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INDUSTRIAL COOPERATION WITH CERTAIN LDCs IN LATIN AMERICA,
ASIA, THE GULF AND THE MEDITERRANEAN

(Communication from the Commission to the Council)

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I. GENERAL

The advantages of industrial cooperation

1. The Community's cooperation policy with non-ACP developing countries has hitherto taken two main forms : trade cooperation and official development assistance or ODA (food aid and rural development aid for the most part), supplemented, in the case of the Mediterranean countries, by EIB loans. Certain limits have in these two spheres, to be faced owing partly to the unemployment and structural adjustment problems facing the Community and partly to budgetary constraints.

2. Despite these constraints, the Community should continue its traditional cooperation with these countries (ODA will always be necessary for poor countries and for operations which produce a return in only the very long term - in particular operations aimed at reducing food dependence). In the field of industrial cooperation Community policy remains fundamentally attached to the development of its partners, which also corresponds with Europe's long term interests. It would appear, however, that with respect to certain non-ACP countries this cooperation should be enlarged in other ways, for two principal reasons.

The first reason for this is political: it is necessary to respond to the wish of relatively advanced developing countries to diversify their international relations (often centred on the United States and/or Japan) to include closer links with a region committed to the principles of non-interference and of ensuring that interdependence and mutual interest assume greater importance than the East-West conflict.

The second is economic: these countries, which represent an essential and potentially an expanding outlet for the Community (one-third of its exports went to those countries in 1983, 10% more than in 1973), show good growth prospects in the medium and long term. It is important to ensure a European presence in these markets.

3. Additional forms of cooperation with some countries of Asia, Latin America, the Gulf and the Mediterranean should therefore be considered within the above-mentioned constraints and the overall objectives of the Community. A particularly promising approach would seem to be industrial cooperation between firms in the Community and the developing countries which would save the interests of both parties :

i) it corresponds to the possibilities and requirements of those countries, where considerable progress has already been made in the secondary and tertiary sectors, as regards industrial capabilities, the transfer of expertise and scientific and technical knowledge (provided it is adapted to each country or region's own characteristics and does not encourage the perpetuation of outdated structures in the developing countries);

ii) it encourages direct and portfolio investment in those countries, which would be particularly useful in the present situation; 1)

iii) it forms part of the general movement towards enhancing the role of the market and of firms in order to increase economic efficiency and make essential structural adjustments;

iv) through the economies of scale resulting from the increase in exports, the sale of expertise, the use of European technology and the drop in production costs which certain changes of location can bring about, it could help to make Community firms more profitable, and improve their investment and R&D capacity, and hence their competitiveness;

v) it ensures optimum use of public funds since the disbursement of these funds triggers the flow of private

1) These would be non-debt-creating flows and would cost less than bank loans: since profits were reinvested on the spot, the cost in foreign currency of "servicing" direct investment did not exceed 5% between 1979 and 1983, as compared with a 13% interest rate on loans.

funds and multiplies their effects 2); this is particularly valuable when Community funds are in short supply and developing countries face the debt problem.

4. The following table reveals a tendency towards stagnation in Community exports to South-East Asia and Latin America, two regions with a marked potential for growth.

	EEC	Exports from North America	Japan

to			
Latin America			
- 1983 US\$ '000 m.	12	27	4
- 1963-83 (in value terms)	+500%	+710%	+1350%
South and East Asia (including China)			
- 1983 US\$ '000 m.	19	28	34
- 1963-83	+830%	+930%	+2300%
Western Asia			
- 1983 US\$ '000 m.	38	15	16
- 1963-83	+2230%	+2500%	+8900%
Africa			
- 1983 US\$ '000 m.	31	7	1
- 1963-83	+970%	+900%	+1350%
All developing countries			
- 1963-83	+1040%	+920%	+2500%
All countries			
- 1963-83	+ 1 150%	+850%	+2630%

This situation might at first sight suggest that the Community is falling behind its main competitors. Such a trend does not, however, emerge from the above table (the

2) A certain degree of resistance to industrial cooperation with developing countries may be encountered, however, since in the short term it may cause changes in the location of production with job losses in the Community, particularly where certain sensitive products are involved. It should nevertheless be borne in mind that in the medium term Community firms must make use of the possibilities offered by the developing countries as regards outlets and production costs in order to remain able to compete with their industrialised competitors on the traditional markets.

Lastly, in the long term, world demand can be increased only by making the developing countries more solvent, and industrialisation is virtually the only way of achieving this.

last line shows a loss in relation to Japan but a gain in relation to the United States).

The situation therefore seems to be due more to the fact that Europe has failed to make its mark on these markets in terms of export credits, direct investment, technical assistance, cultural relations.....

5. Industrial cooperation establishes an organised relationship in the medium and long term between businessmen in those countries and European businessmen, and, creates the economic and political links which can stimulate trade. This is explained partly by the fact that a relatively protectionist country reacts more favourably to imports from countries which cooperate with it and partly by technical factors (e.g. the adoption of European or international standards, in preference to US or Japanese standards, opens the way to Community exports). In the case of India, for example, the countries which have concluded the most industrial cooperation agreements with Indian firms are the main exporting countries (United States, United Kingdom, Federal Republic of Germany); other examples are to be found in South-East Asia.

The role of medium-sized firms

6. Large firms play a dominant part in international investment (80% of such investment is made by 500 multinationals) and will continue to do so.

There is nevertheless room alongside them for medium-sized, and even small, firms in certain specialised areas. These firms are in a particularly good position to cooperate with partners of a similar size in the developing countries and to help in this way to strengthen those countries' industrial fabric. They may also prove more acceptable to the authorities of the countries concerned, since they are less powerful and more open to industrial cooperation properly so called (joint ventures (3), licensing, management agreements, etc.), as opposed to taking control through direct investment. Lastly, the Community, which has fewer transnationals than other industrialised countries, should encourage its medium-sized firms to take on an international dimension, without, however, neglecting those sectors dominated by large firms.

7. Medium-sized firms more than the large

 3) Medium-sized firms are interested in joint ventures because they need partners who know the market, the administration, subcontractors, etc. The host countries, for their part, often prefer this formula, since it entails the transfer of technology and makes it easier to monitor the corresponding activities

multinationals, need public-sector support in order to launch operations in the developing countries, particularly if they are separated by considerable geographical and/or cultural distances (this being true, although to varying degrees, of Latin America, the Indian subcontinent and particularly the Far East): their financial resources are in many cases not sufficient to cope with the market penetration costs (information on markets and rules, preliminary feasibility studies, etc.), which are further increased by transport costs, or to take all the risks involved in activities abroad.

8. This need for public-sector support is all the greater at present in that many developing countries' situation and short- and medium-term prospects are unfavourable. Nonetheless there are opportunities for export, investment and industrial cooperation even on markets which are not actually growing or are growing only slowly: structures are changing and new requirements are emerging. But these opportunities are fewer, more difficult to identify and more risky to take advantage of than on rapidly growing markets. Support from public authorities tends in these circumstances to assume more importance, although the main responsibility must obviously rest with the businessmen themselves.

Industrial cooperation: the role of the developing countries and of the Community

9. In the context of industrial cooperation, the developing countries must assume the prime responsibility for improving the investment climate:

i) by laying the foundation for sound, sustained growth through the necessary structural adjustment. These adjustments must, generally speaking, be aimed at a realistic range of relative prices, an increase in savings, rational decisions regarding public investment, and a satisfactory degree of flexibility in the economy through the development of a spirit of enterprise and greater freedom for businessmen;

ii) by limiting measures likely to discourage foreign investment (price control, import restrictions, limited access for foreign firms to distribution channels, obligation for foreign firms to use a minimum percentage of inputs produced on the spot, cumbersome bureaucratic procedures);

iii) by reducing administrative restrictions affecting foreign investment and holdings;

iv) by simplifying and standardizing procedures;

v) by laying down fair rules for the transfer of profits, the protection of intellectual property, and compensation in the event of expropriation.

10. As regards the industrialised countries, the authorities in the Member States have for a long time been committed to action designed to improve the context in which European firms operate in the Third World. This includes trade promotion, the granting of export credit and insurance, the conclusion of protection agreements, and the setting up of national investment-guarantee schemes, the promotion of industrial cooperation, and information on investment opportunities.

11. The Community has hitherto contributed mainly through training and scientific and technical cooperation. Its role must now be extended and reinforced.

The first area should be the improvement of the general investment framework, as follows:

i) the cooperation agreements between the Community and developing countries or regions form a basic structure for discussing specific obstacles to investment and seeking to reduce them. Discussions on this matter have been conducted with the ASEAN countries, through a high-level working group, made up of bankers and private-sector businessmen. The Community context has an advantage over the national context in that it is more neutral, as the Member States might be suspected of defending the particular interests of national firms. To be sure the removal of restrictions would also help non-Community firms, but European firms, which have less of a foothold in the key markets than US and Japanese firms, would stand to benefit even more;

ii) for the same reason, the Community could provide in the future a good framework for concluding investment protection agreements, in order to fill the existing gaps in the network of bilateral relations between individual Member States and the developing countries or regions. Although results to date have been limited effects should be pursued along the lines of those currently being made in the context of the Euro-Arab Dialogue.

As regards guaranteeing investment (insurance), consideration should be given to the contribution which a Community system might afford as a complement to national schemes and MIGA;

iii) lastly, the Community should offer technical assistance in areas such as commercial, industrial and monetary policy, standards, and scientific and technical cooperation with developing countries anxious to pursue

regional integration, irrespective of whether there is already a framework for cooperation (ASEAN, Andean Pact, Central America, Gulf Cooperation Council).

The creation of regional markets would be a powerful incentive to direct investment and industrial cooperation, since the range of outlets would be increased.

12. As regards industrial cooperation in the strict sense of the term, Community action should be increased for several reasons:

i) the promising results already obtained from the training and scientific and technical cooperation activities conducted by the Community 4), and from risk capital operations carried out under the Lomé Convention (although the countries covered by the Convention are not necessarily the most receptive to this type of operation);

ii) the inadequacy of the measures at present taken at national and Community level, as reflected in the poor export results (see I.4 above);

iii) the fact that it is advantageous to operate at the Community level to complement the national, dimension in order:

a) to create economies of scale in the sphere of training and in the collection and dissemination of information on investment opportunities;

b) to extrapolate to outside the Community efforts being made within the Community, e.g. as regards the harmonisation of industrial standards;

c) to adapt to a situation marked by an increasing trend towards a Community dimension in European firms' activities: the Member States taken individually may be reluctant to bear the costs of industrial cooperation if there is a possibility that some of the corresponding profits will go to firms in other countries;

d) to meet the requirements of the "small" Member States, for which launching independent operations would be particularly costly;

e) to respond to the political desire of many Third World countries and regions to strengthen links with Europe.

4) Such as technical assistance for the ASEAN countries for establishing regional industrial standards or the aid granted to the Andean Pact countries for setting up a system of regional telecommunications by satellite.

13. The Community is in many cases in a good position to establish cooperation between scientists, research workers and officials in Europe and their counterparts in the developing countries as an essential accompaniment to cooperation between businessmen.

This role of intermediary may include a financial component as an incentive for the launching of projects. This financial aspect will, however, remain limited, since the focus is on the effort to create a long-term framework for greater and increasingly independent cooperation between businessmen.

SPECIFIC ACTIONS

15. Against this background the Commission recommends that the Community complete its cooperation by types of intervention better adapted to the particular characteristics of the countries of Latin America, Asia, the Gulf and the Mediterranean. The fundamental principles of this approach, whose application to specific sectors is set out in subsequent paragraphs of this Communication, can be described as follows:

a) the Community should complement the activities of public and private bodies in the member states by taking action at the regional level to improve the framework for industrial cooperation between enterprises in the Community and in the developing countries concerned;

b) Community action will benefit principally medium sized European firms since large firms generally possess the necessary capability to plan and implement their own investments while small companies are unlikely to perceive much interest in direct investment in distant regions. None the less, larger European firms will also benefit from initiatives to improve investment conditions and highly specialised small firms may be assisted by the Community in identifying profitable niches in LDC markets;

c) efforts should be made to enable European firms to take greater advantage of progress towards Community integration in fields which have a bearing on industrial cooperation with developing countries, notably, the completion of the internal market, the improvement of financial engineering, the encouragement of joint ventures and of scientific and technical cooperation, and the sponsorship of in-service training;

d) in these efforts the Community should make greater use of the instruments provided by its economic cooperation and trade agreements with individual developing countries and regional groupings; where necessary new instruments should be developed to reinforce these efforts;

e) wherever possible experience gained in improving the framework for the activities of private economic operators in one region should inspire Community initiatives in other regions. Nonetheless measures adopted in accordance with the new approach outlined in this Communication should take full account of the particular characteristics of the countries or regions to which they apply.

16. Industrial standards

The adoption of European industrial standards in some fields and the agreement of the Member States to work towards

mutual recognition of standards in others will help firms to produce goods and services for a single European market. But in some areas, telecommunications for example, it is necessary to produce for a still wider market, including key developing countries, if the economies of scale necessary to encourage adequate research and development are to be achieved.

There is a clear appreciation among Japanese and American officials and businessmen that aid to LDCs in establishing industrial standards at the regional level can lay the ground-work for subsequent trade and investment. For example major Japanese and American companies have proposed their own standards for adoption by ASEAN.

Under these circumstances, the Community and the LDCs share an interest in promoting and applying internationally recognised standards based on international standardization activity rather than those imposed by dominant suppliers in order to capture the market. Such an approach gives the users of the goods and services in question a real choice of potential suppliers from different countries and ensures that European firms are not shut out of the market.

The absence or inadequacy of regional LDC markets is considered by European businessmen as a disincentive to investment, a point brought out in the recent report of the EC-ASEAN high-level working party on investment, which was approved by the sixth EC-ASEAN Ministerial Meeting in Djakarta in October 1986. Special efforts should, therefore, be made to promote the adoption by LDCs of regionally harmonised standards. The Community can support these efforts by providing technical assistance, drawing on its own experience in removing technical obstacles to trade.

The Commission has provided financial and technical assistance to the Andean Pact to develop a harmonised regional system of technical standards. Recognition by these countries of the need to adopt such standards rather than to accept those of dominant suppliers should help together with the development and reinforcement of locally based companies able to produce for wider markets and to keep the markets of these countries open to international trade and investment on a competitive basis. The Commission has also sponsored a study on a long term programme for the harmonisation of industrial standards in ASEAN, and as a result, programmes have been agreed for the harmonisation of certain industrial standards.

Cooperation between the Community and developing countries in the field of industrial standards should be further developed. The Commission should promote cooperation between bodies responsible for industrial standards in the Community and in developing countries. This could involve

technical assistance in setting up the necessary structures for establishing standards, for certification and test laboratories.

This type of assistance would have a double advantage:

- it would enable these countries to improve the quality of their products thus contributing to industrial development;
- it would favour the adoption by these countries of internationally recognised standards, reducing their dependence on dominant suppliers allowing locally based companies able to develop on large markets and benefit of economics of scale and keeping their markets open to trade and investment on a competitive basis.

17. Financial engineering

The Commission's commitment to financial engineering demonstrates its determination to employ available financial instruments as effectively as possible. This commitment extends to stronger support for the Community's small and medium sized enterprises, in recognition of the contribution which such firms, with their ability to adjust rapidly to changing market conditions, can make to growth.

Several of the principles involved in financial engineering can be applied to the Community's relations with developing countries, notably the determination to make the best possible use of available resources within tight budgetary constraints. Community funds should be used sparingly as a catalyst for new investment by private firms and independent financial institutions.

Public authorities in the Member States, the United States (the Overseas Private Investment Corporation), Japan (the Ministry for Trade and Industry) and other industrialised countries provide a range of financial services that involve them directly in launching joint ventures.

Consideration is being given to providing similar services on a multilateral basis within the framework of the Multilateral Investment Guarantee Agency and the International Finance Corporation. If action along these lines is subsequently agreed, the resulting financial services will be available on an erga omnes basis. Since it is unlikely that the Community's main competitors will dismantle their national support schemes for PME's investing abroad the need remains for complementary action by the Community.

The European Investment Bank would appear to be an obvious intermediary for the provision of capital to joint ventures involving European and LDC partners. While the EIB plays

this role to a certain extent in LDCs closely associated with the Community (Mediterranean, ACP), its activities do not extend to most LDCs.

The Community draft budget for 1987 includes a line for promoting risk capital projects with developing countries. In the first instance, however, these funds will contribute to the pre-investment phase, during which smaller companies face real difficulties in meeting pre-start up costs.

Consideration has been given to the possibility of complementing these activities through new financial mechanisms which would use budgetary resources to promote industrial cooperation. Several mechanisms have been envisaged which could apply in the first instance to industrial cooperation with the countries of the Mediterranean basin but which might subsequently be adapted to LDCs in other regions having cooperation agreements with the Community.

These mechanisms include:

- the creation of investment banks specialised in providing risk capital in the form of minority holdings in SMEs, Public and private investors from the Community and the developing country concerned would be shareholders in these banks. The Community's contribution would partly cover start-up or initial running costs;
- subsidies to help finance risk capital provided by local investment or development banks;
- the provision of guarantees to cover possible losses by investment banks from their holdings in SMEs; the Community could make an initial subscription to the guarantee funds;
- co-investment through the provision of subsidies by the Community to the funds made available to SMEs by investment banks.

18. The improvement of information on investment opportunities

An absence of information about conditions and opportunities in developing countries is a principal obstacle to investment by European small and medium sized enterprises. The Member States have made considerable efforts to aid their own firms but the geographic coverage and content of their information services vary considerably. These services are less comprehensive and less focused on specific opportunities than those provided by comparable agencies in the United States and Japan. The World Bank has suggested that the Multilateral Investment Guarantee Agency should play a role in investment promotion by such activities as providing information on investment opportunities to foreign investors, carrying out research and offering advice and

technical assistance to developing member governments at their request. While this initiative is to be welcomed the need remains for complementary action at the Community level in response to the particular information needs of potential European investors in developing countries.

A systematic analysis of this problem was made in the report of the EC-ASEAN high-level working party on investment, approved by the EC-ASEAN ministerial meeting in Djakarta in October 1986. This precedent should be followed in contacts between the Community and other regions or countries where there are investment prospects for European firms. It is particularly valuable to involve private sector representatives, especially from medium-sized companies with experience in the area concerned, in joint efforts to diagnose inadequacies in information on business opportunities and to recommend measures to overcome them.

The following are among the recommendations made in the EC-ASEAN context which could be adapted to the needs of medium-sized European firms operating in other regions:

- cooperation between European chambers of commerce in developing countries should be increased, the Commission should finance the appointment of investment consultants to assist the chambers in identifying investment opportunities and in overcoming obstacles to investment;
- technical aid and, if necessary, financial assistance should be given to improve the data banks on potential joint venture partners managed by certain chambers of commerce; assistance should also be given to regional authorities to build up data banks containing details of firms seeking foreign partners and of the sub-contracting services which they offer. Assistance should also be given for the adoption by the countries concerned of the Community's sub-contracting terminology;
- where such data banks exist or are to be set up, the Community should take the necessary technical steps to make them interactive with its new computerised business cooperation network. The cooperation of PTTs should be sought in rationalising telecommunications links within and between the regions concerned;
- joint investment committees should be established in LDC business centres to review problems arising over investment regulations and procedures, public and private sector representatives of the two sides would participate;
- greater cooperation between the Member States' development banks and aid agencies should be encouraged with a view to increasing and exchanging information on business opportunities. Community funds could be allocated to these bodies or to Chambers of Commerce to finance feasibility studies for medium-sized European firms;
- the Commission should extend its programme of sectoral industrial conferences and business weeks. Experience has

demonstrated that, unlike a single Member State, the Community can attract participants from an entire region and so multiply the opportunities for encounters between businessmen likely to lead to profitable joint ventures; the conferences should be held on a regular basis and adequate follow-up should be provided.

The instruments through which these services will be provided differ from case to case, depending, in particular, on the extent of Community representation in the LDCs concerned and the state of advancement of regional integration. In some cases certain services could be provided by a reinforced Community delegation. In others it would be more appropriate for the Community to train and finance experts who could then be attached to chambers of commerce in the LDCs. This latter approach has the advantage of offering decentralised services over a wider area.

19. Scientific and technical cooperation (STC)

STC is one of the instruments by which the Community is able to create networks of cooperation which are valuable both for their specific content and for their contribution to the implantation of European scientific culture and technology. The Community's activities in this field have begun to produce results, notably:

- the reinforcement of links between research teams in the Community and the LDCs; the establishment of such links is a criterion for the selection of a programme for budgetary support by the Community;
- a new impetus to research in the Community on scientific and technical issues related to the third world; this should enable the Community to maintain its competitiveness in such fields in the future;
- a new understanding in LDCs of the importance of science and technology in development and of the Community's contribution to this process;
- a wider diffusion of European "scientific and technical culture" brought about through training and through staff mobility.

The Community's STC activities are presently undertaken within the framework of the programme "Science and Technology in the Service of Development (STD) which was approved by the Commission on 15 October 1986. Its objective is to develop research capabilities both in Europe and in developing countries in the vital fields of agriculture, medicine, health and nutrition in tropical and sub-tropical areas and to reinforce scientific cooperation in these fields. The programme concerns all developing countries and has an allocation of 40 MECUs for 1983-1986.

In addition, since 1984, budgetary resources (8 MECUs in all over 3 years) have been considered to respond to a growing demand for cooperation in other research fields. This programme concerns all the countries of Asia and Latin America as well as some Mediterranean countries. The Commission has proposed that these resources be increased for the coming years.

Contacts made in the framework of joint research programmes should subsequently open opportunities for industrial cooperation.

20. Training

*) In-service training

The Community should promote the participation of workers and executives from the LDCs in vocational courses, apprenticeships, and mid-career traineeships in European companies, educational institutions and centres of expertise. The role of the Community should be to improve information in the LDCs on the availability of training in Europe, and where necessary, to provide financial assistance towards travel and living costs. Either directly or through the appropriate authorities in the Member States. The Commission should approach European undertakings to encourage them to take on trainees from the LDCs.

The Community should also seek to extend existing training programmes run by multilateral centres of expertise such as Eurocontrol and the European Research Centres.

In-service training by European instructors in the LDCs is more economical than the training of students in Europe. It can therefore reach a larger number of people and its relevance to the work situation can more easily be demonstrated. The Community should sponsor training programmes for European experts who will later provide instruction in the LDCs.

*) Data bases on opportunities in the Community to pursue courses of education and in-service training

The Member States have made considerable efforts to produce information on opportunities offered by their educational institutions and by private firms. In some cases this information is available on a decentralised basis in printed forms, in others it has been incorporated in data bases.

Where such data bases are lacking the Community should offer assistance to Member States in establishing them. Data bases in different Member States should be linked and made accessible to institutions in the LDCs. The Community

should provide technical and, if necessary, financial assistance in rationalising telecommunications links to provide distant access to these data bases.

*) Business management

American "business culture" has had a predominant influence in the training of managers from LDCs. Such training produces a general inclination to look towards the United States for investment, industrial cooperation and imports, especially in various high technology applications.

The Community should seek to give future or existing managers in the LDCs first-hand exposure to European "business culture" through training at the appropriate level: undergraduate, graduate, mid-career. European business studies can be promoted by granting scholarships and by fostering links between business schools in the Community and the LDCs. As it has begun to do for Japan and ASEAN, the Community should itself set up executive training schemes. These schemes should be two-way, allowing for the placement of businessmen from the LDCs and from Europe in firms and training establishments of the other party. Language training is an important adjunct to these activities.

*) Training programmes for administrators for the LDCs

The Community should introduce training programmes for officials working in LDC administrations in areas related to foreign investment (investment boards, Central Banks, etc.), with a view to familiarising them with the problems faced by potential investors.

More generally training programmes and the exchange of officials should be undertaken in public administration and public services (communications, transport, energy, urban planning, environment, etc.).

The Community should enlarge the possibility for young officials from the LDCs to participate in its own administrative traineeships.

*) The COMETT Programme

The COMETT Programme recently approved by the Council objectives of which are, inter alia, to improve advance training in technology through cooperation between universities and enterprises throughout the Community, could, in principle, offer an operational platform for fostering cooperation with LDCs in human resources development.

CONCLUSION

On the basis of the above analysis, the Commission invites the Council and the Parliament to approve the proposals designed to complete Commission cooperation activities with the interested countries during the coming years. In this spirit it invites the Council and the Parliament to approve the Commission's conclusions concerning objectives, methods, and ways and means for implementing these principles. The Council and Parliament are invited to note the importance of sustained budgetary support, so far as available resources allow, for these activities to reduce the degree of uncertainty facing European businessmen engaging in industrial cooperation with firms in the countries concerned.

The Commission recommends to the Council and to the Parliament that they give a favourable reception to Commission proposals in the following fields:

1. the harmonisation of industrial standards;
2. the provision of risk capital and pre-investment assistance to small and medium sized enterprises involved in cooperative joint venture;
3. the improvement of information on investment opportunities available to European firms;
4. scientific and technical cooperation;
5. human resources development.