



Mark P. Vergnano
President
Chief Executive Officer

The Chemours Company
1007 Market Street
Wilmington, DE 19899

October 2, 2017

Mr. Jeff Bezos, CEO
Amazon.com, Inc.
1200 12th Avenue South, Suite 1200
Seattle, WA 98144-2734

Re: Delaware Interest in Amazon's Second Headquarters Search

Dear Mr. Bezos,

While we like to think of ourselves as a 200-year-old start-up, Chemours has been an independent, publicly traded company for just more than two years now. Since our birth on July 1, 2015, we have accomplished a lot in a short time: standing up Chemours; making a host of tough but important decisions to benefit our customers, investors and ourselves; and even being recognized with a spot on the Fortune 500 list of America's largest companies. From start-up in 2015, to stability in 2016, to growth in 2017 and beyond, we are proud of our accomplishments and excited about our future.

And, that future will be rooted in Delaware, where we have chosen to locate both our soon-to-be completed corporate headquarters and our soon-to-be announced global innovation and research center.

Chemours considered a number of locations for our corporate and research headquarters, and we followed a disciplined evaluation process against a range of criteria to make our decision. In the end, it came down to what locale made the most

long-term financial sense, offers our current workforce the right combination of amenities and conveniences, and allows us to attract great talent. Delaware is that place, and we look forward to not only creating our future in the First State, but also to helping Delaware create its future as a key corporate citizen of the state.

Delaware offers us many attributes that we believe are clear competitive advantages:

- **Talented People:** Chemours has a first-rate workforce, and the state of Delaware has a rich talent pool that is enhanced by the University of Delaware, one of the nation's premier universities, and numerous other top-notch universities located nearby in Pennsylvania, Maryland and New Jersey.
- **Favorable Business Climate:** Delaware stands out for businesses because it has no state sales tax, machinery and equipment tax, personal property tax and the lowest property taxes of nearby states. But, for Chemours, maybe the most significant business issue that favored Delaware over other states was the 2016 passage of the "Delaware Competes Act." The legislation, which was championed by then-Governor Jack Markell, and which received overwhelming, bi-partisan support from the Delaware legislature, updated and reformed the state's corporate income tax law making Delaware more competitive – for businesses large and small – than other states in the Mid-Atlantic region.
- **Responsive Elected Officials:** From our creation in 2015 to the present, Chemours has enjoyed direct communication with and strong support from Delaware's elected officials at the local, state and federal levels. Delaware's smaller size is actually a benefit in this regard, as it allows us a degree of familiarity and understanding with elected officials that is rare to enjoy in most states and nearly impossible to experience in large states. We know our elected officials and they know us and our key issues, which is a good thing.

- **Location:** Situated in the Mid-Atlantic region, we are equidistant from our nation's political capital in Washington, D.C., and our nation's financial capital in New York City, and both Philadelphia (30 minutes) and Baltimore (one hour) are within easy driving distances.
- **Convenient Travel Options:** We enjoy access to major interstate highways, national rail service via Amtrak, regional train service to Philadelphia via SEPTA, and abundant air travel options, for both domestic and international trips, from either Philadelphia International Airport or Baltimore/Washington International Thurgood Marshall Airport.
- **Quality of Life:** Delaware enjoys a temperate climate and four distinct seasons, during which our employees can enjoy all that is either here or close by: the Delaware Bay and beaches of southern Delaware; the Inner Harbor of Baltimore and the Eastern Shore in Maryland; the Amish Country and Pocono Mountains in Pennsylvania; the iconic New Jersey Shore; the museums and monuments of Washington, D.C.; the lights of Times Square and the excitement of Broadway in New York City; and so much more.

But now, in October 2017, the thing that excites us the most about Delaware is not what it is today but what it can become with its current roster of leaders who are committed and capable of working together (with each other and with businesses) to build a new future for the state and its citizens. Governor John Carney, Wilmington Mayor Mike Purzycki, New Castle County Executive Matt Meyer, a dedicated state legislature, and a talented trio of federal officials: United States Senators Tom Carper and Chris Coons and Congresswoman Lisa Blunt Rochester. Each of these leaders is passionate about Delaware, and passionate about working to make the state a place where 21st century businesses can compete, succeed and grow.

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As you go about your process for making your siting decision, I hope you will take the time to meet with each of these officials and see for yourself what we have seen over the past nearly three years. Delaware is the right place for Chemours. And, Delaware can be a great place for Amazon.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mark P. Vergnano', with a stylized flourish at the end.

Mark P. Vergnano
President and Chief Executive Officer

MPV/cld

cc: Honorable John Carney, Governor
Honorable Thomas Carper, U.S. Senator
Honorable Christopher Coons, U.S. Senator
Honorable Lisa Blunt Rochester, Congresswoman
Honorable Michael Purzycki, Mayor, City of Wilmington
Honorable Matthew Meyer, County Executive, New Castle County