



At A Glance European Postal Practice

Our Practice

NERA Economic Consulting is an international firm of economists who understand how markets work. NERA's European Postal Practice has experienced economists and a network of leading academics and industry experts who help postal industries around the world develop and implement economically sound policies. Our team combines rigorous economic thinking and the highest calibre of econometric analysis with practical experience gained from applying these tools to a wide variety of business problems.

We advise postal operators, regulators, policy makers, and other stakeholders on issues of industry structure, competition policy, regulation, costs, pricing, and efficiency.

Our practice staff work from our European offices in London, Madrid, Paris, and Rome, and draw on the expertise of our other offices around the world.

Key Areas of Expertise

Privatisation and Liberalisation

NERA provides world-class consulting expertise on the impact of proposed postal reforms and the most appropriate form of industry restructuring. We have particular expertise in the design of institutional and regulatory frameworks.

Economic Regulation

NERA is a leading adviser on regulatory issues and strategy. Our consultants are internationally recognised academics and industry experts who have been responsible for important developments in the theory and practice of regulation throughout the world.

Cost and Pricing Analysis

Our economists help clients develop cost-reflective charging structures which encourage the efficient use of facilities and/or ensure cost recovery. We have been at the forefront in advising clients across the spectrum of regulated industries on setting access charges.

Competition Policy

NERA provides economic expertise and professional support to lawyers and their clients in all areas of competition work before the European Commission and national agencies.

Policy Appraisal and Evaluation

Policy appraisal and evaluation, including the development of guidance on methodology, is an important component of our work. NERA experts have been influential in the development of policy in this area at the national and European government levels. We draw on market research where appropriate to input in policy recommendations.

Modelling and Forecasting

NERA is renowned for its expertise in the application of econometric and quantitative techniques to real world problems. In particular, NERA has earned a reputation for developing sophisticated models in response to the complex questions we are asked to address.

Selected Clients

An Post, Ireland
Correos, Spain
European Commission
IDA, Singapore
Ministry of Economic Affairs, the Netherlands
National Audit Office, UK
National Competition Council, Australia
Polish Post, Poland
Postcomm, UK
Poste Italiane, Italy
Postwatch, UK
Royal Mail, UK
Swiss Post, Switzerland
UPS Europe

Client Experience

A major study for the European Commission on the economics of postal services. This study included an analysis of postal costs and an assessment of business strategies in the sector.

A study for the Singapore postal regulator IDA on alternative scenarios for the liberalisation of the Singapore postal market, and advice on the appropriate competition policy framework for the sector.

A report to the Dutch Ministry of Economic Affairs, Directorate Telecommunications and Post, on the future system of postal price regulation in the Netherlands.

A series of published reports for the UK postal regulator Postcomm on the economics of retail networks in the postal sector. These reports include one on the use of cost-benefit analysis to assess the social benefits of rural offices.

A study for the UK postal consumer watchdog Postwatch on the costs imposed on business by delays to the mail.

The 2006 Business Customer Survey for Postcomm. Work for UPS Europe which has considered the profitability of DPAG.

A major study for the European Commission on the costs of the universal service obligation (USO) which reviewed the obligations that national operators faced, quantified the cost of meeting them, and considered ways in which the costs should be financed.

A project for Correos measuring the costs of their universal service obligation.

A range of work in the USA relating to legislative and regulatory hearings on postal rate issues.

A study for the UK postal regulator on access to postal services.

A series of studies for the UK postal regulator on the urban Post Office network

About NERA

NERA Economic Consulting is an international firm of economists who understand how markets work. Our more than 45 years of experience creating strategies, studies, reports, expert testimony, and policy recommendations reflects our specialisation in industrial and financial economics. Our global team of more than 600 professionals operates in over 20 offices across North and South America, Europe, and Asia Pacific.

NERA Economic Consulting (www.nera.com), founded in 1961 as National Economic Research Associates, is a unit of the Oliver Wyman Group, an MMC company.

Contact

**Stuart Holder, Associate Director
Head of European Postal Group, London**
Tel: +44 20 7659 8585
Email: stuart.holder@nera.com

Simon Maunder, London
Tel: +44 20 7659 8778
Email: simon.maunder@nera.com

Neil Dryden, London (Competition Policy)
Tel: +44 20 7659 8842
Email: neil.dryden@nera.com

Dr Francesco Lo Passo, Rome
Tel: +39 06 488 81025
Email: francesco.lopasso@nera.com

Dr. Emmanuel Llinares, Paris
Tel: +33 1 70 75 01 93
Email: emmanuel.llinares@nera.com

José María Rodríguez, Madrid
Tel: +34 91 521 0020
Email: jose.maria.rodriquez@nera.com

For more information on NERA's Postal Practice, including our latest thinking and expert biographies, please visit our website at: www.nera.com/postal.

