

# Dr. Bruno Soria

Director



## Contact

bruno.soria@nera.com

Madrid: +34 91 212 64 00

Milan: +39 02 30577800

Brussels: +32 2 282 4340

Bruno Soria has over 30 years of experience in the telecommunications, internet, ICT, and media industries. He has played an active role as an economic and competition expert in the debates on the regulation of telecommunications and internet in Europe and Latin America since 1992. He has also testified as an expert witness in competition, litigation, and arbitration cases in several jurisdictions. His current work focuses on dynamic competition in digital industries, business valuation, the design of digital policies and regulations, and the assessment of their economic and social impact.

Dr. Soria has advised most of the leading companies, trade associations, governments, and public administrations in Europe and Latin America on digital economics, regulation, and strategy. His clients describe him as “known far and wide for his ability to convey complex economic issues to legal experts and possesses deep knowledge of the European TC markets.”

In regulatory matters, Dr. Soria has advised the UK government on fiber network deployment, the Spanish government on ultrabroadband extension to rural areas, and the Brazilian regulator Anatel on telecommunications market analyses. He has been an independent expert in regulatory debates on behalf of multinationals including Telefónica, Vodafone, T-Mobile, Amazon, Facebook, Google, the GSMA, and América Móvil, fostering an evidence-based, free-market approach as the driver of competition, investment, and the closing of digital divides.

Dr. Soria has extensive experience as an expert witness in competition, litigation, transfer pricing, and arbitration cases. He has testified before the Spanish administrative and civil courts, the Madrid Bar Court of Arbitration, the European Commission, the Spanish CNMC, and several other competition and regulatory authorities in Europe and Latin America.

Prior to joining NERA, Dr. Soria led the corporate services unit for regulation at Telefónica S.A., which provided economics and information support to Telefónica’s regulatory units in Spain, as well as other European and Latin American countries. He held executive responsibilities for business development in Spain at MCI Worldcom and worked in management consulting as a TMT Project Leader at BCG.

Dr. Soria is an Adjunct Professor at IE Business School, where he teaches on business, government, and sustainability. He has co-authored four books, regularly presents his work at industry and academic conferences, and publishes reports and articles. He has delivered reports and speeches in English, Spanish, French, and Portuguese. Dr. Soria is a founding member of the Spanish Internet Governance Forum (IGF Spain). He has been recognized as a Recommended Global Leader Consulting Expert by Who’s Who Legal in 2020, 2021, and 2022.

## Education

PhD in economics, Universidad Autónoma de Madrid

MBA, IE Business School

MSc in telecommunications engineering, Universidad Politécnica de Madrid

## **Publications**

- *The Role of Economics on the Road to Autonomous Vehicles and Digital Mobility*
- *Effective Spectrum Pricing: Supporting Better Quality and More Affordable Mobile Services*
- *La Regulación de la Economía Colaborativa (Regulation of the Sharing Economy)*
- *A New Regulatory Framework for the Digital Ecosystem*

## **Practice Areas**

Antitrust and Competition

Communications, Media, and Internet

International Arbitration

## **Languages**

English, French, Italian, Portuguese, Spanish

## **About NERA**

NERA Economic Consulting ([www.nera.com](http://www.nera.com)) is a global firm of experts dedicated to applying economic, finance, and quantitative principles to complex business and legal challenges. For over half a century, NERA's economists have been creating strategies, studies, reports, expert testimony, and policy recommendations for government authorities and the world's leading law firms and corporations. With its main office in New York City, NERA serves clients from more than 25 offices across North America, Europe, and Asia Pacific.