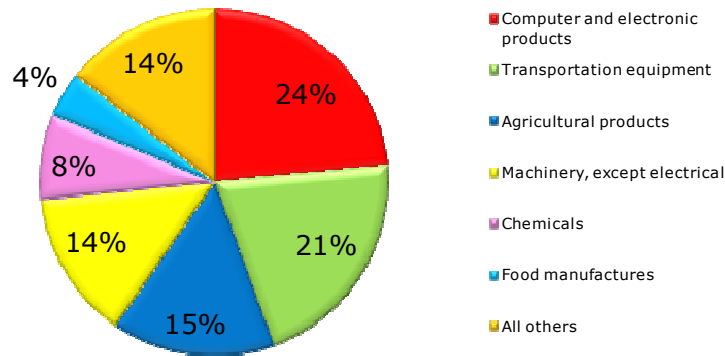


California and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



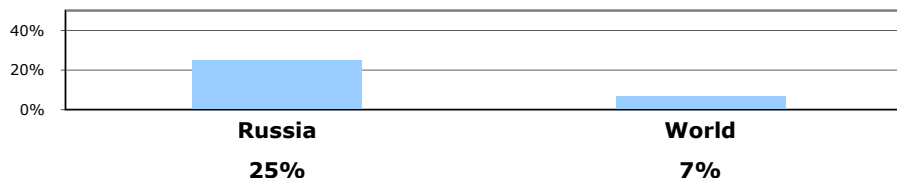
Many of California's top exports to Russia are on the rise

Exports to Russia in US\$ Thousands¹

Product	2007	2008	2009	2010	% Change 2007-2010	Jan-Sep 2010	Jan-Sep 2011
Total	493,181	705,592	404,433	614,733	25%	408,856	460,288
Computer and electronic products	174,786	154,019	143,474	161,160	-8%	108,184	107,998
Transportation equipment	43,328	223,541	35,827	74,620	72%	59,856	96,545
Agricultural products	54,141	63,137	57,347	85,662	58%	47,549	70,115
Machinery, except electrical	49,753	59,876	54,683	84,800	70%	55,011	63,135
Chemicals	16,086	46,840	29,297	68,346	325%	29,219	36,301
Food manufactures	40,702	63,434	26,584	67,734	66%	57,371	19,644
All others	114,387	94,744	57,221	72,412	-37%	51,667	66,550

California is one of the top 10 exporters to Russia among U.S. states, and its exports to Russia have grown faster than its exports to the world

Between 2007 and 2010, California's exports to Russia grew 25%, while its exports to the world grew only 7%



¹ Source for State Export Data: Office of Trade and Industry Information, Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.
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Success Stories in California-Russia Commercial Ties



Cisco Systems helped set up Russia's first residential broadband internet access network², and the company also helped create Russia's first university Wi-Fi zone.³ Over the next ten years, Cisco plans to complement its U.S.-based business with \$1 billion in investment in high-tech entrepreneurship at Russia's Skolkovo innovation hub.⁴



Chevron's global energy business, headquartered in California, includes significant investment in Russia through the Caspian Pipeline Consortium (CPC). A \$5.4 billion project to double CPC pipeline capacity to 1.4 million barrels a day was approved in late 2010 and includes utilization of U.S. manpower (direct and contracted) and technologies. Chevron's downstream presence in Russia includes lubricant additives sales and refinery technology licensing partnerships.⁵



Deere & Company, which has been selling its products on the Russian market for nearly 130 years, exported more than \$9 million worth of agricultural equipment and parts to Russia in 2010 from its facility in San Marcos, California.⁶ The company's sales of agricultural, construction and forestry machinery and parts to Russian customers are supported by a network of more than 70 sales and service locations across Russia.⁷



Summit Almonds, a small business based in Orangevale, California, assists California almond handlers and growers in marketing high-quality almonds in markets around the world. In 2010, the company exported more than \$4.4 million worth of almonds to Russia.⁸



Since 1998, **Visa's** business has grown significantly in Russia. 80 million Visa cards have been issued by Russian banks in the country, with payment volume reaching \$28.2 billion by the end of 2010.⁹ With retail loans accounting for just 10% of Russia's GDP and most Russians relying on cash for transactions, the Russian financial market holds potential for large-scale growth in the use of credit cards¹⁰, representing opportunities for Visa and other U.S. financial service providers.



In 2008, **Yandex**, Russia's most popular search engine, opened Yandex Labs in Palo Alto, where the company employs senior research scientists and engineers with a wealth of research and development experience from top U.S. search engine companies, such as Yahoo! and Google.¹¹

Other Companies with a Presence in California that Export to and/or Do Business with Russia

Advanced ElectroMagnetics, Inc. (AEMI)
Alcoa, Inc.
Ambiq Technology
Amgen, Inc.
Apple, Inc.
Aqua Air Enterprises
ArcSight, Inc.
Bank of America Merrill Lynch
Bentley Systems, Incorporated
The Boeing Company
Cameron International Corporation
Capital Group Companies
Caterpillar, Inc.
Celite Corporation
ChemDiv, Inc.
Citigroup Inc.
Clorox International Company
Cummins, Inc.
DIVO Systems
Dixon Valve and Coupling Company
The Dow Chemical Company
DuPont
Eight Star Commodities
Fluor Corporation
Galaxy Enterprises

General Atomics Company
General Electric Company
Google, Inc.
Guardian Industries Corporation
Herbalife International of America, Inc.
Hewlett-Packard Company
Hoist Fitness Systems
Hughson Nut, Inc.
Infinity Air Inc.
Intel Corporation
International Paper Company
Intertorg, Inc.
Jain Irrigation
K.E. Burgmann USA, Inc.
Kelly Pipe
Kobelco EDTI Compressors, Inc.
Lactoland U.S., Inc.
Lion Raisins
Mariani Nut Company
Medtronic, Inc.
Microsoft Corporation
Mirantis, Inc.
Mirion Technologies
Monte Vista Farming Company
Olam Americas, Inc.

Oracle Corporation
Pacific Front, LLC
Pandol Brothers, Inc.
Panoche Creek Packing, Inc.
Parsons Corporation
Pfizer, Inc.
POM Wonderful, LLC
Porky Products, Inc.
Primex International Trading
Procter & Gamble
Qik
Qualcomm Inc.
Select Harvest USA, LLC
Sierra Valley Almonds, LLC
Solar Turbines, Inc.
Sunfield Seeds, Inc.
Sunkist Growers
Topcon Positioning Systems, Inc.
Triangle Digital Inx Company
Trimble Navigation Limited
U.S. Borax, Inc.
United Technologies Corporation
The Walt Disney Company
West Coast Wire Rope & Rigging Inc.
Western Nut Company

² "Cisco to Provide Russia with High-Speed Residential Internet Access and New IP Services," Cisco Systems Press Release, February 16, 2001.

³ "Nizhny Novgorod, Russia's First WiFi Enabled University," Cisco Systems Press Release, February 23, 2004.

⁴ "Cisco Commits to Sustainable Development of Russian Technology Innovation Agenda Through \$1B Multi-Year Investment," Cisco Systems Press Release, June 23, 2010.

⁵ Chevron Corporation.

⁶ "California," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/california>, (accessed November 2, 2011).

⁷ "John Deere Officially Opens New Manufacturing Facility in Russia," Deere & Company Press Release, April 27, 2010, http://www.deere.com/en_US/newsroom/2010/releases/corporate/27apr2010_corporate_release.html, (accessed February 8, 2011).

⁸ "California," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/california>, (accessed November 2, 2011).

⁹ Visa, Inc.

¹⁰ "Russia Onwards and Upwards: Strong Consumption Growth Continues," BNP Paribas, May 2011.

¹¹ "YandexLabs," Yandex Company Website, http://company.yandex.com/general_info/labs/, (accessed January 18, 2012).