



**Dr. Christian Jaag**  
Managing Partner

## Contact Information

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## Area of Expertise

Christian Jaag is a Managing Partner with Swiss Economics. He has worked extensively on economic consulting assignments for a range of corporate and public-sector clients across regulated industries such as post, telecommunication, transport and energy. Christian Jaag specializes in providing advice in relation to regulation, competition economics, industry frameworks, pricing and quantitative management. His roles have involved the production of expert reports for submission to government departments, regulatory bodies and courts. Christian Jaag is also a lecturer in economics at the Universities of St.Gallen and Zurich as well as the Federal Institute of Technology in Lausanne. He is the author of numerous academic articles on public economics, regulatory economics and industrial organization. He holds a Ph.D. in Economics and Finance (HSG) and was a visiting scholar at the economics department of Rutgers University.

## Work Experience (Selection)

2008 – Managing Partner, Swiss Economics  
2008 – Lecturer, Executive Master in Postal Management, EPFL  
2008 – 2009 Head of Regulatory Economics, Swiss Post  
2003 – Lecturer, Department of Economics, University of St.Gallen  
2006 – 2007 Head of Regulation Post Mail, Swiss Post  
2002 – 2008 Research Associate, Institute for Public Finance, University of St.Gallen

## Education and Training (Selection)

2008 Visiting Scholar, Center for Research in Regulated Industries, Rutgers University  
2006 Ph.D. HSG in Economics and Finance, University of St.Gallen  
2003 Swiss Program for Beginning Doctoral Students in Economics, Study Center Gerzensee  
2001 Lic. oec. HSG (M.A. in Economics), University of St.Gallen  
1999 Visiting Student, ESCP Europe, Paris

## Skills and Competences

### Languages

German Mother tongue  
English Fluent  
French Good knowledge  
Italian Basic competences

### Social

Team work in multidisciplinary environments, with government departments, regulatory bodies, press and politicians; international representation and negotiation; presentations at international workshops and conferences; teaching and supervising international students in economics

### Organizational

Project leadership, proposal preparation, strategy development and implementation, management of seminars and courses

### Technical

Quantitative economic modeling, econometric analysis, computable general equilibrium models

### Computer

MS Office, LATEX, METAPOST, GAUSS, STATA

## Publications (Selection)

Postal Sector Policy: From Monopoly to Regulated Competition and Beyond, 2014, *Utilities Policy* 31, 266–277.  
Intellectual Property Rights and the Future of Universal Service Obligations, 2014, in: *Postal Services in the Digital Age*, ed. by M. Burhan, M. Finger and B. Bukovc, Leiden. IOS Publications, 156–165.  
Switzerland: The Role of Swiss Post in Indirect Press Support (jointly with Alfred Hugentobler), 2014, in: *State Aid for Newspapers. Theories, Cases, Actions*, ed. by P. Murschetz, Heidelberg. Springer, 323–336.  
Calculating the Net Cost of Home Delivery (jointly with Andreas Haller and Urs Trinkner), 2014, in: *The Role of Postal Service in a Digital Age*, ed. by M. Crew and T. Brennan, Cheltenham. Edward Elgar, 227–239.  
Regulation and the Burden of the Net Cost Resulting From Universal Service Obligations (jointly with Urs Trinkner and Topias Uotila), 2014, in: *The Role of Postal Service in a Digital Age*, ed. by M. Crew and T. Brennan, Cheltenham. Edward Elgar, 204–213.  
Termination Charges in the International Parcel Market (jointly with Andreas Haller and Urs Trinkner), 2013, in: *Reforming the Postal Sector in the Face of Electronic Competition*, ed. by M. Crew and P. Kleindorfer, Cheltenham. Edward Elgar, 277–293.

- Price Regulation and the Financing of Universal Services in Network Industries, 2013, *Review of Law and Economics* 9(1), 125–150.
- Competition and the Social Cost of Regulation in the Postal Sector (jointly with Martin Mägli), 2013, in: *Reforming the Postal Sector in the Face of Electronic Competition*, ed. by M. Crew and P. Kleindorfer, Cheltenham. Edward Elgar, 294–305.
- Defending Mail Markets against New Entrants: An Application of the Defender Model (jointly with H. Dietl, U. Trinkner and O. Fürst), 2012, in: *Multi-Modal Competition and the Future of Mail*, ed. by M. Crew and P. Kleindorfer, Cheltenham. Edward Elgar, 409–425.
- Postal and Regulatory Reform in Intermodal Competition (jointly with H. Dietl), 2011, in: *The Future is in the Post Vol. 2: Perspectives on Transformation in the Postal Industry*, ed. by K. Sund and D. Osborn, Faringdon. Libri Publ.
- A General Framework for Regulation and Liberalization in Network Industries (jointly with U. Trinkner), 2011, in: *International Handbook for the Liberalization of Infrastructures*, ed. by M. Finger and R. Künneke, Cheltenham. Edward Elgar.
- What is an Unfair Burden? Compensating the Net Cost of Universal Service Provision, 2011, *Review of Network Economics* 10(3), Article 7.
- Practical Approaches to USO Costing and Financing (jointly with U. Trinkner, J. Lisle, N. Waghe and E. van der Merwe), 2011, *Competition and Regulation in Network Industries* 12(2), 108–129.
- Ein kohärenter Regulierungsrahmen für den Schienengüterverkehr in der Schweiz (jointly with J. Grotrian and U. Trinkner), 2011, in: *Jahrbuch 2011 Schweizerische Verkehrswirtschaft*, ed. by C. Laesser, T. Bieger and R. Maggi, St.Gallen. Schweizerische Verkehrswissenschaftliche Gesellschaft, 97–114.
- Aging and the Financing of Social Security in Switzerland (jointly with C. Keuschnigg and M. Keuschnigg), 2011, *Swiss Journal of Economics and Statistics* 147(2), 181–231.
- Competition and Welfare Effects of VAT Exemptions (jointly with H. Dietl, M. Lang and U. Trinkner), 2011, *B.E. Journal of Economic Analysis & Policy* 11(1), Article 19.
- Entry Deterrence and the Calculation of the Net Cost of Universal Service Obligations, 2011, *Review of Network Economics* 10(1), Article 4.
- The interaction between universal service costing and financing in the postal sector: A calibrated approach (jointly with U. Trinkner), 2011, *Journal of Regulatory Economics* 39(1), 89–110.
- Postal Markets and Electronic Substitution: Implications for Regulatory Practices and Institutions in Europe (jointly with M. Mägli, M. Koller and U. Trinkner), 2011, in: *Reinventing the Postal Sector in an Electronic Age*, ed. by M. Crew and P. Kleindorfer, Cheltenham. Edward Elgar.
- Impact of VAT Exemptions in the Postal Sector on Competition and Welfare (jointly with H. Dietl, M. Lang, M. Lutzenberger and U. Trinkner), 2011, in: *Reinventing the Postal Sector in an Electronic Age*, ed. by M. Crew and P. Kleindorfer, Cheltenham. Edward Elgar.
- Intermodal Competition (jointly with Martin Mägli), 2010, *Postal Technology International: 2011 Annual Showcase*, 41–43.
- Regulatory Risk in the Tendering of Rail Lines (jointly with Urs Trinkner), 2010, *Network Industries Quarterly* 12(3).
- Postal Markets and Electronic Substitution: What is the Impact of Intermodal Competition on Regulatory Practices and Institutions (jointly with M. Mägli, M. Koller and U. Trinkner), 2010, *Competition and Regulation in Network Industries* 11(4), 382–397.
- Pension Reform, Retirement, and Life-Cycle Unemployment (jointly with C. Keuschnigg and M. Keuschnigg), 2010, *International Tax and Public Finance* 17(5), 556–585.
- Regulatory Governance Costs in Network Industries: Observations in Postal Regulation (jointly with M. Mägli and M. Finger), 2010, *Competition and Regulation in Network Industries* 11(2), 207–237.
- Universal Service Auctions in Liberalized Postal Markets (jointly with J. Calzada and U. Trinkner), 2010, in: *Heightening Competition in the Postal and Delivery Sector*, ed. by M. Crew and P. Kleindorfer, Cheltenham. Edward Elgar.
- Coûts de la régulation des industries de réseaux: Enseignements du réseau postal (jointly with M. Mägli and M. Finger), 2009, *Revue d'Économie Industrielle* n°127, 3ème trimestre.
- Tendering Universal Service Obligations in Liberalized Markets (jointly with U. Trinkner), 2009, *Competition and Regulation in Network Industries* 10(4), 313–332.
- Wettbewerb und Universaldienst in europäischen Postmärkten (jointly with G. Knieps and P. Zenhäusern), 2009, in: *Fallstudien zur Netzökonomie*, ed. by G. Knieps and H.-J. Weiss, Wiesbaden: Gabler, 87–110.
- Calculating the Cost of the USO – The Need for a Global Approach (jointly with M. Koller and U. Trinkner), 2009, in: *Progress in the Competitive Agenda in the Postal and Delivery Sector*, ed. by Michael Crew and Paul Kleindorfer, Cheltenham. Edward Elgar.
- Education, Demographics, and the Economy, 2009, *Journal of Pension Economics and Finance* 8(2), 189–223.
- Economics of Post Office Networks: Strategic Issues and the Impact on Mail Demand (jointly with M. Buser and U. Trinkner), 2008, in: *Handbook of Worldwide Postal Reform*, ed. by M. Crew, P. Kleindorfer and J. Campbell Jr., Northampton. Edward Elgar.
- Pricing in Competitive Two-Sided Mail Markets (jointly with U. Trinkner), 2008, in: *Competition and Regulation in the Postal and Delivery Sector*, ed. by M. Crew and P. Kleindorfer, Northampton. Edward Elgar.
- Innovation in the Swiss Mail Sector: Deregulation versus Liberalization, 2007, *International Journal of Regulation and Governance* 7(2), 147–156.
- Economic Ageing and Demographic Change (jointly with D. Grafenhofer, C. Keuschnigg, and M. Keuschnigg), 2007, *Vienna Yearbook of Population Research*, 133–165.
- Liberalization of the Swiss Letter Market and the Viability of Universal Service Obligations, 2007, *Swiss Journal of Economics and Statistics* 143(3), 261–282.
- Consumer Preferences and Last Mile Pricing in the Postal Sector (jointly with B. Friedli, D. Krähenbühl, O. Nielsen, S. Pihl, and U. Trinkner), 2006, in: *Liberalization of the Postal and Delivery Sector*, ed. by M. Crew and P. Kleindorfer, Northampton. Edward Elgar.