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## PRELIMINARY PROFILE OF U.S. EXPORTING COMPANIES, 2020

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**NOVEMBER 4, 2021** —The U.S. Census Bureau has released the report, Preliminary Profile of U.S. Exporting Companies, 2020. This report compiles preliminary data on the universe of U.S. exporting companies in 2020, using characteristics from the 2019 Business Register.

In 2020, there were 270,290 identified U.S. exporters, accounting for \$1.25 trillion in exports of goods (of \$1.42 trillion total exports of goods). All data are subject to revision with the *Profile of U.S. Importing and Exporting Companies, 2019 – 2020*, scheduled for release in April 2022.

	Identified U.S. Exporters <sup>1</sup>			Known Value (\$millions) <sup>2</sup>		
	2020 Preliminary	2019 Preliminary	2019 Final	2020 Preliminary	2019 Preliminary	2019 Final
<b>All Exporters</b>						
<b>All Identified Companies</b>	<b>270,290</b>	<b>286,132</b>	<b>288,063</b>	<b>1,253,648</b>	<b>1,386,225</b>	<b>1,455,444</b>
Manufacturing	67,764	71,315	71,004	723,064	816,676	861,550
Wholesale	86,320	90,969	92,484	307,261	332,966	339,461
Other/Unidentified	116,206	123,848	124,575	223,323	236,583	254,432
<b>Small and Medium Exporters<sup>3</sup></b>						
<b>All Identified Companies</b>	<b>263,054</b>	<b>278,694</b>	<b>280,496</b>	<b>415,738</b>	<b>462,164</b>	<b>459,638</b>
Manufacturing	65,034	68,578	68,254	135,033	152,916	147,525
Wholesale	85,351	90,039	91,503	173,611	193,962	193,831
Other/Unidentified	112,669	120,077	120,739	107,093	115,286	118,283

<sup>1</sup> Identified U.S. exporters are defined as companies that can be linked to export transactions.

<sup>2</sup> Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

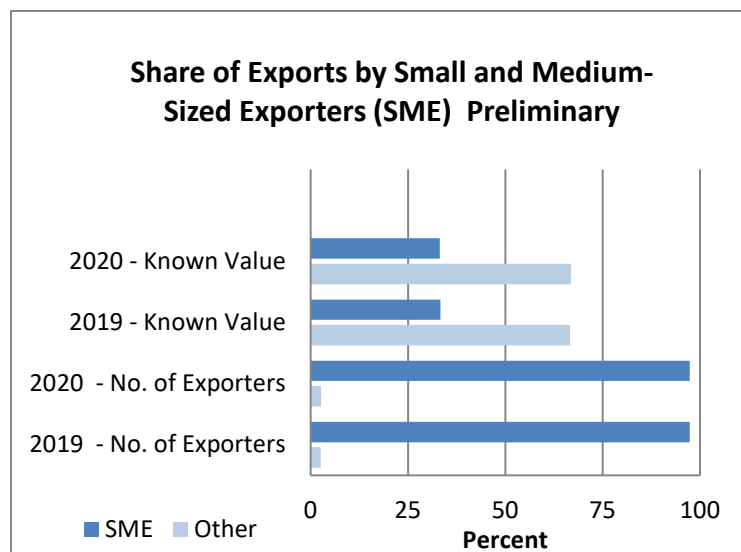
<sup>3</sup> Small and Medium Exporters are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll.

### Data Inquiries

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### Methodology

Preliminary Exporter data was created by comparing the statistical year data to the prior year Business Register. For example, 2020 export data was compared to the 2019 Business Register; 2019 export data was compared to the 2018 Business Register, etc. Research has shown that this methodology captures approximately 95% of the Known Value and 99% of Identified Exporters when compared to the Final Exporter data, which is created using export data and Business Register from the same year.

The missing data reflect the lack of information on exporters that were birthed during the statistical year and therefore not part of the prior year Business Register. See the table below for more information.

While the use of the prior year Business Register has little effect on the overall Known Value and Identified Exporters, it can have significant effects on more detailed statistics. Changes in ownership, NAICS classification, employee size class, and location can cause these detailed statistics to change significantly from year-to-year. For this reason, only the high-level summary data is published in the Preliminary Exporter Profile. Full detail will be available with the publication of the final Profile of U.S. Importing and Exporting Companies in April 2022.

### Preliminary-to-Final Change Comparison

	Identified U.S. Exporters			Known Value		
	Preliminary	Final	Change	Preliminary	Final	Change
2020	270,290			1,253,648		
2019	286,132	288,063	0.67%	1,386,225	1,455,444	4.99%
2018	291,802	292,793	0.34%	1,406,368	1,477,975	5.09%
2017	284,168	290,142	2.10%	1,291,586	1,377,324	6.64%
2016	285,281	287,314	0.71%	1,210,666	1,290,213	6.57%
2015	292,784	294,834	0.70%	1,307,013	1,355,114	3.68%
2014	301,923	304,466	0.84%	1,403,769	1,441,914	2.72%
2013	302,051	304,223	0.72%	1,365,738	1,400,955	2.58%
2012	301,238	304,867	1.20%	1,333,086	1,379,683	3.49%

**Note:** The data in this report are preliminary and subject to revision. For more information, visit [www.census.gov/trade](http://www.census.gov/trade).

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