

BIOGRAPHICAL SKETCH

Eduardo Pérez Motta

Studies

- Doctorate Studies in Economics, University of California at Los Angeles (UCLA).
- Bachelor's Degree in Economics, Instituto Tecnológico Autónomo de México (ITAM), Mexico City. Thesis: Indirect taxation on exports. Value-added tax: a new scheme

Professional activities

- In the early nineties, he was in charge of different responsibilities in the Ministry of Trade and Industrial Development (SECOFI), all of them linked to the development of trade policy or with the promotion of exports and investment. From 1989 to 1990 he acted as adviser to the Minister on foreign trade matters.
- In 1990 he was appointed General Director for Foreign Trade Policy. In that capacity, he presided the Inter-Ministerial Commission on Tariffs and Trade and the Commission on Export Promotion, and participated in the Negotiation Committee for the North American Free Trade Agreement (NAFTA) in the areas of tariffs, customs and rules of origin.
- In 1992 he was appointed General Director for Industrial Policy, taking charge, among other aspects, of the design and implementation of sectoral programs and foreign-trade zone programs.
- In 1995 he worked in the Ministry of Finance as Coordinator of Advisers of the Under Ministry of Revenues, developing the customs modernization project and designing the Customs Law that entered into force in 1996.
- In 1998, on the eve of the start of negotiations for the FTA between Mexico and the European Union (FTAEUM), he was appointed head of the SECOFI Representation Office in Brussels. In this post he coordinated the Mexican negotiating team in Brussels during the negotiation of the FTAEUM.
- In 2001 he was appointed Ambassador, the Permanent Representative of Mexico to the World Trade Organization. He held the Chair of the Council on TRIPS in 2002 and in 2004 he acted as Chairman of the negotiations group on WTO Rules.
- In August 2004 he was appointed President of the Federal Commission on Competition.
- Vicechair for International Coordination at the International Competition Network (ICN).

Academic activities:

- From 1983 to 1986 and in 1996 he was a full professor at ITAM in the subjects of microeconomics and international trade. In 1986 and 1987 he was a full professor at El Colegio de México.

Publications

- Pérez Motta and Bucay, "Mexico's Trade Policy" in *Dealing with the North*. Edited by John Whalley. Centre for the Study of International Economic Relations. The University of London, Ontario 1987.
- Pérez Motta and Bucay, "Trade Negotiation Strategy for Mexico" in *Small among the Big*. Edited by John Whalley. Centre for the Study of International Economic Relations. The University of London, Ontario 1987.
- Pérez Motta, "Efectos del Tratado de Libre Comercio Estados Unidos-Canadá sobre México". Mimeo SECOFI, 1990.
- Low and Pérez Motta, "Negotiation Strategy of Less Developed Countries in the Uruguay Round". Mimeo UNDP Project, 1991.
- Fernández, Pérez Motta, Sánchez Ugarte "La Política Industrial ante la Apertura". Fondo de Cultura Económica, 1994.
- Pérez Motta, "La Política Industrial en el Resto del Mundo" in *La Política Industrial en México*. Edited by Clavijo, Fernández, Pérez Motta and Sánchez Ugarte. El Colegio de México, 1994