

Leandro Zipitría

Personal information

DATE OF BIRTH: 7th May, 1973

CITIZENSHIP: Uruguayan

MARITAL STATUS: Married. Three children.

Contact information

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Key Qualification

Leandro holds a Ph.D. in Economics from the University of San Andrés (Argentina), and is professor of Industrial Organization, Microeconomics and Economic Regulation. His research has been published in several peer reviewed journals.

He has over fifteen years of consulting experience in regulation and antitrust. He was adviser to the Ministry of Economy and Finance of Uruguay (antitrust, bankruptcy law), the Office of Planning and Budget (economic impact assessment of regulations) and the Energy regulator URSEA. He is consultant for the WorldBank, and has been consultant for the IADB, PAHO, CAF, and the ECLAC (CEPAL). He has also advise several firms in Uruguay on market analysis, competition, the assessment of policy impact on markets, and pricing policies.

His main skills are: research expertise in handling large databases and performing econometric analysis; writing technical reports in plain language; fluent in English.

Main fields of research: international economics (Law of One Price); industrial organization (price setting and pass-through); inflation

Degrees

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| 2017 | UNIVERSIDAD DE SAN ANDRES (Argentina) <i>PhD in Economics, May</i> |
| 2008 | UNIVERSIDAD DE LA REPÚBLICA (Uruguay) <i>Master in Economics, October</i> |
| 2001 | UNIVERSIDAD DE LA REPÚBLICA (Uruguay) <i>Bachelor of Arts in Economics, February</i> |

Academic Positions

CURRENT

- Universidad de la República: Associate Professor of Economics.
- Universidad de Montevideo: Associate Professor of Economics.

COURSES TAUGHT

CURRENT

Microeconomics (Graduate)

Contract Theory (Undergraduate)

Industrial Organization (Undergraduate)

Regulation (Graduate)

Theory of Institutions (Graduate)

Topics in Price Setting (Graduate)

PREVIOUS

Competition Policy (Graduate)

Game Theory (Undergraduate)

Mathematics (Undergraduate)

Microeconomics (Undergraduate)

Introduction to Economics (Undergraduate)

Research

PUBLICA- TIONS

1. "Distance and Political Boundaries: Estimating Border Effects under Inequality Constraints", *International Journal of Finance and Economics*, 21(1): 3-35. 2016 (with Fernando Borraz, Alberto Cavallo and Roberto Rigobon)
2. "Supermarket Entry and the Survival of Small Stores", *Review of Industrial Organization*, 44(1): 73-93. 2014 (with Fernando Borraz, Juan Dubra and Daniel Ferrés)
3. "Price Setting in Retailing: the Case of Uruguay", *Economía*, LACEA Journal, vol. 12 (2), 77-109, 2012 (with Fernando Borraz)
4. "Impacto económico del supermercado". *Revista de Ciencias Empresariales y Economía*, Universidad de Montevideo, vol. X, 73 – 86, 2011 (In Spanish)
5. "Institutions and soft budget constraints", *International Review of Accounting, Banking and Finance*, vol. 3(2), 47-66. 2011 (with Mario Bergara and Jorge Ponce)
6. ¿Estudiar Economía te Hace más Egoísta?, *Revista de Ciencias Empresariales y Economía*, vol. IX, págs: 29-35, 2010 (with Marcelo Caffera and Lucila Arboleya, in Spanish)
7. "Una Aplicación de Test de Precios al Mercado de la Cerveza en el Uruguay", *Revista de Economía*, Segunda Época, n°17, May, 149-68, 2010. Banco Central del Uruguay (In Spanish)

WORKING PAPERS

1. 2017. Law of One Price, Distance, and Borders, with Fernando Borraz. GLO Discussion Paper, No. 87, and dECON Working Paper 08/17.

2. 2016. Formación y determinación de precios en el Uruguay, with Andrés Rius. ECLAC Working Paper (Series de la CEPAL) #22.
3. 2014. Marco regulatorio y empresas públicas en Uruguay. with Rosario Domingo. dECON Working Paper 15/14.
4. 2014. La regulación de servicios públicos: el rol de la propiedad. with Rosario Domingo. dECON Working Paper 13/14.
5. 2013. Sobre el gobierno corporativo de los organismos multilaterales de crédito. with Mario Bergara. dECON Working Paper 14/13.

BOOKS AND CHAPTERS

1. "El rol del sector privado en Cuba", with Ricardo Torres. In *El emprendimiento: una aproximación internacional al desarrollo económico*, chapter 9: 189-218, Editorial de la Universidad de Cantabria.



2. *Regulación económica para economías en desarrollo*, with Rosario Domingo and Jorge Ponce. Departamento de Economía - FCS, Universidad de la República, Montevideo. 2016 (In Spanish)
3. *Análisis económico de los procedimientos concursales en Uruguay*. EAE, 2011. (In Spanish)
4. "Sobre la aplicación de la ley n° 18.159 de promoción y defensa de la competencia", *La Ley Uruguay*, año IV, N°7, julio, 2011. (In Spanish)
5. "Defensa de la competencia: una breve nota económica". In "Estudios sobre defensa de la competencia y relaciones de consumo", edited by Santiago Pereira and Daniel Rueda, pp. 211 - 21, 2008. Fundación de Cultura Universitaria. (In Spanish)
6. "Una visión institucional de la legislación de bancarrota", with Mario Bergara. In "Las reglas de juego en el Uruguay: el entorno institucional y los problemas económicos", pp. 132 - 51, 2003. Trilce. (In Spanish)

WORK IN PROGRESS

- Long Run Price or Variety Convergence?, with Fernando Borraz
- The Role of Varieties in Explaining Law of One Price Deviations, with Fernando Borraz
- Prices, Sales and the Local Business Cycle, with Fernando Borraz and Mariana Leguisamo
- Gentrifying Neighborhoods and Local Retail Prices, with Fernando Borraz, Felipe Carozzi, and Nicolás González-Pampillón

- Cost Pass-through in Retail Markets, with Fernando Borraz and Sebastián Fleitas.

Presentations

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| 2018 | European Economic Association Meeting (Germany); Geneva Trade and Development Workshop (Switzerland), LACEA Meeting (Ecuador); Universidad de San Andrés (Argentina); SEU Meeting (Uruguay) |
| 2017 | Eighteen World Congress, International Economic Association (Mexico). |
| 2016 | Banco Central del Uruguay (Uruguay), LACEA Meeting (Colombia), RIDGE - TFP Forum (Uruguay); SEU Meeting (Uruguay) |
| 2015 | Banco Central del Uruguay (Uruguay) |
| 2011 | Universidad de San Andrés (Argentina) |
| 2012 | Banco Central del Uruguay (Uruguay); Latin American Meeting of the Econometric Society (Perú) |
| 2010 | LACEA Meeting (Colombia); Banco Central del Uruguay (Uruguay), Universidad de San Andrés (Argentina) |
| 2009 | Asociación Argentina de Economía Política (Argentina); Banco Central del Uruguay, October (Uruguay); Sociedad de Economía de Chile (Chile) |
| 2008 | Banco Central del Uruguay (Uruguay) |
| 2003 | Banco Central del Uruguay (Uruguay) |
| 2001 | LACEA Meeting (Uruguay) |
| 2000 | Banco Central del Uruguay (Uruguay) |

Referee Work

Journals: Review of Industrial Organization, British Food Journal, China Economic Review.
 Congresses: LACEA/LAMES (2017); RIDGE Antitrust/Regulation (2017).

Students

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| MASTER THESIS | 2019 | Efecto de la desregulación de precio de gasolina en Uruguay. Master of Arts in Economics, <i>Facultad de Ciencias Económicas y Administración, Universidad de la República</i> . Advised: Martín Pereira. (To be defended) |
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- 2018 Una revisión del vínculo entre instituciones y crecimiento económico. Master of Arts in Economics, *Facultad de Ciencias Sociales, Universidad de la República*. Advised: Marianna Rizzi.
- 2018 Convergencia de precios en el largo plazo en Uruguay. Evidencia empírica para 4 mercados. Master of Arts in Economics, *Facultad de Ciencias Sociales, Universidad de la República*. Advised: Andrés Bonino.
- 2018 Impacto de la adquisición de TATA a Multiahorro en el sector de supermercados en Uruguay. Master of Arts in Economics, *Facultad de Ciencias Sociales, Universidad de la República*. Advised: María Fernanda Colombo.
- 2017 Regulación del sector de gas licuado de petróleo. Master of Arts in Economics, *Facultad de Ciencias Sociales, Universidad de la República*. Advised: Jorge Mattos.

DEGREE THESIS 2008 Estructura del mercado de seguros de automóviles uruguayo luego de su desmonopolización. Bachelor Degree in Economics, *Facultad de Ciencias Económicas y Administración, Universidad de la República*. Students: Hernán Bonilla and Ivanna Echegoyen.

OTHER Committee Member in five Master Thesis in Economics and two Bachelor Degree Thesis in Economics.

Grants

- 2016 ANII Project “Pasaje de costos a precios: evidencia microeconómica para Uruguay”. Evaluated as excellent, but not funded as a result of lack of funds.
- 2012 ANII Grant for the Project “Segmentación de mercados y formación de precios en Uruguay” (Market Segmentation and price setting in Uruguay”, joint with Fernando Borraz (USD 25.000)
- 2008 IDRC Grant for the Project “Consolidation and Competition in the Food Retailing Sector in Uruguay” joint with Fernando Borraz, Juan Dubra and Daniel Ferrés. (CAD 45.000)

Academic Memberships

- 2019 Fellow of the Global Labor Organization
- 2019 RIDGE Scientific Director of the Antitrust and Regulation Workshop (with Sebastián Fleitas)

- 2013 Member of the American Economic Association.
- 2010 Member of LACEA, Latin America and Caribbean Economic Association.
- 2018-2020 Researcher (Level I) for the National Agency for Research and Innovation (Agencia Nacional de Investigación e Innovación, ANII). Uruguay. (2009-2015 Candidate categorization)

Professional Activity

INTERNATIONAL ORGANIZATIONS

1. WorldBank (since 2014): "Product Market Regulation Indicators" collection of PMR data for Uruguay, Venezuela, and Egypt. Contribution as Senior Consultant in country documents: "Better regulation for Growth (Argentina)" (2015), "Uruguay: Towards a More Effective Regulatory Framework for Competition Law" (2015), and "Dismantling Regulatory Obstacles to Competition to Unlock Growth Potential in The Philippines" (2017). Collect information on market conditions for East Asia Pacific countries. Merger threshold calculation for Egypt, Philippines, and Uruguay. Information collection and law analysis on market restrictions for Venezuela.
2. CAF: "Institutional frameworks and public policies. The case of Uruguay". (2019). Senior consultant on the institutional framework of the water and sanitation markets.
3. PAHO: "Assessment of the regulation of the recreational cannabis market in Uruguay". (2017). Senior consultant for estimating the size of the market for recreational cannabis in Uruguay.
4. CEPAL/ECLAC:
 - "Competition and Regulation in Electronic Payment Platforms in Uruguay". (2017). Senior consultant on the competition and pricing at the electronic payment in Uruguay.
 - "Price Setting in Uruguay". (2015). Senior consultant on the retail pricing in Uruguay.
5. IADB:
 - Competition and Regulation in the Truck Market. (2017). Market definition on the truck market in Uruguay.
 - Manager of the IADB Project 1971/OC-UR "Support for foreign trade management" (2010-13).

GOVERNMENT

1. *Dirección General de Comercio*, Ministry of Economy and Finance (2003-09, Antitrust, Uruguay). Senior economic adviser on antitrust. Advise on several cases (market definition and economic analysis of conducts).
2. Ministry of Economy and Finance (2005-09, bankruptcy law reform; antitrust law reform; personal data law reform; Uruguay). Senior economic adviser on bankruptcy law reform, and antitrust law reform.
3. Office of Budget and Planning (*Oficina de Planeamiento y Presupuesto*) (2001-03, regulation impact analysis)

PRIVATE CCU (beverages), DirecTV, Pluna (air transport, testify in court), DutyFree (free shops), Monte

SECTOR Paz (cigarettes), Diageo (beverages), Colonia Express (water transport), Rinde2 (beverages), Haymann (medicines), Puntoluz (TV and cellular retailer), CPATU (taxi market), CUTA (cable TV), IdRetail (supermarket demand evaluation), PRAXAIR (oxygen market), SECOM (health market), Consorcio (financial market, testify in court), Scanntech (financial market payments).

OTHER ICAP (Costa Rica). Market Regulation in Uruguay (2017)