MARKET RESEARCH REPORT

Product: 8471 - Automatic data processing machines and units thereof, magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included

Country: USA

Special type of report considering USA announcement of new tariffs as of 1st August 2025

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CONTENTS OF THE REPORT

SCOPE OF THE MARKET RESEARCH

Selected Product	Computers
Product HS Code	8471
Detailed Product Description	8471 - Automatic data processing machines and units thereof, magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included
Selected Country	USA
Period Analyzed	Jan 2019 - Jun 2025

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EXECUTIVE
SUMMARY

ESTIMATION OF WEIGHTED AVERAGE TARIFF ON THE PRODUCT IMPORTED TO USA BASED ON GEO OF IMPORTS

This section presents an estimation of additional tariff burden on the imports of the analyzed product based on the tariffs announced by a number of Executive Orders of the President of the United States issued from February to July 2025. The table provides detailed information on imports of "Computers" to the USA for the LTM period (07.2024 - 06.2025), along with an estimation of the additional tariff burden on the imports potentially arising as a result of implementation of the mentioned regulations. The methodology used for the estimation is outlined on the following page of this report.

Table 1. Country's Imports by Trade Partners in LTM, US$. Calculation of Potential Additional Tariff Burden

Trade Partner	Imports to the USA (07.2024 - 06.2025), US $	Trade Partner's Share in Total Imports to the USA (07.2024 - 06.2025), %	Country Specific Additional Ad Valorem Duty in acc. with Executive Orders as of 1 August, 2025	Product Specific Exemption from Application of Additional Ad Valorem Duty in acc. with Executive Order from April 2, 2025 or Executive Orders from February 1, 2025 or Product Specific Ad Valorem Duty in acc. with the Executive Orders from February 10, 2025, March 26, 2025, June 3, 2025 and July 30, 2025	Additional Ad Valorem Duty Applied in Estimation
Mexico	67,322,266,890	37.079%	0.0%	0.0%	0.0%
Asia, not elsewhere specified	42,987,136,920	23.676%	32.0%	0.0%	0.0%
China	28,466,183,426	15.678%	34.0%	20.0%	20.0%
Viet Nam	24,770,895,810	13.643%	20.0%	0.0%	0.0%
Thailand	9,932,076,234	5.470%	19.0%	0.0%	0.0%
Philippines	1,086,308,789	0.598%	19.0%	0.0%	0.0%
Malaysia	855,314,100	0.471%	19.0%	0.0%	0.0%
Germany	806,719,902	0.444%	15.0%	0.0%	0.0%
Hungary	775,104,298	0.427%	15.0%	0.0%	0.0%
Canada	524,071,626	0.289%	0.0%	0.0%	0.0%
Czechia	500,163,516	0.275%	15.0%	0.0%	0.0%
Japan	432,424,522	0.238%	15.0%	0.0%	0.0%
Ireland	396,920,275	0.219%	15.0%	0.0%	0.0%
United Kingdom	367,751,610	0.203%	10.0%	0.0%	0.0%
Singapore	366,457,398	0.202%	25.0%	0.0%	0.0%
Netherlands	338,694,960	0.187%	15.0%	0.0%	0.0%
Indonesia	327,172,637	0.180%	19.0%	0.0%	0.0%
Israel	213,034,281	0.117%	15.0%	0.0%	0.0%
Rep. of Korea	211,111,480	0.116%	15.0%	0.0%	0.0%
France	116,938,767	0.064%	15.0%	0.0%	0.0%
Total Imports	**180,796,747,441**	**99.577%**			
Weighted Average Additional Tariff Burden					**3.1%**

ESTIMATION OF WEIGHTED AVERAGE TARIFF ON THE PRODUCT IMPORTED TO USA BASED ON GEO OF IMPORTS

This section presents the methodology and an important disclaimer in relation to the estimation of additional tariff burden on the imports of the analyzed product based on the tariffs announced by a number of Executive Orders of the President of the United States issued from February to July 2025.

Approach to Estimation & Disclaimer:

1. The estimation of potential additional tariff burdens on international trade flows with the United States, as presented in the table on the preceding page, is based on GTAIC's interpretation of the following legislative acts issued by the U.S. Government:

   • Executive Order of the President of the United States, Donald J. Trump, dated April 2, 2025, titled "Regulating Imports with a Reciprocal Tariff to Rectify Trade Practices that Contribute to Large and Persistent Annual United States Goods Trade Deficits."

   • Executive Order of the President of the United States, Donald J. Trump, dated February 1, 2025, titled "Imposing Duties to Address the Flow of Illicit Drugs Across Our Northern Border."

   • Executive Order of the President of the United States, Donald J. Trump, dated February 1, 2025, titled "Imposing Duties to Address the Situation at Our Southern Border."

   • Executive Order of the President of the United States, Donald J. Trump, dated March 26, 2025, titled "Adjusting Imports of Automobiles and Automobile Parts into the United States."

   • Executive Order of the President of the United States, Donald J. Trump, dated March 3, 2025, titled "Further Amendment to Duties Addressing the Synthetic Opioid Supply Chain in the People's Republic of China."

   • Executive Order of the President of the United States, Donald J. Trump, dated April 9, 2025, titled "Modifying Reciprocal Tariff Rates to Reflect Trading Partner Retaliation and Alignment."

   • Executive Order of the President of the United States, Donald J. Trump, dated May 12, 2025, titled "Modifying Reciprocal Tariff Rates to Reflect Discussions with the People's Republic of China."

   • Executive Order of the President of the United States, Donald J. Trump, dated June 3, 2025, titled "Adjusting Imports of Aluminum and Steel into the United States."

   • Executive Order of the President of the United States, Donald J. Trump, dated July 30, 2025, titled "Adjusting Imports of Copper into the United States."

   • Executive Order of the President of the United States, Donald J. Trump, dated June 31, 2025, titled "Further Modifying the Reciprocal Tariff Rates."

2. Factsheet on the announcement by the President of the United States, Donald J. Trump, dated July 22, 2025, titled "The United States and Indonesia Reach Historic Trade Deal", including lowering the tariff on goods exported from India to 19%.

3. On 27 July 2025, the President of European Commission, Ursula von der Leyen and the President of the United States, Donald J. Trump agreed a deal on tariff ceiling of 15% for EU goods.

4. On 30 July 2025, the President of the United States, Donald J. Trump announced a 50% tariff on imported goods from Brazil, set to take effect on August 7, 2025.

5. The weighted average additional tariff burden, calculated in the table, is derived based on the import values from top-20 Trade Partners supplying the product analyzed to the USA in the LTM period, incorporating the applicable country specific tariff set by the aforementioned regulations. In case if any exemptions have been set for specific product, or otherwise, product specific additional ad valorem duties have been set by the aforementioned regulations, these product specific tariffs have been applied instead of country specific tariffs.

6. A 0% tariff rate is applied to goods imported from Canada and Mexico, provided they meet the requirements of the USMCA free trade agreement. This exemption does not extend to goods specifically regulated by the aforementioned orders. However, goods that do not comply with the USMCA provisions will be subject to an additional duty of 25%.

7. Exemptions set in the guidance by U.S. Customs and Border Protection CSMS # 64724565 - UPDATED GUIDANCE – Reciprocal Tariff Exclusion for Specified Products in relation to specific goods imported from China are also considered.

ESTIMATION OF WEIGHTED AVERAGE TARIFF ON THE PRODUCT IMPORTED TO USA BASED ON GEO OF IMPORTS

This section presents the methodology and an important disclaimer in relation to the estimation of additional tariff burden on the imports of the analyzed product based on the tariffs announced by a number of Executive Orders of the President of the United States issued from February to July 2025.

Approach to Estimation & Disclaimer:

8. Classified under 4- or 6-digit HS codes, and given that the product-specific regulations are primarily applicable to goods under 8-digit HS codes, the tariffs for goods classified under 8-digit HS codes have been applied to the corresponding broader categories of goods classified under 6-digit and 4-digit HS codes.

9. It is important to note that this estimation does not account for existing tariff levels and reflects only the projected additional tariff burden that could result from the aforementioned regulations. These projections are based solely on GTAIC interpretation of the cited regulations. As such, the actual tariffs applicable to specific products from specific countries may differ from the figures used in this estimation.

10. The primary purpose of this estimation is to provide a high-level overview of the potential impact of the announced tariffs on trade with the United States. This estimation may be subject to revision as the tariffs are practically implemented and as outcomes from any bilateral negotiations, which may occur in the coming months, are realized.

11. GTAIC disclaims any responsibility for the accuracy or completeness of the projections, and cautions that actual tariff rates and their effects may vary from those outlined in this report.

SUMMARY: TOP EXPORTING COMPANIES IN EACH KEY SUPPLIER COUNTRY

This table presents a summary of the top exporters in each key supplier country. It includes company names, their countries of origin, websites, and estimated size metrics with values. **The data has been generated with the assistance of Google's Gemini AI model and aims to provide actionable insights for market analysis and business decision-making.**

Company Name	Country	Website	Size Metric	Size Value
Lenovo Group Ltd.	China	https://www.lenovo.com/	Revenue	56,900,000,000$
Quanta Computer Inc.	China	https://www.quantatw.com/	Revenue	37,800,000,000$
Pegatron Corporation	China	https://www.pegatroncorp.com/	Revenue	44,300,000,000$
Wistron Corporation	China	https://www.wistron.com/	Revenue	29,500,000,000$
BYD Electronic (International) Company Limited	China	https://www.byd.com/en/byde.html	Revenue	34,200,000,000$
Foxconn (Hon Hai Precision Industry Co., Ltd.)	Mexico	https://www.foxconn.com/	Revenue	200,000,000,000$
HP Inc.	Mexico	https://www.hp.com/	Revenue	53,700,000,000$
Dell Technologies Inc.	Mexico	https://www.dell.com/	Revenue	88,400,000,000$
Flex Ltd.	Mexico	https://flex.com/	Revenue	26,400,000,000$
Jabil Inc.	Mexico	https://www.jabil.com/	Revenue	34,700,000,000$
Samsung Electronics Co., Ltd.	Viet Nam	https://www.samsung.com/	Revenue	198,000,000,000$
LG Electronics Inc.	Viet Nam	https://www.lg.com/	Revenue	62,100,000,000$
Intel Products Vietnam (Intel Corporation)	Viet Nam	https://www.intel.com/content/www/us/en/corporate/intel-vietnam.html	Revenue	54,200,000,000$
Compal Electronics, Inc.	Viet Nam	https://www.compal.com/	Revenue	29,800,000,000$
Foxconn (Hon Hai Precision Industry Co., Ltd.)	Viet Nam	https://www.foxconn.com/	Revenue	200,000,000,000$

SUMMARY: TOP BUYERS / IMPORTERS IN THE TARGET COUNTRY

This table presents a summary of the top buyers and importers in the specified target country. It includes company names, their countries of origin, websites, and estimated size metrics with values. **The data has been generated with the assistance of Google's Gemini AI model and aims to provide actionable insights for market analysis and business decision-making.**

Company Name	Country	Website	Size Metric	Size Value
Apple Inc.	USA	https://www.apple.com/	Revenue	383,300,000,000$
HP Inc.	USA	https://www.hp.com/	Revenue	53,700,000,000$
Dell Technologies Inc.	USA	https://www.dell.com/	Revenue	88,400,000,000$
Microsoft Corporation	USA	https://www.microsoft.com/	Revenue	211,900,000,000$
Lenovo (United States) Inc.	USA	https://www.lenovo.com/us/en/	Revenue	56,900,000,000$
Amazon.com, Inc.	USA	https://www.amazon.com/	Revenue	574,800,000,000$
Best Buy Co., Inc.	USA	https://www.bestbuy.com/	Revenue	46,300,000,000$
Walmart Inc.	USA	https://www.walmart.com/	Revenue	648,100,000,000$
CDW Corporation	USA	https://www.cdw.com/	Revenue	21,800,000,000$
Insight Enterprises, Inc.	USA	https://www.insight.com/	Revenue	10,400,000,000$
Google LLC (Alphabet Inc.)	USA	https://about.google/	Revenue	305,600,000,000$
Meta Platforms, Inc.	USA	https://about.meta.com/	Revenue	134,900,000,000$
Cisco Systems, Inc.	USA	https://www.cisco.com/	Revenue	57,000,000,000$
IBM Corporation	USA	https://www.ibm.com/	Revenue	61,900,000,000$
Target Corporation	USA	https://www.target.com/	Revenue	107,400,000,000$

SUMMARY: TOP BUYERS / IMPORTERS IN THE TARGET COUNTRY

This table presents a summary of the top buyers and importers in the specified target country. It includes company names, their countries of origin, websites, and estimated size metrics with values. **The data has been generated with the assistance of Google's Gemini AI model and aims to provide actionable insights for market analysis and business decision-making.**

Company Name	Country	Website	Size Metric	Size Value
Micro Center (Micro Electronics, Inc.)	USA	https://www.microcenter.com/	Revenue	3,000,000,000$
Newegg Commerce, Inc.	USA	https://www.newegg.com/	Revenue	1,500,000,000$
Ingram Micro Inc.	USA	https://www.ingrammicro.com/	Revenue	50,000,000,000$
Synnex Corporation	USA	https://www.synnex.com/	Revenue	30,200,000,000$
Arrow Electronics, Inc.	USA	https://www.arrow.com/	Revenue	33,100,000,000$
Tech Data (TD SYNNEX)	USA	https://www.tdsynnex.com/	Revenue	57,500,000,000$
Super Micro Computer, Inc.	USA	https://www.supermicro.com/	Revenue	7,100,000,000$

> **AI-Generated Content Notice:** This list of companies has been generated using Google's Gemini AI model. While we've made efforts to ensure accuracy, the information may contain errors or omissions. We recommend verifying critical details through additional sources before making business decisions based on this data.

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GLOBAL
MARKET
TRENDS

GLOBAL MARKET: SUMMARY

|	
Global Market Size (2024), in US$ terms	US$ 460.17 B
US$-terms CAGR (5 previous years 2020-2024)	6.87 %
Global Market Size (2024), in tons	1,021.75 Ktons
Volume-terms CAGR (5 previous years 2020-2024)	-13.34 %
Proxy prices CAGR (5 previous years 2020-2024)	23.33 %

GLOBAL MARKET: LONG-TERM TRENDS

This section describes the development over the past five years, focusing on global imports of the chosen product in US$ terms, aggregating data from all countries. It presents information in absolute values, percentage growth rates, long-term Compound Annual Growth Rate (CAGR), and delves into the economic factors contributing to global imports.

Key points:

  i. The global market size of Computers was reported at US$460.17B in 2024.
 ii. The long-term dynamics of the global market of Computers may be characterized as fast-growing with US$-terms CAGR exceeding 6.87%.
iii. One of the main drivers of the global market development was decline in demand accompanied by growth in prices.
 iv. Market growth in 2024 outperformed the long-term growth rates of the global market in US$-terms.

Figure 1. Global Market Size (B US$, left axes), Annual Growth Rates (%, right axis)
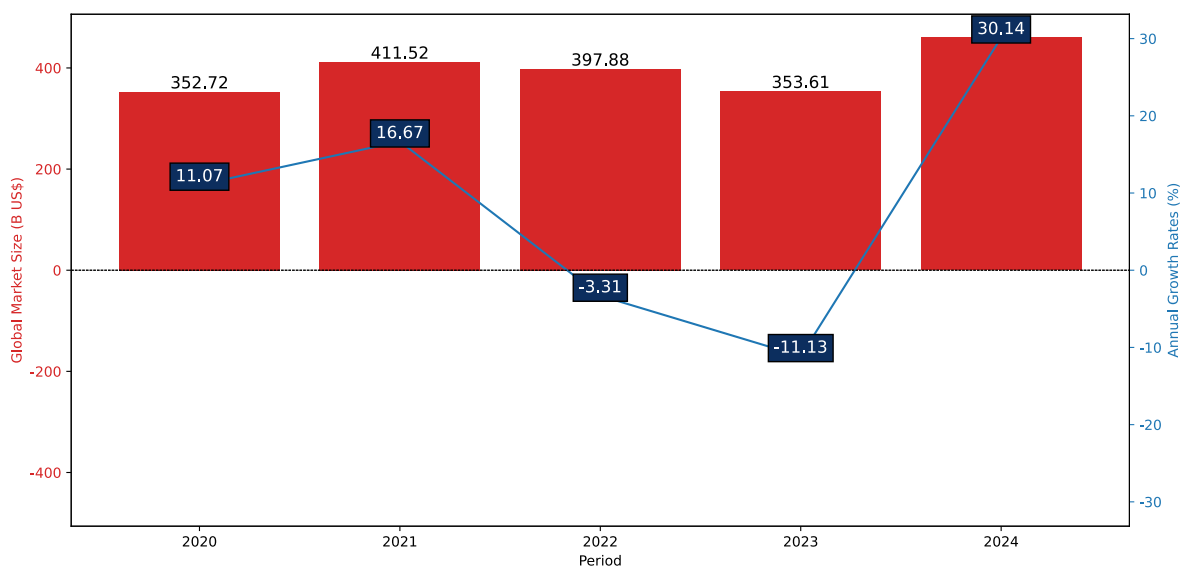
a. The global market size of Computers was estimated to be US$460.17B in 2024, compared to US$353.61B the year before, with an annual growth rate of 30.14%

b. Since the past five years CAGR exceeded 6.87%, the global market may be defined as fast-growing.

c. One of the main drivers of the long-term development of the global market in the US$ terms may be defined as decline in demand accompanied by growth in prices.

d. The best-performing calendar year was 2024 with the largest growth rate in the US$-terms. One of the possible reasons was decline in demand accompanied by growth in prices.

e. The worst-performing calendar year was 2023 with the smallest growth rate in the US$-terms. One of the possible reasons was biggest drop in import volumes with slow average price growth.

The following countries were not included in the calculation of the size of the global market over the last six years due to irregular provision of annual import statistics to the UN Comtrade Database (Top 10 countries with irregular data provision): Mexico, Australia, Singapore, United Arab Emirates, Asia, not elsewhere specified, Russian Federation, Hungary, Viet Nam, Indonesia, Colombia.
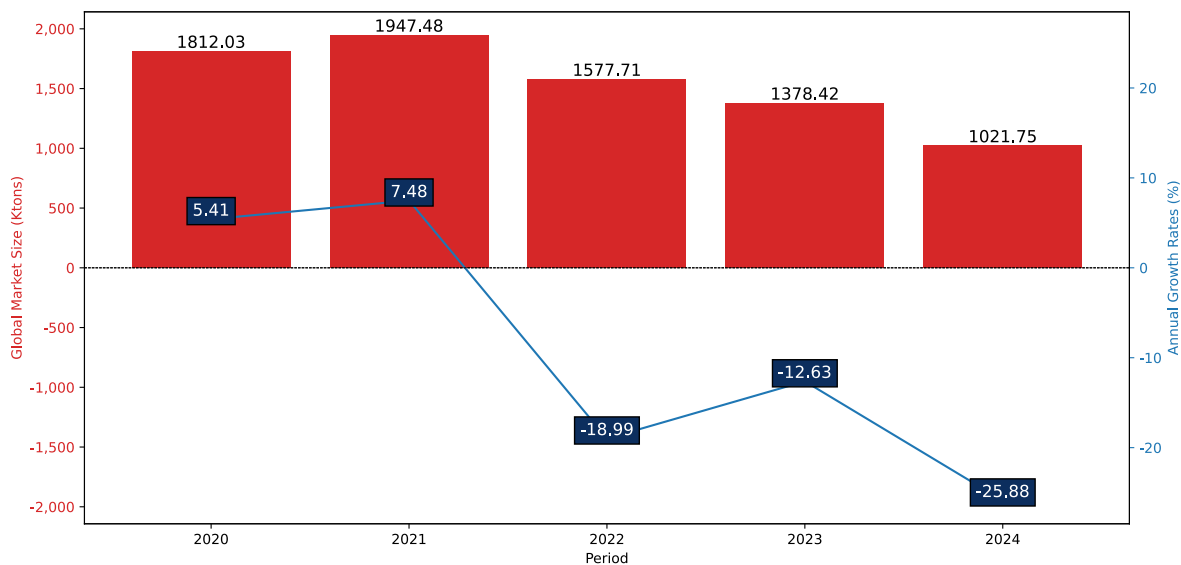
GLOBAL MARKET: LONG-TERM TRENDS

This section provides an overview of the global imports of the chosen product in volume terms, aggregating data from imports across all countries. It presents information in absolute values, percentage growth rates, and the long-term Compound Annual Growth Rate (CAGR) to supplement the analysis.

Key points:

    i. In volume terms, global market of Computers may be defined as stagnating with CAGR in the past five years of -13.34%.

    ii. Market growth in 2024 underperformed the long-term growth rates of the global market in volume terms.

Figure 2. Global Market Size (Ktons, left axis), Annual Growth Rates (%, right axis)

a. Global market size for Computers reached 1,021.75 Ktons in 2024. This was approx. -25.88% change in comparison to the previous year (1,378.42 Ktons in 2023).

b. The growth of the global market in volume terms in 2024 underperformed the long-term global market growth of the selected product.

The following countries were not included in the calculation of the size of the global market over the last six years due to irregular provision of annual import statistics to the UN Comtrade Database (Top 10 countries with irregular data provision): Mexico, Australia, Singapore, United Arab Emirates, Asia, not elsewhere specified, Russian Federation, Hungary, Viet Nam, Indonesia, Colombia.

MARKETS CONTRIBUTING TO GLOBAL DEMAND

This section describes the global structure of imports for the chosen product. It utilizes a tree-map diagram, which offers a user-friendly visual representation covering all major importers.

Figure 3. Country-specific Global Imports in 2024, US$-terms
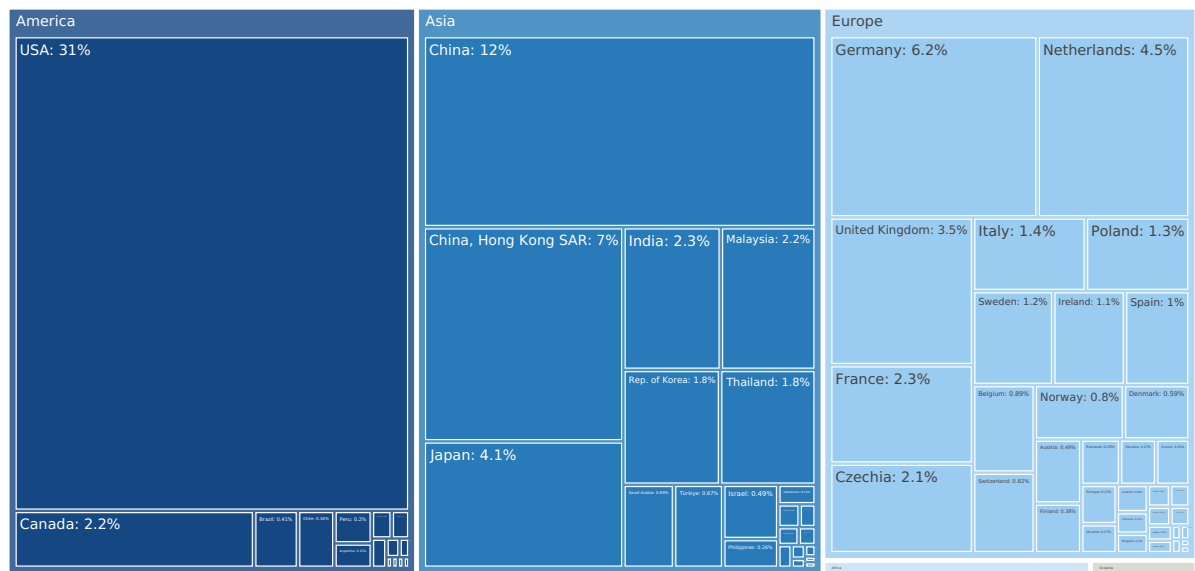
Top-5 global importers of Computers in 2024 include:

1. USA (30.73% share and 35.84% YoY growth rate of imports);

2. China (12.28% share and 60.41% YoY growth rate of imports);

3. China, Hong Kong SAR (7.01% share and 57.18% YoY growth rate of imports);

4. Germany (6.2% share and 10.2% YoY growth rate of imports);

5. Netherlands (4.54% share and 34.73% YoY growth rate of imports).

USA accounts for about 30.73% of global imports of Computers.

3

COUNTRY
ECONOMIC
OUTLOOK

COUNTRY ECONOMIC OUTLOOK - 1

This section provides a list of macroeconomic indicators related to the chosen country . It may be important for exporters while looking for an opportunity to sell to this country. Find information and data trends about the country's economy, including the GDP growth, change in income, change in exports/imports, price inflation prospects. Besides, the section includes indicators of macroeconomic risks, stability of local currency, ability of the country to repay debts.

GDP (current US$) (2024), B US$	29,184.89
Rank of the Country in the World by the size of GDP (current US$) (2024)	1
Size of the Economy	Largest economy
Annual GDP growth rate, % (2024)	2.80
Economy Short-Term Growth Pattern	Slowly growing economy
GDP per capita (current US$) (2024)	85,809.90
World Bank Group country classifications by income level	High income
Inflation, (CPI, annual %) (2024)	2.95
Short-Term Inflation Profile	Low level of inflation
Long-Term Inflation Index, (CPI, 2010=100), % (2024)	143.86
Long-Term Inflation Environment	Very low inflationary environment
Short-Term Monetary Policy (2021)	Easing monetary environment
Population, Total (2024)	340,110,988
Population Growth Rate (2024), % annual	0.98
Population Growth Pattern	Moderate growth in population

COUNTRY ECONOMIC OUTLOOK - 2

This section provides a list of macroeconomic indicators related to the chosen country. This may be important for exporters while looking for an opportunity to sell to this country. Find information and data trends about the country's economy, including the GDP growth, change in income, change in exports/imports operations, price inflation prospects. Besides, the section includes indicators of macroeconomic risks, stability of local currency, ability to repay debts.

Indicator	Value
GDP (current US$) (2024), B US$	29,184.89
Rank of the Country in the World by the size of GDP (current US$) (2024)	1
Size of the Economy	Largest economy
Annual GDP growth rate, % (2024)	2.80
Economy Short-Term Growth Pattern	Slowly growing economy
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Inflation, (CPI, annual %) (2024)	2.95
Short-Term Inflation Profile	Low level of inflation
Long-Term Inflation Index, (CPI, 2010=100), % (2024)	143.86
Long-Term Inflation Environment	Very low inflationary environment
Short-Term Monetary Policy (2021)	Easing monetary environment
Population, Total (2024)	340,110,988
Population Growth Rate (2024), % annual	0.98
Population Growth Pattern	Moderate growth in population

4

COUNTRY
MARKET
TRENDS

PRODUCT MARKET SNAPSHOT

This section provides data on imports of a specific good to a chosen country.

Country Market Size (2024), US$	US$ 141,406.13 M
Contribution of Computers to the Total Imports Growth in the previous 5 years	US$ 36,457.96 M
Share of Computers in Total Imports (in value terms) in 2024.	4.21%
Change of the Share of Computers in Total Imports in 5 years	-3.45%

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Country Market Size (2024), in tons	481.56 Ktons
CAGR (5 previous years 2020-2024), US$-terms	7.74%
CAGR (5 previous years 2020-2024), volume terms	1.92%
Proxy price CAGR (5 previous years 2020-2024)	5.71%

LONG-TERM COUNTRY TRENDS: IMPORTS VALUES

This section provides information on the imports of a specific product to a designated country over the past five years, presented in US$ terms. It encompasses the growth rates of imports, the development of long-term import patterns, factors influencing import fluctuations, and an estimation of the country's reliance on imports.

Key points:

    i. Long-term performance of USA's market of Computers may be defined as fast-growing.
    ii. Growth in prices may be a leading driver of the long-term growth of USA's market in US$-terms.
    iii. Expansion rates of imports of the product in 01.2025-06.2025 surpassed the level of growth of total imports of USA.
    iv. The strength of the effect of imports of the product on the country's economy is generally high.

Figure 4. USA's Market Size of Computers in M US$ (left axis) and Annual Growth Rates in % (right axis)
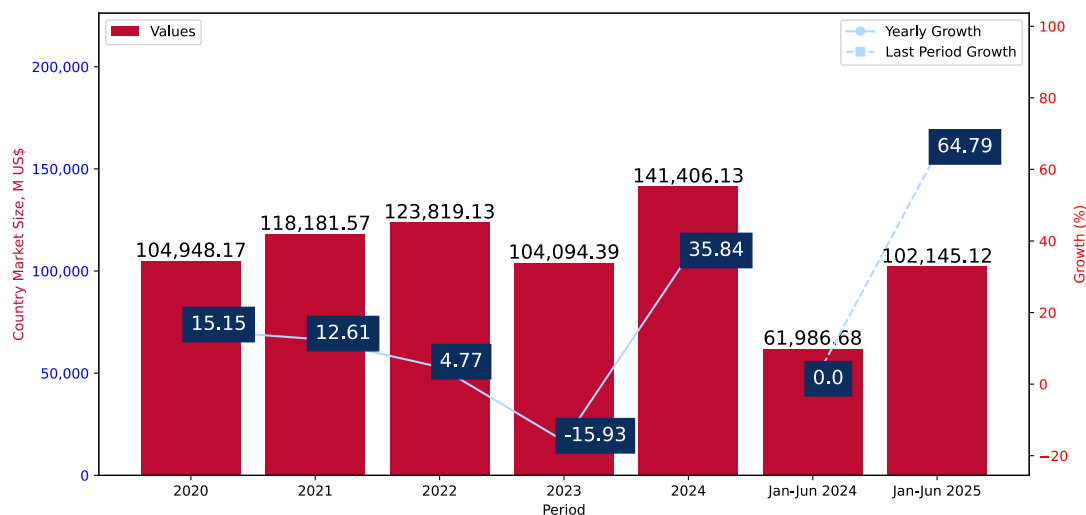
a. USA's market size reached US$141,406.13M in 2024, compared to US104,094.39$M in 2023. Annual growth rate was 35.84%.

b. USA's market size in 01.2025-06.2025 reached US$102,145.12M, compared to US$61,986.68M in the same period last year. The growth rate was 64.79%.

c. Imports of the product contributed around 4.21% to the total imports of USA in 2024. That is, its effect on USA's economy is generally of a high strength. At the same time, the share of the product imports in the total Imports of USA remained stable.

d. Since CAGR of imports of the product in US$-terms for the past 5Y exceeded 7.74%, the product market may be defined as fast-growing. Ultimately, the expansion rate of imports of Computers was underperforming compared to the level of growth of total imports of USA (8.69% of the change in CAGR of total imports of USA).

e. It is highly likely, that growth in prices was a leading driver of the long-term growth of USA's market in US$-terms.

f. The best-performing calendar year with the highest growth rate of imports in the US$-terms was 2024. It is highly likely that growth in demand had a major effect.

g. The worst-performing calendar year with the smallest growth rate of imports in the US$-terms was 2023. It is highly likely that biggest drop in import volumes with slow average price growth had a major effect.

LONG-TERM COUNTRY TRENDS: IMPORTS VOLUMES

This section presents information regarding the imports of a particular product to a selected country over the last five years. It includes details about physical volumes, import growth rates, and the long-term development trend in imports.

Key points:

i. In volume terms, the market of Computers in USA was in a stable trend with CAGR of 1.92% for the past 5 years, and it reached 481.56 Ktons in 2024.

ii. Expansion rates of the imports of Computers in USA in 01.2025-06.2025 surpassed the long-term level of growth of the USA's imports of this product in volume terms

Figure 5. USA's Market Size of Computers in K tons (left axis), Growth Rates in % (right axis)
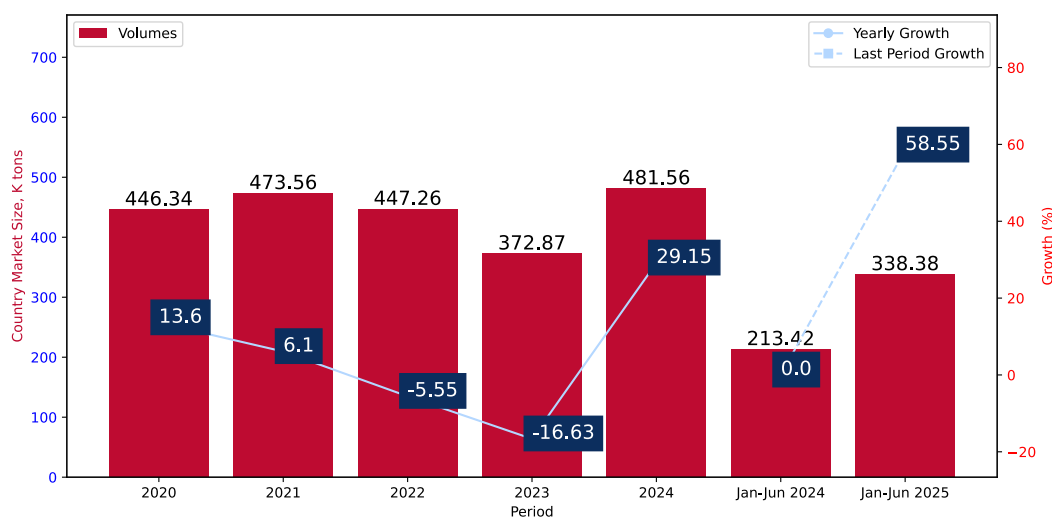
a. USA's market size of Computers reached 481.56 Ktons in 2024 in comparison to 372.87 Ktons in 2023. The annual growth rate was 29.15%.

b. USA's market size of Computers in 01.2025-06.2025 reached 338.38 Ktons, in comparison to 213.42 Ktons in the same period last year. The growth rate equaled to approx. 58.55%.

c. Expansion rates of the imports of Computers in USA in 01.2025-06.2025 surpassed the long-term level of growth of the country's imports of Computers in volume terms.

LONG-TERM COUNTRY TRENDS: PROXY PRICES

This section provides details regarding the price fluctuations of a specific imported product over the past five years. It covers the assessment of average annual proxy prices, their changes, growth rates, and identification of any anomalies in price fluctuations.

Key points:

i. Average annual level of proxy prices of Computers in USA was in a growing trend with CAGR of 5.71% for the past 5 years.

ii. Expansion rates of average level of proxy prices on imports of Computers in USA in 01.2025-06.2025 underperformed the long-term level of proxy price growth.

Figure 6. USA's Proxy Price Level on Imports, K US$ per 1 ton (left axis), Growth Rates in % (right axis)
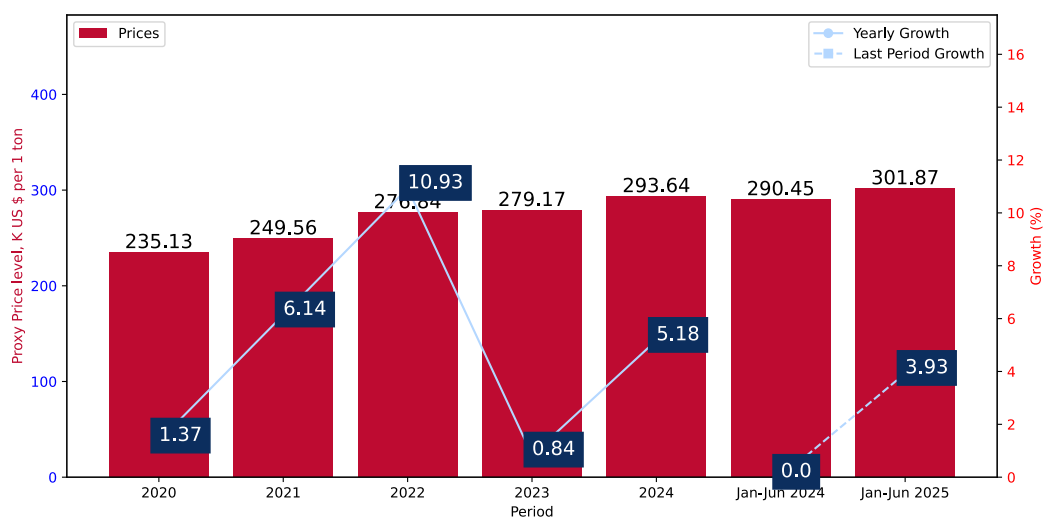
1. Average annual level of proxy prices of Computers has been growing at a CAGR of 5.71% in the previous 5 years.

2. In 2024, the average level of proxy prices on imports of Computers in USA reached 293.64 K US$ per 1 ton in comparison to 279.17 K US$ per 1 ton in 2023. The annual growth rate was 5.18%.

3. Further, the average level of proxy prices on imports of Computers in USA in 01.2025-06.2025 reached 301.87 K US$ per 1 ton, in comparison to 290.45 K US$ per 1 ton in the same period last year. The growth rate was approx. 3.93%.

4. In this way, the growth of average level of proxy prices on imports of Computers in USA in 01.2025-06.2025 was lower compared to the long-term dynamics of proxy prices.

SHORT-TERM TRENDS: IMPORTS VALUES

This section offers comprehensive and up-to-date statistics concerning the imports of a specific product into a designated country over the past 24 months for which relevant statistics is published and available. It includes monthly import values in US$, year-on-year changes, identification of any anomalies in imports, examination of factors driving short-term fluctuations. Besides, it provides a quantitative estimation of the short-term trend in imports to supplement the data.

Figure 7. Monthly Imports of USA, K current US$
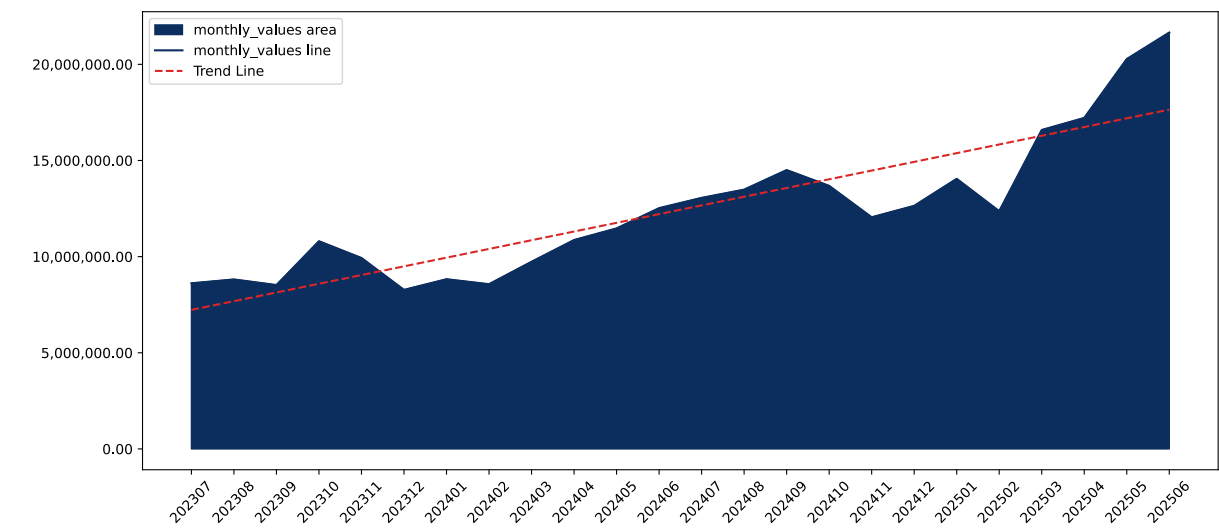
Average monthly growth rates of USA's imports were at a rate of 3.95%, the annualized expected growth rate can be estimated at 59.27%.

The dashed line is a linear trend for Imports. Values are not seasonally adjusted.

Figure 8. Y-o-Y Monthly Level Change of Imports of USA, K current US$ (left axis)
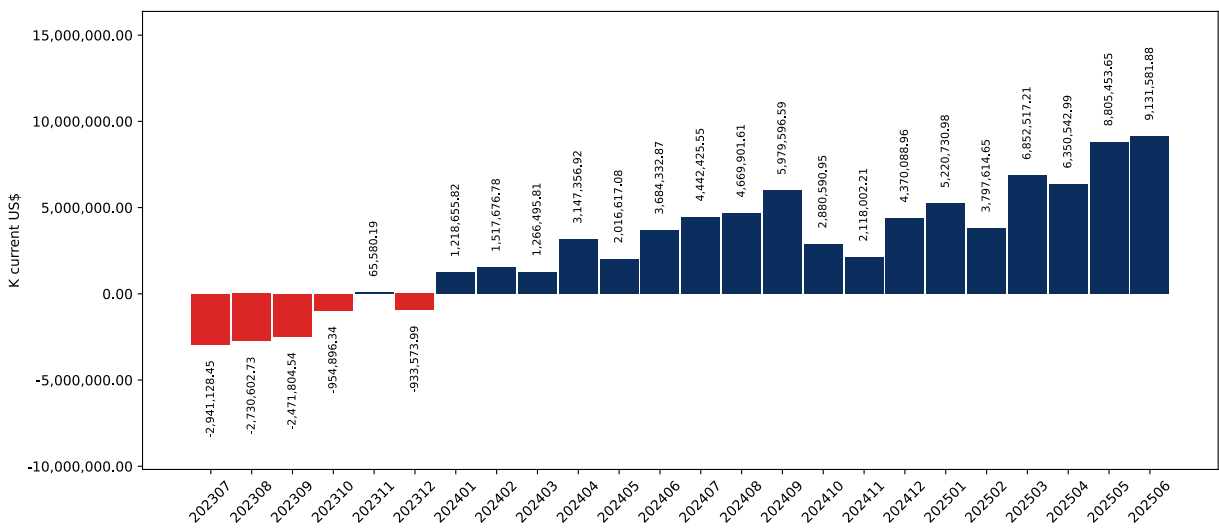
Year-over-year monthly imports change depicts fluctuations of imports operations in USA. The more positive values are on chart, the more vigorous the country in importing of Computers. Negative values may be a signal of the market contraction.

Values in columns are not seasonally adjusted.

SHORT-TERM TRENDS: IMPORTS VALUES

This section presents detailed and the most recent data on the imports of a specific commodity to a chosen country over the past 24 months for which relevant statistics is published and available. It encompasses monthly import figures in US dollars, year-on-year changes, anomalies in import patterns, factors driving short-term fluctuations, and includes a quantitative estimation of short-term import trends as additional information.

Key points:

i. The dynamics of the market of Computers in USA in LTM (07.2024 - 06.2025) period demonstrated a fast growing trend with growth rate of 55.26%. To compare, a 5-year CAGR for 2020-2024 was 7.74%.

ii. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of 3.95%, or 59.27% on annual basis.

iii. Data for monthly imports over the last 12 months contain 10 record(s) of higher and no record(s) of lower values compared to any value for the 48-months period before.

a. In LTM period (07.2024 - 06.2025) USA imported Computers at the total amount of US$181,564.57M. This is 55.26% growth compared to the corresponding period a year before.

b. The growth of imports of Computers to USA in LTM outperformed the long-term imports growth of this product.

c. Imports of Computers to USA for the most recent 6-month period (01.2025 - 06.2025) outperformed the level of Imports for the same period a year before (64.79% change).

d. A general trend for market dynamics in 07.2024 - 06.2025 is fast growing. The expected average monthly growth rate of imports of USA in current USD is 3.95% (or 59.27% on annual basis).

e. Monthly dynamics of imports in last 12 months included 10 record(s) that exceeded the highest/peak value of imports achieved in the preceding 48 months, and no record(s) that bypass the lowest value of imports in the same period in the past.

SHORT-TERM TRENDS: IMPORTS VOLUMES

This section presents detailed and the most recent data on the imports of a specific commodity to a chosen country over the past 24 months for which relevant statistics is published and available. It encompasses monthly import figures in tons, year-on-year changes, anomalies in import patterns, factors driving short-term fluctuations, and includes a quantitative estimation of short-term import trends as additional information.
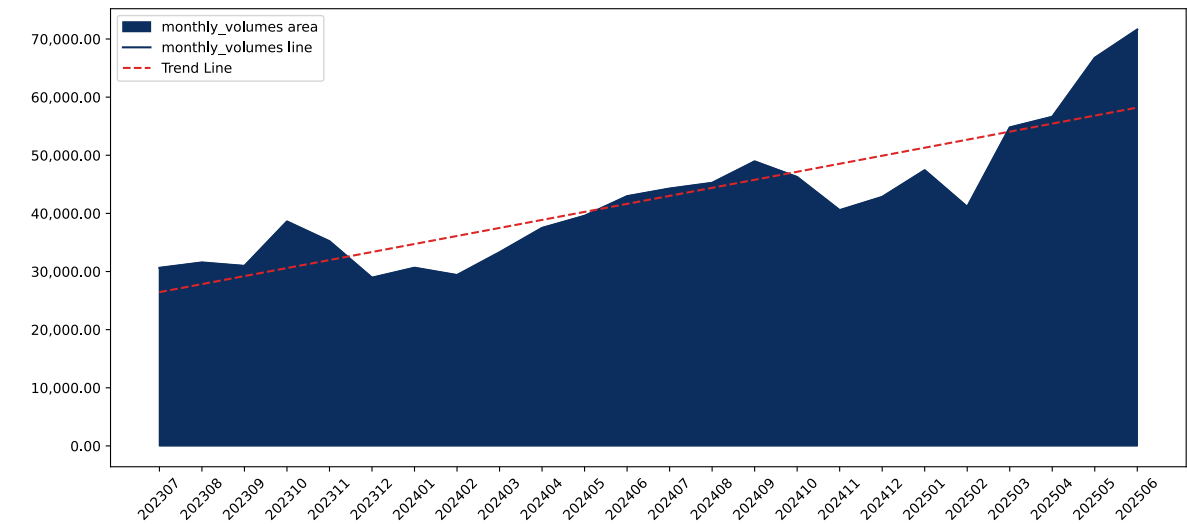
3.49%   **50.88%**
monthly   **annualized**

Figure 9. Monthly Imports of USA, tons

Monthly imports of USA changed at a rate of 3.49%, while the annualized growth rate for these 2 years was 50.88%.

The dashed line is a linear trend for Imports. Volumes are not seasonally adjusted.

Figure 10. Y-o-Y Monthly Level Change of Imports of USA, tons
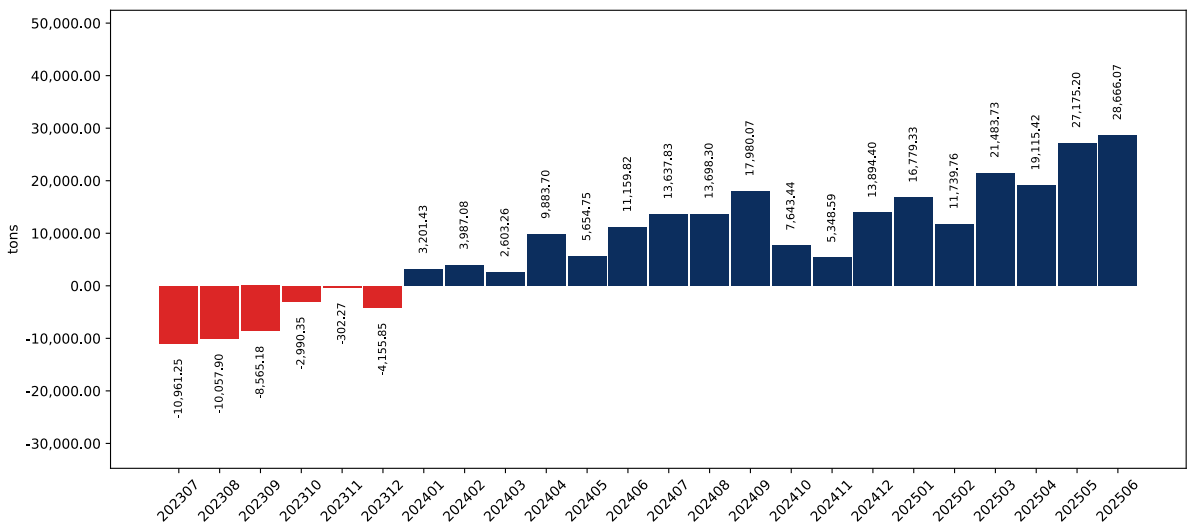
Year-over-year monthly imports change depicts fluctuations of imports operations in USA. The more positive values are on chart, the more vigorous the country in importing of Computers. Negative values may be a signal of market contraction.

Volumes in columns are in tons.

SHORT-TERM TRENDS: IMPORTS VOLUMES

This section presents detailed and the most recent data on the imports of a specific commodity into a chosen country over the past 24 months for which relevant statistics is published and available. It encompasses monthly import figures in tons, year-on-year changes, anomalies in import patterns, factors driving short-term fluctuations, and includes a quantitative estimation of short-term import trends as additional information.

Key points:

   i. The dynamics of the market of Computers in USA in LTM period demonstrated a fast growing trend with a growth rate of 48.16%. To compare, a 5-year CAGR for 2020-2024 was 1.92%.

   ii. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of 3.49%, or 50.88% on annual basis.

   iii. Data for monthly imports over the last 12 months contain 5 record(s) of higher and no record(s) of lower values compared to any value for the 48-months period before.

a. In LTM period (07.2024 - 06.2025) USA imported Computers at the total amount of 606,519.04 tons. This is 48.16% change compared to the corresponding period a year before.

b. The growth of imports of Computers to USA in value terms in LTM outperformed the long-term imports growth of this product.

c. Imports of Computers to USA for the most recent 6-month period (01.2025 - 06.2025) outperform the level of Imports for the same period a year before (58.55% change).

d. A general trend for market dynamics in 07.2024 - 06.2025 is fast growing. The expected average monthly growth rate of imports of Computers to USA in tons is 3.49% (or 50.88% on annual basis).

e. Monthly dynamics of imports in last 12 months included 5 record(s) that exceeded the highest/peak value of imports achieved in the preceding 48 months, and no record(s) that bypass the lowest value of imports in the same period in the past.

SHORT-TERM TRENDS: PROXY PRICES

This section provides a quantitative assessment of short-term price fluctuations. It includes details on the monthly proxy price changes, an estimation of the short-term trend in proxy price levels, and identification of any anomalies in price dynamics.

Key points:

i. The average level of proxy price on imports in LTM period (07.2024-06.2025) was 299,355.11 current US$ per 1 ton, which is a 4.79% change compared to the same period a year before. A general trend for proxy price change was growing.

ii. Growth in prices was a leading driver of the Country Market Short-term Development.

iii. With this trend preserved, the expected monthly growth of the proxy price level in the coming period may reach the level of 0.38%, or 4.69% on annual basis.

0.38%   **4.69%**
monthly annualized

Figure 11. Average Monthly Proxy Prices on Imports, current US$/ton
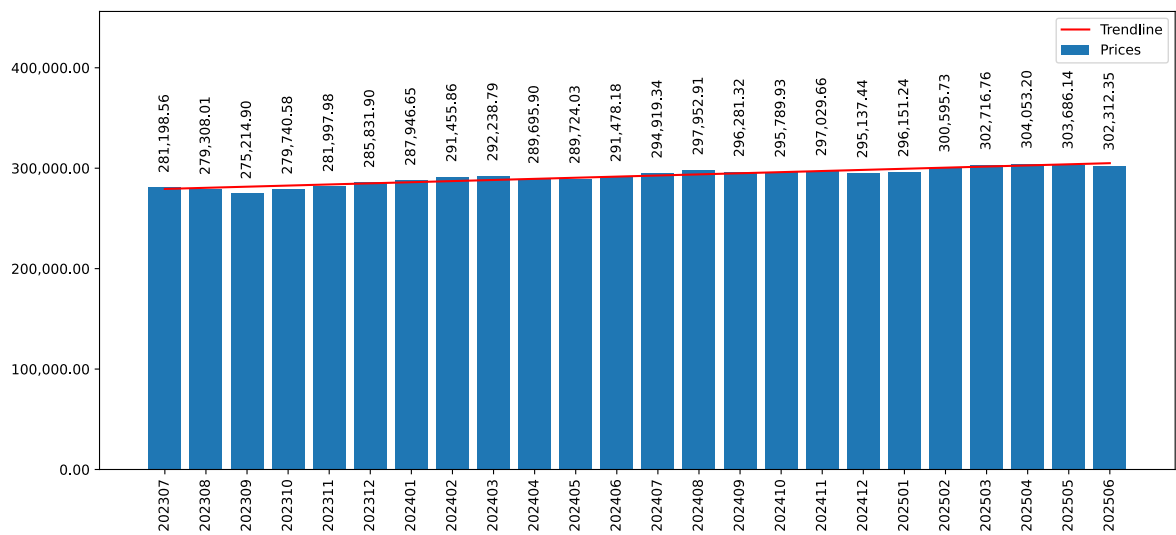
a. The estimated average proxy price on imports of Computers to USA in LTM period (07.2024-06.2025) was 299,355.11 current US$ per 1 ton.

b. With a 4.79% change, a general trend for the proxy price level is growing.

c. Changes in levels of monthly proxy prices on imports for the past 12 months consists of 12 record(s) with values exceeding the highest level of proxy prices for the preceding 48-months period, and no record(s) with values lower than the lowest value of proxy prices in the same period.

d. It is highly likely, that growth in prices was a leading driver of the short-term fluctuations in the market.

SHORT-TERM TRENDS: PROXY PRICES

This section provides comprehensive details on proxy price levels in a form of box plot. It facilitates the analysis and comparison of proxy prices of the selected good supplied by other countries.

Figure 12. LTM Average Monthly Proxy Prices by Largest Suppliers, Current US$ / ton
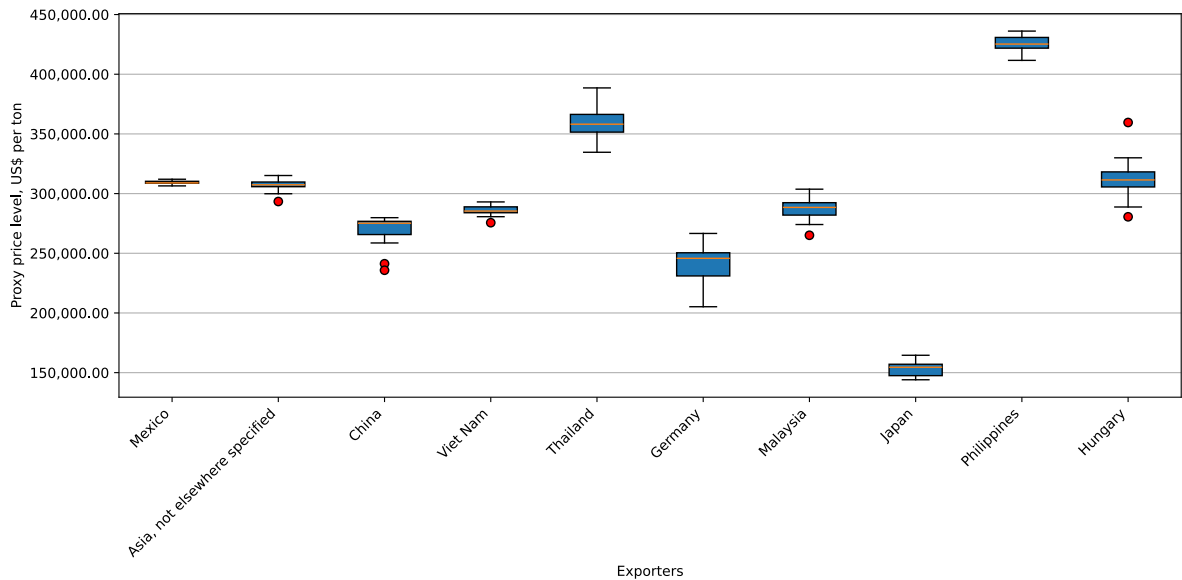
The chart shows distribution of proxy prices on imports for the period of LTM (07.2024-06.2025) for Computers exported to USA by largest exporters. The box height shows the range of the middle 50% of levels of proxy price on imports formed in LTM. The higher the box, the wider the spread of proxy prices. The line within the box, a median level of the proxy price level on imports, marks the midpoint of per country data set: half the prices are greater than or equal to this value, and half are less. The upper and lower whiskers represent values of proxy prices outside the middle 50%, that is, the lower 25% and the upper 25% of the proxy price levels. The lowest proxy price level is at the end of the lower whisker, while the highest is at the end of the higher whisker. Red dots represent unusually high or low values (i.e., outliers), which are not included in the box plot.

5

COUNTRY COMPETITION LANDSCAPE

COMPETITION LANDSCAPE: VALUE TERMS

This section offers insights into major suppliers of the selected product to a particular country within the last 12 months. A tree-map chart is used to facilitate the identification and better visualization of primary competitors, illustrating market shares in US$ terms. Additionally, a diagram highlighting suppliers who experienced significant increases or decreases in market shares during the last 12 months complements the analysis. These are winners or losers from the market share perspective.

Figure 13. Largest Trade Partners of USA in 2024, K US$
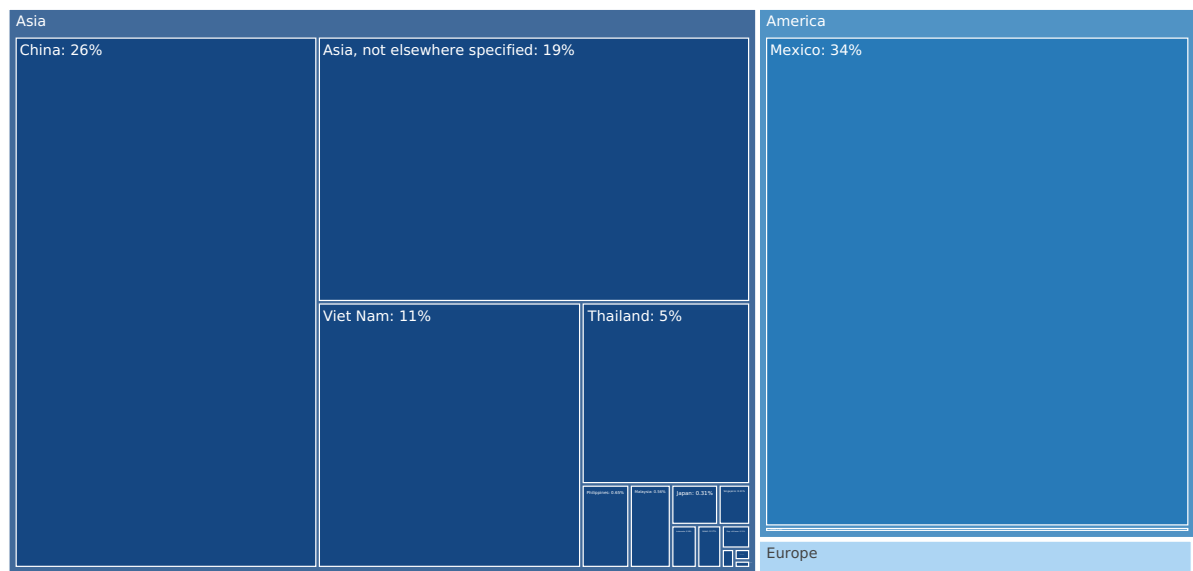
The chart shows largest supplying countries and their shares in imports of Computers to USA in 2024 in value terms (US$). Different colors depict geographic regions.

Figure 14. Contribution to Growth of Imports in LTM (July 2024 – June 2025),K US$	Figure 15. Contribution to Decline of Imports in LTM (July 2024 – June 2025),K US$
GROWTH CONTRIBUTORS	DECLINE CONTRIBUTORS

Mexico	34,142,406.27	-8,089,746.56	China
Asia, not elsewhere specified	22,353,858.73	-787,061.28	Netherlands
Viet Nam	11,165,479.83	-83,464.33	Malaysia
Thailand	4,260,818.88	-34,929.70	China, Hong Kong SAR
Philippines	437,668.87	-33,834.10	United Kingdom
Hungary	404,666.26	-28,886.91	Canada
Czechia	232,771.03	-9,915.56	Switzerland
Ireland	168,460.60	-8,602.39	Austria
Germany	147,243.48	-7,902.10	Brazil
Singapore	120,537.31	-7,138.42	Italy

Total imports change in the period of LTM was recorded at 64,619,047.2 K US$.

The charts show Top-10 countries with positive and negative contribution to the growth of imports of Computers to USA in the period of LTM (July 2024 – June 2025 compared to July 2023 – June 2024).

COMPETITION LANDSCAPE: VOLUME TERMS

This section offers insights into major suppliers of the selected product to a particular country within the last 12 months. A tree-map chart is used to facilitate the identification and better visualization of primary competitors, illustrating market shares in Ktons. Additionally, a diagram highlighting suppliers who experienced significant increases or decreases in market shares during the last 12 months complements the analysis. These are winners or losers from the market share perspective.

Figure 16. Largest Trade Partners of USA in 2024, tons
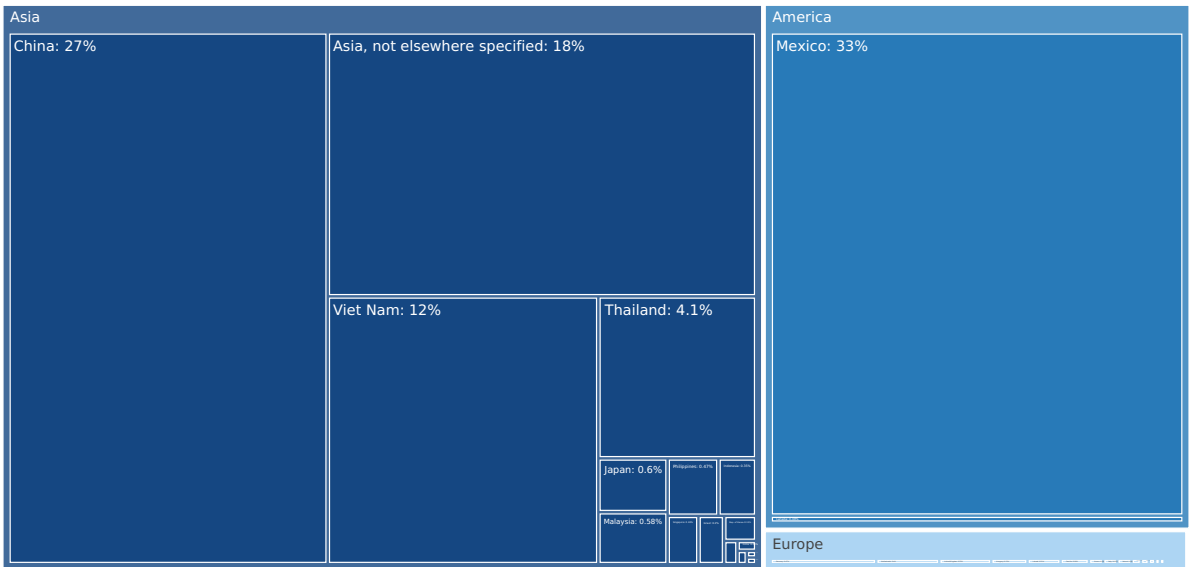
The chart shows largest supplying countries and their shares in imports of Computers to USA in 2024 in volume terms (tons). Different colors depict geographic regions.

Figure 17. Contribution to Growth of Imports in LTM (July 2024 – June 2025), tons

Figure 18. Contribution to Decline of Imports in LTM (July 2024 – June 2025), tons

GROWTH CONTRIBUTORS

DECLINE CONTRIBUTORS

Mexico	104,835.56	
Asia, not elsewhere specified	66,944.46	
Viet Nam	38,578.95	
Thailand	11,107.40	
Hungary	1,216.61	
Philippines	808.66	
Czechia	717.73	
Germany	667.81	
Ireland	540.68	
Indonesia	439.38	

|	
-25,548.85	China
-2,783.17	Netherlands
-412.12	Malaysia
-260.43	United Kingdom
-143.97	China, Hong Kong SAR
-70.02	Canada
-68.50	Japan
-63.83	Israel
-41.27	Switzerland
-37.54	Bulgaria

Total imports change in the period of LTM was recorded at 197,162.18 tons

The charts show Top-10 countries with positive and negative contribution to the growth of imports of Computers to USA in the period of LTM (July 2024 – June 2025 compared to July 2023 – June 2024).

COMPETITION LANDSCAPE: CONTRIBUTORS TO GROWTH

This section presents information about the most successful exporters who managed to significantly increase their supplies over last 12 months. The upper-left corner of the chart highlights countries deemed the most aggressive competitors in the market. The horizontal axis measures the proxy price level offered by suppliers, the vertical axis portrays the growth rate of supplies in volume terms, and the bubble size indicates the extent at which a country-supplier contributed to the growth of imports. The chart encompasses the most recent data spanning the past 12 months.

Figure 19. Top suppliers-contributors to growth of imports of to USA in LTM (winners)

Average Imports Parameters:
LTM growth rate = 48.16%
Proxy Price = 299,355.11 US$ / t
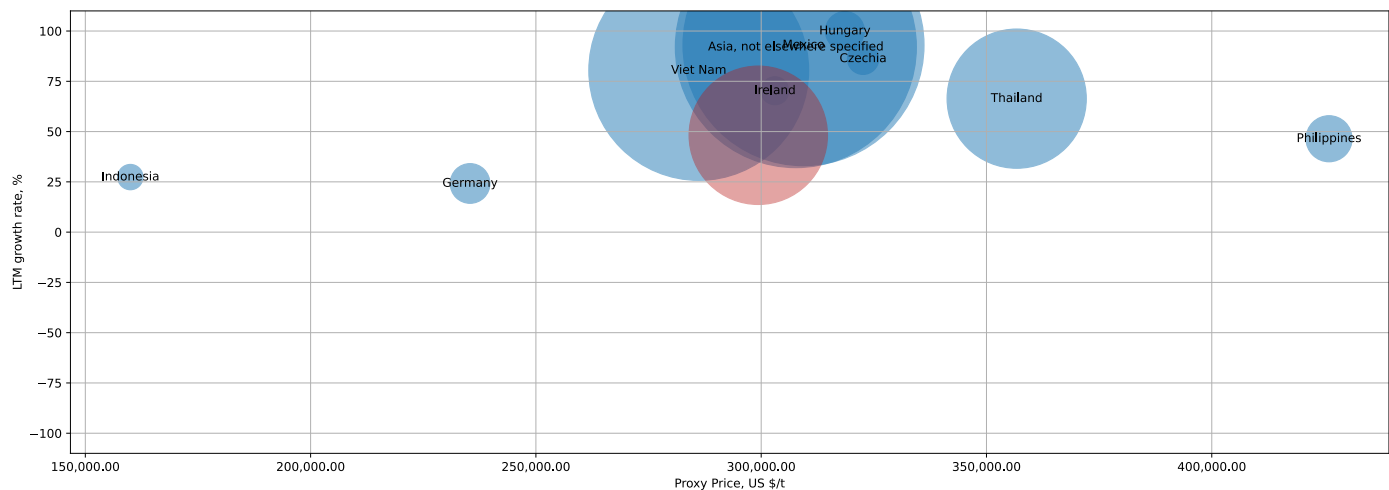
The chart shows the classification of countries who were among the greatest growth contributors in terms of supply of Computers to USA:

- Bubble size depicts the volume of imports from each country to USA in the period of LTM (July 2024 – June 2025).
- Bubble's position on X axis depicts the average level of proxy price on imports of Computers to USA from each country in the period of LTM (July 2024 – June 2025).
- Bubble's position on Y axis depicts growth rate of imports of Computers to USA from each country (in tons) in the period of LTM (July 2024 – June 2025) compared to the corresponding period a year before.
- Red Bubble represents a theoretical "average" country supplier out of the top-10 countries shown in the Chart.

Various factors may cause these 10 countries to increase supply of Computers to USA in LTM. Some may be due to the growth of comparative advantages price wise, others may be related to higher quality or better trade conditions. Below is a list of countries, whose proxy price level of supply of Computers to USA seemed to be a significant factor contributing to the supply growth:

1. Singapore;
2. Germany;
3. Viet Nam;

COMPETITION LANDSCAPE: TOP COMPETITORS

This section provides details about the primary exporters of a particular product to a designated country. To present a comprehensive view, a bubble-chart is employed, showcasing a country's position relative to others. It simultaneously utilizes three indicators: the horizontal axis measures the proxy price level provided by suppliers, the vertical axis indicates the market share growth rate, and the size of the bubble denotes the volume of imports from a country-supplier. Countries positioned in the upper-left corner of the chart are considered the most competitive players in the market. The chart includes the most recent data spanning the past 12 months.

Figure 20. Top-10 Supplying Countries to USA in LTM (July 2024 – June 2025)

Total share of identified TOP-10 supplying countries in USA's imports in US$-terms in LTM was 97.78%
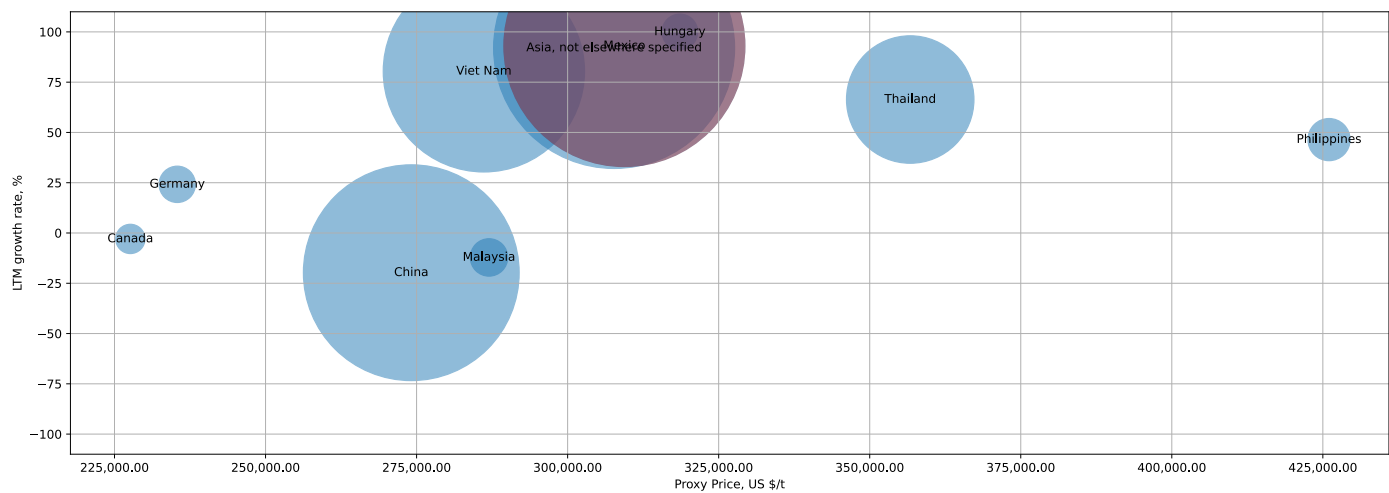
The chart shows the classification of countries who are strong competitors in terms of supplies of Computers to USA:

- Bubble size depicts market share of each country in total imports of USA in the period of LTM (July 2024 – June 2025).
- Bubble's position on X axis depicts the average level of proxy price on imports of Computers to USA from each country in the period of LTM (July 2024 – June 2025).
- Bubble's position on Y axis depicts growth rate of imports Computers to USA from each country (in tons) in the period of LTM (July 2024 – June 2025) compared to the corresponding period a year before.
- Red Bubble represents the country with the largest market share.

COMPETITION LANDSCAPE: TOP COMPETITORS

This section focuses on competition among suppliers and includes a ranking of countries-exporters that are regarded as the most competitive within the last 12 months.

a) In US$-terms, the largest supplying countries of Computers to USA in LTM (07.2024 - 06.2025) were:

1. Mexico (67,322.27 M US$, or 37.08% share in total imports);
2. Asia, not elsewhere specified (42,987.14 M US$, or 23.68% share in total imports);
3. China (28,466.18 M US$, or 15.68% share in total imports);
4. Viet Nam (24,770.9 M US$, or 13.64% share in total imports);
5. Thailand (9,932.08 M US$, or 5.47% share in total imports);

b) Countries who increased their imports the most (top-5 contributors to total growth in imports in US $ terms) during the LTM period (07.2024 - 06.2025) were:

1. Mexico (34,142.41 M US$ contribution to growth of imports in LTM);
2. Asia, not elsewhere specified (22,353.86 M US$ contribution to growth of imports in LTM);
3. Viet Nam (11,165.48 M US$ contribution to growth of imports in LTM);
4. Thailand (4,260.82 M US$ contribution to growth of imports in LTM);
5. Philippines (437.67 M US$ contribution to growth of imports in LTM);

c) Countries whose price level of imports may have been a significant factor of the growth of supply (out of Top-10 contributors to growth of total imports):

1. Singapore (268,828 US$ per ton, 0.2% in total imports, and 49.01% growth in LTM);
2. Germany (235,391 US$ per ton, 0.44% in total imports, and 22.33% growth in LTM);
3. Viet Nam (286,138 US$ per ton, 13.64% in total imports, and 82.07% growth in LTM);

d) Top-3 high-ranked competitors in the LTM period:

1. Mexico (67,322.27 M US$, or 37.08% share in total imports);
2. Asia, not elsewhere specified (42,987.14 M US$, or 23.68% share in total imports);
3. Viet Nam (24,770.9 M US$, or 13.64% share in total imports);

Figure 21. Ranking of TOP-5 Countries - Competitors
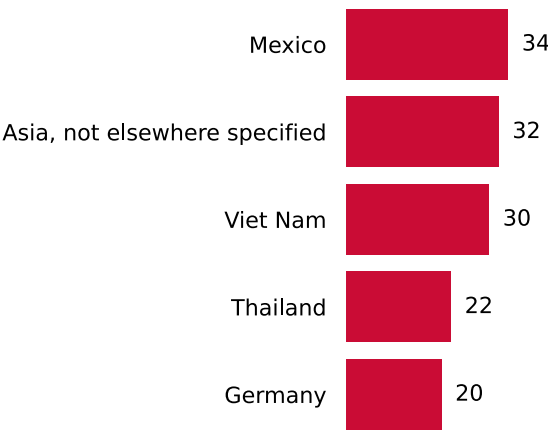
The ranking is a cumulative value of 4 parameters, with the maximum possible score of 40 points. For more information on the methodology, refer to the "Methodology" section.

6

LIST OF
COMPANIES

LIST OF COMPANIES: DISCLAIMER

This section provides a list of companies generated using Google's Gemini AI model to help identify potential exporters and buyers in the global market.

> ⓘ **AI-Generated Content Notice:** This list of companies has been generated using Google's Gemini AI model. While we've made efforts to ensure accuracy, the information may contain errors or omissions. We recommend verifying critical details through additional sources before making business decisions based on this data.

Data and Sources:

The company data presented in this section is generated by Google's Gemini AI model based on the product and market parameters provided. The AI analyzes various public sources including company websites, industry reports, business directories, and market databases to identify relevant exporters and buyers. However, this information should be considered as a starting point for further research rather than definitive market intelligence.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Lenovo Group Ltd.

Revenue 56,900,000,000$

Website: https://www.lenovo.com/

Country: China

Nature of Business: Global technology company specializing in personal computing, servers, and IT solutions

Product Focus & Scale: Manufacture and export of personal computers (laptops, desktops), workstations, servers, storage devices, and other data processing equipment on a massive scale.

Operations in Importing Country: Operational headquarters in North Carolina, U.S., with extensive sales, marketing, and distribution networks. Products are widely sold through retail, online, and direct channels.

Ownership Structure: Publicly traded company (HKEX: 0992)

COMPANY PROFILE

Lenovo Group Ltd. is a global technology company headquartered in Hong Kong, China, and Morrisville, North Carolina, U.S. It is one of the world's largest personal computer vendors and also produces smartphones, workstations, servers, storage devices, and smart televisions. Lenovo maintains extensive manufacturing and assembly operations across mainland China, which serve as primary export hubs for its global markets, including the United States. Lenovo's Chinese facilities are central to its high-volume production strategy, enabling the company to manufacture a vast array of automatic data processing machines, from consumer laptops and desktops to enterprise-grade servers and data center solutions. The scale of its exports from China to the U.S. is substantial, making it a key player in the cross-border trade of computing hardware. The company's business model combines direct sales with a strong channel partner network. Lenovo has a significant and direct presence in the importing country, the United States, with its operational headquarters in North Carolina, numerous sales offices, and a robust distribution network. Its products are widely available through major retailers, online stores, and direct sales to businesses and government agencies. The company actively manages its supply chain to ensure efficient delivery of products manufactured in China to the U.S. market. Lenovo Group Ltd. is a publicly traded company listed on the Hong Kong Stock Exchange (HKEX: 0992). Its ownership is widely distributed among institutional and individual investors. The company reported revenue of approximately $56.9 billion USD for fiscal year 2023/2024. The management board includes Yuanqing Yang (Chairman and CEO). In recent news, Lenovo has continued to focus on innovation in AI-powered PCs and infrastructure, with its Chinese manufacturing base playing a critical role in scaling production and exports to meet global demand, including that from the U.S. market.

MANAGEMENT TEAM

• Yuanqing Yang (Chairman and CEO)

RECENT NEWS

> Lenovo has continued to focus on innovation in AI-powered PCs and infrastructure, with its Chinese manufacturing base playing a critical role in scaling production and exports to meet global demand, including that from the U.S. market.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Quanta Computer Inc.

Revenue 37,800,000,000$

Website: https://www.quantatw.com/

Country: China

Nature of Business: Original Design Manufacturer (ODM) and Original Equipment Manufacturer (OEM) of electronic hardware

Product Focus & Scale: Manufacture of notebook computers, servers, cloud computing hardware, and other automatic data processing machines on a massive scale for global brands.

Operations in Importing Country: Primarily indirect, as a critical supplier to major U.S. technology companies. Has R&D and sales offices in the U.S. to support client relationships.

Ownership Structure: Publicly traded company (TWSE: 2382)

COMPANY PROFILE

Quanta Computer Inc. is a Taiwanese original design manufacturer (ODM) and original equipment manufacturer (OEM) of notebook computers and other electronic hardware. While headquartered in Taiwan, Quanta operates vast manufacturing complexes in mainland China, particularly in Shanghai (Quanta Shanghai Manufacturing City, QSMC), which are among the largest production bases for laptops and servers globally. These facilities are primary export hubs for automatic data processing machines destined for international markets, including the United States. Quanta's business model is centered on providing comprehensive manufacturing services to leading global technology brands, producing a significant portion of the world's notebook computers, servers, and cloud computing hardware. The scale of its exports from China is immense, making it an indispensable part of the global supply chain for data processing equipment. The company's focus is on high-volume, high-quality production for its OEM clients. Quanta's presence in the importing country, the United States, is primarily indirect, through its role as a critical supplier to major U.S. technology companies such as Apple, HP, Dell, and Google. Its manufactured products are then sold under these clients' brands within the U.S. market. Quanta also has R&D and sales offices in the U.S. to support its client relationships and technological development. Quanta Computer Inc. is a publicly traded company listed on the Taiwan Stock Exchange (TWSE: 2382). Its ownership is widely distributed among institutional and individual investors. The company reported consolidated revenue of approximately $37.8 billion USD in 2023. The management board includes Barry Lam (Chairman) and C.C. Leung (Vice Chairman and President). In recent news, Quanta has been actively expanding its server manufacturing capabilities in China to meet the surging demand for AI servers and data center infrastructure from its U.S. and global clients, reflecting its continued importance in the data processing hardware supply chain.

MANAGEMENT TEAM

- Barry Lam (Chairman)
- C.C. Leung (Vice Chairman and President)

RECENT NEWS

Quanta has been actively expanding its server manufacturing capabilities in China to meet the surging demand for AI servers and data center infrastructure from its U.S. and global clients, reflecting its continued importance in the data processing hardware supply chain.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Pegatron Corporation

Revenue 44,300,000,000$

Website: https://www.pegatroncorp.com/

Country: China

Nature of Business: Original Design Manufacturer (ODM) and Original Equipment Manufacturer (OEM) of electronic hardware

Product Focus & Scale: Manufacture of notebook computers, desktops, motherboards, and components for various electronic devices, including automatic data processing machines, on a large scale for branded vendors.

Operations in Importing Country: Primarily indirect, as a contract manufacturer for major U.S. technology brands. Maintains sales and support offices in the U.S. to manage client relationships.

Ownership Structure: Publicly traded company (TWSE: 4938)

COMPANY PROFILE

Pegatron Corporation is a Taiwanese electronics manufacturing company that primarily develops computing, communications, and consumer electronics for branded vendors. While headquartered in Taiwan, Pegatron operates extensive manufacturing facilities in mainland China, particularly in Shanghai and Kunshan. These Chinese plants are major production hubs for a wide range of automatic data processing machines, including laptops, desktops, and components for mobile devices, which are then exported globally, including to the United States. Pegatron functions as an original design manufacturer (ODM) and original equipment manufacturer (OEM), providing comprehensive manufacturing services to some of the world's largest technology companies. Its business model is built on high-volume, efficient production of complex electronic assemblies. The scale of its exports from China is substantial, making it a key contributor to the global supply of computing hardware. Pegatron's presence in the importing country, the United States, is primarily through its role as a contract manufacturer for major U.S. technology brands. Its products are integrated into the supply chains of companies like Apple and Microsoft, and then sold under their respective brands in the U.S. market. Pegatron also maintains sales and support offices in the U.S. to manage client relationships. Pegatron Corporation is a publicly traded company listed on the Taiwan Stock Exchange (TWSE: 4938). Its ownership is widely distributed among institutional and individual investors. The company reported consolidated revenue of approximately $44.3 billion USD in 2023. The management board includes T.H. Tung (Chairman) and S.J. Liao (CEO). In recent developments, Pegatron has been diversifying its production footprint, but its Chinese facilities remain critical for high-volume manufacturing and export of data processing equipment, particularly as demand for new generation computing devices continues to evolve.

MANAGEMENT TEAM

- T.H. Tung (Chairman)
- S.J. Liao (CEO)

RECENT NEWS

Pegatron has been diversifying its production footprint, but its Chinese facilities remain critical for high-volume manufacturing and export of data processing equipment, particularly as demand for new generation computing devices continues to evolve.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Wistron Corporation

Revenue 29,500,000,000$

Website: https://www.wistron.com/

Country: China

Nature of Business: Original Design Manufacturer (ODM) and Original Equipment Manufacturer (OEM) of electronic hardware

Product Focus & Scale: Manufacture of notebook computers, desktops, servers, storage devices, and other automatic data processing machines on a large scale for global brands.

Operations in Importing Country: Primarily indirect, as a critical supplier to major U.S. technology companies. Maintains sales and support offices in the U.S. to facilitate client engagement.

Ownership Structure: Publicly traded company (TWSE: 3231)

COMPANY PROFILE

Wistron Corporation is a Taiwanese original design manufacturer (ODM) and original equipment manufacturer (OEM) that provides design, manufacturing, and after-sales services for a wide range of electronic products. While headquartered in Taiwan, Wistron operates significant manufacturing facilities in mainland China, including in Kunshan and Chengdu. These Chinese plants are major production centers for notebook computers, desktops, servers, and other automatic data processing machines, which are then exported to global markets, including the United States. Wistron's business model is focused on serving leading global technology brands as a key manufacturing partner. The company's Chinese operations are integral to its ability to produce high volumes of complex computing hardware efficiently. The scale of its exports from China is substantial, contributing significantly to the global supply chain of data processing equipment. Wistron emphasizes technological innovation and flexible manufacturing to meet diverse client needs. Wistron's presence in the importing country, the United States, is primarily indirect, through its role as a critical supplier to major U.S. technology companies. Its manufactured products are sold under these clients' brands within the U.S. market. Wistron also maintains sales and support offices in the U.S. to facilitate client engagement and service delivery. Wistron Corporation is a publicly traded company listed on the Taiwan Stock Exchange (TWSE: 3231). Its ownership is widely distributed among institutional and individual investors. The company reported consolidated revenue of approximately $29.5 billion USD in 2023. The management board includes Simon Lin (Chairman and CEO). In recent news, Wistron has been actively adjusting its global manufacturing strategy, including optimizing its Chinese operations, to enhance supply chain resilience and meet the evolving demands for AI servers and high-performance computing devices from its U.S. and international clients.

MANAGEMENT TEAM

• Simon Lin (Chairman and CEO)

RECENT NEWS

> Wistron has been actively adjusting its global manufacturing strategy, including optimizing its Chinese operations, to enhance supply chain resilience and meet the evolving demands for AI servers and high-performance computing devices from its U.S. and international clients.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

BYD Electronic (International) Company Limited

Revenue 34,200,000,000$

Website: https://www.byd.com/en/byde.html

Country: China

Nature of Business: High-end manufacturing services for smart products and electronic components

Product Focus & Scale: Manufacture of components and finished products for smart devices, laptops, server components, and other automatic data processing machines on a large scale for global brands.

Operations in Importing Country: Primarily indirect, as a key supplier to major U.S. technology companies. Products are integrated into client supply chains and sold under their brands in the U.S.

Ownership Structure: Publicly traded company (HKEX: 0285), subsidiary of BYD Company Limited

COMPANY PROFILE

BYD Electronic (International) Company Limited is a leading global platform-based high-end manufacturing enterprise, providing one-stop services including design, R&D, manufacturing, and supply chain management for smart products. It is a subsidiary of BYD Company Limited, a diversified technology conglomerate headquartered in Shenzhen, China. BYD Electronic's extensive manufacturing facilities across mainland China are key production hubs for components and finished products related to automatic data processing machines, including smart devices, laptops, and server components, which are exported to various international markets, including the United States. BYD Electronic's business model focuses on providing comprehensive manufacturing solutions for global brands in consumer electronics, automotive electronics, and new intelligent products. Its scale of exports from China is significant, leveraging its strong R&D capabilities and vertically integrated supply chain. The company is known for its precision manufacturing, automation, and ability to produce high-volume, complex electronic assemblies. BYD Electronic's presence in the importing country, the United States, is primarily through its role as a key supplier to major U.S. technology companies. Its components and finished products are integrated into the supply chains of these clients and then sold under their respective brands in the U.S. market. While BYD is more widely known for its electric vehicles, BYD Electronic is a distinct entity focused on electronics manufacturing, with its products indirectly reaching U.S. consumers and businesses through its OEM partnerships. BYD Electronic (International) Company Limited is a publicly traded company listed on the Hong Kong Stock Exchange (HKEX: 0285). It is part of the larger BYD Company Limited group. The company reported revenue of approximately $34.2 billion USD in 2023. The management board includes Wang Chuanfu (Chairman) and Wang Nianqiang (CEO). In recent news, BYD Electronic has continued to expand its manufacturing capabilities and client base, with its Chinese operations playing a crucial role in meeting the global demand for advanced electronic components and smart devices, including those destined for the U.S. market.

GROUP DESCRIPTION

BYD Company Limited is a Chinese multinational manufacturing company headquartered in Shenzhen, Guangdong, China. It designs and manufactures automobiles, buses, electric bicycles, trucks, forklifts, battery electric vehicles, and rechargeable batteries. BYD Electronic is its electronics manufacturing arm.

MANAGEMENT TEAM

- Wang Chuanfu (Chairman)
- Wang Nianqiang (CEO)

RECENT NEWS

BYD Electronic has continued to expand its manufacturing capabilities and client base, with its Chinese operations playing a crucial role in meeting the global demand for advanced electronic components and smart devices, including those destined for the U.S. market.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Foxconn (Hon Hai Precision Industry Co., Ltd.)

Revenue 200,000,000,000$

Website: https://www.foxconn.com/

Country: Mexico

Nature of Business: Contract electronics manufacturing services (EMS)

Product Focus & Scale: Manufacture and assembly of personal computers, servers, motherboards, components for automatic data processing machines, and other electronic devices on a massive scale for global brands.

Operations in Importing Country: Primarily through its role as a key supplier to major U.S. technology companies; products are sold under client brands. Has explored direct manufacturing investments in the U.S. but its main export hub for North America is Mexico.

Ownership Structure: Publicly traded company (Taiwan Stock Exchange)

COMPANY PROFILE

Foxconn, officially Hon Hai Precision Industry Co., Ltd., is the world's largest contract electronics manufacturer. While headquartered in Taiwan, its extensive global manufacturing footprint includes significant operations in Mexico, particularly in states like Baja California (Tijuana) and Chihuahua (Ciudad Juarez). These facilities are crucial for the production and assembly of a wide range of electronic devices, including personal computers, servers, and components for automatic data processing machines, primarily serving the North American market. The company's Mexican operations are strategically located to leverage proximity to the U.S. market, enabling efficient logistics and supply chain management for its major clients, which include leading global technology brands. Foxconn's scale of exports from Mexico is substantial, encompassing finished goods and sub-assemblies that are integral to the global supply chain of data processing equipment. The company's business model is centered on providing comprehensive manufacturing services, from design and engineering to assembly and logistics. Foxconn's presence in the importing country, the United States, is primarily through its role as a key supplier to major American technology companies. While it does not operate as a direct consumer-facing brand in the U.S., its products are ubiquitous within the American electronics market through its OEM partnerships. The company has also explored direct manufacturing investments in the U.S., though its primary export hub for North America remains Mexico. Hon Hai Precision Industry Co., Ltd. is a publicly traded company listed on the Taiwan Stock Exchange. Its ownership is widely distributed among institutional and individual investors. The company reported a consolidated revenue of approximately $200 billion USD in 2023. The management board includes Chairman and CEO Young Liu. In recent news, Foxconn has continued to optimize its global manufacturing footprint, with ongoing investments in its Mexican facilities to enhance production capabilities and supply chain resilience for its North American clients, particularly in response to evolving trade dynamics and demand for diversified manufacturing.

MANAGEMENT TEAM

• Young Liu (Chairman and CEO)

RECENT NEWS

Foxconn has continued to optimize its global manufacturing footprint, with ongoing investments in its Mexican facilities to enhance production capabilities and supply chain resilience for its North American clients, particularly in response to evolving trade dynamics and demand for diversified manufacturing.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

HP Inc.

Revenue 53,700,000,000$

Website: https://www.hp.com/

Country: Mexico

Nature of Business: Global technology company specializing in personal computing and printing

Product Focus & Scale: Manufacture and export of personal computers (desktops, laptops, workstations), printers, and related peripherals on a large scale.

Operations in Importing Country: Headquartered in the U.S. with extensive sales, marketing, and distribution networks. Products are widely sold through retail, online, and direct channels.

Ownership Structure: Publicly traded company (NYSE: HPQ)

COMPANY PROFILE

HP Inc. is a global technology company that develops personal computers, printers, and related supplies, as well as 3D printing solutions. While headquartered in the U.S., HP maintains significant manufacturing and assembly operations in Mexico, particularly in Guadalajara, Jalisco. These facilities are critical for the production of desktops, laptops, and other computing devices that are then exported to the North American market, including the United States. HP's Mexican plants are integral to its global supply chain, enabling the company to efficiently serve its vast customer base across consumer, business, and public sectors. The scale of its exports from Mexico is substantial, contributing significantly to the overall trade volume of automatic data processing machines between Mexico and the U.S. The company focuses on high-volume production of a diverse range of computing products, from entry-level consumer PCs to high-performance workstations and commercial systems. HP Inc. has a direct and extensive presence in the importing country, the United States, where it is headquartered and operates a comprehensive sales, marketing, and distribution network. Its products are widely available through retail channels, online stores, and direct sales to businesses and government entities. The company's strategy involves leveraging its global manufacturing capabilities, including those in Mexico, to meet demand in its largest market. HP Inc. is a publicly traded company listed on the New York Stock Exchange (NYSE: HPQ). Its ownership is widely distributed among institutional and individual investors. The company reported net revenue of approximately $53.7 billion USD for fiscal year 2023. The management board includes Enrique Lores (President and CEO). In the past year, HP has continued to focus on supply chain optimization and regional manufacturing strategies, with its Mexican operations playing a key role in ensuring product availability and responsiveness to market demands in the U.S. and broader North American region.

MANAGEMENT TEAM

• Enrique Lores (President and CEO)

RECENT NEWS

HP has continued to focus on supply chain optimization and regional manufacturing strategies, with its Mexican operations playing a key role in ensuring product availability and responsiveness to market demands in the U.S. and broader North American region.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Dell Technologies Inc.

Revenue 88,400,000,000$

Website: https://www.dell.com/

Country: Mexico

Nature of Business: Global technology company specializing in personal computing, servers, and IT solutions

Product Focus & Scale: Manufacture and export of desktops, laptops, servers, storage solutions, and networking equipment on a large scale.

Operations in Importing Country: Headquartered in the U.S. with extensive direct sales, service, and distribution networks. Products are widely sold to consumers, businesses, and through channel partners.

Ownership Structure: Publicly traded company (NYSE: DELL)

COMPANY PROFILE

Dell Technologies Inc. is a multinational technology company that develops, sells, repairs, and supports computers and related products and services. While headquartered in the U.S., Dell operates significant manufacturing and assembly facilities in Mexico, particularly in Monterrey, Nuevo León. These operations are crucial for the production of desktops, laptops, servers, and other enterprise computing solutions that are extensively exported to the United States. Dell's Mexican manufacturing sites are a cornerstone of its global supply chain, designed to provide efficient and agile production capabilities for the North American market. The company's export scale from Mexico is substantial, encompassing a wide array of automatic data processing machines and components, catering to both consumer and commercial clients. Dell's business model emphasizes direct sales and customized solutions, supported by its robust manufacturing and logistics network. Dell Technologies has a profound and direct presence in the importing country, the United States, where it is headquartered and maintains a vast sales, service, and distribution infrastructure. Its products are sold directly to consumers and businesses, as well as through channel partners. The company's strategy involves leveraging its global manufacturing footprint, including its Mexican operations, to ensure timely delivery and competitive pricing for its U.S. customer base. Dell Technologies Inc. is a publicly traded company listed on the New York Stock Exchange (NYSE: DELL). Its ownership is widely distributed among institutional and individual investors. The company reported net revenue of approximately $88.4 billion USD for fiscal year 2024. The management board includes Michael Dell (Chairman and CEO). In recent months, Dell has continued to invest in its supply chain resilience and regional manufacturing capabilities, with its Mexican facilities being key to supporting the strong demand for its computing and server products in the U.S. market, particularly in areas like AI infrastructure.

MANAGEMENT TEAM

• Michael Dell (Chairman and CEO)

RECENT NEWS

Dell has continued to invest in its supply chain resilience and regional manufacturing capabilities, with its Mexican facilities being key to supporting the strong demand for its computing and server products in the U.S. market, particularly in areas like AI infrastructure.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Flex Ltd.

Revenue 26,400,000,000$

Website: https://flex.com/

Country: Mexico

Nature of Business: Diversified manufacturing and supply chain solutions (contract manufacturing)

Product Focus & Scale: Manufacture of components and finished goods for computing, enterprise, and communications products, including servers, storage, and networking equipment, on a large scale for OEMs.

Operations in Importing Country: Extensive presence in the U.S. with design centers, manufacturing facilities, and sales offices, serving numerous U.S.-based customers across various industries.

Ownership Structure: Publicly traded company (NASDAQ: FLEX)

COMPANY PROFILE

Flex Ltd. is a global diversified manufacturing and supply chain solutions company. While headquartered in Singapore, Flex has a substantial operational presence in Mexico, with numerous manufacturing sites across the country, including in Guadalajara, Juarez, and Aguascalientes. These facilities are instrumental in producing a wide array of electronic products, including components and finished goods for automatic data processing machines, for its global clientele, many of whom are based in the United States. Flex operates as a contract manufacturer, providing design, engineering, manufacturing, and logistics services to original equipment manufacturers (OEMs). Its Mexican operations are strategically positioned to serve the North American market, offering efficient production and export capabilities for computing, enterprise, and communications products. The scale of its exports from Mexico is significant, supporting the supply chains of major technology companies that rely on Flex for their hardware needs. Flex's presence in the importing country, the United States, is extensive, with numerous design centers, manufacturing facilities, and sales offices. The company serves a broad range of U.S.-based customers across various industries, including computing, consumer electronics, and industrial. Its Mexican exports directly feed into the U.S. market to fulfill orders for these clients, making it a critical link in the cross-border technology supply chain. Flex Ltd. is a publicly traded company listed on the NASDAQ (NASDAQ: FLEX). Its ownership is widely distributed among institutional and individual investors. The company reported net revenue of approximately $26.4 billion USD for fiscal year 2023. The management board includes Revathi Advaithi (CEO). In recent developments, Flex has continued to emphasize its regionalization strategy, with its Mexican operations playing a vital role in building resilient supply chains closer to its North American customers, particularly for high-demand computing and data center equipment.

MANAGEMENT TEAM

• Revathi Advaithi (CEO)

RECENT NEWS

Flex has continued to emphasize its regionalization strategy, with its Mexican operations playing a vital role in building resilient supply chains closer to its North American customers, particularly for high-demand computing and data center equipment.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Jabil Inc.

Revenue 34,700,000,000$

Website: https://www.jabil.com/

Country: Mexico

Nature of Business: Global manufacturing services company (contract manufacturing)

Product Focus & Scale: Design, manufacture, and assembly of complex electronic products, including components and systems for computing, networking, and storage, on a large scale for OEMs.

Operations in Importing Country: Headquartered in the U.S. with numerous manufacturing sites, design centers, and sales offices, serving a wide array of U.S.-based customers.

Ownership Structure: Publicly traded company (NYSE: JBL)

COMPANY PROFILE

Jabil Inc. is a global manufacturing services company that provides comprehensive design, manufacturing, supply chain, and product management services. Headquartered in the U.S., Jabil has a significant manufacturing footprint in Mexico, with facilities in locations such as Guadalajara, Chihuahua, and Tijuana. These Mexican operations are key hubs for the production of complex electronics, including components and systems for automatic data processing machines, serving a diverse range of global customers. Jabil's business model is focused on delivering end-to-end manufacturing solutions for its clients, which include leading technology companies. Its Mexican plants are strategically important for serving the North American market, offering advanced manufacturing capabilities for computing, networking, and storage products. The company's export volume from Mexico is substantial, contributing significantly to the cross-border trade of high-tech electronics. Jabil has a strong and direct presence in the importing country, the United States, where it is headquartered and operates numerous manufacturing sites, design centers, and sales offices. The company serves a wide array of U.S.-based customers across various sectors, including enterprise and cloud infrastructure, consumer electronics, and industrial technologies. Its Mexican exports directly support the supply chains of these U.S. clients. Jabil Inc. is a publicly traded company listed on the New York Stock Exchange (NYSE: JBL). Its ownership is widely distributed among institutional and individual investors. The company reported net revenue of approximately $34.7 billion USD for fiscal year 2023. The management board includes Mike Dastoor (CEO). In recent news, Jabil has continued to invest in its advanced manufacturing capabilities and automation across its global network, including its Mexican facilities, to meet the growing demand for complex electronic assemblies and improve supply chain efficiency for its North American customers.

MANAGEMENT TEAM

• Mike Dastoor (CEO)

RECENT NEWS

Jabil has continued to invest in its advanced manufacturing capabilities and automation across its global network, including its Mexican facilities, to meet the growing demand for complex electronic assemblies and improve supply chain efficiency for its North American customers.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Samsung Electronics Co., Ltd.

Revenue 198,000,000,000$

Website: https://www.samsung.com/

Country: Viet Nam

Nature of Business: Global technology company specializing in consumer electronics, mobile communications, and device solutions

Product Focus & Scale: Manufacture and export of smartphones, tablets, displays, memory chips, and other components for automatic data processing machines on a massive scale.

Operations in Importing Country: Extensive direct presence in the U.S. with sales offices, R&D centers, and a vast distribution network. Products are widely available through retail, online, and direct channels.

Ownership Structure: Publicly traded company (KRX: 005930)

COMPANY PROFILE

Samsung Electronics Co., Ltd. is a global leader in technology, headquartered in South Korea. It is one of the world's largest manufacturers of electronic devices. Samsung has made significant investments in Vietnam, establishing large-scale manufacturing complexes, particularly in Bac Ninh and Thai Nguyen provinces. These facilities are crucial for the production of a wide range of electronic products, including smartphones, tablets, displays, and components that are integral to automatic data processing machines, which are then exported globally, including to the United States. Samsung's business model in Vietnam focuses on high-volume, vertically integrated production, leveraging the country's strategic location and skilled workforce. The scale of its exports from Vietnam is immense, making it a cornerstone of Vietnam's export economy and a major contributor to the global supply of consumer electronics and computing components. The company's operations encompass R&D, manufacturing, and assembly. Samsung has a direct and extensive presence in the importing country, the United States, with numerous sales offices, R&D centers, and a vast distribution network. Its products are widely available through retail channels, online stores, and direct sales to consumers and businesses. The Vietnamese manufacturing base plays a vital role in supplying the U.S. market with a diverse portfolio of Samsung's electronic products. Samsung Electronics Co., Ltd. is a publicly traded company listed on the Korea Exchange (KRX: 005930). Its ownership is widely distributed among institutional and individual investors. The company reported consolidated revenue of approximately $198 billion USD in 2023. The management board includes Jong-Hee Han (Vice Chairman and CEO, Device eXperience Division) and Kyehyun Kyung (President and CEO, Device Solutions Division). In recent news, Samsung has continued to expand its R&D and manufacturing capabilities in Vietnam, focusing on high-value products and components, reinforcing its role as a key supplier of advanced electronics to the U.S. market.

MANAGEMENT TEAM

• Jong-Hee Han (Vice Chairman and CEO, Device eXperience Division)
• Kyehyun Kyung (President and CEO, Device Solutions Division)

RECENT NEWS

Samsung has continued to expand its R&D and manufacturing capabilities in Vietnam, focusing on high-value products and components, reinforcing its role as a key supplier of advanced electronics to the U.S. market.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

LG Electronics Inc.

Revenue 62,100,000,000$

Website: https://www.lg.com/

Country: Viet Nam

Nature of Business: Global electronics company specializing in consumer electronics, home appliances, and business solutions

Product Focus & Scale: Manufacture and export of displays, televisions, home appliances, and components for computing devices and other consumer electronics on a large scale.

Operations in Importing Country: Extensive direct presence in the U.S. with sales offices, service centers, and a robust distribution network. Products are widely available through retail, online, and direct channels.

Ownership Structure: Publicly traded company (KRX: 066570)

COMPANY PROFILE

LG Electronics Inc. is a global electronics company headquartered in South Korea, known for its wide range of consumer electronics, home appliances, and mobile communications products. LG has a significant manufacturing presence in Vietnam, with major production facilities in Hai Phong. These facilities are responsible for producing various electronic goods, including displays, components for computing devices, and other consumer electronics that are exported to international markets, including the United States. LG's business model in Vietnam focuses on leveraging the country's manufacturing capabilities to produce high-quality, competitive products for global distribution. The scale of its exports from Vietnam is substantial, contributing significantly to the country's electronics export volume. The company's operations in Vietnam encompass R&D, manufacturing, and assembly, supporting its diverse product portfolio. LG Electronics has a direct and extensive presence in the importing country, the United States, with sales offices, service centers, and a robust distribution network. Its products are widely available through major retailers, online platforms, and direct sales channels. The Vietnamese manufacturing base plays an important role in supplying the U.S. market with LG's electronic products, including those with data processing capabilities. LG Electronics Inc. is a publicly traded company listed on the Korea Exchange (KRX: 066570). Its ownership is widely distributed among institutional and individual investors. The company reported consolidated revenue of approximately $62.1 billion USD in 2023. The management board includes William Cho (CEO). In recent news, LG has been optimizing its global production network, with its Vietnamese facilities continuing to be a key hub for manufacturing and exporting a range of electronic products, including those with advanced data processing features, to meet demand in the U.S. and other key markets.

MANAGEMENT TEAM

- William Cho (CEO)

RECENT NEWS

> LG has been optimizing its global production network, with its Vietnamese facilities continuing to be a key hub for manufacturing and exporting a range of electronic products, including those with advanced data processing features, to meet demand in the U.S. and other key markets.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Intel Products Vietnam (Intel Corporation)

Revenue 54,200,000,000$

Website: https://www.intel.com/content/www/us/en/corporate/intel-vietnam.html

Country: Viet Nam

Nature of Business: Semiconductor manufacturing (assembly, test, and packaging)

Product Focus & Scale: Manufacture and export of microprocessors, chipsets, and other integrated circuits, which are fundamental components of automatic data processing machines, on a massive scale.

Operations in Importing Country: Parent company (Intel Corporation) is headquartered in the U.S. with extensive R&D, design, and sales operations. Products are essential components for countless data processing machines sold and used in the U.S.

Ownership Structure: Wholly-owned subsidiary of Intel Corporation (NASDAQ: INTC)

COMPANY PROFILE

Intel Products Vietnam is a significant subsidiary of Intel Corporation, the global leader in semiconductor manufacturing, headquartered in the U.S. Located in Ho Chi Minh City, Intel Products Vietnam operates one of Intel's largest assembly and test manufacturing facilities globally. This plant is crucial for the production of microprocessors and chipsets, which are fundamental components of automatic data processing machines, and are then exported worldwide, including to the United States. Intel's business model in Vietnam is focused on high-volume, high-tech manufacturing of critical semiconductor components. The scale of its exports from Vietnam is immense, making it a vital link in the global technology supply chain. The facility performs assembly, packaging, and testing of processors and other integrated circuits, ensuring the quality and reliability of Intel's products before they are shipped to original equipment manufacturers (OEMs) and cloud service providers globally. Intel Corporation has a profound and direct presence in the importing country, the United States, where it is headquartered and conducts extensive R&D, design, and sales operations. Its microprocessors and chipsets are at the heart of countless data processing machines sold and used in the U.S. The Vietnamese facility directly supports the supply of these essential components to U.S.-based technology companies and data centers. Intel Corporation is a publicly traded company listed on the NASDAQ (NASDAQ: INTC). Its ownership is widely distributed among institutional and individual investors. Intel Corporation reported revenue of approximately $54.2 billion USD in 2023. The management board includes Patrick Gelsinger (CEO). In recent news, Intel has continued to invest in its Vietnamese operations, expanding its capabilities and capacity to meet the growing global demand for semiconductors, particularly those powering AI and high-performance computing, directly impacting the supply to the U.S. market.

GROUP DESCRIPTION

Intel Corporation is an American multinational corporation and technology company headquartered in Santa Clara, California. It is the world's largest semiconductor chip manufacturer by revenue, and is the developer of the x86 series of microprocessors, the processors found in most personal computers.

MANAGEMENT TEAM

• Patrick Gelsinger (CEO, Intel Corporation)

RECENT NEWS

Intel has continued to invest in its Vietnamese operations, expanding its capabilities and capacity to meet the growing global demand for semiconductors, particularly those powering AI and high-performance computing, directly impacting the supply to the U.S. market.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Compal Electronics, Inc.

Revenue 29,800,000,000$

Website: https://www.compal.com/

Country: Viet Nam

Nature of Business: Original Design Manufacturer (ODM) of electronic hardware

Product Focus & Scale: Manufacture of notebook computers, tablets, monitors, and other automatic data processing machines on a large scale for global brands.

Operations in Importing Country: Primarily indirect, as a contract manufacturer for major U.S. technology brands. Maintains sales and support offices in the U.S. to manage client relationships.

Ownership Structure: Publicly traded company (TWSE: 2324)

COMPANY PROFILE

Compal Electronics, Inc. is a Taiwanese original design manufacturer (ODM) of notebook computers, monitors, and other electronic devices. While headquartered in Taiwan, Compal has significantly expanded its manufacturing footprint in Vietnam, with facilities in Vinh Phuc province. These Vietnamese operations are becoming increasingly important for the production of laptops, tablets, and other automatic data processing machines, which are then exported to global markets, including the United States. Compal's business model is centered on providing comprehensive manufacturing services to leading global technology brands. Its expansion into Vietnam is part of a broader strategy to diversify its production base and enhance supply chain resilience. The scale of its exports from Vietnam is growing, contributing to the country's emergence as a key electronics manufacturing hub. Compal focuses on high-volume, efficient production of complex electronic assemblies. Compal's presence in the importing country, the United States, is primarily indirect, through its role as a contract manufacturer for major U.S. technology companies. Its manufactured products are sold under these clients' brands within the U.S. market. Compal also maintains sales and support offices in the U.S. to manage client relationships and facilitate product development. Compal Electronics, Inc. is a publicly traded company listed on the Taiwan Stock Exchange (TWSE: 2324). Its ownership is widely distributed among institutional and individual investors. The company reported consolidated revenue of approximately $29.8 billion USD in 2023. The management board includes Ray Chen (President and CEO). In recent news, Compal has been actively ramping up its production capacity in Vietnam, particularly for notebook computers and other smart devices, to meet the increasing demand from its U.S. and international clients and to mitigate geopolitical risks associated with concentrated manufacturing.

MANAGEMENT TEAM

• Ray Chen (President and CEO)

RECENT NEWS

Compal has been actively ramping up its production capacity in Vietnam, particularly for notebook computers and other smart devices, to meet the increasing demand from its U.S. and international clients and to mitigate geopolitical risks associated with concentrated manufacturing.

KEY EXPORT COMPANIES

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Foxconn (Hon Hai Precision Industry Co., Ltd.)

Revenue 200,000,000,000$

Website: https://www.foxconn.com/

Country: Viet Nam

Nature of Business: Contract electronics manufacturing services (EMS)

Product Focus & Scale: Manufacture and assembly of components for automatic data processing machines, including those for smartphones, tablets, and other electronic devices, on a massive scale for global brands.

Operations in Importing Country: Primarily through its role as a key supplier to major U.S. technology companies; products are sold under client brands. Investments in Vietnam are partly driven by the need to build more resilient supply chains for U.S.-bound products.

Ownership Structure: Publicly traded company (Taiwan Stock Exchange)

COMPANY PROFILE

Foxconn, officially Hon Hai Precision Industry Co., Ltd., is the world's largest contract electronics manufacturer. While headquartered in Taiwan, Foxconn has significantly expanded its manufacturing operations in Vietnam, with major facilities in Bac Giang and Bac Ninh provinces. These Vietnamese plants are increasingly important for the production of various electronic devices, including components for automatic data processing machines, particularly for key clients like Apple, which are then exported globally, including to the United States. Foxconn's business model in Vietnam focuses on leveraging the country's growing manufacturing ecosystem and strategic location to diversify its global production footprint. The scale of its exports from Vietnam is rapidly increasing, encompassing a wide range of electronic components and finished goods that are integral to the global supply chain of data processing equipment. The company provides comprehensive manufacturing services, from assembly to logistics. Foxconn's presence in the importing country, the United States, is primarily through its role as a key supplier to major American technology companies. While it does not operate as a direct consumer-facing brand in the U.S., its products are ubiquitous within the American electronics market through its OEM partnerships. The company's investments in Vietnam are partly driven by the need to build more resilient and diversified supply chains for its U.S.-bound products. Hon Hai Precision Industry Co., Ltd. is a publicly traded company listed on the Taiwan Stock Exchange. Its ownership is widely distributed among institutional and individual investors. The company reported a consolidated revenue of approximately $200 billion USD in 2023. The management board includes Chairman and CEO Young Liu. In recent news, Foxconn has continued to accelerate its investments in Vietnam, particularly for the production of Apple products, which include various data processing components, aiming to increase its export capacity to the U.S. and other markets.

MANAGEMENT TEAM

• Young Liu (Chairman and CEO)

RECENT NEWS

Foxconn has continued to accelerate its investments in Vietnam, particularly for the production of Apple products, which include various data processing components, aiming to increase its export capacity to the U.S. and other markets.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Apple Inc.

Revenue 383,300,000,000$

Technology company, manufacturer, retailer

Website: https://www.apple.com/

Country: USA

Product Usage: Resale of finished goods (Macs, iPads), processing/assembly of components into finished products (e.g., Mac Pro), and use in internal data center infrastructure (servers).

Ownership Structure: Publicly traded company (NASDAQ: AAPL)

COMPANY PROFILE

Apple Inc. is a multinational technology company headquartered in Cupertino, California, U.S. It designs, manufactures, and markets smartphones, personal computers, tablets, wearables, and accessories worldwide. As a major global technology company, Apple is one of the largest importers of automatic data processing machines, both as finished goods (e.g., Macs, iPads) and as components for assembly within the U.S. or for integration into its various product lines. Its import activities are critical to maintaining its vast product portfolio and meeting global demand. Apple's business model is centered on creating a seamless ecosystem of hardware, software, and services. The company imports finished products for direct sale to consumers and businesses through its retail stores, online store, and third-party distributors. Additionally, it imports a significant volume of components, such as processors, memory, and displays, which are then used in its own manufacturing and assembly processes for products like the Mac Pro, which has U.S. assembly. The scale of its imports is immense, reflecting its position as a leading consumer electronics brand. Apple's usage of imported products is multifaceted: for direct resale of finished goods, for integration into its own manufacturing processes, and for supporting its extensive data center infrastructure (e.g., servers for iCloud and other services). The company's supply chain is globally diversified, relying heavily on manufacturing partners in Asia and Mexico for the production of its devices, which are then imported into the U.S. for distribution. Apple Inc. is a publicly traded company listed on the NASDAQ (NASDAQ: AAPL). Its ownership is widely distributed among institutional and individual investors. The company reported net sales of approximately $383.3 billion USD for fiscal year 2023. The management board includes Tim Cook (CEO) and Luca Maestri (CFO). In recent news, Apple has continued to optimize its global supply chain, diversifying production to countries like Vietnam and India, which impacts its import patterns into the U.S. The company also regularly updates its product lines, driving continuous import of new generation data processing machines and components.

MANAGEMENT TEAM

- Tim Cook (CEO)
- Luca Maestri (CFO)

RECENT NEWS

> Apple has continued to optimize its global supply chain, diversifying production to countries like Vietnam and India, which impacts its import patterns into the U.S. The company also regularly updates its product lines, driving continuous import of new generation data processing machines and components.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

HP Inc.

Revenue 53,700,000,000$

Technology company, manufacturer, wholesaler

Website: https://www.hp.com/

Country: USA

Product Usage: Resale of finished goods (desktops, laptops, workstations, peripherals) to consumers, businesses, and government; import of components for assembly and customization.

Ownership Structure: Publicly traded company (NYSE: HPQ)

COMPANY PROFILE

HP Inc. is a global technology company headquartered in Palo Alto, California, U.S. It develops personal computers, printers, and related supplies, as well as 3D printing solutions. As a leading vendor of automatic data processing machines, HP is a significant importer of finished PCs, laptops, and components from its global manufacturing facilities, particularly those in Mexico and Asia, to serve the vast U.S. market. These imports are essential for maintaining its competitive product offerings and market share. HP's business model involves designing and marketing its products globally, relying on a sophisticated global supply chain for manufacturing. The company imports finished goods for direct sale to consumers, businesses, and government entities through its extensive sales channels, including retail partners, online stores, and direct sales teams. Additionally, HP imports components for assembly and customization within the U.S. for certain product lines or specialized orders. The scale of its imports reflects its position as a top-tier PC vendor. HP's usage of imported products is primarily for resale to end-users across consumer, commercial, and public sectors. The imported automatic data processing machines are sold as complete systems (desktops, notebooks, workstations) or as peripherals. The company also imports components for its own assembly operations and for servicing its installed base. Its global manufacturing strategy ensures a steady flow of products into the U.S. market. HP Inc. is a publicly traded company listed on the New York Stock Exchange (NYSE: HPQ). Its ownership is widely distributed among institutional and individual investors. The company reported net revenue of approximately $53.7 billion USD for fiscal year 2023. The management board includes Enrique Lores (President and CEO) and Marie Myers (CFO). In recent news, HP has been focusing on supply chain resilience and regionalization, which influences its import strategies. The company continues to launch new PC models and solutions, driving consistent import volumes to meet market demand in the U.S.

MANAGEMENT TEAM

- Enrique Lores (President and CEO)
- Marie Myers (CFO)

RECENT NEWS

HP has been focusing on supply chain resilience and regionalization, which influences its import strategies. The company continues to launch new PC models and solutions, driving consistent import volumes to meet market demand in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Dell Technologies Inc.

Revenue 88,400,000,000$

Technology company, manufacturer, direct seller

Website: https://www.dell.com/

Country: USA

Product Usage: Resale of finished goods (desktops, laptops, servers, storage solutions) to consumers, businesses, and government; import of components for assembly and integration into customized solutions.

Ownership Structure: Publicly traded company (NYSE: DELL)

COMPANY PROFILE

Dell Technologies Inc. is a multinational technology company headquartered in Round Rock, Texas, U.S. It develops, sells, repairs, and supports computers and related products and services. As a major global provider of automatic data processing machines, Dell is a substantial importer of finished desktops, laptops, servers, and components from its worldwide manufacturing operations, particularly from Mexico and Asia, to supply its extensive U.S. customer base. These imports are fundamental to its direct-to-customer business model. Dell's business model emphasizes direct sales and customized solutions for consumers, small businesses, large enterprises, and public sector clients. The company imports a wide array of finished computing products for direct distribution and sale. Additionally, Dell imports components and sub-assemblies for its build-to-order and configure-to-order processes, which often take place in its U.S. facilities. The scale of its imports is vast, reflecting its comprehensive product portfolio and significant market share in various computing segments. Dell's usage of imported products is primarily for resale as complete systems (desktops, notebooks, workstations, servers, storage solutions) to its diverse customer base. It also imports components for its own assembly and integration processes, particularly for enterprise-grade solutions and data center infrastructure. The company's global manufacturing and supply chain strategy is designed to ensure efficient and timely delivery of products to the U.S. market. Dell Technologies Inc. is a publicly traded company listed on the New York Stock Exchange (NYSE: DELL). Its ownership is widely distributed among institutional and individual investors. The company reported net revenue of approximately $88.4 billion USD for fiscal year 2024. The management board includes Michael Dell (Chairman and CEO) and Yvonne McGill (CFO). In recent news, Dell has seen strong demand for its AI-optimized servers and high-performance computing solutions, driving significant imports of advanced data processing machines and components to meet the needs of U.S. enterprises and cloud providers.

MANAGEMENT TEAM

- Michael Dell (Chairman and CEO)
- Yvonne McGill (CFO)

RECENT NEWS

Dell has seen strong demand for its AI-optimized servers and high-performance computing solutions, driving significant imports of advanced data processing machines and components to meet the needs of U.S. enterprises and cloud providers.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Microsoft Corporation

Revenue 211,900,000,000$

Technology company, software developer, cloud service provider, consumer electronics manufacturer

Website: https://www.microsoft.com/

Country: USA

Product Usage: Resale of finished consumer hardware (Surface devices, Xbox consoles); internal use for building and expanding hyperscale data centers (servers, networking equipment) for cloud services (Azure, Microsoft 365).

Ownership Structure: Publicly traded company (NASDAQ: MSFT)

COMPANY PROFILE

Microsoft Corporation is a multinational technology company headquartered in Redmond, Washington, U.S. It develops, manufactures, licenses, supports, and sells computer software, consumer electronics, personal computers, and related services. As a major player in both consumer and enterprise technology, Microsoft is a significant importer of automatic data processing machines, including its Surface line of devices, Xbox consoles (which are sophisticated data processing machines), and a vast array of server hardware and components for its Azure cloud infrastructure. Microsoft's business model spans software, cloud services, and hardware. The company imports finished consumer devices for resale through its retail channels and online store. For its cloud services, Microsoft imports massive quantities of servers, networking equipment, and other data center hardware from global manufacturers to build and expand its Azure data centers across the U.S. This dual import strategy supports both its consumer electronics division and its rapidly growing cloud computing business. Microsoft's usage of imported products is twofold: for direct resale of its branded consumer hardware (e.g., Surface laptops, Xbox consoles) to end-users, and for internal use in its hyperscale data centers. The imported server and networking equipment forms the backbone of its cloud services, including Azure, Microsoft 365, and Xbox Live. The company's continuous investment in cloud infrastructure drives consistent, large-scale imports of advanced data processing equipment. Microsoft Corporation is a publicly traded company listed on the NASDAQ (NASDAQ: MSFT). Its ownership is widely distributed among institutional and individual investors. The company reported revenue of approximately $211.9 billion USD for fiscal year 2023. The management board includes Satya Nadella (Chairman and CEO) and Amy Hood (CFO). In recent news, Microsoft's aggressive expansion of its AI capabilities and cloud infrastructure has led to substantial investments in data centers, driving significant imports of high-performance servers and related data processing equipment to support its growing AI and cloud services in the U.S.

MANAGEMENT TEAM

- Satya Nadella (Chairman and CEO)
- Amy Hood (CFO)

RECENT NEWS

Microsoft's aggressive expansion of its AI capabilities and cloud infrastructure has led to substantial investments in data centers, driving significant imports of high-performance servers and related data processing equipment to support its growing AI and cloud services in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Lenovo (United States) Inc.

Revenue 56,900,000,000$

Technology company, wholesaler, direct seller

Website: https://www.lenovo.com/us/en/

Country: USA

Product Usage: Resale of finished goods (laptops, desktops, workstations, servers, storage devices) to consumers, businesses, and government agencies.

Ownership Structure: Subsidiary of Lenovo Group Ltd. (publicly traded)

COMPANY PROFILE

Lenovo (United States) Inc. is the U.S. subsidiary of Lenovo Group Ltd., a global technology company headquartered in Hong Kong, China, and Morrisville, North Carolina, U.S. As one of the world's largest personal computer vendors, Lenovo (U.S.) is a major importer of automatic data processing machines, including laptops, desktops, workstations, and servers, from its global manufacturing facilities, predominantly in China. These imports are crucial for supplying the diverse U.S. market across consumer, commercial, and enterprise segments. Lenovo's business model in the U.S. involves marketing, sales, and distribution of its wide range of computing products. The company imports finished goods for resale through various channels, including major retailers, online platforms, and direct sales to businesses and government agencies. While some customization and assembly may occur locally, the vast majority of its hardware products are manufactured overseas and imported. The scale of its imports reflects its significant market share in the U.S. PC and server markets. Lenovo (U.S.)'s usage of imported products is primarily for resale to end-users. The imported automatic data processing machines are sold as complete systems, catering to a broad spectrum of computing needs from everyday consumer use to high-performance enterprise applications and data center solutions. The company's global supply chain is meticulously managed to ensure a consistent flow of products into the U.S. market. Lenovo (United States) Inc. is a subsidiary of Lenovo Group Ltd., which is a publicly traded company listed on the Hong Kong Stock Exchange (HKEX: 0992). The U.S. operations contribute significantly to the parent company's overall revenue, which was approximately $56.9 billion USD for fiscal year 2023/2024. The management board for Lenovo Group includes Yuanqing Yang (Chairman and CEO). In recent news, Lenovo has been actively promoting its AI-ready PCs and servers in the U.S. market, driving consistent imports of these advanced data processing machines to meet the evolving demands of both consumers and enterprises.

GROUP DESCRIPTION

Lenovo Group Ltd. is a Chinese-American multinational technology company headquartered in Hong Kong and Morrisville, North Carolina. It designs, develops, manufactures, and sells personal computers, tablet computers, smartphones, workstations, servers, electronic storage devices, IT management software, and smart televisions.

MANAGEMENT TEAM

- Yuanqing Yang (Chairman and CEO, Lenovo Group)

RECENT NEWS

Lenovo has been actively promoting its AI-ready PCs and servers in the U.S. market, driving consistent imports of these advanced data processing machines to meet the evolving demands of both consumers and enterprises.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Amazon.com, Inc.

Revenue 574,800,000,000$

E-commerce retailer, cloud computing provider

Website: https://www.amazon.com/

Country: USA

Product Usage: Resale of finished consumer electronics (laptops, desktops, tablets) through e-commerce; internal use for building and expanding hyperscale data centers (servers, networking equipment) for cloud services (AWS).

Ownership Structure: Publicly traded company (NASDAQ: AMZN)

COMPANY PROFILE

Amazon.com, Inc. is a multinational technology company headquartered in Seattle, Washington, U.S., focusing on e-commerce, cloud computing, digital streaming, and artificial intelligence. As the world's largest online retailer and a leading cloud service provider (Amazon Web Services - AWS), Amazon is a massive importer of automatic data processing machines. This includes a vast array of consumer electronics for resale through its e-commerce platform and an enormous volume of servers and networking equipment for its global data centers. Amazon's business model is highly diversified, encompassing online retail, subscription services, and cloud computing. For its retail arm, Amazon imports finished computing devices (laptops, desktops, tablets, smart home devices) from various global manufacturers to sell directly to consumers. For AWS, Amazon directly imports hyperscale server hardware and related data processing infrastructure to build and expand its cloud regions and availability zones across the U.S. The scale of these imports is unparalleled, supporting both its retail and cloud operations. Amazon's usage of imported products is dual-purpose: for direct resale to millions of customers through its e-commerce platform, and for internal use to power its vast cloud computing infrastructure. The imported data processing machines for AWS are critical for providing scalable, on-demand computing resources to businesses and developers worldwide. The company's continuous expansion of its cloud services and product offerings drives consistent, large-scale imports. Amazon.com, Inc. is a publicly traded company listed on the NASDAQ (NASDAQ: AMZN). Its ownership is widely distributed among institutional and individual investors. The company reported net sales of approximately $574.8 billion USD for fiscal year 2023. The management board includes Andy Jassy (President and CEO) and Brian Olsavsky (CFO). In recent news, Amazon's continued investment in its AWS cloud infrastructure, particularly for AI and machine learning capabilities, has led to significant imports of advanced data processing machines and components to expand its data center footprint in the U.S.

MANAGEMENT TEAM

- Andy Jassy (President and CEO)
- Brian Olsavsky (CFO)

RECENT NEWS

Amazon's continued investment in its AWS cloud infrastructure, particularly for AI and machine learning capabilities, has led to significant imports of advanced data processing machines and components to expand its data center footprint in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Best Buy Co., Inc.

`Revenue 46,300,000,000$`

Retailer (consumer electronics)

Website: https://www.bestbuy.com/

Country: USA

Product Usage: Resale of finished goods (laptops, desktops, tablets, monitors, peripherals) to consumers, small businesses, and educational institutions.

Ownership Structure: Publicly traded company (NYSE: BBY)

COMPANY PROFILE

Best Buy Co., Inc. is a leading multinational retailer of consumer electronics headquartered in Richfield, Minnesota, U.S. It operates a network of large-format retail stores and an extensive e-commerce platform. As a primary destination for technology purchases, Best Buy is a major importer of automatic data processing machines, including laptops, desktops, tablets, monitors, and various computer peripherals, from a wide array of global manufacturers to stock its stores and fulfill online orders across the United States. Best Buy's business model is focused on providing a comprehensive selection of consumer electronics, expert advice, and support services. The company acts as a large-scale wholesaler and retailer, purchasing finished goods from original equipment manufacturers (OEMs) worldwide. Its import activities are driven by consumer demand for the latest technology products and seasonal sales cycles. The scale of its imports is substantial, reflecting its dominant position in the U.S. electronics retail market. Best Buy's usage of imported products is entirely for resale to individual consumers, small businesses, and educational institutions. The imported automatic data processing machines are sold as complete, ready-to-use systems or as standalone components and accessories. The company's robust supply chain and logistics network ensure that products imported from various countries are efficiently distributed to its numerous retail locations and directly to customers. Best Buy Co., Inc. is a publicly traded company listed on the New York Stock Exchange (NYSE: BBY). Its ownership is widely distributed among institutional and individual investors. The company reported revenue of approximately $46.3 billion USD for fiscal year 2024. The management board includes Corie Barry (CEO) and Matt Bilunas (CFO). In recent news, Best Buy has been adapting its inventory and import strategies to align with evolving consumer spending habits and demand for new categories like AI-enabled PCs, ensuring it maintains a competitive product assortment for the U.S. market.

MANAGEMENT TEAM

- Corie Barry (CEO)
- Matt Bilunas (CFO)

RECENT NEWS

Best Buy has been adapting its inventory and import strategies to align with evolving consumer spending habits and demand for new categories like AI-enabled PCs, ensuring it maintains a competitive product assortment for the U.S. market.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Walmart Inc.   `Revenue 648,100,000,000$`

Retailer (hypermarket, discount store)

Website: https://www.walmart.com/

Country: USA

Product Usage: Resale of finished goods (laptops, desktops, tablets, accessories) to mass consumers.

Ownership Structure: Publicly traded company (NYSE: WMT)

COMPANY PROFILE

Walmart Inc. is a multinational retail corporation headquartered in Bentonville, Arkansas, U.S., operating a chain of hypermarkets, discount department stores, and grocery stores. As the world's largest company by revenue, Walmart is a massive importer of a vast array of goods, including a significant volume of automatic data processing machines such as budget-friendly laptops, desktops, tablets, and related accessories, to stock its extensive network of stores and its growing e-commerce platform across the United States. Walmart's business model is built on offering a wide selection of products at competitive prices, catering to a broad consumer base. The company acts as a large-scale buyer and retailer, sourcing finished electronic goods from numerous global manufacturers. Its import activities for data processing machines are driven by consumer demand for affordable technology and its strategy to provide a comprehensive product assortment in its electronics departments. The sheer volume of its retail operations necessitates enormous import volumes. Walmart's usage of imported products is entirely for resale to its millions of customers. The imported automatic data processing machines are sold as complete, ready-to-use systems, primarily targeting the mass consumer market. The company's sophisticated global supply chain and distribution network are designed to efficiently move products from international suppliers to its vast network of stores and fulfillment centers throughout the U.S. Walmart Inc. is a publicly traded company listed on the New York Stock Exchange (NYSE: WMT). Its ownership is widely distributed among institutional and individual investors. The company reported total revenue of approximately $648.1 billion USD for fiscal year 2024. The management board includes Doug McMillon (President and CEO) and John David Rainey (CFO). In recent news, Walmart has continued to optimize its supply chain and inventory management, including for electronics, to ensure product availability and competitive pricing for its U.S. customers, adapting to shifts in consumer technology preferences.

MANAGEMENT TEAM

- Doug McMillon (President and CEO)
- John David Rainey (CFO)

RECENT NEWS

> Walmart has continued to optimize its supply chain and inventory management, including for electronics, to ensure product availability and competitive pricing for its U.S. customers, adapting to shifts in consumer technology preferences.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

CDW Corporation

Revenue 21,800,000,000$

IT solutions provider, wholesaler

Website: https://www.cdw.com/

Country: USA

Product Usage: Resale and integration of finished goods (computers, servers, networking equipment, peripherals) into complete IT solutions for business, government, education, and healthcare customers.

Ownership Structure: Publicly traded company (NASDAQ: CDW)

COMPANY PROFILE

CDW Corporation is a leading multi-brand provider of information technology solutions to business, government, education, and healthcare customers in the United States, the United Kingdom, and Canada. Headquartered in Vernon Hills, Illinois, U.S., CDW acts as a major importer and distributor of automatic data processing machines, including a wide range of computers, servers, networking equipment, and peripherals from various global manufacturers. Its import activities are crucial for providing comprehensive IT solutions to its diverse client base. CDW's business model is centered on offering a broad portfolio of technology products and services, acting as an intermediary between hardware manufacturers and end-user organizations. The company imports finished computing hardware and components from leading brands worldwide to fulfill customer orders, which often involve complex IT infrastructure projects. Its value proposition includes expert advice, configuration services, and post-sales support. The scale of its imports is significant, reflecting its role as a top IT solutions provider. CDW's usage of imported products is primarily for resale and integration into complete IT solutions for its clients. The imported automatic data processing machines are sold to businesses, schools, and government agencies for their operational needs, data centers, and end-user computing environments. CDW's extensive logistics and distribution capabilities ensure efficient delivery of these imported products across the U.S. CDW Corporation is a publicly traded company listed on the NASDAQ (NASDAQ: CDW). Its ownership is widely distributed among institutional and individual investors. The company reported net sales of approximately $21.8 billion USD for fiscal year 2023. The management board includes Christine Leahy (Chair and CEO) and Albert Miralles (CFO). In recent news, CDW has been focusing on expanding its offerings in areas like hybrid infrastructure, cybersecurity, and AI solutions, driving consistent imports of advanced data processing machines and related hardware to support these growing segments for its U.S. customers.

MANAGEMENT TEAM

- Christine Leahy (Chair and CEO)
- Albert Miralles (CFO)

RECENT NEWS

CDW has been focusing on expanding its offerings in areas like hybrid infrastructure, cybersecurity, and AI solutions, driving consistent imports of advanced data processing machines and related hardware to support these growing segments for its U.S. customers.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Insight Enterprises, Inc.

Revenue 10,400,000,000$

IT solutions provider, value-added reseller

Website: https://www.insight.com/

Country: USA

Product Usage: Resale and integration of finished goods (computers, servers, storage devices, networking equipment) into customized IT solutions for businesses and public sector organizations.

Ownership Structure: Publicly traded company (NASDAQ: NSIT)

COMPANY PROFILE

Insight Enterprises, Inc. is a Fortune 500 global technology solutions provider headquartered in Chandler, Arizona, U.S. It offers a broad range of hardware, software, cloud, and service solutions to businesses and public sector organizations worldwide. As a major IT solutions integrator, Insight is a significant importer and distributor of automatic data processing machines, including various types of computers, servers, storage devices, and networking equipment from leading global manufacturers. These imports are essential for delivering comprehensive technology solutions to its U.S. client base. Insight's business model is focused on helping clients digitally transform their businesses through intelligent technology solutions. The company acts as a value-added reseller and system integrator, sourcing a wide array of computing hardware and software from its extensive network of partners. Its import activities are driven by the demand for complex IT projects, cloud migrations, and end-user device provisioning. The scale of its imports is substantial, reflecting its global reach and comprehensive service offerings. Insight's usage of imported products is primarily for resale and integration into customized IT solutions for its clients. The imported automatic data processing machines are deployed in client data centers, offices, and remote work environments. Insight's expertise lies in configuring, deploying, and managing these imported hardware assets as part of larger technology ecosystems. Its robust supply chain ensures efficient delivery across the U.S. Insight Enterprises, Inc. is a publicly traded company listed on the NASDAQ (NASDAQ: NSIT). Its ownership is widely distributed among institutional and individual investors. The company reported net sales of approximately $10.4 billion USD for fiscal year 2023. The management board includes Joyce Mullen (President and CEO) and Glynis Bryan (CFO). In recent news, Insight has been emphasizing its capabilities in AI, data, and cloud solutions, which necessitates consistent imports of high-performance data processing machines and infrastructure to support its clients' evolving digital transformation needs in the U.S.

MANAGEMENT TEAM

- Joyce Mullen (President and CEO)
- Glynis Bryan (CFO)

RECENT NEWS

Insight has been emphasizing its capabilities in AI, data, and cloud solutions, which necessitates consistent imports of high-performance data processing machines and infrastructure to support its clients' evolving digital transformation needs in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Google LLC (Alphabet Inc.)

Revenue 305,600,000,000$

Technology company, internet services, cloud computing provider, consumer electronics manufacturer

Website: https://about.google/

Country: USA

Product Usage: Internal use for building and expanding hyperscale data centers (servers, networking equipment) for cloud services (Google Cloud) and other internet services; resale of finished consumer hardware (Pixelbooks, Nest devices).

Ownership Structure: Subsidiary of Alphabet Inc. (publicly traded)

COMPANY PROFILE

Google LLC is an American multinational technology company headquartered in Mountain View, California, U.S., and is a subsidiary of Alphabet Inc. It specializes in Internet-related services and products, which include online advertising technologies, a search engine, cloud computing, software, and hardware. As a leading cloud service provider (Google Cloud) and a developer of consumer hardware, Google is a massive importer of automatic data processing machines, primarily servers and networking equipment for its global data centers, and finished consumer devices like Pixelbooks and Nest devices. Google's business model is diverse, encompassing advertising, cloud services, and consumer hardware. For Google Cloud, the company directly imports enormous quantities of custom-designed and off-the-shelf server hardware, storage systems, and networking components from global manufacturers to build and expand its data centers across the U.S. For its consumer hardware division, Google imports finished devices for resale through its online store and retail partners. The scale of these imports is immense, supporting both its core services and its growing hardware footprint. Google's usage of imported products is primarily for internal use to power its vast global infrastructure, including its search engine, YouTube, Google Cloud Platform, and other services. The imported servers and data processing equipment form the backbone of its cloud computing offerings, providing scalable resources to businesses worldwide. Additionally, finished consumer devices are imported for direct resale to end-users. The company's continuous innovation and expansion drive consistent, large-scale imports. Google LLC is a subsidiary of Alphabet Inc., which is a publicly traded company listed on the NASDAQ (NASDAQ: GOOGL, GOOG). Alphabet Inc. reported total revenues of approximately $305.6 billion USD for fiscal year 2023. The management board includes Sundar Pichai (CEO of Google and Alphabet) and Ruth Porat (President, Chief Investment Officer, and CFO of Alphabet and Google). In recent news, Google's significant investments in AI research and development, coupled with the expansion of its Google Cloud infrastructure, have led to substantial imports of high-performance data processing machines and specialized AI hardware to support its growing AI capabilities and cloud services in the U.S.

GROUP DESCRIPTION

Alphabet Inc. is an American multinational technology conglomerate holding company headquartered in Mountain View, California. It was created through a corporate restructuring of Google in 2015, and became the parent company of Google and several former Google subsidiaries.

MANAGEMENT TEAM

- Sundar Pichai (CEO of Google and Alphabet)
- Ruth Porat (President, Chief Investment Officer, and CFO of Alphabet and Google)

RECENT NEWS

> Google's significant investments in AI research and development, coupled with the expansion of its Google Cloud infrastructure, have led to substantial imports of high-performance data processing machines and specialized AI hardware to support its growing AI capabilities and cloud services in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Meta Platforms, Inc.

Revenue 134,900,000,000$

Technology conglomerate, social media, virtual reality

Website: https://about.meta.com/

Country: USA

Product Usage: Internal use for building and expanding hyperscale data centers (servers, networking equipment) to power social media platforms, AI research, and metaverse development.

Ownership Structure: Publicly traded company (NASDAQ: META)

COMPANY PROFILE

Meta Platforms, Inc., commonly known as Meta, is an American multinational technology conglomerate headquartered in Menlo Park, California, U.S. It is the parent company of Facebook, Instagram, WhatsApp, and Reality Labs (focused on virtual and augmented reality). As a company heavily reliant on massive data processing capabilities for its social media platforms and its metaverse initiatives, Meta is a significant importer of automatic data processing machines, primarily custom-designed servers and networking equipment for its vast global data centers. Meta's business model is centered on connecting people through its family of apps and building technologies for the metaverse. To support its billions of users and complex AI models, Meta operates one of the largest data center infrastructures in the world. The company directly imports enormous quantities of server hardware, storage systems, and networking components from global manufacturers to build and expand its data centers across the U.S. These imports are critical for maintaining the performance and scalability of its platforms. Meta's usage of imported products is almost entirely for internal use to power its hyperscale data centers. The imported servers and data processing equipment are essential for running its social media platforms, processing vast amounts of user data, supporting its AI research, and developing its metaverse technologies. The company's continuous investment in infrastructure and AI capabilities drives consistent, large-scale imports of cutting-edge data processing hardware. Meta Platforms, Inc. is a publicly traded company listed on the NASDAQ (NASDAQ: META). Its ownership is widely distributed among institutional and individual investors. The company reported total revenue of approximately $134.9 billion USD for fiscal year 2023. The management board includes Mark Zuckerberg (Founder, Chairman, and CEO) and Susan Li (CFO). In recent news, Meta's aggressive push into AI and the metaverse has led to substantial capital expenditures on infrastructure, resulting in significant imports of high-performance data processing machines, including specialized AI accelerators, to expand its data center capacity in the U.S.

MANAGEMENT TEAM

- Mark Zuckerberg (Founder, Chairman, and CEO)
- Susan Li (CFO)

RECENT NEWS

Meta's aggressive push into AI and the metaverse has led to substantial capital expenditures on infrastructure, resulting in significant imports of high-performance data processing machines, including specialized AI accelerators, to expand its data center capacity in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Cisco Systems, Inc.

Revenue 57,000,000,000$

Technology conglomerate, networking hardware manufacturer, software developer

Website: https://www.cisco.com/

Country: USA

Product Usage: Integration of imported components into own manufactured systems (e.g., server components for UCS, specialized processors for networking devices); direct resale of certain finished data processing machines (e.g., UCS servers) to enterprise clients.

Ownership Structure: Publicly traded company (NASDAQ: CSCO)

COMPANY PROFILE

Cisco Systems, Inc. is an American multinational digital communications technology conglomerate corporation headquartered in San Jose, California, U.S. Cisco develops, manufactures, and sells networking hardware, software, telecommunications equipment, and other high-technology services and products. While a major manufacturer itself, Cisco is also a significant importer of components and sometimes finished automatic data processing machines, particularly servers and specialized computing units, for its enterprise networking, data center, and collaboration solutions. Cisco's business model focuses on providing end-to-end IT solutions for enterprises, service providers, and public sector organizations. The company designs its own hardware but relies on a global supply chain for the manufacturing of components and sub-assemblies. It imports these critical parts, as well as certain finished products like UCS (Unified Computing System) servers, to integrate into its comprehensive solutions or for direct resale to its U.S. customers. The scale of its imports supports its vast product portfolio and global market leadership. Cisco's usage of imported products is primarily for integration into its own manufactured systems (e.g., server components for UCS, specialized processors for networking devices) and for direct resale of certain finished data processing machines to its enterprise clients. These imported machines are crucial for building robust data centers, cloud infrastructures, and secure network environments for businesses across the U.S. The company's supply chain is designed to ensure the availability of high-quality components and products. Cisco Systems, Inc. is a publicly traded company listed on the NASDAQ (NASDAQ: CSCO). Its ownership is widely distributed among institutional and individual investors. The company reported total revenue of approximately $57.0 billion USD for fiscal year 2023. The management board includes Chuck Robbins (Chair and CEO) and Scott Herren (CFO). In recent news, Cisco has been focusing on AI-driven networking and security solutions, which involves importing advanced data processing units and components to enhance the capabilities of its hardware offerings for U.S. enterprises and data centers.

MANAGEMENT TEAM

- Chuck Robbins (Chair and CEO)
- Scott Herren (CFO)

RECENT NEWS

Cisco has been focusing on AI-driven networking and security solutions, which involves importing advanced data processing units and components to enhance the capabilities of its hardware offerings for U.S. enterprises and data centers.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

IBM Corporation

Revenue 61,900,000,000$

Technology and consulting company, hardware manufacturer, software developer, cloud service provider

Website: https://www.ibm.com/

Country: USA

Product Usage: Internal manufacturing and assembly of enterprise-grade servers and storage solutions; populating cloud data centers with imported components and machines.

Ownership Structure: Publicly traded company (NYSE: IBM)

COMPANY PROFILE

IBM Corporation is an American multinational technology and consulting company headquartered in Armonk, New York, U.S. It manufactures and markets computer hardware, middleware, and software, and provides hosting and consulting services in areas ranging from mainframe computers to nanotechnology. As a long-standing leader in enterprise IT, IBM is a significant importer of components and certain finished automatic data processing machines, particularly for its server lines (e.g., IBM Z, Power Systems) and cloud infrastructure. IBM's business model has evolved to focus on hybrid cloud and AI solutions for enterprise clients. While IBM designs and assembles many of its high-end systems in the U.S., it relies on a global supply chain for the manufacturing of various components, sub-assemblies, and sometimes complete units that are then imported. These imports are crucial for building its powerful enterprise servers, storage systems, and for supporting its global cloud data centers. The scale of its imports supports its complex product development and service delivery. IBM's usage of imported products is primarily for internal manufacturing and assembly of its enterprise-grade servers and storage solutions, as well as for populating its cloud data centers. The imported automatic data processing components and machines are integral to delivering high-performance, secure, and scalable IT infrastructure to its clients across various industries in the U.S. The company's focus on mission-critical systems drives the need for reliable and high-quality imported parts. IBM Corporation is a publicly traded company listed on the New York Stock Exchange (NYSE: IBM). Its ownership is widely distributed among institutional and individual investors. The company reported total revenue of approximately $61.9 billion USD for fiscal year 2023. The management board includes Arvind Krishna (Chairman and CEO) and James Kavanaugh (CFO). In recent news, IBM has been heavily investing in AI and quantum computing, which drives the import of specialized processors and high-performance computing components to enhance its server offerings and cloud capabilities for its U.S. enterprise clients.

MANAGEMENT TEAM

- Arvind Krishna (Chairman and CEO)
- James Kavanaugh (CFO)

RECENT NEWS

IBM has been heavily investing in AI and quantum computing, which drives the import of specialized processors and high-performance computing components to enhance its server offerings and cloud capabilities for its U.S. enterprise clients.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Target Corporation

Revenue 107,400,000,000$

Retailer (general merchandise, discount department store)

Website: https://www.target.com/

Country: USA

Product Usage: Resale of finished goods (laptops, desktops, tablets, accessories) to consumers.

Ownership Structure: Publicly traded company (NYSE: TGT)

COMPANY PROFILE

Target Corporation is a general merchandise retailer headquartered in Minneapolis, Minnesota, U.S. It operates a chain of discount department stores and hypermarkets across the United States. As a major retailer, Target is a significant importer of a wide range of consumer goods, including automatic data processing machines such as laptops, tablets, desktop computers, and various computer accessories, to stock its numerous stores and its robust e-commerce platform throughout the U.S. Target's business model focuses on offering a curated assortment of stylish and affordable products, aiming for a more upscale discount retail experience. The company acts as a large-scale buyer and retailer, sourcing finished electronic goods from numerous global manufacturers. Its import activities for data processing machines are driven by consumer demand for accessible technology and its strategy to provide a comprehensive electronics department within its stores. The volume of its retail operations necessitates substantial import volumes. Target's usage of imported products is entirely for resale to its millions of customers. The imported automatic data processing machines are sold as complete, ready-to-use systems, primarily targeting the consumer market. The company's sophisticated global supply chain and distribution network are designed to efficiently move products from international suppliers to its vast network of stores and fulfillment centers across the U.S. Target Corporation is a publicly traded company listed on the New York Stock Exchange (NYSE: TGT). Its ownership is widely distributed among institutional and individual investors. The company reported total revenue of approximately $107.4 billion USD for fiscal year 2023. The management board includes Brian Cornell (Chair and CEO) and Michael Fiddelke (CFO). In recent news, Target has been optimizing its inventory management and supply chain to respond to shifts in consumer spending and preferences, including for electronics, ensuring it maintains a competitive and appealing assortment of data processing machines for its U.S. customers.

MANAGEMENT TEAM

- Brian Cornell (Chair and CEO)
- Michael Fiddelke (CFO)

RECENT NEWS

Target has been optimizing its inventory management and supply chain to respond to shifts in consumer spending and preferences, including for electronics, ensuring it maintains a competitive and appealing assortment of data processing machines for its U.S. customers.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Micro Center (Micro Electronics, Inc.)

Revenue 3,000,000,000$

Retailer (specialized computer and electronics)

Website: https://www.microcenter.com/

Country: USA

Product Usage: Resale of finished goods (desktops, laptops, custom-built PCs) and components (CPUs, GPUs, motherboards) to computer enthusiasts, gamers, professionals, and system builders.

Ownership Structure: Privately held company

COMPANY PROFILE

Micro Center, operated by Micro Electronics, Inc., is a privately held American computer retail company headquartered in Hilliard, Ohio, U.S. It operates a chain of large-format retail stores specializing in computers, computer components, electronics, and related accessories. Micro Center is a significant importer of automatic data processing machines, including a wide variety of desktops, laptops, custom-built PCs, components (CPUs, GPUs, motherboards), and peripherals from numerous global manufacturers to serve its enthusiast and professional customer base across the United States. Micro Center's business model is unique in its focus on providing a deep inventory of components and systems for computer enthusiasts, gamers, and professionals, alongside traditional consumer electronics. The company acts as a large-scale retailer and direct importer, sourcing specialized and high-performance computing hardware from around the world. Its import activities are driven by the rapid pace of technological innovation and the demand for cutting-edge components and systems. The scale of its imports is substantial for a specialized retailer. Micro Center's usage of imported products is primarily for resale to end-users, including individual consumers, small businesses, and system builders. The imported automatic data processing machines are sold as complete systems, or as individual components for custom PC builds, upgrades, and repairs. The company's supply chain is designed to ensure a wide selection and timely availability of the latest technology products for its discerning customer base. Micro Electronics, Inc. is a privately held company, and as such, its exact revenue figures are not publicly disclosed. However, industry estimates place its annual revenue in the range of several billion USD. The company is owned by its founder, John F. Berger. The management board includes Rick Mershad (President). In recent news, Micro Center has continued to be a go-to destination for new product launches in the PC hardware space, driving consistent imports of the latest CPUs, GPUs, and other data processing components to meet the high demand from its enthusiast community in the U.S.

MANAGEMENT TEAM

- John F. Berger (Founder and Owner)
- Rick Mershad (President)

RECENT NEWS

> Micro Center has continued to be a go-to destination for new product launches in the PC hardware space, driving consistent imports of the latest CPUs, GPUs, and other data processing components to meet the high demand from its enthusiast community in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Newegg Commerce, Inc.

Revenue 1,500,000,000$

Online retailer (computer hardware and electronics)

Website: https://www.newegg.com/

Country: USA

Product Usage: Resale of finished goods (desktops, laptops) and components (CPUs, GPUs, RAM, storage, motherboards) to consumers, system builders, and small businesses.

Ownership Structure: Publicly traded company (NASDAQ: NEGG)

COMPANY PROFILE

Newegg Commerce, Inc. is an online retailer of computer hardware and software, consumer electronics, and other technology products, headquartered in City of Industry, California, U.S. It operates primarily as an e-commerce platform, serving a vast customer base of tech enthusiasts, gamers, and professionals. Newegg is a major importer of automatic data processing machines, including a comprehensive range of desktops, laptops, components (CPUs, GPUs, RAM, storage), and peripherals from numerous global manufacturers to fulfill orders across the United States. Newegg's business model is focused on providing a wide selection of technology products at competitive prices through its online marketplace. The company acts as a large-scale e-tailer and direct importer, sourcing a diverse inventory of computing hardware and components from around the world. Its import activities are driven by the dynamic nature of the technology market and the continuous introduction of new products. The scale of its imports is substantial, reflecting its position as a leading online destination for PC components and systems. Newegg's usage of imported products is entirely for resale to end-users, including individual consumers, system builders, and small businesses. The imported automatic data processing machines are sold as complete systems, or as individual components for custom PC builds, upgrades, and repairs. The company's efficient e-commerce logistics and fulfillment network ensure that products imported from various countries are quickly delivered to customers throughout the U.S. Newegg Commerce, Inc. is a publicly traded company listed on the NASDAQ (NASDAQ: NEGG). Its ownership is widely distributed among institutional and individual investors. The company reported net sales of approximately $1.5 billion USD for fiscal year 2023. The management board includes Anthony Chow (CEO) and Robert C. Chang (CFO). In recent news, Newegg has been actively expanding its product categories and improving its fulfillment capabilities, driving consistent imports of the latest data processing machines and components to cater to the evolving demands of the U.S. PC building and gaming communities.

MANAGEMENT TEAM

- Anthony Chow (CEO)
- Robert C. Chang (CFO)

RECENT NEWS

> Newegg has been actively expanding its product categories and improving its fulfillment capabilities, driving consistent imports of the latest data processing machines and components to cater to the evolving demands of the U.S. PC building and gaming communities.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Ingram Micro Inc.

Revenue 50,000,000,000$

Technology distributor, supply chain services

Website: https://www.ingrammicro.com/

Country: USA

Product Usage: Wholesale distribution of finished goods (computers, servers, networking equipment, components) to resellers, system integrators, and retailers for subsequent resale or integration into IT solutions.

Ownership Structure: Privately held (owned by Platinum Equity)

COMPANY PROFILE

Ingram Micro Inc. is an American multinational technology distributor and supply chain services company headquartered in Irvine, California, U.S. It is one of the world's largest wholesale technology distributors, serving a vast network of resellers, system integrators, and retailers. Ingram Micro is a massive importer of automatic data processing machines, including a comprehensive range of computers, servers, networking equipment, software, and components from thousands of global manufacturers. Its import activities are fundamental to supplying the entire IT channel across the United States. Ingram Micro's business model is centered on enabling the global technology ecosystem by providing a broad portfolio of products and services, from logistics and distribution to cloud and lifecycle services. The company acts as a critical intermediary, purchasing vast quantities of finished computing hardware and components from OEMs worldwide. Its import activities are driven by the continuous demand from its channel partners who then sell to end-user businesses, government, and consumers. The scale of its imports is enormous, reflecting its role as a backbone of the IT supply chain. Ingram Micro's usage of imported products is primarily for wholesale distribution to its network of resellers and solution providers. The imported automatic data processing machines are then resold to end-users or integrated into larger IT solutions. The company's extensive global logistics and distribution network ensures efficient movement of these imported products from ports to its warehouses and then to its partners across the U.S. Ingram Micro Inc. is a privately held company, owned by Platinum Equity, a global investment firm. As a private entity, its exact revenue figures are not publicly disclosed, but it is estimated to be one of the largest private companies in the U.S., with annual revenues well over $50 billion USD. The management board includes Paul Bay (CEO) and Mike Zilis (President). In recent news, Ingram Micro has continued to invest in its cloud and cybersecurity offerings, which drives consistent imports of advanced data processing machines and related infrastructure to support the evolving needs of its channel partners and their end-customers in the U.S.

GROUP DESCRIPTION

Platinum Equity is a global investment firm specializing in mergers, acquisitions and operations of companies that provide mission-critical products, services and solutions.

MANAGEMENT TEAM

- Paul Bay (CEO)
- Mike Zilis (President)

RECENT NEWS

Ingram Micro has continued to invest in its cloud and cybersecurity offerings, which drives consistent imports of advanced data processing machines and related infrastructure to support the evolving needs of its channel partners and their end-customers in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Synnex Corporation

Revenue 30,200,000,000$

Technology distributor, business process services

Website: https://www.synnex.com/

Country: USA

Product Usage: Wholesale distribution of finished goods (computers, servers, storage devices, components) to resellers and system integrators for subsequent resale or integration into IT solutions.

Ownership Structure: Publicly traded company (NYSE: SNX)

COMPANY PROFILE

Synnex Corporation is an American multinational corporation that provides business process services, including IT distribution, logistics, and integration services. Headquartered in Fremont, California, U.S., Synnex is a major importer of automatic data processing machines, including a wide range of computers, servers, storage devices, and components from numerous global manufacturers. Its import activities are crucial for supplying its vast network of resellers and system integrators across the United States. Synnex's business model is focused on enabling the IT channel by providing a comprehensive portfolio of technology products and solutions. The company acts as a large-scale wholesale distributor, purchasing vast quantities of finished computing hardware and components from original equipment manufacturers (OEMs) worldwide. Its import activities are driven by the continuous demand from its channel partners who then sell to end-user businesses, government, and consumers. The scale of its imports is substantial, reflecting its position as a leading IT distributor. Synnex's usage of imported products is primarily for wholesale distribution to its network of resellers and solution providers. The imported automatic data processing machines are then resold to end-users or integrated into larger IT solutions. The company's robust logistics and distribution capabilities ensure efficient movement of these imported products from ports to its warehouses and then to its partners throughout the U.S. Synnex Corporation is a publicly traded company listed on the New York Stock Exchange (NYSE: SNX). Its ownership is widely distributed among institutional and individual investors. The company reported total revenue of approximately $30.2 billion USD for fiscal year 2023. The management board includes Rich Hume (President and CEO) and Marshall Witt (CFO). In recent news, Synnex has been expanding its focus on high-growth areas like cloud, security, and AI, which drives consistent imports of advanced data processing machines and related infrastructure to support the evolving needs of its channel partners and their end-customers in the U.S.

MANAGEMENT TEAM

- Rich Hume (President and CEO)
- Marshall Witt (CFO)

RECENT NEWS

Synnex has been expanding its focus on high-growth areas like cloud, security, and AI, which drives consistent imports of advanced data processing machines and related infrastructure to support the evolving needs of its channel partners and their end-customers in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Arrow Electronics, Inc.
`Revenue 33,100,000,000$`

Technology distributor (electronic components and enterprise computing solutions)

Website: https://www.arrow.com/

Country: USA

Product Usage: Wholesale distribution of finished goods (servers, storage, networking equipment) and components (microprocessors, memory) to industrial and commercial users for integration into systems or deployment in IT infrastructure.

Ownership Structure: Publicly traded company (NYSE: ARW)

COMPANY PROFILE

Arrow Electronics, Inc. is an American Fortune 500 company headquartered in Centennial, Colorado, U.S. It is a global provider of products, services, and solutions to industrial and commercial users of electronic components and enterprise computing solutions. Arrow is a significant importer of automatic data processing machines, including servers, storage, and networking equipment, as well as a vast array of electronic components (e.g., microprocessors, memory) that are integral to these machines, from numerous global manufacturers. Its import activities are crucial for supplying its diverse client base across the United States. Arrow's business model is focused on enabling innovation for its customers by providing a comprehensive portfolio of technology products and services. The company acts as a major distributor, sourcing finished computing hardware and a wide range of components from leading global suppliers. Its import activities are driven by the continuous demand from its OEM, contract manufacturing, and enterprise clients who integrate these products into their own solutions or use them for their IT infrastructure. The scale of its imports is substantial, reflecting its global reach and comprehensive offerings. Arrow's usage of imported products is primarily for wholesale distribution to its network of industrial and commercial clients. The imported automatic data processing machines and components are then integrated into larger systems, used in manufacturing processes, or deployed as part of enterprise IT infrastructure. The company's robust global supply chain ensures efficient movement of these imported products to its customers throughout the U.S. Arrow Electronics, Inc. is a publicly traded company listed on the New York Stock Exchange (NYSE: ARW). Its ownership is widely distributed among institutional and individual investors. The company reported net sales of approximately $33.1 billion USD for fiscal year 2023. The management board includes Sean J. Kerins (President and CEO) and Kenneth Jones (CFO). In recent news, Arrow has been focusing on supporting the development of AI and IoT solutions, which drives consistent imports of high-performance data processing components and specialized computing units to meet the evolving needs of its U.S. customers in these rapidly growing sectors.

MANAGEMENT TEAM

- Sean J. Kerins (President and CEO)
- Kenneth Jones (CFO)

RECENT NEWS

> Arrow has been focusing on supporting the development of AI and IoT solutions, which drives consistent imports of high-performance data processing components and specialized computing units to meet the evolving needs of its U.S. customers in these rapidly growing sectors.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Tech Data (TD SYNNEX)

Revenue 57,500,000,000$

Technology distributor, solutions aggregator

Website: https://www.tdsynnex.com/

Country: USA

Product Usage: Wholesale distribution of finished goods (computers, servers, networking equipment, components) to resellers and solution providers for subsequent resale or integration into IT solutions.

Ownership Structure: Subsidiary of TD SYNNEX (publicly traded)

COMPANY PROFILE

Tech Data is a leading global distributor and solutions aggregator for the IT ecosystem, now operating as part of TD SYNNEX, following the merger of Tech Data and Synnex Corporation. Headquartered in Clearwater, Florida, U.S., Tech Data (TD SYNNEX) is a massive importer of automatic data processing machines, including a comprehensive range of computers, servers, networking equipment, software, and components from thousands of global manufacturers. Its import activities are fundamental to supplying the entire IT channel across the United States. Tech Data's business model is centered on enabling the global technology ecosystem by providing a broad portfolio of products, services, and solutions, from logistics and distribution to cloud and lifecycle services. The company acts as a critical intermediary, purchasing vast quantities of finished computing hardware and components from OEMs worldwide. Its import activities are driven by the continuous demand from its channel partners who then sell to end-user businesses, government, and consumers. The scale of its imports is enormous, reflecting its role as a backbone of the IT supply chain. Tech Data's usage of imported products is primarily for wholesale distribution to its network of resellers and solution providers. The imported automatic data processing machines are then resold to end-users or integrated into larger IT solutions. The company's extensive global logistics and distribution network ensures efficient movement of these imported products from ports to its warehouses and then to its partners across the U.S. Tech Data operates as part of TD SYNNEX, which is a publicly traded company listed on the New York Stock Exchange (NYSE: SNX). TD SYNNEX reported total revenue of approximately $57.5 billion USD for fiscal year 2023. The management board includes Rich Hume (CEO) and Marshall Witt (CFO). In recent news, TD SYNNEX (including Tech Data operations) has been expanding its focus on high-growth areas like cloud, security, and AI, which drives consistent imports of advanced data processing machines and related infrastructure to support the evolving needs of its channel partners and their end-customers in the U.S.

GROUP DESCRIPTION

TD SYNNEX is a leading global distributor and solutions aggregator for the IT ecosystem. It was formed in 2021 through the merger of Tech Data and Synnex Corporation, combining their extensive portfolios of IT products, services, and solutions.

MANAGEMENT TEAM

- Rich Hume (CEO, TD SYNNEX)
- Marshall Witt (CFO, TD SYNNEX)

RECENT NEWS

TD SYNNEX (including Tech Data operations) has been expanding its focus on high-growth areas like cloud, security, and AI, which drives consistent imports of advanced data processing machines and related infrastructure to support the evolving needs of its channel partners and their end-customers in the U.S.

KEY BUYER COMPANIES

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Super Micro Computer, Inc.

Revenue 7,100,000,000$

Server and storage solutions manufacturer

Website: https://www.supermicro.com/

Country: USA

Product Usage: Internal manufacturing and assembly of servers, storage systems, and workstations using imported components and sub-assemblies; subsequent resale of finished automatic data processing machines to enterprises, cloud service providers, and research institutions.

Ownership Structure: Publicly traded company (NASDAQ: SMCI)

COMPANY PROFILE

Super Micro Computer, Inc., commonly referred to as Supermicro, is an American information technology company headquartered in San Jose, California, U.S. It designs, develops, manufactures, and sells server and storage solutions, including motherboards, chassis, power supplies, and other server components. While Supermicro manufactures some products in the U.S., it is also a significant importer of components and sub-assemblies for its server and storage systems from global suppliers, particularly from Asia, to support its production and meet the high demand from its enterprise and data center clients across the United States. Supermicro's business model is focused on providing high-performance, high-efficiency server and storage solutions for data centers, cloud computing, enterprise IT, and embedded systems. The company designs its own server architectures but relies on a global supply chain for the manufacturing of various components, including specialized processors, memory modules, and other critical parts. Its import activities are driven by the need for cutting-edge technology and cost-effective production to deliver competitive solutions. The scale of its imports is substantial, reflecting its growth in the server market. Supermicro's usage of imported products is primarily for its own manufacturing and assembly processes of servers, storage systems, and workstations. These imported components and sub-assemblies are integrated into finished automatic data processing machines that are then sold to enterprises, cloud service providers, and research institutions for their data center and computing needs. The company's focus on AI and high-performance computing drives the import of specialized and powerful components. Super Micro Computer, Inc. is a publicly traded company listed on the NASDAQ (NASDAQ: SMCI). Its ownership is widely distributed among institutional and individual investors. The company reported net sales of approximately $7.1 billion USD for fiscal year 2023. The management board includes Charles Liang (President, CEO, and Chairman) and David Weigand (CFO). In recent news, Supermicro has experienced explosive growth due to surging demand for its AI servers, leading to a significant increase in imports of high-performance GPUs, CPUs, and other specialized data processing components to ramp up production for its U.S. and global customers.

MANAGEMENT TEAM

- Charles Liang (President, CEO, and Chairman)
- David Weigand (CFO)

RECENT NEWS

Supermicro has experienced explosive growth due to surging demand for its AI servers, leading to a significant increase in imports of high-performance GPUs, CPUs, and other specialized data processing components to ramp up production for its U.S. and global customers.

7

POLICY CHANGES AFFECTING TRADE

POLICY CHANGES AFFECTING TRADE

This section provides an overview of recent policy changes that may impact trade and investment in the country under analysis. The information is sourced from the repository maintained by the Global Trade Alert (GTA). Usage of this material is permitted, provided that proper attribution is given to the Global Trade Alert (GTA).

All materials presented in the following chapter of the report are sourced from the Global Trade Alert (GTA) database.

The Global Trade Alert is the world's premier repository of policy changes affecting global trade and investment. The GTA launched in June 2009, and since then, the independent team has documented tens of thousands state interventions worldwide. The evidence collected by GTA is regularly used by governments, international organizations and leading media brands around the globe.

The GTA is an initiative of the Swiss-based St. Gallen Endowment for Prosperity Through Trade, a neutral, non-profit organisation dedicated to increasing transparency of global policies affecting the digital economy, trade and investment.

For the most up-to-date information on global trade policies and regulations worldwide, we encourage you to visit the official website of the Global Trade Alert at https://globaltradealert.org.

Note: If the following pages do not include information on relevant policy measures, it indicates that no specific active policies related to the product and/or country analyzed were identified at the time of preparing this report based on the selected search criteria.

LIST OF ABBREVIATIONS AND TERMS USED

Ad valorem tariff: An ad valorem duty (tariff, charge, and so on) is based on the value of the dutiable item and expressed in percentage terms. For example, a duty of 20 percent on the value of automobiles.

Applied tariff / Applied rates: Duties that are actually charged on imports. These can be below the bound rates.

Aggregation: A process that transforms microdata into aggregate-level information by using an aggregation function such as count, sum average or standard deviation.

Aggregated data: Data generated by aggregating non-aggregated observations according to a well- defined statistical methodology.

Approx.: Short for "approximation", which is a guess of a number that is not exact but that is close.

B: billions (e.g. US$ 10B)

CAGR: For the purpose of this report, the compound annual growth rate (CAGR) is the annualized average rate of growth of a specific indicator (e.g. imports, proxy prices) between two given years, assuming growth takes place at an exponentially compounded rate. The CAGR between given years X and Z, where Z - X = N, is the number of years between the two given years, is calculated as follows:

$$CAGR_{\text{from year X to year Z}} = \left(\frac{Value_{yearZ}}{Value_{yearX}}\right)^{(1/N)} - 1$$

Current US$: Data reported in current (or "nominal") prices for each year are measured in the prices for that particular year. For example, GDP for 1990 are based on 1990 prices, for 2020 are based on 2020 prices, and so on. Current price series are influenced by the effects of inflation.

Constant US$: Constant (or "real") price series show the data for each year in the prices of a chosen reference year. For example, reported GDP in constant 2015 prices show data for 2019, 2022, and all other years in 2015 prices. Constant price series are used to measure the true volume growth, i.e. adjusting for the effects of price inflation.

CPI, Inflation: Inflation as measured by the consumer price index reflects the annual percentage change in the cost to the average consumer of acquiring a basket of goods and services that may be fixed or changed at specified intervals, such as yearly.

Country Credit Risk Classification: The Organization for Economic Cooperation & Development (OECD) Country Risk Classification measures the country credit risk and the likelihood that a country will service its external debt. The index uses a scale of eight risk categories to determine a country's credit risk (from 0 to 7: 0 being risk free and 7 represents the highest level of country risk to service its external debt). The country risk classifications are not sovereign risk classifications and therefore should not be compared with the sovereign risk classifications of private credit rating agencies (CRAs).

Country Market: For the purpose of this report, this is the total number of all goods (in US$ or volume values) which added to the stock of material resources of a country by entering (imports) its economic territory in a certain period of time (often measured over the course of a year).

Competitors: Businesses/companies who compete against each other in the same good market. This may also refer to a country on a global level.

Domestic or foreign goods: Specification of whether the good is of domestic or foreign origin.

Domestic goods: Can be defined as goods originating in the economic territory of a country. In general, goods are considered as originating in the country if they have been wholly obtained in it or were substantially transformed.

Economic territory: The area under the effective economic control of a single government.

Estimation: Estimation is concerned with inference about the numerical value of unknown population values from incomplete data such as a sample.

Foreign goods: Are goods which originate from the rest of the world (including foreign goods in transit through the compiling country) or are obtained under the outward processing procedure, when such processing confers foreign origin (compensating products which changed origin).

Growth rates: refer to the percentage change of a specific variable within a specific time period.

GDP (current US$): Gross Domestic Product at purchaser's prices is the sum of gross value added by all resident producers in the economy plus any product taxes and minus any subsidies not included in the value of the products. It is calculated without making deductions for depreciation of fabricated assets or for depletion and degradation of natural resources. Data are in current U.S. dollars. Dollar figures for GDP are converted from domestic currencies using single year official exchange rates. For a few countries where the official exchange rate does not reflect the rate effectively applied to actual foreign exchange transactions, an alternative conversion factor is used.

LIST OF ABBREVIATIONS AND TERMS USED

GDP (constant 2015 US$): Gross Domestic Product at purchaser's prices is the sum of gross value added by all resident producers in the economy plus any product taxes and minus any subsidies not included in the value of the products. It is calculated without making deductions for depreciation of fabricated assets or for depletion and degradation of natural resources. Data are in constant 2015 prices, expressed in U.S. dollars. Dollar figures for GDP are converted from domestic currencies using 2015 official exchange rates. For a few countries where the official exchange rate does not reflect the rate effectively applied to actual foreign exchange transactions, an alternative conversion factor is used.

GDP growth (annual %): Annual percentage growth rate of GDP at market prices based on constant local currency. An economy's growth is measured by the change in the volume of its output or in the real incomes of its residents. The 2008 United Nations System of National Accounts (2008 SNA) offers three plausible indicators for calculating growth: the volume of gross domestic product (GDP), real gross domestic income, and real gross national income. The volume of GDP is the sum of value added, measured at constant prices, by households, government, and industries operating in the economy. GDP accounts for all domestic production, regardless of whether the income accrues to domestic or foreign institutions.

Goods (products): For the purpose of his report the term is defined as physical, produced objects for which a demand exists, over which ownership rights can be established and whose ownership can be transferred from one institutional unit to another by engaging in transactions on markets, plus certain types of so-called knowledge-capturing products stored on physical media that can cross borders physically.

Goods in transit: Goods are considered as simply being transported through a country if they (a) enter and leave the compiling country solely for the purpose of being transported to another country, (b) are not subject to halts not inherent to the transportation and (c) can be identified when both entering and leaving the country.

General imports and exports: Are flows of goods entering/leaving the statistical territory of a country applying the general trade system and recorded in compliance with the general and specific guidelines.

General imports consist of:

(a) Imports of foreign goods (including compensating products after outward processing which changed their origin from domestic to foreign) entering the free circulation area, premises for inward processing, industrial free zones, premises for customs warehousing or commercial free zones;

(b) Re-imports of domestic goods into the free circulation area, premises for inward processing or industrial free zones, premises for customs warehousing or commercial free zones.

General exports consist of:

(a) Exports of domestic goods (including compensating products after inward processing which changed their origin from foreign to domestic) from any part of the statistical territory, including free zones and customs warehouses;

(b) Re-exports of foreign goods from any part of the statistical territory, including free zones and customs warehouses.

Global Market: For the purpose of this report, the term represents the sum of imports (either in US$ or volume terms) of a particular good of all countries who reported these data to the UN Comtrade database. Important to mention, the term doesn't include local production of that good, which may account for a large part. Thus, the term covers only global Imports flow.

The Harmonized Commodity Description and Coding Systems (HS, Harmonized System): an internationally recognized commodity classification developed and maintained by The World Customs Organization (WCO). The system is used by more than 200 countries and economies as a basis for their Customs tariffs and for the collection of international trade statistics. Over 98 % of the merchandise in international trade is classified in terms of the HS. The HS comprises over 5,600 separate groups of goods identified by a 6-digit code, arranged in 99 chapters, grouped in 21 sections.

HS Code: At the international level, the Harmonized System for classifying goods is a six-digit code system (HS code, Commodity Code, Product Code), which can be broken down into three parts. The first two digits (HS-2) identify the chapter the goods are classified in, e.g., 01 Animals; live. The next two digits (HS-4) identify groupings within that chapter (the heading), e.g., 0104 - Sheep and goats; live. The following two digits (HS-6) are even more specific (the subheading), e.g., 010410 - Sheep; live. Up to the HS-6 digit level, all countries classify products in the same way (a few exceptions exist where some countries apply old versions of the HS).

Imports penetration: Import penetration ratios are defined as the ratio between the value of imports as a percentage of total domestic demand. The import penetration rate shows to what degree domestic demand D is satisfied by imports M. It is calculated as M/D, where the domestic demand is the GDP minus exports plus imports i.e. [D = GDP-X+M]. From a macroeconomic perspective, a country that produces manufactured goods with a high degree of international competitiveness will see decreasing imports. Under these circumstances, the import penetration rate will fall. Conversely, a country that produces manufactured goods with a low degree of international competitiveness will see increasing imports. In this case, the import penetration will rise. It must be noted, however, that the relationship described here does not always hold. Two factors – Import barriers and transaction costs – may interfere with it. If a country has established import barriers, another country's comparatively better manufactured goods will have little impact on its imports, and its import penetration rate will not rise. Likewise, if transportation and other transaction costs are extremely high for traded goods, differences in international competitiveness may not be reflected in the import penetration rate.

LIST OF ABBREVIATIONS AND TERMS USED

International merchandise trade statistics: Refers to both foreign (or external) merchandise trade statistics as compiled by countries and international merchandise trade statistics as represented by the consolidated and standardized country data sets that are compiled and maintained by the international or regional agencies.

Importer/exporter: In general, refers to the party in the customs territory who signed the contract of purchase/sale and/or who is responsible for executing the contract (i.e., the agent responsible for effecting import into or export from a country). Each importer or exporter is usually assigned a unique identification number.

Imports volume: The number or amount of Imports in general, typically measured in kilograms.

Imputation: Procedure for entering a value for a specific data item where the response is missing or unusable.

Imports value: The price actually paid for all imported units (by quantity unit) of the given commodity (unit price multiplied by quantity), or the cost of the commodity if not sold or purchased.

Institutional unit: The elementary economic decision-making center characterized by uniformity of behavior and decision-making autonomy in the exercise of its principal function.

K: thousand (e.g. US$ 10K)

Ktons: thousand tons (e.g. 1 Ktons)

LTM: For the purpose of this report, LTM means Last Twelve Months for which the trade data are available. This period may not coincide with calendar period though, which is often the case with the trade data.

Long-term growth rate: For the purpose of this report, it is a metric that is used to express the change in a variable, represented as a percentage, ans is used interchangeably with CAGR.

Long-Term: For the purpose of this report, it is equivalent to a period used for calculation of CAGR.

M: million (e.g. US$ 10M)

Market: For the purpose of this report the terms Market and Imports may be used interchangeably, since both refer to a particular good which is bought and sold in particular country. The distinctive feature is that the Market term includes only imports of a particular good to a particular country. It does not include domestic production of such good or anything else.

Microdata: Data on the characteristics of individual transactions collected by customs or other sources (such as administrative records or surveys) or estimated.

Macrodata: Data derived from microdata by grouping or aggregating them, such as total exports of goods classified in a particular HS subheading.

Mirror statistics: Mirror statistics are used to conduct bilateral comparisons of two basic measures of a trade flow and are a traditional tool for detecting the causes of asymmetries in statistics.

Mean value: The arithmetic mean, also known as "arithmetic average", is a measure of central tendency of a finite set of numbers: specifically, the sum of the values divided by the number of values.

Median value: Is the value separating the higher half from the lower half of a data sample, a population, or a probability distribution.

Marginal Propensity to Import: Is the amount imports increase or decrease with each unit rise or decline in disposable income. The idea is that rising income for businesses and households spurs greater demand for goods from abroad and vice versa.

Trade Freedom Classification: Trade freedom is a composite measure of the absence of tariff and non-tariff barriers that affect imports and exports of goods and services. The trade freedom score is based on two inputs:

> The trade-weighted average tariff rate and

> Non-tariff barriers (NTBs).

For more information on the methodology, please, visit: https://www.heritage.org/index/trade-freedom

Market size (Market volumes): For the purpose of this report, it refers to the total number of specific good (in US$ or volume values) which added to the stock of relevant material resources in a certain period of time (often measured over the course of a year). This term may refer to country, region, or world (global) levels.

Net weight (kilograms): the net shipping weight, excluding the weight of packages or containers.

LIST OF ABBREVIATIONS AND TERMS USED

OECD: The Organisation for Economic Co-operation and Development (OECD) is an intergovernmental organisation with 38 member countries, founded in 1961 to stimulate economic progress and world trade. It is a forum whose member countries describe themselves as committed to democracy and the market economy, providing a platform to compare policy experiences, seek answers to common problems, identify good practices, and coordinate domestic and international policies of its members. The majority of OECD Members are high-income economies ranked as "very high" in the Human Development Index, and are regarded as developed countries. Their collective population is 1.38 billion. As of 2017, OECD Member countries collectively comprised 62.2% of global nominal GDP (USD 49.6 trillion) and 42.8% of global GDP (Int$54.2 trillion) at purchasing power parity.

The OECD Country Risk Classification measures the country credit risk and the likelihood that a country will service its external debt. The index uses a scale of eight risk categories to determine a country's credit risk, with 0 representing the lowest level of country risk. For more information, visit https://www.oecd.org/

Official statistics: Statistics produced in accordance with the Fundamental Principles of Official Statistics by a national statistical office or by another producer of official statistics that has been mandated by the national government or certified by the national statistical office to compile statistics for its specific domain.

Proxy price: For the purpose of this report, the term is a broad representation of actual price of a specific good in a specific market. Proxy price acts as a substitute for actual price for the reason of being calculated rather than obtained from the market directly. Proxy price implies very closer meaning as unit values used in international trade statistics.

Prices: For the purpose of this report the term always refers to prices on imported goods, except for explicit definitions, e.g. consumer price index.

Production: Economic production may be defined as an activity carried out under the control and responsibility of an institutional unit that uses inputs of labor, capital, and goods and services to produce outputs of goods or services.

Physical volumes: For the purpose of this report, this term indicates foreign trade (imports or exports flows) denominated in units of measure of weight, typically in kilograms.

Quantity units (Volume terms): refer to physical characteristics of goods. The use of appropriate quantity units may also result in more internationally comparable data on international movements of goods, because differences in quantity measurements between the importing country and the exporting country can be less significant than in value measurements. Therefore, quantities are often used in checking the reliability of the value data via the calculation of so-called unit values (value divided by quantity). It is recommended that countries collect or estimate, validate and report quantity information in the World Customs Organization (WCO) standard units of quantity (e.g. kilograms) and in net weight (i.e. not including packaging) on all trade transactions.

RCA Index: Revealed Comparative Advantage Index Comparative advantage underlies economists' explanations for the observed pattern of inter-industry trade. In theoretical models, comparative advantage is expressed in terms of relative prices evaluated in the absence of trade. Since these are not observed, in practice we measure comparative advantage indirectly. Revealed comparative advantage indices (RCA) use the trade pattern to identify the sectors in which an economy has a comparative advantage, by comparing the country of interests' trade profile with the world average. The RCA index is defined as the ratio of two shares. The numerator is the share of a country's total exports of the commodity of interest in its total exports. The denominator is share of world exports of the same commodity in total world exports.

$$RSA = \frac{\sum_d x_{isd} \Big/ \sum_d X_{sd}}{\sum_{wd} x_{iwd} \Big/ \sum_{wd} X_{wd}},$$

where
s is the country of interest,
d and **w** are the set of all countries in the world,
i is the sector of interest,
x is the commodity export flow and
X is the total export flow.

The numerator is the share of good i in the exports of country s, while the denominator is the share of good i in the exports of the world.

Re-imports: Are imports of domestic goods which were previously recorded as exports.

Re-exports: Are exports of foreign goods which were previously recorded as imports.

LIST OF ABBREVIATIONS AND TERMS USED

Real Effective Exchange Rate (REER): It is an indicator of a nation's competitiveness in relation to its trading partners. It is a measure of the relative strength of a nation's currency in comparison with those of the nations it trades with. It is used to judge whether the nation's currency is undervalued or overvalued or, ideally, fairly valued. Economists use REER to evaluate a country's trade flow and analyze the impact that factors such as competition and technological changes are having on a country and its economy. An increase in a nation's REER means businesses and consumers have to pay more for the products they export, while their own people are paying less for the products that it imports. It is losing its trade competitiveness, but the environment gets more favorable to Imports.

Short-term growth rate: For the purpose of this report, it is a metric that is used to express the change in a variable, represented as a percentage, and used interchangeably with LTM.

Statistical data: Data collected, processed or disseminated by a statistical organization for statistical purposes.

Seasonal adjustment: Statistical method for removing the seasonal component of a time series.

Seasonal component: Fluctuations in a time series that exhibit a regular pattern at a particular time during the course of a year which are similar from one year to another.

Short-Term: For the purpose of this report, it is equivalent to the LTM period.

T: tons (e.g. 1T)

Trade statistics: For the purposes of this report, the term will be used to refer to international, foreign or external merchandise trade statistics, unless otherwise indicated, and the term "merchandise" has the same meaning as the terms, "products", "goods" and "commodities".

Total value: The price actually paid for all units (by quantity unit) of the given commodity (unit price multiplied by quantity), or the cost of the commodity if not sold or purchased.

Re-exports: Are exports of foreign goods which were previously recorded as imports.

Time series: A set of values of a particular variable at consecutive periods of time.

Tariff binding: Maximum duty level on a product listed in a member's schedule of commitments; it represents the commitment not to exceed the duty applied on the concerned product beyond the level bound in the schedule. Once a rate of duty is bound, it may not be raised without compensating the affected parties. For developed countries, the bound rates are generally the rates actually charged. Most developing countries have bound the rates somewhat higher than the actual rates charged, so the bound rates serve as ceilings.

The terms of trade (ToT): is the relative price of exports in terms of imports and is defined as the ratio of export prices to import prices. It can be interpreted as the amount of import goods an economy can purchase per unit of export goods. An improvement of a nation's terms of trade benefits that country in the sense that it can buy more imports for any given level of exports. The terms of trade may be influenced by the exchange rate because a rise in the value of a country's currency lowers the domestic prices of its imports but may not directly affect the prices of the commodities it exports.

Trade Dependence, %GDP: Is the sum of exports and imports of goods and services measured as a share of gross domestic product. This indicator shows to what extent the country's economy relies on foreign trade as compared to its GDP.

US$: US dollars

WTO: the World Trade Organization (WTO) is an intergovernmental organization that regulates and facilitates international trade. The World Trade Organization (WTO) is the only global international organization dealing with the rules of trade between nations. At its heart are the WTO agreements, negotiated and signed by the bulk of the world's trading nations and ratified in their parliaments. The goal is to ensure that trade flows as smoothly, predictably and freely as possible. With effective cooperation in the United Nations System, governments use the organization to establish, revise, and enforce the rules that govern international trade. It officially commenced operations on 1 January 1995, pursuant to the 1994 Marrakesh Agreement, thus replacing the General Agreement on Tariffs and Trade (GATT) that had been established in 1948. The WTO is the world's largest international economic organization, with 164 member states representing over 98% of global trade and global GDP.

Y: year (e.g. 5Y – five years)

Y-o-Y: Year-over-year (YOY) is a financial term used to compare data for a specific period of time with the corresponding period from the previous year. It is a way to analyze and assess the growth or decline of a particular variable over a twelve-month period.

METHODOLOGY

Following is a list of use cases of application of specific words combinations across the report. The selection is based on calculated values of corresponding indicators.

1. **Country Market Trend:**
   - In case the calculated growth rates for the LTM period exceeded the value of 5Y CAGR by 0.5 percentage points or more, then **"surpassed"** is used, if it was 0.5 percentage points or more lower than 5Y CAGR then it is **"underperformed"**. In case, if the calculated growth rate for the LTM period was within the interval of 5Y CAGR +- 5 percentage points (including boundary values), then either **"followed"** or **"was comparable to"** is used.

2. **Global Market Trends US$-terms:**
   - If the "Global Market US$-terms CAGR, %" value was less than 0%, the **"declining"** is used,
   - If the "Global Market US$-terms CAGR, %" value was more than or equal to 0% and less than 4%, then **"stable"** is used,
   - If the "Global Market US$-terms CAGR, %" value was more than or equal to 4% and less than 6%, then **"growing"** is used,
   - If the "Global Market US$-terms CAGR, %" value was more than 6%, then **"fast growing"** is used.

3. **Global Market Trends t-terms:**
   - If the "Global Market t-terms CAGR, %" value was less than 0%, the **"declining"** is used,
   - If the "Global Market t-terms CAGR, %" value was more than or equal to 0% and less than 4%, then **"stable"** is used,
   - If the "Global Market t-terms CAGR, %" value was more than or equal to 4% and less than 6%, then **"growing"** is used,
   - If the "Global Market t-terms CAGR, %" value was more than 6%, then **"fast growing"** is used.

4. **Global Demand for Imports:**
   - If the calculation of the change in share of a specific product in the total imports of the country was more than 0.5 percentage points, then the **"growing"** was used,
   - If the calculation of the change in share of a specific product in the total imports of the country was less than 0.5%, then the **"declining"** was used,
   - If the calculation of the change in share of a specific product in the total imports of the country was within the range of +- 0.5% (including boundary values), then the **"remain stable"** was used,

5. **Long-term market drivers:**
   - **"Growth in Prices accompanied by the growth in Demand"** is used, if the "Global Market t-terms CAGR, %" was more than 2% and the "Inflation 5Y average" was more than 0% and the "Inflation contribution to US$-term CAGR%" was more than 50%,
   - **"Growth in Demand"** is used, if the "Global Market t-terms CAGR, %" was more than 2% and the "Inflation 5Y average" was more than 0% and the "Inflation contribution to US$-term CAGR%" was less than or equal to 50%,
   - **"Growth in Prices"** is used, if the "Global Market t-terms CAGR, %" was more than 0% or less than or equal to 2%, and the "Inflation 5Y average" was more than 4%,
   - **"Stable Demand and stable Prices"** is used, if the "Global Market t-terms CAGR, %" was more than or equal to 0%, and the "Inflation 5Y average" was more than of equal to 0% and less than or equal to 4%,
   - **"Growth in Demand accompanied by declining Prices"** is used, if the "Global Market t-terms CAGR, %" was more than 0%, and the "Inflation 5Y average" was less than 0%,
   - **"Decline in Demand accompanied by growing Prices"** is used, if the "Global Market t-terms CAGR, %" was less than 0%, and the "Inflation 5Y average" was more than 0%,
   - **"Decline in Demand accompanied by declining Prices"** is used, if the "Global Market t-terms CAGR, %" was less than 0%, and the "Inflation 5Y average" was less than 0%,

6. **Rank of the country in the World by the size of GDP:**
   - **"Largest economy"**, if GDP (current US$) is more than 1,800.0 B,
   - **"Large economy"**, if GDP (current US$) is less than 1,800.0 B and more than 1,000.0 B,
   - **"Midsize economy"**, if GDP (current US$) is more than 500,0.0 B and less than 1,000.0 B,
   - **"Small economy"**, if GDP (current US$) is more than 50.0 B and less than 500.0 B,
   - **"Smallest economy"**, if GDP (current US$) is less than 50.0 B,
   - **"Impossible to define due to lack of data"**, if the country didn't provide data.

7. **Economy Short Term Growth Pattern:**
   - **"Fastest growing economy"**, if GDP growth (annual %) is more than 17%,
   - **"Fast growing economy"**, if GDP growth (annual %) is less than 17% and more than 10%,
   - **"Higher rates of economic growth"**, if GDP growth (annual %) is more than 5% and less than 10%,
   - **"Moderate rates of economic growth"**, if GDP growth (annual %) is more than 3% and less than 5%,
   - **"Slowly growing economy"**, if GDP growth (annual %) is more than 0% and less than 3%,
   - **"Economic decline"**, if GDP growth (annual %) is between -5 and 0%,
   - **"Economic collapse"**, if GDP growth (annual %) is less than -5%,
   - **"Impossible to define due to lack of data"**, if the country didn't provide data.

8. **Classification of countries in accordance to income level.** The methodology has been provided by the World Bank, which classifies countries in the following groups:
   - **low-income economies** are defined as those with a GNI per capita, calculated using the World Bank Atlas method, of $1,135 or less in 2022,
   - **lower middle-income economies** are those with a GNI per capita between $1,136 and $4,465,
   - **upper middle-income economies** are those with a GNI per capita between $4,466 and $13,845,
   - **high-income economies** are those with a GNI per capita of $13,846 or more,
   - **"Impossible to define due to lack of data"**, if the country didn't provide data.

For more information, visit https://datahelpdesk.worldbank.org

9. **Population growth pattern:**
   - **"Quick growth in population"**, in case annual population growth is more than 2%,
   - **"Moderate growth in population"**, in case annual population growth is more than 0% and less than 2%,
   - **"Population decrease"**, in case annual population growth is less than 0% and more than -5%,
   - **"Extreme slide in population"**, in case annual population growth is less than -5%,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

10. **Short-Term Imports Growth Pattern:**
   - **"Extremely high growth rates"**, in case if Imports of goods and services (annual % growth) is more than 20%,
   - **"High growth rates"**, in case if Imports of goods and services (annual % growth) is more than 10% and less than 20%,
   - **"Stable growth rates"**, in case if Imports of goods and services (annual % growth) is more than 0% and less than 10%,
   - **"Moderately decreasing growth rates"**, in case if Imports of goods and services (annual % growth) is less than 0% and more than -10%,
   - **"Extremely decreasing growth rates"**, in case if Imports of goods and services (annual % growth) is less than -10%,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

11. **Country's Short-Term Reliance on Imports:**
   - **"Extreme reliance"**, in case if Imports of goods and services (% of GDP) is more than 100%,
   - **"High level of reliance"**, in case if Imports of goods and services (% of GDP) is more than 50% and less than 100%,
   - **"Moderate reliance"**, in case if Imports of goods and services (% of GDP) is more than 30% and less than 50%,
   - **"Low level of reliance"**, in case if Imports of goods and services (% of GDP) is more than 10% and less than 30%,
   - **"Practically self-reliant"**, in case if Imports of goods and services (% of GDP) is more than 0% and less than 10%,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

12. **Short-Term Inflation Profile:**
   - **"Extreme level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 40%,
   - **"High level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 20% and less than 40%,
   - **"Elevated level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 10% and less than 20%,
   - **"Moderate level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 4% and less than 10%,
   - **"Low level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 0% and less than 4%,
   - **"Deflation"**, in case if Inflation, consumer prices (annual %) is less than 0%,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

13. **Long-Term Inflation Profile:**
   - **"Inadequate inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 10,000%,
   - **"Extreme inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 1,000% and less than 10,000%,
   - **"Highly inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 500% and less than 1,000%,
   - **"Moderate inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 200% and less than 500%,
   - **"Low inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 150% and less than 200%,
   - **"Very low inflationary environment"**, in case if Consumer price index (2010 = 100) is more 100% and less than 150%,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

14. **Short-term ForEx and Terms of Trade environment:**
   - **"More attractive for imports"**, in case if the change in Real effective exchange rate index (2010 = 100) is more than 0,
   - **"Less attractive for imports"**, in case if the change in Real effective exchange rate index (2010 = 100) is less than 0,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

15. **The OECD Country Risk Classification:**
   - **"Risk free country to service its external debt"**, in case if the OECD Country risk index equals to 0,
   - **"The lowest level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 1,
   - **"Low level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 2,
   - **"Somewhat low level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 3,
   - **"Moderate level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 4,
   - **"Elevated level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 5,
   - **"High level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 6,
   - **"The highest level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 7,
   - **"Micro state: not reviewed or classified"**, in case of Andorra, Morocco, San Marino, because these are very small countries that do not generally receive official export credit support.
   - **"High Income OECD country"**: not reviewed or classified", in case of Australia, Austria, Belgium, Croatia, Cyprus, Canada, Chile, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Israel, Italy, Japan, Korea, Rep., Latvia, Lithuania, Luxembourg, Malta, Netherlands, New Zealand, Norway, Poland, Portugal, Slovak Republic, Slovenia, Spain, Sweden, Switzerland, United Kingdom, United States, because these are high income OECD countries and other high income Euro zone countries that are not typically classified.
   - **"Currently not reviewed or classified"**, in case of Barbados, Belize, Brunei Darussalam, Comoros, Dominica, Grenada, Kiribati, Liechtenstein, Macao SAR, China, Marshall Islands, Micronesia, Fed. Sts., Nauru, Palau, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Samoa, Sao Tome and Principe, Seychelles, Sint Maarten, Solomon Islands, Tonga, Tuvalu, Vanuatu, because these countries haven't been classified.
   - **"There are no data for the country"**, in case if the country is not being classified.

16. **Trade Freedom Classification.** The Index of Economic Freedom is a tool for analyzing 184 economies throughout the world. It measures economic freedom based on 12 quantitative and qualitative factors, grouped into four broad categories, or pillars, of economic freedom: (1) Rule of Law (property rights, government integrity, judicial effectiveness), (2) Government Size (government spending, tax burden, fiscal health), (3) Regulatory Efficiency (business freedom, labor freedom, monetary freedom), (4) Open Markets (trade freedom, investment freedom, financial freedom). For the purpose of this report we use the Trade freedom subindex to reflect country's position in the world with respect to international trade.
   - **"Repressed"**, in case if the Trade freedom subindex is less than or equal to 50 and more than 0,
   - **"Mostly unfree"**, in case if the Trade freedom subindex is less than or equal to 60 and more than 50,
   - **"Moderately free"**, in case if the Trade freedom subindex is less than or equal to 70 and more than 60,
   - **"Mostly free"**, in case if the Trade freedom subindex is less than or equal to 80 and more than 70,
   - **"Free"**, in case if the Trade freedom subindex is less than or equal to 100 and more than 80,
   - **"There are no data for the country"**, in case if the country is not being classified.

17. **The competition landscape / level of risk to export to the specified country:**
    ◦ **"risk free with a low level of competition from domestic producers of similar products"**, in case if the RCA index of the specified product falls into the 90th quantile,
    ◦ **"somewhat risk tolerable with a moderate level of local competition"**, in case if the RCA index of the specified product falls into the range between the 90th and 92nd quantile,
    ◦ **"risk intense with an elevated level of local competition"**, in case if the RCA index of the specified product falls into the range between the 92nd and 95th quantile,
    ◦ **"risk intense with a high level of local competition"**, in case if the RCA index of the specified product falls into the range between the 95th and 98th quantile,
    ◦ **"highly risky with extreme level of local competition or monopoly"**, in case if the RCA index of the specified product falls into the range between the 98th and 100th quantile,
    ◦ **"Impossible to define due to lack of data"**, in case there are not enough data.

18. **Capabilities of the local businesses to produce similar competitive products:**
    ◦ **"low"**, in case the competition landscape is risk free with a low level of competition from domestic producers of similar products,
    ◦ **"moderate"**, in case the competition landscape is somewhat risk tolerable with a moderate level of local competition,
    ◦ **"promising"**, in case the competition landscape is risk intense with an elevated level of local competition or risk intense with a high level of local competition,
    ◦ **"high"**, in case the competition landscape is highly risky with extreme level of local competition or monopoly,
    ◦ **"Impossible to define due to lack of data"**, in case there are not enough data.

19. **The strength of the effect of imports of particular product to a specified country:**
    ◦ **"low"**, in case if the share of the specific product is less than 0.1% in the total imports of the country,
    ◦ **"moderate"**, in case if the share of the specific product is more than or equal to 0.1% and less than 0.5% in the total imports of the country,
    ◦ **"high"**, in case if the share of the specific product is equal or more than 0.5% in the total imports of the country.

20. **A general trend for the change in the proxy price:**
    ◦ **"growing"**, in case if 5Y CAGR of the average proxy prices, or growth of the average proxy prices in LTM is more than 0,
    ◦ **"declining"**, in case if 5Y CAGR of the average proxy prices, ot growth of the average proxy prices in LTM is less than 0,

21. **The aggregated country's ranking to determine the entry potential of this product market:**
    ◦ **Scores 1-5:** Signifying high risks associated with market entry,
    ◦ **Scores 6-8:** Indicating an uncertain probability of successful entry into the market,
    ◦ **Scores 9-11:** Suggesting relatively good chances for successful market entry,
    ◦ **Scores 12-14:** Pointing towards high chances of a successful market entry.

22. **Global market size annual growth rate, the best-performing calendar year:**
    ◦ **"Growth in Prices accompanied by the growth in Demand"** is used, if the "Country Market t-term growth rate, %" was more than 2% and the "Inflation growth rate, %" was more than 0% and the "Inflation contribution to $-term growth rate, %" was more than 50%,
    ◦ **"Growth in Demand"** is used, if the "Country Market t-term growth rate, %" was more than 2% and the "Inflation growth rate, %" was more than 0% and the "Inflation contribution to $-term growth rate, %" was less than or equal to 50%,
    ◦ **"Growth in Prices"** is used, if the "Country Market t-term growth rate, %" was more than 0% and less than or equal to 2%, and the "Inflation growth rate, %" was more than 4%,
    ◦ **"Stable Demand and stable Prices"** is used, if the "Country Market t-term growth rate, %" was more than or equal to 0% and less than or equal to 2%, and the "Inflation growth rate, %" was more than of equal to 0% and less than or equal to 4%,
    ◦ **"Growth in Demand accompanied by declining Prices"** is used, if the "Country Market t-term growth rate, %" was more than 0%, and the "Inflation growth rate, %" was less than 0%,
    ◦ **"Decline in Demand accompanied by growing Prices"** is used, if the "Country Market t-term growth rate, %" was less than 0%, and the "Inflation growth rate, %" was more than 0%.

23. **Global market size annual growth rate, the worst-performing calendar year:**

- **"Declining average prices"** is used if "Country Market t term growth rate, % is more than 0%, and "Inflation growth rate, %" is less than 0%

- **"Low average price growth"** is used if "Country Market t term growth rate, % is more than 0%, and "Inflation growth rate, %" is more than 0%,

- **"Biggest drop in import volumes with low average price growth"** is used if "Country Market t term growth rate, % is less than 0%, and "Inflation growth rate, %" is more than 0%,

- **"Decline in Demand accompanied by decline in Prices"** is used if "Country Market t term growth rate, % is less than 0%, and "Inflation growth rate, %" is less than 0%.

24. **TOP-5 Countries Ranking:**
Top-10 biggest suppliers in last calendar year are being ranked according to 4 components:

1. share in imports in LTM,

2. proxy price in LTM,

3. change of imports in US$-terms in LTM, and

4. change of imports in volume terms in LTM

Each of the four components ranges from 1 to 10, with 10 being the highest. The aggregated score is being formed as a sum of scores of ranking of each component. However, in case if countries get similar scores, the ranking of the first component prevails in selection.

25. **Export potential:**
As a part of risks estimation component and business potential of export to the country, a system of ranking has been introduced. It helps to rank a country based on a set of macroeconomic and market / sectoral parameters covered in this report. Seven ranking components have been selected:

1. Long-term trends of Global Demand for Imports (refer to pages 17-20 of the report)

2. Strength of the Demand for Imports in the selected country (refer to pages 22-23 of the report)

3. Macroeconomic risks for Imports in the selected country (refer to pages 22-23 of the report)

4. Market entry barriers and domestic competition pressures for imports of the good (refer to pages 22-24 of the report)

5. Long-term trends of Country Market (refer to pages 26-29 of the report)

6. Short-term trends of Country Market, US$-terms (refer to pages 30-31 of the report)

7. Short-term trends of Country Market, volumes and proxy prices (refer to pages 32-35 of the report)

Each component includes 4-6 specific parameters. All parameters are evaluated on a scale from 0 to 6, with 0 being the lowest/less favorable value or characteristic. An aggregated rank is a total country's score that includes scores of each specific ranking component. Each component is evaluated on a scale from 0 to 2, with 0 being the lowest score. The highest possible aggregated country's score is 14 points (up to 2 points for each of 7 ranking components). Aggregated country's rank is a sum of points gained for each ranking component. It ranges from 0 to 14 points. An aggregated rank describes risks and imports potential of the selected country with the selected product.

26. **Market volume that may be captured in the mid-term:**
The result of the market research is an approximation of the potential supply volume for the specific product in the designated market, provided the continuation of the identified trends in the future. The potential supply volume comprises two components:

1. **Component 1** is related to the ongoing trend in market development. The calculation is based on the anticipated average monthly market growth, derived from the trend observed over the past 24 months (you can find this trend currently calculated for tons on the report page 32). The assumption is that the identified trend will remain unchanged, and the calculated average monthly increase is applied to actual data on the volume of average monthly import supplies over the last 12 months, along with the corresponding average price. Simultaneously, the computation is based on the idea that a new supplier could secure a market share equivalent to the average share held by the top 10 largest suppliers in this market over the past 12 months: The potential supply in dollars per month for a new player, according to Component 1, is calculated by multiplying the following factors: Average monthly volume of imports into the country in tons × Average monthly increase in imports over the last 24 months (month-on-month growth) × Average market share for the top 10 supplying countries × Average import price over the last 12 months Component 1 could be zero in the event of a negative short-term trend in imports of the specified product into the country over the past 24 months.

2. **Component 2** signifies the extra potential supply linked to the potential strong competitive advantage of the new supplier. Its calculation is based on the factual parameters of supplying countries that have experienced the highest growth in their supplies to the chosen country over the past 12 months. The assumption is that this increase is attributed to their respective competitive advantages. The potential supply volume in dollars per month for a new player, based on Component 2, is calculated by dividing the average increase in imports in tons over the last 12 months compared to the previous 12 months for the top 5 countries that have most increased imports into the country by 12 months. The result is then multiplied by the average import price over the last 12 months.

The total increase is determined by summing the values obtained from the two components.

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