



INTERNATIONAL  
**TRADE**  
ADMINISTRATION

# **Trends in U.S. Vehicle Exports**

**U.S. Department of Commerce**

**Office of Transportation and Machinery**

**August 2015**

# Trends in U.S. Vehicle Exports

## NEI Summary

During the 2010 State of the Union address, President Obama announced that agencies across the federal government would work together under the National Export Initiative (NEI) to create jobs by expanding exports. In 2009, the United States exported 1.01 million passenger vehicles throughout the world. The number of exports increased to 1.39 million vehicles in 2010, and by 2014 the number of vehicles exported totaled 2.11 million. In terms of dollar value, U.S. vehicle exports increased 138 percent from \$24.2 billion in 2009 to over \$57 billion in 2014. Given that the automotive industry is the largest manufactured goods export sector, the success of the U.S. automotive industry (vehicles and parts) plays a critical role towards increasing overall U.S. exports.

Several factors, such as high productivity and a favorable investment climate, currently make the United States a logical export base for vehicle manufacturers, even as the United States faces increased competition in attracting manufacturers from countries like Mexico. In addition, in June 2011, the President established the SelectUSA Initiative to attract and retain business investment in the United States economy in order to create jobs, spur economic growth, and promote American competitiveness. The success of these goals is evidenced by the fact that automakers have announced approximately \$46 billion in investments in the United States from the beginning of 2010 through the end of 2014<sup>1</sup>. Of that total, \$10.5 billion of the announced investments are from 2014. Creating a favorable investment climate will encourage new U.S. production by U.S. and foreign automakers, contributing to U.S. employment and to U.S. exports, both directly and indirectly.

The automotive industry has traditionally been one of the largest employers in the United States, and, therefore, the industry's recovery has been a great contributor to increases in employment and the overall U.S. economic recovery. In total, according to the Center for Automotive Research, the U.S. auto industry indirectly supports 7.25 million private sector jobs, almost \$500 billion in annual compensation, and nearly \$65 billion in personal tax revenues. The U.S. motor vehicle and parts manufacturing industry directly employed over 876,800 workers on average in 2014<sup>2</sup>. In January 2009, prior to the NEI being announced, employment in the sector was down to 664,100 on average. From 2009-2014 employment has steadily grown in the automotive sector anywhere from 14,000 jobs up to nearly 60,000 jobs per year. In each of the first five months of 2015, employment has been over 900,000. As the data and examples below demonstrate, it appears the industry foresees continued growth in employment and U.S. vehicle exports.

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<sup>1</sup> "Contribution of the Automotive Industry to the Economies of All Fifty States and the United States." Prepared by Center for Automotive Research, January 2015.

<http://www.cargroup.org/?module=Publications&event=View&pubID=113>

<sup>2</sup> Cited employment numbers are from the Bureau of Labor Statistics: <http://www.bls.gov/iag/tgs/iagauto.htm> . Accessed June 17, 2015. (NAICS Code: 3361, 3362, 3363).

## Trade Trends

In 2014, the top five export markets for light vehicles (by units) assembled in the United States were: Canada, China, Mexico, Germany, and Saudi Arabia (see Table 1 for a list of the top 35)<sup>3</sup>. In 2009, the top five export markets for light vehicles were the same, but in a slightly different order due to the significant growth in exports to China and Mexico since then: Canada, Germany, Mexico, Saudi Arabia, and China. Since 2009, vehicle exports to Canada have risen 52 percent, exports to China have risen 1,127 percent, exports to Mexico have increased 50 percent, exports to Germany have risen 32 percent, and exports to Saudi Arabia have risen 143 percent. From 2013 to 2014, exports to China rose 32 percent to over 300,000 vehicles and exports to Canada rose 10 percent to about 870,000 vehicles. Exports to non-NAFTA countries have nearly tripled since 2009, rising from 336,897 units to 1,085,353 units in 2014. Exports to Canada and Mexico were almost 49 percent of U.S. total light vehicle exports. As recently as 2009, Canada and Mexico accounted for 64 percent of U.S. vehicle exports.

When looking at U.S. exports of light vehicles in terms of dollar value, the NEI goal of doubling exports was achieved by 2013 (see Table 2 for a list of the top 25 markets in terms of value). In 2009, U.S. light vehicle exports were valued at \$24.2 billion dollars, while by 2013 it had increased to over \$52 billion. In 2014, exports rose again to over \$57 billion. The top five markets were all the same in terms of dollar value as they were for units, albeit in different order. Since 2009, the value of light vehicle exports to Canada has increased 73 percent to over \$21 billion, followed by China (204% increase to \$9.7 billion), Germany (19% increase to \$5.2 billion), Saudi Arabia (180% increase to \$3.2 billion), and Mexico (77% increase to \$3.2 billion). While Mexico purchases a higher number of vehicles from the United States, the reason it slips to 5<sup>th</sup> place in terms of value is consumers in Mexico appear to buy more economy models whereas consumers in Germany, China, and Saudi Arabia likely are buying more expensive luxury models and SUVs.

Both China and Saudi Arabia illustrate the dramatic growth in U.S. light vehicle exports over the last decade. These two countries are dramatically different in terms of market size and unique preferences, yet they both have a strong and growing demand for U.S. vehicles. This helps demonstrate the worldwide demand across diverse markets and provides a likely indicator of success in the future in other wide-ranging markets for U.S. vehicles. In 2014, U.S. exports to China were over ten times higher (307,425) than they were in 2009 when the United States exported 25,065 vehicles to China. This has been a rapid ascent for manufacturers in the United States given that exports to China were less than 1,000 units as recently as 2003. While many international automakers established plants in China to help meet the demands of this large and growing market (the largest in the world), it is clear from these trends that there remains an interest in U.S.-made vehicles in China.

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<sup>3</sup> All trade statistics are gathered from the U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division as of July 27, 2015. U.S. export statistics are aggregate and do not break out by make or model. For additional automotive trade data, please visit the Office of Transportation and Machinery webpage at: [http://trade.gov/mas/manufacturing/OAAI/tg\\_oaai\\_003649.asp](http://trade.gov/mas/manufacturing/OAAI/tg_oaai_003649.asp)

While smaller in overall size, the Saudi Arabia market, which currently has no indigenous auto production, has proven to be a strong market for vehicles built in the United States. In 2009, the United States exported over 42,000 vehicles to Saudi Arabia and doubled to over 90,000 vehicles in 2010. U.S. exports of vehicles to Saudi Arabia peaked at over 145,000 units in 2012, but fell to just over 100,000 units by 2014. American sport utility vehicles (SUV's) are particularly popular in Saudi Arabia. U.S. vehicle exports to the Gulf Cooperation Council (GCC) region totaled 215,327 units, a drop from the peak in 2012 when exports of U.S. vehicles exceeded 273,000 units. In terms of value, light vehicle exports to the GCC have nearly tripled since 2009 from \$2.3 billion in 2009 to over \$6.4 billion in 2014.

Given the favorable factors, such as high productivity and a favorable investment climate, that make the United States an attractive base to manufacture, sell and export vehicles, a number of automakers have either made recent investments in the United States or have announced plans to invest in the coming years. These investments range from the Detroit 3 expanding their U.S. operations, to others expanding or building new plants in the United States for new products to be exported to the world, to manufacturers, such as Ford, in-sourcing manufacturing jobs from Mexico back to the United States.

### **Detroit Three Manufacturers**

According to the American Automotive Policy Council (AAPC), Fiat Chrysler Automobiles (FCA), Ford and GM, together, exported more than 800,000 vehicles produced in the United States in 2011. In 2013, the Detroit 3 together exported nearly one million vehicles produced in the United States to more than 100 different foreign markets. AAPC also states that over the past five years alone, FCA US, Ford, and GM have made more than \$30 billion in investments in their U.S. assembly, engine and transmission plants, R&D labs, headquarters offices and other infrastructure that connects and supports them.

#### **Fiat Chrysler**

Since June 2009, FCA US has announced investments of more than \$5.7 billion and added nearly 30,000 new jobs. FCA invested \$500 million in its Toledo, Ohio plant to expand Jeep production for the U.S. and overseas markets. In addition, the company hired 1,100 new workers in 2013 for the Cherokee line. In December 2014, FCA confirmed an additional \$266 million in its Kokomo Transmission Plant to increase capacity, and in July 2015 FCA confirmed more than \$166 million at its Sterling Stamping Plant to support increased product demand. In 2014, over 500,000 Jeeps were assembled at the Toledo plant. Jeep previously said it wanted to sell 800,000 vehicles worldwide by 2014. The company exceeded this goal when Jeep global sales topped one million units in 2014, a 39 percent increase from 2013. It also marked the fifth consecutive year of Jeep sales increases globally and in the United States. Jeep sales increased 42 percent in the Asia-Pacific region and were up 49 percent in China. Sales of Jeep vehicles were up 40 percent in Europe, the Middle East and Africa regions.

#### **Ford**

In 2013, Ford shipped more than 380,000 vehicles from the United States. For the first time in its fifty year history, Ford launched the export of the all-new 2015 Ford Mustang earlier this

year, which is assembled in Flat Rock, Michigan. The Mustang will be available to customers around the world in more than 100 markets, with the addition of right-hand drive versions for countries including Australia, South Africa and the UK. The first shipments were sent to Asia. In June, Ford began exporting the Mustang to Europe with the shipment of 575 units. According to Ford, customers in Europe have already ordered almost 5,000 vehicles.

Ford's Explorer SUV is a popular model throughout the world. Ford exports Explorers from the United States to 100 countries. Ford says that in 2012 exports increased nearly 65 percent from 2011 to more than 24,000 units. Ford exported 54,000 Explorers in 2014. In 2012, 200 Explorers were exported to China, but in 2014 that number increased to more than 9,000. In September 2014, Ford began shipping Lincoln vehicles from the Port of Portland to China. By the end of 2014, there were eight Lincoln dealers throughout China.

Between 2010 and 2012, Ford announced almost \$9 billion in investments in the United States and Canada, including \$1.1 billion at its Claycomo Plant in Kansas City and \$771 million at its Michigan Assembly Plant in Wayne. Approximately 5,000 people are employed at the Michigan Assembly Plant. In 2014, Ford announced \$500 million worth of new production equipment at its Lima Engine Plant in Ohio, along with adding up to 300 new positions. Its investments in Michigan alone will create 2,350 new hourly jobs while also retaining an additional 3,240 hourly jobs. This follows Ford's aggressive hiring in 2012 when it created more than 8,100 salaried and hourly jobs.

#### General Motors

In April 2015, General Motors announced it will invest \$5.4 billion in U.S. plant improvements during the next three years, including \$783.5 million for three Michigan facilities. Since 2009, GM has announced U.S. facility investments of approximately \$16.8 billion. According to the company, these investments have created 3,650 new jobs and secured the position of approximately 20,700 others.

In 2014, GM exported 233,145 vehicles from the United States, with Canada being its largest export market. GM exported almost 158,000 vehicles in 2014 to Canada. GM's second largest export destination was the Middle East, where it exported 44,356 units in 2014. Other notable markets for GM exports for 2014 were Mexico (16,420), China (6,273), Israel (2,947) and Switzerland (1,310).

In 2012, GM exported 257,906 vehicles from the United States, with Canada being its largest export market. GM exported over 123,000 vehicles in 2012 to Canada. GM's second largest export market was Saudi Arabia, where it exported 69,523 units in 2012. Other notable markets for GM exports for 2012 were Kuwait (13,005), Mexico (11,611), Belgium (11,400), Qatar (5,926), Germany (4,063), and China (3,727).

GM, which manufactures in 30 countries, sold a total of 9,924,880 vehicles globally in 2014, up 2 percent from 2013. Its sales in China, GM's largest market, were up 12 percent in 2014, with over 3.5 million vehicles sold. GM estimated its market share in China increased to about 15 percent in 2014. In 2014, Buick began exporting the latest edition of its Enclave luxury

crossover to China. The Enclave was redesigned in 2013. The previous generation Enclave was also exported to China from 2008 to 2013 and sold over 25,000 units.

In early 2012, the automaker commenced exporting its extended range electric vehicle Chevrolet Volt/Opel Ampera to Europe, where it received European Car of the Year honors. The vehicle is produced in Hamtramck, Michigan. The automaker also began exporting the Volt to China in 2012, where it is sold through 13 dealerships in eight major cities. GM is also exporting the Volt to Canada, with future plans to export to Australia.

Production of the Cadillac ELR, an extended-range electric vehicle, began in late 2013 at the Hamtramck plant. Bob Ferguson, vice president, Global Cadillac, stated at the 2013 North American International Auto Show that in addition to the U.S. market, the ELR would be exported to the largest global luxury markets, including China and Europe.

### Tesla

Tesla Motors was founded in 2003 in Silicon Valley and launched the Tesla Roadster in 2008. In 2012, Tesla launched the Model S premium electric sedan. Tesla's vehicles are produced at its factory in Fremont, California. Tesla currently sells its vehicles throughout Europe, China, Australia, and Japan.

### **Japanese-Brand Manufacturers**

The United States is re-emerging as a competitive location to manufacture vehicles for both domestic sales and for export throughout the world. Japanese-brand manufacturers all have plans to increase their U.S. exports. According to the Japan Automobile Manufacturers Association, in 2010, U.S. car exports from U.S. auto plants of Japanese-based firms equaled 145,236 units, up from 94,162 in 2009. By 2014, Japanese-brand exports from the United States had risen to 472,000 units. U.S. truck exports from Japanese-based company plants in the United States totaled 130,253 units in 2013.

### Honda

Honda exports Acura and Honda passenger cars and SUVs from the United States to a number of global markets. Honda increased U.S. exports of 36,000 vehicles in 2010, to over 54,000 vehicles in 2014. Russia is the largest export market for U.S.-made Honda products (10,495 units in 2014), followed by Saudi Arabia (9,939 units) and then United Arab Emirates (6,735 units). In 2013, Honda became a "net exporter" for the first time, exporting more U.S.-built vehicles from America than it imported into the United States from Japan.

Honda has exported more than a million vehicles made in America and builds vehicles for export at its four U.S. auto plants, in Ohio, Alabama and Indiana. The latest example is the 2016 Honda Pilot SUV, which is sold in many countries around the world, with two of the biggest markets being Russia and the Middle East.

In 2012, twenty-five years after the first U.S.-made Honda was exported, the company exported the 1 millionth automobile from the United States – a 2013 Honda Accord destined for South Korea, where the company began sales of U.S. made vehicles in 2012. In October 2011, Honda

announced a second shift at its plant in Greensburg, Indiana. This second shift doubled its workforce to 2,000 people and increased the plants' production to its full 200,000-unit capacity. Honda Manufacturing Indiana, LLC (HMIN) began operations in 2008 with the Civic Sedans, and, in 2009, it began producing the Civic Sedans for export to Mexico and 22 Latin American and Caribbean nations and U.S. territories.

### Mitsubishi

Mitsubishi Motors North America is based in Normal, Illinois. The plant recently doubled its production capacity in order to begin production of the Outlander Sport. In 2014, the plant produced 66,822 Outlander Sports, with 37,802 of those exported to other countries. The Sport was exported to 27 countries in 2014. The most popular destinations for these SUVs are Russia, Canada, Mexico, and the Persian Gulf. In July 2015, it was reported that Mitsubishi plans to close its plant in Normal in November 2015, thus ending its U.S. production operations.

### Nissan

In 2014, Nissan production in the United States increased 20 percent to 947,000 units. Since 2011, Nissan has added 9,000 new jobs to increase its U.S. workforce to 22,000 jobs. Nissan's exports rose 29 percent in 2014 to 129,761 units. In addition, Nissan reported that it has now exported over one million vehicles since 2002. In 2014, Nissan exported over 63,000 vehicles to Canada, 29,000 to the Middle East, 13,000 to Mexico, 5,000 to Latin America and the Caribbean, 3,000 to Australia, and 2,000 to Korea. Nissan moved production of the Murano from Japan to Canton in 2014, and the plant now serves as the global source of Murano production with export opportunities to markets worldwide. Nissan exports to dozens of markets around the globe from the United States across its product range, including the Altima, Pathfinder, Rogue, and the Infiniti QX60.

### Toyota

Toyota has nine models that are built in the United States and exported to 40 countries (Camry, Sienna, Sequoia, Highlander, Venza, Avalon, Tacoma, Tundra, and Corolla). In 2014, more than 160,000 U.S.-built Toyotas were exported to the world. At the Toyota Indiana plant alone, more than 42,000 vehicles were exported to more than 20 countries. Toyota Indiana exports the Highlander to Australia, New Zealand and Eastern Europe; the Sienna is exported to South Korea and the Pacific islands; and the Sequoia is exported to the Middle East. Toyota is planning to increase production at its U.S. plants in order to increase exports. Toyota's U.S. exports have been increasing steadily over the past five years. Toyota exported 16,700 vehicles from the United States in 2010. U.S.-assembled Toyota exports topped 124,000 in 2012, an increase of 45 percent compared to 2011. In 2013, Toyota's exports totaled more than 130,000 units. Toyota is planning to use North America as an export base, shipping worldwide to countries ranging from Saudi Arabia to South Korea.

Taking advantage of the KORUS FTA, Toyota began exporting the Indiana-made Sienna minivan to South Korea in 2011, and it began exporting the Venza there in 2012. It also exports the Camry from its Kentucky plant to South Korea. In 2013, Toyota announced its plans to begin exporting U.S.-assembled Venzas to Russia and the Ukraine in 2013, with an initial export volume of 5,000 Venzas. The vehicles are built at Toyota's Georgetown plant, which employs about 6,600 people.

In November 2011, Toyota opened Toyota Motor Manufacturing, Mississippi (TMMMS), an \$800 million plant that assembles the Corolla. The plant employs approximately 2,000 individuals. In 2014, the company began exporting Corollas manufactured at the plant to 18 countries in Central and South America and the Caribbean.

In 2013, Toyota Indiana became the sole producer of the Highlander SUV for both the U.S. and global market. Toyota invested \$400 million in its Princeton, Indiana plant to accommodate the increased production. Markets for the U.S.-assembled vehicle include Australia, New Zealand and Eastern Europe. In 2014, the company announced an additional \$100 million investment in the plant that would add an additional 300 jobs.

### **European-Brand Manufacturers**

#### **BMW**

BMW has been using its Spartanburg, South Carolina plant as a base for exports since the mid-1990s. Between 1993 and December 2012, BMW exported 1,545,992 vehicles from its South Carolina plant. In 2012, BMW announced that over 192,000 vehicles were exported from its South Carolina plant in 2011. The export value of its passenger vehicles through the Port of Charleston in 2014 was \$9.2 billion. In 2015, the company produced its three millionth vehicle at the Spartanburg plant. The plant is the sole location for production of its X-3, X-4, X-5 and X-6 models. BMW exported approximately 50 percent of the vehicles it built at this plant for many years. However, in recent years, exports of vehicles from the Spartanburg plant have grown to 70 percent or more, and vehicles are exported from this plant to over 140 countries. In 2014, nearly 250,000 vehicles were exported from the South Carolina plant, out of nearly 350,000 vehicles produced (over 70 percent).

BMW announced in January 2012 that it would invest \$900 million over the three years to expand its South Carolina plant. In 2014, BMW announced an additional \$1 billion for the plant from 2014 through 2016. BMW also announced that production capacity would increase to 450,000 vehicles, thereby making it the largest BMW plant in the world. The company plans to add 800 U.S. jobs by the end of 2016, which would bring total employment up to nearly 9,000 at its facility in South Carolina. BMW also plans to begin exporting its X4 model in kit form from its plant in Spartanburg to Russia.

#### **Mercedes-Benz**

Mercedes-Benz has a manufacturing plant in Vance, Alabama, that produces the M-Class, R-Class, GL-Class, C-Class and the GLE Coupe vehicles for 135 worldwide export markets. Similar to BMW's operations in Spartanburg, Mercedes' plant in Alabama has historically been the sole manufacturer of the M-Class, GL-Class, and the GLE Coupe for markets around the world. The R-Class is currently available in China, with production shifting from the Alabama plant to Indiana. In 2011, Daimler announced plans for a \$15 billion expansion for the production of the C-Class, which began production in 2014, and a new 5<sup>th</sup> vehicle- the GLE Coupe is now being produced and started in 2015. The facility employs 3,200 people. Production volume in 2014 was approximately 232,000 vehicles. In 2010, 125,000 vehicles were assembled at the plant, and 52 percent of these vehicles were exported outside the United

States, Canada, and Mexico. Mercedes says that it exports more than \$1 billion in finished products from the United States to be sold in 135 countries.

### Volkswagen

Volkswagen invested \$1 billion in its assembly plant in Chattanooga, Tennessee, which began production in 2011. The Chattanooga plant has 3,200 employees. The plant assembles the Passat, which is currently being exported to Mexico, Canada, South Korea and the Middle East. In 2015, the plant built the 500,000<sup>th</sup> Passat. From the time the plant began production in May 2011 through March 9, 2012, the company exported 2,540 vehicles to Mexico and 3,015 vehicles to Canada. The Passat made its debut at the Qatar Motor Show in early 2012 where Volkswagen announced plans to export the U.S.-built vehicle to the Middle East.

### Volvo

In 2015, Volvo chose South Carolina as the location for its first U.S. manufacturing facility. Volvo plans to invest \$500 million in the plant, which will have an annual production capacity of 100,000 cars. Construction is expected to begin in the second half of 2015, with production set to begin in 2018. The plant will make Volvos for both the U.S. market and for export.

## **Korean-Brand Manufacturers**

### Hyundai

Hyundai of America has said it would like to export more from Hyundai's Montgomery, Alabama plant, but most of the plant's production currently goes to meeting strong demand in the United States and North America. While Hyundai may not currently be able to use the United States as an export hub to the extent it would like, the company still managed to export 75,169 vehicles to Canada from its U.S. plant in 2012, up from 49,511 vehicles in 2011. In 2013, Hyundai's U.S. exports to Canada rose again to 79,127 units. In 2014, its total exports from the United States totaled 79,151 units to Canada, Mexico, Puerto Rico, El Salvador, and Guam.

## **Conclusion**

While the majority of automakers tend to "build where they sell," there obviously are opportunities across the globe to export U.S.-made vehicles. A goal of the NEI was to double the value of 2009 exports within five years in order to support U.S. jobs. A look at the export data shows that the auto sector achieved this goal. In 2009, 1,009,042 new light-vehicles were exported from the United States. Exports grew to 1,482,774 units in 2010, 1,694,792 units in 2011, and 2,107,280 units in 2014. In terms of the value of exports, U.S. vehicle exports were just over \$24 billion in 2009. By 2014, the value in U.S. vehicle exports had more than doubled to over \$57.5 billion. In addition, a rise in U.S. vehicle exports inevitably has a positive impact on U.S. auto parts exports, specifically aftermarket parts. Total U.S. auto parts exports (no distinction is made between original equipment and aftermarket parts in the statistics) grew from \$43 billion in 2009 to almost \$81 billion in 2014 (see Table 3 for top markets).

These trends illustrate that the U.S. automotive industry is making a significant contribution to the success of the NEI. In addition, the United States is engaged in negotiations over new trade

agreements such as the Transatlantic Trade and Investment Partnership (TTIP) with the European Union and the Trans-Pacific Partnership (TPP). As the U.S. goal of these agreements is to promote U.S. international competitiveness, jobs, and growth, there could be additional opportunities for the U.S. automotive industry to continue its growth in exports going forward.

**Table 1: Top Markets for U.S. Exports of  
New Passenger Vehicles & Light Trucks (By Units)**

<b>Country</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
<b>World</b>	1,009,042	1,389,622	1,589,619	1,807,041	1,951,735	2,107,280
<b>Canada</b>	571,065	712,756	729,049	743,478	791,532	870,025
<b>China</b>	25,065	89,066	125,356	153,570	233,693	307,425
<b>Mexico</b>	101,080	129,128	141,569	159,415	153,738	151,902
<b>Germany</b>	112,017	97,228	146,251	168,522	135,048	147,680
<b>Saudi Arabia</b>	42,865	90,672	105,461	145,328	139,038	104,074
<b>United Arab Emirates</b>	19,800	35,851	39,937	61,443	69,381	63,901
<b>Australia</b>	8,947	16,378	25,644	30,915	44,857	61,052
<b>Russia</b>	567	2,412	7,738	21,935	48,298	60,766
<b>United Kingdom</b>	12,756	21,373	34,999	35,895	36,343	42,194
<b>Korea</b>	4,559	12,303	12,541	20,086	25,192	32,213
<b>Kuwait</b>	14,259	22,643	26,998	29,091	29,857	19,269
<b>Japan</b>	5,538	6,838	12,883	18,574	15,557	19,003
<b>Chile</b>	6,621	16,024	17,924	17,704	21,718	16,631
<b>Benin</b>	964	3,455	4,700	4,163	7,651	13,650
<b>Colombia</b>	2,239	4,432	4,744	6,991	10,592	11,374
<b>Oman</b>	3,473	7,312	8,816	14,579	13,218	10,529
<b>Qatar</b>	4,450	6,973	7,344	13,836	12,599	10,050
<b>Belgium</b>	1,770	1,716	1,906	1,866	3,160	9,567
<b>Republic of South Africa</b>	3,793	6,853	9,638	10,398	11,232	9,351
<b>Nigeria</b>	5,770	5,713	8,547	10,387	9,544	8,349
<b>Italy</b>	2,963	2,795	10,552	7,137	6,103	7,540
<b>Bahrain</b>	3,669	4,931	4,238	8,948	7,892	7,504
<b>Brazil</b>	2,255	7,871	8,216	6,807	6,473	7,314
<b>Switzerland</b>	912	1,552	3,651	4,100	6,337	6,919
<b>Israel</b>	3,956	6,093	8,015	3,761	4,431	6,897
<b>Peru</b>	1,378	4,361	3,972	4,931	4,669	6,354
<b>Norway</b>	286	141	534	637	6,050	5,744
<b>New Zealand</b>	598	1,263	1,858	2,265	2,379	5,013
<b>France</b>	728	1,715	3,777	4,125	2,602	4,318
<b>Panama</b>	1,514	2,487	2,491	3,477	3,706	4,197
<b>Lebanon</b>	3,186	4,461	3,571	4,187	4,413	3,834
<b>Hong Kong</b>	635	2,233	3,072	2,676	2,263	3,736
<b>Dominican Republic</b>	3,668	7,471	5,032	4,334	3,544	3,653
<b>Ecuador</b>	3,210	7,266	4,179	4,425	4,972	3,519
<b>Jordan</b>	1,923	1,896	2,298	3,115	4,064	2,849
<b>Rest of World</b>	30,563	43,960	52,118	73,940	69,589	58,884

**Table 2: Top Markets for U.S. Exports of New Passenger Vehicles & Light Trucks (By Value in Millions of Dollars)**

<b>Country</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
<b>World</b>	24,222	34,605	41,226	47,990	52,566	57,540
<b>Canada</b>	12,532	16,813	17,691	18,666	20,208	21,649
<b>China</b>	636	2,574	3,993	4,616	7,235	9,753
<b>Germany</b>	4,319	3,581	5,041	5,755	4,639	5,153
<b>Saudi Arabia</b>	1,141	2,437	2,948	4,267	4,072	3,197
<b>Mexico</b>	1,786	2,605	2,906	3,301	3,296	3,169
<b>United Arab Emirates</b>	505	940	1,022	1,546	1,851	1,828
<b>Australia</b>	263	463	732	952	1,334	1,826
<b>United Kingdom</b>	469	787	1,160	1,195	1,180	1,418
<b>Russia</b>	13	73	243	616	1,109	1,381
<b>Korea</b>	93	284	317	502	647	859
<b>Kuwait</b>	344	538	632	736	810	577
<b>Japan</b>	152	179	306	458	411	514
<b>Chile</b>	132	340	413	407	516	400
<b>Norway</b>	6	4	13	18	182	396
<b>Qatar</b>	114	198	203	392	357	328
<b>Oman</b>	92	183	229	385	359	303
<b>Belgium</b>	37	38	50	52	92	283
<b>Colombia</b>	49	89	110	160	244	273
<b>Switzerland</b>	21	41	100	131	196	263
<b>Republic of South Africa</b>	96	173	238	263	264	244
<b>Italy</b>	66	61	281	187	175	224
<b>Bahrain</b>	90	116	106	227	212	211
<b>Brazil</b>	71	171	209	160	174	209
<b>Israel</b>	95	148	217	110	130	188
<b>New Zealand</b>	19	35	56	73	78	171
<b>Benin</b>	13	45	62	62	112	168
<b>Nigeria</b>	102	96	151	192	188	163
<b>Hong Kong</b>	17	76	95	86	86	162
<b>Peru</b>	30	91	94	122	122	137
<b>France</b>	16	38	98	116	72	130
<b>Panama</b>	37	65	64	92	100	106
<b>Lebanon</b>	66	89	62	88	94	90
<b>Taiwan</b>	11	65	27	37	81	86
<b>Dominican Republic</b>	54	134	96	91	77	82
<b>Ecuador</b>	74	154	75	88	99	77
<b>Rest of World</b>	660	882	1,188	1,840	1,764	1,521

Source: United States Department of Commerce, Bureau of the Census, Foreign Trade Division as of October 16, 2015. The following Schedule B codes were used to determine vehicle exports: 8703220000, 8703230020, 8703230060, 8703230075, 8703240050, 8703240060, 8703240075, 8703310000, 8703320010, 8703330045, 8703330060, 8703900000, 8704210000, 8704310020, 8704310040.

**Table 3: Top Markets for U.S. Exports of Automotive Parts  
(By Value in Millions of Dollars)**

<b>Country</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
<b>World</b>	42,861	58,345	67,833	74,996	77,530	80,961
<b>Canada</b>	19,552	25,897	28,417	31,838	31,773	30,420
<b>Mexico</b>	12,089	17,456	21,475	24,343	26,585	29,137
<b>China</b>	939	1,286	1,541	1,593	2,283	2,587
<b>Germany</b>	1,245	1,551	1,711	1,636	1,721	1,856
<b>Australia</b>	687	1,085	1,392	1,935	1,488	1,437
<b>Japan</b>	835	1,310	1,439	1,487	1,342	1,429
<b>United Kingdom</b>	597	922	1,116	1,063	954	1,387
<b>Brazil</b>	554	941	1,080	1,009	1,085	1,069
<b>Korea</b>	303	491	808	706	796	914
<b>Hong Kong</b>	122	147	250	277	397	821
<b>United Arab Emirates</b>	247	306	394	500	543	682
<b>Netherlands</b>	202	232	281	229	317	567
<b>Russia</b>	53	95	261	288	493	547
<b>Chile</b>	289	409	508	565	561	542
<b>Italy</b>	140	193	247	264	334	510
<b>Belgium</b>	318	448	552	519	425	487
<b>France</b>	461	586	514	468	470	475
<b>Venezuela</b>	673	654	789	970	552	364
<b>Republic of South Africa</b>	183	256	348	355	316	357
<b>Singapore</b>	254	347	423	435	378	349
<b>Colombia</b>	161	225	270	288	299	338
<b>Saudi Arabia</b>	274	273	291	288	309	336
<b>Spain</b>	113	151	157	177	253	299
<b>Thailand</b>	88	127	168	327	376	278
<b>Argentina</b>	174	172	183	125	184	240
<b>Peru</b>	97	115	158	210	225	237
<b>India</b>	133	214	280	308	201	237
<b>Egypt</b>	45	80	64	81	98	184
<b>Poland</b>	56	71	134	126	138	164
<b>Turkey</b>	63	49	98	98	107	155
<b>Sweden</b>	111	182	184	149	149	140
<b>Benin</b>	24	57	54	55	94	128
<b>Dominican Republic</b>	53	87	95	125	100	108
<b>Ecuador</b>	72	85	86	81	91	96
<b>Guatemala</b>	84	98	106	111	94	95
<b>Rest of World</b>	1,569	1,746	1,962	1,968	1,998	1,990

Source: United States Department of Commerce, Bureau of the Census, Foreign Trade Division. The list of Schedule B codes used to determine auto parts exports can be found here:

[http://trade.gov/mas/manufacturing/OAAI/build/groups/public/@tg\\_oai/documents/webcontent/tg\\_oai\\_003771.pdf](http://trade.gov/mas/manufacturing/OAAI/build/groups/public/@tg_oai/documents/webcontent/tg_oai_003771.pdf)