

(CAB-MALMSTROM)

From: Nickolas Reinhardt (Afore) [redacted] @aforeconsulting.eu>
Sent: mercredi 23 novembre 2016 20:00
To: [redacted] (CAB-MALMSTROM); [redacted] (Afore)
Cc: [redacted] (Afore); [redacted] (CAB-MALMSTROM); [redacted] (Afore); CEBALLOS BARON Miguel (CAB-MALMSTROM)
Subject: RE: Request for a meeting with Christophe Salmon, CFO of Trafigura in Europe, Tuesday 29th November in Brussels

Dear [redacted],

Thank you very much. We appreciate your flexibility and cooperation in this regard.

We are very much looking forward to the meeting.

Best regards,

Nickolas Reinhardt

From: [redacted] @ec.europa.eu [redacted] @ec.europa.eu]
Sent: Wednesday, November 23, 2016 3:00 PM
To: Nickolas Reinhardt (Afore); [redacted] (Afore)
Cc: [redacted] (Afore); [redacted] @ec.europa.eu; [redacted] (Afore); Miguel.CEBALLOS-BARON@ec.europa.eu
Subject: RE: Request for a meeting with Christophe Salmon, CFO of Trafigura in Europe, Tuesday 29th November in Brussels

Dear Mr Reinhardt,

Many thanks for your message below as well as the clarification on the issues you would like to discuss with our Cabinet, well noted.

I confirm the meeting with Mr Miguel Ceballos Barón on **Tuesday 29 November 2016 at 11h00**. Assuming the participation on your side remains unchanged, no need to submit again the visitors' form.

Best regards,

[redacted]



European Commission
Cabinet of Commissioner MALMSTRÖM

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We would like to highlight that for reasons of public transparency, Commissioners and their Cabinets only meet organisations or self-employed individuals that are registered in the EU's Transparency Register (see here: <http://ec.europa.eu/transparencyregister>). I would invite you to register if you have not yet done so, and send us your registration number if you wish to request a meeting.

DISCLAIMER

"The views expressed are purely those of the writer and may not in any circumstances be regarded as stating an official position of the European Commission."

From: Nickolas Reinhardt (Afore) [REDACTED]@aforeconsulting.eu]
Sent: Wednesday, November 23, 2016 1:00 PM
To: [REDACTED] (CAB-MALMSTROM); [REDACTED] (Afore)
Cc: [REDACTED] (Afore); [REDACTED] (CAB-MALMSTROM); [REDACTED] (Afore); CEBALLOS BARON Miguel (CAB-MALMSTROM)
Subject: RE: Request for a meeting with Christophe Salmon, CFO of Trafigura in Europe, Tuesday 29th November in Brussels

Dear [REDACTED]

Thank you very much for your e-mail.

We have indeed already confirmed a meeting on the same day with Mette Toftdal-Grolleman in the Dombrovskis Cabinet. That meeting will focus more specifically on the technical aspects of the banking capital rules and their impact on trade finance.

We had additionally been delighted to hear that Mr. Ceballos Baron would also and separately be available.

I am sorry if we caused any confusion. The reason why we would still very much welcome a separate meeting is that Trafigura is the second largest commodity trading and shipping company in the world. Mr Salmon, their CFO, would welcome the opportunity to introduce the company more generally, their activities in Europe (Trafigura is Dutch headquartered) and to have an exchange of current trends and developments in the market and world trade.

One aspect of this would be the issue of trade finance but others would include the wider aspects of global commodity markets, Europe's competitiveness and future security of resources.

Mr Salmon has also already been communicated to that the meeting with Mr. Ceballos Baron would in fact take place.

I would therefore very kindly ask you to raise this once more with Mr. Ceballos Baron and possibly reconsider your decision.

Best regards,

Nickolas Reinhardt

Nickolas Reinhardt
Director

Rue de la Science 14B
1040 Brussels
Belgium

Tel: 0032 [REDACTED]

[REDACTED]@aforeconsulting.eu
www.aforeconsulting.eu

From: [REDACTED]@ec.europa.eu]

Sent: Tuesday, November 22, 2016 4:13 PM

To: [REDACTED] (Afore)

Cc: [REDACTED] (Afore); [REDACTED] (Afore); [REDACTED]@ec.europa.eu; [REDACTED] (Afore); Miguel.CEBALLOS-BARON@ec.europa.eu

Subject: RE: Request for a meeting with Christophe Salmon, CFO of Trafigura in Europe, Tuesday 29th November in Brussels

Dear [REDACTED],

After a careful assessment of your request for a meeting with the Cabinet of Commissioner Malmström, we would suggest you to contact the Cabinet of the Vice-President Dombrovskis – in charge of the Euro and Social Dialogue or the Cabinet of Commissioner Moscovici – in charge of Economic and Financial Affairs, Taxation and Customs.

In our opinion, they are better placed to look at the issues you would like to discuss, therefore the scheduled meeting with the Deputy Head of Cabinet Malmström on 29/11/2016 will be cancelled.

Thank you for your understanding.

Best regards,

[REDACTED]



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Cabinet of Commissioner MALMSTRÖM

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<http://ec.europa.eu/transparencyregister>). I would invite you to register if you have not yet done so, and send us your registration number if you wish to request a meeting.

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From: [REDACTED] (Afore) [REDACTED]@aforeconsulting.eu]
Sent: Thursday, November 17, 2016 10:08 AM
To: [REDACTED] (CAB-MALMSTROM)
Cc: Nickolas Reinhardt (Afore); [REDACTED] (Afore); [REDACTED] (Afore); [REDACTED] (CAB-MALMSTROM)
Subject: RE: Request for a meeting with Christophe Salmon, CFO of Trafigura in Europe, Tuesday 29th November in Brussels

Dear [REDACTED],

We will be delighted to have a meeting with Mr. Ceballos Baron.

The time slot works well for us.

Please let us know if you need anything from us before the meeting.

Best regards,

[REDACTED]

[REDACTED]

[REDACTED]


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From: [REDACTED]@ec.europa.eu [REDACTED]@ec.europa.eu]
Sent: Thursday, November 17, 2016 10:03 AM
To: [REDACTED] (Afore)
Cc: Nickolas Reinhardt (Afore); [REDACTED] (Afore); [REDACTED] (Afore); [REDACTED]@ec.europa.eu
Subject: RE: Request for a meeting with Christophe Salmon, CFO of Trafigura in Europe, Tuesday 29th November in Brussels

Dear [REDACTED],

Thank you for your meeting request. Unfortunately, Mrs Åsenius will be on mission abroad, however, Mr Ceballos Barón, our Deputy Head of Cabinet could meet the Trafigura delegation on Tuesday 29 November 2016 at 11h00. Would that work?

I am copying my colleague [REDACTED] for further arrangements.

Kind regards,

[REDACTED]
[REDACTED]

Trade



European Commission

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[REDACTED]@ec.europa.eu

From: [REDACTED] (Afore) [REDACTED]@aforeconsulting.eu]

Sent: Monday, November 14, 2016 6:20 PM

To: ASENIUS Maria (CAB-MALMSTROM)

Cc: [REDACTED] (CAB-MALMSTROM); Nickolas Reinhardt (Afore); [REDACTED] (Afore); [REDACTED] (Afore)

Subject: Request for a meeting with Christophe Salmon, CFO of Trafigura in Europe, Tuesday 29th November in Brussels

On behalf of Nickolas Reinhardt, Director

Dear Ms. Åsenius,

I am writing to you on behalf of Christophe Salmon, CFO of Trafigura in Europe, to explore whether you might be available for a meeting on 29 November in Brussels.

The discussions will focus on the structure and recent evolution of the trade finance market in recent years, but also the impact of trade finance on international trade. The aim of the dinner would be to get a practical sense on how trade finance is performed in the current economic environment and the future regulatory challenges. Trafigura has also just finalised a report on trade finance and how the future Basel rules could affect the commodities trading business by potentially increasing the costs of lines of credit.

Christophe will be joined by [REDACTED] at Trafigura, together with [REDACTED] and [REDACTED] who wrote the report.

By way of background, Trafigura is a leading global commodity trading firm. The company directly employs over 5,000 people through a network of 65 offices in 36 countries. They specialize in the storage, blending and delivering of essential raw materials and commodities. Trafigura also invests in high-quality infrastructure and builds innovative end-to-end services

connecting buyers and sellers more effectively. Trafigura's activities seek to create more efficient markets, reducing long-term costs for participants.

Please allow us to follow up on this request with your office in the coming days.

Best regards,
Nick

[Redacted]

[Redacted]



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