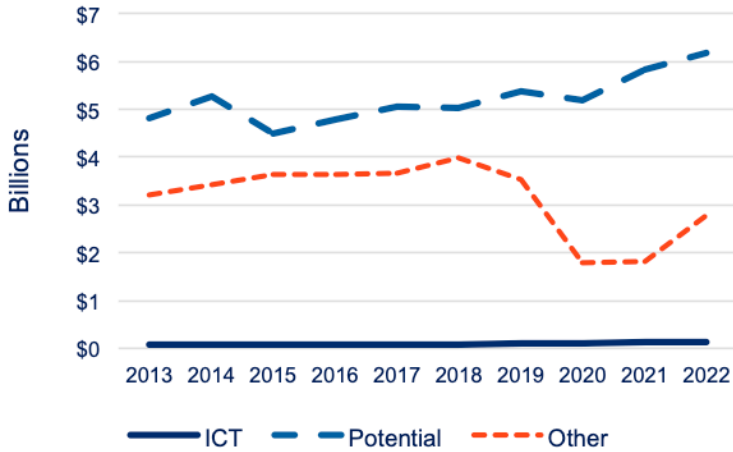




Indiana and Digital Trade

Indiana Services Exports, 2013-2022



ICT services exports grew from \$83 million in 2013 to \$133 million in 2022 (60%), supporting 410 direct and 287 indirect jobs in 2022.

Potentially ICT-enabled services exports grew from \$4.8 billion to \$6.2 billion (28%), supporting 17,329 direct and 11,412 indirect jobs in 2022.

Exports of other services grew from \$3.2 billion in 2013 to \$3.5 billion in 2019 (10%), before falling sharply due to Covid-19. They have not yet fully recovered.

Indiana's digitally tradeable services exports supported 17,739 direct and 11,698 indirect American jobs in 2022.

Top Markets for Indiana Digitally Tradeable Services, 2022 (\$M)

| Country | ICT | Potential | Total |
|----------------------------|-------|-----------|---------|
| Europe | \$52 | \$3,579 | \$3,631 |
| Asia & Pacific (ex. China) | \$34 | \$1,329 | \$1,362 |
| North America | \$23 | \$447 | \$470 |
| Central & South America | \$15 | \$380 | \$395 |
| China | \$6.0 | \$281 | \$287 |
| Middle East & Africa | \$3.1 | \$159 | \$162 |

Europe was Indiana's top market for digitally tradeable services, followed by Asia & Pacific (ex. China).

Indiana exports of potentially ICT-enabled services to India grew from \$25 million in 2013 to \$85 million (+233%) in 2022.

The "Digital Dozen" accounted for \$2.1 billion out of Indiana's \$6.3 billion in exports of digitally tradeable services in 2022.

Top Digitally Tradeable Services Exports from Indiana, 2022 (\$M)

| Type (ICT in bold) | Total |
|---|---------|
| Royalties from Industrial Processes | \$2,124 |
| Research and Development and Testing Services | \$1,642 |
| Insurance Services | \$625 |
| Business Management and Consulting Services | \$479 |
| Payments for Trademarks | \$358 |
| Other | \$1,080 |

Computer software services are the top ICT services export, growing from \$38 million in 2013 to \$118 million in 2022 (215%).

Royalties from industrial processes are Indiana's top potentially ICT-enabled services export, but fell from \$2.2 billion in 2013 to \$2.1 billion in 2022 (-4%).