



THE SECRETARY GENERAL

Ambassadeur Luzius Wasescha
Mission permanente de la Suisse
près l'OMC et l'AELE

Rue de Varembe 9-11 (5ème étage)
CH - 1211 Genève 20
Switzerland

10 October 2008

Dear Ambassador,

I would like to congratulate you on your appointment as the new Chairman of the NAMA negotiations in the WTO Doha Round. I am very pleased that such a very experienced trade negotiator as yourself has been chosen to chair the crucial NAMA negotiations.

BUSINESSEUROPE was greatly disappointed that WTO negotiations in Geneva last July ended without reaching an ambitious result. In the current troubled economic and financial circumstances, European companies want the Doha round to succeed in bringing new export opportunities, particularly in highly competitive emerging countries like China, India and Brazil. We need a strong statement against protectionism. European companies would like to see real market access results in NAMA and services alike, and clear trade rules to develop their businesses over the next decade.

On industrial market access BUSINESSEUROPE asks that the use of flexibilities by emerging countries does not impede creation of new market access for EU business. There is a need for more clarity where emerging countries will use their flexibilities, so that European companies know what they will get in exchange for the reduction of their tariffs. We also urge for a meaningful anti-concentration clause, one which ensures that whole sectors are not shielded from tariff cuts.

We push for sectoral tariff agreements to secure ambition and to ensure participation of highly competitive emerging countries – especially China, India and Brazil.

Finally, with regard to NTBs, European companies call for text-based negotiations on non-tariff barriers including the mediation mechanism, as well as sector-specific proposals negotiated in cooperation with and supported by EU industries, and disciplines on export taxes and restrictions. If this Round wants to shape the trade framework for the next decade, we need new WTO rules on those trade-distorting practices.

BUSINESSEUROPE



The DDA results are adopted as a single undertaking and must deliver on all crucial pillars of the negotiations. BUSINESSEUROPE remains a strong supporter of a successful conclusion of the round and looks forward to cooperating with you to achieve this important objective. We would appreciate meeting with you in the near future in order to explain our position in more detail.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Philippe de Buck', written over the printed name below it.

Philippe de Buck