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Outline



TMMarket Access – definition

TMMarket Access Negotiations – the technical aspects

TMGetting prepared for the negotiations

TMMember requests – evidence from past accessions

TMHow to successfully conduct the accession process

What is Market Access?



TM General definition:

Extent to which goods or services are accessible to foreign exporters and can compete with locally-made products.

TM In the WTO framework, the term stands for the totality of government-imposed conditions (regulations/measurements) under which a product from one country may **enter another country under non-discriminatory conditions**.

TM Market access in the WTO sense is regulated

GATT Art. I

TM



Bilateral Market Access Negotiations



- ™ Market access refers to the totality of conditions and measures for entering specific goods (and services) into Members' market
- ™ Negotiations on tariff concessions are conducted bilaterally on the basis of offers and requests.
- ™ Results of negotiations are consolidated and multilateralized through inclusion in the accession package.
- ™ Bilateral negotiations are confidential and take place without the presence of the Secretariat.
- ™ Conducted on the basis of members' trade interests



Goods schedule, what do we negotiate?



Example: Part 1 Section 1-A: Tariffs

Schedule Roman numeral – COUNTRY

PART I - MOST-FAVOURED-NATION TARIFF

SECTION I - Agricultural Products

SECTION I - A Tariffs

Notes:

1. The "final bound rate" of duty, if differing from the "bound rate at date of accession", will be implemented on 1 January of the year specified in the "implementation" column.

2. Country XXX shall maintain its applied rates:

a) ...

HS	Description	Bound rate at date of accession	Final bound rate	Implementation	INR	ODCs
01.01	Live Horses, asses, mules and hinnies					
	- Horses:					
0101.21.00	- - Pure-bred breeding animals	5			CHN	0
0101.29.00	- - Other	20				0
0101.31.00	- Asses	7	5	2017	PAK	0
0101.90.00	- Other	22	20	2018	EU	0

Examples of offer and request

TM TM



Principle of Consolidation of Bilateral

(Bilateral concessions are multilateralized)



TMGeneral principles:

the most favorable offer that Members can get is retained or, the best offer that the acceding country has given is selected (no requirement made)

Initial Bound Rate (IBR) lowest offer (MFN principle)

Final Bound Rate (FBR) lowest offer (MFN principle)

Implementation period (IP):

The period associated with the lowest final bound rate

TMImplementation matrix may be needed for complex cases

TM**INR:** all members who were granted INRs

even though they may not be associated with the lowest duties

Consolidation in practice



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Background Motivation



Chief motivation is not always to secure more market access
existing FTAs and PTAs already provide preferential access
many developed and developing countries

But:

TM WTO = lock in domestic reforms, making the economic reforms

How to manage bilateral goods negotiations



- TM Identify what are each member's core interests?
- TM Domestic consultations in ministries, think tank, and businesses
- TM Case studies to better understand some sectors e.g. rice, cement, automobiles
- TM Analyzed how WTO requests relate to existing FTAs
- TM Identify requests from different negotiating partners assess their shared interests
- TM Identify alternative measures



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Common requests from WTO members



TM Common requests for **sectoral** participation in key sectoral initiatives

TM Information Technology Agreement, (+ Expansion ??)

TM Agreement in civil aircraft

TM Pharmaceuticals and Chemical tariff harmonization

TM Construction equipment, Scientific and medical equipment, Agricultural equipment, etc.

TM Oilseeds, Distilled spirits, Pork and other meat, etc.

There is no fixed rules;
level of concession determined through negotiations

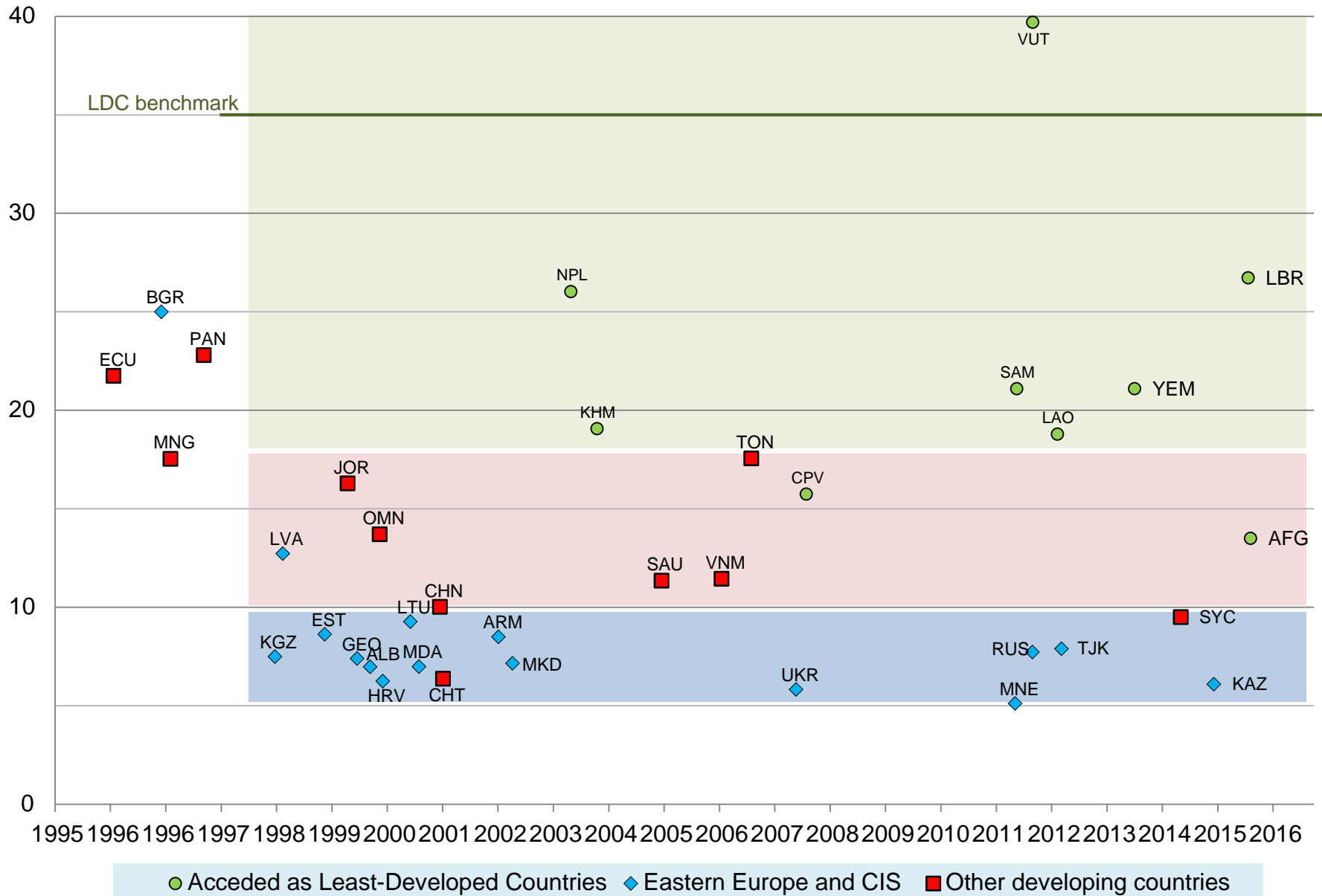
Range of products typically targeted by member and frequency of requests



Number of HS 4 digit product groups with INRs

	Across all accessions	In more than 10 accessions
Australia	474	76
Canada	477	111
European Union	1254	111
Japan	1043	67
Mexico	210	24
USA	1252	752

Final bound rate by accession year / category





Lessons learned





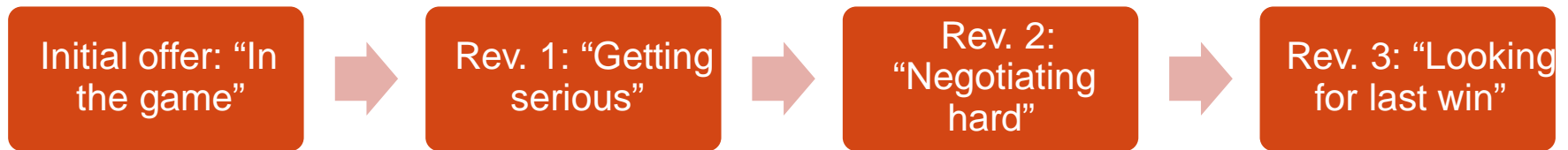


Final words



TM Negotiations in goods are less difficult than in other areas

TM



- s Evaluate the entry ticket to the WTO
- s What are your negotiating leverage; how to defend key national interests
 - s Strategy with tradeoffs and strong arguments
 - s Understand what your partners are looking for
 - s Choose your battles wisely
 - s



THANK YOU !