

# TARIFFS & THE IMPACT TO YOUR BUSINESS

## Value of Chemicals Impacted by Tariffs (US & China)


**\$26.4 billion**

Value of Chinese chemicals and plastics targeted by US tariffs

**\$6.1 billion**


Value of US chemicals and plastics targeted by Chinese tariffs


## The Effects of Tariffs


 Increasing costs

 Shrinking margins


 Cutting off markets


 Decreasing growth


 Disrupting supply chains


 Potential job loss

## Strategies to Implement

 Change sourcing locations

 Utilize the Miscellaneous Tariff Bill

 Seek & manage exclusions

 Check classifications

## US-China

US increased tariffs on approximately **\$500 billion** of Chinese origin goods (2018-2020)

## China-US

China increased tariffs on approximately **\$150 billion** of US origin goods (2018)

China has increased tariffs to **25%** for over **1000 different chemicals**

## US-China Export Impact

China is the **third biggest export market** for US chemical manufacturers

Retaliatory tariffs dampened US chemical exports to China, resulting in only a **2.7% increase** in 2018 – nearly tripling the chemicals trade deficit, from **\$1.4 billion** to **\$4.0 billion**

## US-China Exclusions

The US has **issued exclusions** to products that were once taxed; research your products to seek some recovery of your duty - **Only US entities** apply for recovery

The US and China have undertaken a phase one agreement, China has issued guidance for Chinese importers to receive **possible exclusions** to their duties and taxes

## Impact on Chemicals

Normal duty rate in the US is **2-3%** on industrial goods (chemicals)

Increased tariff rates in upwards of **25%** significantly impact costs

## US - EU

US proposed new tariffs on approximately **\$7.5 billion** of goods that originate from the EU (2019)

The US has levied a **10%** tariff on European aircrafts and a **25%** tariff on agricultural goods, industrial products and other imports from the EU

## EU - US

EU proposed **20 billion Euros** on US origin goods (including over **100** different chemicals)

EU response targets **\$3 billion** in chemicals and plastics - **15%** of the total value of US exported goods that are covered by the EU's list

