

# *The ITTO Annual Market Discussion*

**2pm, 9 November, Plenary Hall**

Bilateral and regional free-trade agreements (FTAs) have proliferated in recent years as efforts to secure a global deal on trade liberalisation through the WTO have stalled.

But are exporters using them? If not, why not? What benefits do they provide? And what are the downsides?

A recent analysis by HSBC Global Connections has looked closely at utilisation of FTAs in ASEAN where exporters have no lack of options in their approach to free trade agreements because their governments have ensured them choices.

HSBC says “The choices may be rich, but utilisation is surprisingly low with each FTA signed in ASEAN used, on average, by only one in four exporters”. Is this a pattern repeated in any of ITTOs producer member countries?

Speakers from the Mexico, Nigeria, Thailand, Peru, the EU and the US will explore:  
**Free Trade Agreements - Challenges and Opportunities for the Tropical Timber Trade**

**Labode Popoola,  
Professor of Forest Economics/Sustainable Development at the  
University of Ibadan, Nigeria & President Forestry Association of Nigeria**

**Enrique Téllez Pacheco,  
Presidente, Cámara Nacional de la Industria Maderera, Mexico**

**Jirawat Tangkijngamwong,  
Chairman, Thai Timber Association  
Director of Deesawat Industries Co. Ltd and Deesawat Design Co., Ltd.**

**André de Boer,  
Secretary General, European Timber Trade Federation  
The Netherlands**

**Joe O'Donnell,  
Senior Manager for Government and Public Affairs, IWPA, USA**

**Erik Luis Fischer Llanos,  
Presidente del Comité Forestal de ADEX, Asociación de Exportadores,  
Peru**