

**Tralac and European Commission
Workshop on Services and Investment
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Cape Town**

BUSINESS PERSPECTIVE

**By Catherine Grant
Director: Trade Policy
Business Unity South Africa**

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Interests of business

- > **Interests of business vary – both offensive and defensive**
- > **Service providers – some export services**
- > **Service users**
- > **Investors**
- > **Recipients of investment**
- > **Difficult to establish one common position**
- > **Situation varies greatly between SADC countries**

Competing concerns

- > **Competition**
- > **Regulation**
- > **Market access**
- > **Regional harmonisation**
- > **Third parties**

Capacity challenges

- > **Services and investment are still emerging issues for SADC private sector**
- > **Little understanding of the GATS**
- > **Questions about the relevance of the GATS and other trade policy agreements**
- > **Important to ensure progressive discussions take into account development concerns**
- > **Trade policy debate in private sector dominated by goods issues**
- > **Challenge to involve services companies in trade policy dialogue**
- > **Are we speaking the right language?**
- > **What is the role of intermediary organisations?**

Services in the EPA

- > Services sectors relatively open
- > But transparency and implementation of regulation an issue
- > Services are increasingly important for SADC economies
- > Aim to increase competition and efficiency
- > Liberalisation not enough
- > Must be accompanied by appropriate regulation including competition policy
- > Initial focus on services linked to trade in goods
- > Use EPA as catalyst for SADC Services Annex and ongoing regional dialogue
- > Limited offensive interests in the EU market

What next?

- > **Greater consultation with the private sector**
- > **Find creative ways in which to involve services companies in trade policy debate**
- > **Expand involvement in trade policy making beyond select few**
- > **Build capacity from the grassroots**
- > **Strengthen organised business and other intermediary organisations**

Partnership between SADC and EU

- > Learn from experience of EU service sector
- > Establish mutually supportive objectives with regards to investment
- > Private sector initiatives – e.g. ESBC
- > EU can assist with capacity building in SADC region
- > Partnership must recognise differing levels of development
- > Regional harmonisation is important for a strong partnership

THANK YOU!

**Catherine Grant
Director: Trade Policy
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