

# Competition Law in the telecoms sector

A THREE-DAY ONLINE TRAINING



INTERNATIONAL



online  
training



regulation made simple

# Competition Law in the telecoms sector



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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 state aid 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.

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### 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; and
- Those interested in finding out the latest competition law developments affecting the sector.

### The training organiser

Cullen International provides regulatory and competition law 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 over 35 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.

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



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### Presenters



### Speakers

**Janne Kalliala**, *Head of Competition Law*, is responsible for the Competition Law service of Cullen International that tracks and analyses competition law developments at both EU and national level. He also follows telecoms regulation in Finland. Prior to his collaboration with Cullen International, Janne was a competition lawyer in Helsinki.

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

**Carmen Mateas** has worked with Cullen International since 2007, among other things analysing antitrust, merger control and state aid developments. She is a seasoned regulatory lawyer with 25+ years of experience in the telecoms sector where she worked as in-house counsel responsible for regulation and competition law at several telecom operators prior to establishing her own international legal practice. Carmen holds a law degree, several academic awards, a Master in EU law by the College of Europe and is a practicing lawyer admitted to the Madrid bar.

### Guest speaker

**Alexandre de Stree**, *University of Namur / CERRE*, is professor of European law at the University of Namur where he chairs the Namur Digital Institute, and visiting professor at the College of Europe (Bruges) and SciencesPo Paris. He is also academic director of the digital research programme at the Brussels think-tank Centre on Regulation in Europe (CERRE), chairs the expert group on the online platform economy advising the European Commission and a part-time judge at the Belgian Competition Authority. His main areas of research are regulation and competition policy in the digital economy as well as the legal issues raised by the developments of artificial intelligence. Previously, Alexandre held visiting positions at New York University Law School, European University Institute in Florence, Barcelona Graduate School of Economics and the University of Louvain. He also worked for the Belgian Deputy Prime Minister, the Belgian Permanent Representation to the European Union and the European Commission. He holds a Ph.D. in Law from the European University Institute and a Master's Degree in Economics from the University of Louvain.

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

We will explain how competition law and sector-specific economic regulation are two building blocks in the policy process to achieve and sustain a competitive market that enhances efficiency and consumer welfare.

The session will include coverage of:

- 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

### State aid

EU member states allocate increasing amounts of public funds for high-speed broadband connectivity and take-up, aiming to bridge the digital divide in line with the EU's progressively evolving broadband policy targets.

This session will explain how all such state interventions must comply with state aid rules, which ensure that member states do not distort competition in the EU by favouring certain companies, goods or services.

### Antitrust aspects of network co-operation

We will explain through case examples how mobile network sharing, national roaming and fibre co-investment agreements may in certain circumstances raise competition concerns. Although such arrangements are in principle encouraged by the EU's sector-specific telecoms rules, they are still subject to article 101 TFEU on anticompetitive agreements.

### Market definition: emerging issues

The European Commission expects to issue in 2Q 2023 an updated version of its guidance on the definition of relevant markets in competition law cases. Market definition is usually the first step in the assessment of market power. We will explain the general principles and analyse more closely key issues in the telecoms sector.

### Abuses of dominance in the telecoms sector

We will shed light on the abuses of dominance that are particularly relevant in the telecoms sector, and the possible impact of ex ante sector-specific regulation on their assessment. We will focus on the case law on refusal to supply and margin squeeze infringements, also considering the Commission's pending review of its policy for exclusionary abuses.

### Merger control in telecoms

Following an overview of EU merger control rules, we will look at the competitive assessment of mergers in the telecoms sector through case law examples. We will pay particular attention to mobile-mobile mergers, which have been at the centre of the debate over merger assessment in oligopolistic markets.



# For more information



On the programme, contact

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On administrative questions, contact

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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

Early-bird fee (up to one month before the event) ..... **€1,400** (€1,694 VAT included)  
Standard fee ..... **€1,600** (€1.936 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.

## 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 300e 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 300e 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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