

## *Zui sont-ils ?*

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**Fernando Perreau de Pinninck**

**Head of Unit – Tariff and Non-Tariff Negotiations,  
Rules of Origin - Directorate General for Trade,  
European Commission**

Born in Barcelona, Spain, 1962, he Studied Law. He started his work in the Commission in 1987, where till 1992 he was mostly involved in the negotiations of the Uruguay Round on the liberalisation of financial services. He was member of the Cabinet of Vice-President Sir Leon Brittan, with responsibility for sectoral trade issues and followed the Commission policies on the internal market, competition and industry. In 1997 he became Head of the Services Unit in DG Trade, closely involved in the negotiations for the finalisation of the financial services agreement and in developing the conceptual work for the expansion of the work on GATS. In July 2004 he was appointed Head of the Export Policies Unit. At the same time, acting Head of the Textiles Negotiations Unit, he was involved in the preparation for the elimination of textiles quotas and the negotiations with China on textiles safeguards. From 2007 till 2011 he has been the Head of the "Industrial Tariff and Non-Tariff Negotiations", and from 2012 he is the Head of the "Tariff and Non-Tariff Negotiations, Rules of Origin" Unit in DG Trade, which is in charge of the WTO non-agricultural market access (NAMA) negotiations, of the implementation and review of the ITA (Information Technology Agreement), of issues related to the TBT (technical barriers to trade) Agreement and of mutual recognition agreements (MRAs), and of the coordination of DG Trade policy on rules of origin including in bilateral negotiations. The Unit covers in the FTA negotiations and other bilateral negotiations the areas of tariffs, non-tariff barriers and technical barriers to trade and rules of origin.

In his present position, he has been directly involved among others in the negotiations of the sectoral annexes on non-tariff barriers of the EU-Korea FTA, in the tariff, non-tariff and rules of origin negotiations of the FTAs with Colombia and Peru and with Central America, is part of the negotiating team for the FTAs with India, Canada and Mercosur, and is also involved in other FTA negotiations and in particular that with Japan. In the TTIP negotiations, he is the co-lead of the negotiating group on Rules of Origin and the coordinator of the negotiations on regulatory issues.