

# TENTH MEETING OF THE MERCOSUR - EUROPEAN UNION BI-REGIONAL NEGOTIATIONS COMMITTEE

23-27 June 2003  
Asunción - Paraguay

## FINAL CONCLUSIONS

From 23 to 27 of June 2003, negotiators from Mercosur and the European Union met in Asunción for the tenth round of negotiations on the Interregional Association Agreement.

Mr. Rigoberto Gauto, Vice Minister of Economical Relations and Integration of Paraguay, on behalf of the *pro tempore* Presidency of Mercosur, and Mr. Karl Falkenberg, Director for Free Trade Agreements of the Directorate-General for Trade of the European Commission, on behalf of the European Union, jointly opened the meeting. They underlined their commitment to a rapid progress in these negotiations and registered the recent exchange of Investment and Services initial offers as well as their requests for improvement of the tariff offers. The EU welcomed the positive results of the recent Mercosur Summit held in Asunción on June, 18<sup>th</sup> and encouraged Mercosur to deepen its integration.

Following the opening, the Parties met at the level of Technical Groups to work intensively on the agenda set out in the Rio work-programme. This agenda included the following subjects:

- Goods: tariffs, customs, technical barriers to trade, rules of origin, trade defense, wine and spirits and sanitary and phytosanitary measures;
- Investment;
- Services;
- Intellectual Property Rights
- Dispute Settlement
- Competition
- Government Procurement

Both sides formulated questions aimed at clarifying the request for improvement of the tariff offers. Substantive discussions resulted in further progress of negotiating texts.

The EU side was not in a position to discuss Government Procurement in the absence of a Mercosur offer. Mercosur, on the other hand, indicated it preparedness to discuss methods and modalities even in the absence of the respective offers.

The Sub-Group of Cooperation exchanged points of view on various topics, especially on cooperation for development, pending on discussion toward the Association Agreement.

The Action Plan on Business Facilitation (which includes dialogue on sanitary and phytosanitary measures, standards, technical regulations, conformity assessment procedures, e-commerce and customs) was also thoroughly discussed. In addition both sides exchange views on sustainable development.

According to the agreed Rio work-programme both Parties will establish the date for the next Trade Negotiators Meeting at Ministerial level which will be held in the second semester of 2003 (Europe).

## **ANNEXES**

- I. Reports of the Technical Groups
- II. List of working documents of the 10<sup>th</sup> round of negotiations
- III. List of participants

## **ANNEX I**

### **REPORTS OF THE TECHNICAL GROUPS**

Tenth Round of Negotiations EU-Mercosur  
Asunción, 23-27 June 2003

#### **TECHNICAL GROUP I**

##### **I.1 Market access in goods (tariffs and text)**

The group on tariffs/texts had a thorough exchange of views on the requests for improvement of the respective offers. Both Parts made presentations to clarify the requests submitted and answered questions posed by the counterpart.

They also discussed their ambitions with regards to the scope and rhythm of dismantling of tariff protection. MERCOSUR stressed that the negotiations must fully incorporate the concept of asymmetry in favor of MERCOSUR and in this respect outlined some possible mechanisms for asymmetrical treatment. The EU stressed that the concept of asymmetry should be looked at in conjunction with a balanced approach.

During the discussions the EU chief negotiator conveyed information on the Decision of the EU Agriculture Council with regards to the reform of the Common Agricultural Policy, which implies a substantial change. Mercosur took note of this information, with the expectation that the reform contribute towards progress on the topics of particular interest to MERCOSUR with reference to the issue of access to the EU market for its agricultural products.

MERCOSUR remarked its readiness to consider requests to improve the offer submitted to the European Union as soon as they are presented in a format compatible with its nomenclature and dismantling schedules. The EU stressed that the improvement of the Mercosur offer should notably consist of an accelerated tariff dismantling schedule.

Both sides agreed that during the present sessions the respective view points had been thoroughly explained and stated their conviction that mutual flexibility and intensive work will timely deliver a satisfactory conclusion to the ongoing technical work.

MERCOSUR presented its offer transposed to the NCM 2002; as well as, its proposal of modalities to negotiate the automotive sector (Annex II).

MERCOSUR requested to receive a version of the EU's offer with technical adjustments and clarifications with regards to tariff lines in category E which Mercosur identified during discussions on the agricultural offer.

## **I.2 Customs**

Delegations representing respectively the EUROPEAN UNION and MERCOSUR met in Asuncion on 23-24 June 2003. The discussions were carried out in a positive, constructive and friendly atmosphere.

Specific topics discussed for eventual conclusion into the terms of the EU Mercosur Agreement were the following:

- Customs and Trade Facilitation,
- Protocol on Mutual Administrative Assistance in Customs Matters
- Special Provisions on Mutual Administrative Co-operation
- Business Facilitation Action Plan

### **I.2.1. Customs and Trade Facilitation**

Negotiations continued on the customs and trade facilitation provisions to be contained in the future EU-MERCOSUR Agreement. The basis for discussion was a draft text contained in Document X BNC/EU/TG-1/52/10.04.03.

Agreement was reached on a substantial part of the document, notably with regard to the objectives for this title, as well as the majority of the specific provisions on cooperation, legislative procedures and relations with the business community. The parties agreed on the need to clarify still further the few outstanding issues, in order to complete discussions at the next round.

There was an exchange of views on the state of play with regard to the parties' respective Customs Unions. The Commission delegate underlined the need for a satisfactory level of legislative integration and administrative capacity.

### **I.2.2. Protocol on Mutual Administrative Assistance in Custom Matters**

The Parties examined the EU proposal on "Protocol on Mutual Administrative Assistance in Customs Matters". The discussion took place between the sides concerning the clarification of certain issues, including the precise meaning and intent of certain of the terminology.

With respect to the Protocol, although MERCOSUR is still examining it, initial favorable comments were made and MERCOSUR will proceed with internal consultations with a view to concluding negotiations on the Protocol during the next CNB when the issue is examined.

### **I.2.3. Special Provisions on Mutual Administrative Co-operation**

The representative of the European Commission explained the broad thrust of the EU proposal and the reasons behind it. Particular emphasis was placed on the basic need for such a provision in order to protect the essential interests of the respective parties and their commercial operators from the fiscal and economic damage that uncontrolled fraud or irregularities could create.

Mercosur took note of these comments and indicated that additional time would be required to obtain the full opinions of the individual member countries. Initial clarification was requested on the methodology to be adopted, in particular, with regard to the balance to be achieved in assuring sufficient control to deter fraud and irregularities and at the same time ensuring that the interests of legitimate trade and the rights of the commercial operators were fully protected.

The Parties agreed to return to this issue at the next round of negotiations.

## **I.3 Standards, technical regulations and conformity assessment procedures**

The text as agreed at the issue of the VIII round of negotiations was taken as the basis for the discussion. The discussion concentrated on the parts of the text which remained in brackets and no issues were re-opened. Both Parties have reached a mutual understanding of what they want to achieve in the framework of the Standards, Technical Regulations and Conformity Assessment procedures articles which will be part of the Trade part of the EU-Mercosur agreement.

There remains mainly one issue to be discussed that is the establishment of the *ad hoc* Committee on Standards, Technical Regulations and Conformity Assessment.

The Parties agreed that this will be discussed once the institutional framework of the agreement will have been agreed upon.

The discussion of the text has been the occasion for the Parties to clarify how the objectives of the agreement, Business Facilitation issues and co-operation activities foreseen in the agreement and the MoU, fit together.

## **I.4 Rules of origin**

The two Parties continued with the discussion on the integrated negotiating text of Rules of Origin (VIII BNC/MS - EU/TG -1/06 14.11.02). Particular attention has been given to those issues where the Parties maintain substantially different positions, such as the determination of values, the origin of fishery products, the prohibition of draw-back and certification/verification of origin. Progress has been achieved on a few Articles of the integrated text.

Additional discussions will be necessary in order to overcome the differences that still remain on these issues and settle an acceptable system for both Parties.

The Community made a presentation on its proposal on specific Rules of Origin, tabled before the 9<sup>th</sup> Round (IX BNC - EU/TG – 1/39 03.02.03).

MERCOSUR presented its own proposal on specific Rules of Origin for Chapters 1 to 24.

Both Parties agree that it is desirable to speed up the pace of discussions in order to achieve progress in the coming Rounds.

MERCOSUR highlighted the need of mutual flexibility so as to advance in the negotiations.

## **I.5 Trade defense instruments**

### **I.5.1 Safeguards**

MERCOSUR circulated a copy of its revised proposal and presented its main aspects (Annex II). The Commission requested clarification on the proposal.

The EU Commission will examine the revised MERCOSUR proposal and submit its comments as soon as possible.

### **I.5.2 Antidumping and Countervailing Duties**

MERCOSUR informed on the preparation of its proposal and committed to submit it in thirty days.

## **I.6 Wines and spirits agreement**

As agreed during the IX BNC meeting, March 2003, Brussels, the Parties continued discussions on an agenda for negotiations on Wines.

The EU made comments on information provided by MERCOSUR prior to the meeting, as agreed during the IX BNC, on the current harmonization level in the field of wines.

MERCOSUR presented an agenda with the basic elements that should be taken into consideration during the negotiations on wines. The EU made its first comments.

In conclusion, the Parties agreed on the convenience to exchange further comments and information on relevant issues before the next negotiation round.

The Parties considered this meeting a positive step in the process.

## **I.7 Sanitary and phytosanitary measures**

The discussions on the sanitary and phytosanitary agreement focused on the following four issues: definitions, transparency, regionalization and equivalence. Both sides discussed the proposals presented by Mercosur based on the framework text proposed by the EU.

During the discussions of the different issues, both Parties have put their reservations, many of them related to phytosanitary aspects, due to the fact the EU phytosanitary technical staff was not present. The EU agreed to react to the Mercosur proposal as regards the outstanding phytosanitary matters.

The proposal on equivalence was only partly discussed. Both Parties agreed that Mercosur will submit a revised version of the text.

The EU will submit a consolidated text consisting of a side-by-side text on non-discussed issues and a common text on the issues discussed and indicating the Parties' reservations. The EU will submit this document to the Mercosur Presidency contact point.

The EU reminded to have sent its proposal for the amended appendixes.

The EU presented its position on animal welfare and institutional issues. As regards animal welfare, the EU clarified that the issue would not have an impact on trade except for stunning and slaughter in animals which is accepted already today. The EU requested that animal welfare will be discussed at a forthcoming meeting. Mercosur expressed its reservations to the inclusion of this issue in the SPS Agreement. The EU expressed the importance of establishing a single Joint Management Committee on SPS issues that would have the same status as the future Association Committee.

At several occasions the EU reiterated its position that a proper balance between the bilateral and birregional coverage must be found. This should also clarify the definition of the Mercosur Party. Mercosur will evaluate if this Technical Group is the right forum for this discussion. Mercosur will submit a questionnaire on SPS issues.

Both Parties agreed the need for more meetings. Mercosur considers the need to schedule more meetings before November 2003.

The Mercosur proposed the following group of issues to be included in the agenda of the next meeting:

- a) pending issues as regards definitions, transparency, equivalence, and regionalization;
- b) certification, verification, import checks and inspections fees;
- c) risk analysis; and
- d) scope.

The EU will react to this proposal before the next round.

## TECHNICAL GROUP II

### II.1 Services

The parties discussed the general provisions of the Services Chapter article by article and were able to reach agreement on common drafting of most of the Articles. Still remain to be further discussed dispositions regarding coverage, the definition of subsidiary, economic need tests, exceptions, domestic regulation, and to improve the common wording on mutual recognition. MERCOSUR suggested that the Chapter should include an article on modification of schedules and will present a proposal at the next meeting.

The parties will further analyze the question of economic need tests. Mercosur presented a new proposal on "Increasing Participation of Mercosur countries".

A preliminary discussion on the proposals of the EC on telecom and financial chapters took place. In the next meeting the parties will continue to discuss those proposals.

EC asked for clarification regarding the Preamble on the Mercosur offer, in particular on contracts celebrated between the government and the service supplier in relation with specific local legislations and bidding documents and on further restrictions to trade in electronically deliverable products. Mercosur will clarify in writing questions raised before the next meeting.

The parties presented their respective offers, exchanged views on the scope of commitments and expressed their expectation of deeper liberalization.

EC expressed its concern with regard to the fact that Mercosur offer does not include commitments taken in the Uruguay Round and is not sufficiently comprehensive in scope, nor in depth of effective access to be granted.

Mercosur pointed out that the commitments of its member countries in the context of the Uruguay Round are fully applicable. It also pointed out that each one of the individual offers to the EC contains several elements that go beyond the multilateral commitments, tending to create preferential treatment in the bi-regional context.

Mercosur also expressed its concern that the EC offer contains only few additional commitments in comparison with the EC offer in WTO.

The parties agreed to present clarification questions on the schedules by the end of July. Replies would be submitted by mid-September.

A consolidated text will be circulated by the end July.

## **II.2 Investment; capital movement**

During the X BNC in Asunción, MERCOSUR and the EU exchanged views on the text proposal presented at the IX BNC by the EU. The Questions and Answers sessions promoted a clearer understanding of the proposal, particularly the relationship between the concepts of pre-establishment, establishment and market access; intracorporate transferees and key personnel; and between this investment chapter of the EU-MERCOSUR agreement and bilateral and multilateral agreements

EU had expected deeper discussions and some progress on the texts rather than another Questions and Answers session. EU considered that the agreed modalities provided enough guidance to allow the parties to make progress on the text of the investment/establishment chapter. Moreover, most questions on issues such as the definition of establishment, the relationship with existing agreements and the review clause had already been replied by the EU during the IX BNC.

MERCOSUR recalled that the text proposed was presented during the IX BNC and only a preliminary reading of the text was undertaken, as the main focus of the agenda was the discussion of the document on methods and modalities of negotiations.

MERCOSUR indicated that it will be sending a written questionnaire based on the discussions held and looks forward to receiving the appropriate written replies, and indicated that before the next BNC it will present a draft alternative proposal.

EU agreed to send written replies to the MERCOSUR questionnaire once the MERCOSUR draft alternative proposal is available.

A brief discussion on the initial offers presented by both parties took place.

## **II.3 Intellectual Property Rights**

For the first time, the Parties made a comprehensive reading of the draft documents prepared by the European Commission after the VIII BNC for chapter 10. In doing that both parties restated their position on the main issues.

The Parties identified some points in common, and some brackets were eliminated. Additionally, MERCOSUR presented new proposals for the text of articles 1 and 2, as a means to overcome differences existing in these articles (Annex II).

Both Parties are aware that there are some areas in the draft in which divergences persist, such as the question of insertion of the issue of transfer of technology, and recognized the need for further discussions.

## TECHNICAL GROUP III

### **III.1 Dispute Settlement**

Both sides maintained a fruitful exchange of ideas about the draft common text on Dispute Settlement (IX BNC/MS/TG-3/19.03.03), specially regarding the articles that were not dealt with at the IX CNB.

Both Delegations agreed that further analysis is needed on the issues where important differences between the parties still remain (articles 9,10,11, 12 and the article related to applicable law) in order to achieve a common text in the coming Rounds.

As agreed upon the 9th Round of Negotiations, MERCOSUR circulated proposals on "Code of conduct" and the "Rules of Procedure" (Annex II) which were preliminary discussed, including in relation to the example of the EU-Chile Agreement.

### **III.2 Competition**

The working document of this session was EU-MERC/TRADE/W/1067Rev.2 Corr2 13.11.02.

The delegations performed a revision of the pending issues, and as a result, it was possible to progress towards a more convergent text (Annex II). Particularly, it was possible to reach agreement on paragraph 2 and 3 of Article 5 "Consultations when the important interests of one Party are adversely affected in the territory of the other Party". The delegation of the EU is going to present to MERCOSUR alternative texts for Articles 6 and 8 before the next round of negotiation.

At the request of the EU delegation, Mercosur made an explanation of the present situation of its Common Competition Policy.

## **BUSINESS FACILITATION**

### **Sanitary and Phytosanitary measures:**

Mercosur informed that a counterproposal to the text submitted by the EU will be presented.

### **Standards, Technical Regulations and Conformity Assessment:**

As agreed in the meeting that occurred during the IX CNB, Brussels March 2003, the Parties started the discussion about the implementation of measures 5, 6 and 7 and the previewed co-operation including with regard to measures 1, 2, 8, 9, 10 and 11.

The Parties agreed on the importance of technical assistance and business facilitation co-operation that can fulfill the concrete needs identified after the evaluation of specific problems regarding products or sectors.

As agreed in the previous meeting, Mercosur presented its interest in the sectors of electrical products, machinery and wood and furniture as the first step for implementation of measures 5, 6 and 7 of the BFAP. The parties agreed on a timetable as follows:

September 15, 2003, the EU will present to Mercosur a list of sectors and products; Mercosur will present to the EU a list of products included in the sectors chosen; December 1, 2003, the Parties will provide the information about the chosen products, which shall include: regional and national technical regulations, applicable standards, conformity assessment procedures and accredited or notified organizations and other relevant information;

March 15, 2004, or in the closest CNB meeting, the experts of each Part will meet in order to evaluate the information provided and to explore mechanisms for solving technical problems and providing co-operation.

Regarding the present negotiation of the second phase of the Technical Cooperation Program ALA 93-15. The Parties agreed that they should work together in order to ensure that the second phase of the program will fulfill their technical assistance and business facilitation co-operation expectations. The EU indicated that it will present as soon as possible a draft proposal for evaluation by MERCOSUR and asked for commentaries as soon as possible.

### **Electronic Commerce:**

The Mercosur and EU held on 24 June 2003 the second session of their dialogue on electronic commerce called for by the Action Plan on Business Facilitation.

Both parties exchanged points of view about how to promote the development of e-commerce between them.

MERCOSUR presented the work achieved in the area of e-commerce by each of its members and the state of play of their regulatory framework.

A questionnaire was presented to the EU on the directive 1999/93/CE in order to increase the regular exchange of information on e-commerce between both parties.

The Mercosur and EU also discussed ways to identify areas for the implementation of concrete projects. In this sense, MERCOSUR proposed to EU some initial areas of cooperation such as: electronic signature and certification, development of statistical methods for e-commerce, SME and e-commerce, and consumer protection. EU took note of these points and will submit its reaction.

MERCOSUR presented its position related to “EC proposal for E-commerce” document, submitted to the consideration of MERCOSUR during the IX BNC Round. The EU will react to that presentation.

### **Customs:**

The parties reviewed progress on the customs part of the business facilitation action plan. The parties discussed a paper produced by the Commission delegation (Document X BNC/EU/TG-1/62/10.06.03), containing different aspects of EU customs legislation and procedures.

In that sense, there was a lengthy and wide exchange of information on certain issues, *inter alia*: IT customs systems in both Parties; mechanisms of domestic consultative arrangements between customs administrations and the business community.

The MERCOSUR side undertook to provide a similar paper before the next round.

The Commission side also undertook to provide further information on national procedures concerning authorised traders and computerisation.

Moreover, both Parties agreed to analyse the best means of diffusion of legislation and customs procedures among the business community on both sides.

The parties agreed to reflect on the implementation of longer-term actions, with a view to establishing priorities at the next round. In this context, the second phase of the customs programme of technical assistance was raised.

## COOPERATION CHAPTER

### **Negotiations on the Cooperation Chapter**

Parties exchanged points of view on various cooperation topics pending on discussions toward the Association Agreement, enhancing the significant progress made on all subjects of cooperation chapter in previous BNC negotiation rounds.

The European Union delegation presented a proposal for the Birregional Cooperation mechanism, in terms of General Objectives and Specific Tasks of the Association Committee in co-operation matters. It also presented a new proposal on Technical Standards, Technical Regulations and Conformity Assessment Procedures for the cooperation chapter (Annex II).

Mercosur delegations expressed the importance of continuing discussions on proposals presented by the Parties during the VII EU-Mercosur Negotiation Meeting related to the Cooperation mechanisms. They also expressed their disagreement with the EU proposal referring to the Article on the Entry into force of the Association Agreement, which will replace current Community bilateral Agreements with the Party States of Mercosur.

They both agreed to continue efforts to make constructive discussions on this and other aspects of the institutional framework for the future Association Agreement.

The Commission indicated that it will present at the next Round a proposal concerning cooperation on illegal immigration and fight against terrorism.

## OTHER ISSUES

### **Sustainable development**

Mercosur and EC representatives recognized that the future Agreement should effectively foster sustainable development on both sides. Neither side has all the answers but both sides have a lot to offer, taking into account the principle of common but differentiated responsibilities.

The political dialogue and institutional framework are important to ensure that the promotion of sustainable development is a guiding principle for the implementation of the agreement. Both parties recognized the need to consider how best to harness the energy and creativity of civil society and the private sector in the EU and Mercosur in a dialogue for sustainable development. The importance of the involvement of their civil societies is reflected in the promotion of dialogue and cooperation between the European Economic and Social Committee and the Mercosur Economic and Social Consultative Forum.

The EC used the opportunity to present the evolution of the concept of EU's Sustainability Impact Assessment (SIA), which includes the broadening of the consultation process beyond the EC civil society, involving the civil society of other countries.

In the context of co-operation, both sides agreed to examine the integration of sustainable development into co-operation policy, addressing the environmental impacts of economic activities, promoting environmentally-friendly production methods, including the use and transfer of technologies and the promotion of corporate responsibility.

While addressing the issue of sustainable development in the context of Mercosur-EU trade relations, both parties discussed the positive ways of reinforcing the contribution of trade to sustainable development.

Taking into account that issues related to sustainable development should in no case lead to the development of any form of trade conditionality or to the establishment of barriers to trade, the parties acknowledged the importance of sharing experiences and involving civil society. To this end they noted their willingness to further reflect on the way to proceed with this dialogue as well as the definition of the appropriate fora.

## ANNEX II

### LIST OF WORKING DOCUMENTS

<b>Registration #</b>	<b>Negotiating Text</b>
X BNC/MS/TG-1/64/ 24.06.03	Mercosur's Proposal for Automotive Sector
X BNC/MS/TG-1/65/ 24.06.03	Mercosur's Proposal for Safeguard
X BNC/MS/TG-3/66/ 26.06.03	Mercosur's Proposal for Code of Conduct and Rules of Procedures – Dispute Settlement
X BNC/MS/TG-1/67/ 26.06.03	Mercosur's Proposal on R.O.O. – Specifics- (1-24)
X BNC/MS-EU/TG-1/26.06.03	Consolidated Text – Custom Chapter
X BNC/MS/TG-1/68/26.06.03	Mercosur's Offer on Goods Chapter – Mercosur Common Nomenclature 2002
X BNC/MS-EU/TG-1/13/26.06.03	Consolidated Text - TBT
X BNC/MS-EU/TG-1/14/26.06.03	Consolidated Text on Competition Policy
X BNC/MS/BF/69/26.06.03	Mercosur's Questionnaire on Digital Signature
X BNC/MS/BF/70/26.06.03	Mercosur's Reaction on EC Paper on E-Commerce
X BNC/EU/Coop/70/26.06.03	EU's Proposal on Cooperation – Art. 17 and 59
X BNC/EU/Coop/71/26.06.03	EU's Proposal on Cooperation – Technical Regulations and Conformity Assessment Procedures – Art. 20
X BNC/MS-EU/TG-2/15/26.06.03	Consolidated Text - IPR

## ANNEX III

### LIST OF PARTICIPANTS

#### DELEGATION OF THE MERCOSUR

#### ARGENTINA

Eduardo Sigal	Subsecretaría de Integración Económica Americana y Mercosur - MRECIC
Felipe Frydman	Dirección Nacional de Negociaciones Económicas Internacionales - MRECIC
Ernesto Martínez Gondra	Dirección de Relaciones Económicas Multilaterales - MRECIC
Ernesto de la Guardia	Dirección del MERCOSUR Económico - MRECIC
Darío Celaya	Dirección del MERCOSUR Económico - MRECIC
Alberto Carmona	Dirección del MERCOSUR Institucional - MRECIC
María del Carmen Squeff	Subsecretaría de Integración Económica Americana y Mercosur - MRECIC
Maite Fernández	Dirección de Relaciones Económicas Multilaterales - MRECIC
Alejandra Di Vico	Subsecretaría de Integración Económica Americana y Mercosur - MRECIC
Guillermo Feldman	Subsecretario de Gestión y Política Comercial Externa – MEP
Adrián Makuc	Dirección Nacional de Política Comercial Externa
Victoria Pose	Dirección de MERCOSUR-MEyP
Graciela Molle	Dirección de MERCOSUR-MEyP
Carlos Mosquera	Dirección de MERCOSUR-MEyP
Martín Guido Lavallo	Dirección de MERCOSUR-MEyP
Rossana Ricchini	Dirección de MERCOSUR-MEyP
Alicia Borghi	Dirección de MERCOSUR-MEyP
María Juana Rivera	Secretaría de Industria-MEyP
Mabel Ganzana	Secretaría de Industria-MEyP
Jorge Iturriza	Secretaría de Agricultura, Ganadería, Pesca y Alimentación
Gabriela Catalani	Secretaría de Agricultura, Ganadería, Pesca y Alimentación
Maximiliano Moreno	Secretaría de Agricultura, Ganadería, Pesca y Alimentación

Rodolfo Acerbi	Coordinación de Relaciones Internacionales del Servicio Nacional de Sanidad y Calidad Agroalimentaria
Diana Guillén	Servicio Nacional de Sanidad y Calidad Agroalimentaria

## BRASIL

Carlos Alberto Simas Magalhães	Ministério das Relações Exteriores
José Alfredo Graça Lima	Embaixador do Brasil junto às CE (Bruxelas)
Rosária Costa Baptista	Ministério do Desenvolvimento, Indústria e Comércio
André Corrêa do Lago	Ministério das Relações Exteriores
Regis Arslanian	Ministério das Relações Exteriores
Francisco Mauro Brasil de Holanda	Embaixada do Brasil em Assunção
Sergio Barreiros	Ministério das Relações Exteriores
Carlos Márcio B. Cozendey	Ministério das Relações Exteriores
Ronaldo Costa Filho	Ministério das Relações Exteriores
Norberto Moretti	Ministério das Relações Exteriores
Ernesto Araujo	Ministério das Relações Exteriores
Fabio Pitaluga	Ministério das Relações Exteriores
João Mendes Pereira	Ministério das Relações Exteriores
Paulo Nicola Venturelli	Ministério da Agricultura, Pecuária e Abastecimento
Wednes Costa	Ministério do Desenvolvimento, Indústria e Comércio /SECEX
Sérgio Figueiredo	Ministério do Desenvolvimento, Indústria e Comércio
Jane Alcafor de Pinho	Ministério do Desenvolvimento, Indústria e Comércio
Ana Lucia Palhano	ANATEL
Wesley Beier	MPOG
Bivanilda Tapias	Ministério da Agricultura, Pecuária e Abastecimento
Ricardo Cavalcanti	Ministério da Agricultura, Pecuária e Abastecimento
Laudemir Müller	Ministério de Desenvolvimento Agrário
Daniela Arruda Benjamin	Ministério das Relações Exteriores
Gustavo Barboza	Ministério das Relações Exteriores
Emerson Kloss	Ministério das Relações Exteriores
Elisa Fraga	Ministério do Desenvolvimento, Indústria e Comércio

Matheus Vasconcellos	Ministério do Desenvolvimento, Indústria e Comércio
Dario da Silva Brayner Filho	Ministério da Fazenda
Ana Claudia Takatsu	Ministério do Desenvolvimento, Indústria e Comércio
Fernando Antonio Leite Goulart	INMETRO
Rogério Vianna	Ministério do Desenvolvimento, Indústria e Comércio
Ronaldo Gonçalves Ferraz	ABC- Ministério das Relações Exteriores
Juliana Ghizzi	Ministério da Saúde-ANVISA
Erika A. Watanabe	Ministério das Relações Exteriores
Rómulo Costa	Ministério das Relações Exteriores

## PARAGUAY

Rigoberto Gauto	Ministerio de Relaciones Exteriores
Myriam Segovia	Ministerio de Industria y Comercio
Emilio Giménez	Misión de Paraguay ante la CE
Enrique Franco	Ministerio de Relaciones Exteriores
Ramón Díaz Pereira	Ministerio de Relaciones Exteriores
Carlos Paris	Ministerio de Industria y Comercio
Martha Candia	Ministerio de Hacienda
Raúl Cano Ricciardi	Ministerio de Relaciones Exteriores
Juan Angel Delgadillo	Ministerio de Relaciones Exteriores
Inés Martínez Valinotti	Ministerio de Relaciones Exteriores
Gilda Arréllaga	Ministerio de Industria y Comercio
Bruno Belmont	Ministerio de Industria y Comercio
Maria Odalis Acuña Gauto	Ministerio de Hacienda
Perla Beatriz García	Ministerio de Relaciones Exteriores
Luz Maria Moreno	Ministerio de Relaciones Exteriores
Miguel Angel Ruiz Viera	Dirección General de Aduanas
Carlos Iván Salcedo	Dirección Nacional de Aduanas
Karina Sánchez	Ministerio de Industria y Comercio
Sonia González	Ministerio de Industria y Comercio
Miguel Ricardo Candia Ibarra	Ministerio de Relaciones Exteriores
Ernesto Antonio Paredes	Ministerio de Industria y Comercio – Subsecretaría de Industria
Luis Bernal	Ministerio de Industria y Comercio – Subsecretaría de Industria
Gustavo Soverina Gorosito	Ministerio de Industria y Comercio
Carlos I. Salcedo	Dirección de Aduanas
José Benitez Antola	Ministerio de Relaciones Exteriores
Elisa Fletschner	INTN

Denice Cano	Ministerio de Industria y Comercio
Jorge R. Díaz	Ministerio de Relaciones Exteriores
Lira Jiménez	Organización Nacional de Acreditación
Johnny Ojeda	Ministerio de Industria y Comercio
Delia González Gatti	Ministerio de Industria y Comercio
Roque Leguizamón	Ministerio de Agricultura y
Ladislao Acosta	Ministerio de Agricultura y
Aida Romero	Ministerio de Agricultura y Ganadería
Francisco Zarate	Ministerio de Agricultura y Ganadería
Ernesto Galliani	Ministerio de Agricultura y

### URUGUAY

Gustavo Vanerio	Director Integración y MERCOSUR - Ministerio de Relaciones Exteriores
Luis Plouvier	Ministerio de Economía y Finanzas
Washington Durán	Dirección Nacional de Industrias-MIEM
Ernesto Medina	Ministerio de Economía
María del Pilar Silveira	Ministerio de Economía
María Angélica Peña	Oficina de Planeamiento y Presupuesto
Rosario Furest	Banco Central
Berta Feder	Ministerio de Relaciones Exteriores
Ana María Peralta	Ministerio de Ganadería, Agricultura y Pesca
Jorge Armstrong	Ministerio de Ganadería, Agricultura y Pesca
Francisco Zunino	INAVI
Fernando Bauzá	INAVI

## DELEGATION OF THE EUROPEAN COMMISSION

NAME	ORGANISM
Karl FALKENBERG	Chief EU Trade negotiator
Ivano CASELLA	European Commission - Coordination Trade
Alexander TILGENKAMP	European Commission – DG Agriculture
Helmut STADLER	European Commission – DG Agriculture
Stella ZERVOUDAKI	Head of EU Delegation – Uruguay and Paraguay
Matthias PETSCHKE	European Commission – DG Trade
Jorge Peydro AZNAR	Delegación de la Comisión Europea en Brasilia
Diana ACCONCIA	Delegación de la Comisión Europea en Uruguay y Paraguay
Christophe MANET	European Commission - Trade Conseller
Carolina GERVAZ	Delegación de la Comisión Europea en Paraguay
Dominique GROSJEAN	European Commission – DG Industrial
Louis LEIMGRUBER	European Commission – DG Industrial
María Iglesia GOMEZ	European Commission – DG Agriculture
Secundo PEREZ GIBAJA	European Commission – DG Agriculture
Juan RONCO ZAPATERO	European Commission – Fisheries
Paul VAN GELDORP	European Commission – DG SANCO
Eva Maria ZAMORA ESCRIBANO	European Commission – DG SANCO
Göran LINDHOLM	European Commission – DG Industrial
Nicola ARDITO	European Commission – DG Taxation and customs union
John TAYLOR	European Commission European Commission – DG Taxation and customs union
Robert ALLEN	European Commission – OLAF
Beatriz KNASTER SANCHEZ	European Commission – DG Trade
Paul VERBURGT	European Commission – DG Trade D1
Francesco MEGGIOLARO	European Commission – DG Trade
Carlo PETTINATO	European Commission – DG Trade
Tomas ABADIA	European Commission -DG - Relex
Eric PETERS	European Commission – DG Trade