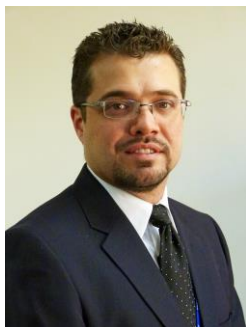


Abraão Balbino e Silva, MSc
Candidate for Study Group 3 Vice-Chairman



Mr. Abraão Balbino e Silva has over 15 years of experience in the telecommunications market. He had a successful career in the private sector, acting as a Marketing Analyst and Project Manager for operators and manufacturers.

In 2006, he joined the Brazilian National Telecommunications Agency, ANATEL, after a public selection. In ANATEL worked at first in Mobile Services Regulatory area, with high emphasis on radio frequency spectrum pricing, and other economy and policy issues. From 2010 he began to devote in the design and implementation of the Brazilian telecommunications competition policy, having been one of the main authors of the General Plan for competition, the PGMC, considered one of the most modern national regulations related to the topic.

In 2011 he won the main Brazilian prize related to the regulation, the SEAE Award, by the Ministry of Finance, with the Article Remuneration of Telecommunications Networks in Brazil, which analyzes the incentives related to pricing of mobile interconnection. He's author and co-author of many articles and books related to telecom. In July of 2016, he published, as a co-author, the book Broadband in Brazil: Past, Present and Future, which documents the history, challenges and achievements of the Internet in Brazil.

He is currently Head of Wholesale Relations Department, in ANATEL, responsible for the implementation of PGMC and all regulation related to wholesale markets, including infrastructure shares and relationships between telecom operators and other industries (including energy, content, internet etc.).

In ITU-T, Mr. Silva began working in 2008 as the Brazilian Delegate in the SG13, and in the Focus Group on Future Networks. During this time the work on the development of the Recommendation Y.3001 can be highlighted. Since 2012 is an active member of Study Group 3. He is currently the Rapporteur of Question 10/3 - Definition of relevant markets, competition policy and identification of operators with SMP as it relates to the economic aspects of the international telecommunication services and networks. He's also Associate rapporteur of the Question 9/3 - Economic and regulatory impact of the Internet, convergence (services or infrastructure) and new services, such as OTT, on international telecommunication services and networks.

Mr. Silva is fluent in Portuguese (mother tongue), English and Spanish.

Professional Experience:

- ANATEL – Brasília – DF – Brazil
Head of Wholesale Relations (2013 – current)
Head of Mobile Competition and Consumer Affairs (2012-2013)
Expert in Regulation of Telecommunication Public Services (2007 -2012)
- HUAWEI TECHNOLOGIES – Brasília – DF – Brazil
Project Manager (2004 – 2006)
- VIVO CELULAR – São Paulo – SP- Brazil
Marketing Analyst (2002 – 2004)

Academic Background

- **Graduation** – Telecommunication Engineer, Universidade de Brasília (UnB), Brasília-DF, Brazil (2004).
- **Master Degree** – Economics, Regulation and Business Management, UnB, Brazil (2011);

Contact:

Tel: +55-61-2312-2896

Email: asilva@anatel.gov.br