



## EUROPEAN SERVICES FORUM

The voice of the European  
Services Industry in  
**Trade & Investment**



## The services sector is by far the EU's largest GDP contributor

Making up over 73% in 2016 of EU value-added as a percentage of GDP, and employing over 150 million Europeans. The European Union is the world's largest exporter of services with 985 billion euro in 2014, and the world's largest investor with more than 3 trillion euro outward FDI stocks by services sectors in 2013. ESF is the voice of this sector in international trade and investment negotiations, and works to promote the interests of its members.

Largest GDP contributor  
making up over

# 73%

EU VALUE-ADDED

Employing over

# 250m

EUROPEANS

Exported

# €831bn

IN 2015

Invested

# €5tn

OUTWARD FDI STOCKS

## Who we are

ESF is a membership based organisation. Our members include sector specific trade associations as well as major European companies from practically every services sector.

On behalf of our members we provide an effective way to influence the policy debate on trade & investment, on public procurement outside the EU and on regulatory cooperation in services sectors. ESF is very active in all trade negotiations, from multilateral and plurilateral, to regional and bilateral.

ESF is run by a small and efficient secretariat in Brussels which represents the positions set by the members. ESF positions are formed through a Policy Committee which all members are invited to attend. A well-recognised organisation in its field, ESF is a member of many European Commission Advisory Groups, and therefore has a seat at the table.

ESF has been a strong supporter of the multilateral trading system. At times of uncertainty and challenge, I encourage them to work even harder to show leadership and make the case for trade that benefits all.

**ROBERTO AZEVEDO**  
WTO Director General

Let me thank you for the continued support that your organisation has shown over the years for the EU trade policy and for its efforts to raise awareness of the importance of trade in services.

**CECILIA MALMSTRÖM**  
EU Commissioner for Trade - European Commission  
(In a letter to ESF of 10 February 2017)



# What we offer

ESF provides three major advantages for its members:

1

## INTELLIGENCE

ESF closely monitors all relevant policy discussions, trade negotiations at WTO level or at bilateral levels, and informs members on consultations they might want to give input to. ESF acts also on sector specific issues in the EU internal market that have an impact on global trade, like mobility of suppliers or cross border data flows.

3

## INFLUENCE

Size matters in Brussels, and speaking on behalf of its broad range of members, ESF is stronger than the sum of its individual parts. Members participate in the work of an internal Policy Committee, and thereby influence the ESF position. Moreover, ESF provides some exclusive access to European Commission negotiators, Member States representatives and key members of the European Parliament. As a well-recognized interlocutor in its field, ESF positions are considered a reference in the EU, in the Global Services Coalition and in the various trading partners, for WTO or bilateral negotiations.

2

## ADVOCACY

ESF is in contact with key negotiators, policy makers and leaders in the EU institutions and member states, and across the world. Members are granted access to our vast network of the people who matter when it comes to trade and investment in services. Also, ESF is a way to meet with fellow members: other companies and trade associations in the services industry and beyond across the whole value chain.

EU services companies need to go where the growth is. Trade services liberalisation is an essential tool to help European services companies to get access to new markets and to secure an open and predictable business environment in emerging countries. It is therefore crucial for the services industry to be voicing its priorities. ESF was founded in 1999 for this very reason, and will continue to represent the interests of the sector as a whole, as well as its members. ESF is the right partner to help you open and secure markets where the growth is!

For trade policy to work it is important for stakeholders and policymakers to engage in a continuous and honest exchange of views. The work of the ESF is exemplary in that regard, making them a constant in the INTA committee's engagement with industry on topics that are as complex as they are important for the European economy.

**BERND LANGE**  
INTA Chairman, European Parliament

If the WTO is to be responsive to the trade realities of the XXI century, we need to hear the voices of business. The ESF provides a very forceful voice for the European services industry, a sector crucial to European competitiveness. A sector crucial for trade in value chains.

**PASCAL LAMY**  
Former WTO Director-General



# Our members

The European Services Forum comprises of leading services industries

With interests in over 200 countries as well as European trade federations, representing 20 services sectors and more than 500 national trade associations. The ESF represents the very large majority of the European services industries that have a direct interest in supplying international services and in investing outside the EU.

Some of our members



ESF Members get access to extensive information on trade negotiations relevant to the European services sector and to exclusive documentation related to WTO, regional and bilateral trade agreements.

To this end the ESF website has an exclusive members' area. Members receive around 50 circulating letters and 30 newsletter per year. Throughout its Members network, ESF is the sole organisation that gathers substantive information on trade barriers that hamper business activities in services sectors across the world and builds up this expertise into position papers that significantly influence the negotiating process.

I am very supportive of the work of the ESF. This is especially so in the current complex geo-political and economic circumstances where we need to work hard to drive jobs, growth and competitiveness, and to re-make the case for global trade.

**SIR MIKE RAKE**

Chairman, BT Group, Worldpay and International Chamber of Commerce (UK)

Deutsche Post DHL supports trade liberalization and ESF is an important forum in Brussels to keep us informed and active on EU bilateral and multilateral developments in trade policy. It is the recognized representative association in Brussels for trade in services and has contributed to the recognition of the role of services in EU external trade policy.

**DR. RAINER WEND**

Executive Vice President, Corporate Public Policy and Regulation Management, Deutsche Post DHL Group

**Contact us** to find out  
more about ESF and how  
to become a member...

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