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**Sent:** mardi 26 novembre 2019 12:34  
**To:** SAMSOM Diederik (CAB-TIMMERMANS); NELEN Sarah (CAB-TIMMERMANS); HIESINGER Stefanie (CAB-TIMMERMANS); STOYNOVA Damyana (CAB-TIMMERMANS); [REDACTED]; MES Daniel (CAB-TIMMERMANS); AGOTHA Anthony (CAB-TIMMERMANS); BRAUN Helena (CAB-TIMMERMANS); COLOMBANI Antoine (CAB-TIMMERMANS); [REDACTED] (CAB-TIMMERMANS); TOMCZAK Aleksandra (CAB-TIMMERMANS); VISEK Lukas (CAB-TIMMERMANS)  
**Subject:** Meeting with ExxonMobil representatives

Last Thursday,

I met with three representatives of ExxonMobile at the request of DS whom they had originally asked to meet:

- [REDACTED]
- [REDACTED]
- [REDACTED]

They expressed their support for the Paris Climate Agreement and looked forward to the Green Deal. Lamenting the “bifurcated nature” of current US political discourse around the subject, they appreciated that fact that constructive discussions around issues and differences in views were still possible in Europe.

Their major points were:

1. 2050 is a tough challenge. Important to ensure efficient policies to get there. Carbon pricing and the ETS must remain at the core. Give serious consideration to extending ETS beyond stationary sources. Tail pipe emission legislation should be substituted with power plant to wheel emission regulation.
2. No specific view on 2030 targets professed.

3. Technology is a crucial part of any solution. Policies must therefore support the development and deployment of the necessary technologies.
- a. No specific example of what the EU should do differently or more for this. Expressed *appreciation of the Modernization Fund* and the outreach made to industry in this context.
  - b. *Hydrogen and CCS will need to come into the picture.* Strong pitch for CCS (which they claim to do since the 1970s). In their view, technology is not an issue; economics is for the time being (deployment on large scale would need 80 dollar per tonne ETS carbon price).
  - c. First generation biofuels are a problem but this should not mean that (*3<sup>rd</sup> generation*) biofuels are abandoned. *Lower carbon liquid fuels should remain very much in the picture* as they are and will remain necessary for aviation, maritime and heavy road transport.
4. International developments:
- a. *US:* see above + not doing so bad on emission actually given: *great difference between federal and State level* and strong pull by *favourable economic factors* (sharp drops in price of renewable and gas have led to a sharp reduction in the use of coal).
  - b. *China: with India will make or break.* Worried about more recent developments. Increased political relevance of pollution as a problem especially for the growing middle classes supports positive trends but fears that the *leadership will always choose growth over climate action* if growth is imperilled. Expects efforts to have more efficient use of coal

but not drastic choices against coal. Little level of influence on political decision as a Western oil company.

- c. *India: more optimistic.* Plans are in the making. Extremely open to policy discussions and, in their view, there is a *possibility of India leapfrogging.*

**Riccardo Maggi**  
Member of Cabinet



**European Commission**  
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