



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
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Swiss Confederation

Federal Department of Economic Affairs,  
Education and Research EAER  
**State Secretariat for Economic Affairs SECO**  
Bilateral Economic Relations

# **Market Access: Perspectives from the Swiss government**

**Market Access Workshop  
University of Bern, October 26, 2018**

Ambassador Erwin Bollinger

Delegate of the Swiss Federal Council for Trade Agreements

Head of the Bilateral Economic Relations Division, State Secretariat for Economic Affairs

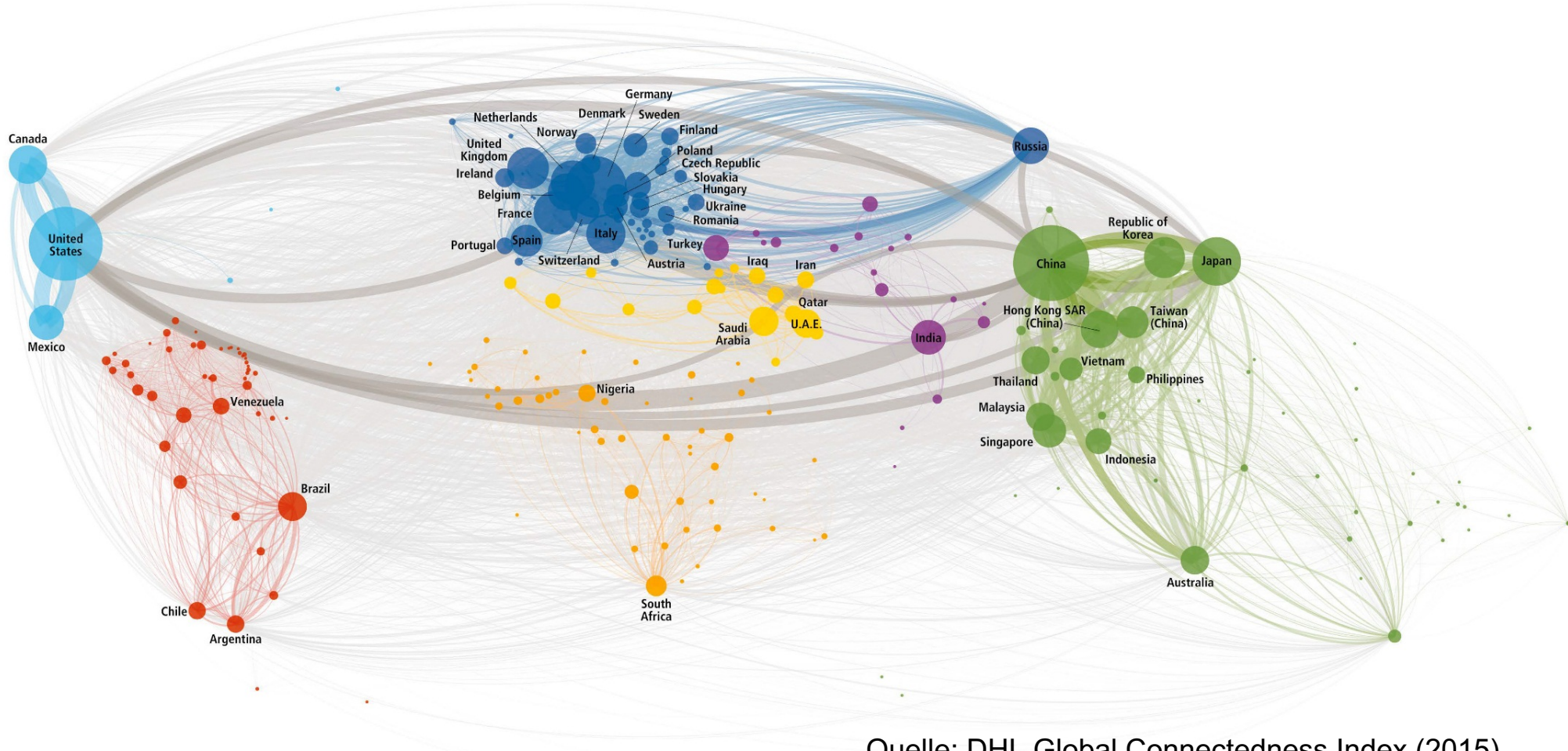


# Confetti?





# Switzerland: A Trading Nation



Quelle: DHL Global Connectedness Index (2015)



# Mission Statement: Bilateral Economic Relations

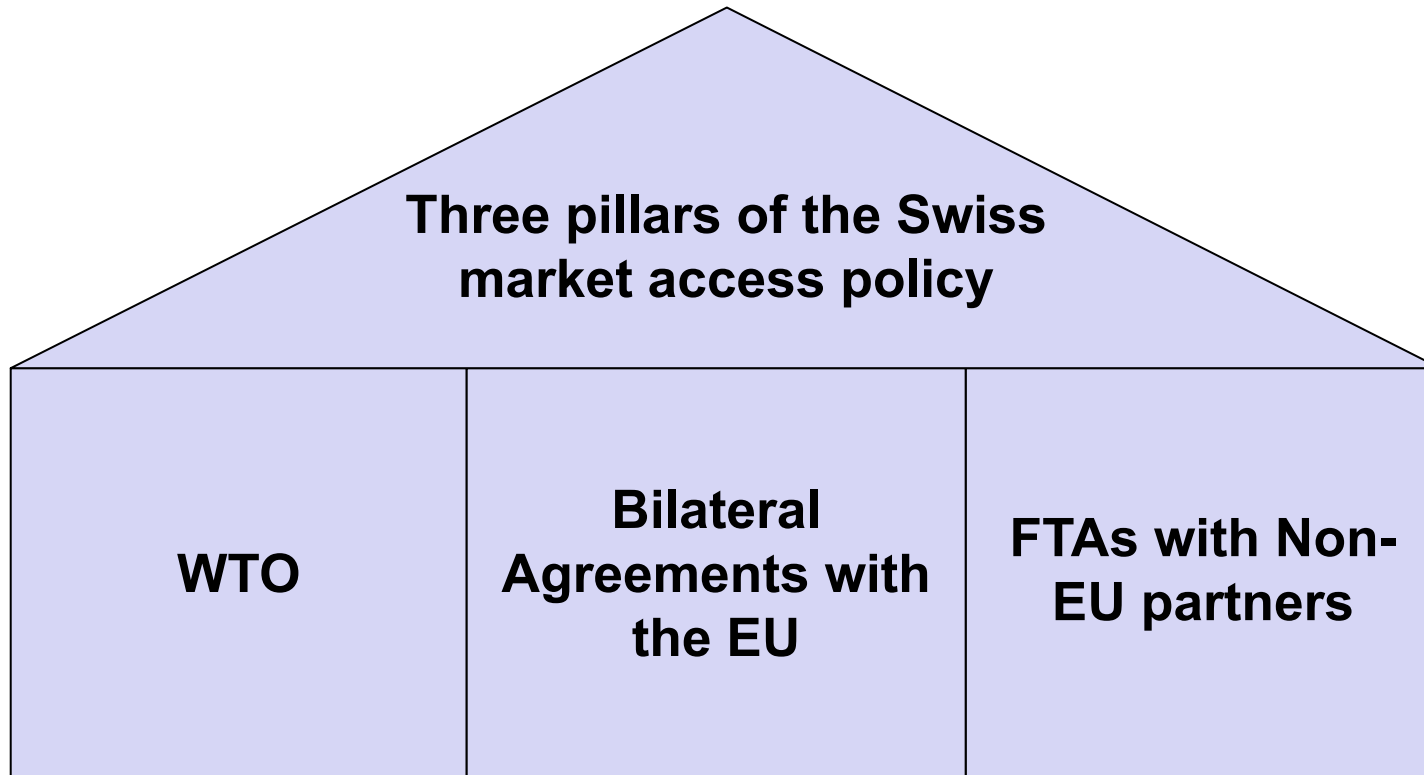
- Shaping of **foreign economic policy** in a bilateral setting
- **Economic diplomacy:**
  - Missions
  - Bilateral visits
  - Joint economic commissions
- Support for **Swiss companies** on the ground

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**Seeking** and **ensuring** market access



# Swiss Market Access Policy



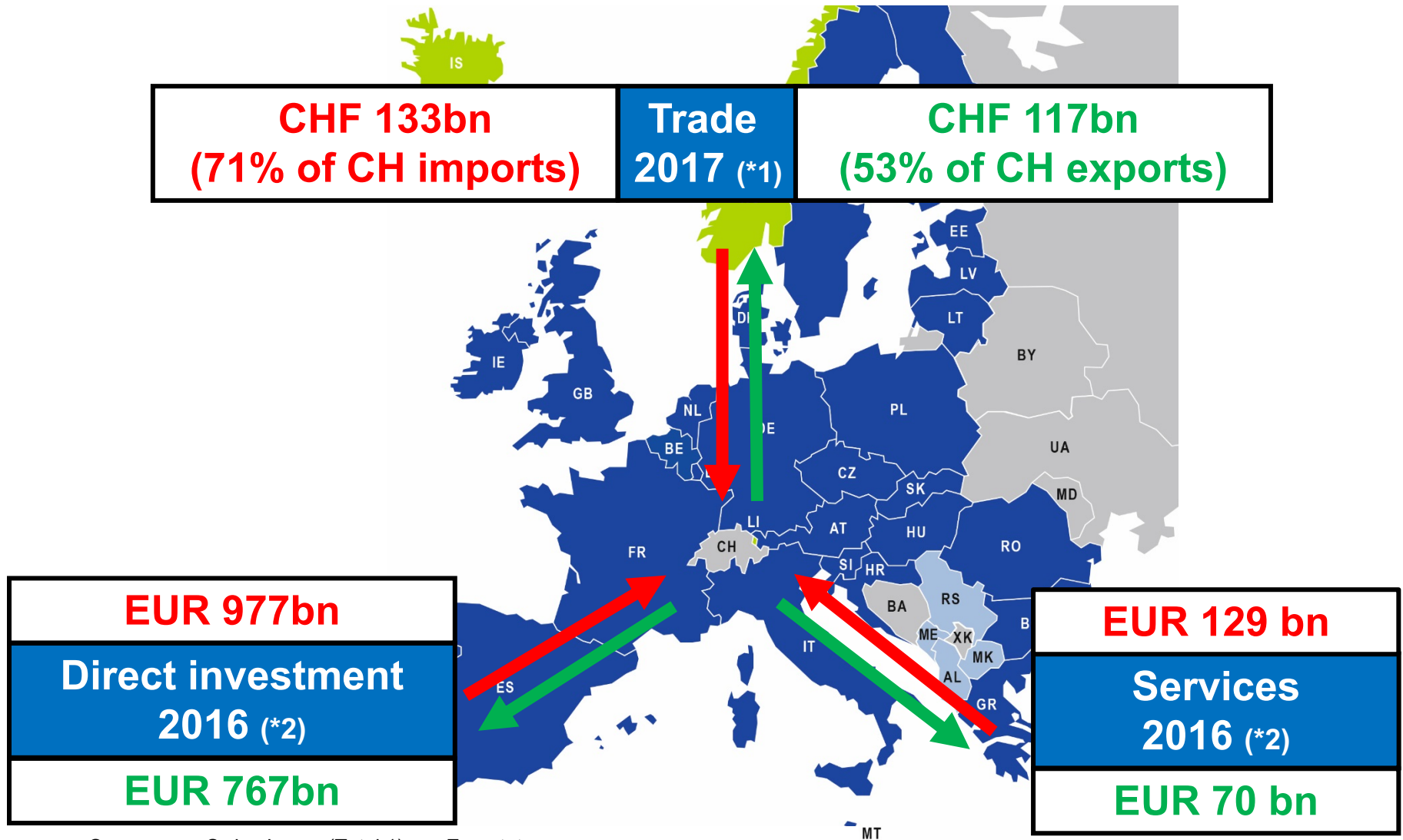


# WTO

- Reliable and enforceable **international rules**
- **Predictability** and **legal security**
- **Transparency**



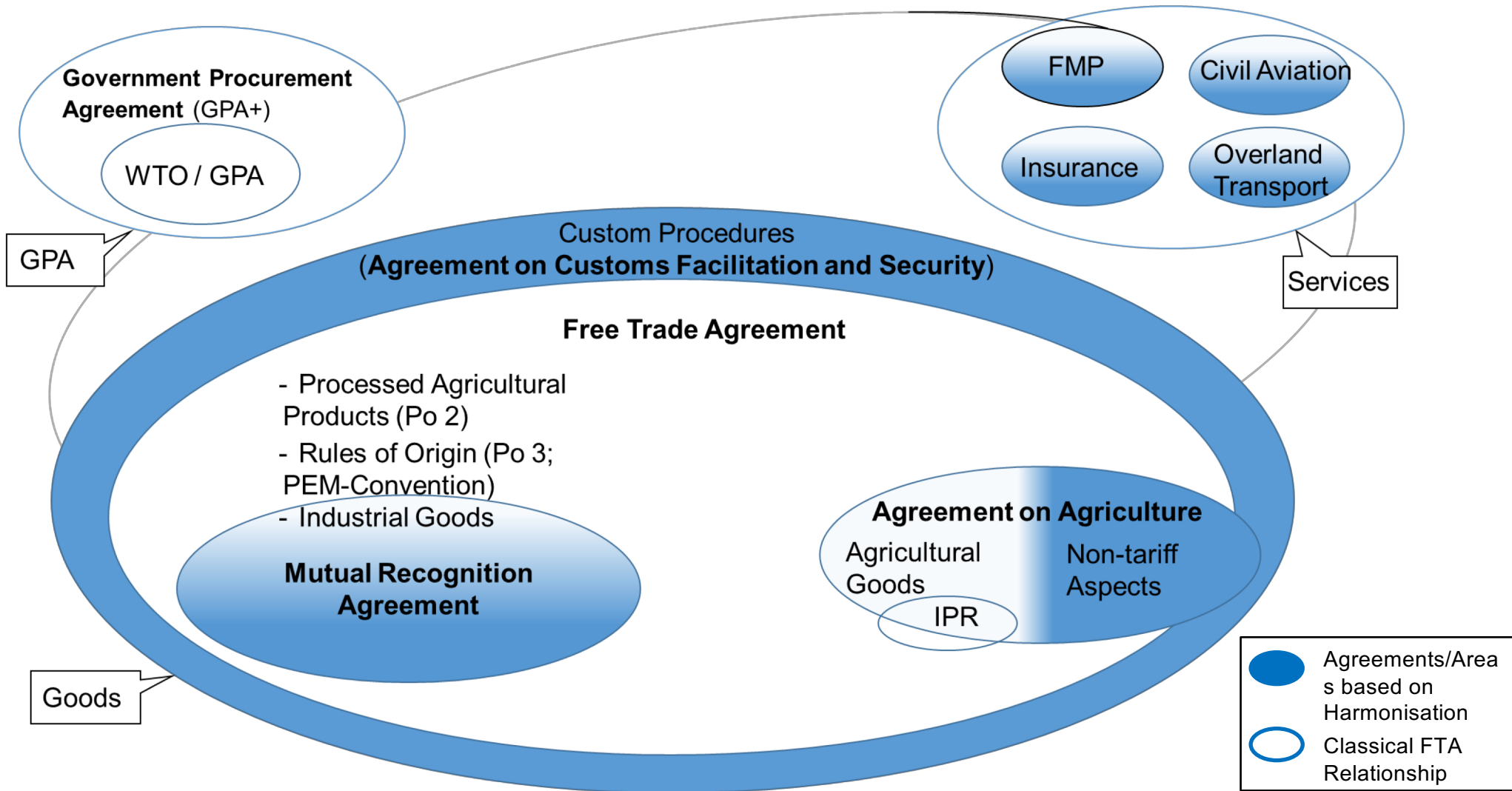
# Switzerland–EU



Sources: (\*1) Swiss-Impex (Total 1), (\*2) Eurostat



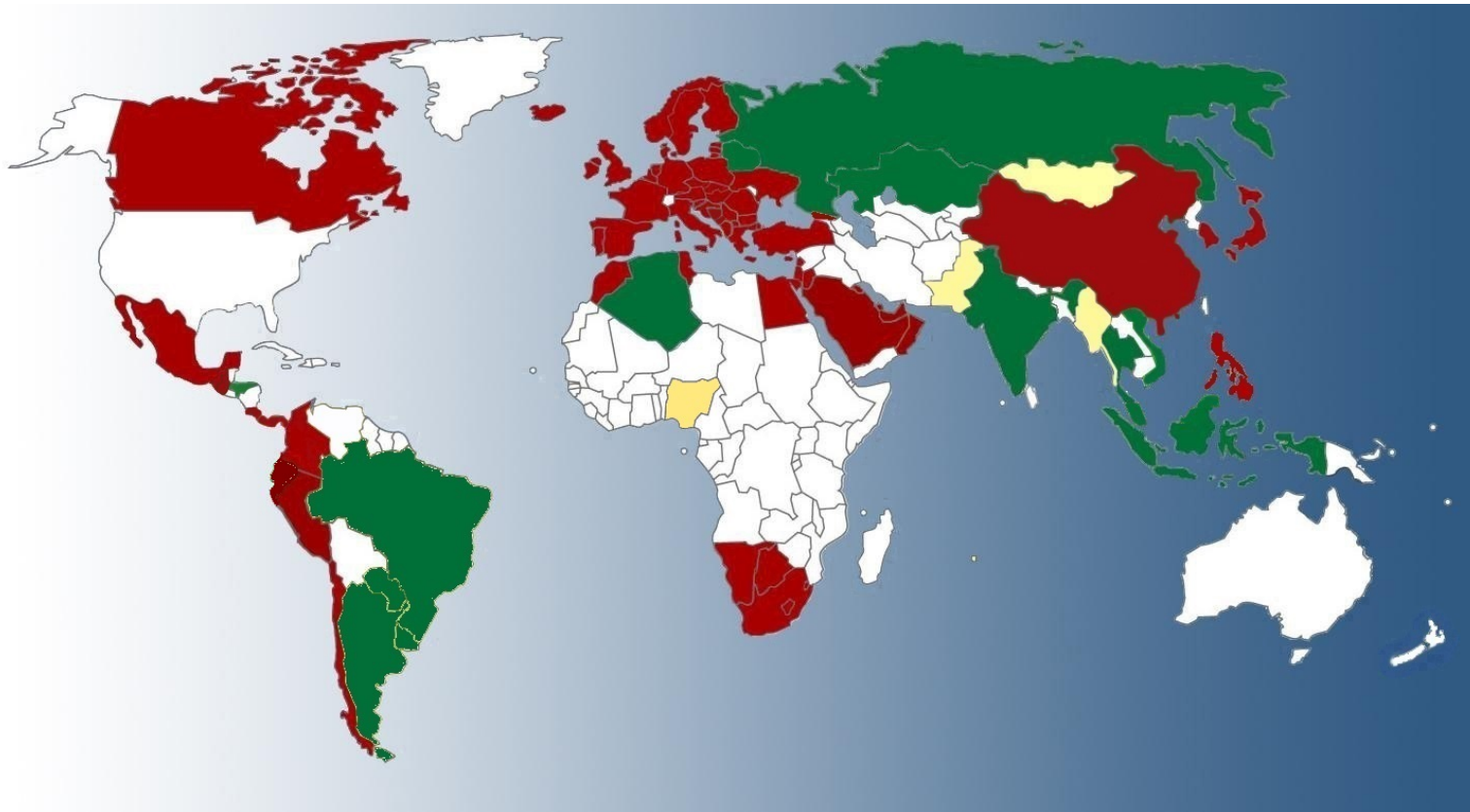
# Switzerland-EU







# Free Trade Agreements



- Existing free trade agreements
- Ongoing negotiations/ negotiations in preparation
- EFTA Declaration on cooperation
- Feasibility studies/ exploratory contacts

**30 free trade agreements with 40 partners outside the EU**



# Ongoing negotiations

## **Negotiations for new FTAs:**

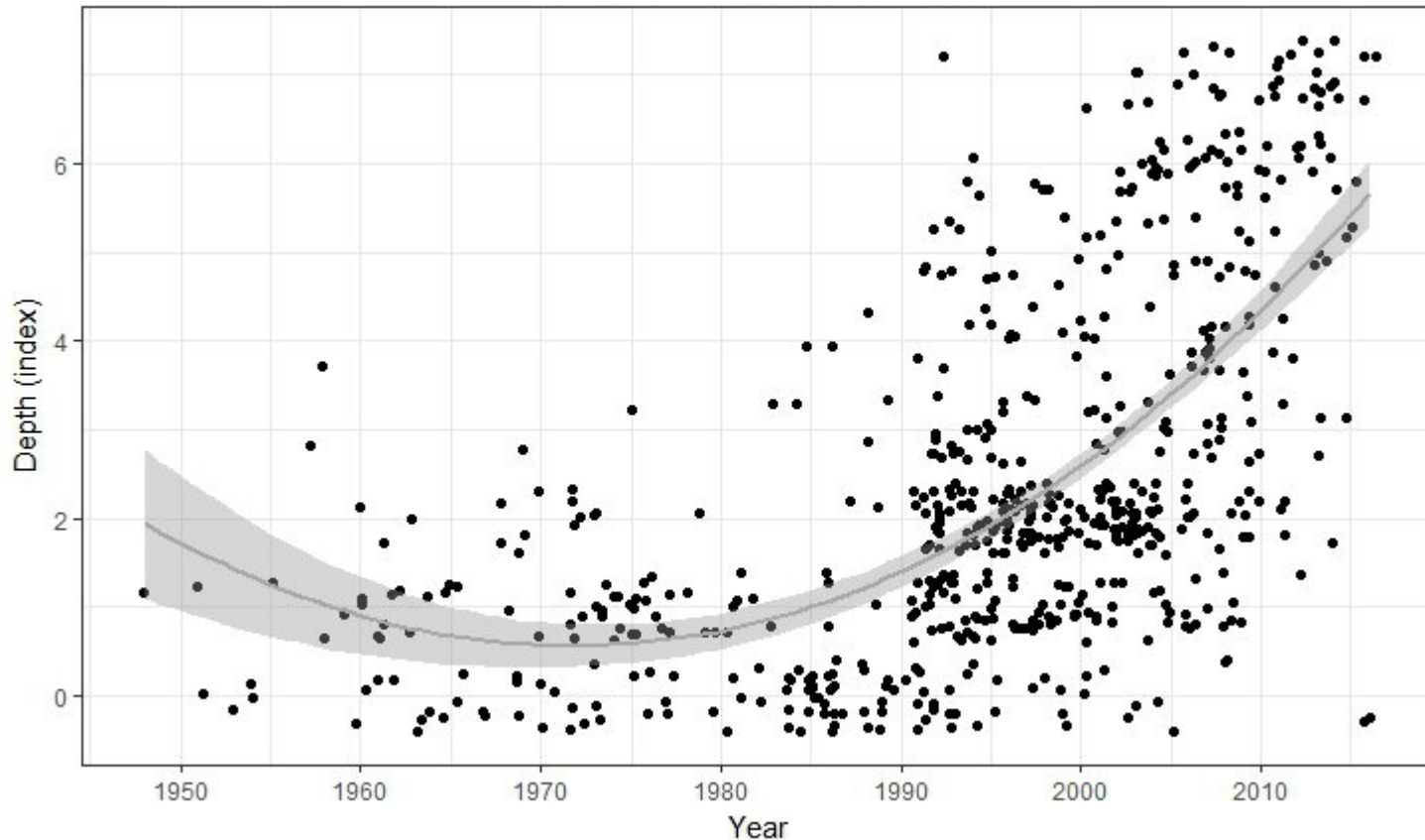
- India (17 rounds, last one in Sept. 2017)
- Indonesia (15 rounds, Aug. 2018)
- Malaysia (8 rounds, March 2017)
- Mercosur (5 rounds, Oct. 2018)
- Vietnam (16 rounds, May 2018)

## **Modernization and expansion of existing FTAs:**

- Mexico
- SACU
- Prospective: Canada, Chile



# Increasing FTA Depth over Time



- Design of Trade Agreements (DESTA) database: 0-7 index  
→ goods, services, investment, IPR, standards, public procurement and competition policy



# General scope of Swiss FTAs and Priorities\*

- Preamble
- Trade in goods: Market access for agricultural & industrial\* goods
- Sanitary and phytosanitary measures (SPS)
- Technical barriers to trade (TBT)
- Trade in services: Financial and logistics services\*
- Investment
- Protection of intellectual property\*
- Government procurement\*
- Competition
- Trade and sustainable development\*
- Institutional provisions
- Dispute settlement

→ EU external trade policy as an important reference for EFTA



# What's ahead: WTO pillar

- Continuation of **discussions** on topics of interest to wider WTO membership in multilateral or plurilateral formats:
  - E.g. fisheries subsidies, E-commerce, MSMEs and investment facilitation.
- Importance of filling vacancies on the **Appellate Body** without delay.
- Further scope for strengthening the work of the **regular committees** and increasing **transparency**.



# What's ahead: EU pillar

- **Future relations:** Institutional framework agreement

- **Brexit:**





# What's ahead: FTA pillar

- **Conclusion** of the ongoing negotiations
- **Modernisation** of existing agreements  
→ Avoiding discrimination
- **New agreements, new benchmarks?**



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**Thank you for your attention!**

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