

Challenges for Future Trade in Telecommunications

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Muhammad Hanafiah Bin Abdul Rashid, Director(International), Infocomm Development Authority of Singapore



Two Possible Challenges

- > **Given technological and market innovations, are WTO rules governing telecom services still relevant?**
- > **How to get more participation in WTO telecom discussions and how to help implementation of WTO telecom commitments?**



Massive Changes in last 10 years, more massive in the next 10 years

- > **Autonomous liberalization, privatization, competition**
- > **10x more telecom regulators since 1990**
- >



Relevance of WTO rules



Building Blocks still relevant

- > **Telecom services are enablers of other services and applications**
- > **Half of WTO Members have not started with the Building Blocks.**
- > **WTO is working on supplementing the Building Blocks (eg Working Party on Domestic Regulation)**
- > **Supplementing the WTO, perhaps other bodies would discuss these new developments, in a multi-stakeholder manner**





My observations from Doha round and 10 bilateral FTA negotiations

- > **No middlemen: Telecom experts and policymakers MUST be directly involved**
- > **Telecom officials often have limited or wrong understanding of WTO jargon and concepts, and trade officials often do not know how to explain**
- > **Need to overcome Win-Lose mindset and short-term mindset**



Training and Capacity Building Needed

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IDA Singapore conducting courses for telecom officials from 12 countries (<http://www.egl.sg>)



Short-Term Mindset to 10-year Mindset

> Short-term costs of liberalization



Long term benefits: eg Singapore 1997-2007

	1997	2007
Broadband (households)	<5%	77%
Mobile	13%	123%
ICT Manpower	Approx 80,000	120,000 (5% of workforce)
Licensees	2	800 (approx)
Incumbent Revenues	S\$ 4.4 billion	S\$13.2 billion

New biz models: eg Free wifi in all public areas in Singapore, 1Gbps network by 2015 (universal service)



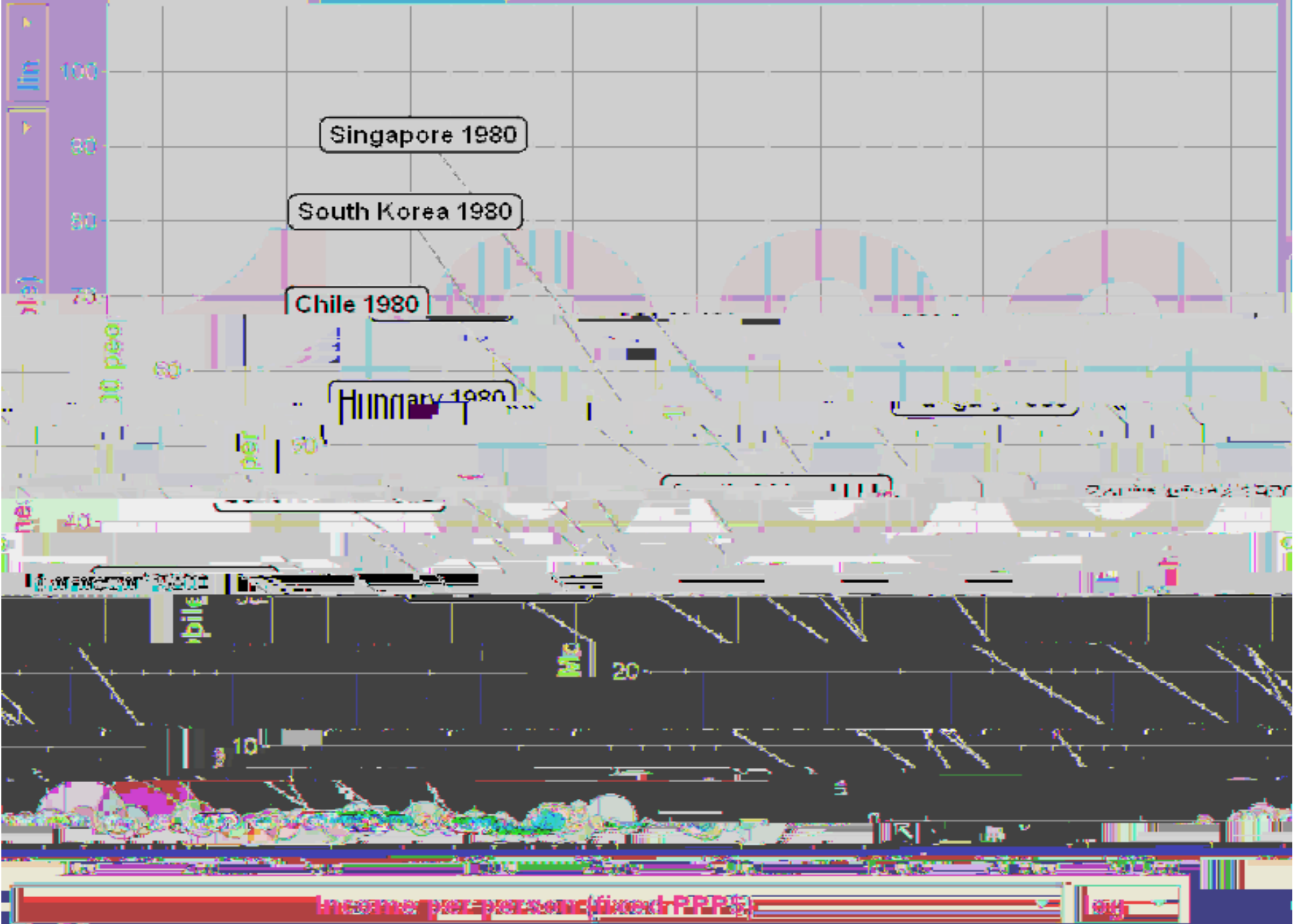
What are some possible enablers?



Chart

Map

Gapminder world



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Thank you

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