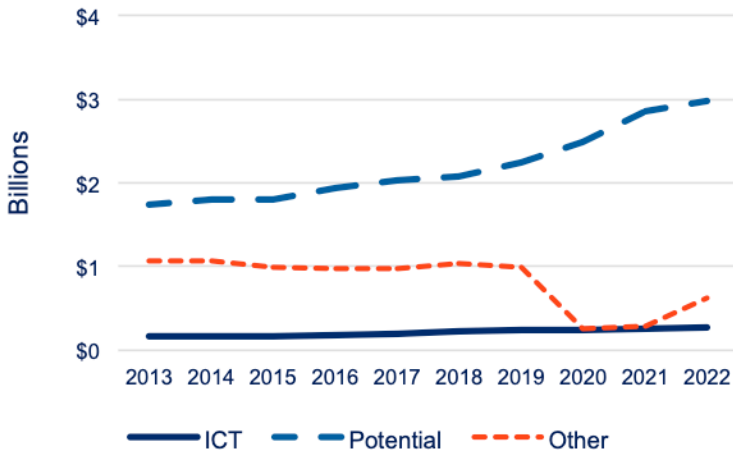




New Jersey's 11th and Digital Trade

NJ-11 Services Exports, 2013-2022



ICT services exports grew from \$169 million in 2013 to \$279 million in 2022 (65%), supporting 677 direct and 696 indirect jobs in 2022.

Potentially ICT-enabled services exports grew from \$1.7 billion to \$3.0 billion (71%), supporting 9,204 direct and 6,617 indirect jobs in 2022.

Exports of other services declined from \$1.1 billion in 2013 to \$998 million in 2019 (-7%), and then fell sharply due to Covid-19. They have not yet fully recovered.

New Jersey's 11th district's digitally tradeable services exports supported 9,882 direct and 7,313 indirect American jobs in 2022.

Top Markets for Digitally Tradeable Services from NJ-11, 2022 (\$M)

Country	ICT	Potential	Total
Europe	\$124	\$1,629	\$1,754
Asia & Pacific (ex. China)	\$67	\$572	\$639
North America	\$44	\$311	\$355
Central & South America	\$25	\$298	\$323
China	\$11	\$83	\$94
Middle East & Africa	\$7.5	\$86	\$93

Europe was New Jersey's 11th district's top market for digitally tradeable services, followed by Asia & Pacific (ex. China).

New Jersey's 11th district's exports of potentially ICT-enabled services to Denmark grew from \$11 million in 2013 to \$45 million (+325%) in 2022.

The "Digital Dozen" accounted for \$1.2 billion out of New Jersey's 11th district's \$3.3 billion in exports of digitally tradeable services in 2022.

Top Digitally Tradeable Services Exports from NJ-11, 2022 (\$M)

Type (ICT in bold)	Total
Business Management and Consulting Services	\$982
Royalties from Industrial Processes	\$411
Research and Development and Testing Services	\$393
Advertising	\$242
Insurance Services	\$229
Other	\$1,001

Computer software services are the top ICT services export, growing from \$63 million in 2013 to \$150 million in 2022 (138%).

Business management and consulting services are New Jersey's 11th district's top potentially ICT-enabled services export, growing from \$279 million in 2013 to \$982 million in 2022 (252%).