



MULTI-YEAR EXPERT MEETING ON TRADE, SERVICES AND DEVELOPMENT

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PERU SERVICES POLICY REVIEW

SESSION 5



UNITED NATIONS
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Ms. Karina Nicole Tejada Castro
Services Negotiator
Ministry of Foreign Trade
Peru



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Peru Services Policy Review

Peru's Trade Policies:



Openness to Trade and International Negotiations

Inclusion of trade negotiations on the national agenda

Development and Promotion of Trade Agreements

1991 - 1994

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

1995 - 2000

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

2001 – Today

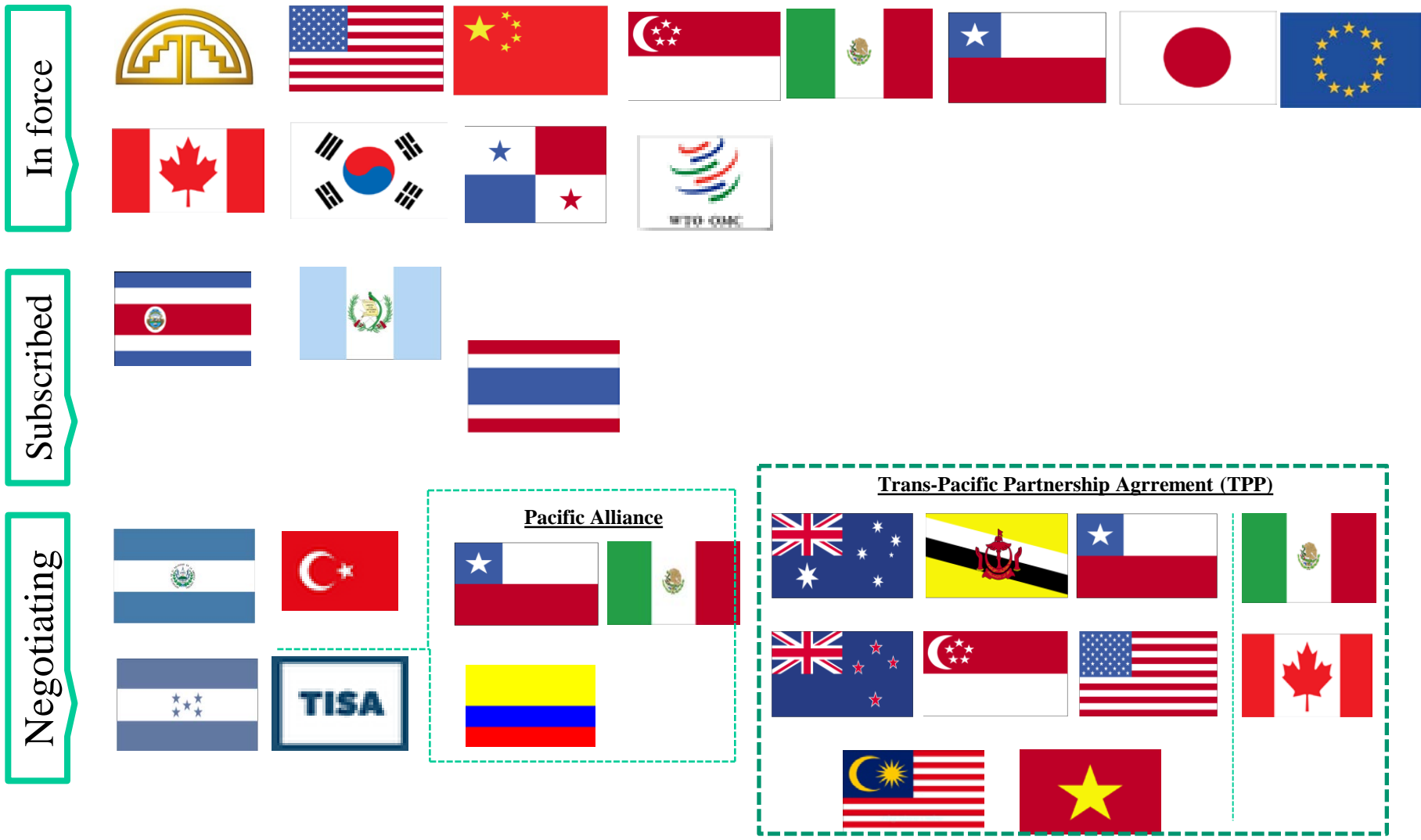
- Trade mainstreaming in national development strategy
- Creation of MINCETUR
- Increasing the negotiating agenda
- Consolidation of reforms



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Trade Agreements (services):



Horizontal Challenges and findings:



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.



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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:

Challenges

- Shortage of qualified personnel.
- Insufficient access to financing for businesses.
- Low level of development of information and telecommunication technologies (ICTs).

Findings

- Foster connections with international networks related to this sector around the world.
- Improve access to capital and qualified staff.
- A legal framework that provides facilities.
- Promote the use of ICT's by businesses and government.

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.



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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.



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Thank you