

Mr. Pascal Lamy
Chairman
Trade Negotiations Committee
Director General
World Trade Organisation
Centre William Rappard
Rue de Lausanne, 154
CH – 1211 – Geneva
Switzerland

Brussels, 5 July 2007

Subject: CALL FOR SUBSTANTIAL SERVICES PACKAGE IN THE DDA

Dear Director General,

As you know, 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. CEOs of ESF member companies also supported statements made in support of the DDA, which were circulated with those of other European business leaders prior to the Davos meeting earlier this year.

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 Chairman of Trade Negotiations Committee (TNC) and as Director General of the World Trade Organisation. We are aware that striking a deal on agriculture and NAMA modalities is essential if there is to be a breakthrough in these negotiations. 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 level was indeed good news but unfortunately has not yet resulted in firm agreement. We would like to plead for the inclusion of ambitious wording on services in whatever overall text results from the Chairpersons' process now going on in Geneva. 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 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 a 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 is being sent to the Chairman of the Special Session of the Council on Trade in Services. Copies are also being sent to Ambassadors Falconer and Stephenson, who will I am sure have in mind the third and equally important pillar of the Doha Round.

Yours sincerely,

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

Lord Vallance of Tummel
ESF Chairman

Cc: Ambassador Don Stephenson, Chairman, Negotiating Group on Market Access
Ambassador Crawford Falconer, Chairman, Special Session of the Committee on
Agriculture