

Curriculum Vitae

Dr. Urs Trinkner, M.B.L.-HSG

Education

M.A. in Finance,
University of Zurich (lic. oec. publ.)

PhD in Management & Economics,
University of Zurich (Dr. oec. publ.)

Exec. Master of European & International Business Law,
University of St. Gallen (M.B.L.-HSG)



Professional and teaching experience

After appointments at Credit Suisse and AWP between 1996 and 2003, Urs Trinkner joined Swiss Post as a strategic analyst. After a year, he was responsible for regulatory affairs and competitive strategy in Swiss Post's mail department. In 2006, he became head of regulatory strategy of Swiss Post group. Since 2008, Dr. Trinkner is managing partner at Swiss Economics, an economic consultancy specialized in regulated network industries, strategy development, and pricing. Urs Trinkner is also senior research associate and lecturer at the University of Zurich at the faculty of economics (since 2006) and teaching sector-specific postal regulation at the University of Bonn (since 2009).

Selected publications in the postal sector (**bold = content of lecture**)

- [2011] **“The interaction between universal service costing and financing in the postal sector: a calibrated approach”**, (with Christian Jaag) in: *Journal of Regulatory Economics* 39(1), 89-110.

- [2011] **“Impact of VAT-Exemptions in the Postal Sector on Competition and Welfare”** (with Helmut Dietl, Christian Jaag, Markus Lang and Martin Lutzenberger), in: *Reinventing the Postal Sector in an Electronic Age*. Edited by M. Crew and P.R. Kleindorfer, Edward Elgar.

- [2011] "Postal Markets and Electronic Substitution: Implications for Regulatory Practices and Institutions in Europe" (with Martin Mägli, Christian Jaag and Martin Koller), in: *Reinventing the Postal Sector in an Electronic Age*. Edited by M. Crew and P.R. Kleindorfer, Edward Elgar.

- [2010] “Economies of Scale and Scope and Opening Hours in Post Offices and Agencies” (with Christian Jaag and Martin Koller), in: *Heightening Competition in the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer. Cheltenham, UK: Edward Elgar.

- [2009] “Tendering Universal Service Obligations in Liberalized Network Industries” (with Christian Jaag), *Journal for Competition and Regulation in Network Industries* 10(4), 313-332.

- [2009] **"Calculating the Cost of the USO - The Need for a Global Approach"** (with Christian Jaag and Martin Koller), in: M.A. Crew and P.R. Kleindorfer (eds.), *Progress in the Competitive Agenda in the Postal and Delivery Sector*, UK, Edward Elgar.

- [2009] "Neue Postrichtlinie: Spielräume der Mitgliedstaaten bei der Umsetzung, Konsequenzen für den Binnenmarkt und Folgen für die Schweizer Postpolitik", in:

Carl Budenbacher (ed.), *Aktuelle Entwicklungen des Europäischen und Internationalen Wirtschaftsrechts*, Verlag Helbing und Lichtenhahn.

- [2008] "Economics of Post Office Networks: Strategic Issues and the Impact on Mail Demand" (with Martin Buser and Christian Jaag), in: M.A. Crew, P.R. Kleindorfer and J. Campbell (eds.), *Handbook of Global Postal Reform*, Cheltenham, UK, Edward Elgar, pp. 80-97.
- [2008] "Applied Industrial and Regulatory Economics – The Case of Mail Liberalization", Dissertation at the University of Zurich.
- [2008] "Pricing in competitive two-sided mail markets" (with Christian Jaag), in: M.A. Crew and P.R. Kleindorfer (eds.), *Competition and Regulation in the Postal and Delivery Sector*, Cheltenham, UK and Northampton, MA, USA: Edward Elgar, pp. 136 - 149.
- [2007] "Schwedische Postmarktöffnung - ein Modell für die Schweiz?" (with Christian Jaag), in: *Die Volkswirtschaft*, published by SECO.
- [2006] "Economies of scale, density and scope in Swiss Post's Mail Delivery" (with Mehdi Farsi and Massimo Filippini), in: M.A. Crew and P.R. Kleindorfer (eds.), *Liberalization of the Postal and Delivery Sector*, UK and Northampton, MA, USA: Edward Elgar, pp. 91-101.
- [2005] "Liberalization and Regulation of the Swiss Letter Market" (with Helmut M. Dietl and Reto Bleisch), in: M.A. Crew and P.R. Kleindorfer (eds.), *Regulatory and Economic Challenges in the Postal and Delivery Sector*, Boston, MA: Kluwer Academic Publishers, pp. 53–72.