

Do you know that:



- **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**
- **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**
- **American companies in Russia are helping to bridge the "values gap" between Russia and the United States by adhering to American business values and promoting these values among their Russian employees**
- **Profitability of two-thirds of American companies in Russia is on or above target**
- **U.S. companies are making a profound and lasting impact on their Russian employees and business partners, consistently and strongly communicating such key values as law compliance, merit-based compensation, strong business ethics and corporate social responsibility**
- **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**
- **75% of Russian employees of American companies in Russia view the United States positively, compared to 47% of employees in Russian-owned companies**

“ Russia is an engine of growth for American companies. ”

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

American Business in Russia

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



P&G
A.G. Lafley
CEO

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



Ford Motor Company ZAO
Henrik Nenzen
President

“ 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. ”



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

See www.amcham.ru for more commentary on the Russian market from companies such as Baker Hughes, Boeing, Cargill, Deloitte, Halliburton, Honeywell and PricewaterhouseCoopers.

What executives of American businesses are saying about Russia

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.



3M
Tony Stokes
Managing Director, 3M Russia

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



Alcoa
Bill O'Rourke
President of Alcoa Russia

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



Caterpillar
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.



Citibank in Russia
Mark Robinson
President

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.



Delta Air Lines
Leonid Tarasov
General Representative in Russia and the CIS

Dow is highly committed to Russia as a key growth area. Our business presence, started in 1974, is now growing at a yearly average of about 40%.



Dow Europe GmbH
Adriaan van den Berge
General Manager

HP is the #1 IT company in Russia and we intend to maintain that position: IDC has estimated that HP has about 10% of the total \$14 billion IT market in Russia.



HP
Owen Kemp
Vice President for International New Ventures

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.



IBM East Europe/Asia (IBM in Russia & CIS)
Kirill Korniliev
Country General Manager

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.



John Deere Ag Holdings Inc.
Sid Bardwell
General Manager

Our sales grew at 80% in 2006.



Johnson & Johnson
Vladimir Makatsaria
Managing Director

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



Kimberly-Clark
Jonathan E. Tarr
Managing Director, Eastern Europe

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



Mary Kay Russia
Tara Eustace
President, Mary Kay Europe

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



The Timken Company
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.



Wrigley
Ralph Scozzafava
VP – Worldwide, Commercial Operations

Contact information

www.amcham.ru, info@amcham.ru