

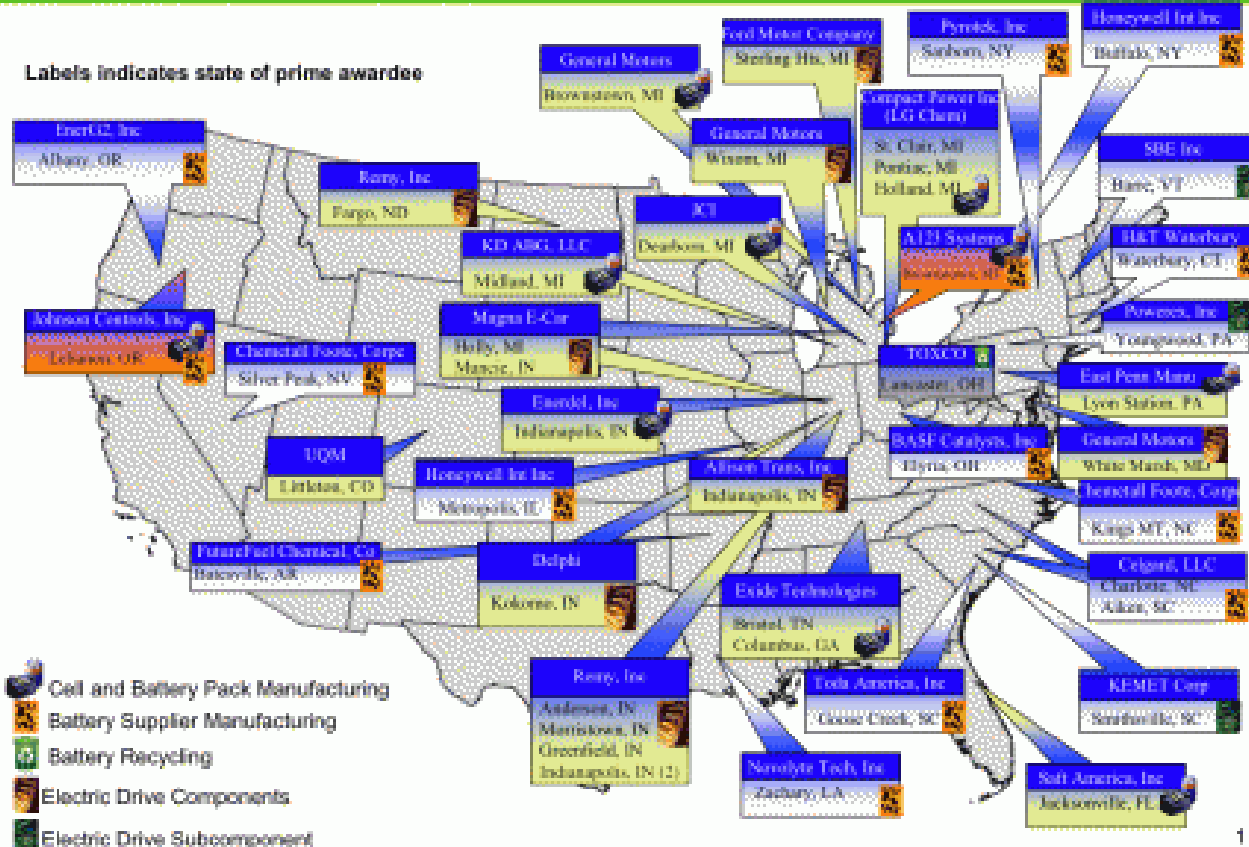
**Richard Corson
Director, E. MI U.S. Export
Assistance Center
U.S. Commercial Service,
U.S. Department of
Commerce**

*Ann Arbor, MI, Nov. 30,
2016*



Battery and Electric Drive Manufacturing
Distribution

Labels indicates state of prime awardee





INTERNATIONAL
TRADE
ADMINISTRATION

Michigan Pure Michigan

Advanced Energy Storage Companies

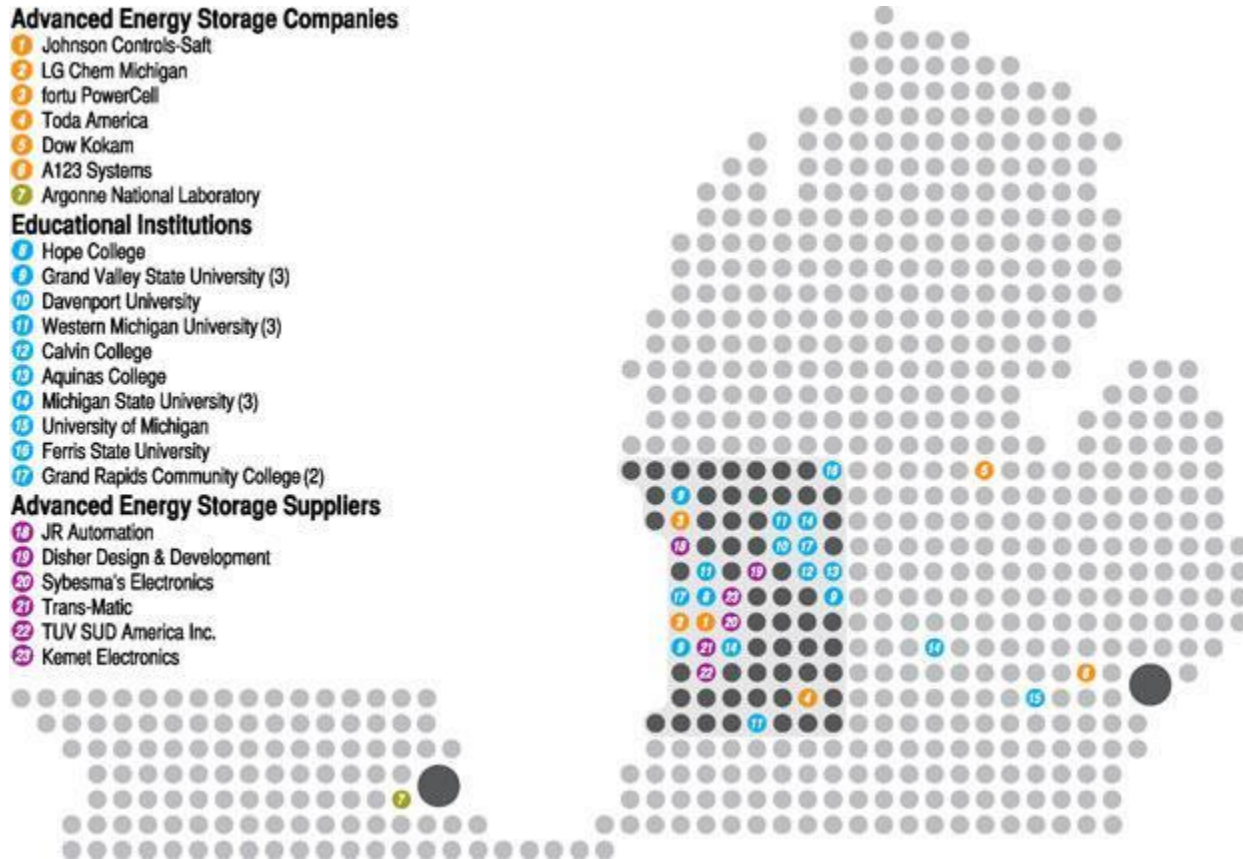
- 1 Johnson Controls-Saft
- 2 LG Chem Michigan
- 3 fortu PowerCell
- 4 Toda America
- 5 Dow Kokam
- 6 A123 Systems
- 7 Argonne National Laboratory

Educational Institutions

- 8 Hope College
- 9 Grand Valley State University (3)
- 10 Davenport University
- 11 Western Michigan University (3)
- 12 Calvin College
- 13 Aquinas College
- 14 Michigan State University (3)
- 15 University of Michigan
- 16 Ferris State University
- 17 Grand Rapids Community College (2)

Advanced Energy Storage Suppliers

- 18 JR Automation
- 19 Disher Design & Development
- 20 Sybesma's Electronics
- 21 Trans-Matic
- 22 TUV SUD America Inc.
- 23 Kemet Electronics

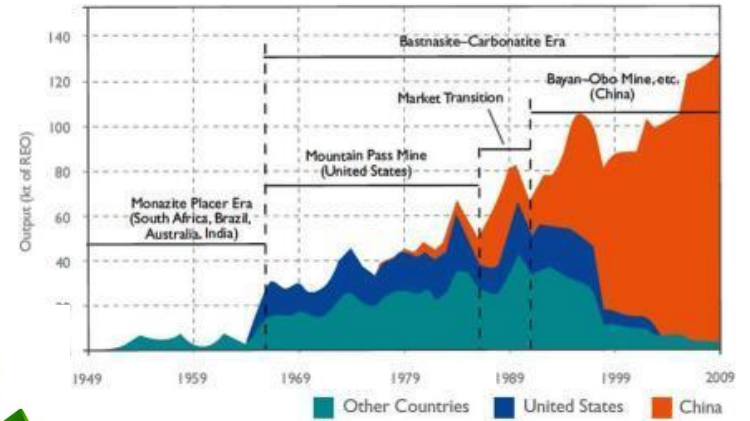




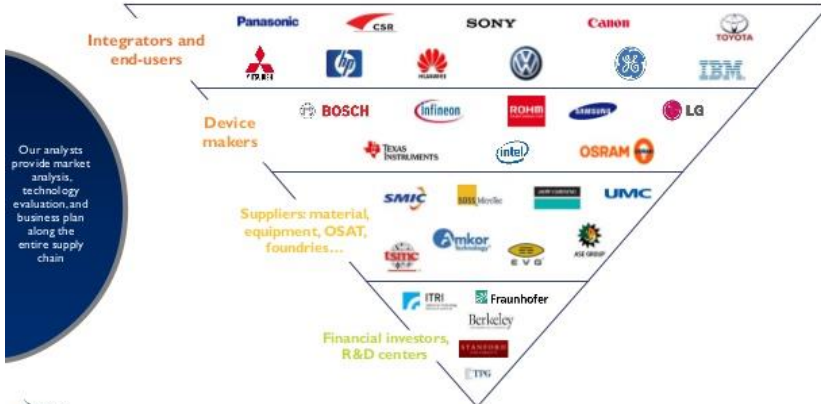
INTERNATIONAL
TRADE
ADMINISTRATION



China controls 97% of the world supply of REO
Global rare earth oxide production trends



SERVING THE ENTIRE SUPPLY CHAIN



Our analysts provide market analysis, technology evaluation, and business plan along the entire supply chain