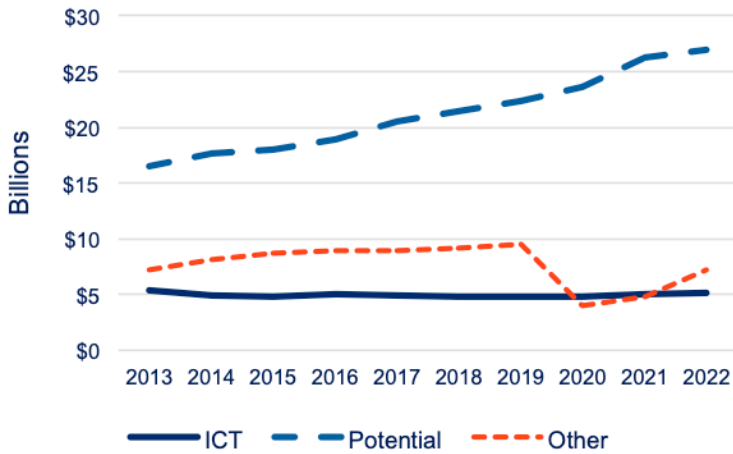




# Massachusetts and Digital Trade

Massachusetts Services Exports, 2013-2022



ICT services exports declined from \$5.4 billion in 2013 to \$5.1 billion in 2022 (-5%), but still supported 10,344 direct and 8,781 indirect jobs in 2022.

Potentially ICT-enabled services exports grew from \$16 billion to \$27 billion (64%), supporting 68,683 direct and 57,732 indirect jobs in 2022.

Exports of other services grew from \$7.2 billion in 2013 to \$9.5 billion in 2019 (32%), before falling sharply due to Covid-19. They have not yet fully recovered.

**Massachusetts' digitally tradeable services exports supported 79,027 direct and 66,514 indirect American jobs in 2022.**

Top Markets for Massachusetts Digitally Tradeable Services, 2022 (\$M)

Country	ICT	Potential	Total
Europe	\$2,353	\$13,036	\$15,388
Central & South America	\$380	\$5,882	\$6,262
Asia & Pacific (ex. China)	\$1,501	\$4,657	\$6,157
North America	\$523	\$2,038	\$2,561
China	\$282	\$626	\$908
Middle East & Africa	\$83	\$740	\$823

Europe was Massachusetts' top market for digitally tradeable services, followed by Central & South America.

Massachusetts exports of potentially ICT-enabled services to Ireland grew from \$1.2 billion in 2013 to \$3.9 billion (+233%) in 2022.

The "Digital Dozen" accounted for \$10 billion out of Massachusetts' \$32 billion in exports of digitally tradeable services in 2022.

Top Digitally Tradeable Services Exports from Massachusetts, 2022 (\$M)

Type (ICT in bold)	Total
Financial Management and Advisory Services	\$7,128
Research and Development and Testing Services	\$5,114
Business Management and Consulting Services	\$5,052
<b>Royalties from Computer Software</b>	<b>\$2,973</b>
Royalties from Industrial Processes	\$2,458
Other	\$9,388

Royalties from computer software are the top ICT services export, but fell from \$4.6 billion in 2013 to \$3.0 billion in 2022 (-35%).

Financial management and advisory services are Massachusetts' top potentially ICT-enabled services export, growing from \$5.6 billion in 2013 to \$7.1 billion in 2022 (28%).