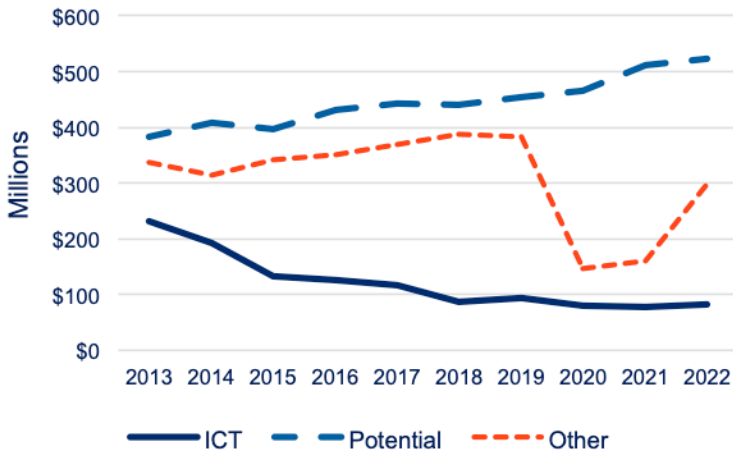




Minnesota's 2nd and Digital Trade

MN-2 Services Exports, 2013-2022



ICT services exports fell from \$230 million in 2013 to \$83 million in 2022 (-64%), but still supported 190 direct and 147 indirect jobs in 2022.

Potentially ICT-enabled services exports grew from \$382 million to \$523 million (37%), supporting 1,577 direct and 1,051 indirect jobs in 2022.

Exports of other services grew from \$336 million in 2013 to \$382 million in 2019 (14%), before falling sharply due to Covid-19. They have not yet fully recovered.

Minnesota's 2nd district's digitally tradeable services exports supported 1,767 direct and 1,198 indirect American jobs in 2022.

Top Markets for Digitally Tradeable Services from MN-2, 2022 (\$M)

| Country | ICT | Potential | Total |
|----------------------------|-------|-----------|-------|
| Europe | \$36 | \$249 | \$285 |
| Asia & Pacific (ex. China) | \$23 | \$108 | \$130 |
| Central & South America | \$8.5 | \$67 | \$76 |
| North America | \$10 | \$56 | \$67 |
| China | \$4.2 | \$24 | \$29 |
| Middle East & Africa | \$1.6 | \$18 | \$20 |

Europe was Minnesota's 2nd district's top market for digitally tradeable services, followed by Asia & Pacific (ex. China).

Minnesota's 2nd district's exports of potentially ICT-enabled services to United Kingdom grew from \$32 million in 2013 to \$56 million (+75%) in 2022.

The "Digital Dozen" accounted for \$244 million out of Minnesota's 2nd district's \$606 million in exports of digitally tradeable services in 2022.

Top Digitally Tradeable Services Exports from MN-2, 2022 (\$M)

| Type (ICT in bold) | Total |
|--|-------|
| Royalties from Industrial Processes | \$129 |
| Insurance Services | \$121 |
| Misc. Business, Professional, and Technical Services | \$45 |
| Computer Software Services | \$40 |
| Payments for Trademarks | \$37 |
| Other | \$234 |

Computer software services are the top ICT services export, growing from \$20 million in 2013 to \$40 million in 2022 (99%).

Royalties from industrial processes are Minnesota's 2nd district's top potentially ICT-enabled services export, growing from \$96 million in 2013 to \$129 million in 2022 (34%).