

From: [Art. 4.1(b)] (TRADE)
Sent: 30 May 2016 16:22
To: SCHLEGELMILCH Rupert (TRADE); [Art. 4.1(b)] (TRADE);
[Art. 4.1(b)] (TRADE); [Art. 4.1(b)] (TRADE);
BURGSMUELLER Christian (CAB-MALMSTROM)
Cc: EICHHORN Nele (CAB-MALMSTROM); [Art. 4.1(b)] (TRADE);
[Art. 4.1(b)] (TRADE); [Art. 4.1(b)] (TRADE)
Subject: FW: minutes from meeting with AT&T on telecoms in TTIP (25.05.16)

-----for ARES registration -----

Meeting of N. Eichhorn, [Art. 4.1(b)], [Art. 4.1(b)], [Art. 4.1(b)] with AT&T (Karim Lesina)

Meeting organized at the request of AT&T to discuss the state of play in the telecom negotiations in TTIP.

KL express concerns about the possibility of tackling special access issue in TTIP using the following arguments:

- Special access issue should not be negotiated in a trade agreement because this is not a market access issue. It is a commercial issue to be addressed by market participants.
- [Art. 4.2 commercial interest]
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- There is no monopoly in the US. There are at least two large providers (Verizon and AT&T) offering special access using telecom infrastructure as well as a large number of cable tv operators offering similar services. This indicates that there is full competition and the prices reflect market reality.
- [Art. 4.2 commercial interest]

According to AT&T, pursuing this issue by the EU could be a sufficient reason to block the TTIP negotiations.

TTIP should not go further than the telecoms' provisions in TPP.

We agreed we would touch the base on this subject in the presence of Commission's telecom's expert and AT&T would send us further information substantiating their points.

As regards other issues of EU's interest, AT&T expressed its support for tackling issues related to 20% equity caps as well US localization requirements in telecom sectors. AT&T explained also that the US localization requirements are imposed with respect to C2C business or government procurement, but not with respect to B2B. As regards data flows in TTIP, AT&T noted that it is not so relevant for them as they are fully compatible with the EU legislation on data protection and the Privacy Shield.