

GERMANY NEGOTIATION DOSSIER

(Full Position • Cheat Sheet • Crisis Responses • Final Position Paper)

1. FULL GERMAN POSITION

Germany's interests:

- Expand export markets for German industry.
- Diversify supply chains away from China.
- Strong investor protection; predictable legal framework.
- Flexible rules of origin; digital customs and AI-based risk management.
- Free flow of data; no mandatory localization.
- Strong but workable sustainability + labor standards.
- Strengthen EU role in Indo-Pacific; counterbalance China.

Negotiation stances based on agreement:

- Support: 95% tariff removal in 5–10 years; industrial-first elimination; digital customs; investment court; strong IP enforcement; labor monitoring; Paris compliance.
- Oppose: environmental conditions tied to tariff cuts; strict local-content rules; ESG-based suspension of investor rights; labor-conditional market access; binding emissions reduction inside trade chapter; data localization.

Coalition strategy:

- France = main blocker; appease via reporting/monitoring, not tariff-conditionality.
- Italy = natural transactional ally; offer agri safeguards + emphasize SME/industry gains.
- Poland = strategic ally; emphasize China diversification, sovereignty, IP enforcement.

2. NEGOTIATION CHEAT SHEET

Your key phrases:

- “Germany supports an ambitious but balanced agreement.”
- “We need rapid tariff elimination to secure Europe’s competitiveness.”
- “Environmental commitments must be credible—but not tied to tariff mechanisms.”
- “Strong investor protection is essential for our industries.”
- “Digital trade must remain open; no data localization requirements.”

Your red lines:

- No tariff cuts conditioned on environmental obligations.
- No weakening of investor protection.
- No strict local-content requirements.

Concessions you can trade:

- Strong sustainability reporting.
- Agricultural safeguard clauses.
- Labor supply chain traceability tools.
- Periodic environmental reviews.

3. CRISIS SCENARIO RESPONSES

Possible crises & recommended responses:

- ASEAN political instability → “Strengthen dispute-settlement + monitoring; maintain engagement.”
- Human rights scandal → “Activate consultation + enhanced monitoring; avoid derailing deal.”
- Environmental disaster (e.g., deforestation) → “Add emergency environmental review but keep tariff schedule unchanged.”
- China exerts pressure → “Reaffirm diversification + EU strategic autonomy.”
- Semiconductor / supply-chain shock → “Accelerate digital and industrial cooperation chapters.”

4. FINAL POSITION PAPER

Germany strongly supports concluding an ambitious, future-oriented EU–ANASE trade agreement.

The agreement is essential for strengthening Europe’s industrial competitiveness, ensuring

supply-chain diversification, and establishing the EU as a strategic actor in the Indo-Pacific.

Germany endorses broad tariff elimination, strong investment protection, flexible rules of origin, and deep digital integration. Germany insists on credible—but not trade-disruptive—sustainability and labor commitments. Germany will work to shape a balanced agreement that protects sensitive agricultural sectors while unlocking export and innovation opportunities.

Germany is committed to building a consensus with France, Italy, and Poland, ensuring a unified European front in negotiations with ANASE.