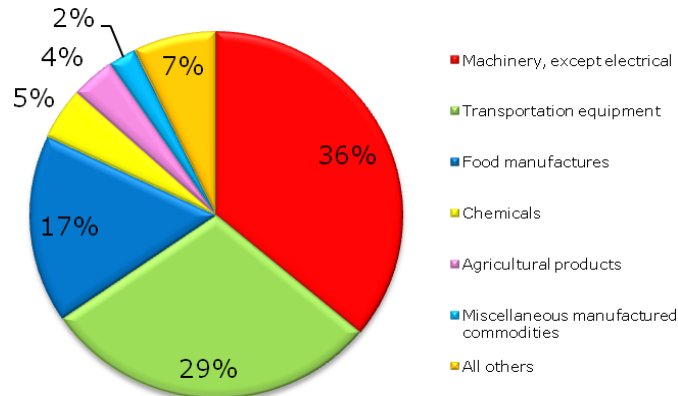


Indiana and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in 1H 2011¹



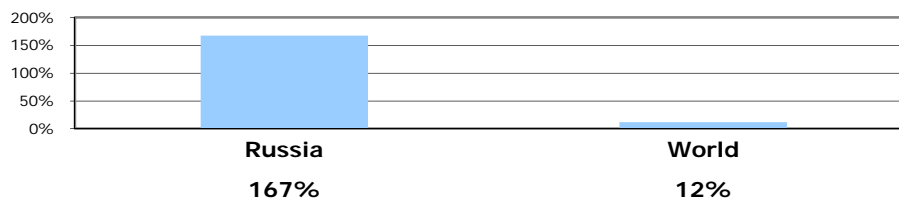
Indiana's top exports to Russia are on the rise

Exports to Russia in US\$ Thousands

Product	2007	2008	2009	2010	1H 2010	1H 2011	% Change 1H 2010-1H 2011
Total	63,436	79,037	20,130	45,594	15,349	41,054	167%
Machinery, except electrical	8,402	18,232	7,976	17,340	7,338	14,773	101%
Transportation equipment	21,961	43,000	592	11,046	1,097	12,101	1,003%
Food manufactures	3,277	3,157	1,210	2,699	1,070	6,812	536%
Chemicals	841	1,640	2,203	2,653	912	1,872	105%
Agricultural products	2,538	4,117	1,883	2,917	1,376	1,568	14%
Misc. manufactured commodities	2,886	259	580	970	676	974	44%
All others	23,530	8,632	5,686	7,950	2,879	2,955	3%

Indiana's exports to Russia are growing faster than the state's exports to the world

In the first half of 2011, Indiana's exports to Russia grew 167% over the same period in 2010, while its exports to the world grew only 12%



Success Stories in Indiana-Russia Commercial Ties



Cummins, Inc., headquartered in Columbus, Indiana, provides Russian customers with engines for trucks, buses and agricultural equipment. Cummins services its products and supports its engine sales in the Russian market through a joint venture with Russian vehicle manufacturer KAMAZ.²



Eli Lilly and Company is involved in several healthcare projects in Russia, including efforts to combat multiple-drug-resistant tuberculosis³ and to provide hands-on Good Manufacturing Practices training to Russia's federal medicine inspection agency.⁴ Together with the Foundation for the NIH, Lilly operates the \$1.27 million U.S.-Russia Forum in Health Sciences, a public-private partnership that facilitates collaboration with Russia on joint projects related to disease control and prevention, clinical and translational research, manufacturing practices and regulatory science, and emerging technologies in the field of health care.⁵



NLMK Indiana, formerly Beta Steel Corp., is a steel mini-mill in Portage, Indiana, that was acquired in 2008 by Russia's Novolipetsk Steel (NLMK) for \$350 million. This investment supports the jobs of some 350 Indiana steel workers who work at the mill.⁶

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

3M Company
Abro Industries, Inc.
ACE Group of Insurance Companies
Air Products and Chemicals, Inc.
Alcoa, Inc.
Atlas Copco Hurrigan LLC
Batesville Casket Company
The Black & Decker Corporation
Black & Veatch Corporation
The Boeing Company
Bomarko, Inc.
Cameron International Corporation
Capital Group Companies
Cargill, Inc.
Caterpillar, Inc.
CH2M Hill
Chrysler, LLC
CLAAS of America, Inc.
Closure Systems International, Inc.
Deloitte

DuPont
General Electric Company
General Motors Company
Great Lakes Packaging and Distribution
Guardian Industries Corporation
InSpace LLC
Intel Corporation
International Paper Company
Johnson & Johnson
Medtronic, Inc.
Microsoft Corporation
Midwester Pet Foods, Inc.
Pacific Nuclear Solutions
Preferred Popcorn, LLC
PricewaterhouseCoopers
Sullair Corporation
TRW Automotive Inc.
Tuthill Corporation
USA Auto Market Company
World Missionary Press, Inc.

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

² "Cummins and Russian Manufacturer KAMAZ Form Joint Venture to Produce Mid-Range Engines," Business Wire, January 24, 2006.

³ "The Lilly MDR-TB Partnership," Eli Lilly and Company, March 22, 2007.

⁴ "Lilly, Chao Center, FDA Partner with Russian Officials to Improve Quality of Global Drug Manufacturing, Distribution," Purdue University Press Release, August 3, 2009.

⁵ "The Foundation for NIH and Eli Lilly Launch \$1.265M US-Russia Science Partnership," Eli Lilly and Company Press Release, September 23, 2010.

⁶ "About Us," NLMK Indiana Website, <http://www.us.nlmk.com/>, (accessed February 14, 2011); "Beta Steel Becoming NLMK Indiana," NWI Times, August 1, 2010, http://www.nwtimes.com/business/local/article_8424a1f9-6926-5342-9da3-53b283ca6e9f.html, (accessed February 14, 2011).