

**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

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

Globalisation

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