

## Motta joins SAI Law and Economics

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17 January 2018



Eduardo Pérez Motta

Eduardo Pérez Motta, a former head of Mexico's competition authority, has left Agon, the law and economics consultancy he founded, to join SAI Law and Economics as senior partner.

Motta, 62, said it was difficult for him to leave Agon, but SAI has a "first class team". He noted that 2018 looks a "very uncertain" year for most companies in Mexico, with North American Free Trade Agreement renegotiations taking place and presidential elections on the horizon.

SAI founding partner Jaime Serra-Puche is a "great friend", Motta said, and together they are now offering "world-class services" businesses need to face these uncertainties.

Motta said SAI has one of the best competition teams composed of highly experienced lawyers and economists that have proved their quality for more than 20 years in the Mexican market, and "offered me a difficult package to resist".

He officially took up his role last week, and said no one from Agon will be following him to SAI. However, Motta said the regulatory consultancy that he established in 2014 has a "great team" who will continue to offer high quality services.

What he was able to achieve with Agon in a few years, he said, should indicate what he can do with an experienced team in SAI that has already proven it can compete with any international consultancy.

Motta was a member of the NAFTA negotiating team in the early 1990s. He became chief of staff at the Ministry of Industry and Trade in Mexico in 1994, a role he held for three years before later being made Mexico's ambassador to the World Trade Organisation in 2000.

In 2004, he was appointed as chairman of Mexico's Federal Economic Competition Commission. He also chaired the International Competition Network from 2011 to 2013.

During Motta's time as its head, Mexico's competition authority overturned what was at the time a record 12 billion pesos (US\$1 billion) abuse of dominance fine imposed on telecoms giant América Móvil. The authority also fined five trucking companies over \$2 million for allegedly colluding to raise prices to their customers to make up for increases in fuel costs.

"Agon thanks Eduardo for his contribution over the last 4 years towards building the largest competition and regulation practice in Latin America. The 30 member team of lawyers and economists at the firm wishes him all the best in his personal and professional endeavors", Agon said in a statement.