

CURRICULUM VITAE

(VERSION OF FEBRUARY 4, 2021)

Edgardo Sepulveda

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Key Qualifications:

- Mr. Edgardo Sepulveda has twenty-five years of practical experience in telecommunications policy, economic, and regulatory issues, including universal service, market analysis and other competition matters, interconnection, price regulation, liberalization and licensing. Mr. Sepulveda has advised Governments, Ministries, national regulatory authorities (**NRA**) and operators in more than 40 countries including in North, Central and South America, the Caribbean, Europe, Africa, the Middle East and Asia. Mr. Sepulveda is a Canadian citizen, fluent in English and Spanish and has a good working knowledge of French. He is President of Sepulveda Consulting Inc (**SCI**).
- In the last ten years Mr. Sepulveda is/has: assisting a sub-national Government in **Canada** in regulatory matters, preparing an interconnection study for the NRA of **Trinidad**; assisted **ECTEL Member-States** establish retail price regime and mobile consumer safeguards; assisted the competition agency in **Canada**; providing regulatory advice to an operator in **Bahamas**; assisted the NRA of **Turks & Caicos Islands** prepare competition guidelines and set interconnection rates; prepared report on rural broadband for the Government of **Canada**; prepared diagnostic report for **Argentina**; prepared telecoms-related policy and economics global/regional reports for **World Bank/IFC**; provided universal service testimony in **Canada**; advised the NRA of **Mexico** on a new wholesale-only 4G operator; advised Government of **Sao Tome & Principe** award a PPP project; assisted the NRA of **Albania** define the universal service framework, assisted MOIC of **Bhutan** formulate sector policy, assisted MPTC of **Cambodia** revise its universal service policy; designed universal service projects in **Dominica, St. Kitts & St. Vincent**.
- Previously, Mr. Sepulveda has also advised Ministries and NRAs in **Barbados, Botswana, Costa Rica, Dominican Republic, India, Jamaica, Kenya, Morocco, Mozambique, Nepal, Rwanda, Saudi Arabia, Sierra Leone, Sri Lanka and Uzbekistan**.
- Mr. Sepulveda has written extensively as part of his regulatory/economics work, as well as stand-alone projects, including: *International Comparative Analysis of Publicly-funded Broadband Deployment Mechanisms in Rural and Remote Areas (France, UK, NZ & USA* for the Government of Canada (2019); *Broadband & Economic Development: Regression Analysis* (World Bank, 2017); *Funding support for low-income Canadians and for Broadband Deployment* as part of a regulatory proceeding in Canada (2016); IFC EMCompass Note #19 *Creating Mobile Telecom Markets in Africa* (2016); Chapter 5 on Rural Telecoms Access in the “Trends in Telecommunication Reform” (ITU, 2003); Universal Service and Price Regulation chapters of *Telecommunications Regulation Handbook* (World Bank, 2000).

- Mr. Sepulveda has been a lecturer or presenter in numerous regulatory conferences, workshops and training seminars: He prepared/delivered 5-day universal service training in **Burkina Faso** in 2015; 6-week on-line course for the **ITU** on USFs in 2010. Previously, he has also delivered workshops in **Botswana, Canada, Ghana, India, Nigeria, Tanzania, Thailand** and **UAE**.
- Prior to forming Sepulveda Consulting Inc. (SCI) and becoming an independent consultant in 2006, Mr. Sepulveda was: Senior Telecommunications Economist in the Toronto (Canada) office of **McCarthy Tétrault LLP**; Senior Economist at **Bell Canada**; Consulting Economist at the Canadian International Development Agency (**CIDA**) and Economic Programme Officer with the United Nations Development Programme (**UNDP**) in the Dominican Republic.

Employment Record:

President, Sepulveda Consulting Inc. (Canada - March 2006 to present)

- Under a contract to SCI, assisting the Government of Northwest Territories (**Canada**) participate in relevant CRTC (NRA) regulatory processes. (2021)
- As a sub-consultant to 32M Inc., analyzed the EU experience on the timing of wholesale access obligations for an industry association in **Canada**. (2021)
- Under a contract to SCI, prepared three versions of a detailed interconnection benchmarking study for NRA of **Trinidad and Tobago** (TATT) (2016-21).
- Under a contract to SCI, assisting the **Bahamas** Telecommunications Company in a series of regulatory matters, including reference offers, retail pricing, & wholesale matters. (2016-21)
- As a sub-consultant to 32M Inc., assisted the Competition Bureau in the NRA of **Canada** (CRTC) regulatory proceeding to review the approach to wholesale services pricing (2020).
- Under a contract to SCI, assisted ECTEL to review/establish a new retail price regulation regime and mobile consumer safeguards in the five ECTEL Member-States (**Dominica, Grenada, St. Kitts and Nevis, St. Vincent and St. Lucia**). (2018-20)
- Under a contract to SCI, assisted the NRA of **Turks and Caicos Islands (TCI)** prepare competition guidelines and set interconnection rates. (2016-20)
- Under an individual contract, prepared the report “International Comparative Analysis of Publicly-funded Broadband Deployment Mechanisms in Rural and Remote Areas (France, UK, New Zealand and USA)” commissioned by the Broadcasting and Telecommunications Legislative Review (BTLR) Panel established by the Government of **Canada**. (2019)
- Under a contract to SCI, assisted two bargaining locals of the Society of United Professionals (SUP) in support of the collective bargaining process with their respective employers, two large electricity generation companies in **Canada**. (2018)
- Under an individual contract (STC), assisted **IFC** prepare the new ex-ante project evaluation framework (AIMM) for the telecommunication sector. (2017-19)
- Under an individual contract (STC) from **World Bank**, refined econometric analysis (see below) to calculate the gains from a digital single market (“DSM”) in the **East African Community** (EAC – Burundi, Kenya, Rwanda, South Sudan, Tanzania and Uganda) (2018)
- Under an individual contract (STC) from **IFC**, undertook **quantitative and econometric analysis** to study the relationship between the growth of broadband (fixed and mobile) and economic growth in over one hundred countries. (2016-17)

- Under an individual contract, undertook assessment services for the Government of the **United Arab Emirates**. (2016)
- Under an individual contract (STC) from **IFC**, researched and prepared EMCompass #19 “Creating Mobile Telecom Markets in **Africa**” published by the IFC in 2016 (2016)
- Under an individual contract (STC) from **IFC**, assisted the Government of **Argentina** by preparing a Diagnostic Report to guide WBG re-engagement in that sector. (2016).
- Under an individual contract from the Public Interest Advocacy Centre (PIAC) prepared a 35-page Expert Report in the regulatory process by the NRA of **Canada** (CRTC) to review the universal service regime. (2015-16)
- Under an individual contract (STC) from World Bank, assisted the NRA of **Mexico** (IFT) in designing the regulatory framework for the new wholesale-only 4G LTE operator. (2014-15)
- Under an individual contract from **ITU**, researched and prepared the report to improve the disbursement of low-disbursing Universal Service Funds. (2014-16).
- Under a contract to SCI, assisted Cable **Bahamas** Limited in regulatory matters. (2009-16)
- Under a contract to SCI, advised ECTEL to establish a new price caps regime in its Member-States (**Dominica, Grenada, St. Kitts and Nevis, St. Vincent and St. Lucia**). (2014)
- Under an individual contract, assisted the Government of **Rwanda** and the World Bank in the assessment and design of a universal service-type PPP project. (2013-14)
- Under a contract to SCI, assisted the NRA of **Turks and Caicos Islands** to set fixed and mobile termination rates and transit rates. (2013-14)
- Under an individual contract, assisted the Government of **Sao Tome and Principe** and World Bank in the design and awarding of universal service-oriented PPP projects (2013-14)
- Under an individual contract (STC) from World Bank, assisted the NRA of **Albania** (AKEP) to establish a universal service framework compliant with the EU framework. (2012)
- Under a contract to SCI, assisted the NRA of **Turks and Caicos Islands** to issue two 700 MHz licenses. (2012-13)
- Under an individual contract (STC) from World Bank, assisted the Ministry of Information and Communications (MOIC) of **Bhutan** in the formulation of sector policy. (2011-12)
- Under a contract to SCI, assisted the Ministry of Posts and Telecommunications of **Cambodia** (MPTC) revise its universal service decree. (2011)
- As a sub-consultant to Intelecon Research and Consultancy Ltd., assisted the NRA of **Saudi Arabia** (CITC) in the review and updating of the universal service policy (2011)
- Under an individual contract from ECTEL, assisted the NRAs of **Dominica, St. Kitts and St. Vincent** design and prepare the tender for three universal service projects (2009-11)
- As a sub-consultant to Great Village International Consultants Inc., assisted the NRA of **Moldova** (ANRCETI) to review the incumbent’s reference offer (RIO) (2011)
- As a sub-consultant to McCarthy Tétrault LLP assisted the NRA of **Saudi Arabia** (CITC) to review the tariff regime and procedures and abuse of dominance guidelines (2009-11)
- As a sub-consultant to David N. Townsend & Assoc., undertook an Asian Development Bank (ADB) and ITU project on rural ICTs in **Mongolia, India, South Korea**. (2009-11)

- Under a contract to SCI, assisted the NRA of the **TCI** set interconnection rates. (2010-11)
- As a sub-consultant to McCarthy Tétrault LLP, assisted the NRA of **Saudi Arabia** (CITC) to review the incumbent operator's reference offers. (2008-10)
- Under two separate individual contracts from the ITU, prepared a comprehensive analysis of universal service funds (USFs) in 35 countries in **Sub-Saharan Africa**. (2009-10).
- As a sub-consultant to McCarthy Tétrault LLP, assisted the NRA of **Saudi Arabia** (CITC) to review the definition of markets and the assessment of dominance. (2008-10)
- Under an individual contract from ITU, assisted the NRA of **Thailand** (NTC) develop a new universal service framework. (2009)
- Under a contract to SCI, assisted the NRA of **Barbados** (FTC) in the formulation of the second price caps regime. (2007-08)
- As a sub-consultant to McCarthy Tétrault LLP, assisted the NRA of **Morocco** (ANRT) evaluate multi-year operator proposals to provide universal service in unserved areas. (2007)
- Under a contract to SCI, assisted the Government of **Sierra Leone** to implement its sector and institutional reform program. (2007)
- Under a contract to SCI, assisted the Government of **Costa Rica** in the design of its liberalization strategy and its fair competition framework. (2006)
- As a sub-consultant to McCarthy Tétrault LLP, assisted the NRA of **Nigeria** (NCC) in the preparation of regulations related to universal access and service. (2006)
- As a sub-consultant to McCarthy Tétrault LLP, assisted NRA of **Kenya** (CCK) establish a new retail and interconnections charges framework. (2006-07)
- As a sub-consultant to McCarthy Tétrault LLP, assisted the NRA of **Saudi Arabia** (CITC) in review the incumbent operator's draft reference unbundling offer (RUO). (2006-2007)

**Senior Telecommunications Economist,
McCarthy Tétrault LLP (Canada - January 1997 to February 2006)**

- Assisted the NRA of **Saudi Arabia** (CITC) to prepare its universal service policy and implementation measures. (2005-06).
- Advised the NRA of **Morocco** (ANRT) to implement its universal service regime. (2005-06)
- Assisted the Government of **Costa Rica** preparing a sector policy document, and regulatory and institutional framework to facilitate the introduction of competition. (2005)
- Advised ECTEL establish the tariff regulatory framework in the five ECTEL Member-States (**Dominica, Grenada, St. Kitts and Nevis, St. Vincent and St. Lucia**). (2003-04)
- Advised the NRA of **South Africa** (ICASA) review of its interconnection guidelines. (2005)
- In 2 projects, advised the Universal Service Obligation Fund (USOF) of **India** in the design and implementation of the USOF regime. (2002, 2004)
- Advised the NRA of the **Dominican Republic** (INDOTEL) in the preparation of a competition policy (antitrust) regulation and guidelines. (2002-04)
- Assisted the Government of **Sri Lanka** in the analysis, consultation, licensing of two rural universal access operators. (2003-05)

- In 2 projects, advised NRA of **Jamaica** (OUR) with its universal service regime. (2002-04)
- Advised the Government of **Uzbekistan** in the design and implementation of a pro-competitive legal/regulatory regime and corresponding institutional structure. (2004)
- Assisted the NRA of **India** (TRAI) in the design and implementation of a new interconnection regime as it pertains to access deficit (2003)
- Advised the NRA of **Botswana** (BTA) prepare the interconnection charges dispute decision (between fixed operator and one of the mobile operators). (2003)
- Advised the NRA of **Colombia** (CRT) on a 5-year process to establish a competitive regulatory framework (interconnection, tariff, competition (antitrust)). (1997-2001)
- Advised the NRA of **Mongolia** (CRC) in the preparation of interconnection, licensing decrees and Charter of the CRC. (2002)
- Advised the NRA of **Nepal** (NTA) in the design of the licensing framework and in the licensing of a rural telecom operator. (2002-04)
- Advised the NRA of **Mozambique** (INCM) in the licensing of a new mobile operator and the preparation of licensing, interconnection and INCM decrees. (2001)
- Advised the NRA of **Bolivia** (SITTEL) on the design of the sector liberalisation plan, new telecommunications law and regulations. (2001-02)
- Assisted a mobile operator in **Canada** in the CRTC proceeding to determine the costing and contribution regime for universal service. (1999-2000)

Consultant Economist,

Canadian International Development Agency (CIDA) (Canada – Aug.-December 1996)

- Co-authored telecoms section of CIDA's Infrastructure Services Policy discussion paper.

Programme Officer,

United Nations Development Program (UNDP) (Dominican Rep. – Jan. 1994 to June 1996)

- Formulated, monitored and co-ordinated national economic and sector reform projects. Advised the UNDP Resident Representative on all aspects of economic programme, including projects on tax modernization, WTO implementation and telecoms reform.

Consultant Economist,

Canadian International Development Agency (CIDA) (Canada – Sept.-December 1993)

- Performed policy analysis and undertook research on economic development issues.

Senior Economist,

Bell Canada (Canada - August 1989 to August 1993)

- Analyzed economic and policy issues, specializing in regulatory economics. Researched and presented policy recommendations. Participated in the CRTC proceeding to allow long-distance competition. Managed the total factor productivity study (TFP) and impact, local revenue simulations models.

Other selected presentations, seminars and workshops:

- Prepared/delivered 5-day universal service training for ARCEP (**Burkina Faso** - 2015)
- Prepared/delivered 6 week on-line course on USFs for ITU (**Asia-Pacific Region** - 2010)
- Prepared/delivered 5-day seminar on Competition Policy for NTC (**Thailand** - 2009)
- Prepared/delivered two presentations at Etisalat Academy seminar (**UAE** – 2008)
- Delivered five presentations at NCC and Digital Bridge Institute (DBI) (**Nigeria** – 2005)
- Co-prepared/delivered CTO 5-day “Interconnection” workshop to WATRA (**Nigeria** – 2003) and to TRASA-member countries (**Tanzania** – 2004)
- Delivered one of the keynote presentations at the ITU’s GSR (**Switzerland** – 2003)
- Co-prepared/delivered the CTO 5-day “Competition Policy” workshop to WATRA (**Ghana** – 2003) and TRASA-member countries (**Botswana** – 2003)
- Delivered presentations at the WATRA/ITU/CTO Universal Access Workshop (**Gambia** – 2003) and TRASA/ITU/CTO Universal Access Workshop (**Tanzania** – 2002)
- Co-delivered 2-day ITU Central America Regional Policy Seminar (**Nicaragua** – 2001)
- Co-delivered a four-day seminar on Universal Service to TRAI (**India** - 2001)
- Delivered one-day course to CRTC on universal service in USA (**Canada** - 2001)
- Prepared/delivered presentation at OSIPTEL conference (**Peru** – 2000)
- Co-prepared/delivered one-week seminar on price regulation TRC (**Jordan** – 1998)

Education:

- Master of Arts (M.A.) Economics, Queen’s University (Canada – 1989)
- Bachelor of Arts (B.A.) Economics, University of British Columbia (Canada – 1988)

Language Skills:

	Reading	Speaking	Comprehension	Writing
English	Excellent	Excellent	Excellent	Excellent
Spanish	Excellent	Excellent	Excellent	Excellent
French	Very Good	Good	Good	Elementary
Portuguese	Very Good	Elementary	Good	None

Professional Memberships:

- Canadian Economics Association (CEA)
- American Economics Association (AEA)
- Toronto Association for Business and Economics (TABE)