



May 9, 2016

Dear Elon Musk,

Forty years ago, Henry Ford II was looking for the perfect location to build his new factory in Europe. One of the big candidates was Valencia, Spain, mainly because of its great connections through land and sea with the rest of the continent. To persuade him into actually making Valencia his final choice, hundreds of Spanish families wrote letters to Mr. Ford requesting him to build his factory here in their country. Back in Michigan, Ford received an entire container filled with letters from Spain. Later he inaugurated his factory in Almussafes, Valencia in 1976.

Today, forty years have gone by, and Mr Ford's call has proven to be the right one; his Almussafes factory is one of Ford's flagship manufacturing plants, one of the largest, most profitable and flexible worldwide. Like many others, it went through hard times, but recovered in a surprisingly smooth way. In 2007, the workers' representatives got in touch directly with Ford's Head to prevent their factory from being included in the long list of newly closed factories.

The automobile industry has changed a lot, and the revolution that emerged with the Ford Model T is being replicated today with your Tesla Model 3, in what we believe is the future: electric cars. In order to do this, Tesla is looking for a location in Europe to keep building the future of the automobile industry. So we, the Spanish people, strongly believe we have the perfect site for it: Paterna, Valencia.

Paterna is located roughly 6 miles Northwest from Valencia, and it has just been approved to apply as one of the candidates for your factory. Let us try to explain why we believe Paterna is your best choice:

First of all, Paterna has one of the best industrial parks in Spain, with many specialized automobile industry suppliers, since Ford's factory is already located a couple of minutes away from it. One of the first Tesla Superchargers in Spain can be found there and many worldwide renowned companies have branches in Paterna, like Schneider Electric.

Being a few miles away from Valencia means having an international airport and the most important merchant harbor of the entire Mediterranean Sea at your disposal. As you read this letter, international high speed train lines (the Mediterranean Railway Corridor project) are also being built from Valencia to other countries, such as France and Germany.

Spain is currently the 8<sup>th</sup> largest automobile manufacturer in the world, and the 2<sup>nd</sup> largest in Europe. This guarantees both a strong auxiliary industry and the availability of highly qualified and experienced human resources. Adding to all of these factors, it is important to mention the lower hiring costs compared to other European countries like France or Germany. At this point, Spain clearly is the ideal candidate.

However, because this is important for us, we want to go further. Spain's sunny weather is very similar to California's. This means that our country is probably the best location you can find for renewable energies in the entire European Union. About 50% of Spain's energy comes from renewable sources, which is in line with one of Tesla's most important principles.

Technologically speaking, we are one of the leading countries in graphene and carbon fiber research, development and production, and we have prestigious Universities involved in promising R&D projects, such as Universidad Polit cnica de Valencia, awarded in the SpaceX's Hyperloop Design Weekend competition.

Regarding the legal framework, we want to mention our awareness on the latest movement our past Government made concerning the energy industry, which included what we call a "tax on the sunlight". This hampered the acquisition of a Tesla Powerwall. Fortunately, the vast majority of Spanish Congress members have agreed to override this Act. Having Tesla's interest in Spain would definitely accelerate this process, which would help the Spaniards to freely benefit from energetic self-sufficiency.

To conclude our letter, we would like to highlight how much Spanish people respect and appreciate the hard work and sustainable solutions Tesla Motors is bringing to our and future generations. Should you finally decide to come to Paterna, Tesla will not be the only one to benefit, you will help Spain to push influences and laws towards a better future, an "eco" and sustainable future. In any case, Tesla is about to bring more innovation and eco-friendly products to Europe, and for that we are not only thankful, but excited too.

Thank you very much for taking some of your valuable time to read this letter, and please do not hesitate to contact us for more information or references at [contact@spainlovestesla.com](mailto:contact@spainlovestesla.com)

Respectfully,