

**Rodrigo Montes, Ph.D.**

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I hold a Ph.D. from the Toulouse School of Economics and have extensive experience in antitrust consulting and arbitration across the United States and various international jurisdictions. My expertise lies in antitrust economics and theoretical industrial organization. Throughout my career, I have worked in multiple industries and fields, including technology, social media, digital platforms, digital privacy, healthcare, the music industry, energy, and telecommunications. My research has been published in academic journals such as *Management Science*, *The Review of Network Economics*, and *The European Journal of Law and Economics*. Additionally, I am fluent in English, Spanish, and French.

**EDUCATION**

2016, *PhD in Economics*, Toulouse School of Economics

2012, *MA in Economic Theory and Econometrics*, Toulouse School of Economics

2009, *BA in Economics*, Pontificia Universidad Catolica del Peru

**PROFESSIONAL EXPERIENCE**

2025 - Present, *Senior Principal Economist*, Eonic Partners, Washington, DC

2022 - 2025, *Senior Vice President*, Compass Lexecon, Washington, DC

2020 - 2022, *Vice President*, Compass Lexecon, Washington, DC

2016 - 2020, *Senior Economist*, Compass Lexecon, Washington, DC

**REPORTS AND DECLARATIONS**

- Privacy Economics: Survey of the Literature and Implications for Public Policy, *FTC Hearings*, Federal Trade Commission, Docket ID FTC-2019-0032, June 30, 2019, available at <https://www.regulations.gov/comment/FTC-2019-0032-0023>. Joint with Daniel P. O'Brien.

**SELECTED LITIGATION AND CONSULTING EXPERIENCE**

- Technology company investigation by Mexico's antitrust agency (2025).
- In support of Mark Israel in Tempur Sealy's acquisition of Mattress Firm (2025).
- In support of Anindya Ghose and Dennis Carlton in class certification in Meta's antitrust suit (2025).
- In support of Anindya Ghose in Meta's consumer privacy litigation against the District of Columbia (2023).
- In support of Jeremy Sandford and Nathan Wilson in Broadcom's acquisition of VMware (2023).
- White paper for technology company addressing potential anticompetitive effects of privacy policies (2022).
- In support of Dennis Carlton and Mary Coleman, analyzed the competitive effects of the merger between Slack and Salesforce (2021).
- Developed models based on Nash bargaining and Shapley Values to determine royalty rates In re *Determination of Rates and Terms for Digital Performance of Sound Recordings and Making of Ephemeral Copies to Facilitate those Performances (Web V)*, Docket No. 19-CRB-0005-WR (2021-2025) (2019).
- In support of Mark Israel, developed dynamic model of merger simulation on behalf of Peabody Energy Corporation and Arch Coal, Inc., In the Matter of *Federal Trade Commission v. Peabody Energy Corporation and Arch Coal, Inc.*, In the United States District Court for the Eastern District of Missouri, Civil Action No. 4-20-cv-000317-SEP (2019).
- In support of Elizabeth Wang and Daniel P. O'Brien, analyzed competitive effects of the merger between NVIDIA and Mellanox (2019).

- In support of Jorge Padilla and Elena Zoido, analyzed competitive effects of a merger case in the shipping industry (2019).
- Conducted merger simulation analysis related to a proposed pharmaceutical products merger (2019). In support of Janusz Ordovery, analyzed claims of price-fixing in Colombia (2018).
- Analyzed damages model for two-sided market involving non-discrimination provisions in contracts between credit card networks and merchants (2018).
- In support of Manuel Abdala and Anton Garcia, analyzed harm to competition for Claimant in CONECEL v. ARCOTEL (CIAM 005-2016), a commercial arbitration dispute related to the imposition of revenue fees that are proportional to mobile subscriber market share, as an alleged antitrust mechanism to prevent abuse of a dominant position in Ecuador (2017).
- In support of Dennis Carlton, developed economic and econometric evidence related to liability and damages, and assisted in preparation of expert reports and testimony on behalf of the Defendants In the Matter of *Arista Networks, Inc., v. Cisco Systems, Inc.*, in the United States District Court for the Northern District of California, Case No. 5:16-cv 00923 (BLF) (2017).
- In Support of Dennis Carlton, reviewed theoretical and empirical models of bargaining to estimate damages in pay-for delay case in the pharmaceutical industry (2017).

#### **PUBLICATIONS**

- On the Application of Nash Bargaining in Reverse Payment Cases in the Pharmaceutical Industry, *European Journal of Law and Economics*, 2020, 50, 133-147. Joint with Sencer Ecer and David Weiskopf.
- The Value of Personal Information in Online Markets with Endogenous Privacy. *Management Science*, 2019, 65(3), 955-1453. Joint with Wilfried Sand-Zantman and Tommaso Valletti.
- Consumer Privacy and the Incentives to Price-Discriminate in Online Markets. *Review of Network Economics*, 2017, 16(3), 291-305. Joint with Alexandre de Cornière.

#### **WORKING PAPERS**

- Dynamic Lerner Condition and Horizontal Merger Assessment, available at [https://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=4817343](https://papers.ssrn.com/sol3/papers.cfm?abstract_id=4817343). Joint with Mark Israel, Jason Wu, and Loren Poulsen.

#### **PUBLICATIONS IN SPANISH**

- Transiciones laborales, reformas estructurales y vulnerabilidad laboral en el Perú: 1998-2008, Capítulos de Libros PUCP / Chapters of PUCP books, in: José Rodríguez & Albert Berry (ed.), *Desafíos laborales en América Latina después de dos décadas de reformas estructurales. Bolivia, Paraguay y Perú 1997-2008*, edition 1, chapter 2, 2010, 47-115, Fondo Editorial - Pontificia Universidad Católica del Perú. Joint with Rosa Morales, José Rodríguez, and Minoru Higa.

#### **REFeree FOR ACADEMIC JOURNALS**

*Management Science, Journal of Economics and Management Strategy, International Review of Law and Economics.*