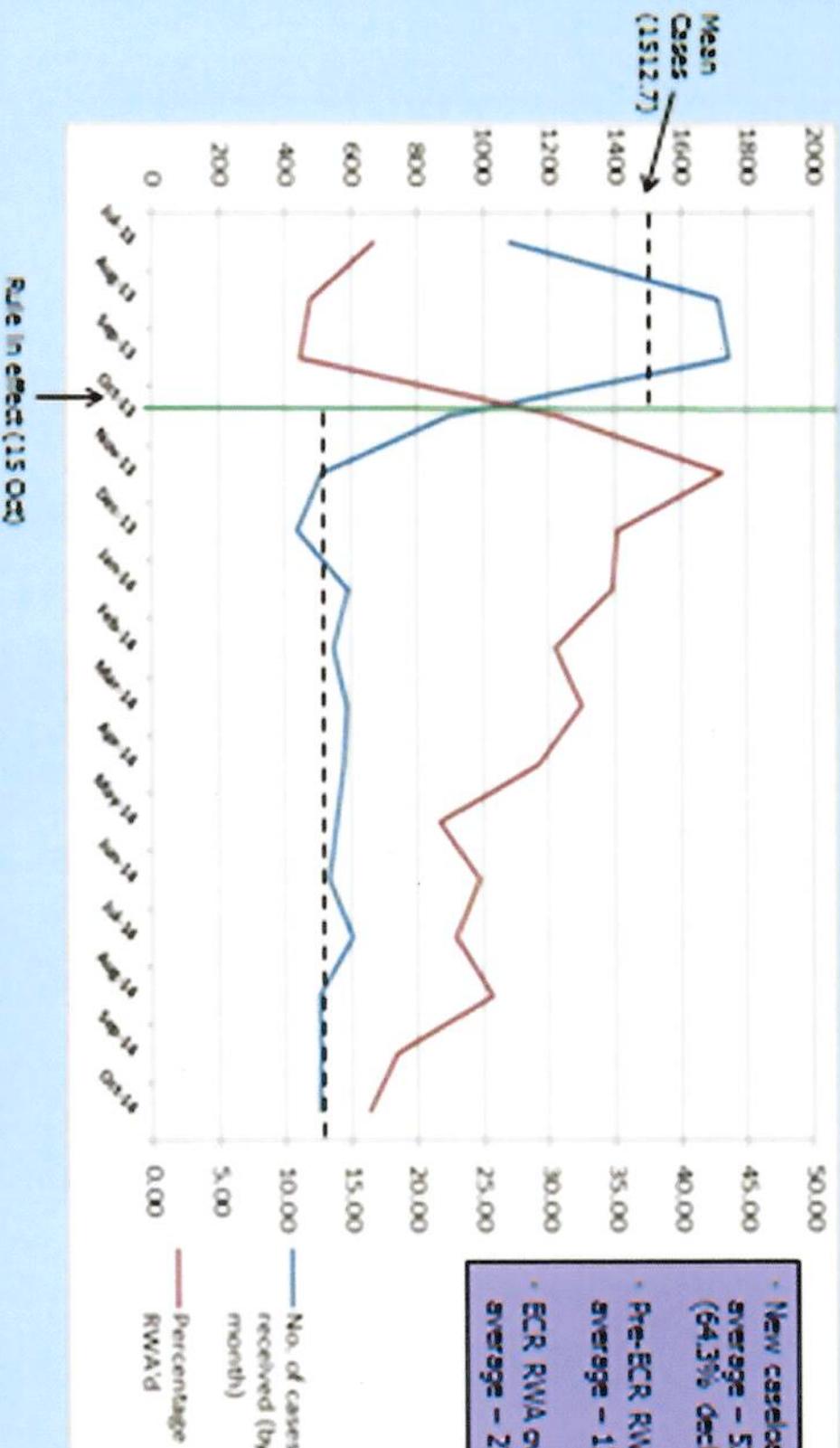
DDTC License Trend

October 15, 2013 to November 19, 2014





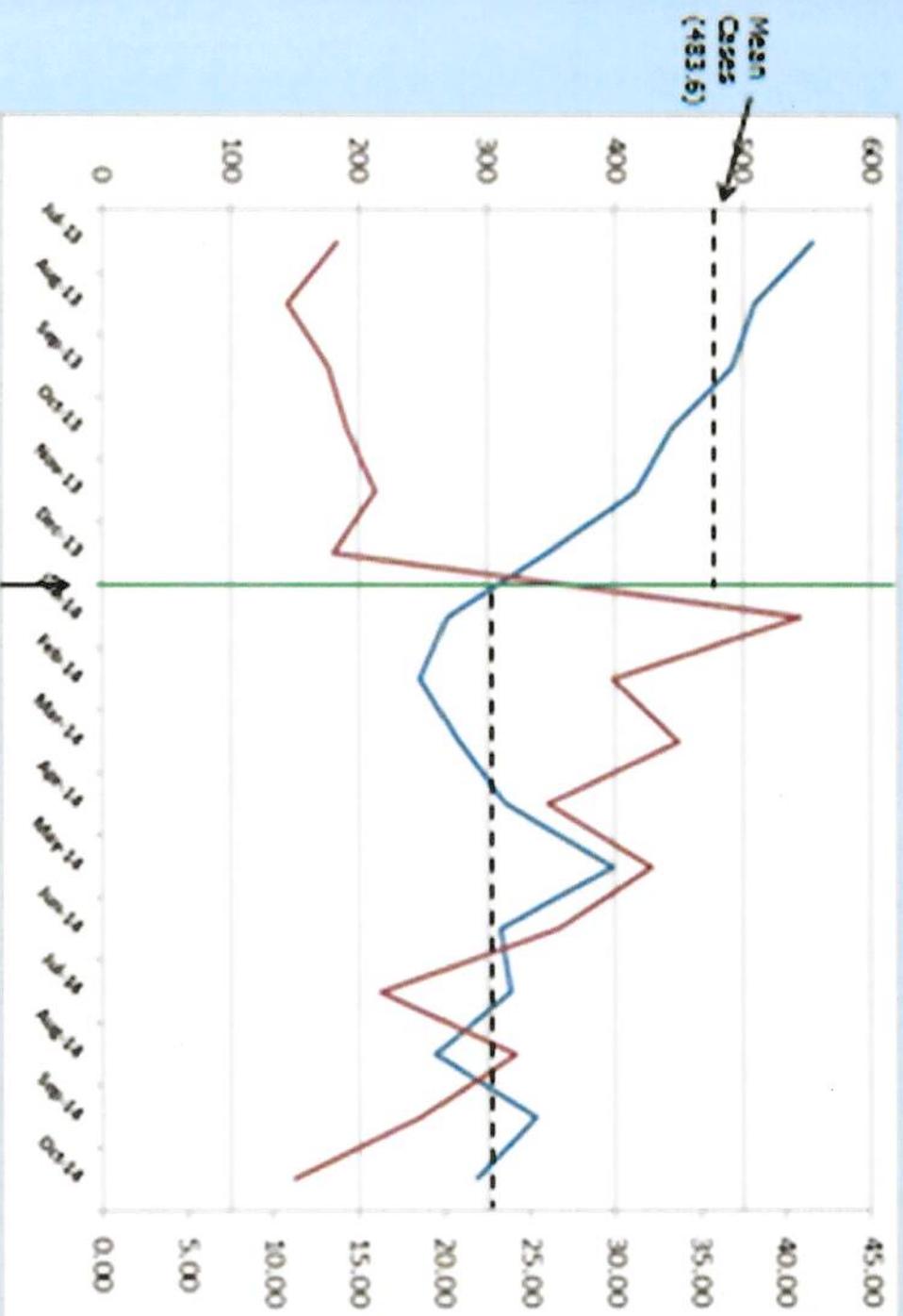
Cat VIII & XIX Trends



- New casefiled average – 539.5/mo. (64.3% decline)
- Pre-ECR RWA average – 12.8%
- ECR RWA overall average – 27.9%

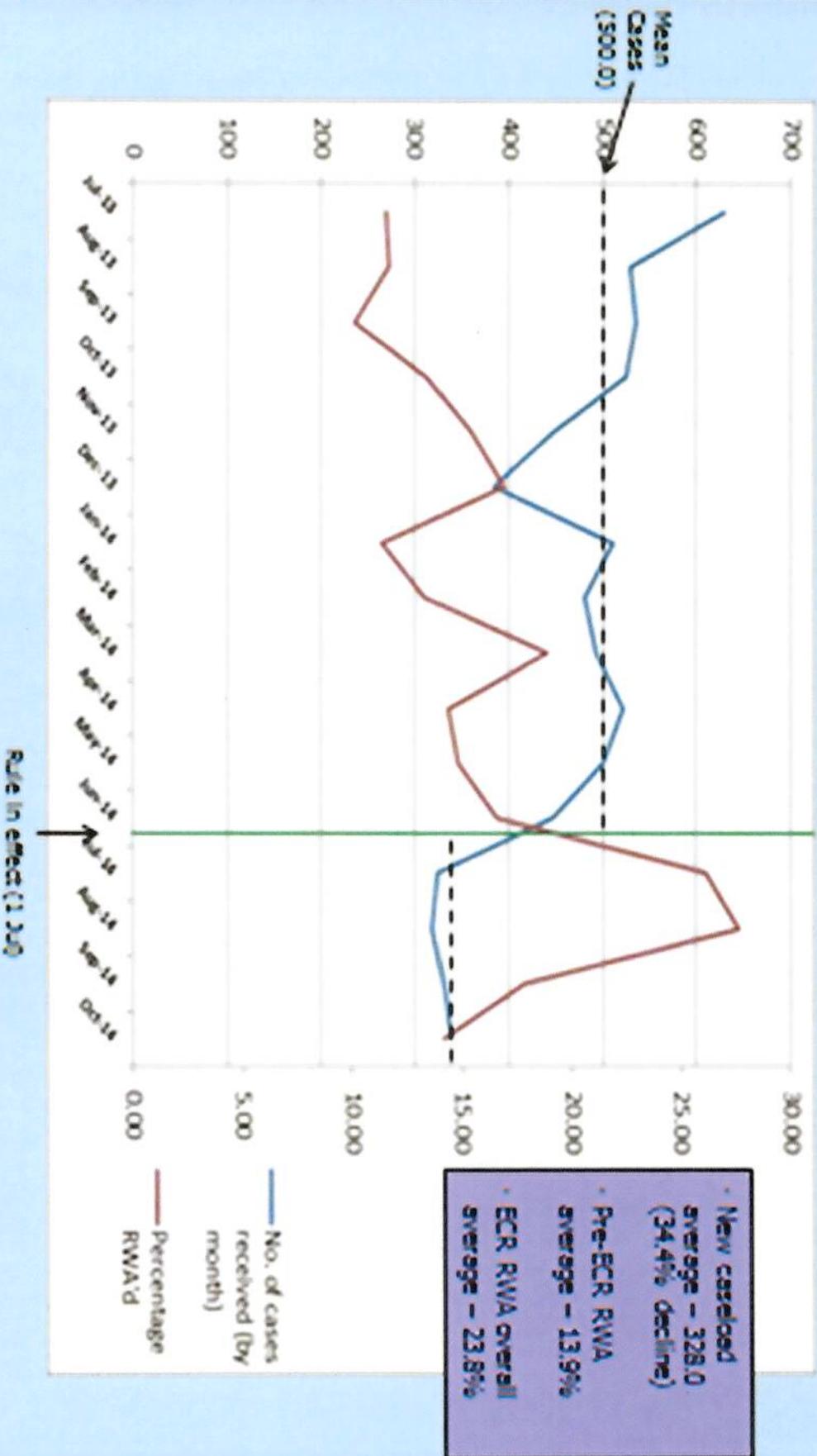


Cat VI, VII, XIII, XX Trends



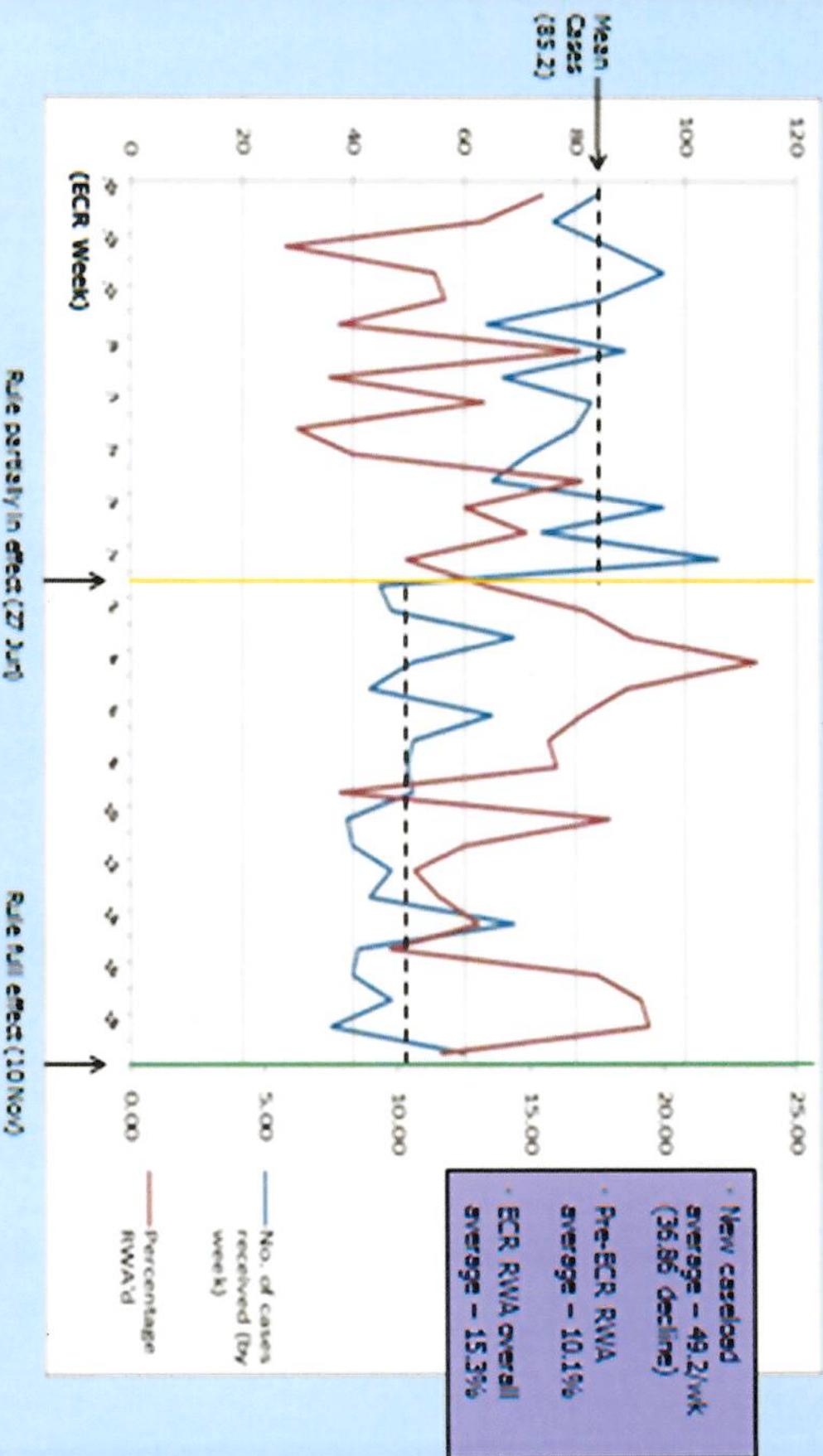


Cat IV, V, IX, X, XVI Trends

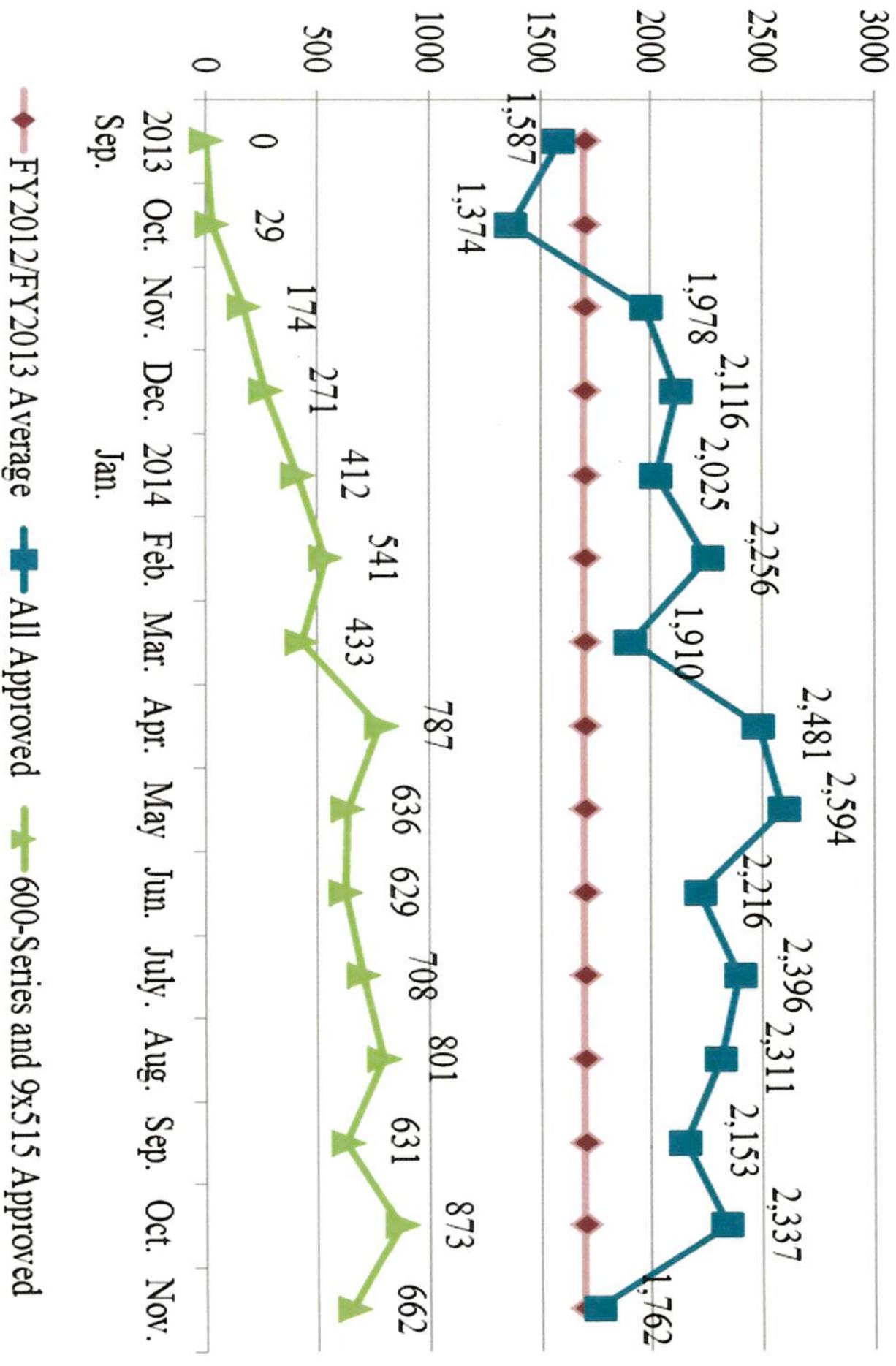




Cat XV Trends

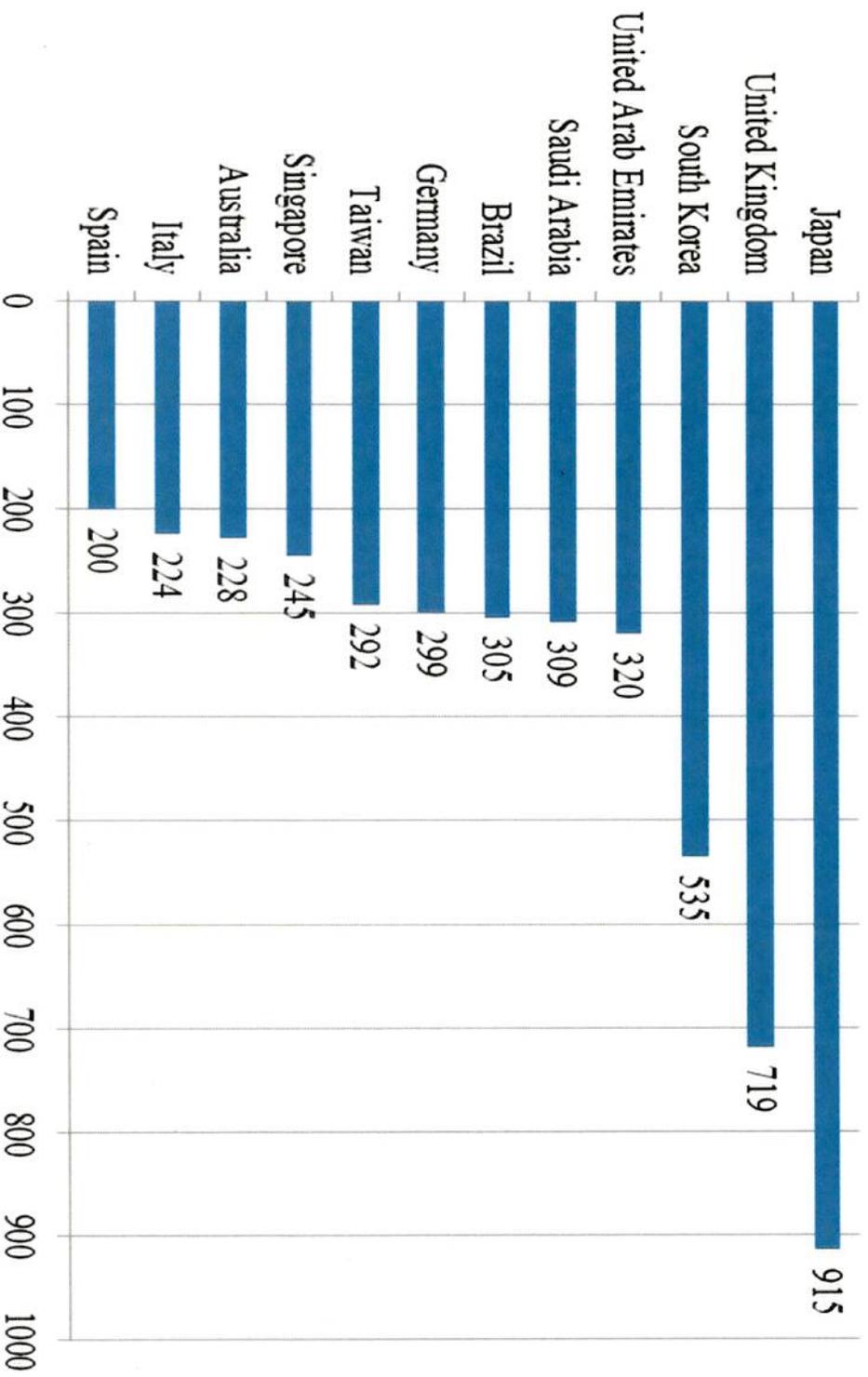


Approved BIS License Application Benchmark



Top Destinations of Approved 600-Series and 9X515 Licenses by Count

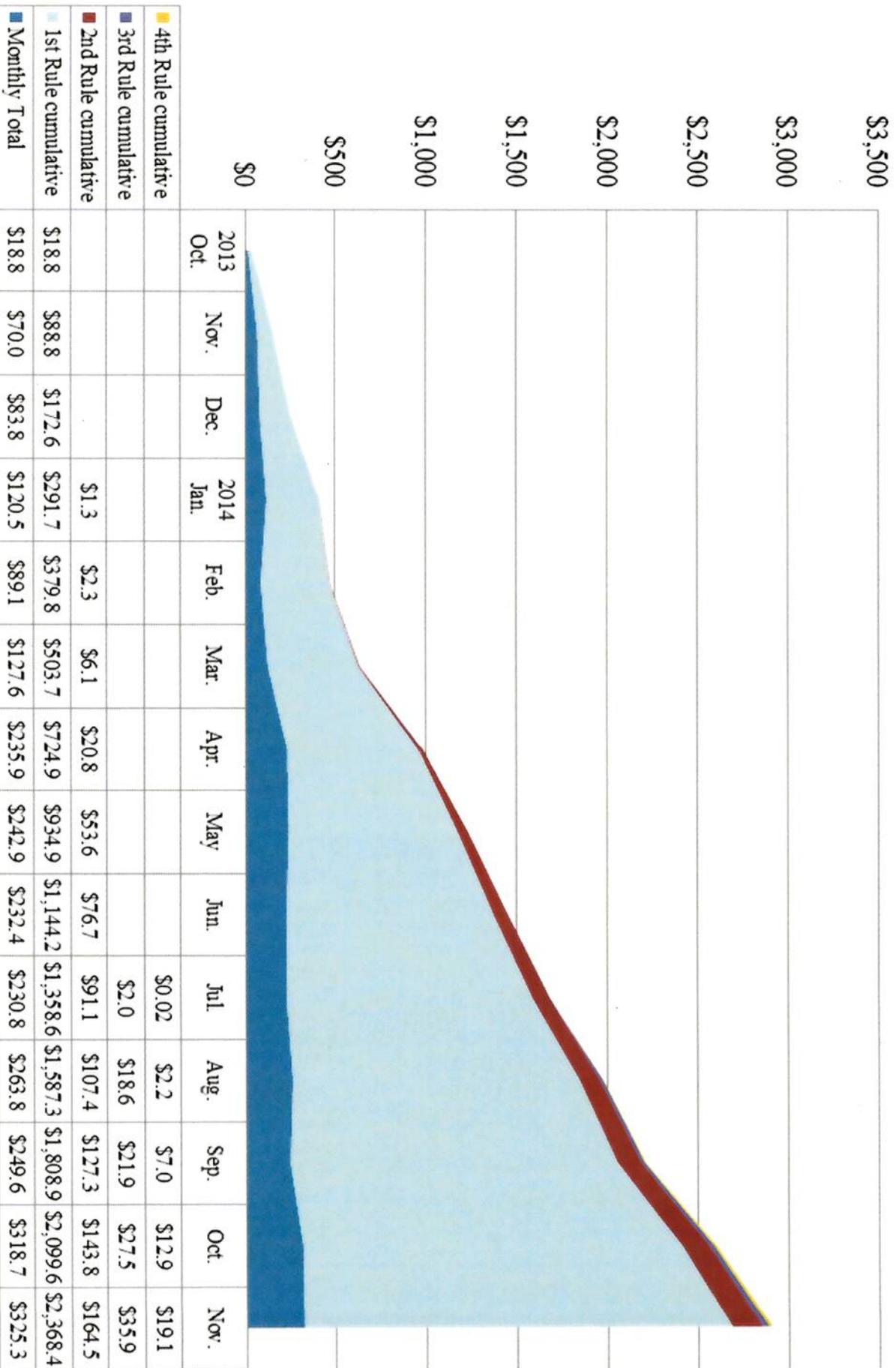
October 15, 2013 - November 30, 2014



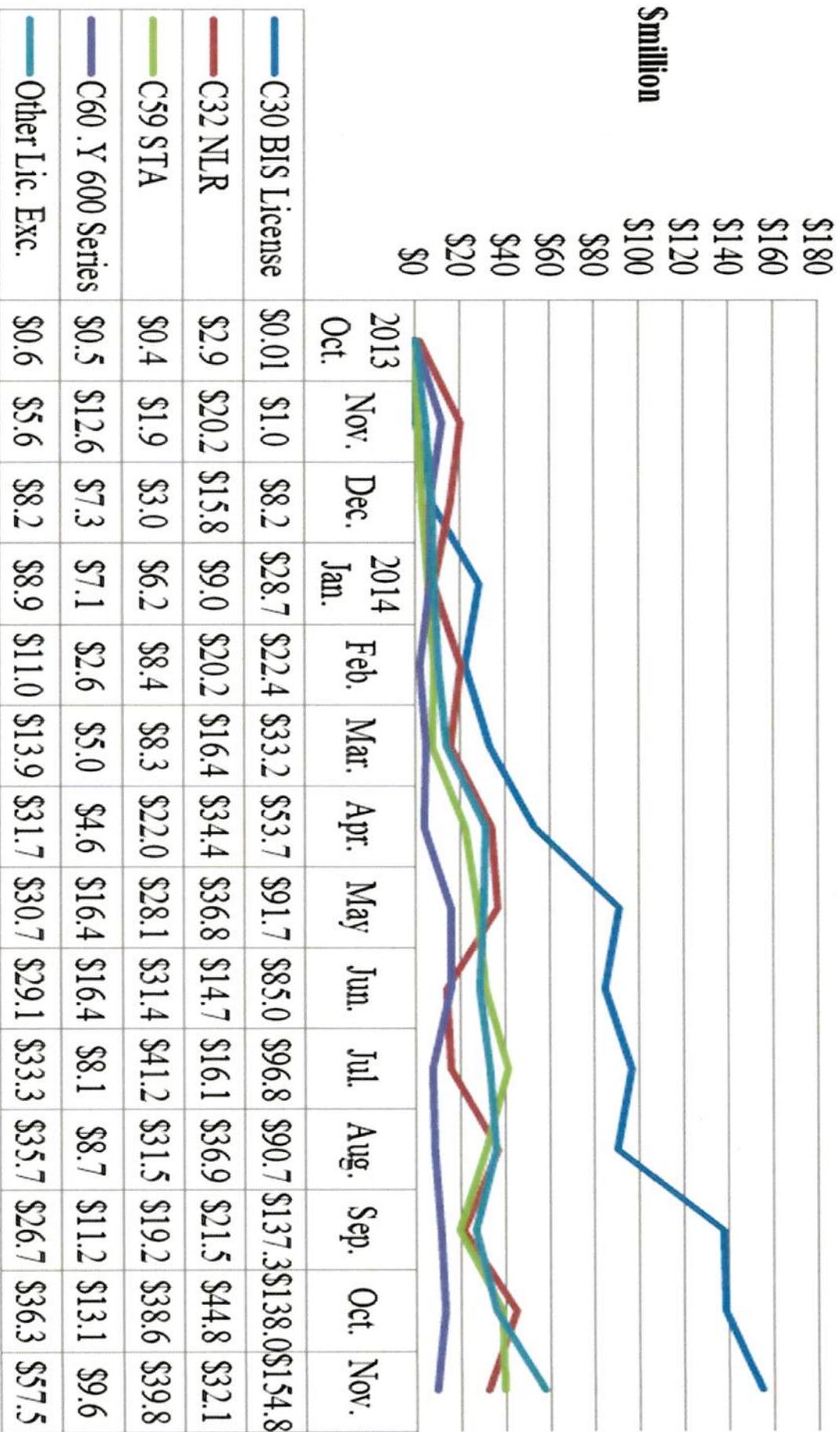
**Top Ten Approved 600-Series and 9x515 ECCNs
October 15, 2013 - November 30, 2014**

ECCN	Description	Count	% of the total by Count	Value \$million	% of the total by Value
9A610	Military aircraft and related commodities	4,803	63.3%	\$7,011.5	57.0%
9A619	Military gas turbine engines and related commodities	843	11.1%	\$2,235.0	18.2%
0A606	Ground vehicles and related commodities	536	7.1%	\$1,421.1	11.6%
9E610	Technology "required" for the "development," "production," operation, installation, maintenance, repair overhaul or refurbishing of military aircraft and related commodities controlled by 9A610	346	4.6%	\$412.3	3.4%
1A613	Armored and protective "equipment" and related commodities	190	2.5%	\$49.5	0.4%
9B610	Test, inspection, and production "equipment" and related commodities "specially designed" for the "development" or "production" of commodities enumerated in ECCN 9A610 or USML Category VIII.	142	1.9%	\$136.1	1.1%
9E619	"Technology" "required" for the "development," "production," operation, installation, maintenance, repair, overhaul, or refurbishment of military gas turbine engines and related commodities controlled by 9A619, equipment controlled by 9B619, materials controlled by 9C619 or software controlled by 9D619	126	1.7%	\$819.9	6.7%
0E606	"Technology" "required" for the "development," "production," operation, installation, maintenance, repair, overhaul, or refurbishing of ground vehicles and related commodities in 0A606, 0B606, 0C606, or software in 0D606	112	1.5%	\$25.0	0.2%
9B619	Test, inspection, and production "equipment" and related commodities "specially designed" for the "development" or "production" of commodities enumerated in ECCN 9A619 or USML Category XIX.	76	1.0%	\$58.6	0.5%
8A609	Surface vessels of war and related commodities	72	0.9%	\$56.6	0.5%
Top Ten Total		7,246	95.5%	\$12,225.6	99.5%
Grand Total		7,587		\$12,291.2	

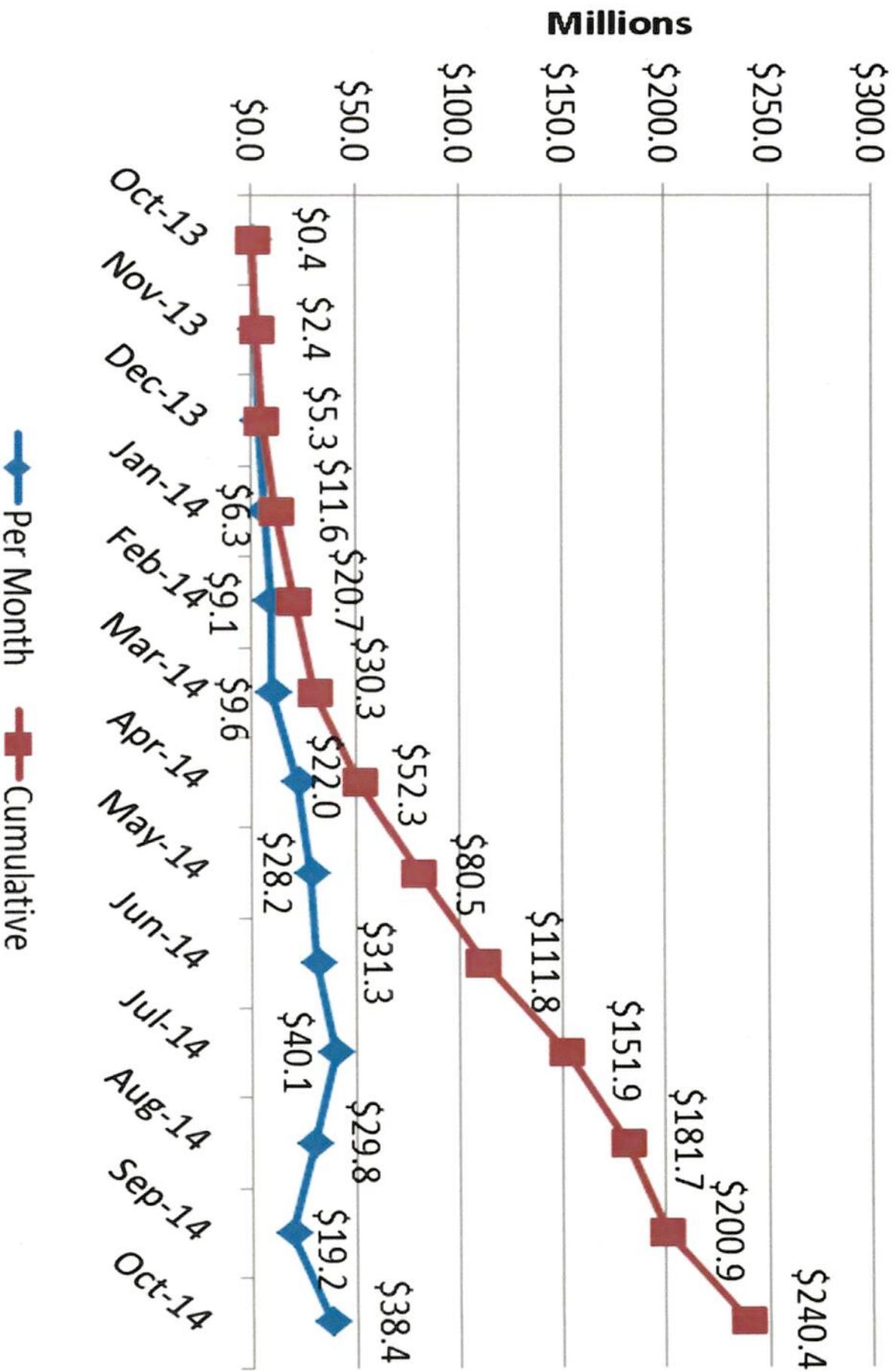
Overview of U.S. 600-Series and 9x515 Exports October 15, 2013 to November 30, 2014 \$million



U.S. 600-Series and 9x515 Monthly Exports by BIS License Type October 15, 2013 - November 30, 2014



Value of 600-Series STA Shipments



**Top Ten Destinations of U.S. Exports of 600-Series and 9x515 Items
October 15, 2013 to November 30, 2014**

Destinations	Transaction Count	Value \$million	% of the Total Value	Top ECCN	Value \$million
Japan	6,668	\$491.8	19.0%	9A610	\$317.0
Canada	6,134	\$355.8	13.7%	9A610	\$211.3
South Korea	4,912	\$219.0	8.4%	9A610	\$102.4
Israel	3,354	\$167.1	6.4%	9A619	\$82.4
United Kingdom	8,476	\$165.1	6.4%	9A610	\$117.0
Germany	1,886	\$82.6	3.2%	9A610	\$46.5
New Zealand	904	\$70.2	2.7%	9A610	\$64.0
United Arab Emirates	2,454	\$68.4	2.6%	9A610	\$42.7
Singapore	2,824	\$68.4	2.6%	9A610	\$45.5
Italy	2,243	\$58.3	2.2%	9A610	\$40.8
Top Ten Total	39,855	\$1,746.6	67.3%		
Grand Total	71,699	\$2,593.5	100.0%		

Top Ten ECCNs of U.S. Exports of 600-Series and 9x515 Items October 15, 2013 to November 30, 2014

ECCN	Transaction Count	% of the Total Count	Value Smillion	% of the Total Value
9A610	46,563	64.9%	\$1,549.8	59.8%
9A619	12,282	17.1%	\$776.3	29.9%
0A606	8,812	12.3%	\$144.2	5.6%
9B610	544	0.8%	\$31.1	1.2%
9A515	280	0.4%	\$18.9	0.7%
9A604	149	0.2%	\$17.1	0.7%
8A609	183	0.3%	\$10.6	0.4%
1A613	613	0.9%	\$8.5	0.3%
0A614	533	0.7%	\$8.0	0.3%
9B619	310	0.4%	\$7.6	0.3%
Top Ten Total	70,269	98.0%	\$2,572.0	99.2%
Grand Total	71,699		\$2,593.5	

Thank You