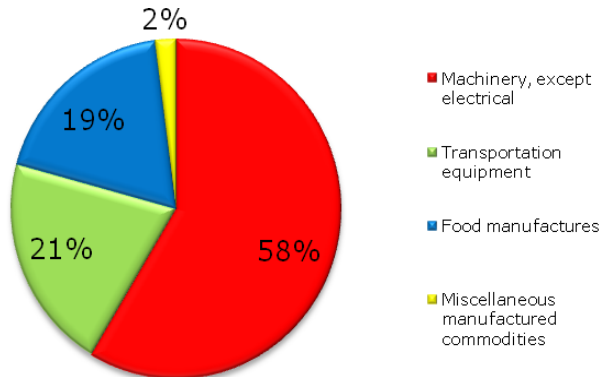


Hawaii and the Russian Market

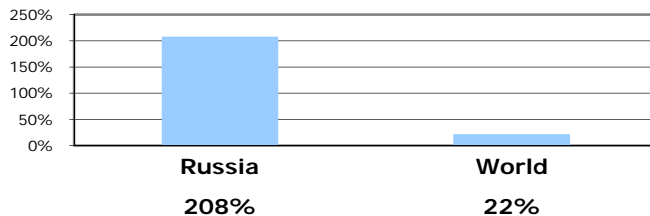
Top Merchandise Exports to Russia

Percent of Total Exports to Russia in Q1 2011¹



Hawaii's exports to Russia have grown faster than the state's exports to the world

Between 2007 and 2010, Hawaii's exports to Russia grew by 208%, while its exports to the world grew by 22%



Russia's WTO accession will increase opportunities for Hawaii's exporters



Machinery: Russian companies' demand for high-quality imported machinery generates significant export opportunities for Hawaii's manufacturers of equipment and parts. Under the terms of its WTO accession package, **Russia will cut tariffs on manufactured goods to an average of 8%**², providing U.S. machinery and parts exporters with improved market access.



Transportation equipment: U.S. manufacturers of transportation equipment are capitalizing on demand for vehicles in Russia, where economic prosperity depends on a transportation sector capable of bridging the vast expanses of the country's territory. **Hawaii's exports to Russia of transportation equipment grew 28%** between 2007 and 2010. U.S. transportation equipment manufacturers will benefit from Russia's commitment to cut manufactured goods tariffs to 8%.³



Food manufactures: The Russian market offers opportunities for Hawaiian firms and farmers seeking to export crops and value-added food products. In acceding to the WTO, **Russia will be obligated to bind its agricultural tariffs⁴ and abide by science-based sanitary and phytosanitary (SPS) standards**, adding more predictability to the trading relationship and opening export opportunities for food producers.

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

3M Company
 ACE Group of Insurance Companies
 The Boeing Company
 CH2M Hill
 Chevron Corporation
 Cummins, Inc.
 Deloitte
 Ernst & Young
 KPMG International

¹ Source for State Export Data: Office of Trade and Industry Information, Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.

² Factsheet on U.S.-Russia WTO Bilateral Market Access Agreement, Office of the U.S. Trade Representative, November 10, 2006.

³ Ibid.

⁴ Results of Bilateral Negotiations on Russia's Accession to the World Trade Organization (WTO): Agricultural Goods Market Access, Office of the U.S. Trade Representative, November 19, 2006.