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## PRELIMINARY PROFILE OF U.S. EXPORTING COMPANIES, 2021

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**OCTOBER 5, 2022** —The U.S. Census Bureau has released the report, Preliminary Profile of U.S. Exporting Companies, 2021. This report compiles preliminary data on the universe of U.S. exporting companies in 2021, using characteristics from the 2020 Business Register.

In 2021, there were 277,489 identified U.S. exporters, accounting for \$1.53 trillion in exports of goods (of \$1.75 trillion total exports of goods). All data are subject to revision with the *Profile of U.S. Importing and Exporting Companies, 2020 – 2021*, scheduled for release in April 2023.

	Identified U.S. Exporters <sup>1</sup>			Known Value (\$millions) <sup>2</sup>		
	2021 Preliminary	2020 Preliminary	2020 Final	2021 Preliminary	2020 Preliminary	2020 Final
<b>All Exporters</b>						
<b>All Identified Companies</b>	<b>277,489</b>	<b>270,290</b>	<b>271,705</b>	<b>1,532,210</b>	<b>1,253,648</b>	<b>1,265,900</b>
Manufacturing	68,271	67,764	67,953	857,003	723,064	723,960
Wholesale	86,760	86,320	87,569	395,780	307,261	319,306
Other/Unidentified	122,458	116,206	116,183	279,427	223,323	222,635
<b>Small and Medium Exporters<sup>3</sup></b>						
<b>All Identified Companies</b>	<b>270,272</b>	<b>263,054</b>	<b>264,366</b>	<b>530,472</b>	<b>415,738</b>	<b>413,288</b>
Manufacturing	65,540	65,034	65,230	156,948	135,033	131,467
Wholesale	85,786	85,351	86,593	227,785	173,611	177,912
Other/Unidentified	118,946	112,669	112,543	145,738	107,093	103,909

<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.

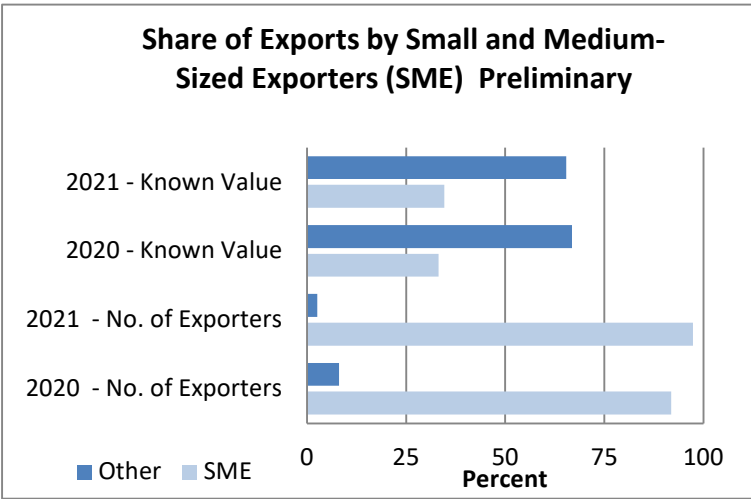
<sup>3</sup> Small and Medium Exporters are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll.

### 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, 2021 export data was compared to the 2020 Business Register; 2020 export data was compared to the 2019 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 2023.

**Preliminary-to-Final Change Comparison**

	Identified U.S. Exporters			Known Value		
	Preliminary	Final	Change	Preliminary	Final	Change
2021	277,489			1,532,210		
2020	270,290	271,705	0.52%	1,253,648	1,265,900	0.98%
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). The Census Bureau has reviewed this data product for unauthorized disclosure of confidential information and has approved the disclosure avoidance practices applied. (Approval ID: CBDRB-FY22-421)

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