





Confederação Nacional de Indústria

CNI. A FORÇA DO BRASIL INDÚSTRIA

Trade Negotiations: **WTO, Mercosur** and **bilateral agreements**

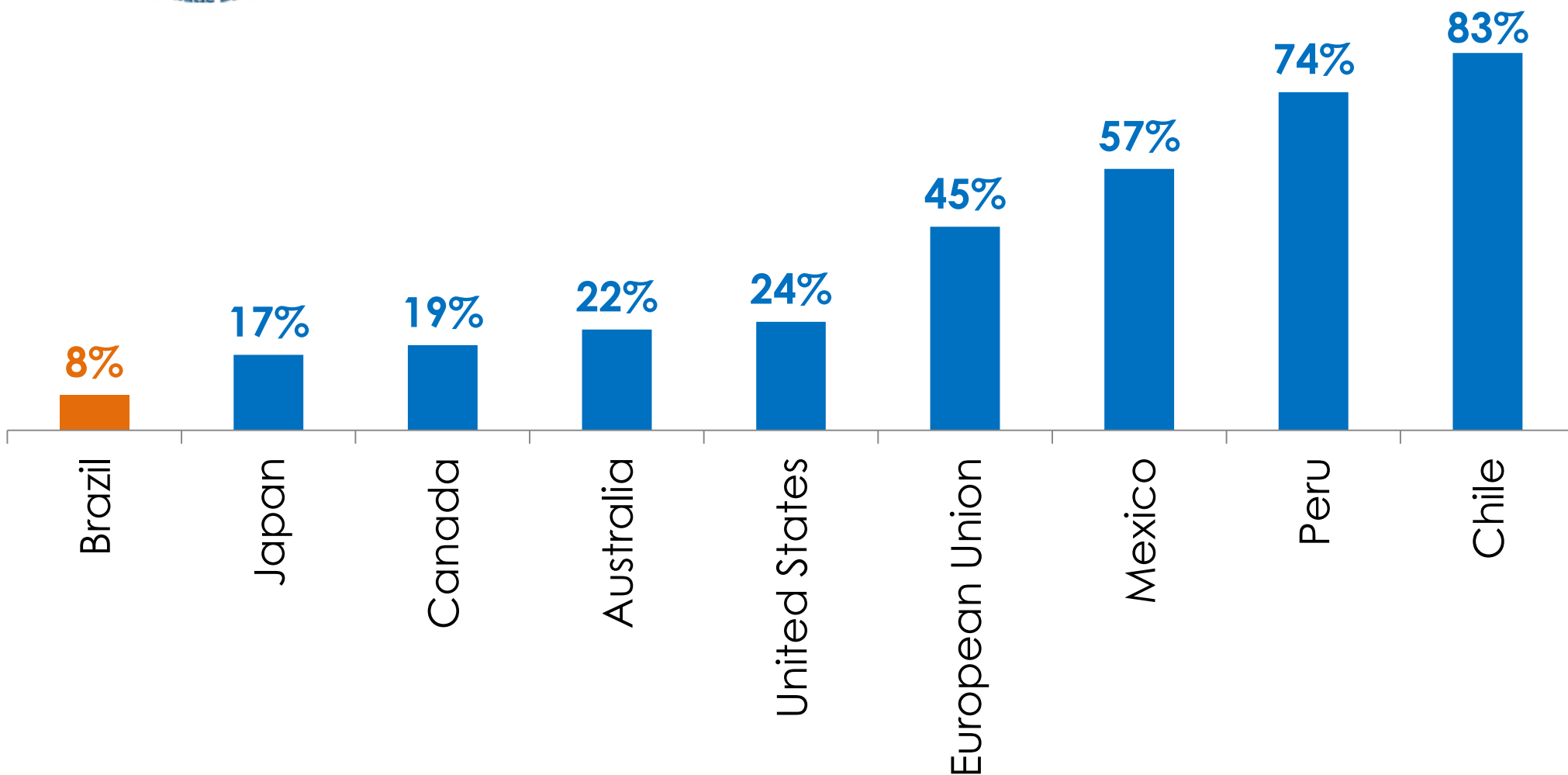
Diego Bonomo

Executive Manager of International Affairs

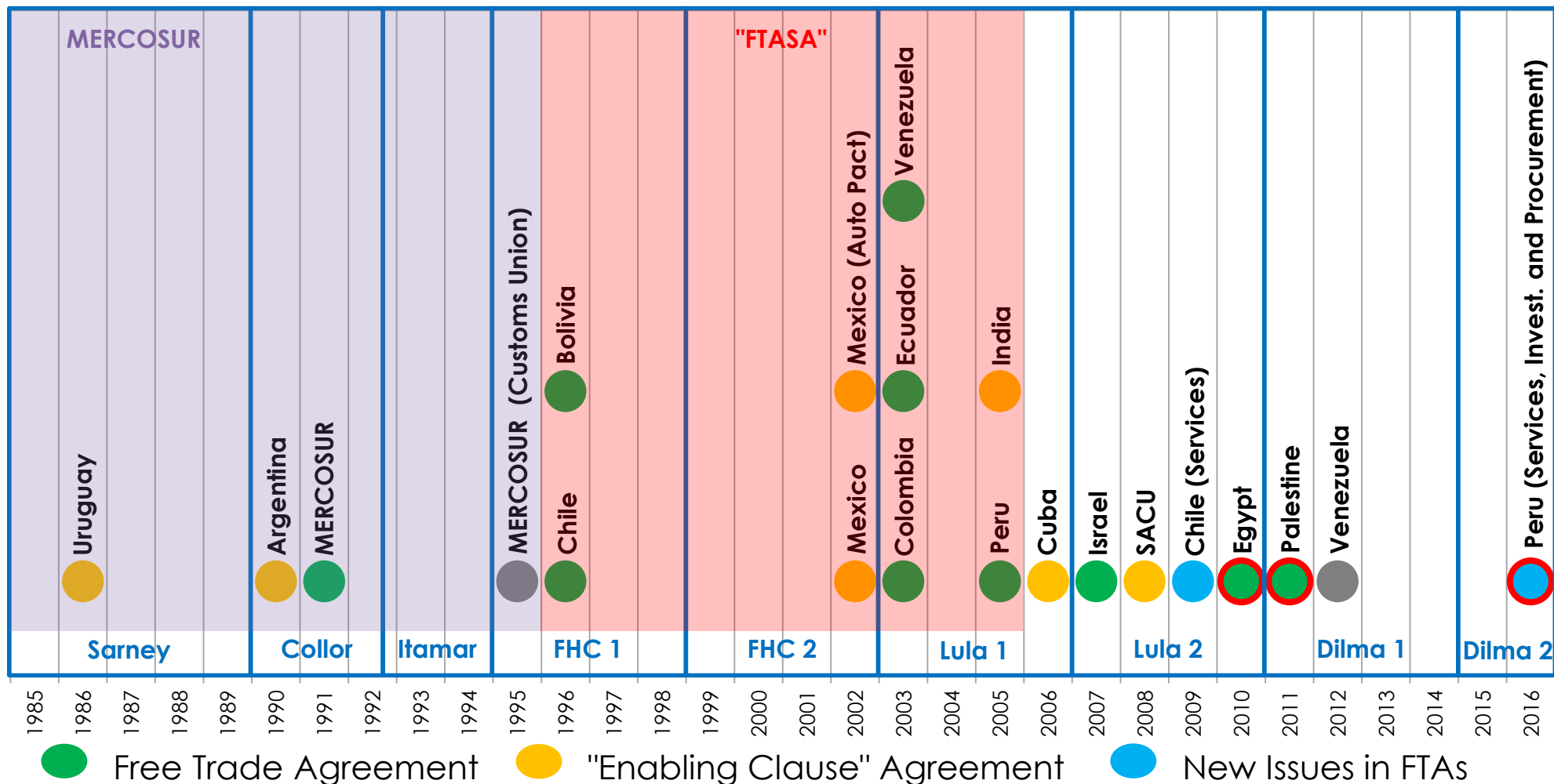
November 21, 2017



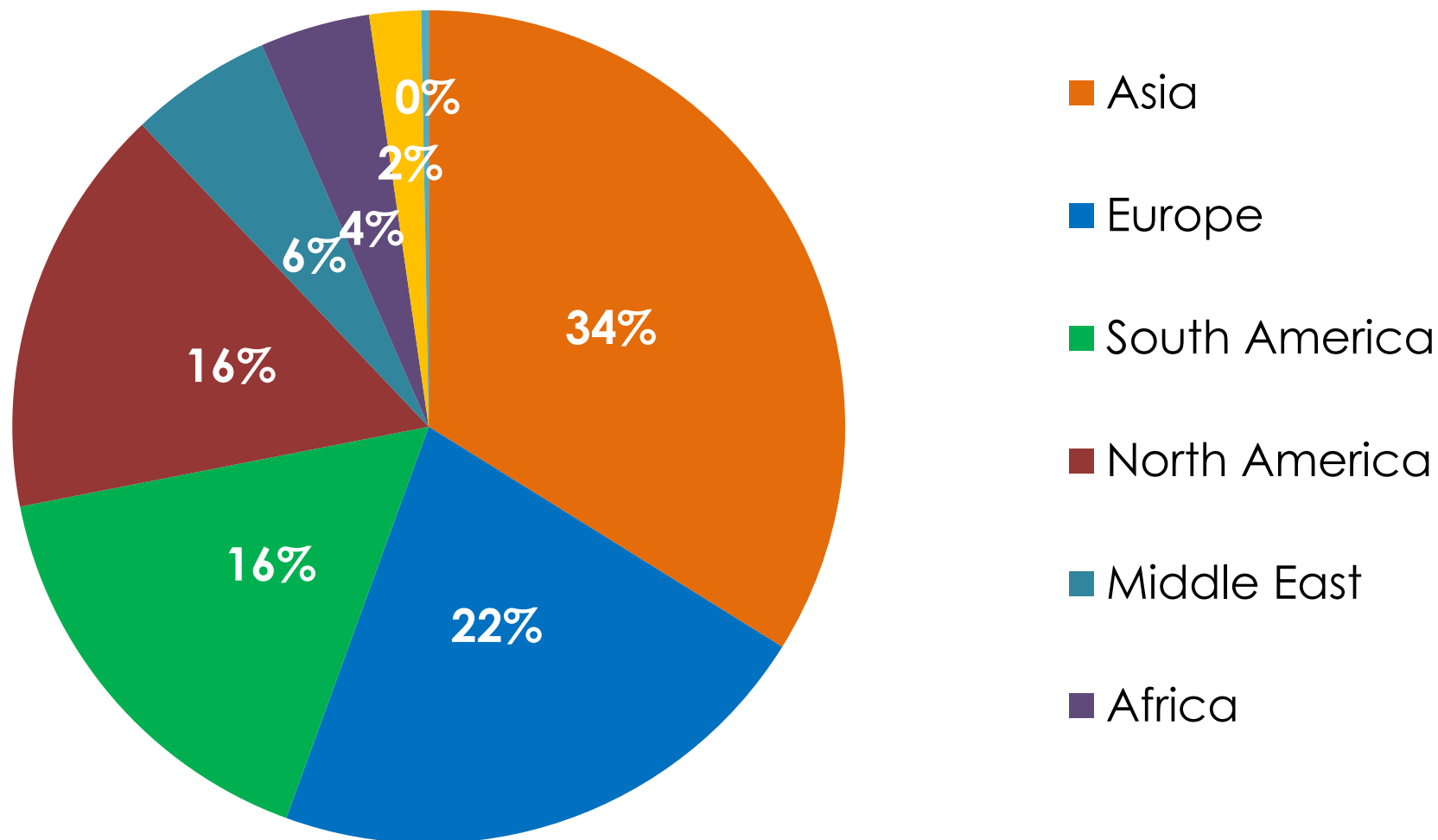
Global market access through trade agreements (2014)



Three decades of Brazilian trade negotiations program

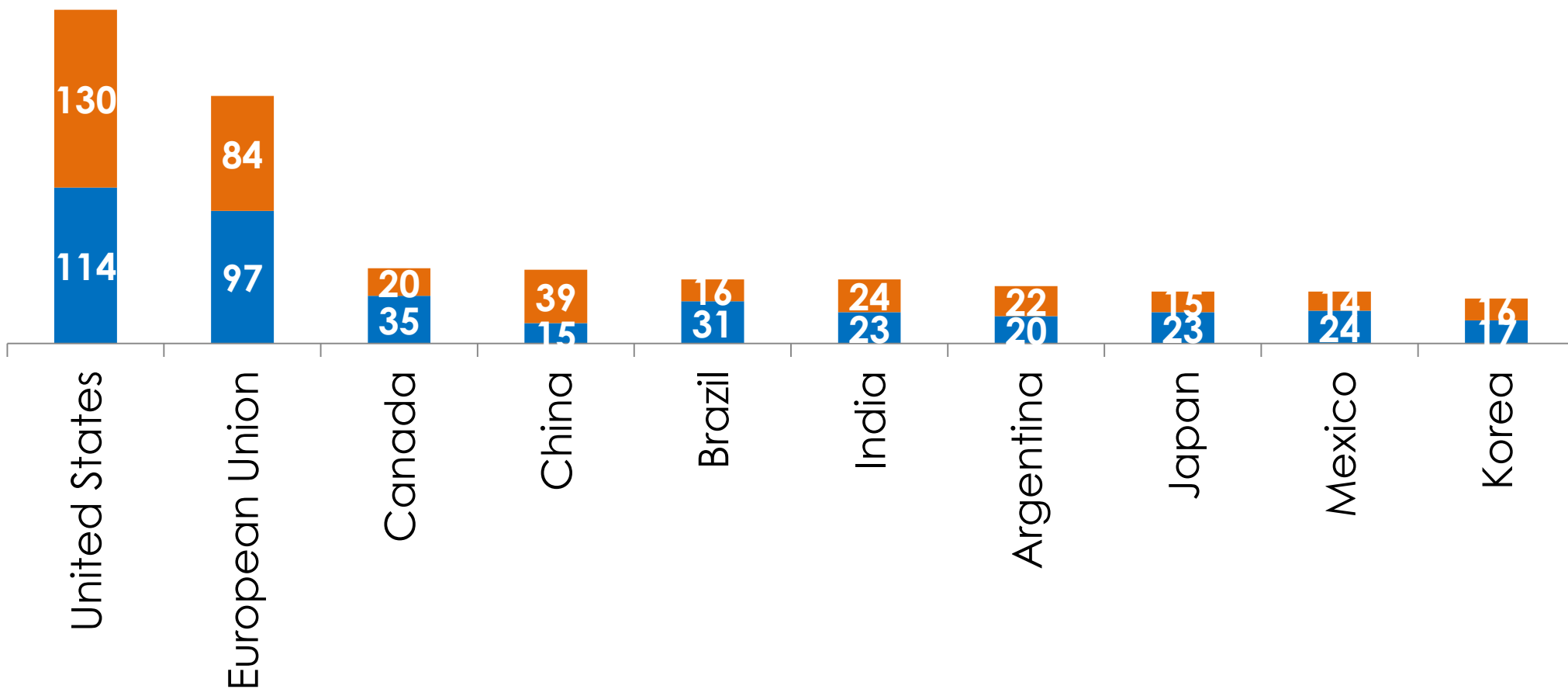


Brazil as a global trader (exports in 2016)





WTO disputes: offensive vs. defensive





What happened in the last decade?

- **‘Protectionist contraction’**: the Great Recession (2008/09) and the **‘Greater Brazil’ Plan (2011)**
 - * **The Brazilian trap**: ‘nobody will do it and if does will not work!’
- **‘Market access expansion’**: the Brazilian economic crisis (2014/16) and the National Export Plan (2015)
 - * CNI publicly advocates **since 2012!** Most outspoken group



What is the new strategy?

- **Bilaterals as priority** (all going on): EFTA, the EU, Mexico and Pacific Alliance countries (non-tariff issues)
- **Mercosur 'single market'-type effort**: removal of trade restrictions and new agreements on investment and government procurement
- **WTO's 'Azevêdo Doctrine'**: early harvest (or mini single-undertaking) mixing Doha Round issues (TFA, export competition) and new issues



What else does the private sector want?

- **Bilaterals:** Canada, Central America, Iran, Japan, SACU and the U.S.
- **Mercosur:** market access (sugar, services) and rules (RoO, TBT, SPS, trade facilitation)
- **WTO:** Doha Round pending issues (e.g. tariff binding, AD/CVD), built-in agenda reviews (e.g. TBT, SPS) and new issues (e.g. e-commerce, SMEs, SOEs)



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And free, undistorted trade in agriculture!





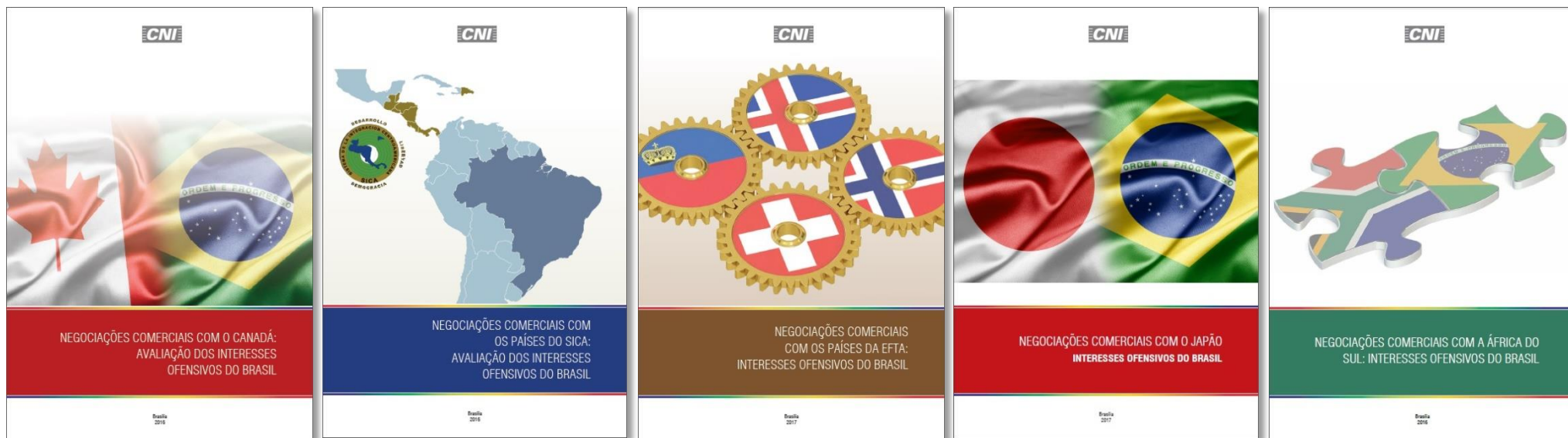
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International Agenda of Industry



The 'offensive interests' publication series

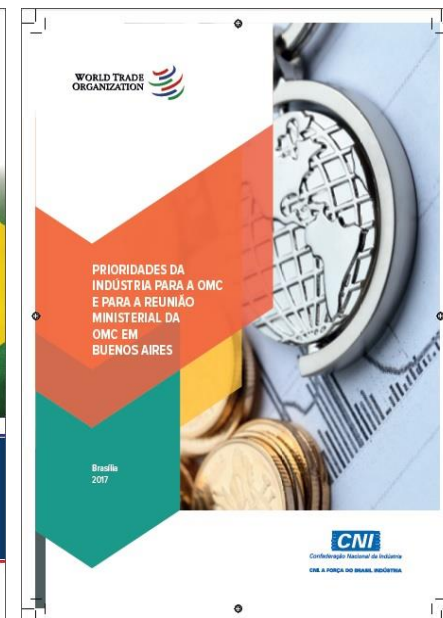
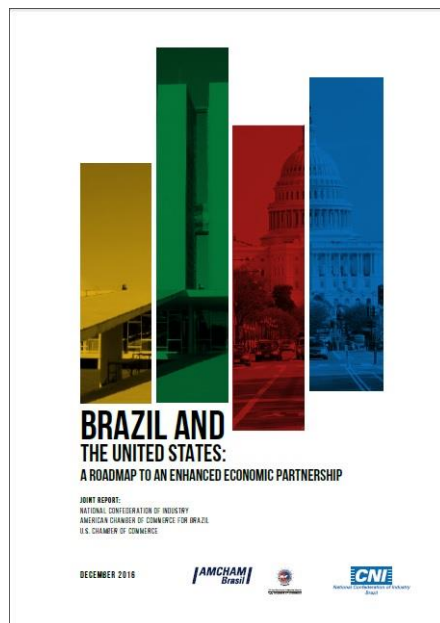
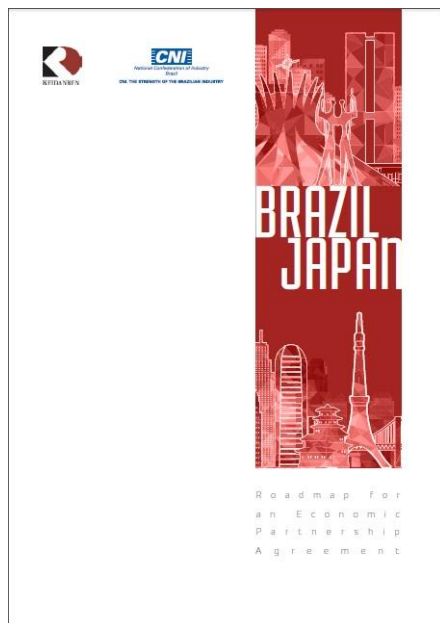


Canada, Central America, EFTA, Japan and South Africa



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Private-sector roadmaps and agendas



Roadmaps (Japan/Keidanren and U.S./U.S. Chamber and AmCham)
and agendas (Mercosur and WTO)



A word about implementation of trade agreements in Brazil

- CNI survey of 27 agreements – trade and investment – between 2003 and 2017: **on average, 1.590 days** (more than 4 years!)
- * **WTO TFA** was ratified by Brazil in 2016 but **still not formally in force!**
- **Three-step process:** executive branch, Congress (House and Senate), and executive branch again
- **Proposals:** **streamline and make executive branch procedures more transparent (e-government)**



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Thank you! Questions?