Conference organized by EFPIA

Meeting date and place
Meeting held on 24/09/2020 14:00 in Brussels

Participating organisation(s) & representative(s)

- BUSINESS EUROPE (TRN: 3978240953-79)  
  Participant

- European Federation of Pharmaceutical Industries and Associations (TRN: 38526121292-88)  
  Participant

- European Federation of Pharmaceutical Industries and Associations (TRN: 38526121292-88)  
  Participant

- SANOFI (TRN: 61291462764-77)  
  Participant

Main issues discussed

The panelists made the following points:

- **Strategic importance of pharmaceutical sector demonstrated by the Covid crisis (Sanofi):**
  - Our message during the crisis was: No export ban, we can supply!
  - Dangers of reshoring and buy American. Growing risk to go into protectionist measures. Concept of Open Strategic Autonomy needs to be clarified in this regard.
  - Need strong IP system, must be part of future FTAs.
  - Need to link trade and industrial to create eco system for innovation.

- **TPR ongoing, views welcome (Sanofi):**
  - Need to adapt trade policy to current challenges. Covid plus resilience, digital and green transitions…
  - OSA: some misunderstandings: we need openness and work with partners, not protectionism. Autonomy is not isolation. Globalisation not cause for the crisis, de-globalisation not the solution.
  - Also be more assertive in pursuing our rights when others do not cooperate. Like CBAM.
  - Insist on openness, global cooperation, global rules.
  - Link with industrial strategy: mutually reinforcing need integrated approach
  - Nature of communication; more general principles than long list of actions to provide for consensus on strategic direction, but keeping flexibility when facing uncertain future.
  - Pharma strategy to come, cannot anticipate outcome.
  - Need for more efforts to integrate internal and external policies in the EU.

- **Open markets and open trade key to get out of the crisis.**
  - Need ambitious trade agenda esp on bilateral front because multilateral one does not depend on us. We must keep creating opportunities for companies for both exports and imports.
  - Mercosur is a good deal for Europe. Also a way to have leverage on sustainability.
  - EU cannot be fully self sufficient. Let’s also not forget that most economic growth is generated outside the EU.
  - Need to implement trade agreements better. Lots remain to be done.
  - Improve market access strategy.
  - Need to be smart and pragmatic, coordinate better with other policies, not look inward.

- **Need to put facts on the table and not only opinions.**
  - EU dependency on pharma and medical goods form China is in fact limited
  - Governments played a role in disrupting GVCs
  - More then overdependence the real question is can we have security of supply.
  - The crisis offers a great opportunity to make the case for openness and show that international trade help secure supply.

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