

Vicente Lagos

Principal, Santiago



Vicente Lagos is a Principal in the Santiago office. He has nearly 10 years of experience in competition economics, both in the private and public sectors. Most recently, Vicente was the Chief Economist of the Mergers Division at the Chilean Competition Authority, where he led the economic assessment of several local and international mergers in a wide variety of industries.

Vicente holds a PhD in Economics and a Master of Science in the Economics of Markets and Organizations, both from the Toulouse School of Economics. He has also been an Invited Professor at Telecom Paris – Institut Polytechnique de Paris, where he has published academic articles in top per-reviewed journals of the industrial economics field.

Specifically, his experience in mergers includes cases in digital markets, i.e., Uber/Cornershop and Microsoft/Activision, and large mergers in the retail and telecommunications sectors, i.e., Oxxo/OK Market, VTR/Claro and OnNet/Entel, among others.

In addition, during his previous experience as a consultant in the private sector, he has worked in the design and estimation of empirical models applied to European cases in the telecommunications and energy sectors.

He has also been an Invited Professor at Telecom Paris – Institut Polytechnique de Paris, where he has published academic articles in top per-reviewed journals of the industrial economics field. In particular, his articles mainly carry-out ex-post assessments of mergers and/or policy interventions. For example, his article titled “Effectiveness of Merger Remedies: Evidence from the Retail Gasoline Industry” and published in the Journal of Industrial Economics, assesses the effectiveness of outlet divestitures as remedies in a merger between two large gasoline retailers. In addition, his article titled “Price-Parity Clauses for Hotel Room Booking: Empirical Evidence from Regulatory Change” and published in the Chicago Journal of Law and Economics, examines the impact of most-favored-nation (MFN) clauses on retail prices, taking advantage of two natural experiments that changed vertical contracting between hotels and major digital platforms in the EU.

Vicente is a Chilean national, and he is fluent in Spanish and English.

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