

# Giuricin Andrea

Global expert in regulation and management in the Utilities sector

## Curriculum Vitae

### Personal Information

Surname / First Name Giuricin Andrea

Telephone [REDACTED]

Address [REDACTED]

E-mail [REDACTED]

Nationality [REDACTED]

Date of birth [REDACTED]

Gender [REDACTED]

### Work Experience

Dates Since January 2018

Occupation or position held **Senior Transport Consultant at World Bank**

Main activities and responsibilities

**Consulting in regulation and privatization in rail sector**

Reform of Thailand railway sector, regulation and open access competition in Tanzania and track access charge, investment plan project in Azerbaijan for ADY.

Dates Since October 2018

Occupation or position held **CESISP – University Milan Bicocca**

Main activities and responsibilities

**Head of rail freight transport Department**

Creation of a center of research on rail freight transport at CESISP - University Milan Bicocca with the main stakeholders of the sector, included railway undertakings and infrastructure manager.

Dates Since January 2017

Occupation or position held **University Milan Bicocca**

Main activities and responsibilities

**Adj. Prof. in Transport economics**

Adj. Prof. for master courses of transport economics at University Milan Bicocca.

Dates Since September 2018

Occupation or position held **Expert in transport and logistic for the United Nations**

Main activities and responsibilities

**Consulting in Transport sector**

Task force member and expert in UN conferences at global level and consultant for railway sector (July 2021).

Dates Since September 2014

Occupation or position held **UIC – International organization of Railway**

Main activities and responsibilities

**Adj. Prof. on railway courses**

Adj. Prof. at courses on regulation, operations for rail freight, high speed rail and commuter rail in several program organized by the UIC (Union International Chemins de Fer).

Dates Since January 2010

Occupation or position held **Economic regulation advisor**

Main activities and responsibilities

**Consulting in economic regulation in Transportation sector**

Cooperation and analysis with Government and Authorities in many Countries on economic regulation in utilities sector: Authority for Transport and Competition Authority in Italy, SPAD in Malaysia, CNMC in Spain, CMA in United Kingdom and Rail Safety Regulator in South Africa.

Dates	Since December 2013 ongoing
Occupation or position held	<b>CEO of TRA Consulting (Barcelona and Milan)</b>
Main activities and responsibilities	<b>Strategic Consulting in Transportation sector.</b> TRA consulting has international customers from Europe, Middle East, Asia, working with the top management (CEO and President) in the strategic and operational decisions for the transport and infrastructures. Analysis about Privatization and Regulation in the Utility sector, with focus on Infrastructure and Transport. <b>Global customer from Europe, Asia, Africa and America as Korail, MTR express, Italo NTV, AT&amp;T, Amadeus, Snowfall, Lime, Expedia Group, Thalys, airports companies, Real Estate companies, HS2 in UK, etc.</b>
Dates	Since November 2017 - ongoing
Occupation or position held	<b>Senior advisor for international and infrastructure funds</b>
Main activities and responsibilities	Business analysis and investment analysis for international funds in the transport, logistic and infrastructure sector (highways, airports, railways, airlines, ports)
Dates	Since July 2022 – October 2022
Occupation or position held	<b>Senior advisor for the Ministry of Infrastructure and Sustainable mobilities in Italy (MIMS)</b>
Main activities and responsibilities	Senior Consultant for the National Strategy on Transport and Logistic
Dates	Since June 2021 – June 2022
Occupation or position held	<b>Senior consultant for Iryo, HSR operator in competition in Spain</b>
Main activities and responsibilities	Business analysis and regulation analysis for the new competitor in Spain
Dates	Since June 2021 – June 2022
Occupation or position held	<b>Senior consultant for Rail Baltica</b>
Main activities and responsibilities	Business analysis and regulation analysis for the new rail infrastructure linking the three Baltic States (6 billion euro investment)
Dates	Since September 2015
Occupation or position held	Purdue University, University Southern California, University of Minnesota and Michigan State University
Main activities and responsibilities	<b>Adj. Professor in Management</b> Analysis of business case of the most important Italian companies and brands included all the utilities.
Dates	Since June 2021 – April 2022
Occupation or position held	<b>Senior consultant for Port Authority of Venice</b>
Main activities and responsibilities	Business analysis for an intermodal terminal at the Port of Venice Marghera, with a demand analysis for the traffic on the main axis of rail.
Dates	January 2015 – March 2017
Occupation or position held	Strategic and operational Consultant at <b>Korail</b>
Main activities and responsibilities	Consulting at the directors of Korail, leading company in the Rail sector in South Korea. Business development, Maintenance, ROSCO, Revenue Management and competition in the High Speed Rail sector. Main Activities: <ul style="list-style-type: none"> <li>- Regulation of the railway sector</li> <li>- Cost control for the HSR</li> <li>- Revenue management and increase productivity of the rolling stock</li> <li>- Access charge level: benchmarking analysis</li> <li>- Meeting with CEO and Director to explain development of railway industry</li> </ul>
Dates	Since September 2018 to December 2018
Occupation or position held	<b>Consultant for the CEO of Royal Railway of Cambodia</b>
Main activities and responsibilities	Developed a program of training for the top management of RR about the operations, management, cost efficiency, regulation, quality control and revenue management

Dates Since September 2016 to December 2019  
Occupation or position held Visiting Professor at **China Academy of Railways Sciences**  
Main activities and responsibilities **Consultant** for the business model development and analysis implementation in the High Speed in China and economic regulation:

- Benchmarking analysis between Europe and Asia Countries
- Liberalization and privatization of the system
- Track access charge modelling

Dates Since April 2009 – December 2013  
Occupation or position held **Creation of Strategic Office** at Nuovo Trasporto Viaggiatori and now special advisor for the CEO, first Private High Speed Operator in Europe – Strategic and operational Consultant  
Main activities and responsibilities Creation and management of studies office directly with CEO and President of NTV. Support the CEO in terms of regulation and privatization of this Utility.

- Analysis for the reduction of the access charge from 14.7 euro per TKM to 8.2 euro per TKM and access charge benchmarking.
- Analysis on the regulation of the liberalization in Italy and World
- Assisting Authority of Transport **regulation** (ART). in the strategy of development in period of start up.

Studies on the **privatization** of the rail sector in Italy

Dates Since January 2013  
Occupation or position held Guest lectures  
Main activities and responsibilities **Professor for international Organizations and Universities** in Teheran, Madrid, Beijing and Paris at ITEJ in Tokyo, Japan, at University of Northampton, UK, European University Institute of Florence, Italy, at IBMEC University in Belo Horizonte, Brazil, at HCMC University of Transport, Vietnam and at Kasetsart University and at the Bangkok University College International in Bangkok, Thailand about liberalization and privatization.

Dates Since January 2011  
Occupation or position held **Activity at European Level**  
Main activities and responsibilities

- Creation of the association of new entrants in rail passenger sector, ALLRAIL
- Meetings and presentations with the Directions of Competition and Transport of the European Commission to explain the competition and rail sector evolution.
- Keynote speaker for the European Union Agency for Railway conference about the Single European Railway Area
- Chairman and keynote speaker in Rail events
- Analysis for the CMA, Competition and Market Authority in UK to explain the rail system in Italy and regulation of the new Authority for Transport
- Digital strategy for a new entrants, MTR express, directly for the CEO of the company
- Development of business for suppliers of new entrants
- Maintenance contracts of new entrants analysis
- Demand development in the competitive and non competitive markets.
- Meeting with CEO of Westbahn to discuss idea to improve the railway system all around Europe

Dates Since September 2013

Occupation or position held	<p>Speaker and Chairman at global event of <b>the European Parliament, South American Governments (Brazil, Argentina), European Commission, Germany's Government</b></p> <ul style="list-style-type: none"> <li>- Professor at College of Bruges for the competition in the railway sector</li> <li>- Speaker at roundtable at GSMA conference in Barcelona with TELCO regulators from all the world.</li> <li>- Speaker for International Institute of Communications in Miami</li> <li>- Keynote speaker for the Government of Argentina in the event on Telecom and media reform</li> <li>- Speaker in Brasilia in the forum of Regulation of telecom sector</li> <li>- Chairman Smart Metro 2016 , 2017</li> <li>- Keynote Speaker, Africa Rail, Johannesburg, June 2016</li> <li>- Chairman at Iberian Rail Development, Madrid, June 2016</li> <li>- Chairman at Smart Rail Europe, Amsterdam, April 2016, 2017</li> <li>- Chairman at Smart Rail Eurasia, Istanbul, January 2016</li> <li>- Chairman at ACTE (Association of Corporate Travel Executives)Forum Milan November 2015</li> <li>- Creation of Master in Tourism sales Management in cooperation with University Milan Bicocca and Federviaggio, in February 2013</li> <li>- Guest Lecture at University of Northampton, Business School, 2012,at Master in Tourism Management at IULM University, Milan, 2012, Guest Lecture at IBMEC University, Belo Horizonte, Brazil, 2013, Guest Lecture at UNED, Madrid, Spain, 2014, Guest Lecture at Bangkok University International College, 2015, Guest Lecture at Kasetsart University, Bangkok, Thailand, 2017-2021, Guest Lecture at ITEJ, Tokyo, Japan, Guest Lecture at Transport Economics University, Ho Chi Minh, Vietnam, CERRE, UIC, European Ideas Network, KAS, European Commission and Florence School of Regulation speaker by- invitations seminars on transport and public finance sector, At European University Institute, speaker on the rail competition in a privatized and liberalized railway system (Italy), Air and Rail Transport seminar at UIC, WCTR, ENAC, DGMOVE.</li> </ul>
Main activities and responsibilities	<b>Expert in Policies and regulation of Utilities</b>
Dates	Since September 2014 – December 2015
Occupation or position held	Creation and development of <b>Studies Office of ATM for the regulation, the first Italian Operator in the Public Transport</b>
Main activities and responsibilities	<p>Strategic Consultant at ATM, Azienda Trasporti Milanese, in creating and managing the studies office directly with the CEO and President of the company. Support the CEO in terms of benchmarking analysis, European strategy and providing studies.</p> <ul style="list-style-type: none"> <li>- Analysis for the CEO of the impact of the regulation in the Public Transport</li> <li>- Regulation and lobbying at Italian level</li> <li>- Support with data gathering the strategic decision of the CEO and President</li> <li>- Creation of the network at European Level to develop the lobbying</li> <li>- Analysis of the subsidies and revenues of the company and <b>benchmarking with others companies in the World</b></li> <li>- <b>Business plan</b> 2014-2016 and 2015-2017, support analysis and development</li> </ul>
Dates	Since September 2008
Occupation or position held	Analysis about Privatization and Regulation at the Think Tank Istituto Bruno Leoni
Main activities and responsibilities	<b>Expert in Policies and regulation in the Utilities</b>
Dates	Since October 2017
Occupation or position held	<b>Consultant for the Ambassade of France for regulation</b>
Main activities and responsibilities	Responsible to explain the Italian railway model of open access for the Railway reform in France of President Macron.
Dates	Since October 2018
Occupation or position held	<b>Member of the Italian board of GBTA – Global Business Travel Association</b>

Main activities and responsibilities	GBTA, Global Business Travel Association, the world's largest professional association representing the \$1.4 trillion business travel industry.
Dates	Since January 2014
Occupation or position held	<b>Activity at European Level</b>
Main activities and responsibilities	<ul style="list-style-type: none"> <li>- Creation of the association of new entrants in rail passenger sector, ALLRAIL</li> <li>- Meetings and presentations with the Directions of Competition of the European Commission to discuss about regulation of transport</li> <li>- Keynote speaker for the Agencies at European level</li> <li>- Chairman and keynote speaker in transport sector events</li> </ul>
Dates	June 2017 – June 2018
Occupation or position held	<b>Strategic consultant for the merger of UVET Group with Blue Panorama</b>
Main activities and responsibilities	Responsible for the President of UVET Group of the <b>business plan for the bank</b> , benchmarking activity and M&A process. UVET is the first business travel operator in Italy with 2 bln euro revenue, while Blue Panorama is the third Italian airline in Italy (300 mln of Euro of revenue). Blue Panorama was the only Italian airline with positive results in 2018.
Dates	Since September 2008
Occupation or position held	<b>Analyst in several Italian and International Newspaper (Wall Street Journal, BBC, Financial Times, Washington Post, Reuters, Bloomberg, Xinhua, El Pais, Le Monde, Expansion, Les Echos, The Guardian, El Economista, O Globo, Hurriyet, India Times, Gulf Times, Sole 24 Ore, Business Week, The Malay Mail, Corriere della Sera, Repubblica, Espresso, Panorama, Il Messaggero, RAI 1, RAI 3, Sky, Bloomberg TV, Euronews, Reteconomy)</b>
Dates	Since July 2007
Occupation or position held	<b>Editor in several Italian and International Newspaper on Utility sector</b> (El Pais, El Economista, Diario Economico, Libero, Il Foglio, Il Fatto Quotidiano, Panorama, Tempi, Airpress, Il Sussidiario, Capo Horn, L'Occidentale, Longitude, L'Unione Sarda)
<b>Publications</b>	
<b>Books or chapters:</b>	<ul style="list-style-type: none"> <li>- Mobile phone competition in Italy, Istituto Bruno Leoni, 2009</li> <li>- How to prepare Brazil for a digital future?, Consumer Choice Center, 2019</li> <li>- The digital market in Latin America, setting regulation to promote its development, New Directions, 2017</li> </ul>
<b>Selected Interviews</b>	<ul style="list-style-type: none"> <li>- <a href="https://www.reuters.com/article/telecom-it-niel-idUSL8N1470KA20151218">https://www.reuters.com/article/telecom-it-niel-idUSL8N1470KA20151218</a></li> <li>- <a href="https://www.bloomberg.com/news/articles/2016-03-21/wanted-new-telecom-italia-ceo-with-experience-in-media-industry">https://www.bloomberg.com/news/articles/2016-03-21/wanted-new-telecom-italia-ceo-with-experience-in-media-industry</a></li> <li>- <a href="https://www.bloomberg.com/news/articles/2013-09-05/telecom-italia-said-to-mull-owners-change-amid-investor-search">https://www.bloomberg.com/news/articles/2013-09-05/telecom-italia-said-to-mull-owners-change-amid-investor-search</a></li> </ul>

## Education and training

Dates	January 2011
Title of qualification awarded	PhD in Institutions, Administration e regional Politics. Thesis on air transport system in Milan Area.
Name and type of organisation providing education and training	Jointly organized by University of Pavia, University of Milan, Catholic University of Milan and Polytechnic of Milan and visiting in University of Barcelona, Spain
Dates	March 2007
Title of qualification awarded	Master in Economics <i>with honors</i> ; Thesis on "Liberalization of air transport in Europe".
Name and type of organisation providing education and training	University of Milan Bicocca
Dates	December 2004

Title of qualification awarded	Degree in International Economics <i>with honors</i> . Thesis on the impossibility of a paretian liberal.
Name and type of organisation	University of Milan Bicocca and Erasmus in Paris XII, France

## Personal skills and competences

Mothertongue	<b>Italian</b>
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Self-assessment <i>European Level</i> (*)	Understanding		Speaking		Writing
	Listening	Reading	Spoken interaction	Spoken production	
French	Fluent	Fluent	Fluent	Fluent	Fluent
English	Fluent	Fluent	Fluent	Fluent	Fluent
Spanish	Fluent	Fluent	Fluent	Fluent	Fluent
Catalan	Fluent	Fluent	Basic	Basic	Basic
Portugues	Basic	Basic	Basic	Basic	Basic

