



## Fresh momentum for the WTO: MC10 Nairobi must deliver

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International trade is going through a profound and accelerated transformation. This is mainly due to changed trade patterns, the globalisation of value chains, the advance of new technologies, and the call for more sustainability in cross-border commerce. All of these changes are taking place in a by now multi-polar world. The World Trade Organisation (WTO), as the unique trade organisation with global reach, is the ideal forum to meet the challenges.

**Ahead of the 10<sup>th</sup> Ministerial Conference in Nairobi in December 2015, the undersigned organisations call upon the WTO members to:**

1. Speedily ratify and implement the WTO Trade Facilitation Agreement (TFA)  
Once in force, the TFA concluded 2013 in Bali will offer a significant boost for the global trading community during these critical economic times. Businesses around the globe are waiting for the speedy ratification and implementation of the deal.
2. Seal agreements on Information Technology (ITA) and Environmental Goods (EGA)  
The progress made in recent months on information technology and environmental goods needs to result in a successful conclusion of both agreements in Nairobi.
3. Harvest the low-hanging DDA fruits and allow for a thorough reflection on the launch of negotiations on new issues  
In times of immense challenges, economic operators worldwide are waiting with concern for negotiators to show leadership and demonstrate the ability of the World Trade Organisation to deliver. Started in 2001, the Doha Development Agenda (DDA) has yet to deliver on many issues under negotiation. In the meantime, global value chains and digitalisation have created new trade realities requiring multilateral approaches. Starting in Nairobi, the WTO needs to discuss a new set of issues and new negotiating dynamics with better prospects to reach agreement.

We believe that by achieving these objectives above, the WTO can show its determination and capacity to deliver on the current and future challenges of world trade on a multilateral basis.

### **Australian Services Roundtable (ASR)**

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**ASR** is the voice of professional services, aiming to secure Australia's place in the global economy

ASR is the only dedicated whole-of-services industry organisation and is part of the Global Services Coalition (GSC). Currently, services do not register sufficiently on Australia's public policy radar. There has been no national research effort, and services do not feature in any of the Government's national competitiveness strategies. Creating a national services competitiveness strategy is essential as we move away from a resource focused economy. With up to 1.5 billion people moving into Asia's middle class over the next 15 years, Australia must ensure it is in the best position to take advantage of the opportunities at our doorstep.

Services employ 85% of Australians, represent 78% of industry value-add, yet comprise only 20% of Australia's total exports. Our purpose is to address these gaps in understanding and realise opportunities for the benefit of our members, professional service industries, SMEs, and micro-multinationals. We believe this is vitally important for all aspects of Australia's economic, environmental, social and cultural future.

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### **China National Textile and Apparel Council (CNTAC)**

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China National Textile and Apparel Council (**CNTAC**), is a national federation of all textile-related industries and a non-profit organization formed on volunteer basis. The mission of CNTAC is to promote the sound development of China's textile and apparel industry.

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### **COMESA Business Council (CBC)**

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**COMESA Business Council** is a business member organization, and a private sector institution of the Common Market of Eastern and Southern Africa (COMESA). Established in 2005, under the Treaty of the Common Market for Eastern and Southern Africa (COMESA) - Chapter Twenty Three and Twenty Four, the CBC is defined as a consultative committee for the business community at the policy organs level. As per the treaty, CBC is the recognized regional apex body of the Private Sector and Business Community in the COMESA region. The CBC began its operations 2010, with the objectives structured on key focus areas of: i) Private sector representation through direct advocacy of business interests from our membership to all levels of policy formulation and the highest levels of decision making in the region; and ii) Private sector development in growth sectors that contribute to the overall competitiveness of businesses in regional and global markets.

CBC services her membership through demand driven services tailored through core delivery pillars namely Business and Policy advocacy, Business Support Services and Membership development. CBC corporate governance structure is made up of 9 Board of Directors, who are Presidents of National Apex Business Associations, and the General Assembly made up of memberships from national and regional associations, regional companies, quasi-government institutions, and international companies with substantial operations in the 19 states COMESA region.

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### **Confederação Nacional de Serviços (CNS)**

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**CNS** is the national services confederation in Brazil.

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### **Canadian Services Coalition (CSC)**

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The services sector forms an important part of the Canadian economy. Today, the services sector represents two-thirds of Canadian GDP and employs more Canadians than ever before. There is a need for a cohesive Canadian voice on the importance of the services sector both domestically and internationally.

The Canadian Services Coalition (**CSC**), supported by the Canadian Chamber of Commerce, provides this voice by actively promoting a supportive domestic and international regulatory environment to encourage growth; by increasing awareness of the need for better services sector metric; and, by providing Canadian views on the liberalization of service markets.

The CSC also provides a valuable conduit for members to gain insights on developments affecting the sector, including how current trade negotiations could change their competitive environment. As the Canadian representative of the Global Services Coalition, the CSC works closely with its international counterparts in ensuring industry's call for liberalization is strong and persuasive in these trade negotiations with the final outcome reflecting the needs of Canadian businesses. The CSC invites all Canadian companies, from both the traditional services sectors and those in the manufacturing sector whose businesses include services (e.g. pre-sales, warranty, serving) to join its efforts.

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### **Coalition of Services Industries (CSI)**

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The Coalition of Services Industries (**CSI**) represents the broad array of U.S.-based entities that provide services domestically and internationally, including, but not limited to banking, express delivery and logistics, insurance, media

and entertainment, retail and wholesale services, technology, and telecommunications. CSI advocates for international rules, modernized customs processes, market access commitments, and regulatory systems that ensure fair competition for all service industries. It works globally to obtain solutions to significant international services issues, such as interference in cross-border data flows, unfair competition from state-owned and state-sponsored enterprises, domestic content and localization requirements, and lack of transparency and due process in regulatory regimes.

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#### **East African Business Council (EABC)**

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The East African Business Council (**EABC**) is the apex body of business associations of the Private Sector and Corporates from the 5 East African Countries. It was established in 1997 to foster the interests of the Private Sector in the integration process of the East African Community. Originally comprising members from Kenya, Tanzania and Uganda, its membership was expanded after 2007 to include private sector from Burundi and Rwanda.

Currently, EABC has 54 Associations and 102 corporate Members. Amongst the associations are all the national Private Sector Apex Bodies; four manufacturers' Associations; 5 Chambers of Commerce, 3 Employer Associations; 2 Women Associations, 2 Bankers Associations and the Confederation of Informal Sector Associations of East Africa. Given that the Secretariat is based in Arusha, EABC's structure includes National Focal Points (NFPs) – who are all currently the national private sector apex bodies.

EABC's overarching objective is to be an effective change agent for fostering an enabling business environment and to promote private sector's regional and global competitiveness in trade and investment. EABC therefore provides a regional platform through which the business community can present their concerns at the EAC policy level, with the overall aim of creating a more conducive business environment through targeted policy reforms. Additionally, EABC also work towards promoting private sector's regional & global competitiveness in trade and Investment through addressing challenges experienced by Members at organizational and firm level; and through provision of tailored market intelligence.

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**Eurochambres** – The Association of European Chambers of Commerce and Industry represents over 20 million enterprises in Europe – 98% of which are SMEs – through members in 43 countries and a network of 1700 regional and local Chambers.

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#### **EuroCommerce**

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**EuroCommerce** is the principal European organisation representing the retail and wholesale sector. It embraces 5.4 million companies, both leading multinational retailers such as Carrefour, IKEA, Tesco and REWE and many small family operations. Retail and wholesale provide a link between producers and 500 million European consumers over a billion times a day. It generates 1 in 7 jobs, providing a varied career for 29 million Europeans, many of them young people. It also supports millions of further jobs throughout the supply chain, from small local suppliers to international businesses.

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#### **European Express Association (EEA)**

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The **European Express Association (EEA)** represents express delivery companies and associations, both large and small, in Europe. By communicating on behalf of the express industry with one single voice, the EEA works to ensure that policy-makers fully understand the challenges we face as an industry and as a result, that policy is implemented in a way which maximises the benefits for all involved.

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#### **European Services Forum (ESF)**

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The **European Services Forum (ESF)** is a private sector trade association that represents the interests of the European services industry in International Trade Negotiations in Services. It comprises major European service companies at the CEO level and European service sector federations covering service sectors such as financial services, tourism, telecommunications, maritime transport, business and professional services, distribution, postal and express delivery, IT services, environmental services and the audio-visual industry.

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#### **Foreign Trade Association (FTA)**

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The Foreign Trade Association (**FTA**) is the association of European and international commerce that promotes the values of free and sustainable trade. It brings together 1,700 of retailers, importers, brand companies, and national associations, with a combined turnover of more than 750 billion euros, to improve the political and legal framework for trade in a sustainable way.

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**Global Express Association (GEA)**

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The **Global Express Association** represents the four leading international express delivery companies (DHL Express, FedEx Express, TNT, and UPS). Express delivery has been described as 'the business class of cargo services'. Express delivery companies provide highly reliable door-to-door transport of shipments and deliver them either the next day or on a time-definite basis (typically between 2 and 3 days). They can track constantly the location and progress of a shipment, and provide for cross-border customs clearance and for the collection of payment from customers.

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**Hong Kong Coalition of Services Industries (HKCSI)**

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The **Hong Kong Coalition of Service Industries** was founded in 1990 as the policy think tank of the Hong Kong General Chamber of Commerce to promote the continuing development and competitiveness of Hong Kong's service industries. With representatives from more than 50 service sectors, the HKCSI is the major private sector voice for Hong Kong's service industries.

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**Korea Business Association Europe (KBA Europe)**

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Korea Business Association Europe (**KBA Europe**) is an economic organization with about 200 Korean company members whose business based in Europe. To promote mutually beneficial trade environment between Korea and Europe, it represents concerns of the member companies toward trade policy of the EU and Korean government. Moreover, it makes every effort to eliminate Non-Tariff Barriers (NTB) between the EU and Korea as well as to create business-friendly atmosphere.

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**Keidanren (Japan Business Federation)** is a comprehensive economic organization with a membership comprised of 1,329 representative companies of Japan, 109 nationwide industrial associations and 47 regional economic organizations (as of July 1, 2015).

Our mission as a comprehensive economic organization is to draw upon the vitality of corporations, individuals and local communities to support corporate activities which contribute to the self-sustaining development of the Japanese economy and improvement in the quality of life for the Japanese people.

For this purpose, KEIDANREN establishes consensus in the business community on a variety of important domestic and international issues for their steady and prompt resolution. At the same time, we communicate with a wide range of stakeholders including political leaders, administrators, labor unions and citizens. We encourage our members to adhere to the [Charter of Corporate Behavior](#) in an effort to establish and maintain public confidence in the business community. We also strive for the resolution of international issues and the development of closer economic relations with various countries through policy dialogue with the governments, economic associations of each country as well as international organizations.

\*Keidanren has published a policy proposal on WTO reform in May 2015. Please see below:

<http://www.keidanren.or.jp/en/policy/2015/050.html>

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Established in 1946 in Seoul, Korea, **KITA** is a non-profit economic organisation representing interests of its 71,000 member companies. KITA has 12 regional centres within Korea and 9 overseas centres including Brussels Centre located in Brussels, Belgium. KITA Brussels Centre carries out variety of trade promotional activities such as business meetings, trade conferences & exhibitions, matchmaking services, information sharing and many more.

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As the world's largest retail trade association and the voice of retail worldwide, **NRF** represents retailers of all types and sizes, including chain restaurants and industry partners, from the United States and more than 45 countries abroad. Retailers operate more than 3.6 million U.S. establishments that support one in four U.S. jobs – 42 million working Americans. Contributing \$2.5 trillion to annual GDP, retail is a daily barometer for the nation's economy. NRF's [This is Retail](#) campaign highlights the industry's opportunities for life-long careers, how retailers strengthen communities, and the critical role that retail plays in driving innovation.

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As the largest retail trade association in Canada and the voice of retail, **RCC** represents retailers of all types and sizes, including independent merchants, specialty retailers, grocery and pharmacy chains, department stores, big box retailers and dot.com merchants. RCC's membership represents more than 85% of all retail sales in Canada. Retailers employ more than 2 million Canadians and the industry is the largest employer in the country. RCC is recognized as the most authoritative and effective advocate for retailers in Canada and its mission is to advance, promote and protect the interests of its members through effective advocacy, communications and education.

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#### **General Chamber of Commerce of the R.O.C. (ROCCOC)**

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**ROCCOC** is a non-profit organization of leading commercial chambers, trade associations in Taiwan. Over the past decades, ROCCOC consecrated to promote the common interests of private sector and business community in Taiwan, and to elevate the domestic commercial environment as well as the investment both domestic and abroad.

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#### **SME GLOBAL**

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**SME Global** is a think tank and a network of politicians, who are members of the International Democrat Union. It provides an institutional framework for small and medium sized enterprises at the international level. It was founded in 2003 by its current president, European Parliament member Dr. Paul Rübig.

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**TBA** consists of 382 companies that engage in export trading of bicycle products in Taiwan, with the export value of US\$ 2.82 billion in 2014. TBA is one of the major contributors of promoting Taiwan into a Cycling island, by building public bicycle systems in the cities and improving biking culture, to reduce carbon emission and alleviate traffic congestion problems.

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#### **Taiwan Lighting Fixture Export Association (TLFEA)**

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**TLFEA** is composed of manufacturers, distributors in the field of lighting fixture industry. The number of TLFEA members has steadily arisen to above 800. TLFEA has received numerous awards from government in recognition of its good performance.

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#### **Taiwan Paper Industry Association (TPIA)**

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**TPIA** consists of 81 paper mills in Taiwan. Its services to the members include market survey, statistics, industrial relationship, etc. It supports the ongoing negotiation of Environmental Goods Agreement, and the trade liberalization of recycling papers.

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#### **Taiwan Coalition of Services Industries (TWCSI)**

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**Taiwan Coalition of Service Industries (TWCSI)** was established in 2007 to highlight the importance of trade in services, which accounts for almost 70% of GDP in Taiwan. TWCSI directly engages with individual companies and organizations, and plays an important role in helping its members reach out to international trade opportunities.

The goal of TWCSI is to promote the continuing development and competitiveness of service industries in Taiwan by promoting the development of a "service friendly environment" in Taiwan; providing a focal point for liaison with the government; establishing and maintaining cooperation between members of Taiwan's service industries for the purpose of achieving common goals; representing the interests of service industries in Taiwan and to formulate policies and make submissions on behalf of our members; promoting fair, effective and comprehensive international and multilateral rules for trade in services; and establishing and developing links with counterpart organizations around the world.

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**TheCityUK** is an independent membership body representing the UK-based financial and related professional services industry. This ranges from banking, insurance, asset management, securities and private equity through to legal, accountancy and management advisory services. These sectors as a whole account for 12.8% of the UK's GDP and employ over two million people. TheCityUK's membership is international and includes UK-headquartered and inward investor firms. TheCityUK engages with and responds to relevant UK, EU and international developments which have an impact on the industry's competitiveness.

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**SIGNATORIES:**

**Australian Services Roundtable** - Australia  
**China National Textile and Apparel Council** - China  
**COMESA Business Council** - Africa  
**Confederação Nacional de Serviços** - Brazil  
**Canadian Services Coalition** - Canada  
**Coalition of Services Industries** - USA  
**East African Business Council** - East Africa  
**Eurochambres** - Europe  
**EuroCommerce** - Europe  
**European Express Association** - Europe  
**European Services Forum** - Europe  
**Foreign Trade Association** - Europe  
**Global Express Association** - International  
**Hong Kong Coalition of Services Industries** - Hong Kong  
**Korea Business Association Europe** - Korea  
**Keidanren** - Japan  
**Korea International Trade Association** - Korea  
**National Retail Federation** - United States of America  
**Retail Council of Canada** - Canada  
**General Chamber of Commerce of the R.O.C. (Taiwan)** - Chinese Taipei  
**SME Global** - Europe  
**Taiwan Bicycle Association** - Chinese Taipei  
**Taiwan Coalition of Services Industries** - Chinese Taipei  
**Taiwan Lighting Fixture Export Association** - Chinese Taipei  
**Taiwan Paper Industry Association** - Chinese Taipei  
**TheCityUK** - United Kingdom