

Exhibit 4b
2014 Exports by Company Type and Employment Size
to Number of Partner Countries

Value in millions of dollars. Details may not equal totals due to rounding. (D) - Represents suppressed to avoid disclosure.

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,447,277	305,213	5.2	58.7	6.2	24.5	6.5	8.9	13.5	5.9	18.3	1.6	50.3	0.4
no. employees unknown(2)	134,239	121,799	25.6	75.5	14.9	17.9	15.3	4.2	18.3	2.0	20.8	0.4	5.0	0.0
1 to 19 employees	92,102	112,200	24.9	55.5	28.5	29.4	21.5	9.9	18.5	4.7	6.0	0.5	0.7	0.0
20 to 49 employees	48,136	31,581	10.2	40.2	16.4	30.6	21.1	15.0	30.4	11.6	18.2	2.3	3.6	0.1
50 to 99 employees	48,704	15,715	7.6	34.6	13.2	29.8	14.7	16.2	36.7	14.7	22.0	4.3	5.7	0.5
100 to 249 employees	94,225	12,236	3.0	31.1	10.4	26.7	9.3	16.5	33.3	17.8	34.1	6.8	9.8	1.1
250 to 499 employees	68,759	4,714	2.4	27.8	7.0	23.3	9.3	15.4	29.3	19.2	26.8	11.6	25.1	2.7
500 or more employees	961,111	6,968	0.6	25.4	1.5	19.0	2.2	12.3	7.2	16.3	16.8	15.1	71.8	12.0
Manufacturers	848,866	74,247	1.5	42.4	3.1	28.9	4.1	13.3	9.8	10.7	17.5	3.5	63.9	1.1
no. employees unknown(2)	44,463	17,432	10.6	60.6	10.2	24.7	10.3	8.4	25.4	5.1	38.2	1.0	5.3	0.1
1 to 19 employees	8,777	23,990	23.6	49.8	25.2	31.5	27.2	11.9	19.3	6.2	4.6	0.5	0.1	0.0
20 to 49 employees	11,555	13,818	12.8	36.1	22.6	32.4	22.1	15.8	31.0	13.1	10.7	2.5	0.7	0.0
50 to 99 employees	17,205	7,872	7.5	27.7	17.1	32.0	16.9	17.5	31.9	16.9	15.6	5.3	10.9	0.6
100 to 249 employees	41,178	6,270	2.9	20.4	15.2	28.3	10.9	19.6	37.4	21.4	17.8	8.9	15.8	1.4
250 to 499 employees	45,973	2,293	2.1	14.3	6.6	21.6	8.9	18.6	22.3	24.8	26.3	16.5	33.8	4.2
500 or more employees	679,715	2,572	0.2	6.3	0.7	12.2	2.1	13.6	5.2	21.3	15.9	24.4	76.0	22.3
Wholesalers	331,007	102,943	8.3	51.9	9.8	29.2	11.5	10.7	19.3	6.5	20.6	1.5	30.5	0.3
no. employees unknown(2)	41,479	35,224	29.4	68.7	17.8	23.2	24.3	5.3	13.3	2.3	8.0	0.4	7.2	0.1
1 to 19 employees	56,461	49,333	21.6	48.6	26.6	33.3	23.1	11.6	21.0	5.7	7.4	0.7	0.3	0.0
20 to 49 employees	27,884	9,979	6.5	32.0	11.4	32.1	22.2	18.6	31.9	13.8	(D)	3.1	(D)	0.3
50 to 99 employees	19,788	3,970	2.8	27.4	8.6	29.4	17.7	19.9	52.8	17.5	(D)	4.9	(D)	0.8
100 to 249 employees	41,681	2,660	0.8	24.2	5.8	27.3	4.8	18.0	26.8	21.2	55.9	7.6	6.0	1.6
250 to 499 employees	13,752	917	1.9	20.5	3.0	25.1	11.9	16.8	45.7	21.8	25.8	12.9	11.8	2.9
500 or more employees	129,962	860	0.0	10.5	1.8	15.6	1.2	13.0	7.6	20.9	19.1	23.4	70.3	16.6
Other companies (3)	267,404	128,023	13.3	73.7	11.4	18.2	7.9	4.8	17.9	2.6	17.8	0.5	31.6	0.1
no. employees unknown(2)	48,297	69,143	36.3	82.7	16.7	13.4	12.3	2.6	16.2	1.2	15.6	0.2	2.9	0.0
1 to 19 employees	26,864	38,877	32.2	67.8	33.4	23.1	16.2	6.4	13.0	2.5	3.6	0.2	1.6	0.0
20 to 49 employees	8,697	7,784	18.9	58.0	23.9	25.4	16.2	9.2	24.9	6.2	(D)	1.0	(D)	0.1
50 to 99 employees	11,712	3,873	15.9	56.1	15.0	25.6	6.6	9.6	16.5	7.2	(D)	1.4	(D)	0.1
100 to 249 employees	11,366	3,306	11.7	56.7	10.5	23.1	20.3	9.3	42.6	8.3	13.4	2.3	1.5	0.3
250 to 499 employees	9,034	1,504	4.7	52.7	15.1	24.8	7.7	9.6	40.1	9.0	31.2	3.5	1.2	0.3
500 or more employees	151,434	3,536	2.7	43.0	4.7	24.7	3.7	11.2	15.9	11.6	18.6	6.2	54.4	3.4

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2014.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies; and companies for which an industry could not be determined.

Note: This exhibit is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.