



# 20 years of EFTA Free Trade Agreements: from 1990 Goteborg Declaration until today

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# Harnessing Trade as an engine of growth



# Best possible access to foreign markets

- **“Preferential” access – beyond WTO**
- **Non discrimination vis-à-vis competitors – “Level playing field”**
- **Competitive edge where possible**



# EFTA strategy for access to foreign markets

- **Among EFTA Member States: EFTA Convention**
- **With EU: EEA / (For Switzerland Bilaterals)**
- **Beyond EU: Free Trade Agreements**  
**= 80% “preferential” market access**



# Parallelism with the EU

## Goteborg Declaration 1990



# FTA with Central and Eastern European countries

- Poland, Romania, Bulgaria, Hungary, Czech and Slovak Republics, Baltic States, Slovenia
- Expiration upon Accession of these countries to EU
- Avoid discrimination vis-à-vis EU Competitors
- Political Dimension
- Focus on trade in goods





# The Mediterranean Area and Southwest Balkans

- Turkey, Israel, Morocco, PLO, Jordan, Lebanon, Tunisia, Egypt
- Macedonia, Croatia, Albania, Serbia
- Agreements still in force
- Political dimension : Barcelona Process, Stabilisation process
- Avoid discrimination vis-à-vis EU operators
- Focus on trade in goods



# Going Global

- Sometimes ahead of EU
- Agreements concluded with countries in almost all continents
- Response to globalisation
- Beyond trade in goods



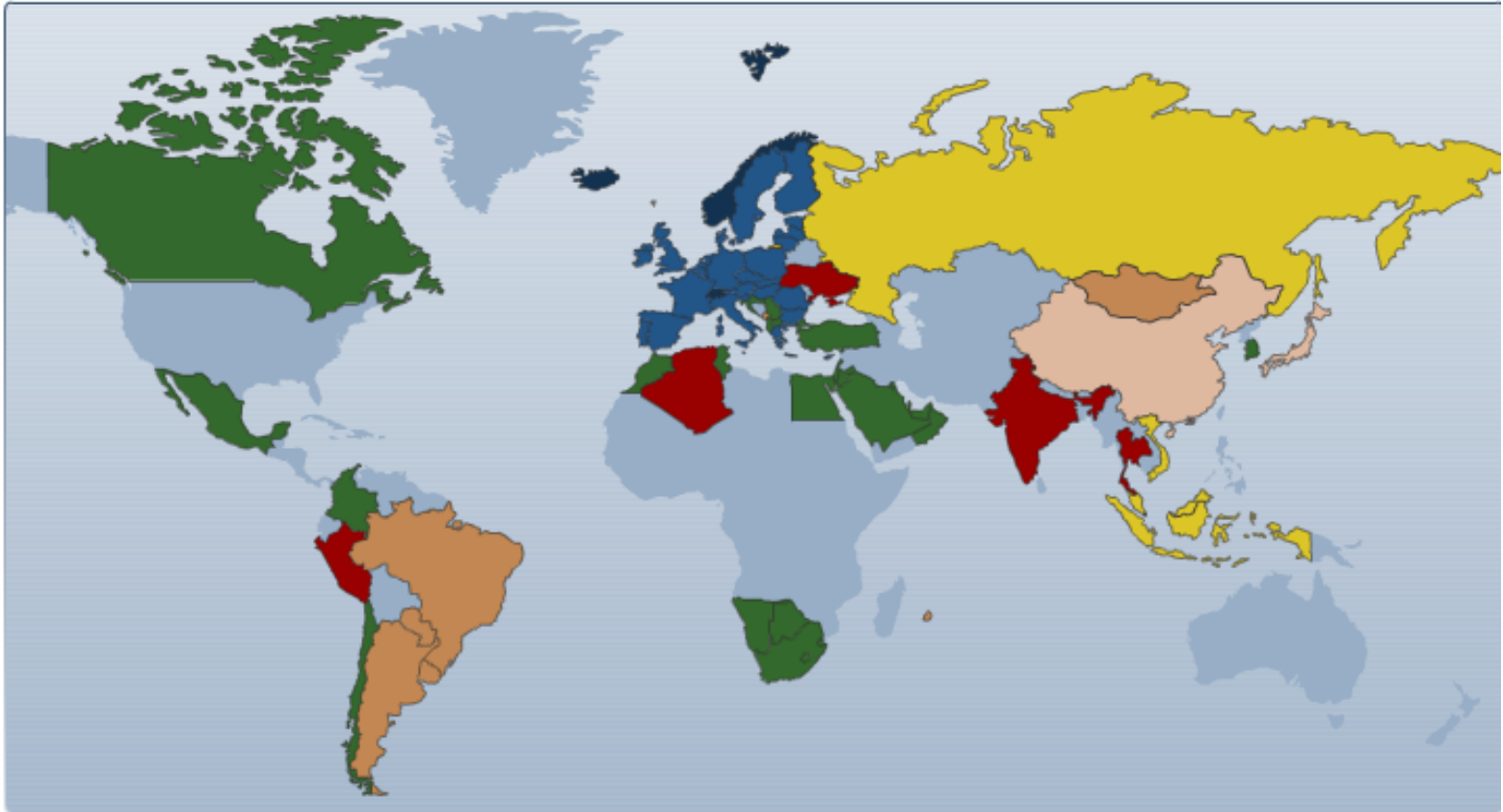


# EFTA Free Trade Network

- 20 Free Trade Agreements signed (comprising 29 partner countries)
- 6 FTA under negotiation
- Joint Declarations on Cooperation with 7 countries
- Feasibility studies / exploratory processes with several further partners



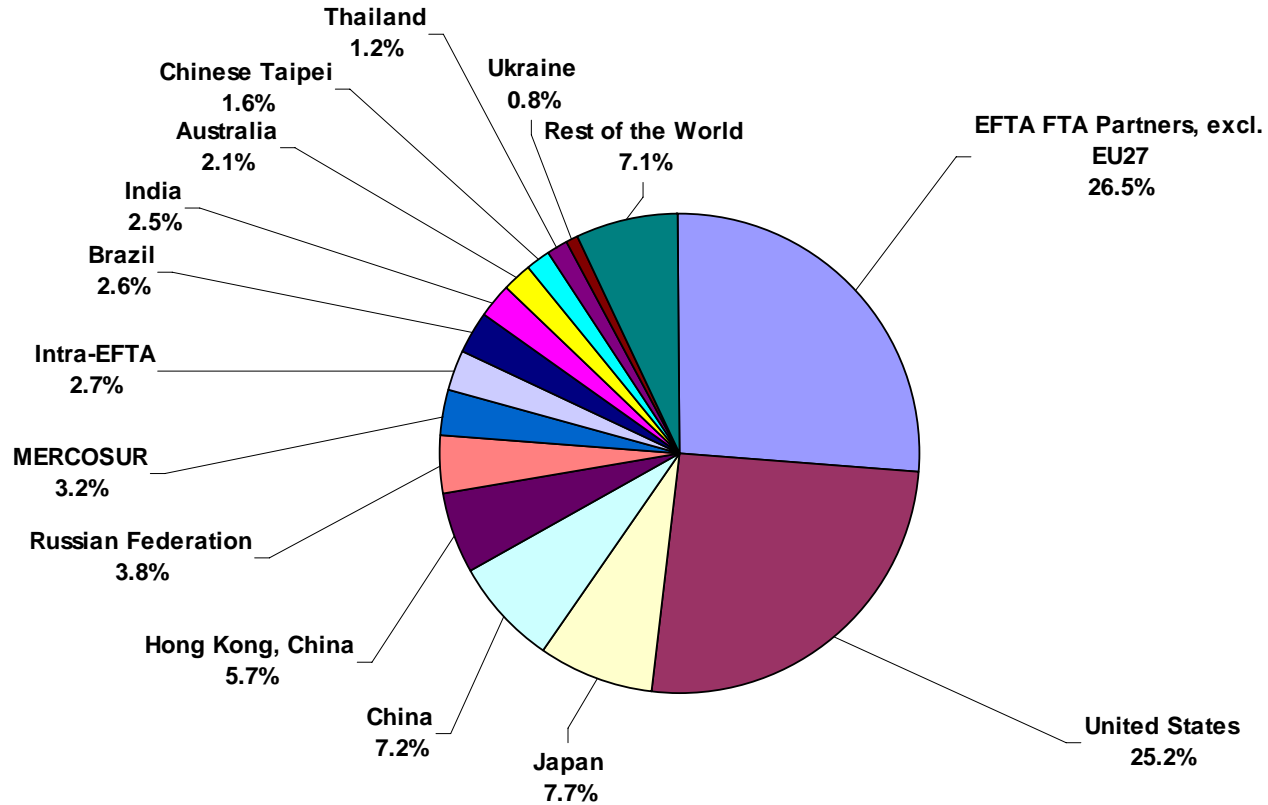
# FTA Network – across Europe and beyond



■ European Free Trade Association ■ European Economic Area ■ Free Trade Agreement ■ Joint Declaration on Cooperation ■ Ongoing FTA Negotiations ■ Dialogue on possible FTA ■ FTA Relations of Individual EFTA States



## Merchandise Trade 2008: EFTA's main export destinations, excluding EU27





# Attractiveness of EFTA

- **GDP close to 1000 billion USD**  
(more than, e.g., Korea, Turkey, Indonesia)
- **Total merchandise trade 650 billion USD**  
(more than, e.g., Mexico, India, Brazil)
- **FDI stocks 910 billion USD**  
(more than, e.g., Japan, Spain, Canada)
- **10th Largest trader in goods and 5th In services**  
(more than e.g. Mexico, India, Brazil)



# What is in an EFTA FTA (1)

## First generation Issues

- Zero tariff / dismantling on industrial goods (including fish)
- Tariff concessions on agricultural goods
- Rules of origin
- Other “WTO-pluses” e.g. in TBT/SPS, Trade Remedies
- Technical assistance





# What is in an EFTA FTA (2)

## **Second generation issues**

- **Intellectual Property**
- **Services**
- **Government Procurement**
- **Investment**





# Challenges ahead

- Competition for FTAs
- WTO Doha Development Round
- Increasing complexity: cultures, trade policies, substance areas
- Offensive vs. defensive interests



Thank you!

<http://secretariat.efta.int/>