SYMPOSIUM ON TELECOMMUNICATIONS TO COMMEMORATE
THE 10th ANNIVERSARY OF THE FOURTH PROTOCOL TO THE GATS

PANEL D
CORPORATE PERSPECTIVE ON DEVELOPMENTS IN TELECOMMUNICATIONS MARKETS

Geneva, 21st February
The GATS, the BTA and the Reference Paper have contributed to global growth of the Telecommunications sector based on two factors:

**Liberalisation**

Adoption of commitments for market access allowing foreign investors to compete on equal footing with national operators.

**Legal Certainty**

Implementation of commitments creating the necessary degree of predictability for foreign investors.
Two main trends will continue to reshape the new ICT sector on a global context in the next ten years…

**Convergence** of networks, devices and services is driving innovation and new forms of inter-platform IP-based competition.

Operators need to satisfy services demands from **global** customers, extending their footprint internationally.
... posing a real challenge to telecoms trade negotiations

**Need for further liberalisation**

Enlarging the number of countries that eliminate trade barriers that impede market access

**Services Coverage**

A new range of convergent services has to be covered through trade negotiations