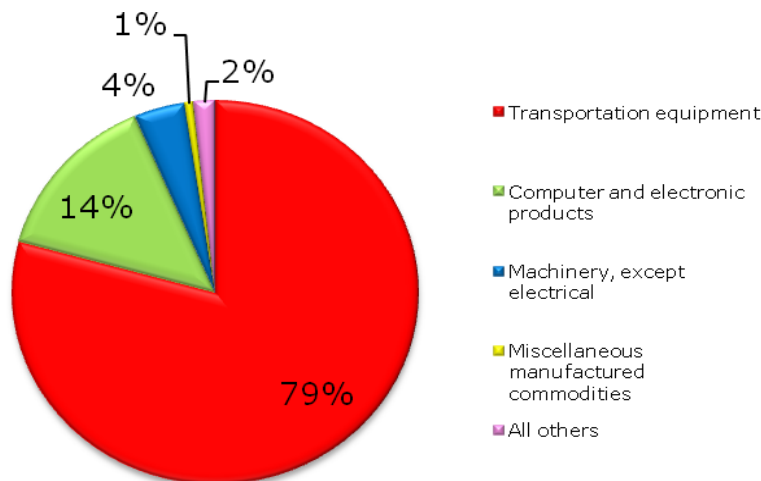


New Hampshire and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports in Russia Q1 2011¹



New Hampshire's top exports to Russia are on the rise

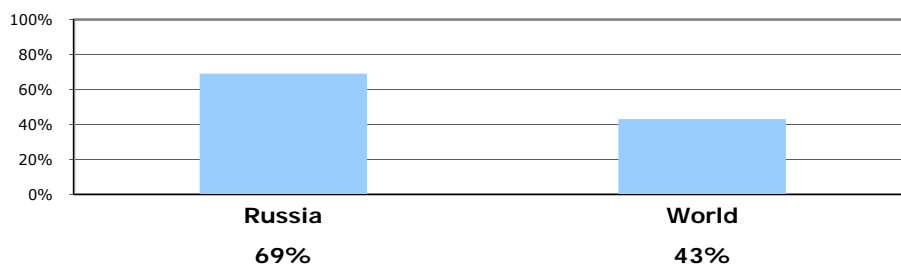
Exports to Russia in US\$ Thousands

Product	2007	2008	2009	2010
Total	13,945	15,006	7,227	12,234
Transportation equipment	235	316	177	581
Computer and electronic products	7,086	5,020	3,290	7,180
Machinery, except electrical	1,338	3,471	1,123	1,239
Misc. manufactured commodities	22	0	21	96
All others	5,263	6,199	2,616	3,138

	Q1 2010	Q1 2011	% Change Q1 2010-Q1 2011
Total	2,942	8,877	202%
Transportation equipment	18	7,038	39,002%
Computer and electronic products	1,076	1,266	18%
Machinery, except electrical	154	360	134%
Misc. manufactured commodities	49	62	26%
All others	1,645	150	

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

In 2010, New Hampshire's exports to Russia grew 69% over the previous year's total, while its exports to the world grew 43%



Russia's WTO accession will increase opportunities for New Hampshire's exporters



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. Under the terms of its WTO accession package, **Russia will cut tariffs on manufactured goods to an average of 8%**², providing U.S. transportation equipment exporters with improved market access.



Computer and electronic products: Russia's personal computer market and software market are projected to **more than double in size** between 2010 and 2015, with sales of PCs expected to rise from \$7 billion in 2010 to \$15 billion in 2015 and software sales projected to grow from \$3 billion in 2010 to more than \$6 billion by 2015.³ **As part of its WTO commitments, Russia will permit IT imports to enter the country duty-free.**⁴



Machinery: Russian companies' demand for high-quality imported machinery generates significant export opportunities for U.S. manufacturers of equipment and parts. Russia imported nearly \$102 billion worth of machinery and equipment in 2010, and **Russia's imports of machinery and equipment have grown at least 40% annually** in dollar terms every year since 2004.⁵ Like transportation equipment manufacturers, U.S. machinery exporters will benefit from Russia's commitment to cut manufactured goods tariffs to 8%.⁶

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

Auriga Inc.
BOC International
Cummins, Inc.
Ernst & Young
General Electric Company
Highland Forwarding, Inc.
Intel Corporation
International Paper Company
WVPass Corporation

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 "Russia Consumer Electronics Report Q2 2010," Business Monitor International, <http://www.companiesandmarkets.com/Summary-Market-Report/russia-consumer-electronics-report-q2-2010-278893.asp>, March 17, 2010; "Russia Information Technology Report Q1 2011," companiesandmarkets.com, <http://www.pr-inside.com/russia-information-technology-report-q1-2011-265.htm>, January 31, 2011.

⁴ "Non-Agricultural Goods Market Access," Office of the U.S. Trade Representative, November 19, 2006.

⁵ "Импорты по товарам и товарным группам в разрезе ТН ВЭД России," Federal State Statistics Service, <http://www.gks.ru/dbscripts/Cbsd/DBInet.cgi?pl=2123005>, (accessed April 26, 2011).

⁶ Ibid.