



October 10, 2013

Mr. José Manuel Barroso
President
European Commission
B-1049 Brussels

The Right Honourable Stephen Harper, P.C, M.P.
Prime Minister
Government of Canada
80 Wellington Street
Ottawa, ON K1A 0A2

Dear President Barroso and Prime Minister Harper,

Re: The EU and Canadian business communities' call for a rapid and successful conclusion to the Comprehensive Economic and Trade Agreement (CETA)

Our members are collectively responsible for millions of jobs, administer trillions of dollars in assets and are responsible for the majority of European and Canadian exports and foreign investment. Together, we advocate policies that benefit businesses and the communities that they sustain. Collectively, we advocate policies that promote investment, job creation and economic growth in communities across the EU and Canada.

To achieve the full potential of the Canada-EU partnership, we feel it is urgent that the EU and Canada conclude an ambitious Comprehensive Economic and Trade Agreement (CETA) as soon as possible.

We have followed closely these negotiations that have started more than four years ago and we understand that both parties have indicated that they are willing to take substantial commitments in trade in goods and services market access and in regulatory cooperation that would make this the most ambitious and comprehensive agreement ever negotiated by the EU and Canada.

We look forward to both Parties concluding an agreement that will include: full and fair coverage of government procurement markets, including at the sub-federal level in Canada and the EU; an ambitious and high quality intellectual property outcome, particularly for the innovative life sciences industry; a robust and comprehensive investment chapter that includes investor/state provisions; and meaningful agricultural and industrial market access that respects rule-of-origin requirements taking into account the existing investments in the EU and Canada.

We are encouraged by your efforts to address the outstanding issues in the negotiations. It is important that in this final stage a balanced solution is found for the remaining problems ensuring that EU as well as Canadian firms take full advantage of this agreement.

Great progress has been made, narrowing the outstanding questions to a handful of politically sensitive issues. While we recognize that for these outstanding issues choices at the highest levels are required to ensure a balanced deal, we encourage both negotiating parties to strive for comprehensive and ambitious solutions that benefit economies on both sides of the Atlantic. The EU and Canada must stay focused on the bigger picture and the overall gains of \$30 billion annually in the bilateral commercial relationship with a successful conclusion to the CETA.

We stand ready to support your leadership on this initiative.

Sincerely,



Ms. Emma Marcegaglia
President
BUSINESSEUROPE



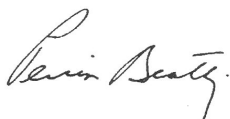
The Honourable John Manley, P.C.
President & CEO
Canadian Council of Chief Executives



The Honourable Roy MacLaren, P.C.
Canadian Chair
Canada Europe Roundtable for Business



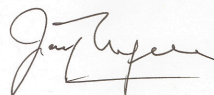
Mr. William Emmott
European Chair
Canada Europe Roundtable for Business



The Honourable Perrin Beatty, P.C.
President & CEO
Canadian Chamber of Commerce



Mr. Alessandro Barberis
President
Eurochambres



Jayson Myers
President & CEO
Canadian Manufacturers & Exporters



Daniel Kelly
President & CEO
Canadian Federation of Independent Business



Shirley-Ann George
Vice Chair
Canadian Services Coalition



Sir Thomas Harris
Chairman
European Services Forum

c.c.: Mr. Karel De Gucht, Commissioner for Trade, European Commission
Hon. Ed Fast, M.P., Minister of International Trade, Government of Canada
Mr. Mauro Petriccione, CETA Chief Negotiator - European Commission
Mr. Steve Verheul, CETA Chief Negotiator, Department of Foreign Affairs and
International Trade
Mr. Linas Linkevičius, Lithuanian Minister of Foreign Affairs, Presidency of EU Council of
Ministers
Mr. Vital Moreira, Chair, Committee on International Trade, European Parliament