



# U.S. Arms Sales: Agreements with and Deliveries to Major Clients, 2004-2011

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## Summary

This report provides background data on U.S. arms sales agreements with and deliveries to its major purchasers during *calendar years* 2004-2011, made through the U.S. Foreign Military Sales (FMS) program. In a series of data tables, it lists the total dollar values of U.S. government-to-government arms sales *agreements* with its top five purchasers, and the total dollar values of U.S. arms *deliveries* to those purchasers, in five specific regions of the world for three specific periods: 2004-2007, 2008-2011, and 2011 alone. In addition, the report provides data tables listing the total dollar values of U.S. government-to-government arms *agreements* with and *deliveries* to its top 10 purchasers *worldwide* for the periods 2004-2007, 2008-2011, and for 2011 alone.

This report is prepared in conjunction with CRS Report R42678, *Conventional Arms Transfers to Developing Nations, 2004-2011*, by Richard F. Grimmett and Paul K. Kerr. That annual report details both U.S. and foreign arms transfer activities globally and provides analysis of arms trade trends. The intent here is to complement that elaborate *worldwide* treatment of the international arms trade by focusing exclusively on U.S. arms sales and deliveries, and providing the names of the major U.S. arms customers, by region, together with the total dollar values of their arms purchases or deliveries for the calendar years 2004-2007, 2008-2011, and 2011.

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## Introduction

This report provides background data on U.S. arms sales agreements with and deliveries to its major purchasers during calendar years 2004-2011. It provides the total dollar values of U.S. arms *agreements* with its top five purchasers in five specific regions of the world for the periods 2004-2007, 2008-2011, and for 2011. It also reports the total dollar values of U.S. arms *deliveries* to its top five purchasers in five specific regions for those same years. In addition, the report provides a listing of the total dollar values of U.S. arms agreements with and deliveries to its top 10 purchasers for the periods 2004-2007, 2008-2011, and for 2011. The data are official, unclassified, United States Defense Department figures compiled by the Defense Security Cooperation Agency (DSCA), unless otherwise indicated. The data have been restructured for this report by DSCA from a *fiscal year* format to a *calendar year* format. Thus a year in this report covers the period from January 1 to December 31, and *not* the fiscal year period from October 1 to September 30.<sup>1</sup>

## U.S. Agreements with Leading Purchasers, 2004-2011

The following regional tables (**Tables 1-5**) provide the total dollar values of all U.S. defense articles and defense services *sold* to the top five purchasers in each region indicated for the *calendar year(s)* noted. These values represent the total value of all government-to-government *agreements actually concluded* between the United States and the foreign purchaser under the Foreign Military Sales (FMS) program during the calendar year(s) indicated.<sup>2</sup> In **Table 6**, the total dollar values of all U.S. defense articles and defense services *sold* to the top 10 purchasers *worldwide* are provided for the *calendar year* period noted. All totals are expressed as *current* U.S. dollars.

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<sup>1</sup> The Defense Security Cooperation Agency (DSCA) publishes an annual volume providing these data in a *fiscal year* format. This publication is titled *Foreign Military Sales, Foreign Military Construction Sales, and Military Assistance Facts*. It provides detailed U.S. annual transactions with countries and international organizations for the most recent ten *fiscal* years, as of the date of publication, as well as aggregate data for these transactions since FY1950. See DSCA website for this data under DSCA Facts Book at <http://www.dsca.osd.mil/>. For detailed *worldwide* arms transfer data for U.S. and foreign suppliers and recipients, see CRS Report R42678, *Conventional Arms Transfers to Developing Nations, 2004-2011*, by Richard F. Grimmett and Paul K. Kerr.

<sup>2</sup> Current U.S. law and regulations do not require U.S. companies to provide, routinely and systematically, data on arms sales *agreements actually concluded* with foreign purchasers resulting from *commercial licenses authorized* by the U.S. State Department. Thus, the *agreement* data in the following tables *do not* include the values of U.S. licensed commercial sales.

**Table 1. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Africa Agreements Concluded**

(in current U.S. dollars, rounded to nearest million)

<b>Africa Agreements 2004-2007</b>	<b>Africa Agreements 2008-2011</b>	<b>Africa Agreements 2011</b>
1 Djibouti \$23 million	1 Nigeria \$71 million	1 Nigeria \$47 million
2 Ethiopia \$9 million	2 Kenya \$67 million	2 Kenya \$25 million
3 Kenya \$8 million	3 Liberia \$22 million	3 Liberia \$12 million
4 Uganda \$5 million	4 Djibouti \$12 million	4 Ghana \$3 million
5 Nigeria \$5 million	5 Senegal \$5 million	5 South Africa \$3 million

**Table 2. Leading Purchasers of U.S. Defense Articles and Services, Total Values of American Republics Agreements Concluded**

(in current U.S. dollars, rounded to nearest million)

<b>American Republics Agreements 2004-2007</b>	<b>American Republics Agreements 2008-2011</b>	<b>American Republics Agreements 2011</b>
1 Canada \$1.6 billion	1 Canada \$2.0 billion	1 Canada \$391 million
2 Colombia \$774 million <sup>a</sup>	2 Colombia \$843 million <sup>a</sup>	2 Colombia \$288 million <sup>a</sup>
3 Brazil \$341 million	3 Brazil \$720 million	3 Brazil \$237 million
4 Chile \$61 million	4 Mexico \$433 million	4 Chile \$71 million
5 Argentina \$45 million	5 Chile \$286 million	5 Argentina \$26 million

a. Includes FMS sales related to international narcotics interdiction programs.

**Table 3. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Asia Agreements Concluded**

(in current U.S. dollars, rounded to nearest 10 million or 10<sup>th</sup> of a billion)

<b>Asia Agreements 2004-2007</b>	<b>Asia Agreements 2008-2011</b>	<b>Asia Agreements 2011</b>
1 Australia \$5.7 billion	1 Australia \$7.7 billion	1 Australia \$4.5 billion
2 Japan \$3.1 billion	2 Taiwan \$6.5 billion	2 Taiwan \$1.6 billion
3 South Korea \$2.3 billion	3 South Korea \$2.9 billion	3 Japan \$730 million
4 Taiwan \$1.0 billion	4 Japan \$2.2 billion	4 Thailand \$380 million
5 Singapore \$880 million	5 Singapore \$1.2 billion	5 South Korea \$350 million

**Table 4. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Near East Agreements Concluded**

(in current U.S. dollars, rounded to nearest 10 million or 10<sup>th</sup> of a billion)

Near East Agreements 2004-2007	Near East Agreements 2008-2011	Near East Agreements 2011
1 Saudi Arabia \$5.0 billion	1 Saudi Arabia \$45.6 billion	1 Saudi Arabia \$33.5 billion
2 Egypt \$4.4 billion	2 U.A.E. \$14.3 billion	2 India \$4.3 billion
3 Pakistan \$4.1 billion	3 Egypt \$7.4 billion	3 U.A.E. \$4.2 billion
4 Israel \$1.8 billion	4 Israel \$5.9 billion	4 Israel \$4.1 billion
5 U.A.E. \$1.4 billion	5 India \$5.7 billion	5 Oman \$1.5 billion

**Table 5. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Europe Agreements Concluded**

(in current U.S. dollars, rounded to nearest 10 million or 10<sup>th</sup> of a billion)

Europe Agreements 2004-2007	Europe Agreements 2008-2011	Europe Agreements 2011
1 Turkey \$3.7 billion	1 U.K. \$3.7 billion	1 Turkey \$1.2 billion
2 Greece \$2.7 billion	2 Turkey \$2.5 billion	2 Sweden \$510 million
3 U.K. \$1.5 billion	3 Germany \$1.2 billion	3 Germany \$500 million
4 Netherlands \$950 million	4 France \$1.0 billion	4 U.K. \$440 million
5 Spain \$930 million	5 Netherlands \$960 million	5 France \$320 million

**Table 6. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Worldwide Agreements Concluded**

(in current U.S. dollars, rounded to nearest 10 million or 10<sup>th</sup> of a billion)

Worldwide Agreements 2004-2007	Worldwide Agreements 2008-2011	Worldwide Agreements 2011
1 Australia \$5.7 billion	1 Saudi Arabia \$45.6 billion	1 Saudi Arabia \$33.5 billion
2 Saudi Arabia \$5.0 billion	2 U.A.E. \$14.3 billion	2 Australia \$4.5 billion
3 Egypt \$4.4 billion	3 Australia \$7.7 billion	3 India \$4.3 billion
4 Pakistan \$4.1 billion	4 Egypt \$7.4 billion	4 U.A.E. \$4.2 billion
5 Poland \$3.7 billion	5 Taiwan \$6.5 billion	5 Israel \$4.1 billion
6 Japan \$3.1 billion	6 Israel \$5.9 billion	6 Taiwan \$1.6 billion
7 Greece \$2.7 billion	7 India \$5.7 billion	7 Oman \$1.5 billion
8 South Korea \$2.3 billion	8 U.K. \$3.7 billion	8 Turkey \$1.2 billion
9 Israel \$1.8 billion	9 South Korea \$2.9 billion	9 Japan \$630 million
10 Canada \$1.6 billion	10 Turkey \$2.5 billion	10 Sweden \$510 million

## U.S. Deliveries to Leading Purchasers, 2004-2011

The following regional tables (**Tables 7-11**) provide the total dollar values of all U.S. defense articles and defense services *delivered* to the top five purchasers in each region indicated for the *calendar year(s)* noted for all deliveries under the U.S. Foreign Military Sales (FMS) program. These values represent the total value of all government-to-government *deliveries actually concluded* between the United States and the foreign purchaser under the FMS program during the *calendar year(s)* indicated. Commercial licensed deliveries totals are excluded, due to concerns regarding the accuracy of existing data.

In **Table 12**, the total dollar values of all U.S. defense articles and defense services *actually delivered* to the top 10 purchasers *worldwide* is provided. The *delivery* totals are for FMS deliveries concluded for the *calendar year(s)* noted.

**Table 7. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Africa Deliveries Concluded**

(in current U.S. dollars, rounded to nearest million)

Africa Deliveries 2004-2007	Africa Deliveries 2008-2011	Africa Deliveries 2011
1 Kenya \$17 million	1 Kenya \$34 million	1 Kenya \$21 million
2 Nigeria \$14 million	2 Djibouti \$21 million	2 Nigeria \$13 million
3 Ethiopia \$11 million	3 Nigeria \$20 million	3 Djibouti \$2 million
4 Djibouti \$10 million	4 Ethiopia \$5 million	4 South Africa \$2 million
5 South Africa \$9 million	5 South Africa \$4 million	5 Liberia \$1 million

**Table 8. Leading Purchasers of U.S. Defense Articles and Services, Total Values of American Republics Deliveries Concluded**

(in current U.S. dollars, rounded to nearest million)

American Republics Deliveries 2004-2007	American Republics Deliveries 2008-2011	American Republics Deliveries 2011
1 Canada \$754 million	1 Canada \$1.8 billion	1 Canada \$445 million
2 Chile \$460 million	2 Colombia \$855 million <sup>a</sup>	2 Colombia \$230 million <sup>a</sup>
3 Colombia \$384 million <sup>a</sup>	3 Brazil \$194 million	3 Brazil \$75 million
4 Brazil \$127 million	4 Chile \$110 million	4 Chile \$49 million
5 Ecuador \$28 million	5 Mexico \$103 million	5 Mexico \$36 million

a. Includes deliveries of defense articles and services previously sold that are related to international narcotics programs.

**Table 9. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Asia Deliveries Concluded**

(in current U.S. dollars, rounded to nearest 10 million or 10<sup>th</sup> of a billion)

Asia Deliveries 2004-2007	Asia Deliveries 2008-2011	Asia Deliveries 2011
1 Taiwan \$4.3 billion	1 Australia \$2.9 billion	1 Australia \$810 million
2 South Korea \$2.5 billion	2 Taiwan \$2.9 billion	2 Taiwan \$800 million
3 Japan \$2.4 billion	3 Japan \$2.5 billion	3 South Korea \$540 million
4 Australia \$1.7 billion	4 South Korea \$2.5 billion	4 Japan \$490 million
5 Singapore \$970 million	5 Singapore \$900 million	5 Singapore \$300 million

**Table 10. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Near East Deliveries Concluded**

(in current U.S. dollars, rounded to nearest 10 million or 10<sup>th</sup> of a billion)

Near East Deliveries 2004-2007	Near East Deliveries 2008-2011	Near East Deliveries 2011
1 Israel \$5.7 billion	1 Saudi Arabia 5.9 billion	1 Saudi Arabia \$1.8 billion
2 Egypt \$5.2 billion	2 Egypt \$3.9 billion	2 U.A.E. \$1.3 billion
3 Saudi Arabia \$4.3 billion	3 Israel \$3.8 billion	3 Egypt \$860 million
4 Kuwait \$1.5 billion	4 Iraq \$2.6 billion	4 Israel \$840 million
5 Afghanistan \$950 million	5 Pakistan \$2.0 billion	5 Pakistan \$830 million

**Table 11. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Europe Deliveries Concluded**

(in current U.S. dollars, rounded to nearest 10 million or 10<sup>th</sup> of a billion)

Europe Deliveries 2004-2007	Europe Deliveries 2008-2011	Europe Deliveries 2011
1 Greece \$2.8 billion	1 Greece \$2.1 billion	1 Turkey \$1.2 billion
2 Poland \$1.9 billion	2 Turkey \$2.0 billion	2 U.K. \$370 million
3 U.K. \$1.6 billion	3 U.K. \$1.7 billion	3 Germany \$270 million
4 Netherlands \$1.0 billion	4 Poland \$1.2 billion	4 France \$210 million
5 Turkey \$940 million	5 Netherlands \$820 million	5 Netherlands \$190 million



**Table 12. Leading Purchasers of U.S. Defense Articles and Services, Total Values of Worldwide Deliveries Concluded**

(in current U.S. dollars, rounded to nearest 10 million or 10<sup>th</sup> of a billion)

<b>Worldwide Deliveries 2004-2007</b>	<b>Worldwide Deliveries 2008-2011</b>	<b>Worldwide Deliveries 2011</b>
1 Israel \$\$5.7 billion	1 Saudi Arabia \$5.9 billion	1 Saudi Arabia \$1.8 billion
2 Egypt \$5.2 billion	2 Egypt \$3.9 billion	2 U.A.E. \$1.3 billion
3 Saudi Arabia 4.3 billion	3 Israel \$3.8 billion	3 Turkey \$1.2 million
4 Taiwan \$4.3 billion	4 Australia \$2.9 billion	4 Egypt \$860 million
5 Greece \$2.8 billion	5 Taiwan \$2.9 billion	5 Israel \$840 million
6 South Korea \$2.5 billion	6 Iraq \$2.6 billion	6 Pakistan \$830 million
7 Japan \$2.4 billion	7 Japan \$2.5 billion	7 Australia \$810 million
8 Poland \$1.9 billion	8 South Korea \$2.5 billion	8 Taiwan \$800 million
9 Australia \$1.7 billion	9 Greece \$2.1 billion	9 South Korea \$540 million
10 U.K. \$1.6 billion	10 Turkey \$2.0 billion	10 Japan \$490 million

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