

[REDACTED]

From: [REDACTED] (GROW)
Sent: lundi 28 novembre 2016 14:31
To: [REDACTED] (RTD); [REDACTED] (GROW); [REDACTED] (CNECT);
[REDACTED] (GROW)
Cc: GROW E1
Subject: Sort debrief - lunch with Rakuten's representatives

Dear all,

Just came back from the lunch with Rakuten's representatives who had approached our Cabinet and I was asked to meet them.

Rakuten is the Japan's version of Amazon and are investors in Cabify Spain, lyft in the US, Viber, and many other technological platforms worldwide.

They are very interested in the EU approach and welcome the Communication. In particular, they were interested on our next steps and whether we would be taking a more sectorial approach. I explained that so far we do not intend to regulate but have rather provided horizontal policy recommendations and legal guidance. I refer to our monitoring exercise, ongoing and possible future studies (MOVE, Taxation, Just, and possibly tourism). They also asked about MS latest regulatory actions. I referred to the latest developments in the Baltic countries, FR, IT, PT, etc.

[REDACTED]

[REDACTED]

Best,

[REDACTED]

From: William Echikson [[mailto:\[REDACTED\]@gmail.com](mailto:[REDACTED]@gmail.com)]
Sent: Tuesday, November 22, 2016 11:31 AM
To: [REDACTED] (GROW)
Subject: Rakuten

Hi [REDACTED],

Kristian Hedberg suggested that I contact you. I represent Rakuten here in Brussels - Japan's version of Amazon. The company is pushing hard for freeing up the collaborative-sharing economy in Japan.

Rakuten policy manager Motohiko Sato is visiting Brussels next week and would love to discuss these issues with you. The best time for us would be Monday lunch or late afternoon or Tuesday morning.

Hope we can meet up.

Warmest,

[REDACTED]

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