

From: [REDACTED] (TRADE)

[Art. 4.1(b)]

 Ref. Ares(2017)4031279 - 14/08/2017

Sent: 3 November 2013 18:39

To: ETRICCIÓN Mauro Raffaele (TRADE); SCHLEGELMILCH Rupert (TRADE);
[REDACTED] (TRADE)

Cc: [REDACTED] (TRADE); [REDACTED] (TRADE); [REDACTED]
(TRADE); [REDACTED] (TRADE)

Subject: inutes_Meeting Siemens

Today, 13/11/2013, [REDACTED] ([REDACTED]) and [REDACTED] (C1) met two representatives from Siemens.

Siemens expressed their support for the EU-Japan FTA negotiations. They referred to a recent article by a Siemens manager and promised to send an EN translation of it.

Siemens business in JN:

- Medical devices – doing a good business, there is improvement of the JN approval procedures. The recent JN initiatives in that sector are going in the right direction, although a bit slow.
- Rail and urban transport – not much experience apart from some contracts for trams. Also, not a priority sector for the moment. Therefore, no special recommendations. Cannot say that the market is closed – they don't have experience there. In general, railways is a difficult market on the regulatory side, heavily regulated in all countries. The heavy regulation combined with the profitability of the projects made Siemens change their strategy in that sector. However, what can be very beneficial at that stage is transparency. This can be tested with the upcoming Olympic games in Tokyo (see below).

Main message: procurement opportunities for the upcoming Olympics in Tokyo in 2020

Siemens informed that the Olympics could provide procurement opportunities for the EU suppliers in the JN urban and railway sectors and regarding certain hospitals designated for the Olympics. Siemens inquired whether the Commission can pass a message to the Japanese in the sense that the opening of the Olympics procurement to foreign suppliers could have a positive effect on the JN credibility in Europe and be a real proof that JN is opening to foreign competition. Siemens further inquired whether the Commission can request JN to provide a list of the hospitals designated for the Olympics as a first step towards more transparency. [REDACTED] took note of the Siemens requests but underlined that the purpose of the negotiations is to create rules which can be applied in a sustainable way to all sectors instead of supporting single projects. He also requested information about the percentage of foreign supply for the PP for the Olympics in London. Siemens engaged to find out some data. On the issue of PP, Siemens further asked why the PP negotiations are limited mainly to the railway sector, OSC. They considered this too sector specific. [REDACTED] mentioned that if the OSC is solved on time, the EU companies can already profit from it for the Olympics.

[REDACTED]
Policy Coordinator – Japan

European Commission
DG TRADE
Unit C.1: Trade Relations with the Far East
[REDACTED]
B-1049 Brussels/Belgium
[REDACTED]