

# SPECIALISE IN COMPETITION LAW IN THE TELECOMS SECTOR

A one-day seminar, conveniently attached to the telecoms masterclass, focusing on the application of competition law in the telecoms sector.



CULLEN

INTERNATIONAL

Regulation made simple

# COMPETITION LAW IN THE TELECOMS SECTOR

Economic regulation in specific industry sectors, including the telecoms sector, derives from competition law principles, with the underlying theory that sector-specific economic regulation could be removed once sustainable competition has been achieved.

## 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 and relevant cases covering 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 policy plays in shaping the communications market; and
- those interested in finding out the latest competition law developments affecting the sector.

## The training organiser

Cullen International tracks, reports on and benchmarks regulation and competition law in four sectors – telecommunications, media, digital economy and postal - covering developments across Europe, the Americas, the Middle East and North Africa.

For over thirty 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 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 or make presentations at industry events.

# COMPETITION LAW IN THE TELECOMS SECTOR

## Presenters

All Cullen International trainers are seasoned regulatory affairs professionals specialised in competition law or in their sector. Very few have less than 10 years experience in their field of expertise.

**Suzanne Jude**, Senior Competition Law Analyst, follows competition law developments in Europe and national levels. Prior to her collaboration with Cullen International, Suzanne was a competition lawyer in international law firms. She received a PhD in European competition law in 2006.

**Janne Kalliala**, Principal Analyst, is leading Cullen International's Competition Law service. Prior to joining Cullen International, Janne was an associate in a law firm working mainly on competition and telecoms law.

## Guest speakers

**Alexandre de Stree** (Universities of Namur and Louvain) is a Professor of Regulation and Competition Law who has published extensively on the regulation of network industries. Alexandre is also an Assessor (member of the decisional body) at the Belgian Competition Authority. Previously, he worked for the EU Council of the Ministers during the Belgian Presidency of 2010 and for the European Commission (in the policy unit of DG Communications Networks, Content and Technology) between 2000 and 2003 dealing with the revision of the European regulatory framework.

>>> For future course dates, please visit our website: [www.cullen-international.com](http://www.cullen-international.com)

## The venue

The training course will be held in Brussels, Belgium, usually in a 4-star hotel near the EU district and/or the city centre. Delegates at the training benefit from special accommodation prices at the course venue when booking in advance. A hotel booking form will be sent to you together with the confirmation of your registration at the training course.



# COMPETITION LAW IN THE TELECOMS SECTOR

Introduction to the training seminar  
Delegate introductions and objectives

## ABUSE OF DOMINANCE IN THE TELECOMS SECTOR

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The EU regulatory framework for electronic communications has adopted the competition law dominance doctrine (article 102 of the TFEU) in its application of market analysis.

However, the application of competition law and sector-specific regulation through market analyses remain separate. We will explore the common concepts that are shared by competition law and ex ante telecoms regulation and highlight the differences. The application of these concepts is illustrated by using practical case examples.

We will also shed light on the abuses that are particularly relevant in the telecoms sector, and the possible impact of ex ante sector-specific regulation on their assessment, including:

- pricing abuses (predatory pricing, margin squeeze); and
- non-price abuses (rebates, other exclusionary arrangements).

## ANTICOMPETITIVE AGREEMENTS IN THE TELECOMS SECTOR

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We will also present recent article 101 TFEU cases, with an overview of how network sharing and national roaming agreements are viewed from a competition law perspective.

## MERGER CONTROL IN THE TELECOMS SECTOR

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During the past few years, EU member states have witnessed significant telecoms merger activity, both in terms of horizontal (e.g. mobile-mobile) mergers, motivated by scale efficiencies, and cross-network (e.g. fixed-mobile) consolidation, responding to growing consumer demand for service bundles. In addition, conglomerate mergers with media companies have become an important trend.

We will analyse how the European Commission and national competition authorities have reviewed these concentrations, with particular focus on the conditions (commitments) required to obtain a clearance decision.

## For more information

On the programme, contact Janne Kalliala

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On administrative questions, contact Sarah Vergote

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## How to register?

Please register by filling in the respective registration form on our website:

[www.cullen-international.com](http://www.cullen-international.com)

## Fees

Fee (VAT excluded\*) per delegate

<b>Early bird fee</b> (up until 2 months before the training date)	€ 1,080
<b>Standard fee</b>	€ 1,200
<b>Telecoms Masterclass Participants</b>	€ 1,000

10% discount for multiple registrations from the same organisation.

The fees include the documentation materials, the refreshments, lunches on the two days and dinner on the first evening. They do not include accommodation.

\* No VAT chargeable on bookings by participants from the European Union who are subject to VAT in their country or by non EU participants. Belgian VAT (21%) is chargeable on bookings by European participants who are not subject to VAT.

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 credit card. In the absence of payment by the due date, Cullen International reserves the right to reallocate places.

### TRAININGS AND CONFERENCES GENERAL TERMS AND CONDITIONS

#### A. 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.

#### B. Cancellations / substitutions

Cancellations must be made in writing. Full refunds will be paid only if cancellations are received by Cullen International 14 days before the start of the training/conference course.

For trainings, in case of cancellations within 14 days before the start of the training course, a refund will also take place but an amount of 300€ will be charged for administrative costs.

If the delegate registers to a subsequent training course that takes places within one year from the date of the training for which the registration was cancelled, the amount of 300€ will be deducted from the cost of that subsequent training course.

Delegate substitutions can be made at any time. They must be communicated to Cullen International before the start of the course.

#### C. Non-attendance

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

#### D. Changes to programme, venue or date

Cullen International reserves the right to make changes to the programme, the venue and the presenters. Cullen International also reserves the right to cancel or reschedule 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.

#### E. 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.

#### F. 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.

#### G. 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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