

United States Senate

WASHINGTON, DC 20510

June 28, 2017

Dr. Louis Woo
Special Assistant to the CEO
Foxconn Technology Group
10th Yousong Industrial District, Longhua
Sub-district, Baoan, Shenzhen, Guangdong
518109, China

Dear Dr. Woo:

Thank you for taking time to meet with us. We appreciated the thoughtful discussion surrounding the site selection and are enthusiastic about the prospect of you coming to North Carolina.

As you are well aware, the state of North Carolina, with the help of pro-growth policies, has undergone an economic transformation that has quickly propelled it into the top quartile of states for economic development. This is not by mistake; this is through thoughtful leadership at a state and federal level and a steadfast commitment from North Carolinians to ensure that our future generations have a more vibrant future. Recent forecasts estimate that North Carolina expects to have a continued revenue surplus in the coming years, which can largely be attributed to significant reforms that were made to the state's tax code that generated over \$2 billion in revenue this fiscal year.

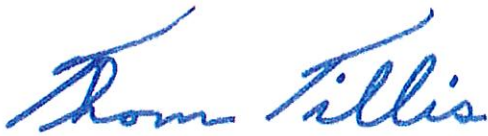
The commitment to economic growth and development in North Carolina is echoed by the General Assembly's recent efforts to attract new development initiatives during the budget negotiations. We have been in close communication with our state leaders and are committed to initiatives such as extending the JDIG sunset and addressing sales and use tax issues for transformative development projects. It is no secret that many major institutions ranging from brick-and-mortar manufacturers to sophisticated financial services institutions have made the strategic decision to make substantial economic investments in North Carolina. North Carolina has the second smallest union workforce in the United States, resulting in substantially lower labor costs compared to the national average, and the state has instituted meaningful unemployment insurance reform that has created an even more competitive economic climate. North Carolina is also home to one of the most diversified financial services ecosystems in the United States, making it a state that is second-to-none in terms of access to and the affordability of capital.

During our meeting, we discussed how the federal government might be able to assist with a development project and a company's acclimation to North Carolina. Between the two U.S. Senators, we sit on nine discrete Senate committees. As such, we have one of the most diverse and expansive committee representations in the Senate. This breadth of representation gives us the ability to advocate in areas such as product procurement within the Department of

Defense and other federal agencies, to help organize and advance workforce development programs through existing grant programs or through new and unique initiatives with leading universities and colleges in North Carolina, and to help advance key infrastructure investment projects both on the federal level and through collaboration with state and local governments.

We understand that these aforementioned issues are critical to your decision-making, and we underscore them to highlight the fact that we are committed to working with our state and local colleagues, as well as those on a federal level, to achieve positive outcomes for any new development project. The success of a development project in North Carolina is integrally linked to building on the success the state currently enjoys. We sincerely appreciate the opportunity to discuss your interest in North Carolina and hope to be making a site visit with you soon.

Sincerely,

A handwritten signature in blue ink that reads "Thom Tillis". The signature is fluid and cursive, with the first name "Thom" and last name "Tillis" clearly distinguishable.

Thom Tillis
United States Senate

A handwritten signature in blue ink that reads "Richard Burr". The signature is stylized, with a large "R" and "B" that are connected, and a long horizontal line extending from the end.

Richard Burr
United States Senate