Out of the scope of the request

Date of the meeting: 12 April 2016

Participants:  

Gail Orton (Tate & Lyle - Director Government Affairs Europe)  
Christine Leurquin (SES - Vice-President Institutional Relations)  
Albert Zilio (AT&T – Director of Public Affairs)  
Jesus Garcia (Iberdrola - Director of External Communication)  
Miguel Ceballos, Deputy Head of Cabinet (Cab Malmström)  

explained that Friends of Mexico is a multi-sector association of companies (composed of Heineken, Tate & Lyle Sugars, SES, Iberdrola, AT&T and CEMEX). The group is an informal platform to exchange views on trading with Mexico as well as on the modernisation of the trade pillar of the EU-Mexico Global Agreement. With a view to promote a fast negotiation process as well as an ambitious outcome, Friends of Mexico wishes to share positive business experiences and constructive industry feedbacks with EU and Mexican representatives.

Gail Orton indicated that Tate & Lyle's main interest lies in liberalisation of trade in raw material for cane refiners in order to set a level playing field with beet sugar producers.
highlighted that Mexico is Heineken's first market in the World and that they face tariff instability and SPS restrictions for importing barley.

Christine Leurquin expressed that SES's main interest lies in achieving an ambitious chapter services (including licensing), but also to promote the use of telecom services through the political pillar (e.g. digital agenda).

Albert Zillo explained that AT&T is supportive to the initiatives resulting in liberalising the telecommunication market.

Jesus Garcia pointed that Iberdrola's main interest lies in investment protection and stable/predictable regulatory frameworks, which play a fundamental role for network industries.

Miguel Ceballos provided a state of play on the mandate adoption process and the next steps (Meeting with Guajardo, HRVP visit to Mexico). He explained that sugar remains a highly sensitive product and this reality must be taken into account. He also highlighted that trade in services (with sector-specific chapters) and investment provisions will be essential, in particular the Investment Court System that should replace the 16 existing BITs. He also indicated that it is extremely useful for the negotiating process not only to learn about positive stories but also to learn about difficulties faced by European operators. To this end, a consultation mechanism (e.g. civil society meeting) will be put in place and the creation of a euro-chamber in Mexico will be explored.

Kind regards,