PERU SERVICES POLICY REVIEW

SESSION 5

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Peru
Peru Services Policy Review
Peru’s Trade Policies:

Openness to Trade and International Negotiations

- Reforms to liberalize trade and investment.
- Private investment promotion.
- Consolidation of reforms – Uruguay Round.

1991 - 1994

Inclusion of trade negotiations on the national agenda

- Privatizations
- Peru re-entry to the Andean Community
- Economic complementation agreement - Chile
- APEC

1995 - 2000

Development and Promotion of Trade Agreements

- Trade mainstreaming in national development strategy
- Creation of MINCETUR
- Increasing the negotiating agenda
- Consolidation of reforms

2001 – Today

Ministerio de Comercio Exterior y Turismo

PERÚ
Trade Agreements (services):

In force:
- Canada
- Korea
- Mexico
- Peru

Subscribed:
- Argentina
- China
- Colombia
- Ecuador
- Japan
- New Zealand

Negotiating:
- Chile
- Mexico
- Peru

Pacific Alliance

Trans-Pacific Partnership Agreement (TPP)
### Challenges

- Shortage of human capital
- Infrastructure gap
- Administrative simplification
- Little use of technology
- Little diversification of production
- Low capital market development

### Findings

- Develop a strategic plan for the promotion of exports of services.
- Harnessing the multisectoral committee services.
- Improve the education system
- Devise ways to prevent the export of taxes.
- Analyze the experience of other countries.
Engineering Services Sector:

**Challenges**

- Need for a strategic framework for the development of the sector.
- Shortage of qualified personnel.
- Difficulty of SMEs to access relevant information in this sector.

**Findings**

- Develop a policy to strengthen exports of this sector.
- Increase quality educational offer in this sector.
- Encourage the development of special activities to promote exports.
Logistics Services Sector:

**Challenges**

- Need for a clear national policy for the development of this sector.
- Inadequate infrastructure.
- Increased costs due to the renegotiation of contracts.

**Findings**

- Develop a strategic plan for long-term development of the sector.
- Encourage cooperation between the public and private sectors for infrastructure development.
- Improving the regulatory framework in order to reduce the risk of investment in infrastructure projects.
Software Services Sector:

<table>
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<tr>
<th>Challenges</th>
<th>Findings</th>
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<tr>
<td>• Shortage of qualified personnel.</td>
<td>• Foster connections with international networks related to this sector around the world.</td>
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<td>• Insufficient access to financing for businesses.</td>
<td>• Improve access to capital and qualified staff.</td>
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<td>• Low level of development of information and telecommunication technologies (ICTs).</td>
<td>• A legal framework that provides facilities.</td>
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<td>• Promote the use of ICT’s by businesses and government.</td>
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Accounting Services Sector:

Challenges

• Need for a clear strategy for the development of this sector.

• Difficulty exporting these services, particularly through mode 4 (mov. Of people)

• Coordination between the business and academia.

Findings

• Development of training programs for companies looking for internationalization.

• Promote Mutual Recognition Agreements inside of Trade Agreements.

• Improve university curricula in this sector.
The current situation (general aspects):

• **Challenges:**
  
  – Increased number of agreements to avoid double taxation and export of IGV.
  
  – HR with skills and certifications required by companies.
  
  – Lack of official statistical information.
  
  – More facilities for funding.

• **Advantages:**
  
  – Growing trend of developed markets companies to outsource services.
  
  – Geo-economic advantage. Central location in the Pacific Alliance and the rest of Latin America.
New policies for the service sector:

- National Strategic Plan for Exports (PENX) - with emphasis on the export of services.

- Development of a new Immigration Law.

- Perú Service Summit: one of the biggest business platform in Latin America for trade in services.

- Seeking to promote exports of sectors with the greatest potential such as video games, contact centers, Publishing, mining services, among others.

- Strengthening companies for their internationalization.
National Strategic Plan for Exports (PENX) :

• Four pillars :

  – A diversified, competitive and sustainable offer.

  – The internationalization of companies and the positioning of exports in international markets.

  – Trade facilitation and efficiency of the international supply chain.

  – Capacity building for internationalization and consolidation of an export culture.
Thank you