

**Exhibit 4b**  
**2013 Exports by Company Type and Employment Size**  
**to Number of Partner Countries**

Value in millions of dollars. Details may not equal totals due to rounding. (D) - Represents suppressed to avoid disclosure.

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
<b>All identified companies</b>	<b>1,406,438</b>	<b>305,026</b>	<b>5.2</b>	<b>58.6</b>	<b>6.5</b>	<b>24.7</b>	<b>6.6</b>	<b>8.9</b>	<b>14.7</b>	<b>5.9</b>	<b>17.1</b>	<b>1.5</b>	<b>50.0</b>	<b>0.4</b>
no. employees unknown(2)	123,057	120,317	23.7	75.3	20.8	18.0	11.1	4.3	22.4	2.1	17.3	0.4	4.6	0.0
1 to 19 employees	95,819	112,943	24.0	55.4	27.6	29.6	20.8	9.8	20.2	4.8	6.0	0.5	1.4	0.0
20 to 49 employees	49,936	31,748	11.1	40.7	16.9	30.8	16.7	14.8	37.1	11.4	13.8	2.2	4.5	0.1
50 to 99 employees	45,718	16,104	7.2	35.5	13.1	28.9	19.0	16.5	29.0	14.6	27.0	4.0	4.7	0.5
100 to 249 employees	85,129	12,293	3.4	31.8	9.8	26.8	11.7	16.0	32.9	17.5	33.6	6.9	8.5	1.1
250 to 499 employees	72,651	4,728	2.7	27.6	6.5	22.9	9.4	15.5	36.3	19.7	22.7	11.5	22.4	2.6
500 or more employees	934,129	6,893	0.7	25.4	1.2	19.3	2.7	12.1	7.8	16.2	16.0	15.1	71.5	11.9
<b>Manufacturers</b>	<b>843,285</b>	<b>74,555</b>	<b>1.6</b>	<b>42.0</b>	<b>2.7</b>	<b>29.3</b>	<b>4.2</b>	<b>13.3</b>	<b>10.8</b>	<b>10.7</b>	<b>16.1</b>	<b>3.5</b>	<b>64.7</b>	<b>1.1</b>
no. employees unknown(2)	40,730	17,246	12.6	59.6	10.3	25.7	8.9	8.4	26.1	5.0	35.4	1.1	6.8	0.1
1 to 19 employees	8,254	24,267	(D)	49.5	29.4	32.1	23.3	11.8	21.8	6.0	3.6	0.5	(D)	0.0
20 to 49 employees	11,610	13,885	12.7	36.2	22.8	32.8	23.9	15.8	30.1	12.7	9.9	2.4	0.6	0.1
50 to 99 employees	16,168	8,011	6.6	28.2	15.5	30.7	20.0	18.5	34.5	16.9	20.6	5.1	2.8	0.5
100 to 249 employees	37,428	6,279	4.2	20.5	11.8	28.7	13.0	18.9	37.0	21.5	19.8	8.9	14.2	1.4
250 to 499 employees	46,509	2,279	2.7	13.2	5.6	21.5	10.1	18.6	31.3	26.0	19.7	16.8	30.7	3.9
500 or more employees	682,584	2,588	(D)	6.6	0.6	12.2	2.1	12.9	6.0	21.8	14.6	24.5	(D)	21.9
<b>Wholesalers</b>	<b>304,027</b>	<b>101,682</b>	<b>9.2</b>	<b>52.1</b>	<b>11.3</b>	<b>29.1</b>	<b>10.8</b>	<b>10.6</b>	<b>21.9</b>	<b>6.5</b>	<b>20.0</b>	<b>1.4</b>	<b>26.7</b>	<b>0.3</b>
no. employees unknown(2)	38,966	34,983	29.2	69.1	26.3	22.7	13.5	5.4	17.4	2.4	7.7	0.4	6.0	0.0
1 to 19 employees	60,481	48,658	(D)	48.4	25.3	33.6	23.3	11.5	22.7	5.8	6.7	0.6	(D)	0.0
20 to 49 employees	29,738	9,853	5.9	32.9	12.6	32.5	13.8	17.7	43.6	13.7	17.3	2.9	6.9	0.3
50 to 99 employees	15,593	3,981	5.4	28.2	12.5	29.5	22.1	19.7	36.8	17.2	13.3	4.7	10.0	0.8
100 to 249 employees	35,640	2,529	1.0	25.1	6.3	26.8	9.8	17.9	26.7	20.8	52.3	8.3	3.9	1.1
250 to 499 employees	16,460	883	1.4	20.2	3.5	23.2	8.9	18.2	49.9	<b>22.5</b>	<b>26.2</b>	<b>12.8</b>	<b>10.2</b>	<b>3.1</b>
500 or more employees	107,150	795	(D)	9.4	0.4	14.6	1.0	13.0	9.1	20.5	22.0	25.4	(D)	17.1
<b>Other companies (3)</b>	<b>259,126</b>	<b>128,789</b>	<b>12.2</b>	<b>73.3</b>	<b>13.0</b>	<b>18.4</b>	<b>9.4</b>	<b>4.9</b>	<b>18.8</b>	<b>2.7</b>	<b>17.1</b>	<b>0.5</b>	<b>29.4</b>	<b>0.1</b>
no. employees unknown(2)	43,361	68,088	29.1	82.5	25.9	13.6	11.2	2.6	23.6	1.1	8.9	0.2	1.3	0.0
1 to 19 employees	27,084	40,018	32.3	67.4	32.1	23.2	14.5	6.4	14.2	2.7	5.1	0.2	1.7	0.0
20 to 49 employees	8,588	8,010	26.7	58.1	24.0	25.4	17.0	9.3	23.7	6.2	7.0	0.9	1.6	0.1
50 to 99 employees	13,957	4,112	9.8	56.9	10.8	24.8	14.4	9.5	14.0	7.4	49.9	1.3	1.1	0.1
100 to 249 employees	12,061	3,485	8.2	57.0	13.8	23.4	13.3	9.3	38.7	7.9	21.1	2.1	4.8	0.4
250 to 499 employees	9,682	1,566	5.4	52.9	15.9	24.8	7.0	9.6	37.4	9.0	31.3	3.3	3.1	0.5
500 or more employees	144,395	3,510	3.6	42.9	4.8	25.5	6.9	11.3	15.5	11.1	17.9	5.8	51.3	3.4

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2013.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies; and companies for which an industry could not be determined.

Note: This exhibit is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.