

**From:** [Art. 4.1 b] (TRADE)  
**Sent:** 01 April 2015 18:04  
**To:** NYMAN Jon (CAB-MALMSTROM); [Art. 4.1 b] (TRADE); [Art. 4.1 b] (TRADE); [Art. 4.1 b] (TRADE); SCHLEGELMILCH Rupert (TRADE); [Art. 4.1 b] (TRADE); GARCIA BERCERO Ignacio (TRADE); [Art. 4.1 b] (TRADE); KONIG Helena (TRADE); TRADE LIST B1  
**Cc:** CAB MALMSTROM ARCHIVES  
**Subject:** Report of meeting between Commissioner Malmström and an ESF delegation on 31/03/2015

## Report of the meeting between Commissioner Malmström and a delegation of the European Services Forum (ESF)

Date: 31 March 2015

### Participants:

- Commission: Cecilia Malmström, Jon Nyman (Cab), [Art. 4.1 b] (HoU B1)
- ESF: Sir Thomas Harris (Chairman of ESF), Pascal Kerneis (ESF), Tilman Kupfer (British Telecom), [Art. 4.1 b]

ESF requested the meeting to present their views on the new trade policy strategy, TTIP, TiSA and other bilateral negotiations.

### Key issues raised by ESF:

- New trade strategy:
  - [Out of scope]
  - [Out of scope]
  - Geographical priorities: [Out of scope] Sir Harris acknowledged that there is a disagreement between the EU industry (that supports China's accession to TiSA) and the US industry (that aligns itself to the [USTR](#) position). CM stressed our support for China. Pascal Kerneis asked for an active Commission outreach for new TiSA members beyond China.
- Sectoral issues:
  - [Out of scope]

- Direct Selling (Eurocommerce): [Art. 4.1 b] highlighted the importance of direct selling (sales at private venues) in TiSA and asked for COM support.
- [redacted]:
  - [redacted]  
[Out of scope]
  - [redacted]
- [redacted]  
[Out of scope]
- Post-Bali work programme: ESF would like to see a good result on services in the post-Bali work programme, but they would not like attention being detracted away from TiSA.

[Art. 4.1 b]