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**From:** Art 4.1. b (TRADE)  
**Sent:** Friday, February 10, 2017 5:03 PM  
**To:** BURGSMUELLER Christian (CAB-MALMSTROM)  
**Subject:** M. Asenius and Ch. Burgsmüller Meeting with Cisco 9/2

**Meeting with Art 4.1. b and Art 4.1. b (Cisco) – Brussels, 9/02**

Short exchange of views between CAB (M. Asenius and Ch. Burgsmüller) and Cisco on the outlook for transatlantic trade relations following the US election. Cisco representatives shared their concerns over the future of the US trade agenda and described their efforts to shift the perception of the new administration from the deficit angle onto a more general debate about the benefits of trade. Once that perception would be broadened, digital issues would hopefully be picked up by the Trump administration. On TTIP, Cisco would be supportive of the resumption of the negotiations. Looking beyond transatlantic relations, Cisco described the EU as playing an ever increasing role to address market openness in emerging countries. Also, they conveyed their expectation that the EU would continue promoting plurilateral deals, in particular TiSA which they had strongly supported. CAB explained that it was too early to anticipate Mr. Trump's trade agenda, including on TTIP, but encouraged Cisco to make a strong case for free trade whenever addressing their contacts in DC. The discussion also touched upon Brexit and the negative implications for the business environment, particularly with regards to the mobility of employees, data flows and to the regulatory convergence. Cisco's interest in the export control regulation was also mentioned briefly.

The possibility of a future meeting between Mr. Chuck Robbins, CEO of Cisco, (who participated in the tech leaders' round-table discussion with Mr. Trump and may have valuable insight on the White House) and Commissioner Malmström was floated.