



7 December 2010

### **EU-INDIA BUSINESS SUMMIT: EU-INDIA PARTNERSHIP OPPORTUNITIES FOR SUSTAINABLE DEVELOPMENT**

10 December 2010, Palais d'Egmont, Brussels

Speaking notes for Philippe de Buck, Director General, BUSINESSEUROPE  
Political Leaders Plenary Session

Minister, Commissioner, Excellencies, Fellow business leaders, Ladies and Gentlemen,

This session has been extremely useful to discuss the major economic issues in the EU-India relationship.

I would like to thank Minister Sharma and Commissioner De Gucht for their openness and their frank exchanges. We are very grateful for the insights that you shared with us on the advancement of the EU-India FTA negotiations, which we strongly support.

We applaud the intense work done by the negotiators at all levels to advance the negotiations in a manner that will support business development. We approve your efforts to work toward an ambitious deal and we recognise the political challenges that this presents for you as politicians. We are prepared to work closely with you to help explain the potentially huge economic benefits that this deal may offer.

I would like to present some ideas in support of the momentum that these negotiations have generated. While we are certainly much closer today to a final deal, there are still a number of difficult issues to be overcome.

We need an agreement that deals with the prospective economic developments of the EU and India in the 21<sup>st</sup> century. The agreement should go beyond the current state of play. It should integrate the development opportunities in both our economies. What are the new waves of growth that will define the economy of tomorrow? What role will the EU and India play in global trade in ten or twenty years?

BUSINESSEUROPE means by this:

#### **1. We want a comprehensive agreement!**

A modern FTA should liberalize all trade, and not only parts of it. We should not exclude any industrial sectors from tariff liberalization even if we recognise that time lines for liberalization may vary from industry to industry. We should also exploit the full potential of services companies that are increasingly globalised. There are a number of long-standing obstacles that have to be addressed in order to facilitate



services market access in key sectors such as insurance, retail and legal services. And I would add that BUSINESSEUROPE strongly supports an ambitious chapter on the entry of skilled services personnel – or MODE 4 – as it is commonly referred to in trade language. In addition to that, the agreement must tackle the numerous non-tariff barriers that companies face in their business operations.

## **2. We want an agreement that enhances investment!**

In order to fulfill this objective we need to create the right framework conditions and have to remove restrictions on establishment and mobility for businesspeople. We should also advance on a strong investment protection chapter as cross-border investment is one of the most dynamic aspects of our business relationship.

## **3. We want an agreement that creates business opportunities in procurement markets!**

India and the EU are investing massively in upgrading infrastructure to deal with development and sustainability challenges. These projects offer great opportunities for partnership and technological progress. That is why we want to include procurement liberalization in the trade agreement.

## **4. We want an agreement that fosters cooperation on technology!**

Promoting innovation is the way forward to ensure the future competitiveness of our companies. Increasingly our companies are cooperating in technological developments from the automotive sector, to the pharmaceuticals sector and also in clean technologies. Strong intellectual property rights protection is crucial to foster this cooperation and must be an important part of the agreement.

## **5. We want a forward-looking and ambitious agreement!**

Ambitious provisions on all these will ensure that a future bilateral agreement will be a driver of economic partnership and development.

We recognise that the business community has a role to play in helping trade negotiators advance on these very complex issues. BUSINESSEUROPE is ready and eager to work hand in hand with the Indian and EU authorities. And I'm sure that our friends from CII and FICCI will be happy to do their share.

Let us move forward in this spirit of collaboration and friendship, to the benefit of our people and companies in India and the EU.

I thank you for your attention.

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