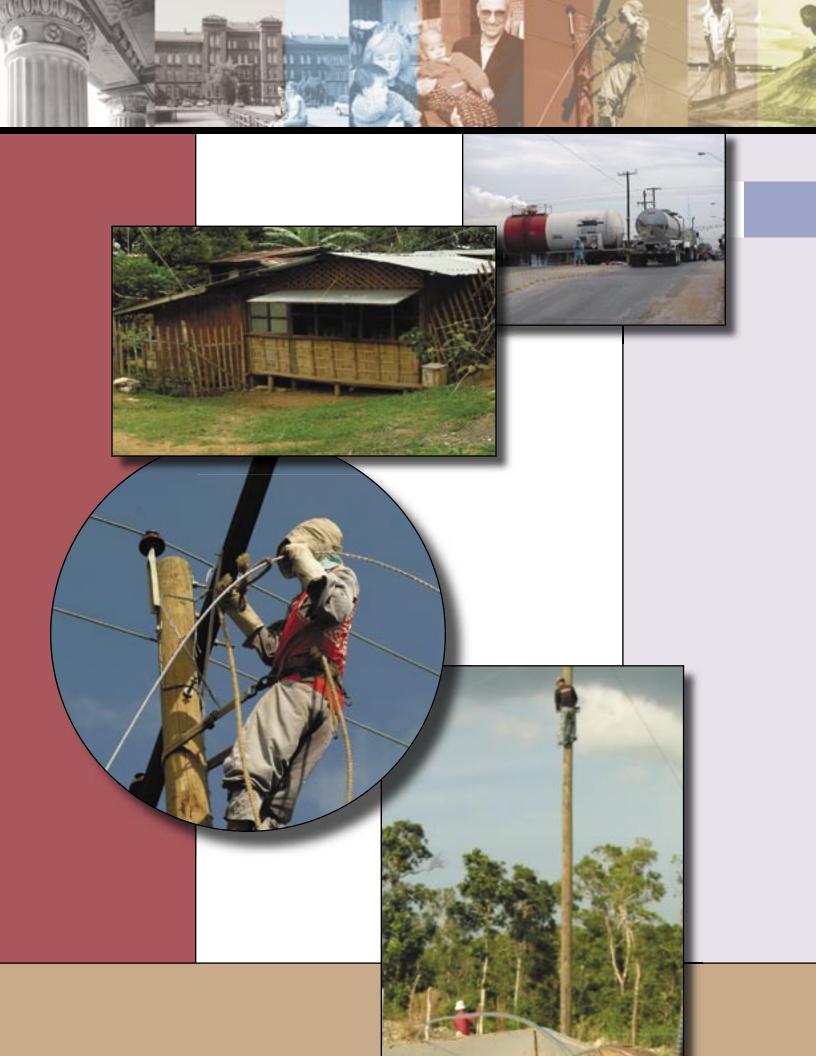


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President Bush emphasized the importance of stable infrastructures to the development of stable nations during a September 2003 speech to the United Nations, asserting that "by helping the Iraqi people build a stable and peaceful country, we will make our own countries more secure."¹⁹

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U.S. companies can and do make a difference in the development of nations all around the world every day of the year. While doing business in developing countries, U.S. companies have found that without reliable energy, clean water, sanitation and transportation, it is difficult to conduct efficient operations. By helping local communities improve their physical infrastructure, U.S. companies are finding that their strategic investments benefit both company and county.



INFRA STURICINURÍF

Improving Cross-Border Transportation Network Safety

DuPont, a leading science and technology company, is one of the world's safest industrial companies. During its 200 years in business, DuPont has produced, sold and consumed some of the most hazardous materials known to the chemical industry, with excellent safety performance. Indeed, safety is a defining part of the DuPont culture and the company has built extensively on its knowledge of safe handling of hazardous chemicals.

In 2000, DuPont held its first Binational Emergency Response drill near its chemical plant in Mexico. The company provided skilled coordination assistance to emergency response organizations in Mexico and the

United States to maximize their effectiveness in the event of a hazardous cargo mishap on the international highway or bridge between Mexico and Brownsville, Texas, in the United States. The drill, which has been replicated a number of times since 2000, required unprecedented cooperation among federal, state and local agencies in Mexcio and the United States. If it is ever needed, the Emergency Response Program will help save lives, minimize damage on both

sides of the border, and keep the vital transportation network in safe operation.



Nuevo Laredo, Tamps – **Laredo, Texas.** Fully suited brigade members responding to the simulated chemical emergency in the town center.

Estimates by several international organizations and researchers point to the substantial investment required in developing countries, including an annual amount of \$120 billion in the electricity sector from 2001 to 2010 and \$49 billion for water and sanitation from 2001 to 2015. China's infrastructure investment needs, for instance, remain massive, estimated at about \$2 trillion during the 2001–2010 period. The rebuilding of Iraq's civilian infrastructure likewise will require considerable capital.²⁰





Electrifying the Countryside

Mirant Corp. is an electric power generation company that produces and sells electricity in North America, the Caribbean, and the islands of the Pacific.

In 2001, Mirant, through its Philippine subsidiary, Mirant Philippines, committed \$20 million to bring electricity to more than 1,000 "barangays" or small villages in the Philippines. This project supports the Philippine government's O-ILAW rural electrification program launched to drive economic development and improve living conditions. Mirant is electrifying the areas throughout the country that need it most. It is currently the largest corporate social responsibility initiative in the country undertaken by a single private corporation.

Additionally, the Mirant Philippines Foundation is working with the U.S. Agency for International Development (USAID), the U.S. Department of Energy, and the government of the Philippines, to bring electric power to the extremely remote villages of the Autonomous Region of Muslim Mindanao, an area occupied by former anti-Philippine insurgents, due to the extreme poverty and unsafe living conditions that plague it.

Providing Safe Drinking Water to a Local Community



In 1992, International Paper Co., the world's largest paper and forest products company, bought a formerly government-owned pulp and paper mill in Kwidzyn, Poland, and began the process of upgrading the mill while contributing to infrastructure and social improvements in the surrounding community. Among the improvements are a companyconstructed water purification plant that raised the quality of drinking water to European Union standards for residents of Kwidzyn and surrounding areas. Installation of the water treatment facilities has



enabled townspeople to have clean, safe drinking water without having to bring it from a local well. This has had a significant impact on health and quality of life in Kwidzyn.

Providing Natural Gas to Local Communities

Cargill Inc.'s purpose is "to be the global leader in nourishing people." As such, its performance measures are engaged employees, satisfied customers, enriched communities, and profitable growth. Through its corporate stewardship efforts, the company is meeting and exceeding those measures.

In 1991, Cargill began its commercial activities in Ukraine. To date, Cargill has invested about \$100 million in Ukrainian agricultural and food processing businesses that employ over 500 Ukrainian citizens. Cargill businesses in Ukraine are managed by Ukrainian nationals, many of whom undertook extensive long-term training at Cargill facilities and trading offices in the U.S. and Western Europe. Out of over 500 Ukrainian employees, only three are expatriates.



As part of a \$500,000 project to install a new dryer at the company's Kutsovka grain elevator, Cargill invested \$100,000 to build a 7.5-kilometer gas pipeline.

The company extended the pipeline for an additional \$500 million in order to run it through four nearby villages. This effort has provided these communities with access to natural gas for the very first time.



Worldwide demand for water is steadily increasing as industrialization, agricultural use, urbanization, and a rising standard of living for the globe's continuously growing population drive water consumption ever higher. Slightly more than half of available freshwater supplies are currently used for human purposes, and world water demand doubles every 20 years.²¹



olgaria at a Glance	Basic Economic Data	
Land Area: 42,683 square miles	Currency: lev (BGL)	- The second
Population: 7.5 million Capital City: Sofia	 Major Exports: clothing, footwear, iron and steel, machinery and equipment, fuels Major Imports: fuels, minerals, and raw materials; machinery and equipment; metals and ores; chemicals and plastics; food, textiles Major Import Sources: Russia, Germany, Italy, Greece, France, Turkey 	dig (
Languages: Bulgarian, secondary anguages closely correspond to ethnic preakdown		
Religions: Bulgarian Orthodox 82.6%, Muslim 12.2%, Roman Catholic 1.7%, Jewish 0.1%, Protestant, Gregorian- Armenian, and other 3.4%		
Climate: temperate; cold, damp winters; not, dry summers	Natural Resources: bauxite, copper, lead, zinc, coal, timber, arable land	CRASSER COM
Major Ports: Burgas, Lom, Nesebur, Ruse, Varna, Vidin		

Antarctica

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ULGAR

Bulgaria, a country slightly larger than Tennessee, shares a border with Turkey and Greece to the south; the former Yugoslav Republic of Macedonia and Serbia and Montenegro to the west; Romania to the north, and the Black Sea to the east. Ethnic groups include Bulgarian, Turkish, Roma and

U.S. companies have invested more than \$100 million in the Bulgarian town of Sevlievo, helping to generate more than 3,000 new jobs and bring about an unemployment rate that is less than half the country's average — 8 percent vs. 18 percent. With the support of foreign companies such as U.S.-based American Standard Companies Inc., the world's largest producer of bathroom and kitchen fixtures and fittings, Sevlievo has undergone an economic transformation over the past 12 years. American Standard is Sevlievo's largest taxpayer, helping the municipality become self-sufficient in terms of revenue generation.

(In the early 1990s, the town relied on Bulgaria's central government for 60 percent of its budget.) Sevlievo has reinvested the revenue it has received from taxpayers such as American Standard to continuously improve the environment for international and domestic businesses and to boost living standards for local residents. This use of corporate tax revenues for municipal reinvestment, together with the corporate philanthropy activities in which American Standard engages, has produced such tangible impacts as a 34-kilometer diversion of the Bulgargaz pipeline to Sevlievo, digital phone line connections, links to

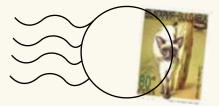
In addition, the corporate stewardship efforts of Sevlievo's private-sector—led government-business association (The Sevlievo Bulgaria's optic cable ring, and a local customs office.

21st Century Association) along with American Standard, have resulted in the renovation of Sevlievo's local hospital and the establishment of a professional ceramics school. American Standard and other local businesses, in partnership with the town, have also contributed to the construction of a sports stadium, the reconstruction of the local high school and kindergartens, and the creation of foreign language and arts education centers. Many of these activities were designed to retain skilled workers

and young people who are traditionally drawn away from Sevlievo to larger cities in Europe and abroad. American Standard has also invested \$2.5 million in the construction and operation of Sevlievo Plaza, the region's only

business-class, four-star hotel, which hosts 10 to 20 guests per night. According to U.S. Ambassador James W. Pardew, "the success of American Standard in Bulgaria truly contributes to the increased economic development and growth of the town of Sevlievo."

U.S. Embassy Sofia, BULGARIA EUROPE





Peru at a Glance

Land Area: 494,208 square miles Population: 27.5 million

Capital City: Lima

Languages: Spanish (official), Quechua (official), Aymara, and a large number of minor Amazonian languages

Religions: Roman Catholic 90%

Climate: varies from tropical in east to dry desert in west; temperate to frigid in Andes

Major Ports: Callao, Chimbote, Ilo, Matarani, Paita, Puerto Maldonado, Salaverry, San Martin, Talara

Basic Economic Data

Currency: nuevo sol (PEN)

Major Exports: fish and fish products, gold, copper, zinc, crude petroleum and byproducts, lead, coffee, sugar, cotton

Major Imports: machinery, transport equipment, foodstuffs, petroleum, iron and steel, chemicals, pharmaceuticals

Major Import Sources: US, Spain, Chile, Brazil, Colombia

Natural Resources: copper, silver, gold, petroleum, timber, fish, iron ore, coal, phosphate, potash, hydropower, natural gas



ARI

The South American country of Peru is three times the land size of California, with 28 million people. Nearly one-third of the population lives in the capital city of Lima.

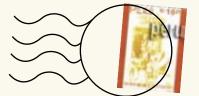
U.S. companies investing in Peru help bring greater economic development and prosperity to the country in a number of ways. American firms, for instance, are among the leading taxpayers in Peru, generating needed revenue to help the cash-starved government carry out key social programs, improve education and better the lives of all Peruvians. U.S. companies create sorely needed employment in a country with more than 50 percent under-employment. In addition, compared to Peruvian companies, jobs at U.S. companies in Peru tend to have higher wages, more training, and superior labor conditions.

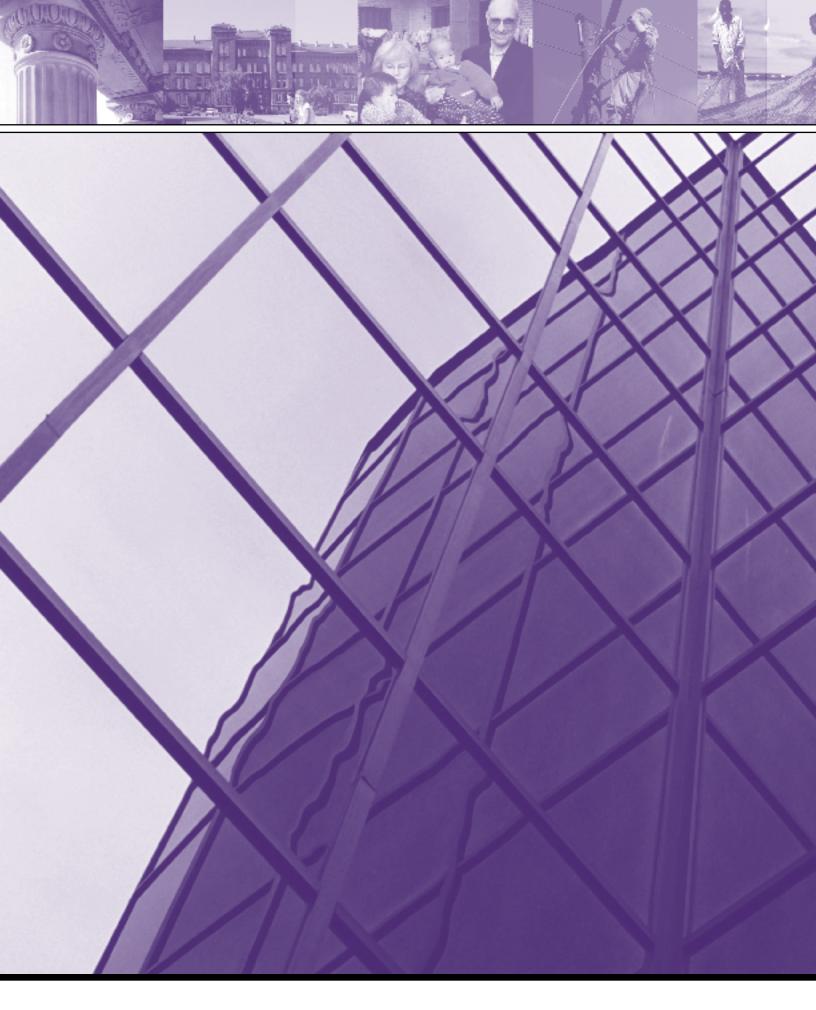
Many U.S. companies have contributed to improvements in Peru's utilities, communications, finance, retailing, mining and transportation resources. For example, electricity in Peru has become more widely available and more reliable. The country now produces 50 percent more electricity than it needs and is no longer overly dependent on hydroelectric power. Telephones are more readily available, allowing small businesses throughout the country to expand their opportunities. Mineral production has increased dramatically. Gasoline stations have increased in number and have been modernized, offering a better product. In addition, the Camisea natural gas project will dramatically change the Peruvian economy, and will contribute about 1.3 percent annually to Peru's GDP over the next 30 to 40 years. This project will provide cleaner energy for customers and

In addition, power company Luz del Sur (co-owned by PSE&G and Sempra Energy) maintains an active corporate philanthropy program in areas covered by its service. Through the company's "Luz de Vida" (Light of Life) program, Luz de residents of Lima. Sur works together with the Asociacion Vida Peru to improve medical care (including medicines, equipment, and availability of medical professionals) to communities that lack adequate services. Other philanthropic efforts include a scholarship program for underprivileged youths, collaboration with Peru's Red Cross, meals for needy children, and funding for Peruvian Special

Olympics athletes.

U.S. Embassy Lima, PERU SOUTH AMERICA

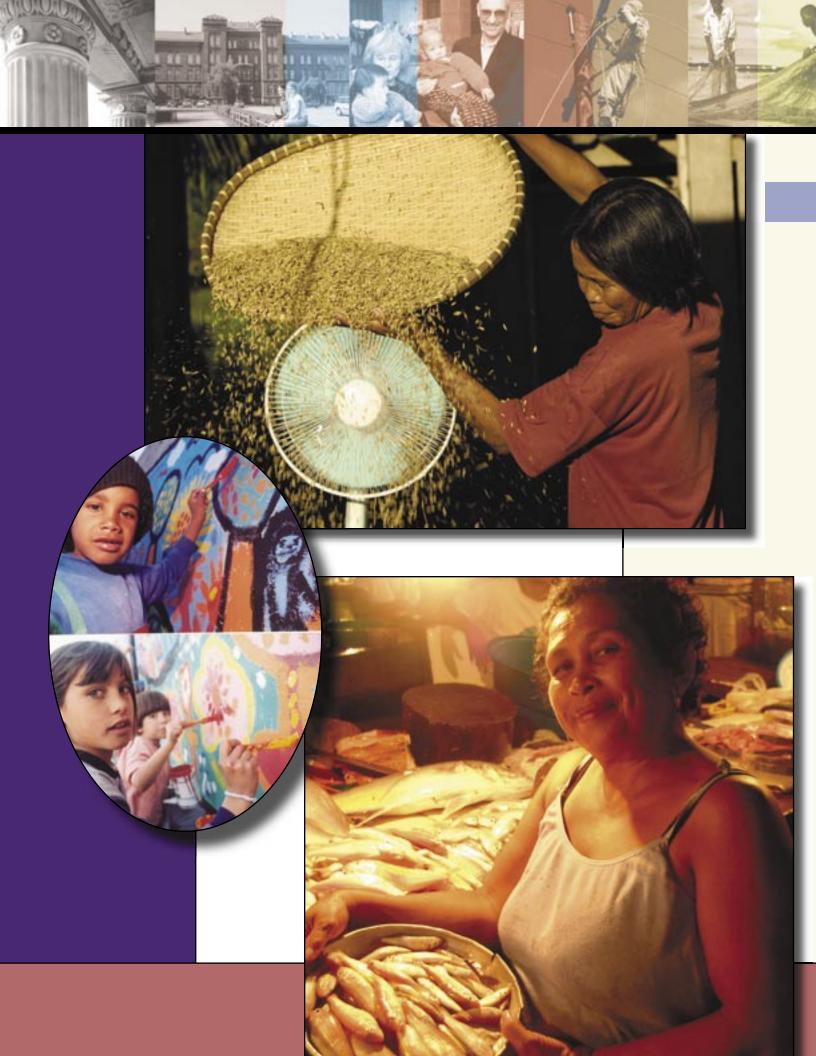




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he U.S. Department of Labor's Office of the 21st Century Workforce was created to "ensure that all American workers have as fulfilling and financially rewarding a career as they aspire to have and to make sure that no worker gets left behind in the limitless potential of the dynamic, global economy of this new millennium."²²

American companies are supporting this philosophy abroad through various stewardship programs that enhance the workforces of the developing nations in which they operate. These corporate initiatives vary in method but all provide the tools for people to better prepare themselves to be the workforce of the new millennium. More importantly, they recognize the important link between human capital and overall economic development.



NORKFORGE

Educating Employees Worldwide

United Technologies Corp. (UTC) provides an Employee Scholar Program (ESP) to all full- and part-time employees, whether in the U.S. or in locations throughout the world. Employees laid off from UTC or its business units are also eligible for the program for one calendar year from separation. Employees who lose their jobs because work is relocated overseas, or to any location more than 50 miles from where it is currently performed, can participate in the program for four calendar years from date of separation.

The ESP pays 100 percent of the cost for classes, including registration, tuition, fees and books. Employees receive up to half their classroom time as paid time off for studying, up to three hours per week. Employees can enroll in any classes toward any degree (regardless of what job they hold) as long as they attend a regionally accredited educational institution in the U.S., or a nationally recognized institution outside the U.S., and receive a grade of "C" or better in each course.

Program participants in the U.S. who attain a bachelor's, master's or doctorate-level degree may elect to receive a graduation award of either \$10,000 worth of common stock or 500 UTC stock options. U.S. participants earning associate's degrees may elect to receive either \$5,000 worth of common stock or 250 stock options. Non-U.S. participants may also elect to receive either stock or options, in an amount based on the average salary paid by the corporation in each country.



"In this dynamic and competitive economic environment, workforcedevelopmentsystems can help nations, regions and communities improve economic growth, reduce poverty and achieve sustainable development. A natural complement to competitiveness and trade promotion strategies, workforce development can help make education more responsive to economic needs. They can help developing countries reduce high levels of youth unemployment; more effectively cope with the devastating economic impacts of HIV/AIDS, and restore productive economies in countries emerging from conflict."

Professor Michael E. Porter²³



As of December 2003, 13,665 UTC employees were participating in the program. Through 2003, UTC spent a total of \$287 million on tuition, books and fees and \$107 million on stock awards. Degrees have been received by employees in over 40 countries, including Argentina, Brazil, China, Colombia, Hong Kong, India, Korea, Malaysia, Mexico, Poland, Russia and South Africa. The UTC Employee Scholar Program was established in 1996 at the direction of UTC Chairman and CEO George David. He said his aim was for UTC to have "the best educated workforce on the planet." In striving for this aim, UTC is not just educating its workforce, but setting a standard for other companies worldwide.

Enhancing the International Workforce through Computer Training and System Support

In a joint project in Brazil, Dell Inc. and the State Government of Rio Grande do Sul launched the Digital Citizen Project to create a series of technical schools, using physical community locations like neighborhood associations and churches, to provide an opportunity for youth and adolescents with little or no computing literacy to become skilled professionals.



Dell has donated computers to the Digital Citizen project and Dell employees sponsor students to help defray any student costs. Currently 160 Dell employees sponsor students through payroll deduction. The program has created eight Information Technology Technical Schools in low-income communities in Brazil. Each site has six computers equipped with Internet access. More than 800 students have benefited from the program.

In addition, the Dell South Africa Foundation provides support to three South African schools by providing computer systems, installation and maintenance. Dell

South Africa also provides a trainee program whereby unemployed South African graduates are employed for at least one year to obtain significant computer-related work experience.

Dell also participates in a collaborative effort with the Jordanian government, the World Economic Forum, a variety of nonprofit groups and other IT companies to pilot an innovative education project in Jordan. That project is the Jordan Education Initiative (JEI), and its aim is to establish an efficient model for accelerating educational reform in developing countries by using technology to help teachers and students take advantage of their potential. The program will provide Internet technology to local teachers so that they can access updated teaching materials more quickly and facilitate remote team communication with other schools across the country.

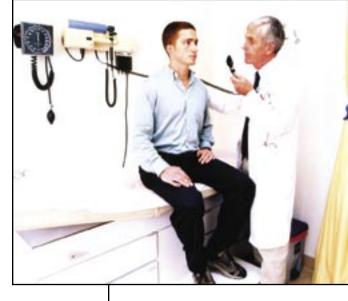


Dell has donated 20 high-performance notebooks worth approximately \$60,000 to the JEI project. Dell will also be supplying 96 schools in Jordan with computers and other equipment. Dell's donation and support are a part of the effort to create a sustainable e-learning infrastructure in Jordan and foster the development of the local IT industry.

Improving Health-Care Workforce Safety in Korea

Becton, Dickinson and Co. (BD), a leading global medical technology company, has sponsored the distribution of the EPINetTM Program to the Korean health-care market. EPINet (The Exposure Prevention Information Network) provides a standardized method for recording and tracking sharp-object injuries, blood and body fluid exposures, and post-exposure follow-up. Korean health-care workers were trained in this computer-based safety program so they could identify injury and exposure patterns in their facility.

EPINet was first introduced in 1992 and has been used by more than 1,500 hospitals in the U.S. In addition to Korea, it has since been adopted in other countries including Canada, Italy, Australia, Spain, Japan and Brazil.





"When American small businesses trade with other countries, they do more than just open up a new market. They help create a cooperative understanding between two communities and two cultures."

Hector Barreto, Administrator, Small Business Administration

BD, which offers the industry's broadest, deepest line of safety-engineered products, also provides safety training to health-care workers through trained nursing staff. By providing safety training to health-care workers, BD is not only enhancing that workforce, it is helping to save lives.

Developing and Retaining a Premier Workforce around the World



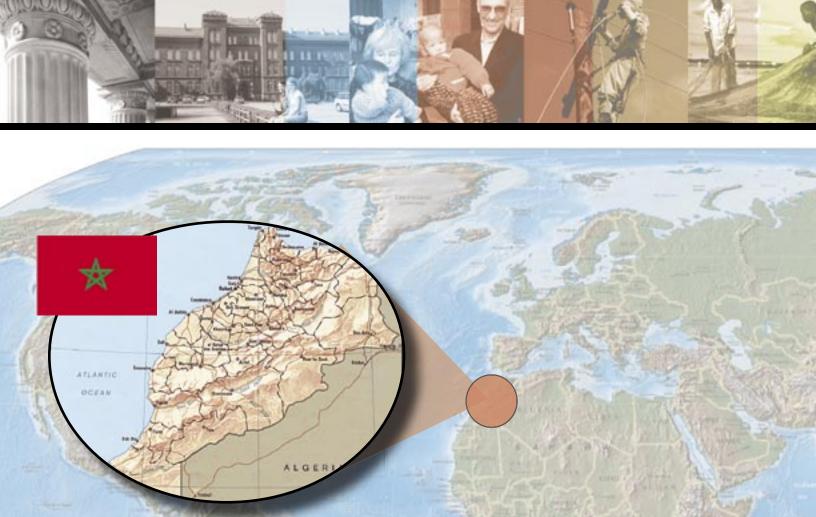
ExxonMobil Corp., a leading energy and petrochemical company, believes the key to any successful company is its employees. As such, ExxonMobil strives for a workforce that not only is premier in its capabilities but also whose diversity is representative of the communities where the company does business. Thanks to this philosophy, ExxonMobil's workforce comes not only from North America and Europe, but also from regions including Africa, the Middle East, Latin America and Asia.

In 2003, the company hired more than 1,200 professionals worldwide and provided more than 800 internships and co-op assignments to top international students throughout the world. In countries where ExxonMobil has significant operations and the available workforce lacks access to local training or education, the company will typically fund and implement its own technical and apprentice training using both in-country resources and often international educational opportunities. For example, in 2004, ExxonMobil will spend more



than \$19 million training Angolans to work in the international petroleum industry. Additionally, the company has more than 100 West Africans, from nations including Chad, Cameroon and Nigeria, in operations positions in the North Sea, the Gulf of Mexico, the western U.S. and eastern and western Canada; others are receiving advanced-skills training at technical schools in North America.





1	Morocco at a Glance	Basic Economic Data	
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1	Land Area: 172,316 square miles	Currency: Moroccan dirham (MAD)	
	Population: 32.2 million	Major Exports: clothing, fish, inorganic	
2	Capital City: Rabat	chemicals, transistors, crude minerals,	
101	Languages: Arabic (official), Berber dialects, French often the language of business, government, and diplomacy	fertilizers (including phosphates), petroleum products, fruits, vegetables	
5		Major Imports: crude petroleum, textile	
-	Religions: Muslim 98.7%, Christian 1.1%, Jewish 0.2%	fabric, telecommunications equipment, wheat, gas and electricity, transistors, plastics	
	Climate: Mediterranean, becoming more extreme in the interior	Major Import Sources: France, Spain, Italy, Germany, US, UK, Saudi Arabia	
P III	Major Ports: Agadir, El Jadida, Casablanca, El Jorf Lasfar, Kenitra, Mohammedia, Nador, Rabat, Safi, Tangie	Natural Resources: phosphates, iron ore, manganese, lead, zinc, fish, salt	
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Antarctica

80 The President's Export Council: Corporate Stewardship Report

OROCC

Located at the northwest corner of Africa, across the Strait of Gibraltar from Spain, Morocco is a constitutional monarchy. The population of 31.7 million people is 99.9 percent Muslim. Major cities include Rabat, Casablanca, Marrakech, Fez and Tangier.

U.S. firms have a long history of corporate citizenship activities in Morocco, ranging from health and education to environmental practices and workforce training. According to the U.S. embassy in Morocco, "Through their examples, firms such as CMS Energy, Microsoft, and Pfizer have shown Moroccans the practical, real world benefits of greater economic ties

One example of how these benefits have been realized is the retraining of unemployed university graduates as information and integration with the United States." technology professionals by Microsoft. It has been difficult for university graduates to find work in Morocco, a fact that has

strained social structures there. In response, Microsoft's North African unit provides free workforce training in information technology to reduce the gap between graduates with liberal arts educations and the demand by corporations for technically

skilled workers.

In 2002, Microsoft North Africa selected 100 Moroccan university graduates who had been unemployed to participate in a training program. In the first year, 50 graduates went through the program; 50 more attended the second year. Microsoft provided intensive two-month classes at certified training centers. All participants completed the training and were granted official certification in Microsoft systems and technologies. Microsoft then solicited business partners and customers to offer two-month internships for additional certification. Microsoft hired a human resources consulting firm to provide a weeklong workshop in job-hunting techniques such as resume writing and interviewing skills. In addition, Microsoft North Africa compiled graduates' resumes in a booklet that it distributed to the press and customers. It also created a portal on its website

Combining modern technology with old-fashioned industriousness generated stunning placement rates. More than 65 percent for potential employers to view resumes and contact graduates. of candidates received job offers within three months of completing the program and more than 90 percent remain employed to date. At the graduation ceremony, the governor of Casablanca praised Microsoft North Africa for not only changing the lives of 100 families, but also for serving as a model of corporate citizenshipMicrosoft, he said, had shown the private sector

how to become effective economic and social leaders in Morocco.

U.S. Embassy Rabat, MOROCCO AFRICA





Malaysia at a Glance

Basic Economic Data

South China Sea

Land Area: 126,855 square miles Population: 23.5 million

Capital City: Kuala Lumpur

Languages: Bahasa Melayu (official), English, Chinese dialects (Cantonese, Mandarin, Hokkien, Hakka, Hainan, Foochow), Tamil, Telugu, Malayalam, Panjabi, Thai; East Malaysia several indigenous languages are spoken.

Religions: Muslim, Buddhist, Daoist, Hindu, Christian, Sikh; note - in addition, Shamanism is practiced in East Malaysia

Climate: tropical; annual southwest (April to October) and northeast (October to February) monsoons

Major Ports: Bintulu, Kota Kinabalu, Kuantan, Kuching, Kudat, Labuan, Lahad Datu, Lumut, Miri, Pasir Gudang, George Town (Penang), Port Dickson, Port Kelang, Sandakan, Sibu, Tanjung Berhala, Tanjung Kidurong, Tawau Currency: ringgit (MYR) Major Exports: electronic equipment, petroleum and liquefied natural gas,

petroleum and liquetied natural gas, wood and wood products, palm oil, rubber, textiles, chemicals

Major Imports: electronics, machinery, petroleum products, plastics, vehicles, iron and steel products, chemicals

Major Import Sources: Japan, US, Singapore, China, Taiwan, South Korea, Thailand

Natural Resources: tin, petroleum, timber, copper, iron ore, natural gas, bauxite

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TATAYSTA

Malaysia sits on two stretches of land 400 miles apart that are separated by the South China Sea. Some 24 million people live in the tropical climates of both regions. Malaysia's population is comprised of many ethnic groups, with the Malays comprising a majority. Investing more than \$20 billion in Malaysia, American companies have been instrumental in the country's transformation from

an economy based on agriculture and primary commodities to one with a world-class infrastructure and strong institutions. This transformation has been most striking in the electronics sector. U.S. electronics companies such as AMD, Intel, Motorola and Texas Instruments began investing in Malaysia in the early 1970s. Their presence attracted other investors in the electronics and components industries, giving rise to the "Silicon Valley of Malaysia" in the state of Penang. In 2003, the 18 members of the Malaysian American Electronics Industry group alone accounted for 16.4 percent of Malaysia's total export earnings. They

provide more than 50,000 attractive jobs, nearly 11,000 of which go to Malaysian engineers. One example of the cooperation between U.S. companies and the government of Malaysia is the Penang Skills Development Center. The center helps Malaysians develop the expertise needed to work in this quickly evolving industry. U.S. companies are also working with the Malaysian government and selected Malaysian universities to develop opportunities for joint

In addition to Malaysia's electronics sector, the country's oil and gas sector receives a large amount of U.S. investment. microelectronics research and development. The performance standards set by U.S. companies such as ExxonMobil have become the benchmarks for a myriad of other

industries in Malaysia, and the resource extraction industry globally. Their contributions to the Malaysian economy extend far beyond their sizable tax and royalty payments: They source hundreds of millions of dollars worth of goods and services from local suppliers annually, provide about 5,000 jobs, and transfer technology that has helped Malaysia develop.

According to the U.S. embassy in Malaysia, the hallmark of U.S. business activity in Malaysia is its commitment to workforce (human capital) development. Oil and gas companies, in particular, have made a point of developing Malaysian human resources internally. For example, ExxonMobil Malaysia hosts regional skill centers for a number of its in-house services, such

as auditing, information technology, and human resources administration, providing additional career

opportunities for its Malaysian staff.

U.S. Embassy Kuala Lumpur, MALAYSIA ASIA

