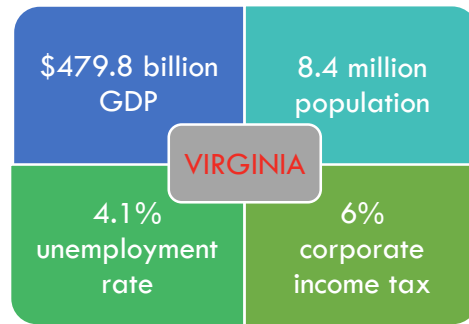


## VIRGINIA IS ENGINEERED FOR BUSINESS

- + #2 Regulatory Environment in the U.S. (*Forbes*)
- + #3 Ranked Labor Supply (*Forbes*)
- + #4 State New Economy Index (Information Technology & Innovation Foundation)
- + #5 Best State for Business (*Forbes*)
- + #6 Top State Business Climate Rankings Competitiveness Rank (*Site Selection Magazine*)
- + One of the simplest, most equitable tax structures in the U.S. – corporate tax burden is approximately 50% of national average
- + 3 public universities ranked in the Top 25, including the #2 business school in the world (*The Economist*)
- + Proximity to domestic/international markets, with excellent air, rail, and road transport infrastructure
- + Rewards investors with a range of continuously-accessible grants and tax credits
  - Infrastructure and Port of Virginia usage grants
  - Workforce training and certification grants
  - R&D tax credits
  - Sales & use tax exemptions

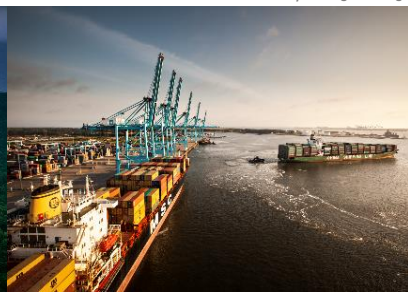
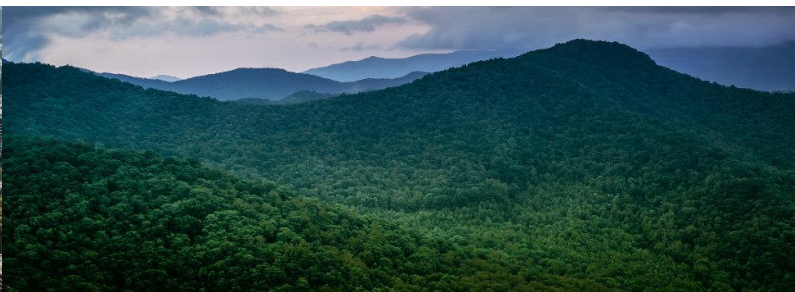


**700+** international companies  
**40** investor countries  
**\$5.5 billion** international investment over last 5 years

Virginia's strong international economic ties mean that, increasingly, international companies look to Virginia's **diversity, stability, and progressive, pro-business values** when making location decisions.

Within the U.S., Virginia's highly-educated, highly-skilled workforce makes us one of the most sought-after business destinations year after year. Virginia is also a top tourism destination, with over 300 wineries, 200 breweries, and both mountains and the beach at your fingertips.

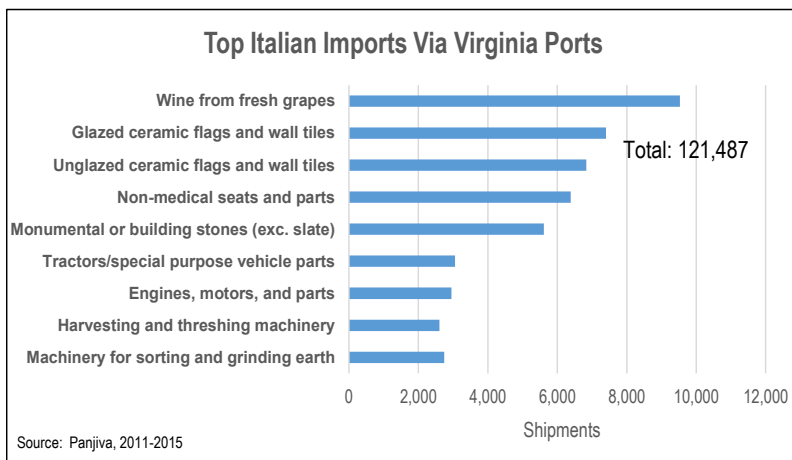
Virginia Economic Development Partnership  
 P.O. Box 798 | 901 East Cary Street  
 Richmond, VA 23218  
 +1 804 545 5600  
[yesvirginia.org](http://yesvirginia.org)



## Italian Companies Investing in Virginia

Company	Business	Location	Employment	Investment*	Year
Eldor Corporation S.p.A	Ignition coils/other automotive components	Botetourt Co.	350	\$75.20	2016
FCA North America (Fiat Chrysler)	Automobile manufacturing parts	Frederick Co.	65	\$12.20	2016
InMotion US	Motors/drives for electric/hybrid vehicles	Montgomery Co.	10	\$5.00	2014
Massimo Zanetti Beverage USA	Coffee roasting	Suffolk	10	\$4.00	2014
Provides US Inc.	HVAC components	Augusta Co.	45	\$6.10	2014

Source: Virginia Economic Development Partnership Announcements Database. \*Investment figures are in millions. For a comprehensive listing, go to <http://web.YesVirginia.org/International/IntlOwned/table>.



### Italian Imports Via Virginia and U.S. Ports

	Virginia	United States
Shipments	121,487	1,570,997
Weight (kg)	1.9 billion	129 billion
Volume (TEU)	205,506	2,459,146
LCL	11,448	336,351

Source: Panjiva, 2011-2015

### Italian Mergers and Acquisitions in Virginia and the United States

	Virginia	United States
Deals	2	138
Value	\$172 million	\$22.94 billion

Source: Mergermarket, 1/1/2011—12/31/2015

### Italian Investment Activity in Virginia and the United States

	Virginia	United States
Project	6	303
Employment	239	41,575
Investment	\$37.70 million	\$16.51 billion

Source: fDi Markets, 1st quarter 2011—4th quarter 2015

