

MEMORANDUM OF UNDERSTANDING

**BETWEEN BADEN-WÜRTTEMBERG
INTERNATIONAL GMBH**

AND

**MICHIGAN ECONOMIC DEVELOPMENT
CORPORATION**

The Memorandum of Understanding (hereinafter referred to as "MOU") is entered between:

Michigan Economic Development Corporation (MEDC): The Michigan Economic Development Corporation, in collaboration with more than 100 economic development partners, markets Michigan as the place to do business, assists businesses in their growth strategies, and fosters the growth of vibrant communities across the state.

Address: 300 North Washington Square, Lansing, Michigan 48913

and

Baden Württemberg International (BW_i): The Baden Wurttemberg International is the central location marketing agency for business and science in and for Baden-Württemberg. BW_i brings business and science to the global markets and positions the state as an attractive location internationally.

Address: Lautenschlagerstrasse 21/23, 70173 Stuttgart, Germany

Collectively MEDC and BW_i are referred to as "the Participants." The Participants expect to cooperate in the following manner:

Objectives

The purpose of this MOU is to establish a flexible framework for cooperation between both Participants in different fields of mutual interest such as the mobility and clean technology sectors. The Participants express their mutual understanding that cooperation in promoting economic and scientific development in Michigan and Baden-Württemberg will drive the development and achieve excellence in fields of mutual interest, including the mobility and clean technology sectors:

The Participants expect to closely cooperate with the following objectives:

- a. Provide an international cooperation platform for companies, universities, and research institutes.
- b. Enhancing location marketing and promotion activities in areas of mutual interest to get more international visibility.
- c. Strengthening and building on existing cooperative relationships between the Participants.

Scope of Cooperation

1. Information channel

The Participants intend to share information on activities of their respective state/province/region. The goal is to create an open channel between the Participants to share best practices and experiences.

2. Building and Expanding Networks

The Participants plan to introduce members of existing networks and bring in as needed (e.g. government officials, business leaders, and subject matter experts).

3. Events and Program Activities

The Participants expect to provide information on participation and cooperation opportunities in upcoming events and share more information if interested.

4. Support and Service for Startups and Small and Mid-Sized Enterprises (SMEs)

Where possible, each Participant should assist startups and SMEs from the other Participant by facilitating contact with relevant business and scientific stakeholders.

5. Softlanding Packages for Expanding Companies

The Participants endeavor to inform each other and companies from the other Participant about support programs and the business culture in the relevant area where the investment is being considered; provide information with respect to the choice of location, market entry, or the search for qualified employees; and facilitate contact with relevant business and scientific stakeholders. The aim is to achieve softlanding for companies in the relevant area where investment is being considered.

6. Shared Trade Desk

The Participants plan to make available desk space for MEDC representatives in their respective office spaces at no cost. The Participants may also provide staff assistance to support the other Participant in making contact with organizations and clusters in their respective regions. In addition, Participants may organise joint events for companies, universities, and research institutions.

General Provisions

This MOU is effective on the date on which both Participants have signed and is valid for the period of one year. After the end of this one-year period, this MOU may be extended if both Participants consent in writing.

1. This MOU may be modified through mutual consent in writing.
2. A Participant may terminate cooperation under this MOU by notifying the other Participant in writing. Should this occur, the Participants expect to consult to determine how any ongoing cooperation should be addressed.
3. This MOU is not legally binding and is intended to be implemented consistent with applicable law.
4. This MOU is written in English and is signed in 2 copies for each party, each of which shall be deemed an original when executed.

IN WITNESS WHEREOF, this Memorandum of Understanding has been signed by both Participants through their authorized representatives.

Approved, as of the date below.

Stuttgart, _____



Mr. Quentin Messer, Jr.
Chief Executive & Economic Competitiveness
Officer

Michigan Economic Development Corporation

Stuttgart, _____



Dr. Christian Herzog
CEO

Baden-Württemberg International