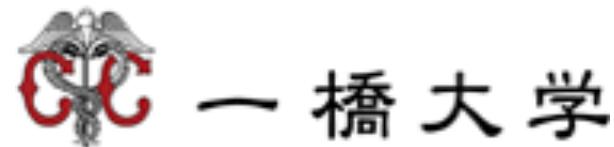




Hitotsubashi – UBC:

Presentation to the Canadian embassy
in Tokyo



a place of mind





Agenda

Simulation overview

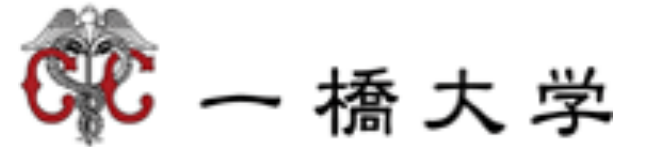
Team Overviews

TRIPS, Development,
Transparency, Labour,
Environment

Services

Goods

Conclusion



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Simulation Overview

Negotiation Group	Trade Topic	Team Representatives
A	Trade in Goods	Agricultural Specialist
		Natural Resource • Energy Specialist
		Manufactured Goods • Rules of Origin Specialist
B	Trade in Services	Telecommunications Specialist
		Financial Services • E-Commerce Specialist
		Movement of Natural Persons Specialist
C	Intellectual Property Rights & Labour • Environment • Development	Intellectual Property Rights Specialist
		Labour • Environment • Development Specialist





Simulation Overview

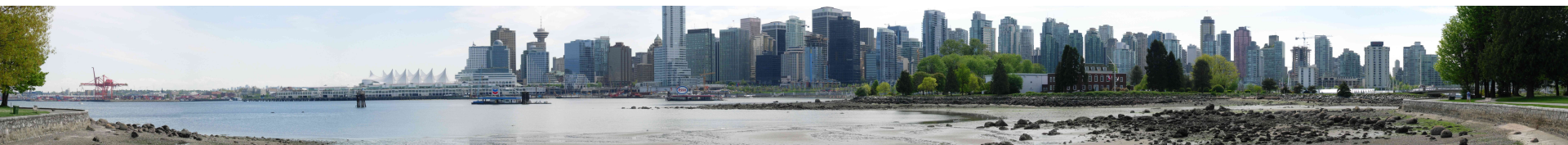
- Preamble
- CH 1: General Provisions
- CH 2: Trade in Goods
- CH 3: Rules of Origin
- CH 4: Sanitary and Phytosanitary Measures
- CH 5: Telecommunications
- CH 6: Movement of Natural Persons
- CH 7: Financial Services
- CH 8: E-Commerce
- CH 9: Intellectual Property
- CH 10: Environment
- CH 11: Labour
- CH 12: Transparency
- CH 13: Consultation Mechanism
- CH 14: Dispute Resolution
- MoU: Development





Team Leader **Japan**

- **Purpose**
 - Economic integration and stronger political ties
- **Strategy**
 - Increased FDI in Canada's natural resources sector
 - Improved access to financial services in Canada
 - Reduction of tariff in manufactured goods
 - Protection of agriculture sector
- **Experience**





Team Leader **Canada**

- **Purpose / Preamble**

Importance of having a mutually beneficial economic agreement

Significance of trade and investment across the Pacific

Historical ties between Canada and Japan

- **Strategy**

Liberalize Japan's agriculture and forestry sectors

Canada's role in Japan's energy security

Defensive on the issue of foreign ownership

- **Experience**

Complexity of trade negotiations

Challenges in communication

Issues in political will and constituency





TRIPS, Labour, Environment, Development - **Japan**

- **Intellectual Property**

Generally a non-contentious issue for our two developed economies

Final text relied heavily upon Japan's more recent IP agreements which include TRIPS

- **Development**

Due to the non-trade nature - this sector is difficult to include in agreement

Final decision was to draft an MoU

- **Transparency**

Important to many chapters of the agreement

Separate chapter allows for more detail, less repetition

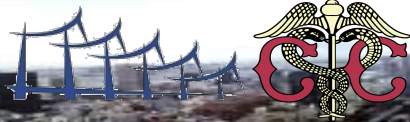




TRIPS, Labour, Environment, Development - **Canada**

- **Environment**
 - Sovereign rights and the possibility to protect and conserve the environment
 - Enhance environmental awareness
- **Labour**
 - Stimulate the economies and job markets
 - Promote gender equality





Services - Japan

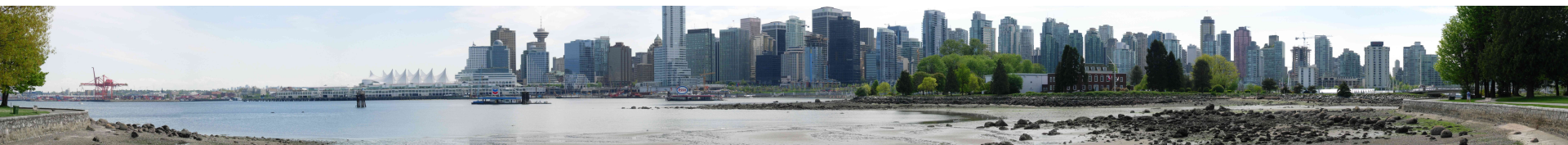
- **Process**
 - Team strategies for services: offensive / defensive / common / new
 - Propose texts based on strength of position
 - Shared text finalized with wider linkages
- **Financial Services**
 - Major challenge is equity and board of director nationality limitations in Canada
 - Focus on greater cooperation in banking standards
 - Cooperation on shared standards for microcredit in ODA
- **E-Commerce**
 - Common goals deferring to non-digital equivalents
 - Greater promotion of ecommerce, consumer confidence, privacy, and ecommerce security standards
 - Overlap with priorities in TPP - promotion of cloud computing, liberalization of internet services





Services - Canada

- **Telecommunications**
 - Collaboration and promotion of new services
 - Cooperation in providing telecommunication infrastructure to third party developing countries
- **Movement of Natural Persons**
 - Focus on collaboration and transparency
 - Advancement of mutual recognition agreements
 - Prioritization of key export professions

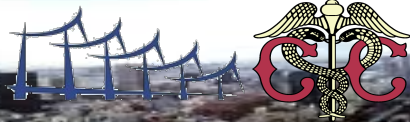




Goods - Japan

- **Strategic Objectives**
 - Energy, food security/ manufactured goods/ agriculture protection
- **Common Areas**
 - Electronics – Tariff Reduction
 - High Tech - Cooperation
 - Energy, Mineral Resources – Cooperation
- **Negotiation Positions**
 - Japan: Automobile – ROO (NAFTA)/ Change to ownership restrictions
 - Canada: agriculture, fisheries, forestry – Tariff Reduction





Goods - Canada

- **Goods Issues**
 - facilitate liberalization of substantially all goods:
 - Agriculture, Natural Resources, Energy, and Manufactured Goods
 - Balancing sensitive sectors with directional initiatives
- **Matching Economies**
 - Competition or Cooperation getting over “Pretty Good,” Integration and Complementarity;
 - Aerospace, Biotech, Clean and Green Tech, Infrastructure, Nanotech, Textiles
 - Promoting new products and markets: Agriculture, Alcohol, Forestry and Innovation
- **Regional agreements**
 - Shadow of regional agreements: TPP, FTAAP, NAFTA and ASEAN +3, +6
 - Harmonization, transparency and strategies for non-tariff barriers
 - Gateways and a Third Party perspective





ご静聴ありがとう
ございました。

Thank you.



一橋大学



INSTITUTE OF ASIAN RESEARCH



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