



**Asia-Pacific
Economic Cooperation**

2014/SOM2/CTI/WKSP1/006

Research and Analysis

Submitted by: Malaysia



**Capacity Building Workshop on Preparing
for FTA Negotiations
Qingdao, China
6-7 May 2014**



**APEC CAPACITY BUILDING
WORKSHOP ON PREPARING
FOR FTA NEGOTIATIONS:
RESEARCH, ANALYSIS,
CONSULTATION,
DEVELOPMENT OF
NEGOTIATING POSITIONS
AND TEAM BUILDING**

**SESSION 2:
RESEARCH AND ANALYSIS**

QINGDAO, CHINA, 6-7 MAY 2014

 **MINISTRY OF INTERNATIONAL TRADE AND INDUSTRY,
MALAYSIA**

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FIRST STEP...

**THE MOST IMPORTANT THING
TO DO**

IS.....

**"TO KNOW WHERE WE ARE
AND WHO ARE WE
NEGOTIATING WITH"**

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PREPARE DOSSIER/PROFILING

- ✓ General information (population, area coverage, federal & states, neighbouring countries)
- ✓ Trade statistics (export & import volume, GDP etc.)
- ✓ Trade regime (services and investment) – comprehensive inventory
- ✓ Sensitivities
- ✓ FTAs/RTAs signs with Investment and Services Chapters

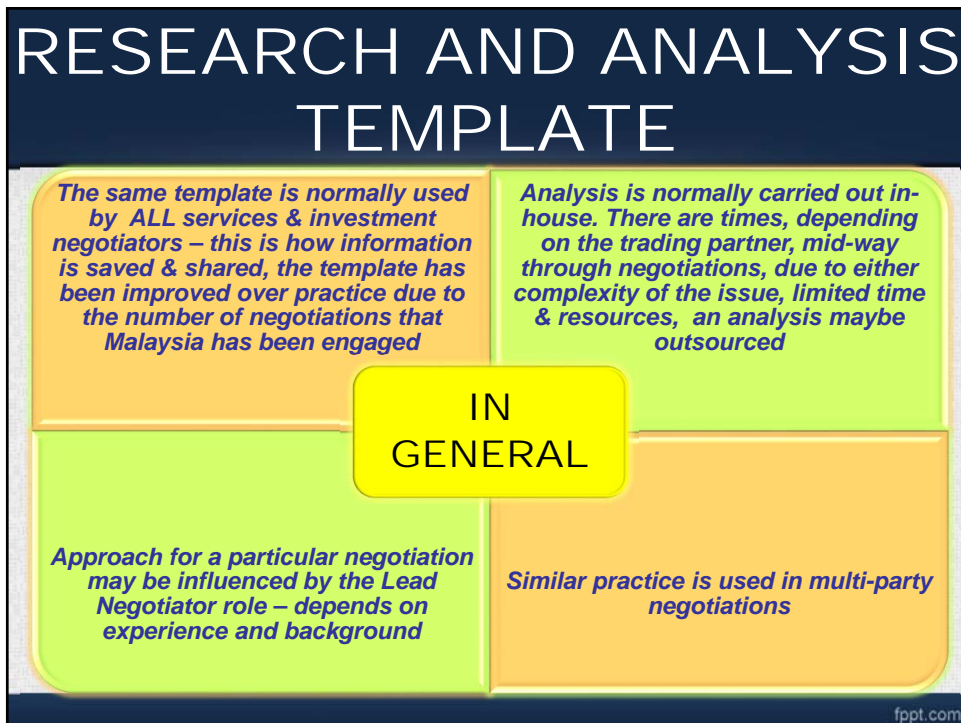
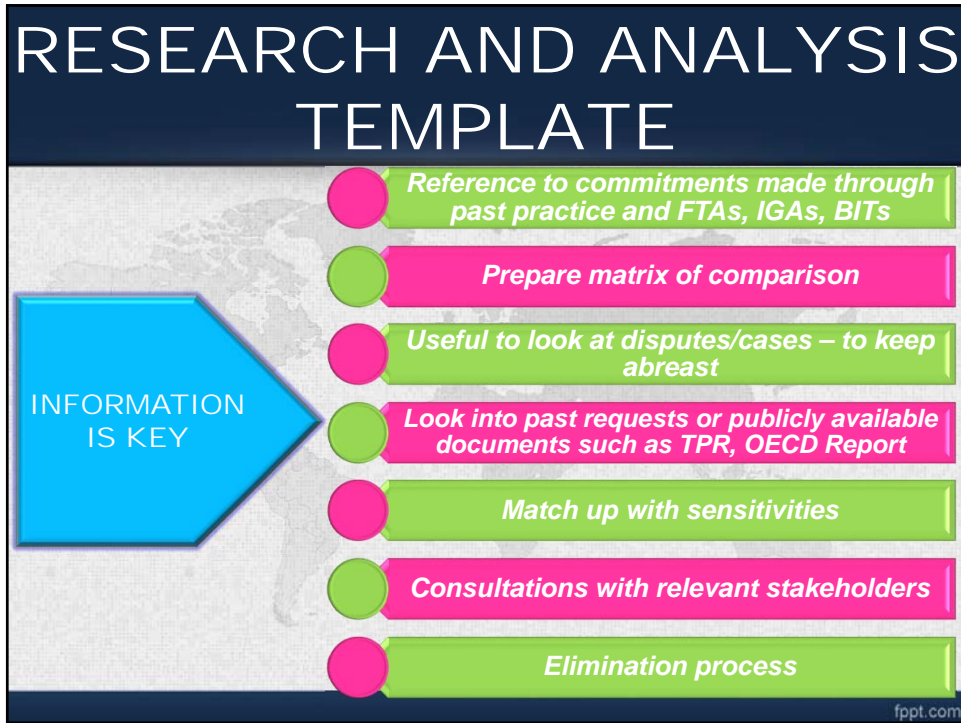
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COMPREHENSIVE INVENTORY


INVENTORY MUST INCLUDE:

Coverage of all investment and services which will include liberalised and closed sectors	All existing laws, regulations and rules or any other measures regulating investment and services sectors	All State measures governing investment and services sectors that are under their purview	List of investment and services sectors that are of interest to Malaysia as well as sectors that are sensitive or strategic (what needs to be carved out)	Identifying all modes of supply for services
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ELIMINATION PROCESS



Once a comprehensive inventory has been drawn up: need to determine whether there is any sensitivity in investment and services sectors

Identify exclusions for certain types of investment and services, based on past practice and FTAs etc.



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THANK YOU

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