

Competition Law in the telecoms sector

A SPECIALIST TRAINING



INTERNATIONAL



in-person
training

regulation made simple

Competition Law in the telecoms sector



in-person
training

TRAINING

The training will provide attendees with:

- An overview of the relationship between competition law and the approach to economic regulation developed specifically for the telecoms sector;
- In-depth analysis and understanding of the key competition law concepts applied in the telecoms sector, explained through practical case examples on anticompetitive agreements, abuses of dominance and mergers;
- A chance to discuss competition law issues with experts and peers, and to compare experiences and different regulatory approaches.

Who should attend and why?

The seminar is suitable for:

- Regulatory experts who are interested in how competition law is applied in the telecoms sector and what alternative market remedies it offers;
- Those interested in the role that competition law plays in shaping the communications market;
- Those interested in finding out the latest competition law developments affecting the sector; and
- Participants to our Mastering EU telecoms regulation 3-day training course.

The training organiser

Cullen International provides regulatory, competition and sustainability intelligence in telecoms, media, postal and the digital economy covering developments across Europe, Americas, the Middle East and North Africa, as well as key trends across the globe.

For almost 40 years, we have been providing comprehensive, neutral, unbiased, timely information that is trusted by industry and official institutions alike. We are widely recognised as the leading regulatory intelligence provider in the field.

Our subscription services consist of a unique range of alerts, reports, benchmarks and enquiry services that are complemented by our topical conferences and regulatory training offer.

We are also regularly selected to carry out important research and studies for the European Commission and other organisations and we are frequently sought out to chair and make presentations at industry events.

“Cullen’s trainings are a valuable experience that should be shared with people from all levels, from C-level to analysts.”

COURSE TIMINGS

For future course dates,
please visit our website:

www.cullen-international.com



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TRAINING

Trainers



Speakers

Janne Kalliala, *Head of Competition Law*, monitors and explains European antitrust, merger control and state aid developments in the digital economy, telecoms, media and postal sectors. Before joining Cullen International, Janne worked as a competition lawyer in Helsinki.

Miklós Kozma, *Senior Analyst*, tracks and analyses competition law developments at both EU and national level in telecoms, media, digital economy and postal sectors. Miklós holds a master's degree in law from Eötvös Loránd University in Budapest. He first joined the company as an intern in 2016.



Guest speaker

Alexandre de Streel, *University of Namur / CERRE*, is the Academic Director of the digital research programme at the Brussels think-tank Centre on Regulation in Europe (CERRE), professor of European law at the University of Namur and visiting professor at the College of Europe (Bruges) and SciencesPo Paris. He sits in the scientific committees of the Knight-Georgetown Institute (US), the European University Institute-Centre for a Digital Society (Italy) and the Mannheim Centre for Competition and Innovation (Germany). His main research areas are regulation and competition policy in the digital economy (telecommunications, platforms and data) as well as the legal issues raised by the developments of artificial intelligence. He regularly advises the European Union and international organisations on digital regulation.



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Competition law and EU ex ante (economic) telecoms regulation – similar but not the same

- The complementary role of competition law and sector-specific economic regulation in achieving and maintaining efficient, competitive markets that deliver consumer benefits
- Market power and market failure
- The concept of consumer welfare
- The objectives of competition law and sector-specific telecoms rules
- The alignment of certain key concepts
- How enforcement overlaps are dealt with

Antitrust aspects of network co-operation

- Circumstances in which mobile network sharing, national roaming, and fibre co-investment agreements may raise competition concerns under article 101 TFEU
- The relationship between antitrust enforcement and sector-specific telecoms rules which, in principle, encourage such arrangements
- Case examples

Typical abuses of dominance in telecoms

- Focus on refusal to supply and margin squeeze, in the context of the European Commission's ongoing review of its policy on exclusionary abuses
- The influence of sector-specific telecoms regulation on the assessment of such conduct
- Case examples

Parallel retail price increases: cartel or not?

- Circumstances in which parallel pricing could be used as evidence of a price fixing cartel under article 101 TFEU
- When market characteristics, including sector-specific regulation, can explain parallel pricing without any such collusion
- Case examples from the retail mobile market

Merger control in telecoms

- Overview of EU merger control rules
- Oligopolistic markets: merger control hurdles for in-country mobile mergers
- The European Commission's pending review of its merger control guidelines
- Case examples



For more information



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How to register?

Please register by filling in the respective registration form on our website:
www.cullen-international.com

Fees

Fee per delegate

Early-bird fee (up to two months before the event)	€1,150 (€1,392 VAT included)
Standard fee	€1,400 (€1.694 VAT included)
Participants to Mastering EU telecoms regulation	€950 (€1.150 VAT included)

10% discount for multiple registrations from the same organisation

Belgian VAT (21%) is chargeable on all bookings.

Upon receiving your registration, we will send you an invoice to be paid within one month and in all cases before the event. Payment can be made by bank transfer or by credit card. In the absence of payment by the due date, Cullen International reserves the right to reallocate places.

Training courses and conferences general terms and conditions

A. Eligibility

Cullen International's training courses are designed for the use of government entities, regulators, communications service providers or manufacturers. We reserve the right to offer access to our training courses only to selected organisations. Feel free to contact us if you have any questions regarding your eligibility.

B. Limited number of delegates

To ensure a high-quality training/conference experience, the number of participants in the training/conference programme will be limited. Cullen International reserves the right to refuse registrations once the maximum number of participants is reached.

C. Cancellations and substitutions

Cancellations must be made in writing. Full refunds will be paid only if cancellations are received by Cullen International 30 days before the start of the training/conference course. There will be no refund in case of cancellations within 30 days before the start of the training course. Delegate substitutions can be made at any time. They must be communicated to Cullen International before the start of the course.

D. Non-attendance

In the event of non-attendance, full training/conference fees will remain payable, and no refunds will be paid.

E. Changes to programme, venue or date or format

Cullen International reserves the right to make changes to the programme, the venue, the presenters and the training format. Cullen International also reserves the right to cancel or re-schedule the training/conference if there are insufficient participants. Delegates will be notified in good time and will be entitled to a refund of the fee if the training/conference is cancelled or is changed to a date which is not convenient for the delegate. In case the training course cannot be organised onsite, because of any event preventing the training organisation in a classroom format, Cullen International reserves the right to change the course format to an online course. Participants will be notified in due time. If the course is changed to an online format, Cullen International will not reimburse any travel or accommodation costs. It is strongly recommended that participants include a cancellation insurance when booking travels and accommodation.

F. Invoicing and payment conditions

Registrations will only be effective after payment receipt and payment must be done before the event takes place. Cullen International reserves the right to refuse attendance of a participant whose invoice has not been paid prior to the event. Cullen International also reserves the right to refuse registrations to members of organisations who had registered participants to previous events and not paid their invoices. The delegate

shall provide, while registering to attend an event, all requested information necessary for the issue of the invoices. All invoices are payable in total, for the amount invoiced including the taxes stated on each invoice (VAT). No withholding for tax or administrative reasons will be accepted.

G. Data protection

Your personal data will be used for the purpose of organising the training or conference. Cullen International will also subsequently use such data to inform you of its future training programmes and other activities or services, unless you opt out by sending us an email. Your personal data will not be communicated to any third parties.

H. Confidentiality and copyright

All Cullen International training/conference material is subject to normal copyright conditions. Any copy is subject to prior written authorisation from Cullen International. The training/conference material is for the delegate's own use and may not be disclosed to any third party. It shall be treated with a high-level of confidentiality, in the same way as the delegate protects its own confidential information.



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