

OCTOBER 4, 2016

# Welcome

The seal of the State of Minnesota is centered on the page. It features a circular design with a yellow border. Inside the seal, there is a landscape with a river, a plowman, and a Native American on horseback. The text "1858" is at the top, "L'ETOILE DU NORD" is in the middle, and "1893" is at the bottom. The word "MINNESOTA" is written in red at the bottom of the seal. The seal is surrounded by a ring of yellow stars.

INTERNATIONAL BUSINESS  
AND INNOVATION FORUM

GATEWAY TO EASTERN EUROPE & CENTRAL ASIA

**Nikolay Megits, Ph.D.**  
**International Trade Representative**

# Countries of Eastern Europe & Central Asia Region



Country
Albania
Armenia
Azerbaijan
Belarus
Bosnia - Herzegovina
Georgia
Kazakhstan
Kyrgyzstan
Macedonia
Moldova
Montenegro
Pakistan
Russia
Serbia
Tajikistan
Turkmenistan
Ukraine
Uzbekistan

# Minnesota Export Trends to this Region, 2010-2015 (Line Chart)

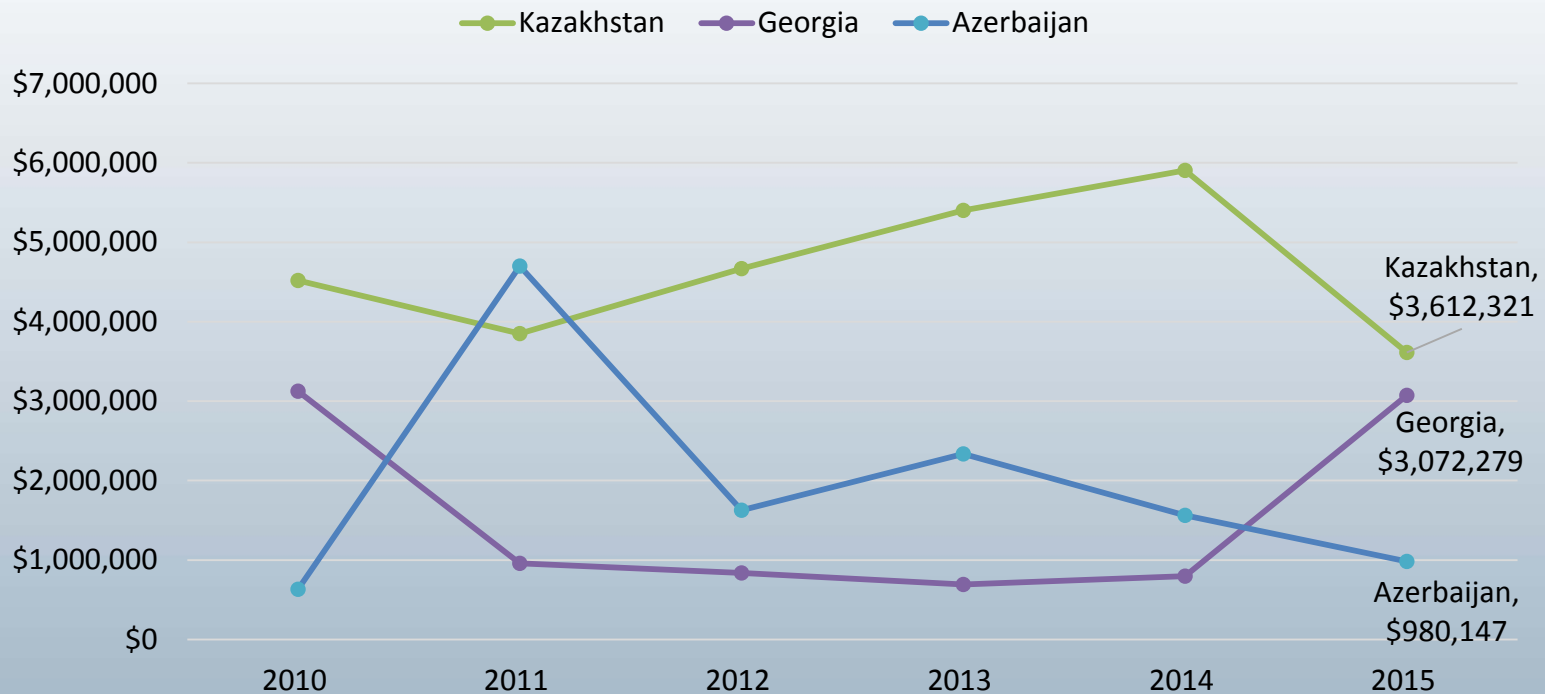
- Minnesota exported \$160 million in goods to this region in 2015, up from \$105 million in 2010 (or up 52 percent).



# Minnesota Export Trends, 2010-2015: Russia, Ukraine

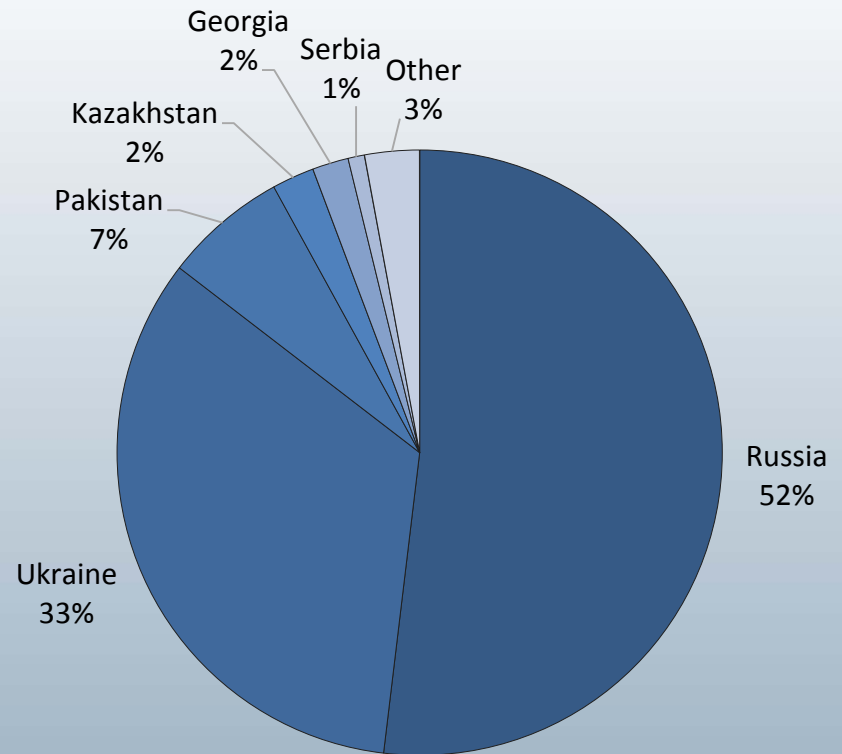


# Minnesota Export Trends, 2010-2015: Azerbaijan, Georgia, Kazakhstan

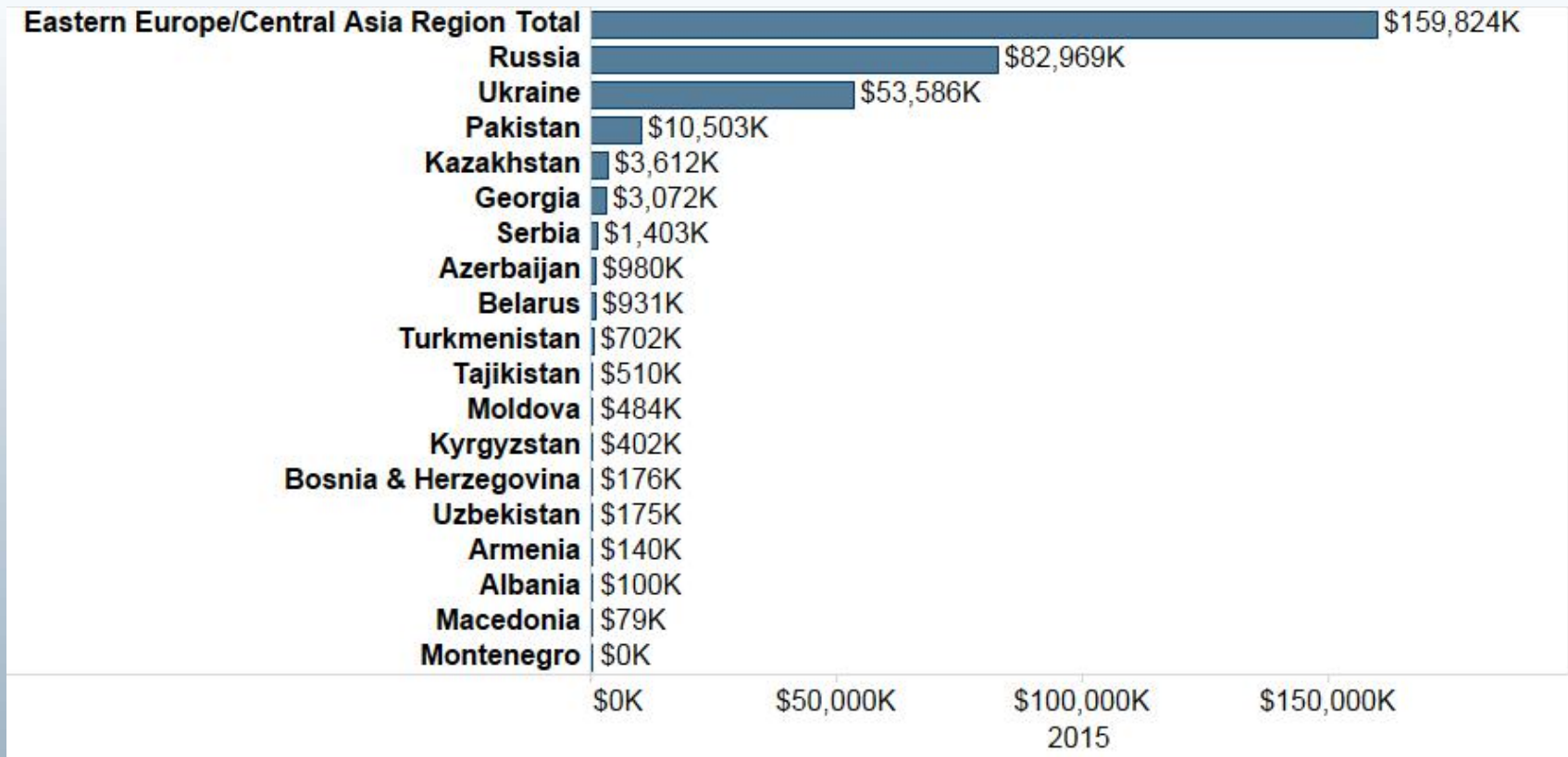


# MN Exports to this Region, 2015 – by Country (Pie chart Distribution)

- Within this region, the state's two main markets by export value are Russia and Ukraine.
- Next in size are Pakistan, Kazakhstan, Georgia and Serbia.
- "Other" countries are: Azerbaijan, Belarus, Turkmenistan, Tajikistan, Moldova, Kyrgyzstan, Bosnia & Herzegovina, Uzbekistan, Armenia, Albania, and Macedonia.



# MN Exports to this Region, 2015 – by Country (Bar chart, values)



# Medical Technology Export from Minnesota

Rank	Country	2011	2012	2013	2014	2015	Jul-16
93	Azerbaijan	\$ 177,746	\$ 118,742	\$ 134,250	\$ 11,212	\$ 168,586	\$ -
160	Kyrgyz	\$ 44,390	\$ 14,316	\$ 77,845	\$ 15,100	\$ -	\$ -
131	Moldova	\$ 14,981	\$ 29,650	\$ 22,359	\$ 18,000	\$ 13,100	\$ 43,463
24	Russia	\$ 10,169,358	\$ 9,519,707	\$ 9,842,978	\$ 15,353,607	\$ 14,870,102	\$ 7,026,950
N/A	Tajikistan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
101	Turkmenistan	\$ 20,710	\$ 441,137	\$ 31,715	\$ 30,882	\$ 147,572	\$ 125,526
78	Ukraine	\$ 250,157	\$ 546,003	\$ 150,353	\$ 84,642	\$ 486,948	\$ 69,705

1. Belgium, 2. China, 3. Japan, 4. Canada, 5. Ireland



# Minnesota Imports from this Region

- Minnesota imported \$71 million in goods from this region in 2015, down 47% since 2010.
- Imports from Russia (\$41 million) and Pakistan (\$22 million) represented 90 percent of the state's imports from this region.

# Minnesota Exports to Russia - Overview

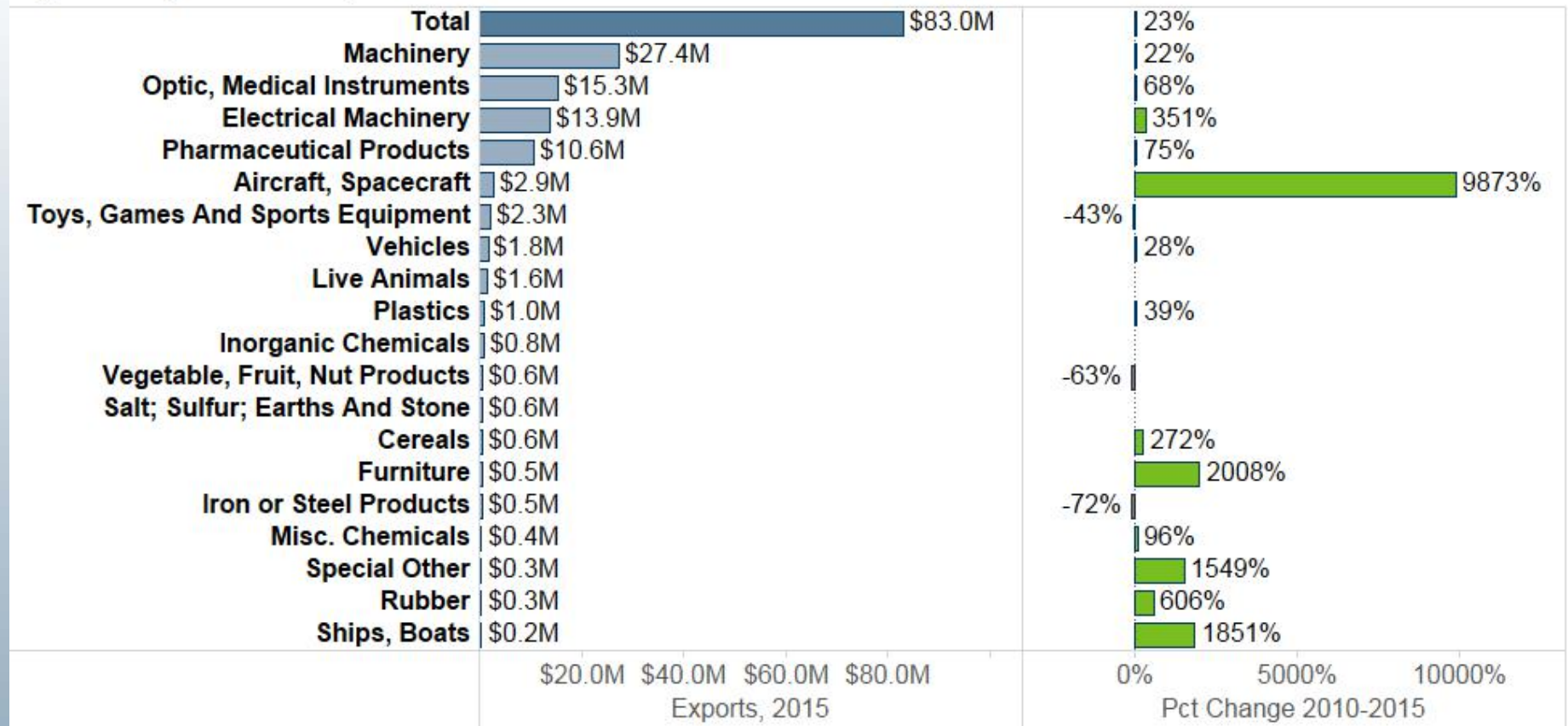
- **Minnesota exports** to Russia were valued at \$83 million in 2015.
- **Country rank** among MN markets in 2015: 35
- **Overall trend, 2010-2015:** increase of 23%
- **Major products:** machinery, optic/medical goods, electrical machinery, and pharmaceutical goods (dental products) accounted for 81 percent of the state's exports in 2015.

# Minnesota Exports to Russia – by Major Products (1)

- **Products with strongest gains, 2010-2015**
  - Electrical Machinery: \$14 million, up 351%
  - Optic, Medical: \$15 million, up 68%
  - Machinery: \$27 million, up 22%
- **Products with largest declines, 2010-2015**
  - Dairy, Eggs, Honey: \$0 in 2015; \$9 million in 2010

# Minnesota Exports to Russia – by Major Products (2)

Major MN Exports to Russia, 2015



Note: Minnesota had no exports of some products to Russia in 2010. No trend is shown for these products.

# Foreign Direct Investment by Minnesota Companies in Russia

- 11 Minnesota companies operate at 23 business locations in Russia, including:
  - 3M: 3 locations in St. Petersburg, Yekaterinburg, Moscow
  - Cargill: 3 locations in Krasnodar, Efremov and Moscow
  - Regis: 9 locations at Moscow (5), St. Petersburg, Novossibirsk, Magnitogorsk and Rostov-on-Don

# Minnesota Exports to Ukraine - Overview

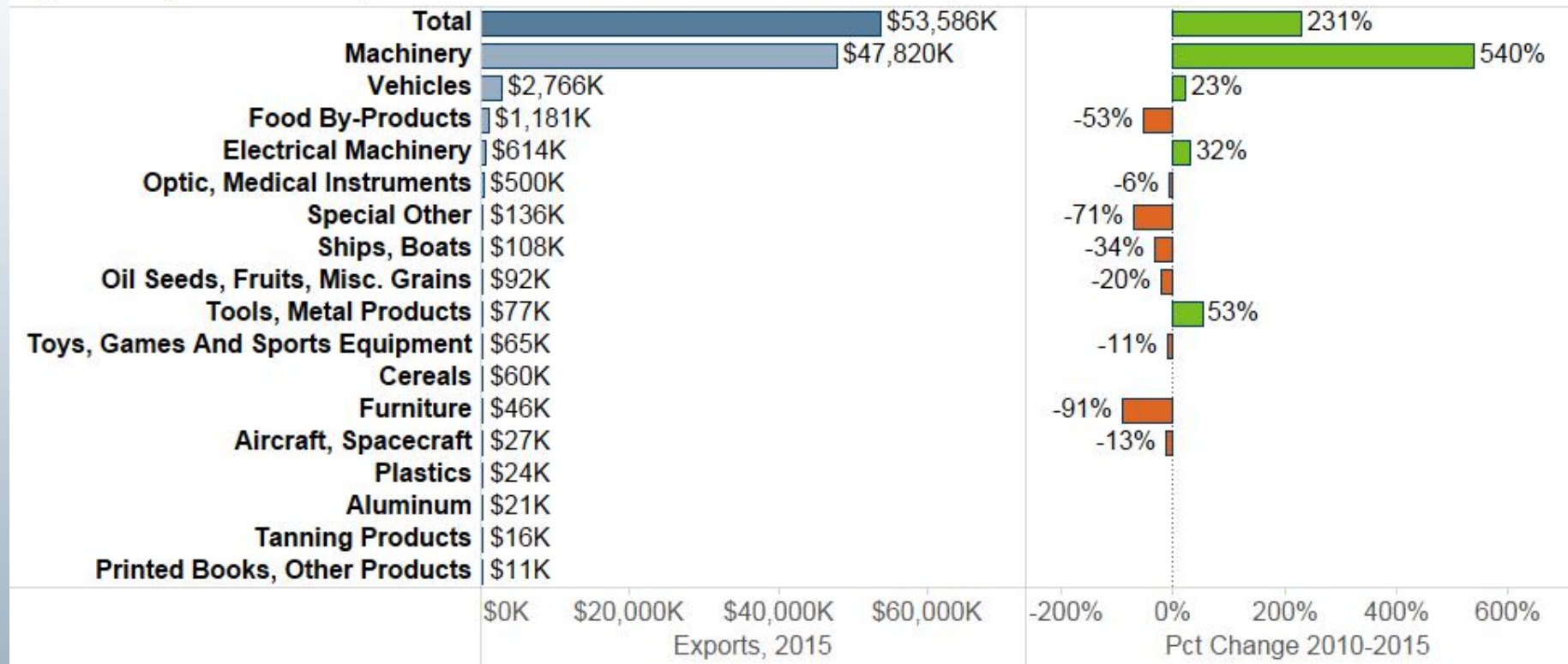
- **Minnesota exports** to Ukraine were valued at \$54 million in 2015.
- **Country rank** among MN markets in 2015: 39
- **Overall trend, 2010-2015:** increase of 231%
- **Major products:** machinery (primarily cranes and lifting equipment) accounted for 89 percent of the state's exports in 2015.

# Minnesota Exports to Ukraine – by Major Products (1)

- **Products with strongest gains, 2010-2015**
  - Machinery: \$48 million, up 540%
  - Vehicles: \$3 million, up 23%
  - Electrical Machinery: \$614,000, up 32%
- **Products with largest declines, 2010-2015**
  - Food By-products: \$1 million, down 53%
  - Dairy, Eggs, Honey: \$0 in 2015; \$1 million in 2010

# Minnesota Exports to Ukraine – by Major Products (2)

Major MN Exports to Ukraine, 2015



Note: Minnesota had no exports of some products to Ukraine in 2010. No trend is shown for these products.



# Foreign Direct Investment by Minnesota Companies in Ukraine

- 5 Minnesota companies operate at 5 business locations in Ukraine:
  - 3M in Kiev
  - Cargill in Kiev
  - Ecolab in Kiev
  - Emerson Process Management in Kiev
  - Northern Technologies Dnipropetrovs'k

# Minnesota Exports to Azerbaijan - Overview

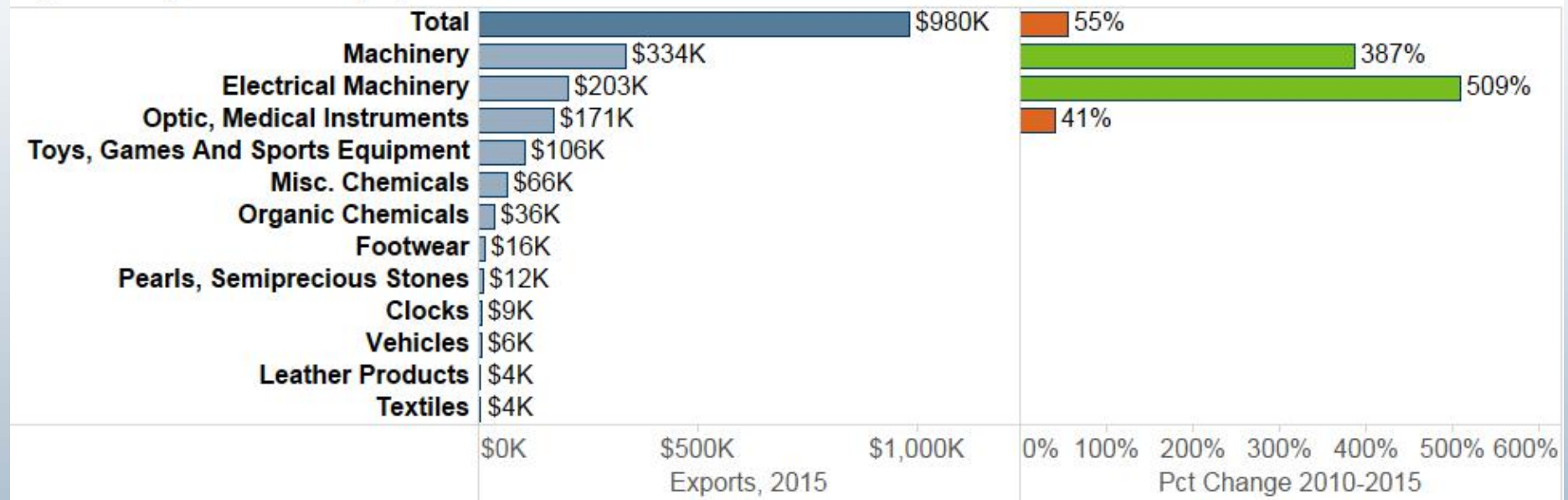
- **Minnesota exports** to Azerbaijan were valued at \$980,000 in 2015.
- **Country rank** among MN markets in 2015: 116
- **Overall trend, 2010-2015:** increase of 55%
- **Major products:** machinery, optical machinery, optical and medical instruments accounted for 72 percent of the state's exports in 2015.

# Minnesota Exports to Azerbaijan – by Major Products (1)

- **Products with strongest gains, 2010-2015**
  - Machinery: \$334,000, up 387% (from \$69,000)
  - Electrical Machinery: \$203,000, up 509% (from \$33,000)
  - Toys, Games, Sports Equipmt: \$106,000 (up from \$0 in 2010)
- **Products with largest declines, 2010-2015**
  - Special Other Goods: \$0 in 2015; \$388,000 in 2010

# Minnesota Exports to Azerbaijan – by Major Products (2)

Major MN Exports to Azerbaijan, 2015



Note: Minnesota had no exports of some products to Azerbaijan in 2010. No trend is shown for these products.

# Foreign Direct Investment by Minnesota Companies in Azerbaijan

- 2 Minnesota companies operate at 2 business locations in Azerbaijan:
  - 3M in Baku
  - Emerson Process Management in Baku

# Minnesota Exports to Georgia - Overview

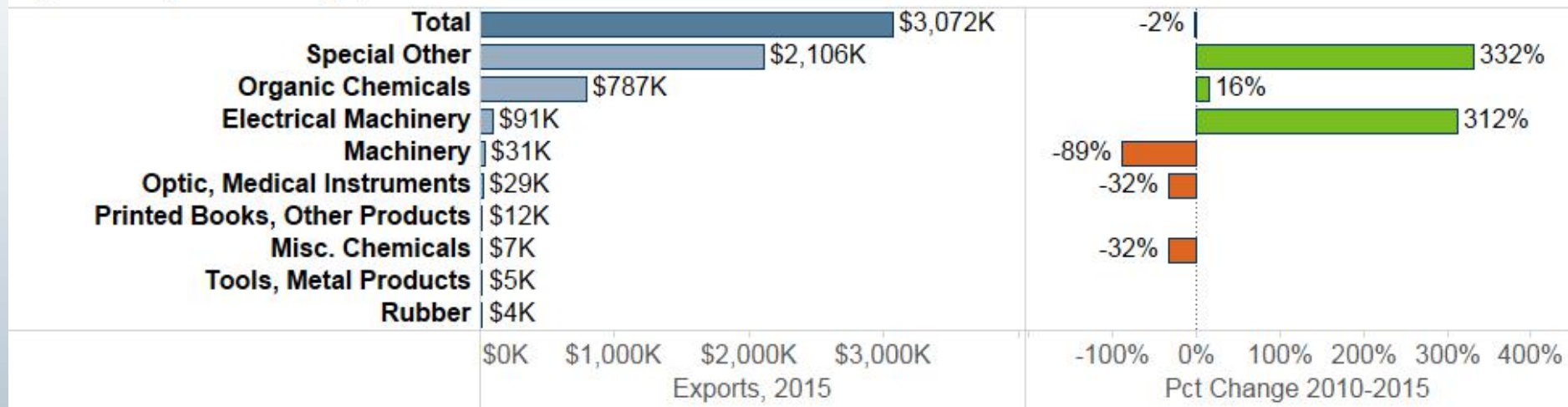
- **Minnesota exports** to Georgia were valued at \$3 million in 2015.
- **Country rank** among MN markets in 2015: 89
- **Overall trend, 2010-2015:** decrease of 2%
- **Major products:** special other exports (donated goods for relief or charity) and organic chemicals accounted for 94 percent of the state's exports in 2015.

# Minnesota Exports to Georgia – by Major Products (1)

- **Products with strongest gains, 2010-2015**
  - Special Other Goods: \$2 million, up 332%
  - Organic Chemicals: \$787,000, up 16%
  - Electrical Equipment: \$91,000, up 312%
- **Products with largest declines, 2010-2015**
  - Dairy, Eggs, Honey: \$0 in 2015; \$1.6 million in 2010
  - Machinery: \$31,000, down 89% (from \$274,000)

# Minnesota Exports to Georgia – by Major Products (2)

Major MN Exports to Georgia, 2015



Note: Minnesota had no exports of some products to Georgia in 2010. No trend is shown for these products.



# Foreign Direct Investment by Minnesota Companies in Georgia

- No known Minnesota companies operate business locations in Georgia.

# Minnesota Exports to Kazakhstan - Overview

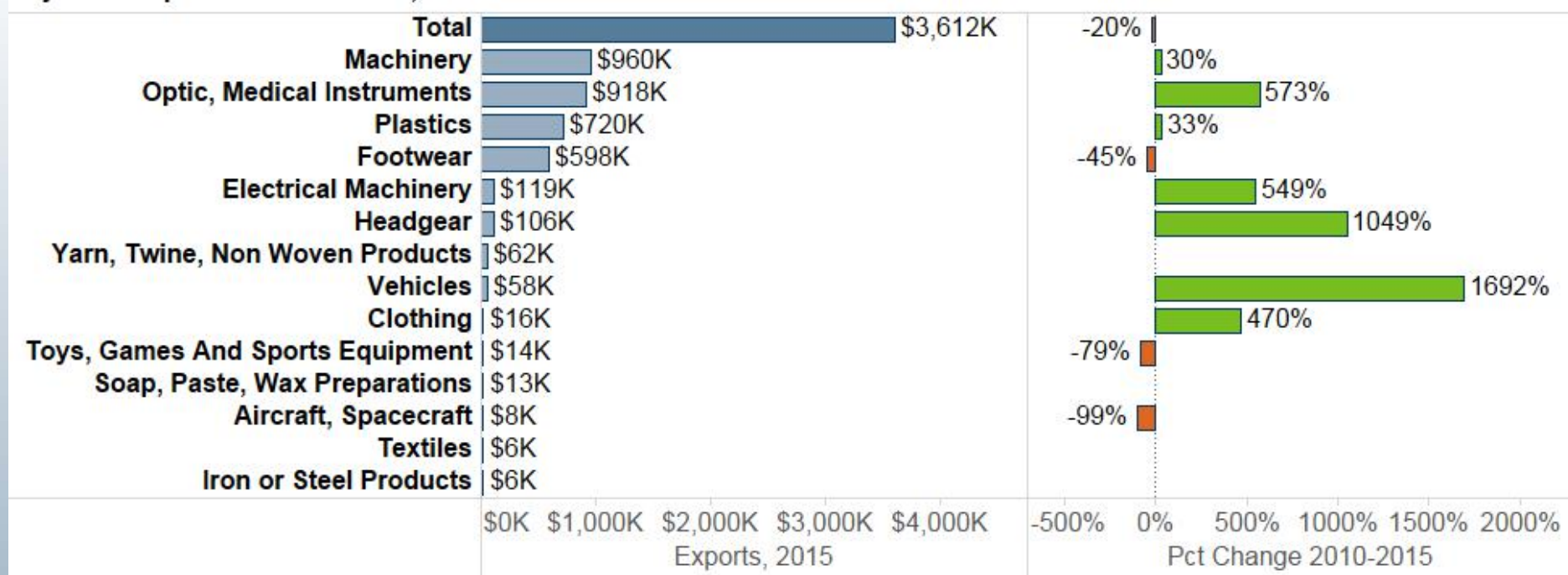
- **Minnesota exports** to Kazakhstan were valued at \$3.6 million in 2015.
- **Country rank** among MN markets in 2015: 85
- **Overall trend, 2010-2015:** decrease of 20%
- **Major products:** machinery, optic/medical, products, plastic products and footwear accounted for 88 percent of the state's exports in 2015.

# Minnesota Exports to Kazakhstan – by Major Products (1)

- **Products with strongest gains, 2010-2015**
  - Special Other Goods: \$2 million, up 332%
  - Organic Chemicals: \$787,000, up 16%
  - Electrical Equipment: \$91,000, up 312%
- **Products with largest declines, 2010-2015**
  - Dairy, Eggs, Honey: \$0 in 2015; \$1.6 million in 2010
  - Machinery: \$31,000, down 89% (from \$274,000)

# Minnesota Exports to Kazakhstan – by Major Products (2)

Major MN Exports to Kazakhstan, 2015



Note: Minnesota had no exports of some products to Kazakhstan in 2010. No trend is shown for these products.

# Foreign Direct Investment by Minnesota Companies in Kazakhstan

- 3 Minnesota companies operate at 3 business locations in Kazakhstan:
  - 3M in Almaty
  - Ecolab in Atyrau
  - Emerson Process Management in Almaty

**Thank you**