

EXPORT



UNITED STATES

FRENCH EXPORTS (2018)

24,488
French providers exported to the United States

€38.4 billion
in French goods exports to the United States

+12.9%
growth in French exports to the United States

8%
of all French exports

#2
customer for French exports

— FRENCH EXPORTS TO THE UNITED STATES

In 2018, 24,488 establishments exported to the United States from France. The value of their exports was €38.4 billion (8% of all French exports).

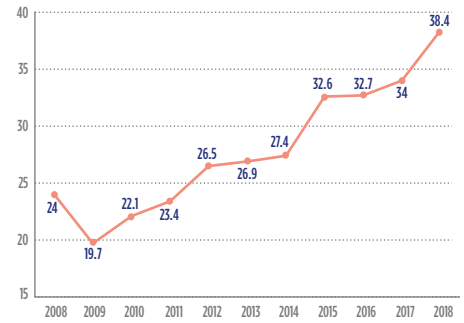
French exports to the United States benefited from the higher American growth rate in 2018 (2.8%), rising particularly strongly (+12.9%). The United States thereby came in front of France's key European trade partners, becoming the second largest customer for French exports after the German economy. The United States' share in French exports was 8%, receiving 92% of French exports to North America. The strong growth in exports, combined with a reduction in imports, enabled France's balance of trade to improve significantly towards this market, becoming positive in 2018.

France accounted for 2.1% of global exports to the United States in 2018, which remains lower than its share in global goods exports (3%). France was the United States' third largest European supplier in 2018, after Germany and the United Kingdom. (Cf. Fig. 1)

— BREAKDOWN BY SECTOR OF FRENCH EXPORTS TO THE UNITED STATES

The three leading sectors for French exports to the United States in 2018 were transport equipment, which accounted for 30% of the total, machinery and equipment (16.6%) and agri-food (11.5%). (Cf. Fig. 2)

Fig. 1 FRENCH EXPORTS TO THE UNITED STATES (€ BILLION)



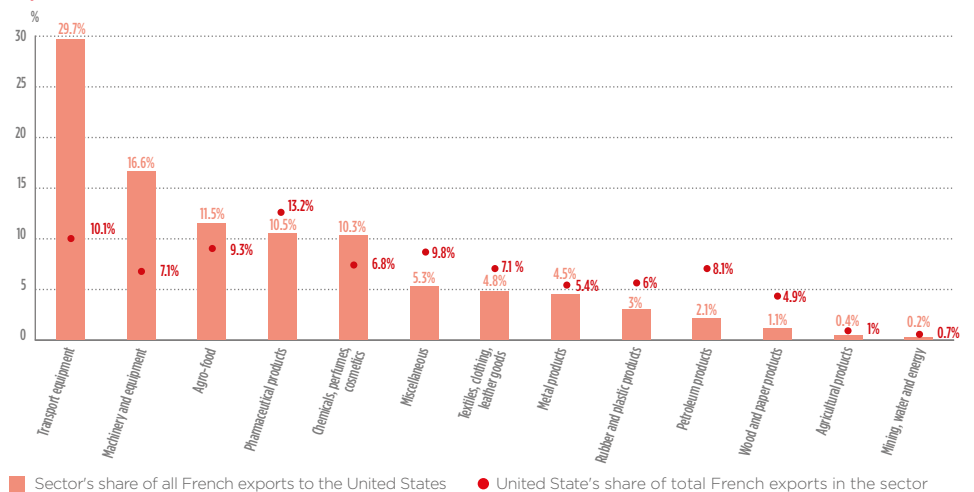
Source: French Customs Authorities, gross figures, FOB excluding military equipment

The great majority of sectors experienced growth in their sales to the United States. The transport equipment sector in particular saw its exports grow by 25%, following the delivery of two ocean liners by the Saint-Nazaire shipyards and good performances by the aviation sector, while other sectors displayed double-digit growth rates.

The pharmaceutical industry increased sales by 32%, becoming the second largest export sector in France to the United States after aviation. After bad results in 2017, agricultural exports increased once again in 2018 (+16.5%), while the textiles and clothing sector saw sales rise by 12%.

The United States are a key trading partner for companies in the pharmaceutical industry, accounting for 13% of their foreign sales.

Fig. 2 BREAKDOWN BY SECTOR OF FRENCH EXPORTS TO THE UNITED STATES (2018)



Source: French Customs Authorities, gross figures, FOB, excluding military equipment

FRENCH IMPORTS (2018)

€35.2 billion
in American goods imports to France

-0.4%
growth in American imports to France

6.3%
of all French imports

#6 supplier
of French imports

CONTRIBUTION OF AMERICAN SUBSIDIARIES IN FRANCE (2018)

1,461
American exporting companies in France

27%
average export ratio of American exporting companies in France
(export revenues as a proportion of total revenues)

CONTRIBUTION OF AMERICAN SUBSIDIARIES IN FRANCE TO THE FRENCH ECONOMY

In 2018, 1,461 American subsidiaries in France exported part of their output. Together, these exports amounted to €29 billion and accounted, on average, for 27% of total company revenues. The firms' main target was Germany, followed by their source country. Germany received 17% of the exports of American subsidiaries in France, while the United States received 12%.

American subsidiaries:

- / Employed 380,800 people, 21% of the workforce of all foreign-owned companies in France. (Insee, 2016)
- / Accounted for 21% of the revenues of all foreign-owned companies in France. (Orbis, 2018)
- / Generated 26% of the export revenues of all foreign-owned companies in France. (Orbis, 2018)

MAIN EXPORT DESTINATIONS FOR AMERICAN SUBSIDIARIES ESTABLISHED IN FRANCE (2018)

TOP 10 DESTINATION COUNTRIES	€	%
Germany	3,904,823,315	14%
United States	3,255,545,509	11%
United Kingdom	2,125,343,449	7%
Belgium	2,097,177,471	7%
Netherlands	2,083,406,833	7%
Spain	1,793,275,343	6%
Italy	1,442,568,618	5%
China	1,005,622,452	4%
Poland	700,346,783	2%
Switzerland	582,793,404	2%
Total	28,625,012,343	100%

Source: French Customs Authorities; French Treasury Directorate calculations

TOP FIVE AMERICAN EXPORTERS IN FRANCE (2018)

French subsidiary	Economic activity	Share of export revenues
ESSO S.A.	Extraction of crude petroleum and natural gas	N/A
LILLY FRANCE S.A.S.	Manufacture of pharmaceutical preparations	80%-90%
GE MEDICAL SYSTEMS	Manufacture of irradiation and electromedical equipment	70%-80%
EXXONMOBIL CHEMICAL FRANCE	Manufacture of plastics in primary forms	50%-60%
LUBRIZOL FRANCE	Manufacture of other chemical products	N/A

Sources: French Customs Authorities ranking of exporting companies; Orbis
Key: In 2018, Esso S.A. was the leading exporter among American subsidiaries in France.