

IT OPERATIONS LLC

725 Fifth Avenue, 23rd Floor
New York, NY 10022

Abigail Klem
President
Direct Dial (646) 751.5699
aklem@ivankatrump.com

May 17, 2017

The Honorable John Conyers, Jr.
Ranking Member
Committee on the Judiciary
U.S. House of Representatives
Washington, DC 20515

Dear Representative Conyers,

Thank you for the letter sent on May 3, 2017 from you and your colleagues. We are committed to conducting business in an ethical matter and I appreciate this opportunity to address the aspects of your letter that fall within the scope of my role.

Our founder, Ivanka Trump, resigned her positions in our business in January 2017. She subsequently placed the business in a trust. This arrangement limits her control over the business, restricts the information that can be communicated to Ms. Trump, and requires consultation with an ethics advisor prior to certain actions. Under this structure, with respect to a potential expansion to a foreign market, Ms. Trump's role would be limited to addressing concerns relating to a conflict of interest or the appearance of one.

Your letter referenced a potential transaction with Sanei, a Japanese company. The business had been negotiating that transaction well in advance of the election and had reached an agreement in principle in August of 2016. We decided not to pursue further negotiations after learning that Sanei's parent company had ties to the government of Japan. We provided Sanei written notice of that decision on January 13, 2017.

Your letter also cited news reports regarding recent trademark approvals the business received in China. Like peer companies, our business has sought to protect its international trademarks over the past several years. Recently, CBS News examined the trademark approvals you referenced and reported that "according to four independent, China-based trademark experts ..., the approvals were standard."¹

¹ CBS News, "Ivanka Trump trademarks raise questions." (Apr. 23, 2017), available at <http://www.cbsnews.com/videos/ivanka-trump-trademarks-raise-questions/>.

Thank you again for your letter.

Sincerely,

A handwritten signature in black ink, appearing to read 'Abigail Klem', followed by a long horizontal line extending to the right.

IT Operations LLC

By: Abigail Klem, President

- cc: Rep. Robert Goodlatte, Chairman, House Committee on the Judiciary
Rep. Jerrold Nadler, House Committee on the Judiciary
Rep. Zoe Lofgren, House Committee on the Judiciary
Rep. Sheila Jackson Lee, House Committee on the Judiciary
Rep. Steve Cohen, House Committee on the Judiciary
Rep. Henry Johnson, House Committee on the Judiciary
Rep. Luis Gutierrez, House Committee on the Judiciary
Rep. Karen Bass, House Committee on the Judiciary
Rep. Cedric Richmond, House Committee on the Judiciary
Rep. Hakeem Jeffries, House Committee on the Judiciary
Rep. David Cicilline, House Committee on the Judiciary
Rep. Eric Swalwell, House Committee on the Judiciary
Rep. Ted Lieu, House Committee on the Judiciary
Rep. Jamie Raskin, House Committee on the Judiciary
Rep. Pramila Jayapal, House Committee on the Judiciary
Rep. Bradley Schneider, House Committee on the Judiciary
Rep. Theodore Deutch, House Committee on the Judiciary
Walter M. Shaub, Director, U.S. Office of Government Ethics