

From: CAB JUNCKER ARCHIVES
Sent: 17 October 2017 09:57
To: [REDACTED] (CAB-JUNCKER)
Subject: Letter from the Fair Standards Alliance
Attachments: Letter from the Fair Standards Alliance 16-10-17.pdf

From: robert@fair-standards.org [<mailto:robert@fair-standards.org>]
Sent: Monday, October 16, 2017 6:17 PM
To: CAB JUNCKER PRESIDENT
Cc: SELMAYR Martin (CAB-JUNCKER); DEJMEK HACK Paulina (CAB-JUNCKER); ROUCH Pauline (CAB-JUNCKER)
Subject: Letter from the Fair Standards Alliance

Dear President Juncker,

I am contacting you on behalf of the Fair Standards Alliance (FSA), an association whose membership is broad and diverse, ranging from multinationals to small and medium-sized enterprises, and coming from different levels of the value chain across a diversity of industry sectors. Our members represent a significant portion of European innovation, employing more than one million people in the EU alone and spending more than 100 Billion Euros on R&D globally. Fourteen of our members are headquartered in Europe, but all contribute significantly to the European economy, to the benefit of businesses and consumers, with the commitment to drive innovation, jobs and growth for decades to come.

We understand that the Commission intends to issue guidelines on the licensing of Standard Essential Patents before the end of this year. More and more industries and companies are having to implement standards to build products and bring innovation to the European consumer. European innovation requires access to those standards, on fair and reasonable terms. Any guidance from the Commission should reflect a careful balance, and consider the interests of the European industry. Our members are highly concerned that, if not balanced, guidelines could seriously risk to damaging Europe's economy and innovation ecosystem. Attached you will find a letter voicing the perspective of this association.

We would be grateful if you could consider meeting with a number of our representatives. In the meantime, we remain available to discuss any further questions you may have.

Yours sincerely,

Robert Pocknell
Chairman
Fair Standards Alliance ASBL
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Transparency register: 354710219654-02

16 October 2017

Letter Urging the European Commission to Reject Principles that Hinder European Innovation when Providing Guidance on SEP Licensing

Mr. Jean-Claude Juncker, President of the European Commission
Mr. Andrus Ansip, Vice-President for the Digital Single Market
Mr. Jyrki Katainen, Vice-President for Jobs, Growth, Investment and Competitiveness
Ms. Elżbieta Bieńkowska, Commissioner for Internal Market, Industry, Entrepreneurship and SMEs
Ms. Violeta Bulc, Commissioner for Transport
Ms. Cecilia Malmström, Commissioner for Trade
Mr. Carlos Moedas, Commissioner for Research, Science and Innovation
Ms. Margrethe Vestager, Commissioner for Competition

Dear President Juncker,
Dear Vice-Presidents,
Dear Commissioners,

The Fair Standards Alliance (FSA) is an association of more than thirty European and international innovative companies, ranging in size from multinationals to SME's, with the ambition to ensure Europe, its citizens and consumers can all benefit from the future technologies of the Internet of Things (IoT). These companies contribute to the EU economy by employing more than one million people in the EU alone and spending more than 100 Billion Euros annually on R&D.

Unfortunately, we must inform you that our alliance believes the European Commission risks jeopardising Europe's potential to be a world leader in the IoT by supporting a patent licensing system which rewards a few entrenched patent-holding companies at the expense of innovative companies and ultimately consumers.

While we appreciate and support some of the proposals of the European Commission's plans for potential guidelines on Standard Essential Patents (SEPs), the FSA feels it necessary to sound the alarm at the highest political level to prevent the adoption of practices such as "use-based" licensing and refusals to license SEPs that patent holders have committed to license on Fair, Reasonable and Non-Discriminatory (FRAND) terms.

Poor policy guidance in this area could deeply undermine innovation in Europe – including for thousands of innovative European SMEs who rely on open standards – and negatively impact European consumers in the area of IoT. As Commissioner Bieńkowska rightly stated: *"We need a balanced licensing system for technologies endorsed in standards, in other words Standard Essential Patents. It should provide for broad and efficient access to these technologies, while ensuring that there are adequate incentives for research, development and innovation."*

It is our understanding that the current draft does *not* reflect the balance for which the European Commission is aiming. The FSA is very concerned that the European Commission is favouring a few large multinational corporations with extensive SEP portfolios (amassed during past 'glory days') over the more important concern of advancing Europe's role in developing the IoT and other core technologies of the future which are central to Europe's economic future and creating

growth and jobs. In addition, the current draft would maintain and exacerbate the uncertainty that the proposed guidelines seek to remedy. This is why we are writing to you again on this matter (further to our letter of 24 March 2017).

Proposed principles raise widespread concerns

Practices such as “use-based” licensing and refusals to license SEPs that patent holders have committed to license on FRAND terms will dampen Europe’s chances of taking the lead in developing the IoT – driving up prices for business and consumers, and reducing the speed and uptake of IoT technologies and products.

At stake is the continued prosperity of Europe’s auto industry – one of its core business sectors – at a vital time for the European economy. Endorsing such practices will directly impact the development of a European autonomous vehicle industry, as competition and innovation will be stifled if there is no open and transparent access to the SEPs contained within such a vehicle. As you can read in the testimonials from a number of European car manufacturers (see Annex 2), *“The inclusion of wireless technologies in our vehicles has completely changed the licensing model of our industry, and this creates significant concerns”*. If these practices are endorsed, the European car industry will receive claims or requests to engage in licensing discussions, for technologies that are entirely implemented at the component or module level, and for which they do not have the applicable technical expertise to fully evaluate whether a license is needed or what a fair price for such technology might be. And as you can read from the testimonials, a variety of other industry members share these concerns.

More specifically, use-based licensing may result in a “tax” on downstream innovation. Such models increase the risk that some SEP holders will seek compensation for value that they did not create, for technologies that they did not invent, or for innovations for which they cannot rightfully claim credit. Such practices will hinder – rather than facilitate – the development and growth of new digital technologies.

Crucially, the current draft (as reported) does not recognize or address the interrelation between the issues of “use-based licensing” and “refusal to license” higher up the value chain. Endorsement of “use-based licensing” will encourage SEP holders to “refuse to license” higher up the value chain. Component or module manufacturers may not always be able to accurately identify the end-use of their products and might therefore be unable to agree to use-based licensing, in which case SEP holders might refuse to grant a license. Accordingly, any endorsement of “use-based licensing” would likely render any guidance on “refusal to license” ineffective. We do not agree that a refusal to license in circumstances where a component or module supplier cannot agree to use-based licensing would be consistent with FRAND commitments, but this would not prevent SEP holders from doing so. The current draft, as we understand it, would therefore maintain and exacerbate the uncertainty that the proposed guidelines seek to remedy. The current draft has been portrayed as a balanced compromise between these two critical issues, but this does not reflect reality.

Endorsing practices that might encourage SEP holders to refuse to license at any given level of the value chain (e.g., at levels other than the end device)—regardless of the reason—is likely to do additional damage to the European innovation ecosystem. Such an approach would contradict the position already taken by the European Commission’s Horizontal Cooperation Guidelines, which indicate that SEP holders must *“offer to license their essential IPR to all third parties on fair, reasonable and non-discriminatory terms”* (Art. 285, emphasis added). Allowing such behavior by licensors would also run counter to international norms, in particular the statements

by multiple courts and competition agencies indicating that refusals to license are inconsistent with the FRAND promise and requirements that patents only be valued based on their claimed technology, not based on downstream innovations to which the patent owner has no right or credit. It would put European companies, for which licensing would occur only at the device-level, at a significant disadvantage compared to foreign competitors who can under the laws of other jurisdictions obtain licenses at all levels and thus supply licensed components for the international markets.

The FSA is also concerned about any guidelines supporting valuation of SEP portfolios without an accompanying assessment of the validity or essentiality of the SEPs within the portfolio. This is because SEP holders should not be permitted to interfere with a licensee's right of access to the courts, or force a licensee to take a license to SEPs that are not infringed or are invalid or unenforceable.

Finally, standardization projects hosted at standards development organizations (SDOs) such as ETSI should not be referred to as "Open Source" if their accompanying licensing framework violates core principles of the Open Source Initiative ("OSI"). Proposals that seek to artificially limit the IP rights typically granted to implementers of software licensed under an OSI-approved Open Source Software license, or that seek to undermine the OSI principles that define Open Source Software, are likely to alienate the open source community and thus inherently conflict with the purpose of pursuing Open Source and leveraging the value of that community. Such proposals should thus be rejected.

We provide further details in Annex 1 to this letter (attached).

Our concerns are not mere hypotheticals – we live with them every day

As mentioned above, our member companies are already experiencing *today* the impact of the licensing practices described above on their businesses. Some companies have been threatened with demands to pay SEP royalties based on the revenue they generate or on the value of the end product they produce—allowing SEP holders to obtain value based on innovation developed by others and beyond the scope of their patents. Other companies have been refused licenses to SEPs covering standardized technology that they seek to implement, making their customers reluctant to adopt their proposed solutions and their management hesitant to implement the new technology due to the associated uncertain exposure.

In Annex 2, we provide some testimonials to show how these licensing practices impact businesses on a daily basis, and inhibit their ability to innovate.

The European Innovation ecosystem is at risk

We therefore urge you to reject the approaches to SEP licensing we have highlighted above, and to focus the Commission's guidance on principles that promote European innovation. Where the Commission is uncertain about the impact some of its considerations may have, we respectfully submit that it should stay silent, or make a thorough independent assessment as to what the impact of such consideration may be.

The FSA, which represent a broad cross-section of the European business community interested in the continued viability of the innovation ecosystem, thank the Commission for its engagement on important matters relating to SEPs, and for the opportunity to submit our perspectives. We would be pleased to make ourselves available for further dialogue.

Sincerely,

The Fair Standards Alliance

Committed to European Innovation

www.fair-standards.org

Our members represent a significant portion of European innovation, employing more than one million people in the EU alone and spending more than 100 Billion Euros on R&D globally. Fourteen of our members are headquartered in Europe. But all our members contribute significantly to the European economy, to the benefit of businesses and consumers, with the commitment to drive innovation, jobs and growth for decades to come.

Current members of the Fair Standards Alliance include:

<i>AirTies</i>	<i>Apple</i>	<i>BMW</i>
<i>Bullitt</i>	<i>Bury</i>	<i>Cisco</i>
<i>Daimler</i>	<i>Dell</i>	<i>Deutsche Telekom</i>
<i>Fairphone</i>	<i>Google</i>	<i>Gramm, Lins & Partner</i>
<i>Harman</i>	<i>HP</i>	<i>Hyundai</i>
<i>Intel</i>	<i>ip.access</i>	<i>Juniper</i>
<i>Lenovo</i>	<i>N&M Consultancy</i>	<i>Nordic Semiconductor</i>
<i>Pearl Cohen</i>	<i>RHA Legal</i>	<i>Sagemcom</i>
<i>Sequans Communications</i>	<i>Sierra Wireless</i>	<i>Telit</i>
<i>Tesla</i>	<i>u-blox</i>	<i>Valeo</i>
<i>Visteon</i>	<i>Volkswagen AG</i>	

Annex 1

The reference to “use-based” licensing and limitations to the “availability of licenses” for FRAND-encumbered SEPs has resulted in widespread concerns

Under use-based licensing, SEP holders would be able to charge different rates depending on the ‘use’ of the technologies, i.e., depending on the product in which the technology is used – even if the use of the technology is the same. Furthermore, due to the inability of component manufacturers to track the end-use of their products, the endorsement of use-based licensing would also result in allowing SEP holders to refuse FRAND licenses to such component manufacturers – contrary to the FRAND principle that SEP licenses should be available throughout the value chain, included in the European Commission’s Guidelines on the applicability of Article 101 TFEU to horizontal co-operation agreements (para 285).

“Use-based” licensing seeks to reward SEP holders, at least in part, for added value created by implementers’ different uses of the same standardized technology. For example, a car manufacturer that uses an embedded LTE-chip may be charged more than other manufacturers that embed the same LTE-chip in less expensive devices. This is discriminatory based on the price of the end product, both within and outside of a particular product category.

The counterargument that is often used to defend use-based licensing, i.e. that “*fridge manufacturers do not need to pay the same amount of royalties as mobile phone manufacturers*”, is missing an important practical point. In fact, the industry is already developing and implementing “scaled down” versions of communications standards for the types of low power, inexpensive sensors that will likely be used in devices such as a fridge. Within LTE, there are different standards depending on whether the technology is used for a mobile phone or an IoT device, and even within the IoT segment, there are various standards that can be used based on the products’ connectivity requirements (e.g., NB-IoT; LTE Cat-M). Lower-end sensors used in IoT devices – which implement less of the standardized technology (and thus use less of the relevant SEPs) – will be priced much lower than the high-end components used in a smartphone. In other words, there is no need for endorsing “use-based” licensing to solve this issue: the industry is already doing it without the need for new regulations that would run counter to centuries of patent law regarding compensation for use of patented inventions.

We likewise understand that the Commission is considering whether to support so called “refusals to license” SEPs, at least in some circumstances. Endorsing practices that will allow SEP holders that have provided a commitment to license on FRAND terms, to refuse to license at a level other than at the level of the end-device, either as they are not able to identify the specific use of a component or for other reasons, we fear will damage the innovation ecosystem in Europe. Moreover, such rules would run counter to international norms, and thus put European companies at a significant disadvantage as compared to their foreign competitors.

No forced portfolio licensing

SEP holders should not be permitted to force portfolio SEP licensing. No licensee should be forced to accept a license to purported SEPs it does not need to license or that, if fairly evaluated, would be determined to *not* be essential, valid or enforceable. Implementers should have the ability to choose which patents to license. Aggregation of SEPs for licensing should not be used to avoid consideration of the merits (i.e., validity, infringement or essentiality) or value of individual patents, and traditional burdens of patent law must continue to apply to SEPs. Quantity is not a substitute for quality. It has been repeatedly demonstrated that only a small

percentage of patents declared essential, when fairly evaluated, actually turn out to be essential, valid, enforceable and infringed.

The importance of maintaining the open source software (OSS) value proposition

The Open Source Software (OSS) ecosystem has matured over the last 40-plus years to become a major engine for innovation and economic growth across the breadth of the high-tech industry. The OSS ecosystem thrives, in large part, because it was built on the free and open sharing of code reflecting different ideas, techniques, and solutions, and on the premise that the resulting software and software development acumen would evolve and improve over time.

Today, the Open Source Initiative (OSI; <https://opensource.org/osd>) is the industry's recognized guardian of what OSS means and of the accepted IPR licensing principles under which OSS is distributed and used. It defines OSS licenses as "licenses that comply with the Open Source Definition – in brief, they allow software to be freely used, modified, and shared". OSI further instructs that projects may not be called "Open Source" if they do not use an Open source license, noting that "*we have seen this confusion happen in the past, and it's part of the reason we have a formal license approval process*" (<https://opensource.org/faq>).

Proposals to artificially limit the IPR rights typically associated with an OSI-approved OSS license would not only undermine the desired engagement with the Open Source community, but would result in contributor-licensors having no commitment of any type and, by extension, OSS implementers having no protection from contributor-licensors, for the non-SEPs that may be relevant to the OSS deliverable. Any proposal that would seek to undermine the OSI principles that define OSS should be rejected. Further details can be found in the FSA's position paper that is to be published on its website (www.fair-standards.org/learn-more/).

Annex 2 – Testimonials

“As SME, refusals to license SEPs, the lack of transparency about comparable FRAND rates, the lack of information provided by SEP holders in licensing negotiations, and overly restrictive NDAs are just some examples of practices that are slowing down and killing the innovation which is at the heart of our company. For a company with a one-person legal department, it is hard to review and negotiate a license for Standard Essential Patents, when the SEP holder does not provide information as to why its SEPs are valid, essential and infringed, but instead chooses to target our main channel members and key customer - thus making any balanced and fair discussion impossible. Furthermore, SEP holders are refusing to license chipset vendors with large patent portfolios. Instead the trend is to target smaller product manufacturers or even telecom operators who deploy those products, even though the standardized technology is being implemented at the level of the chipsets and related software components that we use in our products (it has nothing to do with the technology that the OEM or the telecom operator develops). Overall, we often experience that FRAND principles are not complied with, even if efforts are made by SEP holders to write long letters with minimum information – all with the intent to hold the company they target as an unwilling licensee” – Metin Taskin, Chief Technology Officer, and Sylvie Vollet, General Counsel, Airties (SME)

“We are in the situation that our end customers in IoT typically have no idea that they need to worry about licensing, and have no technical expertise to feel comfortable negotiating. This is particularly true for new IoT players, who are developing around the new LTE variants that are optimized for IoT (small size, low cost, low power consumption) – CatMI and CatNBI. They look to us (as IoT chip vendor) or to the module vendor to provide IP indemnification as the solution provider who masters the technology. At the same time, as we typically sell chips to module vendors or other manufacturing intermediaries, we don't necessarily know the end applications for which our chips are used, making use-based royalties impracticable. We are definitely seeing lack of clarity, fears of cost, fears of the process in the SEP space as being major barriers to an explosion to this market – in particular as it has proven to be difficult to obtain licenses to SEP technology at the level of the chip or module vendor (although SEP holders accepted to license at this level for earlier technologies)” – Deborah Choate, Chief Financial Officer, Sequans Communications (SME)

“It is hard convincing management to start developing chips for the IoT space for which we cannot obtain licenses or calculate potential exposure while customers request full IP protection or indemnification clauses to be inserted in their contracts. Licensing structures for other standardized technologies are much more straightforward, and allow Nordic to acquire its own licenses to protect itself and our customers. But issues in LTE licensing have delayed our decision to add LTE-based technology to our portfolio of IoT chips even though we are convinced such products would bring great benefits to European consumers” – Nordic Semiconductor

“In our industry, we were used to purchase components that include full IP protection. The inclusion of wireless technologies in our vehicles has completely changed the licensing model of our industry, and this creates significant concerns. We are now faced with components that are not licensed, and for which we receive claims or requests to engage in licensing discussions, even though these technologies are completely implemented at the component or module level, and we do not have the applicable technical expertise to fully evaluate whether a license is needed or what a fair price for such technology might be ... Would it not make sense to allow suppliers that design and sell the devices implementing the standard – such as chips and modules – to negotiate licenses so that they may provide fully licensed products to their thousands or tens-of-thousands of downstream customers? To us, the answers to these questions seem self-evident and a matter of common sense.” – BMW Group, Daimler AG, Volkswagen AG

(SG)

From: CAB TIMMERMANS ARCHIVES
Sent: 19 February 2018 17:32
To: CAB TIMMERMANS ARCHIVES
Subject: FW: Joint Industry letter: Proposal for an amended Waste Directive 2008/98/EC: Proposal for a new European Chemicals Agency database (draft articles 9.1 and 9.1.a)
Attachments: Joint Industry Letter_First Vice-President Timmermans_Waste Directive_19 February 2018.pdf

From: [mailto: [redacted]@orgalime.org]
Sent: Monday, February 19, 2018 5:44 PM
To: SELMAYR Martin (CAB-JUNCKER)
Cc: MARTINEZ ALBEROLA Clara (CAB-JUNCKER); BALTAZAR Telmo (CAB-JUNCKER)
Subject: Joint Industry letter: Proposal for an amended Waste Directive 2008/98/EC: Proposal for a new European Chemicals Agency database (draft articles 9.1 and 9.1.a)

Dear Mr. Selmayr,

We have the pleasure of submitting to you attached joint industry letter as sent by ACEA, EURATEX, EuroCommerce and Orgalime to First Vice President Timmermans with copy to Vice President Katainen, Commissioners Vella and Bierkowska and the cabinet of President Juncker, in view of the COREPER meeting on the Commission's waste package on 23rd February 2018.

We seek your support for resolving a matter of Better Regulation stemming from the recent new proposal for a new database to be established and maintained by the European Chemicals Agency for the submission of data pursuant to Article 33(1) of REACH Regulation 1907/2006/EC.

We call on the European Commission to insist on carrying out an impact assessment of the proposal prior to taking a decision on its legally binding introduction. Industry remains fully committed to provide meaningful, easy-to-understand information in compliance with article 33 REACH and in respect of European Property Rights.

We thank you in advance for your kind consideration and remain available for any further information that you may wish to obtain.

Yours sincerely,

Malte Lohan
 Director General

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TOP IN SECTOR

TOP FIVE

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Engineering
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Innovation



EuroCommerce
for retail
& wholesale



ORGALIME

First Vice-President F. Timmermans
Member of the European Commission
European Commission
B – 1049 Brussels

Brussels, 19th February 2018

**PROPOSAL FOR AN AMENDED WASTE DIRECTIVE 2008/98/EC:
Proposal for a new European Chemicals Agency database (draft articles 9.1 and 9.1.a)**

Dear First Vice-President,
dear Mr. Timmermans,

Signatories of this letter, representing industries employing over 58 million of workers in Europe and accounting for over €4,800 billion of turnover, are contacting you today in view of the upcoming COREPER meeting on 23rd February 2018 on the Commission's waste package, and the proposal for an amended Waste Directive 2008/98/EC in particular. We particularly seek your support for resolving a matter of Better Regulation stemming from the recent new proposal for a new database to be established and maintained by the European Chemicals Agency (ECHA) for the submission of data pursuant to Article 33(1) of REACH Regulation 1907/2006/EC.

While article manufacturers in the meaning of the REACH Regulation 1907/2006/EC bear certain notification and communication obligations concerning certain specific substances present in their articles, the newly suggested proposal for an ECHA database conflicts, in our view, with Better Regulation principles for the following reasons:

- The proposal for such a database has not been subject to an impact assessment. Considering that the proposal duplicates and goes beyond the existing notification and communication requirements under the REACH Regulation 1907/2006/EC, we expect significant consequences such as in terms of administrative burden and costs, which have not been impact assessed. Its environmental benefits, and the benefit for waste treatment operators and consumers in particular, have not been demonstrated.

- The recent Commission Communication COM 2018(32) final on the options to address the interface between Chemicals, Products and Waste announces the launch of a feasibility study "*on the use of different information systems, innovative tracing technologies and strategies which could enable relevant information to flow along article supply chains and reach recyclers*". This study is due for the end of 2019. Finally adopting the present database proposal would pre-empt the findings of this study.
- In general, waste prevention measures should, for the sake of the proper functioning of the EU internal market for products, not interfere with requirements in scope and regulated under relevant EU product legislation, including the fully harmonised REACH Regulation.

We therefore urge the European Commission to insist on carrying out an Impact assessment of the proposal prior to taking a decision on its legally binding introduction. Industry remains fully committed to provide meaningful, easy-to-understand information in compliance with article 33 REACH and in respect of European Property Rights.

A copy of this letter has been sent to Vice-President Katainen. Commissioners Vella and Bierkowska and the cabinet of President Juncker.

Yours sincerely,



Erik Jonnaert
Secretary General
ACEA



Klaus Huneke
President
EURATEX



Christian Verschueren
Director General
EuroCommerce



Malte Lohan,
Director General
Orgalime

(SG)

From: CAB JUNCKER ARCHIVES
Sent: 30 August 2017 12:04
To: CAB JUNCKER ARCHIVES
Subject: FW: ERT Invitation to President Juncker
Attachments: 2017 March - ERT Membership.pdf
Importance: High

From: [mailto: [redacted]@ert.eu]
Sent: Wednesday, August 30, 2017 11:00 AM
To: MARTINEZ ALBEROLA Clara (CAB-JUNCKER)
Cc: Brian Ager
Subject: FW: ERT Invitation to President Juncker
Importance: High

Dear Ms Martinez-Alberola,

Mr Ager has asked me to forward the attached message to you

Best regards,

[redacted]

ERT

European Round Table of Industrialists (ERT)
 Boulevard Brand Whitlocklaan 165 - 1200 Brussels - Belgium
 Phone: +32 2 [redacted] Email: [redacted]@ert.eu
 Website: www.ert.eu - Follow us on Twitter: @ert.eu
 EU Transparency Register: 25487687824-45

From: Brian Ager
Sent: woensdag 14 juni 2017 10:52
To: martin.seimayr@ec.europa.eu
Cc: Clara.Martinez-Alberola@ec.europa.eu
Subject: ERT Invitation to President Juncker
Importance: High

Dear Martin,

I hope all goes well with you.

ERT will be holding one of its Plenary Sessions in Brussels in May 2018, hosted by the CEO of Solvay. On behalf of our Chairman, we would like to invite President Juncker to be the guest of honour at the formal dinner on Sunday 27 May. We would of course like him to address the group, and to take a few questions if that were acceptable to him. For reference, I attach the current list of ERT Members. Normally at these events (which take place twice a year) we have a turnout of about 90% of the membership.

I would be most grateful if you could let me know if the President would be able to accept. Should you need any further information I would of course be happy to provide this.

With best wishes

Brian

Brian Ager
Secretary General

ERT

European Round Table of Industrialists (ERT)

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EU Transparency Register: 25487567824-45

European Round Table of Industrialists

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Benoît Potier Chairman and Chief Executive Officer Air Liquide (F)

VICE-CHAIRMAN

Vittorio Colao Chief Executive Vodafone Group (UK)

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Dimitri Papalexopoulos	Chief Executive Officer	Titan Cement (GR)
Jan du Plessis	Chairman	Rio Tinto (UK)
Patrick Pouyanné	Chairman of the Board & CEO	TOTAL (F)
Norbert Reithofer	Chairman of the Supervisory Board	BMW Group (D)
Stéphane Richard	Chairman & CEO	Orange (F)
Kasper Rorsted	Chief Executive Officer	adidas Group (D)
Güler Sabancı	Chairman	Sabancı Holding (TR)
Risto Siilasmaa	Chairman	Nokia (FIN)
Tony Smurfit	Group Chief Executive	Smurfit Kappa Group (IRL)
Ulrich Spiesshofer	Chief Executive Officer	ABB (CH)
Carl-Henric Svanberg	Chairman	BP (UK)
Johannes Teysen	Chairman and Chief Executive Officer	E.ON (D)
Jacob Wallenberg	Chairman	Investor AB (S)

53 Members on 30 March 2017

About the Signatories

About ACEA:

The European Automobile Manufacturers' Association (ACEA) represents the 15 major Europe-based car, van, truck and bus makers: BMW Group, DAF Trucks, Daimler, Fiat Chrysler Automobiles, Ford of Europe, Honda Motor Europe, Hyundai Motor Europe, Iveco, Jaguar Land Rover, PSA Group, Renault Group, Toyota Motor Europe, Volkswagen Group, Volvo Cars, and Volvo Group.

<http://www.acea.be/>

About EURATEX:

Euratex is the industry association representing the European textile and apparel industry. In the EU 28 the industry accounts for 177.700 companies, 99% are SMEs (Small and Medium size Enterprises) primary producing in Europe and integrated in the global supply chains. Europe is the second largest world exporter of textile products and last year generated €171 Billion turnover, employing 1.7 Million people.

<http://euratex.eu/>

About EuroCommerce:

EuroCommerce is the principal European organisation representing the retail and wholesale sector. It embraces national associations in 31 countries and 5.4 million companies, both leading multinational retailers such as Carrefour, Ikea, Metro and Tesco, and many small family operations. Retail and wholesale provide a link between producers and 500 million European consumers over a billion times a day. It generates 1 in 7 jobs, providing a varied career for 29 million Europeans, many of them young people. It also supports millions of further jobs throughout the supply chain, from small local suppliers to international businesses. EuroCommerce is the recognised European social partner for the retail and wholesale sector.

<http://www.eurocommerce.eu/>

About Orgalime

Orgalime, the European Engineering Industries Association, speaks for 42 trade federations representing the mechanical, electrical, electronic, metalworking & metal articles industries of 23 European countries. The industry employs nearly 11 million people in the EU and in 2016 accounted for some €2,000 billion of output. The industry represents over a quarter of the output of manufactured products and over a third of the manufactured exports of the European Union.

<http://www.orgalime.org/>



EUROPEAN COMMISSION
Office of the President Mr Jean-Claude Juncker

Head of Cabinet

Brussels, 15 SEP. 2017
Ares(2017)1245712

Dear Mr Ager,

Thank you for your e-mail of 14 June 2017 kindly inviting President Juncker to be the guest of honour at the formal dinner organised to coincide with the Plenary Session of the ERT on 27 May 2018 in Brussels.

Regrettably, the President is unable to give a positive reply to your invitation due to existing commitments on the day in question.

He has asked me to convey his best wishes for a successful event.

Yours sincerely,

Mr Brian AGER
Secretary General
European Round Table of Industrialists (ERT)

E-mail: b.ager@ert.eu
@ert.eu

Mail: European Commission - Office BERL, 13/069 - 1049 Brussels - Belgium
Address: rue de la Loi / Wetstraat 200, 1040 Bruxelles / Brussel
Tel: +32-2-298 12 30 - e-mail: Martin.Selmayr@ec.europa.eu

VDA Verband der Automobilindustrie e.V. | Postfach 10 15 52 | 10004 Berlin
435 - 17



European Commission
Herr Martin Selmayr
1049 BRÜSSEL
BELGIEN

Document ID:
15117 Berlin
Date: 05.03.2017 10:00
To: Herr Martin Selmayr
Via: E-Mail
AAAC 1017

Your ref./your corresp. no.

Our ref.

Extn.

Email address

Date

05.03.2017

VDA's 19th Technical Congress 2017 in Berlin

Dear Mr. Selmayr

We have pleasure in inviting you most cordially to attend the

**VDA's 19th Technical Congress
in Berlin on 05 and 06 April 2017**

as a guest of honour. You will find the programme and further information in the enclosed booklet.

May we ask you to register for the event online, at www.vda.de/technical-congress. Please use your personal access code to log in, and fill in the registration information as required.

Access Code: [redacted]

You will receive email confirmation of your registration. As a guest of honour you will, of course, not need to pay a participation fee, but we kindly ask you to arrange your own transport and accommodation.

If you have any questions please contact [redacted], who will be happy to assist you:
tel. +49 [redacted]; email congress@vda.de.

Yours truly,

VERBAND DER AUTOMOBILINDUSTRIE



Dr. Joachim Damasky
Managing Director



Enc.: Program Technical Congress 2017



19. VDA Technischer Kongress

19th VDA Technical Congress

Programm

5./6. April 2017, Kosmos, Berlin

Program

April 5 – 6. 2017, Kosmos, Berlin

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[www.vda.de/
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Kongress-Unterstützer



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DELPHI

Innovation for the Real World



MICHELIN





EUROPEAN COMMISSION
Office of the President Mr Jean-Claude Juncker
Member of Cabinet
Economic Adviser

Brussels, **27 MARCH 2017**
Ares (2017) 1357230

Dear Dr Damasky, Dear [REDACTED],

President Juncker and his head of cabinet, Mr Martin Selmayr, would like to thank you for your letter of 6 March 2017 kindly inviting them to Verband der Automobilindustrie's (VDA) 19th Technical Congress on 5 & 6 April 2017 in Berlin.

Regrettably, neither President Juncker nor Mr Selmayr are able to give a positive reply to your invitation due to existing commitments on the days in question.

They send on their best wishes for a successful event.

Yours sincerely,

Luc Tholoniati

Dr Joachim DAMASKY
Managing Director

Verband der Automobilindustrie (VDA)

E-mail: info@vda.de

Mail: European Commission - Office: BERL 13/117 - 1049 Brussels - Belgium
Address: rue de la Loi / Wetsstraat 200, 1040 Bruxelles / Brussel
Tel: +32-2 298.80.08 - e-mail: Luc.Tholoniati@ec.europa.eu