

**From:** [redact]  
**Sent:** 05 August 2016 09:28  
**To:** Lloyd E (Elizabeth)  
**Cc:** [redact] Mitchell I (Ian)  
**Subject:** RE: Berlin visit

we spoke just now. you will get back to me once you had conversation with FM. I will contact the Embassy once we have spoken again.

[redact]

thanks  
[redact]

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**From:** Lloyd E (Elizabeth)  
**Sent:** 05 August 2016 09:06  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Antje - just tried to call - I'm leaving for a meeting in about 10 minutes...but back just after 10

**Elizabeth Lloyd**  
Chief of Staff to the First Minister  
St Andrew's House  
Regent Road  
Edinburgh EH1 3DG  
Tel: [redact]  
Mobile: [redact]

**From:** [redact]  
**Sent:** 04 August 2016 18:24  
**To:** Lloyd E (Elizabeth)  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Liz

I'll be in the office tomorrow morning from 9:00 until 10:00, please give me call.

thanks  
[redact]

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[www.scotland.gov.uk/international](https://www.scotland.gov.uk/international)

**From:** Lloyd E (Elizabeth)  
**Sent:** 04 August 2016 17:29  
**To:** [redact] First Minister; [redact]  
**Cc:** [redact] Nicolson S (Stuart) Special Adviser; [redact] Strang F (Frank); Mitchell I (Ian); Watt K (Karen) (Director for External Affairs); DG Strategy and Operations; Bowman K (Katy); [redact]  
**Subject:** RE: Berlin visit

Hi [redact]

I'll give you a call about this

Liz

**Elizabeth Lloyd**  
Chief of Staff to the First Minister  
St Andrew's House  
Regent Road  
Edinburgh EH1 3DG  
Tel: [redact]  
Mobile: [redact]

**From:** [redact]  
**Sent:** 04 August 2016 15:51  
**To:** Lloyd E (Elizabeth); [redact] First Minister; [redact]  
**Cc:** [redact] Nicolson S (Stuart) Special Adviser; [redact] Strang F (Frank); Mitchell I (Ian); Watt K (Karen) (Director for External Affairs); DG Strategy and Operations; Bowman K (Katy); [redact]  
**Subject:** RE: Berlin visit

Dear [redact] /Liz,

Please find attached a draft suggested programme for FM provided by the Embassy in Berlin.

Grateful if you could confirm that FM is happy with the programme and confirm who will be in her delegation as soon as possible? Also - I think the incoming flight times are be incorrect – grateful if someone could provide me with the flight numbers.

Many thanks,

[redact]

[redact] T: [redact]  
E: [redact]

**From:** Lloyd E (Elizabeth)  
**Sent:** 28 July 2016 18:19  
**To:** [redact] First Minister; [redact]  
**Cc:** [redact] Nicolson S (Stuart) Special Adviser; [redact] Strang F (Frank); Mitchell I (Ian); Watt K (Karen) (Director for External Affairs); DG Strategy and Operations; Bowman K (Katy); [redact]  
**Subject:** Re: Berlin visit

Just to add FM's +1 will be either spad or senior official. At present I think spad attendance is planned

Liz

Sent from my BlackBerry 10 smartphone.

**From:** [redact]

**Sent:** Thursday, 28 July 2016 16:30

**To:** First Minister; [redact]

**Cc:** [redact] Nicolson S (Stuart) Special Adviser; [redact] Strang F (Frank); Mitchell I (Ian); Watt K (Karen) (Director for External Affairs); DG Strategy and Operations; Lloyd E (Elizabeth); Bowman K (Katy); [redact]

**Subject:** RE: Berlin visit

Dear all,

As Liz is out of the office today, I am confirming that Liz has made contact with the Minister's office and two points have been agreed;

1. the lunch meeting will consist of both the First Minister +1 and the Minister of State for Europe +1. [redact]

[redact]

[redact] would be good to follow up on our call earlier – tried you but think you'd stepped away from your desk. I'm about until late.

[redact]

[redact]

**Deputy Private Secretary to the First Minister**

5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG | T: [redact] | M: [redact]



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**From:** Lloyd E (Elizabeth)

**Sent:** 27 July 2016 17:30

**To:** First Minister; [redact] Bowman K (Katy); [redact]

**Cc:** [redact] Nicolson S (Stuart) Special Adviser; McPherson C (Claire); Strang F (Frank); Mitchell I (Ian); Watt K (Karen) (Director for External Affairs); DG Strategy and Operations

**Subject:** RE: Berlin visit

All

Just to keep you informed I've had a direct discussion at their request (via German embassy in London) with the Minister's office.

It is likely they will ask for the meeting to be kept to either just minister and FM, or with 1 person each. They will confirm their preference in the coming days.

We've also begun a discussion about handling and the content of the meeting and I'll send them suggested topics.



[redact]

I wasn't aware that we'd briefed UK Govt about the meeting at this stage - if I can be kept in the loop on any further contact / discussions with them and in FM's absence I'll clear anything further.

Thanks

Liz

**Elizabeth Lloyd**  
Chief of Staff to the First Minister  
St Andrew's House  
Regent Road  
Edinburgh EH1 3DG  
Tel: [redact]  
Mobile: [redact]

**From:** [redact] **On Behalf Of** First Minister  
**Sent:** 27 July 2016 10:42  
**To:** [redact] Lloyd E (Elizabeth); Bowman K (Katy); First Minister; [redact]  
**Cc:** [redact] Nicolson S (Stuart) Special Adviser; McPherson C (Claire); Strang F (Frank); Mitchell I (Ian); Watt K (Karen) (Director for External Affairs); DG Strategy and Operations  
**Subject:** RE: Berlin visit

[redact]

Thanks for this – I can confirm that flights are booked as follows (direct flight times do not work)

06:05 – 11:25 Glasgow to Berlin (Tegel) via Amsterdam  
16:45 – 20:20 Berlin (Tegel) to Glasgow via Heathrow

Given the flight times have changed if they would rather the lunch meeting started at 13:00 then we can accommodate that assuming that the meeting is central Berlin.

Thanks

[redact]  
**Diary Team Manager**  
**Private Office to the First Minister**  
5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG | T: [redact]



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**From:** [redact]  
**Sent:** 26 July 2016 10:20  
**To:** Lloyd E (Elizabeth); Bowman K (Katy); First Minister; [redact]  
**Cc:** [redact] Nicolson S (Stuart) Special Adviser; McPherson C (Claire); Strang F (Frank); Mitchell I (Ian); Watt K (Karen) (Director for External Affairs); DG Strategy and Operations  
**Subject:** RE: Berlin visit  
**Importance:** High

[redact]

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Minister Roth's office has confirmed lunch on **Tuesday 9 August from 13:30-15:00 hrs.**  
Location and format tbc. Grateful if you could arrange flights.

[redact] – grateful for your advice on briefing requirements and support required for FM.

Thanks,

[redact]

[redact]

T: [redact]

E: [redact]

**From:** [redact]

**Sent:** 25 July 2016 18:48

**To:** Lloyd E (Elizabeth); [redact] Bowman K (Katy); First Minister; [redact] Nicolson S (Stuart) Special Adviser; [redact]

**Subject:** RE: Berlin visit

Liz

the contact with the Minister's office was made via the Embassy in Berlin. Currently [redact] is confirming the specific timing for the meeting between FM and Roth scheduled for 9 August. – again through the Embassy staff.

Give me or [redact] a call if you wanted to discuss.

thanks

[redact]

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**From:** Lloyd E (Elizabeth)

**Sent:** 25 July 2016 18:36

**To:** [redact] Bowman K (Katy); First Minister; [redact] Nicolson S (Stuart) Special Adviser; [redact]

**Subject:** RE: Berlin visit

[redact]

Can I just check if you have been speaking to the Minister's office directly or via the Embassy.

I've just had a call with the Political Counsellor in London - to begin discussion around handling - and he is suggesting direct discussion with the Minister's office which I'll follow up - but useful to know who you've been speaking to.

Liz

**Elizabeth Lloyd**

Chief of Staff to the First Minister

St Andrew's House

Regent Road

Edinburgh EH1 3DG

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Tel: [redact]  
Mobile: [redact]

**From:** [redact]  
**Sent:** 18 July 2016 17:04  
**To:** Bowman K (Katy); First Minister; [redact] Lloyd E (Elizabeth); [redact] Nicolson S (Stuart) Special Adviser; [redact]  
**Subject:** RE: Berlin visit

Thanks [redact] – I am investigating with Mr Roth's office and should hopefully be able to get back to you tomorrow.

[redact]

[redact]  
T: [redact]  
E: [redact]

**From:** Bowman K (Katy)  
**Sent:** 18 July 2016 16:03  
**To:** First Minister; [redact] Lloyd E (Elizabeth); [redact] Nicolson S (Stuart) Special Adviser; [redact]  
**Subject:** RE: Berlin visit

Copying FMPU.

**From:** [redact] **On Behalf Of** First Minister  
**Sent:** 18 July 2016 15:32  
**To:** [redact] First Minister; [redact] Bowman K (Katy); Lloyd E (Elizabeth); [redact] Nicolson S (Stuart) Special Adviser; [redact]  
**Subject:** RE: Berlin visit

[redact]

The 9<sup>th</sup> works best for the FM given her leave commitments. She ideally wants to travel on the morning of the 9<sup>th</sup> – there is a flight that gets her in at 12:40 so can we see if a 13:30 start for the meeting is an option?

If not, we can look at getting her there earlier but this would be our starting point.

Happy to discuss

[redact]  
**Diary Team Manager**  
**Private Office to the First Minister**  
5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG | T: [redact]



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**From:** [redact]  
**Sent:** 18 July 2016 10:16  
**To:** First Minister; [redact] Bowman K (Katy); Lloyd E (Elizabeth); [redact] Nicolson S (Stuart) Special Adviser; [redact]  
**Subject:** RE: Berlin visit

Hi [redact]

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www.gov.scot



Any news on FM's availability for 3<sup>rd</sup> or 9<sup>th</sup> August trip to Berlin?

Thanks,

[redact]

[redact]

T: [redact]

E: [redact]

**From:** [redact] **On Behalf Of** First Minister

**Sent:** 15 July 2016 10:41

**To:** [redact] Bowman K (Katy); Lloyd E (Elizabeth); [redact] Nicolson S (Stuart) Special Adviser

**Subject:** RE: Berlin visit

[redact]

I will check with the FM over the weekend and get back to you.

[redact]

[redact]

**Diary Secretary**

5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG | T: [redact]



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**From:** [redact]

**Sent:** 15 July 2016 10:17

**To:** [redact] Bowman K (Katy); Lloyd E (Elizabeth); [redact] Nicolson S (Stuart) Special Adviser

**Subject:** RE: Berlin visit

Hi all

The Embassy have got in touch to offer lunch on either 3<sup>rd</sup> or 9<sup>th</sup> August. [redact] would that work in FM's diary?

[redact]

[redact]

T: [redact]

E: [redact]

**From:** [redact]

**Sent:** 12 July 2016 16:25

**To:** [redact] Bowman K (Katy); Lloyd E (Elizabeth); [redact] Nicolson S (Stuart) Special Adviser

**Subject:** RE: Berlin visit

The Embassy in Berlin has just confirmed that they are still waiting to hear back from the Auswaertiges Amt, but they expect feedback very soon though.

[redact]



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**From:** [redact]  
**Sent:** 12 July 2016 15:50  
**To:** Bowman K (Katy); Lloyd E (Elizabeth); [redact] Nicolson S (Stuart) Special Adviser; [redact]  
**Subject:** RE: Berlin visit

Katy

[redact] is chasing

[redact]

[redact]  
Head of European Relations (Edinburgh)  
Scottish Government  
Area 2 H North  
Victoria Quay  
Edinburgh  
EH6 6QQ  
Tel [redact]  
Mob: [redact]

**From:** Bowman K (Katy)  
**Sent:** 12 July 2016 15:29  
**To:** Lloyd E (Elizabeth); [redact] Nicolson S (Stuart) Special Adviser  
**Subject:** RE: Berlin visit

Hi [redact]

Is there any update on this?

Thanks

Katy

**From:** Lloyd E (Elizabeth)  
**Sent:** 08 July 2016 14:43  
**To:** [redact] Bowman K (Katy); [redact] Nicolson S (Stuart) Special Adviser  
**Subject:** RE: Berlin visit

Thanks [redact]

I won't be around from Monday - but if you ensure Katy and Stuart are aware.

It's ok if Berlin is quiet - the meeting will be sufficient

Liz

**Elizabeth Lloyd**  
Chief of Staff to the First Minister  
St Andrew's House

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[www.gov.scot](http://www.gov.scot)





Regent Road  
Edinburgh EH1 3DG  
Tel: [redact]  
Mobile: [redact]

**From:** [redact]  
**Sent:** 08 July 2016 14:41  
**To:** Lloyd E (Elizabeth); [redact] Bowman K (Katy); [redact] Nicolson S (Stuart) Special Adviser  
**Subject:** RE: Berlin visit

Hi Liz,

Sorry for not getting in touch sooner. I've spoken to our contacts in the Embassy and they think Roth's office will be open to a meeting in August, but they don't expect to have suggested dates/times until Monday. [redact] is also going to have a call with our German contacts this afternoon to reiterate that FM is very keen to meet Michael Roth but mid/late August would be more ideal so the message is heard gets across that she still wants to meet.

However the Embassy did point out that Berlin will be very quiet in August so if FM was wanting to do anything around the meeting, that might not be a good date. If the idea is still just a quiet trip for that meeting only, that would obviously be fine.

I'll chase the Embassy up on Monday to come back with some dates.

[redact]

**[redact]**  
T: [redact]  
E: [redact]

**From:** Lloyd E (Elizabeth)  
**Sent:** 08 July 2016 14:06  
**To:** [redact] Bowman K (Katy); [redact]  
**Subject:** Re: Berlin visiti

[redact]  
Any word back on if we can agree an August date?

Liz

Sent from my BlackBerry 10 smartphone.

**From:** [redact]  
**Sent:** Thursday, 7 July 2016 10:33  
**To:** [redact] Lloyd E (Elizabeth); Bowman K (Katy); [redact]  
**Subject:** Fw: Berlin visiti

All

To see below. Grateful for advice on FMs availability.

**From:** [redact]  
**Sent:** Thursday, July 07, 2016 10:20 AM  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Dear [redact]

Good to speak to you yesterday.

As requested I asked the German Foreign Office about Minister Roth's availability week commencing 18 July. Roth will be away then and not returning until the middle of August.

As an alternative they can offer **Thursday 14 July**.

Please let me know whether that day would suit the First Minister.

Thanks  
[redact]

**From:** [redact]  
**Sent:** 05 July 2016 12:47  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Dear [redact]

In [redact] absence, I'm writing to you about the First Minister's inquiry to meet with German Foreign Minister Steinmeier.

We put a request to the German Foreign Office and have just heard back.

They can offer a lunch with **Michael Roth**, State Secretary for Europe, on **Wednesday 13 July from 12:00-14:00**. Steinmeier is not available I'm afraid.

Please let me know whether the First Minister would like to accept.

Best wishes from Berlin  
[redact]

[redact] • Political Section • British Embassy • Wilhelmstr. 70 • 10117 Berlin  
Tel: [redact] • Fax: [redact] • FTN: [redact] • [www.gov.uk/government/world/germany](http://www.gov.uk/government/world/germany)

**From:** [redact]  
**Sent:** 02 July 2016 10:05  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Dear [redact]

Many thanks for getting back to me so swiftly, your help is much appreciated. The offer of the Ambassador to host the First Minister at his residence is also very kind.

This is simply to let you know that I will be on leave next week, returning to the office on Monday 11<sup>th</sup> July. If you need to discuss any matter relating to the First Minister's visit during my absence please contact [redact] and [redact]

I have earlier on this morning seen the article in Die Welt by Thomas Piketty 'Deutschland traegt die Hauptschuld am Brexit', which makes a number of really interesting points. But I have to say that I really look forward to disappear to Orkney for a windswept, news-free holiday.

Kind regards  
[redact]

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[www.scotland.gov.uk/international](https://www.scotland.gov.uk/international)

**From:** [redact]  
**Sent:** 29 June 2016 08:47  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

[redact]

Thanks a lot. We were expecting this request (I actually discussed yesterday with the Head of the relevant Department in the AA, Klaus Zilikens).

[redact] will try to set something up for you – she will contact the AA this morning. The Ambassador would plan to attend the meeting, and he would be delighted to host the First Minister at his Residence if she wanted to overnight in Berlin.

[redact]

[redact] | Counsellor | British Embassy Berlin | Wilhelmstrasse 70 | Berlin | Germany |  
Email: [redact] | Tel: [redact] | Echo: [redact] | [www.gov.uk/world/germany](http://www.gov.uk/world/germany) |  
Help save paper - do you need to print this email?

**From:** [redact]  
**Sent:** 28 June 2016 19:57  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** FW: Berlin visit

Dear [redact]

In [redact] absence, please could you deal with the below query? As indicated in my email to [redact] am happy to speak on the phone to clarify any details. I should be at my desk most of tomorrow, and my direct number is [redact]

Many thanks  
[redact]

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[www.scotland.gov.uk/international](https://www.scotland.gov.uk/international)

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**From:** [redact]  
**Sent:** 28 June 2016 18:44  
**To:** [redact]  
**Subject:** Berlin visit

Dear [redact]

It seems it was a lifetime since we last spoke/emailed, and so much has happened even since the end of last week. I imagine that in the Embassy you will all will be extremely busy dealing with queries from British citizens living in Germany. I also wonder how the general atmosphere in Berlin is?

At this end a new Cabinet has just settled in after the Scottish election in May, and Ministers are now looking to us to arrange European visits. Following a meeting in the margins of the Ag/Fish Council yesterday between the Cabinet Secretary for the Rural Economy Fergus Ewing and the German Agriculture Minister Christian Schmidt, the First Minister's office has been in touch, inquiring about a meeting with the German Foreign Minister Steinmeier in Berlin. The FM would go at a time convenient for Mr Steinmeier.

I wondered whether you could take this query forward and see whether such a meeting could be arranged? Please get in touch if you wanted to speak to me directly.

With kind regards  
[redact]

[redact] | European Relations | Scottish Government | Victoria Quay ( Area 3D South) | Edinburgh EH6 6QQ | Scotland | UK | 📧 [redact]

Email trail 2

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**From:** [redact] **On Behalf Of** First Minister  
**Sent:** 05 August 2016 15:20  
**To:** [redact] First Minister  
**Cc:** [redact]  
**Subject:** RE: Draft - Briefing for FM's visit to Berlin - For [redact]

[redact]

As discussed just now, it would be good if we could include another few things in the briefing pack;

- the latest on UK negotiating plans and framework

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- a trade brief on Scotland and Germany
- a summary of our own position
- something on what Minister Roth has said or done since Brexit

Many thanks in advance, and don't hesitate to get in touch in the meantime.

It would be good if this could be in before Monday afternoon to allow time for checking and getting up to FM in time.

[redact]

[redact]

**Deputy Private Secretary to the First Minister**

5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG | T: [redact] | M: [redact]



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**From:** [redact]

**Sent:** 01 August 2016 16:56

**To:** First Minister; [redact]

**Cc:** [redact]

**Subject:** Draft - Briefing for FM's visit to Berlin - For [redact]

Hi [redact]

Please find attached a draft briefing pack for FM's visit to Berlin next week – [redact] said you would kindly look over it and give us comments in FM's absence.

Please note that we expect that the Embassy will provide a "scene setter" letter which will cover current issues facing Germany and what is Minister Roth's position. [redact] will also provide an up to date EU referendum brief closer to the date of the meeting. Grateful for your advice on what you think FM will want/need as I understand she will be very familiar with the EU lines!

Happy to discuss any of this and thanks very much for your offer of help.

[redact]

<< File: Germany - Briefing for FM - Draft - Visit to Berlin - 9th August 2016.docx >> << File: Germany - Briefing for FM - Draft - Visit to Berlin - 9th August 2016.obr >>

[redact] | Policy Officer

European Relations Division | The Scottish Government

Area 2-H North Victoria Quay | Edinburgh, EH6 6QQ

T: [redact] | E: [redact]

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## Email trail 3

**From:** [redact]  
**Sent:** 08 August 2016 10:38  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit confirmed for 9 August

Morning [redact]

I have now heard back from the FM's office re tomorrow's visit. I have set out below the anticipated arrangements, which I am happy to discuss with you.

The **delegation** will consist of FM, Liz Lloyd, [redact] and NN Police Support . The FM would like a **briefing** from the charge d'affairs at the Embassy for 20 mins. Would it be possible to get a short biography for [redact]? For the **lunch with Minister Roth** we spoke previously about the 1+1 arrangement: we expect the FM to be supported by Liz Lloyd, and the Minister to be accompanied by one of his staff.

There are currently still some open questions about media, but I hope the above provides you with sufficient details at this stage for your planning? Please give me a call if you wanted to speak directly.

thanks  
[redact]

[redact] | European Relations | Scottish Government | Victoria Quay ( Area 3D South) | Edinburgh EH6 6QQ | Scotland | UK | 📧 [redact]

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[www.scotland.gov.uk/international](https://www.scotland.gov.uk/international)

**From:** [redact]  
**Sent:** 04 August 2016 14:31  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit confirmed for 9 August

Dear [redact]

Thanks for the update.

I've put together a draft programme. Please see attached.

You'll see that I've put some options in the programme for before and after lunch. I'd be grateful if you could let me know how the FM would like to spend her time and who will be travelling with her.

The Embassy driver's details are still missing but I will be able to add those on Monday.

The scenesetter letter will issue tomorrow.

Any questions please let me know!

Victoria Quay, Edinburgh EH6 6QQ  
[www.gov.scot](http://www.gov.scot)



Best wishes  
[redact]

**From:** [redact]  
**Sent:** 29 July 2016 10:40  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit confirmed for 9 August

Dear [redact]

Thanks again for taking your time to speak yesterday. Having had a helpful catch-up with you I spoke to colleagues in FM's private office. It seems now that there has been a direct discussion between Minister Roth's and the FM's office. The following agreement has been reached at Ministerial level:

- The lunch meeting will consist of both the First Minister +1 and the Minister of State for Europe +1

[redact]

I will be in touch later on today to speak about tying up further details for the visit. Can I also just say again how grateful I am for your help and support to arrange this visit at such short notice. It is very much appreciated.

Kind regards  
[redact]

[redact] | European Relations | Scottish Government | Victoria Quay ( Area 3D South) | Edinburgh EH6 6QQ | Scotland | UK | 📞 [redact]

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[www.scotland.gov.uk/international](https://www.scotland.gov.uk/international)

**From:** [redact]  
**Sent:** 28 July 2016 15:58  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit confirmed for 9 August

Dear [redact]

Thank you for getting in touch and covering in [redact] absence.

As discussed I suggest the following outline programme

11:35	ETA Berlin Tegel from Heathrow
12:20	Briefing by Chargé d'Affaires Nick Pickard at British Embassy
13:30-15:00	Lunch hosted by Europe Minister Roth at Restaurant VAU. [redact] Counsellor EU/Economic to accompany. [TBC a 13:00 start; Format 1+3 or 1+4]

16:45 ETD Berlin Tegel

Best wishes  
[redact]

**From:** [redact]  
**Sent:** 27 July 2016 14:47  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit confirmed for 9 August

Dear [redact]  
Good to speak to you.

As mentioned, the Embassy will provide transport and the FM will receive a scene setter letter from the Chargé a couple of days in advance to the visit.

With regards to the lunch, I forgot to mention that Roth and his team are happy to conduct the lunch in English. An interpreter will therefore not be required. I will see if the lunch can be brought forward to 13:00.

And thanks for informing me of the revised flight times. I noted an ETA at 11:35 (suggesting BA0982 from Heathrow) and ETD at 16:45 (BA0985 from Tegel).

When you get a chance, I'd be grateful if you could confirm the topics and format for the lunch and let me know who will be accompanying the FM.

Best,  
[redact]

**From:** [redact]  
**Sent:** 27 July 2016 09:57  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit confirmed for 9 August

Dear [redact]

Roth's office have informed me of the venue and format:

Venue Restaurant VAU, Jägerstraße 54-55, 10117 Berlin (a French Restaurant off Gendarmenmarkt Square in the city centre)

Format 1+3 (but 1+4 would also be possible if FM prefers)

And they suggest the following topics:

- EU-Referendum
- Exit Process
- Situation in Scotland

Please let me know if the FM would like to cover any other specific topics.

Many thanks  
[redact]



[redact] • Political Section • British Embassy • Wilhelmstr. 70 • 10117 Berlin  
Tel: [redact] • Fax: [redact] • FTN: [redact] • [www.gov.uk/government/world/germany](http://www.gov.uk/government/world/germany)

**From:** [redact]  
**Sent:** 26 July 2016 11:14  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit confirmed for 9 August

Dear [redact]

I've finally got an answer for you. **Roth's Office has confirmed lunch on Tuesday 9 August from 13:30-15:00 hrs.** Location and format tbc.

The Ambassador will be on leave then but Nick Pickard, our Deputy Head of Mission, will be Chargé d'Affaires, and delighted to welcome the FM.

The FM and Nick Pickard met during the Battle of Jutland Commemorations in Orkney on 31 May.

Best wishes  
[redact]

[redact] • Political Section • British Embassy • Wilhelmstr. 70 • 10117 Berlin  
Tel: +49 [redact] • Fax: [redact] • FTN: [redact] • [www.gov.uk/government/world/germany](http://www.gov.uk/government/world/germany)

**From:** [redact]  
**Sent:** 25 July 2016 11:37  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Thank you [redact] – I appreciate this will be quite difficult at this time in the year, so grateful for all your efforts!

[redact]  
[redact] T: [redact] E: [redact]

**From:** [redact]  
**Sent:** 25 July 2016 10:34  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

[redact] – Just to say that I am *still* chasing. I'll let you know as soon as I get an answer. [redact]

**From:** [redact]  
**Sent:** 18 July 2016 18:07  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Dear [redact]

I just called you, but forgetting the time difference! The First Minister would be delighted to meet Minister Roth on the 9<sup>th</sup> August. Ideally she could arrive in Berlin for 12:40 and **meet**

**from 13:30** – grateful if you could put this to his office? If this wouldn't work, we can explore getting the First Minister in Berlin earlier.

Many thanks and with best wishes,

[redact]

[redact] T: [redact] E: [redact]

**From:** [redact]  
**Sent:** 15 July 2016 12:26  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

thanks a lot [redact] We put this to FM's office and hope to hear back soon.  
kind regards, [redact]

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[www.scotland.gov.uk/international](https://www.scotland.gov.uk/international)

**From:** [redact]  
**Sent:** 15 July 2016 10:06  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Dear [redact]

I've now heard back from the AA.

They have offered lunch on either 3 or 9 August.

Minister Roth must have changed his leave plans.

Any good?

Best,  
[redact]

**From:** [redact]  
**Sent:** 12 July 2016 16:19  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Dear [redact]

I hope you had a nice time in Orkney!

I'm still waiting to hear back from the AA about possible dates in August. I'll let you know as soon as I get an answer.

Best wishes  
[redact]

**From:** [redact]  
**Sent:** 12 July 2016 17:13  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Dear [redact]

Many thanks for your responses, and also for the offer to talk about the FM's planned visit. Your help with the organisation of this visit is much appreciated, (especially as it requires endurance in playing diary ping pong!)

I gather from my colleagues that during my absence on leave last week there were further exchanges: with the Auswaertiges Amt having initially proposed dates for a meeting during this week, you were now going to inquire whether a meeting with Minister Roth on his return from leave mid August would be possible. Have you already got any feedback?

Kind regards  
[redact]

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[www.scotland.gov.uk/international](https://www.scotland.gov.uk/international)

**From:** [redact]  
**Sent:** 06 July 2016 08:28  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin visit

Happy to talk this through if anyone would like some advice.

[redact]

[redact] | Counsellor | British Embassy Berlin | Wilhelmstrasse 70 | Berlin | Germany |  
Email: [redact] | Tel: [redact] | Echo: [redact] | [www.gov.uk/world/germany](http://www.gov.uk/world/germany)  
Help save paper - do you need to print this email?

Email trail 4

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**From:** [redact]  
**Sent:** 08 August 2016 14:22  
**To:** Lloyd E (Elizabeth); [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin

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All,

With thanks to [redact] and [redact] here is the updated briefing pack for tomorrow. This has been printed and will go to FM in the box car (car leaves SAH at 3.30pm today).

Any comments before 3 please.

[redact]

[redact]

**Deputy Private Secretary to the First Minister**

5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG | T: [redact] | M: [redact]



Office of the First Minister of Scotland

**FirstMinister.gov.scot**

Prionnadh Mhinistear na h-Alba



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**From:** Lloyd E (Elizabeth)

**Sent:** 08 August 2016 14:15

**To:** [redact]

**Cc:** [redact] **Subject:** RE: Berlin

[redact]

Just on the car issue - I'm sure on previous visits where we've used embassy cars they've been available throughout regardless of what we were using them for. We may have been billed for use perhaps, but as it's partly being used for security reasons it would seem sensible to retain it

Liz

**Elizabeth Lloyd**

**Chief of Staff to the First Minister**

St Andrew's House

Regent Road

Edinburgh EH1 3DG

Tel: [redact]

Mobile: [redact]

---

**From:** [redact]

**Sent:** 08 August 2016 13:01

**To:** [redact] Lloyd E (Elizabeth); [redact]

**Cc:** [redact]

**Subject:** RE: Berlin

All

I have just spoken to the Embassy in Berlin:

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- now that the delegation (4 in total) has been confirmed the Embassy are arranging for a people carrier to do the pick up from the airport
- the Embassy driver will be transferring the delegation to the Embassy for a short briefing, then transfer to the Restaurant and afterwards back to the airport
- if the FM would be doing an engagement that is not part of a Government to Government visit – e.g. a media bid prior to lunch – then the Embassy might not be able to provide transport for that. They are going to check the guidance and get back to me on that. [redact]: please note that a taxi might need to be organised for that part of the visit.
- **the Embassy confirmed that their understanding for the lunch arrangement is the same as ours: FM + one of her staff and Minister Roth plus one of his staff**
- the Embassy offered staff not attending the lunch meeting to use the Embassy as a base to work remotely. [redact] this would be only you I suppose?

Once the media engagement is confirmed please let us know so that we can alert the Embassy to the transport requirements.

thanks  
[redact]

[redact] | European Relations | Scottish Government | Victoria Quay ( Area 3D South) | Edinburgh EH6 6QQ | Scotland | UK | 🇬🇧 [redact]

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**From:** [redact]  
**Sent:** 08 August 2016 11:54  
**To:** [redact] Lloyd E (Elizabeth); [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin

Ok great,

Once we know could we feed the address back to [redact] to inform the embassy driver?

Thanks [redact]  
[redact]

[redact]

**Deputy Private Secretary to the First Minister**

5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG | T: [redact] | M: [redact]

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**From:** [redact]  
**Sent:** 08 August 2016 11:54  
**To:** [redact] Lloyd E (Elizabeth); [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin

Hi[redact]

Any media slot would likely be before the meeting and won't take place at the restaurant. We have approached a TV station whose offices are very close to the restaurant so that's where it would probably take place.

[redact]

[redact] Head of First Minister Communications  
[redact]  
[redact]

---

**From:** [redact]  
**Sent:** 08 August 2016 11:52  
**To:** Lloyd E (Elizabeth); [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin

Hi [redact], Liz,

To confirm the points below:

- how many people are in the **delegation**? (FM, you, [redact], and police?) – FM, Liz, [redact] and [redact]
- the **20 min briefing**: at which point would this take place? and where do you envisage this to happen? Ok for the briefing at the Embassy – I think there were plans to fit in a media slot so we would need to look at how appropriate this would be to do at the Embassy or at the restaurant VAU <http://www.vau-berlin.de/en/>? Grateful for advice from Liz/[redact] in copy.
- **other meetings** if applicable: I presume you would be driven to these by the embassy car. Is it possible to get the venues to let the embassy driver know? Yes [redact], grateful if you could indicate to driver the restaurant address and the timings. There are no other meetings/venues planned unless changes with media (see above question)

[redact]

[redact]

**Deputy Private Secretary to the First Minister**

5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG | T: [redact] | M: [redact]

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**From:** Lloyd E (Elizabeth)  
**Sent:** 08 August 2016 09:11  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin

[redact] can confirm delegation but I believe it's just the 4 you mention

Meeting with the Charge d'affairs can take place at the Embassy

Currently nothing else from me but that may change

Liz

**Elizabeth Lloyd**  
Chief of Staff to the First Minister  
St Andrew's House  
Regent Road  
Edinburgh EH1 3DG  
Tel: [redact]  
Mobile: [redact]

---

**From:** [redact]  
**Sent:** 08 August 2016 09:09  
**To:** Lloyd E (Elizabeth); [redact]  
**Cc:** [redact]  
**Subject:** RE: Berlin

Morning Liz

thanks. Could you (or [redact]?) get back to me on a few questions? This is mainly about timings / logistics so that transport in Berlin can be arranged by the Embassy.

- how many people are in the **delegation**? (FM, you, [redact] and police?)
- the **20 min briefing**: at which point would this take place? and where do you envisage this to happen?
- **other meetings** if applicable: I presume you would be driven to these by the embassy car. Is it possible to get the venues to let the embassy driver know?

I will speak to the Embassy this morning re lunch arrangements and let you know immediately once I have done.

[redact]

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**From:** Lloyd E (Elizabeth)  
**Sent:** 08 August 2016 08:18  
**To:** [redact]  
**Cc:** [redact]  
**Subject:** Berlin

[redact]

If you can take a 20minute chat with the charge d'affairs...and ensure they are clear on arrangements for lunch.

I've direct contacts for the ministers office if you need them to confirm anything

Thanks

Liz

**Elizabeth Lloyd**  
Chief of Staff to the First Minister  
St Andrew's House  
Regent Road  
Edinburgh EH1 3DG  
Tel: [redact]  
Mobile: [redact]

**Briefing note**

**BRIEFING FOR FIRST MINISTER**  
**VISIT TO BERLIN - TUESDAY 09 AUGUST 2016**

**LOGISTICS**

**Transport:**

Vehicle: Reg  
Driver:  
Mobile:

<u>Time</u>	<u>Event</u>
<b>06:05</b>	Departure Glasgow via Amsterdam - Flight no: KL1470
<b>11:25</b>	Arrival Berlin (Tegel)  Transfer to British Embassy
<b>12:15</b>	Meeting with Nick Pickard Chargé d'Affaires and tbc Embassy staff Venue: Ambassador's Office, Wilhelmstr. 70, 10117 Berlin



[Media interview TBC]

**13:20** Transfer from Embassy

**13:30 - 15:00** **Working lunch with Michael Roth, Minister of State for**

<b>What</b>	Briefing from Chargé d’Affaires of British Embassy, Nick Pickard, in absence of the Ambassador Sir Sebastian Wood. This is the usual protocol for incoming delegations from the UK. Political Counsellor, Nick Leake will also be attendance
-------------	---

**Europe**


**Venue: Jägerstraße 54-55, 10117 Berlin**

**15:00** Transfer to airport

**16:45** Departure Berlin (Tegel) via Heathrow – Flight no: BA985

**20:20** Arrival Glasgow

**BRIEFING NOTE 1 – BRIEFING FROM NICK PICKARD, CHARGÉ D’AFFAIRES**

<b>Who</b>	<ul style="list-style-type: none"> <li>• <b>Chargé d’Affaires of British Embassy, Nick Pickard</b></li> <li>• From 21 August 2013 - Deputy Head of Mission, Political Counsellor and Consul- General at the British Embassy, Berlin.</li> <li>• June 2008 – August 2013 - Head of Security Policy in the Foreign and Commonwealth Office.</li> </ul> <p><b>Political Counsellor, Nick Leake</b></p> <ul style="list-style-type: none"> <li>• August 2014-present – Counsellor and Head of EU/Economic Section, British Embassy Berlin</li> <li>• August 2010 – June 2014 - British High Commissioner to Mauritius and Head, Indian Ocean Network</li> <li>• August 2006-August 2010 – Deputy Head of Mission, British Embassy Sofia</li> </ul>	
<b>Where</b>	British Embassy Berlin Wilhelmstr. 70 10117 Berlin	
<b>When</b>	<b>12:15 – 12:35, Tuesday 09<sup>th</sup> August 2016</b>	
<b>Supporting officials</b>	<ul style="list-style-type: none"> <li>• [redact] Deputy Private Secretary</li> <li>• Liz Lloyd, Special Adviser to the First Minister</li> </ul>	
<b>Attached documents</b>	ANNEX A: [redact] ANNEX B: [redact]	

**12:15 – 12:35, Tuesday 9<sup>th</sup> August 2016**

# ANNEX A

[redact]

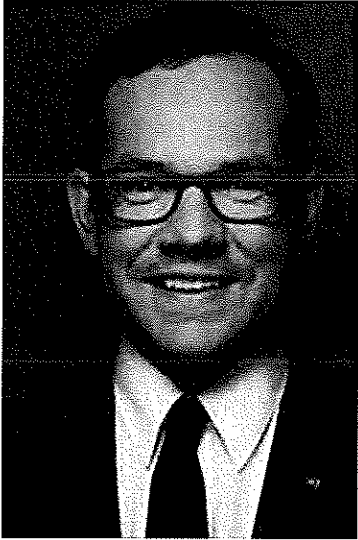


[redact]



**BRIEFING NOTE 2 – MEETING WITH MINISTER MICHAEL ROTH, STATE SECRETARY FOR EUROPE, AUSWÄRTIGES AMT**

**13:30 – 15:00, Tuesday 9<sup>th</sup> August 2016**

<b>Key message</b>	<ul style="list-style-type: none"> <li>• [redact]</li> <li>• [redact]</li> </ul>
<b>What</b>	Bilateral meeting with Mr Michael Roth [pronounced <i>Rowed</i> ], Minister of State for Europe for the German Federal Foreign Office (Auswärtiges Amt).
<b>Who</b>	<ul style="list-style-type: none"> <li>• <b>Michael Roth, Social Democratic Party (SPD) Minister of State for Europe at the Federal Foreign Ministry (since 2013)</b></li> <li>• Born 24 August 1970.</li> <li>• Graduated in political science; from 2000 - 2002 was a lecturer at the Otto Suhr Institute for Political Science at the Freie Universität Berlin. Since 1987 member of the SPD;</li> <li>• Since 1998 elected member of the German Bundestag; until 2013 spokesperson on Europe of the SPD parliamentary group.</li> <li>• Since 2013 Minister of State for Europe at the Federal Foreign Office and since 2014 Commissioner for Franco-German Cooperation.</li> <li>•</li> </ul> 
<b>Where</b>	Restaurant VAU, Jägerstraße 54-55, 10117 Berlin (a French restaurant off Gendarmenmarkt Square in the city centre)
<b>When</b>	<b>13:30 – 15:00, Tuesday, 9<sup>th</sup> August 2016</b>
<b>Likely themes</b>	<p>Minister Roth’s office has suggested the following discussion points:</p> <ol style="list-style-type: none"> <li><b>1. The EU referendum</b></li> <li><b>2. The UK exit process</b></li> <li><b>3. Scotland’s position</b></li> </ol>
<b>Media</b>	<ul style="list-style-type: none"> <li>• Any comms/media considerations will be taken between the Ministerial offices following the meeting and using a mutually agreed line.</li> <li>• In addition, a short article will be compiled on this by Mr Roth’s office and published on the Federal Foreign Office’s homepage.</li> </ul>
<b>Supporting officials</b>	<ul style="list-style-type: none"> <li>• Liz Lloyd, Special Adviser to the First Minister</li> </ul>
<b>Attached documents</b>	<p>ANNEX A: Key Brief            ANNEX B: Minister Roth’s Europe Speech, June 2015 (attached separately)            ANNEX C: [redact]            ANNEX D: [redact]            ANNEX E: Background: Germany T&amp;I Core Brief</p>

## KEY BRIEF

### Constitutional brief

1. Established in 1949, the Federal Republic of Germany comprises 16 states ("Länder"). The German Parliament (the "Bundestag") is elected every 4 years. The 16 state governments are represented in the "Bundesrat", Germany's upper house.
2. The Federal Government is currently led by the **Chancellor Angela Merkel**. Merkel's party, the centre-right Christian Democratic Union (CDU) at present governs in a grand coalition together with its sister party, the Christian Social Union (CSU), and the centre-left Social Democratic Party (SPD), whose leader, **Sigmar Gabriel, is Vice-Chancellor**. The coalition parties, CDU/CSU and SPD, control 504 of the 631 seats in the Bundestag. Coalitions are the norm.
3. The Head of State is currently cross-party nominee **Federal President, Joachim Gauck**, elected in March 2012, who you met in May at a WWI commemoration of the Battle of Jutland. The President is elected for a term of five years and the role is largely ceremonial.
4. The most recent federal election was held in September 2013. Angela Merkel's centre-right CDU/CSU scored its best result since 1990 (41.6%) and emerged as the strongest party, almost securing an absolute majority. The centre-left SPD (25.7%) suffered its second worst result ever. The Greens (8.4%) and Left Party (8.6%) were also elected to parliament.
5. Merkel had a mandate to govern for a third term, but her previous coalition partner (the liberal Free Democratic Party) failed to meet the 5% threshold for seats in the Bundestag. Merkel decided in favour of a grand coalition with the SPD, with whom she had governed in her first term from 2005 to 2009.
6. A new political party, the Alternative für Deutschland (AfD), emerged in Germany at the beginning of 2013. The AfD originally campaigned for the abolition of the euro but has evolved into a reactionary right-wing party appealing to citizens who fear for the future and feel ignored by mainstream politics and media. It narrowly failed to be elected in the 2013 federal election but now holds representation in eight of Germany's 16 state parliaments.
7. The next federal election is to be held in Autumn 2017 with nominations for Chancellor soon after. Voters will likely be heavily influenced by Merkel's refugee policy, which saw over 1.1 million enter Germany last year alone and the unparalleled series of violent attacks with some been linked to terrorist groups, this summer.
8. Early 2016, the Chancellor's approval ratings fell to a four-year low (46%) amid widespread opposition to her refugee policy. However following the UK vote to leave the EU, her approval rating rose to 59%, the highest since September 2015.

### German reaction to UK referendum on EU membership

9. Commenting on the result of the EU referendum in the UK on 24 June, Foreign Minister Steinmeier said "we must not allow ourselves to become hysterical or paralysed by shock". He called for a clear message to be sent that "while we are losing one member state, we are working to make Europe strong".

10. Chancellor Angela Merkel said "there is no doubt that [it] is a blow to Europe and to the European unification process". Mrs Merkel has repeatedly stated there will **be no formal or informal negotiations with the UK until article 50 is invoked** and that negotiations will not amount to a "cherry-picking exercise".

11. There are different positions within the German government as to when Article 50 should be invoked. Mrs Merkel (CDU) said she "would not fight now for a short time frame" while Foreign Minister Steinmeier (SPD) supports a much quicker process.

12. Mrs Merkel has reportedly said that President of the Commission, Jean-Claude Juncker, has become "part of the problem" and **that his recent meeting with Scotland's FM Nicola Sturgeon was provocative.**

13. **The parliamentary floor leader of the Social Democrat Party group, Thomas Oppermann, stated on 24 June that he would welcome Scotland in the EU.** "The Scots have made clear that their place is in Europe and if Scotland gains its independence in the end and again joins the European Union, then that would not balance out the loss for Great Britain but I would warmly welcome the Scots in Europe," Oppermann told reporters.

14. Following the UK vote to leave the EU, **Gunther Krichbaum, chairman of the European Affairs Committee in the Bundestag and close ally of Merkel, claimed that an independent Scotland would be welcome to join the EU.** He said "the EU will still consist of 28 member states, as I expect a new independence referendum in Scotland, which will then be successful [...] We should respond quickly to an application for admission from the EU-friendly country," he told the Welt am Sonntag newspaper.

#### Scotland-German relations

- Germany is Scotland's 3rd largest export market with £1.9bn exported in 2013 (up 24% from 2012). Electrical and instrument engineering, chemicals and mineral products, rubber and plastics and business services and finance were the top exports.
- In 2013, German companies were responsible for 17,690 jobs in Scotland with a turnover of £4.09 million.
- SG values the contribution of the German community (~30,000 in Scotland) and the important role it plays in enriching Scotland socially, culturally & economically.

#### Key ministerial engagement

- 05 July 2016 - FM hosted an EU reassurance meeting with the members of the consular corps. German Consul-General Peter Voss was in attendance.
- 27 June 2016 – Ms Hyslop met with Ambassador Dr Ammon in London.
- 09 December 2015 - Mr Yousaf met with Consul-General Peter Voss and Officials from the German Federal Foreign Office in Edinburgh.

- 07 December 2015 – FM met with Deputy Minister of Environment, Rita Schwarzelühr-Sutter, in Paris.
- 06 October 2015 - Delegation of the governing CSU party from the State Parliament of Bavaria visit to Scotland:
  - FM met with Bavarian Deputy Prime Minister Ilse Aigner
  - Ms Hyslop met with Bavarian Secretary of State Dr Beate Merk.
  - Mr Matheson met with Bavarian Minister for Justice Prof Dr Bausback.
  - Mr Lochhead met with Bavarian Minister for Environment and Consumer Protection Ulrike Scharf.



**MINISTER ROTH'S EUROPE SPEECH**

(PDF attached separately)



[redact]



[redact]



## GERMAN T&amp;I CORE BRIEF

	Key Fact	Supporting Information
<b>Population</b>	<b>80.8m</b> (July 2015 est.) Growth rate: <b>-0.17%</b> (2015 est.)	<ul style="list-style-type: none"> <li>• <b>18<sup>th</sup></b> largest in world and Europe's most populous. (2015)</li> <li>• Ageing population (<b>55</b> and over <b>35%</b>, 2015 est.) leading to shortage of skilled workers. 41% of population <b>25-54 years</b>.</li> <li>• 2015 was characterised by unusually high immigration - net migration of foreign nationals reached 1.14 million.</li> </ul>
<b>Governance &amp; Geography</b>	<ul style="list-style-type: none"> <li>• Federal Parliamentary Constitutional Republic</li> <li>• Chancellor: Angela Merkel (CDU) since November 2005</li> <li>• Chief of State: President Joachim Gauck since March 2012.</li> </ul>	<ul style="list-style-type: none"> <li>• Multi-party system dominated by Christian Democratic Union (CDU) and Social Democratic Party of Germany (SPD)</li> <li>• Strong regional government through the länder – <b>16</b> states.</li> <li>• Chancellor nomination to be held following general election scheduled by June 2017, nominations no later than <b>autumn 2017</b>.</li> </ul>
<b>Air Routes</b>	<ul style="list-style-type: none"> <li>• Daily flights from Glasgow and Edinburgh.</li> </ul>	<ul style="list-style-type: none"> <li>• Dusseldorf, Frankfurt, Berlin and Munich served.</li> <li>• New route from Glasgow to Munich started May 2015 with Lufthansa</li> <li>• Germany is Glasgow's second largest international market after the U.S. with 51,000 German visitors each year contributing <b>£12m</b> to local economy.</li> </ul>
<b>Economy</b>	<ul style="list-style-type: none"> <li>• <b>GDP £2.6 tn (€3.4 tn)</b></li> <li>• World's <b>4<sup>th</sup></b> largest economy and largest in Europe.</li> <li>• GDP growth rate <b>1.5%</b> (2015 est.)</li> <li>• <b>2016</b> Q1 growth confirmed <b>0.7%</b>, <b>2016</b> projected growth <b>1.5%</b></li> <li>• Unemployment rate <b>4.8%</b>, lowest in EU.</li> </ul>	<ul style="list-style-type: none"> <li>• Germany is Scotland's third largest European market, and fourth largest international market.</li> <li>• Exports account for some <b>40%</b> of German GDP, <b>4<sup>th</sup></b> largest exporter in the world after China, combined EU and USA.</li> <li>• Leading exporter of machinery; vehicles, chemicals and household goods.</li> <li>• <b>28</b> of Fortune 500 HQ in Germany; <b>30</b> German companies listed on DAX, <b>European Central Bank</b> HQ in Frankfurt.</li> <li>• Major objective: replace nuclear energy with renewable energy.</li> <li>• Services account for <b>73.8%</b> of employment, industry <b>24.6%</b> and agriculture <b>1.6%</b>.</li> <li>• Automotive industry regarded one of the most competitive and innovative in the world, <b>fourth</b> largest by production (<b>6.03m</b>, behind only China, USA and Japan).</li> </ul>
<b>Scottish Links</b>	<ul style="list-style-type: none"> <li>• <b>11</b> GlobalScots</li> <li>• Caledonian Society (Founded 1946, Bonn)</li> <li>• <b>343,000</b> visits to Scotland in 2014 spending <b>£174m</b> (Scotland's largest EU tourism market and <b>2<sup>nd</sup></b> largest</li> </ul>	<ul style="list-style-type: none"> <li>• Scots and modern day English is massively influenced by Germanic language, roots emerged in <b>12<sup>th</sup></b> &amp; <b>13<sup>th</sup></b> century.</li> <li>• Earliest links to Germany was trade to major Ports, relationship dates to <b>1297</b> when William Wallace wrote after Battle of Stirling Bridge declaring business back to normal. Later Robert the Bruce also wrote thanking German people for support of Scottish enterprise and ensuring safe passage for their merchants.</li> <li>• Strong links to Germany in academic sector in</li> </ul>

	<p>international market after the US).</p> <ul style="list-style-type: none"> <li>c. 40,000 Germans reside in Scotland.</li> </ul>	<p>comparison to rest of the UK, where more direct funding survives and autonomy is weaker.</p> <ul style="list-style-type: none"> <li><b>2,755</b> students studying in Scotland.</li> <li><b>British Council</b> has been in market since 1959.</li> <li>Strong cultural links exist to this day – Walter Scot had a profound interest in German romanticism.</li> </ul>
<b>Scottish (direct) exports to Germany</b>	<b>£1.84 bn in 2014 (6.7% of all exports).</b>	<ul style="list-style-type: none"> <li>Scotland's <b>4th</b> largest market, <b>11%</b> increase 2012-14'</li> <li>Electrical and Instrument Engineering; chemicals and mineral products, rubber and plastics and business services and finance</li> </ul>
<b>Examples of Scottish companies based/doing business in Germany</b>	<ul style="list-style-type: none"> <li><b>Touch Bionics</b> - Recently acquired by Icelandic firm Össur. Opened sales and support office Germany 2013 to be closer to German customers and work with prosthetics centres to sell world-leading prosthetic innovations</li> <li><b>Johnstons of Elgin</b> – cashmere specialist has had a successful presence and showroom in Germany since the early 1980's</li> <li><b>Aberdeen Asset Management</b> - Investment management has office in Frankfurt. Manages Equities, Fixed Income, Property and other assets.</li> <li><b>Optos</b> - Medical technology providing devices and solutions to eye care professionals for improved patient care. Opened an office in Germany 2004.</li> <li><b>RBS</b> - maintained continuity that allows it to forge strong and longstanding relationships with many of the country's largest public and private companies, and with a number of financial institutions.</li> <li><b>Standard Life</b> - office in Frankfurt; business in Germany sells with profit, investment and unit linked life insurance products.</li> </ul>	
<b>Recent trade activity</b>	<p><b>2015/16 – 124 companies with significant international growth projects, companies assisted likely published Aug 16', IP Lites no longer tracked by PPC team.</b></p> <p><b>2014/15 - 234 companies assisted, 15 companies with international projects, 7 companies with Export Explorers, 10 companies with 'IP Lites' by SDI to end March 15'</b></p> <p>SDI ran trade missions to:</p> <ul style="list-style-type: none"> <li><b>International Hotel Investment Forum Berlin (March 2016)</b> Tourism. SDI Scotland stand where Scottish delegates (from lawyers to architects) held meetings with potential investors/hotel operators providing lead generation. Envisage a similar presence at the event next year.</li> <li><b>MEDICA (November 2015) Dusseldorf, Life Sciences. 24 companies attended. 5 exhibitors stated have already secured business, majority remaining exhibitors expecting to do so as direct result of attending. 10 companies reported identified new distributors with 10 stating hopeful of JV partner agreement in future.</b></li> <li><b>Tabletop Exhibition (November 2015) Dresden, TAE.</b> Private mini exhibition which takes place at Host Company's manufacturing facility – this year Global Foundries. <b>7 companies</b> supported by SDI in partnership with NMI (the industry trade body). Aggregated <b>44</b> new business contacts, of which <b>20</b> were identified as potential buyers. <b>4</b> companies identified collaborative opportunities. Future TAE focused show Dresden <b>September 2016</b> has been tentatively agreed.</li> </ul>	

	<ul style="list-style-type: none"> <li>• <b>Anuga</b> (October 2015) <b>Dunnet Bay Distillers</b> (Rock Rose Gin) took part in ANUGA learning journey to find German distributors. Now <b>Rock Rose Gin</b> is listed by a number of important distributors such as Weinkontor Freund, HAROMEX and available in many stockists (Spirituosen Wolf, Hamburg, Scotia Spirit, Cologne, Weinquelle, Siek etc.)</li> </ul>	
<b>FDI from Germany to UK/Scotland</b>	<ul style="list-style-type: none"> <li>• 165 enterprises</li> <li>• 6,615 business sites in the UK</li> <li>• 740 sites in Scotland</li> </ul>	<b>UK: Employment – 235,320</b> <b>Turnover - £76,045m (€92,466m)</b> <b>Scotland: Employment – 17,690</b> <b>Turnover - £4,090m (€5,445m)</b>
<b>German companies based/doing business in Scotland</b>	<b>Total: 192</b> <ul style="list-style-type: none"> <li>• German energy giants <b>E.ON</b> and <b>RWE</b> have invested heavily in Scotland in offshore wind farms, biomass plants and hydro-electric schemes. <b>E.ON's</b> biomass plant near Lockerbie is the UK's largest dedicated wood-burning plant. <b>Siemens</b> is also active here, testing its 6MW device in Hunterston.</li> <li>• <b>Enercon Limited</b> (Aurich, Lower Saxony), fourth-largest wind turbine manufacturer in the world, using innovative gearless technology, opened a sales office in Edinburgh in 2012.</li> <li>• Scotland is now home to <b>3 Merck</b> operations: BioReliance Ltd in Glasgow and Stirling; Sigma Aldrich Fine Chemicals in Irvine and Merck Millipore in Livingston which together employ 478 people.</li> <li>• Engineering firm <b>Mahle Group</b> employs approx. 200 at its Kilmarnock site.</li> <li>• Global leader in the manufacture of highly concentrated omega-3 fatty acids <b>BASF Pharma Ltd</b> employs <b>74</b> in Callanish.</li> <li>• <b>Muller Wiseman Dairies</b> employs over 1000 in Scotland. The company processes and delivers over 30% of the fresh milk consumed in UK every day.</li> </ul>	
<b>Recent investment activity</b>	<ul style="list-style-type: none"> <li>• <b>FY15/16 – 3 inward projects with SDI assistance – 704 total jobs, 54 HVAs.</b></li> <li>• <b>5 projects by SDI in 2014/15 to end March with 90 new jobs, 100 safeguarded – 132 of the total 190 are HVA</b></li> </ul>	

## RECENT ECONOMIC NEWS

**Irish Times:** A surge in investment propelled German economic growth to its fastest pace in two years in the first quarter as mild winter weather encouraged construction. Record-low unemployment in Germany is underpinning consumer demand, while companies are benefiting from a cyclical recovery in the 19-nation euro area driven by European Central Bank stimulus **(24<sup>th</sup> May 2016)**

**Morning Star:** Germany's ZEW think tank said Tuesday that its measure of economic expectations fell to 6.4 points in May from 11.2 points in April, well below its long-term average of 24.4 points. Economists polled by The Wall Street Journal had forecast an increase to 12.3 points. The measure of current economic conditions, meanwhile, rose to 53.1 points from 47.7 points. **(24<sup>th</sup> May 2016)**

**Reuters:** Germany should take advantage of record-low borrowing costs and hike public and private investment in infrastructure, a step that would also help reduce the country's large current account surplus, the International Monetary Fund (IMF) said **(9<sup>th</sup> May 2016)**



LSE European Institute "Perspectives on Europe" public lecture

## The English Patient? The UK's Desire to Redefine its Relationship with the EU and Germany's Role

Michael Roth

German Minister of State for Europe at the Federal Foreign Office

London School of Economics and Political Science

Thursday 25 June 2015

Check against delivery

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Ladies and gentlemen,

I would like to thank the European Institute for inviting me to take part in its renowned series "Perspectives on Europe". As a student, I always wanted to study at LSE. This dream never materialised. Now I come back as a member of the German Government, allowed to give a speech which people are willing to listen to. That is even better! It is an honour and pleasure to be here.

Perspectives on Europe is a broad title. There are many things we could talk about: Greece and its prospects in the eurozone spring to mind immediately. Another issue which worries me a lot is the eroding consensus over the basis of our common values in Europe, like democracy and rule of law.

All of these issues would be worth a speech on their own. Today, however, I want to focus on a topic which also has a lot to do with European unity: the UK's desire to redefine its relationship with the EU. Allow me to give you a rough idea of the German and my own perspective.

Sometimes it helps to change perspective to get a clearer view of a subject. That is also true for our views on Europe.

You might have wondered why the title of my speech refers to The English Patient. Some of you might have seen the film. It is a quite popular romantic drama. I am not quite sure if this really foreshadows the negotiations on redefining the UK's relationship with the EU. Even if there might be some drama in it...

But that's not why I chose the title. In the movie the main character, the English patient, is in search of his identity after a serious accident. As his memories of the past come back, he understands that identity is more than a question of nationality. Who we are and what we feel like is rather a question of common interests and values.

So there are parallels. By choosing this title I wanted to point to the fact that, finally, it is the British people who will have to make up their minds on the extent to which they feel a sense of European identity. The British voters will have to decide whether their future lies within or outside the European Union. Whether they want to enjoy the benefits and also accept the costs of



European integration. Whether they want to continue to have a say on the responses to common European challenges.

That's neither a European nor a German decision. But if you ask me: the German answer to the question which the British Government wants to put to their people – "Should the United Kingdom remain a member of the European Union?" – would be a very clear one: YES!

We want an active and strong United Kingdom in the European Union! The UK has so much to contribute. Without the UK Europe would be poorer. We need you in the EU because we share a lot of common interests – look for instance at our common interest in completing the internal market.

We need the UK in the EU because we share common values. Europe is not only about common economic interests. We share another common basis: our European values. Democracy, the rule of law, cultural and religious diversity, the protection of minorities – all these values bind us together. Without the UK, our union of values would be weakened.

We need the UK in the EU because we face very serious common challenges: at present, a whole range of crises are placing the EU under stress. Look at, for instance, the challenging security policy environment in Eastern Europe or terrorist activities which threaten our open societies.

Europe has a vital interest in speaking with one voice in times of crisis. We have to send a clear signal of strength and determination, because all those challenges can only be addressed effectively if we stand united.

We simply have to acknowledge that very often it is better to do things together than to stay apart. You know that much better than I do, when you imagine Scotland inside or outside the UK.

The same is true for the EU: each EU member state is simply more influential when acting through the EU than merely by itself. In the global pond, we are all pretty small fish on our own! But a common EU position can hardly be ignored – or at least is more difficult to ignore than the solitary opinion of just one country. Only if we act together can the EU be a true global player – on a par with the US and China.

And by the way, the impressive review of the balance of competences undertaken by the British Government has clearly shown how reasonable a European approach is in most of the areas covered by the European treaties.

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Now – many will argue: yes, we want to stay in the European Union, but it must be a different, a better European Union.

Whether or not there is room for improvement with regard to the European Union – I will come to that in a minute – it is worth looking at all the benefits and advantages we already enjoy from European integration. And it is not merely about 70 years of peace in Western Europe and 25 years of a reunified Europe.

There are much more concrete benefits like being able to travel freely around Europe, studying wherever you want to and even obtaining recognition for your foreign degrees at home.

I am also thinking of the huge advantages which the internal market brings to our companies, leading to an intensification of trade relations among member states and an enormous increase in wealth. I am referring to the gains for internal security provided through a common policy on justice and home affairs. I could mention many more benefits.

We tend to concentrate on the flaws rather than the advantages. This is in our human nature. I am no exception. Personally, I very much enjoy getting angry about things I disagree with! But it is our task as politicians to explain the benefits of the EU to the public.

For me, Europe is much more than a place for detail-worshipping technocrats who might look up to someone like Sir Humphrey from the great BBC show Yes Minister. It is not true that Europe is designed to spread uniformity and harmonise all differences between the member states.

On the contrary, Europe is the dream of diversity, the guarantor of our individual ways of life, our life insurance in this turbulent age of globalisation! We ought to remind ourselves of that each time we doubt the value of Europe.

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That was the rosy part of the picture! I cannot deny that the European Union as a provider of growth, wealth and jobs has lost a lot of its appeal during the economic and financial crisis of recent years. And the process of restoring this appeal clearly has not yet been successful.

The European Union will be measured against its ability to effectively tackle the problems of our times and to satisfy the expectations of its citizens. Especially the younger generation rightly expect more from the European Union. That is why the problem of youth unemployment will be the litmus test for the European Union as a project of the future.

Of course there are many other issues where the EU needs to become more focused, more streamlined and less detached from the needs of its citizens:

We need to deepen the internal market, in particular regarding its digital economy. Cross-border online sales must be made easier. European industry must become fully digitalised, the fragmented telecommunications market needs reform. We need to reduce the administrative burden and improve our regulatory frameworks, in particular concerning small and medium sized enterprises.

I am convinced we will be able to make these improvements. The new Commission has understood the message and many initiatives are already underway. The last few months have brought a remarkable policy shift in the European Union that has been overdue for a long time. With its new Strategic Agenda, the European Union is putting the emphasis on promoting growth and employment and strengthening social cohesion.

Structural reform, strong investment and consolidation of national budgets are the cornerstones of this new agenda.

That shows that the crisis has already been a catalyst for reform – even without a treaty revision. And by the way: this has a lot to do with a number of initiatives and ideas proposed by the British Government. You have already achieved a lot.

Many more steps to make Europe work better are to come, and may already be in place at the time of the referendum in the UK. If this progress can convince any voter in the UK to put their cross in the yes-box, then all the better!

But let us be clear: all of this has nothing to do with a complete reset of the European Union. This has nothing to do with the foundation of European integration. All these improvements must not endanger our community of law based on our shared fundamental values with the fundamental freedoms as the basis for the common market.

We have a very strong view on protecting the EU's integrity. A "European Union à la carte" is not in line with our idea of a community of law. We regard the EU as a team. Team efforts require –

as you all know – compromises from each member. Teams usually outperform individual efforts in the end.

Yes, I have to admit: sometimes it is difficult and takes a lot of time to reach a compromise among the 28 member states of the European Union. Let me tell you: Council meetings in Brussels can be very boring events. Europe might even look like it has stalled sometimes. But it's worth the effort. In the end it is always best to resolve conflicts peacefully in conference rooms.

Let me be clear: we want the UK to stay in the EU. If the UK wants to redefine its relationship with the EU, it has to put forward concrete proposals. Germany – together with the 26 other member states – is willing to discuss these proposals constructively.

Let us not deceive ourselves, this process won't be easy. Negotiations on a treaty reform are complicated and usually take a long time. The last round of reforms that led to the Lisbon Treaty lasted ten years.

The negotiation process has to be inclusive. As the UK wants to redefine its relationship with the EU, the matter affects every member of the club, not just some. And the process will also have to include the European Commission and the European Parliament. We understand that there are high expectations in the UK regarding our role in the negotiation process. Germany will play its role in that process – and it will play it constructively. But the EU institutions are in the driver's seat when it comes to finding a sustainable solution which is acceptable for all partners.

There is, however, one thing that we have to keep in mind over the course of the negotiations: the world around us will not stop due to this process. The challenges for all European countries remain and new challenges may arise.

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As I mentioned at the beginning of my speech, sometimes it helps to change your perspective to better understand a subject. It is essential that we exchange our views and try to understand the positions of our partners. That is why I came to London this week. I am not here just to give a speech and leave afterwards. I am here to learn from you about your concerns, about your ideas, about your views on Europe.

And I am quite sure that this is also the reason why the Queen is on an official visit to Germany this week. It is a pity that I am missing the Queen's official visit to Berlin. It is her fifth state visit to Germany in the last 50 years, so the Queen is probably quite familiar with the German perspective. Recently a big German newspaper even asked "How German is the Queen?" – referring to her German ancestry. Even if I cannot be with the Queen today: it is a pleasure to be here with you to learn more about your perspective, the British perspective, on Europe. And now, after my speech, you might ask yourself "How British is Michael Roth?" I am really curious to hear what you think.

**END**