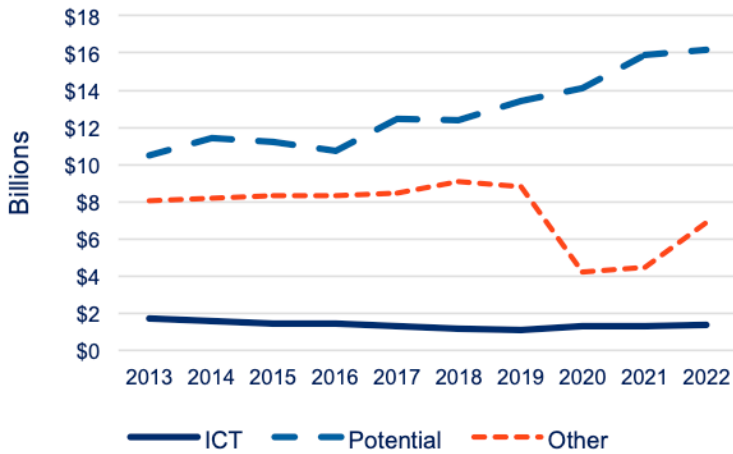




Pennsylvania and Digital Trade

Pennsylvania Services Exports, 2013-2022



ICT services exports declined from \$1.7 billion in 2013 to \$1.4 billion in 2022 (-20%), but still supported 2,718 direct and 2,412 indirect jobs in 2022.

Potentially ICT-enabled services exports grew from \$10 billion to \$16 billion (54%), supporting 41,503 direct and 34,480 indirect jobs in 2022.

Exports of other services grew from \$8.0 billion in 2013 to \$8.8 billion in 2019 (10%), before falling sharply due to Covid-19. They have not yet fully recovered.

Pennsylvania's digitally tradeable services exports supported 44,221 direct and 36,892 indirect American jobs in 2022.

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

Country	ICT	Potential	Total
Europe	\$560	\$7,464	\$8,024
Central & South America	\$232	\$3,273	\$3,505
Asia & Pacific (ex. China)	\$318	\$2,967	\$3,285
North America	\$184	\$1,478	\$1,662
China	\$55	\$502	\$557
Middle East & Africa	\$34	\$509	\$543

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

Pennsylvania exports of potentially ICT-enabled services to Ireland grew from \$643 million in 2013 to \$2.0 billion (+207%) in 2022.

The "Digital Dozen" accounted for \$6.2 billion out of Pennsylvania's \$18 billion in exports of digitally tradeable services in 2022.

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

Type (ICT in bold)	Total
Financial Management and Advisory Services	\$3,746
Research and Development and Testing Services	\$2,436
Royalties from Industrial Processes	\$2,085
Business Management and Consulting Services	\$1,576
Insurance Services	\$1,123
Other	\$6,616

Computer software services are the top ICT services export, growing from \$288 million in 2013 to \$495 million in 2022 (72%).

Financial management and advisory services are Pennsylvania's top potentially ICT-enabled services export, growing from \$3.1 billion in 2013 to \$3.7 billion in 2022 (22%).