

Dr. Celso Amorim
Minister for Foreign Affairs
Esplanada dos Ministérios,
Palácio do Itamaraty
70170-900 - Brasília - DF
Brazil

Brussels, 4 June 2007

Subject: CALL FOR SUBSTANTIAL SERVICES PACKAGE IN THE DDA

Dear Minister Amorim,

The European Services Forum represents European services companies from all sectors that have an interest in doing business abroad, whether through exports or establishment in a third country. ESF has consistently supported the Doha Development Agenda (DDA) and called for services to be kept at the forefront of the negotiations. ESF's CEOs mobilised themselves through statements made in support of the DDA, distributed together with those of other European business leaders for the Davos WTO ministers meeting.

ESF understands that the DDA may now be entering its final phase and that you are playing a particularly crucial role in this process as chief negotiator of one of the G4 countries. We are aware that striking a deal on agriculture and NAMA modalities is an absolute necessity to find a breakthrough in these negotiations and strongly encourage you to do so. However, services companies represent the vast majority of economic output and employment in most countries in the world. I therefore urge you to make sure that services are not left aside at this final stage and that, as in agriculture and NAMA, clear commitments on services are undertaken by WTO Members.

The recent work on services undertaken at G4 services experts and senior officials' levels as well as the preliminary discussions between you and your counterparts in Brussels on 18 May are indeed good news. We would like to plead for the inclusion of ambitious wording on services in the text resulting from the G4 process. The text must refer not only to a binding of the current practice for both market access and national treatment, but also to the need for significantly improved commitments creating new business opportunities, at least from WTO Members participating in the plurilateral services negotiations. As you can imagine, it would be rather difficult for our companies to support a deal that would only give them what they have already. This is not envisaged in agriculture or NAMA, and should not be the case in services.

Let me conclude by stating that we strongly support the organisation by the WTO of a Ministerial meeting on services if and when the breakthrough is reached, at which countries

would have an opportunity to signal their intentions in terms of improving their current services offer. This would be a useful tool to take stock in further detail of what is likely to be on the table by the date of the deadline for tabling revised/improved offers.

I have no doubt that you will do your utmost to bring the Doha Round to an ambitious conclusion over the coming crucial weeks.

A similar letter has been sent to all your G4 colleagues.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Lord Vallance". The signature is written in a cursive, flowing style.

Lord Vallance of Tummel
ESF Chairman

Cc: Mr. Roberto Azevedo, Director, Economic Affairs, Ministry of External Relations