



13 June 2024

Dear Minister Wang Wentao,

I have the honour to refer to the *Protocol to Upgrade the Free Trade Agreement between the Government of the People's Republic of China and the Government of New Zealand* (hereinafter referred to as the "Upgrade Protocol") which entered into force in April 2022, and committed the Governments of the People's Republic of China and New Zealand to "subsequent negotiations on services" based on a negative list approach.

I further refer to: *the Joint Statement between the Government of the People's Republic of China and the Government of New Zealand on Comprehensive Strategic Partnership*, issued in June 2023, in which both sides undertook to commence the process for negotiations in 2023; as well as the scoping negotiations, undertaken in May 2024, between China's Ministry of Commerce of the People's Republic of China and the Ministry of Foreign Affairs and Trade of New Zealand.

Pursuant to the obligations contained in the Upgrade Protocol, and the scoping negotiations undertaken between our respective officials, I have the honour to hereby launch the trade in services negotiations based on a negative list approach under the Free Trade Agreement.

I believe these negotiations will contribute to the successful implementation of the Upgrade Protocol, and will provide further opportunities to lift and modernise trade in services between our countries.

I take this opportunity to extend to you the assurances of my highest consideration.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Todd McClay', written over a horizontal line.

Hon Todd McClay
Minister for Trade
New Zealand