

The Rt. Hon Peter Mandelson PC  
Trade Commissioner  
European Commission  
B-1049 Brussels

17 July 2008

Dear Commissioner Mandelson,

We are entering into the endgame of the WTO Doha negotiations and BUSINESSEUROPE wants to ensure that its industrial and services interests are now given their rightful place on the EU's list of priorities. You have ensured that the EU engages in agricultural, industrial and services liberalisation to respond to our trading partners' requests. It is now time for our trading partners – especially the emerging countries – to reciprocate.

BUSINESSEUROPE, while continuously supportive of the round, needs certainty that it will genuinely liberalise trade among both industrialised and emerging countries. This is the only way that the Doha Round can boost North-South and South-South trade. We expect you to pursue the following improvements to the draft Doha agreements on the table.

On industrial market access, there must be

- A push to ensure that the use of flexibilities by emerging countries does not impede creation of new market access for EU business;
- A meaningful anti-concentration clause, which will only be such if it ensures that whole sectors will not be shielded from tariff cuts;
- Greater transparency on the market access that EU companies will get in exchange for a reduction of their tariffs;
- Text based negotiations on non tariff barriers including the mediation mechanism, sector-specific proposals supported by EU industries and disciplines on export restrictions;
- Strong EU support to sectoral tariff agreements to secure participation of highly competitive emerging countries – especially China, India and Brazil

On services BUSINESSEUROPE expects

- WTO members to engage fully in the upcoming signalling conference based on a clear commitment to bind existing levels of liberalisation;
- WTO members to make new commitments in key sectors such as financial services, telecommunications, all business services, environmental services, transport, courier and tourism;

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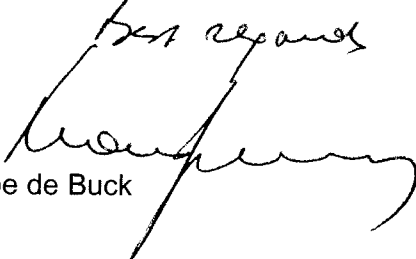
- The EU to make proposals to open our services markets on all modes of supply.

### On rules BUSINESSEUROPE:

- Stresses our continued opposition to reopening of the TRIPs agreement;
- Insists that the Commission stand firm on its position on zeroing should trade defence rules be discussed.

The way business will assess the outcome of the negotiations will depend on concrete results on the areas outlined above. BUSINESSEUROPE is aware of the crucial importance of the rules based multilateral trading system and supports your attempts to strengthen it. However, a balanced deal means requires highly competitive emerging countries truly to open their markets for both goods and services.

Yours sincerely,

*Best regards*  
  
Philippe de Buck