



## EUROPEAN COMMISSION

Directorate-General for Trade

Directorate E - Neighbouring countries, USA and Canada  
**USA and Canada**

Brussels,  
USA and Canada

### Meeting with [Art. 4.1(b)] from MEDEF. 24/03/2015

Subject: meeting with [Art. 4.1(b)] , [Art. 4.1(b)]  
[Art. 4.1(b)] at MEDEF (Mouvement des Entreprises de France). 24 of March 2015.  
From CAB: Christian BURGSMUELLER. From DG Trade: [Art. 4.1(b)] .

Meeting requested by [Art. 4.1(b)] in order to explain MEDEF's trade priorities and upcoming trade-related activities organised by MEDEF.

- The FTA with Japan remains a strategic priority for MEDEF as the rules part of this agreement is crucial. They would like that the impact on certain French industry with a defensive interest, such as cars, is minimised. But other French industries such as pharma, chemicals, textiles or machinery have a strong offensive interest. They would like to see a more reciprocal treatment on public procurement for railways.
- Regarding TTIP, a key issue for MEDEF is openness on the US public procurement market. On ISDS, MEDEF does not have a clear position yet between reforming the current ISDS system and developing a new one. They are in touch with BDI in order to have a common position on ISDS.
- Other priorities for MEDEF remain Canada-CETA, with which they are very satisfied, and the Mercosur region (not only Brazil but also Argentina). In addition, Mexico and Chile are also of their interest and they would welcome an update of the FTAs. Asked about a possible FTA with Australia and New Zeland, [Art. 4.1(b)] said that in principle it seems French business do not have neither a defensive nor an offensive interest –only thing would be niche interests such as energy. She will ask MEDEF members and reflect their priorities in an upcoming trade position paper, which could be useful for the trade policy communication.
- MEDEF acknowledges the need of an educational/informative effort with business, in particular SMEs. For example, when looking at the effects of the Korea FTA, it seems that German companies are benefiting 30% more that French business. This is not only because Germany has a solid network of exporting SMEs, but also because of the follow up Germany has done on the implementation of the agreement in terms of disseminating information among SMEs. MEDEF admits that big companies will benefit more in the short term from trade agreements such as TTIP or Japan as they are already "waiting" for those agreements. The benefits for SMEs will come in the

medium to long term and should be accompanied with dissemination of information/educational efforts.

- [Art. 4.1(b)] informed about the upcoming trade-related activities by MEDEF: a high level event possibly co-organised with BDI about TTIP with other global trade elements to be organised by July or September in Paris –CM to be invited; a round table on trade in order to debate about globalisation to be organised within the summer university of HEC Paris; testimonies from SME on TTIP benefits to be collected.