

U.S. Business in Russia



Our business in Russia has grown seven fold over the last five years.



Henry Braun
General Director, Goodyear Russia

We treat Russia as the most prospective market for our future expansion.



Simon Turton
Vice President, Russia

HP is leading the IT market in Russia with approximately 10% of it according to the estimation of IDC analysts.



Owen Kemp
Managing Director, HP Russia
Vice President Hewlett-Packard

In 2006 IBM's business in Russia grew by over 20%, and in the most recent quarter (Q4 2006), IBM's growth in Russia exceeded 38% – faster than in China, India or Brazil.



Kirill Korniliev
Country General Manager

Intel has invested \$700M in Russia since 1992. Russia represents an important growth market in computers for Intel and is in the world's top 10 largest markets going out in time.



Steve Chase
President, Intel Russia

Since our office opened in 2002 we have grown at over 70% annually and growth is increasing. 80% of our products sold in Russia come from U.S. factories in Illinois and Iowa.



Sid Bardwell
Head of Russian Branch

Our sales grew at 80% in 2006.



Vladimir Makatsaria
Vice President, Johnson & Johnson EMEA

Russia has been identified as one of the key global growth opportunities for Kimberly-Clark.



Jonathan E. Tarr
Managing Director, Eastern Europe

From the business side, we have such a combination of high potential, high growth and fast change that there is no question in my mind, that this is the most dynamic and exciting place in the world to work.



Richard Smyth
General Manager, Russia and CIS

Russia represents the largest subsidiary in the Europe Region for Mary Kay, with 53% of 2006 net sales for the region.



Tara Eustace
President, Mary Kay Europe

The demand for professional services is growing at a rate of up to 40% a year, fueled by a booming economy, the development of the capital market and significant changes in Russian business culture.



Mike Kubena
Senior Partner for Central and Eastern Europe, Russia and the CIS

The Timken Company sees the Russian market as one of critical strategic importance in the coming years.



Robert J. Lapp
Vice President – Government Affairs

Russia has been a strong performer for Wrigley and now ranks in the top 5 among the 180 countries in which we do business around the world.



Ralph Scozzafava
VP – Worldwide, Commercial Operations

Russia is an engine of growth for American companies.

Andrew Somers
President of the American Chamber of Commerce in Russia and former EVP and General Counsel of American Express TRS Company

Russia is one of our key emerging growth markets with sales increasing at more than 30-40 % annually, driving our region results to over \$1 billion.



Ron Pollett
President & CEO GE Russia/CIS

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The success of the Sakhalin-1 Project demonstrates the mutual benefits that result from cooperation between the U.S. and Russia in the field of energy. Developing Russia's vast oil and gas reserves in partnership with foreign investors can bring additional supplies to energy markets and strengthen worldwide energy security.



Rex W. Tillerson
Chairman and CEO

We have exceeded \$1 billion in sales, with the latest annual growth rates of 20-30%.



A.G. Lafley
Chairman and CEO

Ford became the #1 selling foreign brand in Russia in 2006.



Henrik Nenzen
President, Ford Motor Company Russia

GM enjoys an extremely robust and fast-growing business in Russia with 2006 U.S.-dollar sales topping \$1.2 billion and growth rates near to doubling year over year. Much of that business is supported by GM plants in the U.S.



Warren P. Browne
Executive-in-Charge, Russia and CIS

U.S. Business in Russia

Do you know that:

3M Russia is a very important subsidiary for 3M worldwide and is a key part of our growth strategy over the coming years. Our business results, growth and profitability have been outstanding over recent years and have been some of the highest in 3M subsidiaries.



Tony Stokes
Managing Director, 3M Russia

In the last two years Alcoa has invested almost \$400 million in Russia.



Bill O'Rourke
President, Alcoa Russia

Russian markets are opening up to our Company's products and services as never before. Our technology is both needed and valued by our Russian clients.



Mike Davis
President, Baker Hughes Russia

Boeing has had a successful, cooperative relationship with the best of Russian industry and science for more than 30 years. We are proud to have Russian aerospace expertise on Boeing commercial airplane programs.



Sergey Kravchenko
President, Boeing – Russia/CIS

Russia is an important emerging market with significant potential in the agri-food arena.



Andrew Glass
Head of Representation, Cargill Russia

Our sales in Russia have grown rapidly and steadily in recent years. We view Russia's WTO accession as a high priority.



Robert Droogleever
General Director of CIS Region

Citibank in Russia currently has approximately 3,000 employees, total assets of approximately \$4.9 billion and a distribution network that includes over 50 branches and 250 ATMs. We consider Russia as one of the priority countries to further develop our products and services and increase our network.



Mark Robinson
President, Citibank Russia

Russia is a strategic market for Deloitte and our practice in the region has been one of Deloitte's fastest growing practices in the world over the past five years.



Dave Pearson
CEO, Deloitte CIS

Russia is one of the fastest growing markets for Delta Air Lines. During 2006 our sales have increased by 70% with a strong trend for future growth.



Leonid Tarasov
General Representative in Russia and the CIS

Dow is highly committed to Russia as a key growth area. We started a new production plant and formed a Russian JV. Our business presence, started in 1974, is growing at a yearly average of about 40%.



Adriaan van den Berge
General Manager Russia and CIS

The dynamism of the Russian economy is such that we foresee significant, sustainable growth for the company over the long term.



John Shmorhun
Regional Director for Eastern Europe

Today Russia is a country with a strong developing market economy, improved regulatory and legal framework, and expansion of Russian companies overseas. We are proud that our Russian practice has played a part in the positive developments in the investment climate.



Karl Johansson
Managing Partner, CIS

- **Half of American companies surveyed report sales increases of 200% in Russia from 2001 to 2005**
- **97% of U.S. companies in Russia project continued growth in sales during the next three years**
- **Profitability of two-thirds of American companies in Russia is on or above target**
- **92% of U.S. companies in Russia believe that continued commercial engagement with Russia is positive for American business, and 86% believe that Russia's membership in the WTO will bring new opportunities for them**
- **75% of Russian employees of American companies in Russia view the United States positively, compared to 47% of employees in Russian-owned companies**
- **90% of Russian employees of American companies in Russia support expanding relations with the United States, compared to 52% of employees working for Russian companies**
- **American companies in Russia are helping to bridge the "values gap" between Russia and the United States by consistently and strongly communicating such key business practice values as law compliance, merit-based compensation, strong business ethics and corporate social responsibility**