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Wednesday 17th October 2012, Sheraton Hotel, Brussels, Belgium

IBC Legal Conferences is proud to present its 2nd annual forum

Competition Law Challenges in the Retail Sector 2012

This is an excellent opportunity to gain cutting-edge updates on crucial issues, such as:

- The Commission's Food Task Force
- Review of recent case law
- Private labels
- Merger control
- Relationship with suppliers
- Retailers and damage claims
- Pricing
- Category management
- Shelf space
- Retail competition law issues in emerging markets

TO BE EXPERTLY CHAIRED BY:

Dr Bernd Meyring, Partner, **Linklaters LLP**, Belgium

LEADING SPEAKER PANEL INCLUDES:

Philippe Chauve, Head of Food Task Force, **DG Competition, European Commission**, Belgium

Dr Michael Buch, Senior Director, **Metro Group**, Head of Competition, Corporate Legal Affairs & Compliance, **Metro AG**, Germany

Nelson Jung, Director, Markets and Projects, **Office of Fair Trading (OFT)**, UK

Günter Bauer, Partner, **Wolf Theiss**, Austria

Dr Werner Berg, Partner, **Crowell & Moring LLP**, Belgium

Simon Bishop, Partner, **RBB Economics**, UK & Belgium

Götz Drauz, Partner, **Wilson Sonsini Goodrich & Rosati**, Belgium

Dr Matthias Karl, Partner, **Gleiss Lutz**, Germany

David Broomhall, Partner, **Freshfields Bruckhaus Deringer LLP**, Belgium

Torsten Syrbe, Partner, **Clifford Chance LLP**, Russia

Nicola Boyle, Partner, **Hausfeld & Co LLP**, UK

"Great possibility for lawyers who are working in the food sector."

(R Bitai, Legal Counsel, Bunge)

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"First class conference,
time well spent!"

(Trochon, Group Lafarge)

"A very complete and interesting
event covering all crucial issues."

(F Guariglia, Barilla Holding)

Competition Law Challenges in the Retail Sector 2012

Retailing, food and fast moving consumer goods are in the competition spotlight like never before. Global retailers will report how they are dealing with this challenge.

What's more, enforcers, lawyers and economists will discuss the **approach to frequent scenarios that still generate considerable uncertainty in relation to private labels, category management or pricing.**

A representative from the European Commission will assess **the Commission's new task force and its priorities.**

The conference is a unique opportunity to **exchange views on the latest developments and challenges** with a truly international faculty and audience – simply because the approach is in a process of global convergence.

Through **provocative, relevant and timely information sharing**, this event will provide you with the business information and practical tools needed to plot a successful path through the legal minefield and carve out new business opportunities.

During this interactive forum we will discuss the most pertinent issues, including:

- The Commission's Food Task Force
- Recent case law and its practical implications
- Private labels
- Competition issues around private labels
- Category management
- The economics of retail mergers
- Damage claims
- Hub & spoke scenarios
- Pricing
- Retail competition law issues in emerging markets

Who should attend?

- **Lawyers in private practice**
- **In-house counsel from the retail sectors**
- **Consulting economists**
- **Lawyers in government and public bodies**
- **National competition authorities**
- **National regulators**
- **Legal advisors**
- **Academia**
- **Trade associations, managing directors and professionals in the retail sectors in need of an update on key competition law developments**

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Marketing your organisation at an IBC Conference is a compelling way to communicate your unique expertise to senior decision makers and heighten industry awareness of your firm's brand. For more details on current opportunities, please contact Ayo Fagbohun on +44(0)20 7017 4196 or email ayo.fagbohun@informa.com

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Cambridge, UK, 6 – 10 August 2012

www.ibclegal.com/eucompschool

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Cambridge, UK, 11 – 13 September 2012

www.ibclegal.com/constructionschool

Frequently Raised Questions in Competition Law Compliance

Brussels, Belgium, 11 October 2012

www.ibclegal.com/compliance

Vertical Agreements: Practical Experience with Reg. 330/2010

Brussels, Belgium, 18 October 2012

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Competition Law & Regulation in the Telecoms, Internet and Broadcasting Sectors

Brussels, Belgium, 6 – 7 November 2012

Email: ibclegal@informa.com

Competition Law in the Energy Sector

Brussels, Belgium, 22 November 2012

Email: ibclegal@informa.com

Advanced EU Competition Law, Brussels

Brussels, Belgium, 27 – 28 November 2012

www.ibclegal.com/advancedbrussels

IBC Legal Conferences brings to you two insightful events **Competition Law Challenges in the Retail Sector AND Vertical Agreements: Practical experience with Reg. 330/2010**. Once again we have taken your needs to keep abreast of the latest legal developments and to examine contentious legal complexities into consideration. Don't miss this opportunity to attend one or both of these two cutting-edge conferences.

If you register for both events you can save up to £600!!!

To take advantage of the early bird rates, websites www.ibclegal.com/verticalagreements or www.ibclegal.com/retail, email professionalcustserv@informa.com or call us on +44 (0)20 7017 5503.

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Competition Law Challenges in the Retail Sector 2012

Wednesday 17th October 2012, Sheraton Hotel, Brussels, Belgium

08:30 Registration and coffee

09:20 **Chairman's introduction**

Dr Bernd Meyring, Partner, **Linklaters LLP**, Belgium

Opening address:

09:25 **Competition issues in the retail sector**

- Set-up, priorities, working methods
- Relationships with NCAs
- State of play and preliminary results

Philippe Chauve, Head of Food Task Force, **DG Competition, European Commission**, Belgium

10:10 **An in-house lawyer's perspective: The complexity of retailing and resulting competition law considerations**

- The challenge of meeting consumers' needs day-to-day
- Cooperation between a retailer and a supplier in a modern supply chain
- Practical competition law issues

Dr Michael Buch, Senior Director, **Metro Group**, Head of Competition, Corporate Legal Affairs & Compliance, **Metro AG**, Germany

10:50 Coffee and networking break

11:10 **Another sector inquiry? The Bundeskartellamt's investigation in retail markets**

- Background and recent cases
- Merger control and behavioural concerns
- Role of results for future cases

Dr Matthias Karl, Partner, **Gleiss Lutz**, Germany

11:50 **Update on recent and pending cases - EU and national**

- Recent cases and their practical implications
- Hub and spoke issues
- Permissible information exchange
- Resale price maintenance in disguise

David Broomhall, Partner, **Freshfields Bruckhaus Deringer LLP**, Belgium

12:30 Lunch

13:35 **Competition issues around private labels**

- Merger control and behavioural issues
 - Are retailers and their suppliers competitors?
 - Any scope for Art. 102 TFEU - other remedies?
 - Trends and developments at national level (France, Germany etc.)
- Category management
 - Sufficient guidance from enforcers?
 - Information exchange between retailers and suppliers
 - Foreclosure (delisting etc.)
- Recent cases
 - Commission merger cases
 - M.6321 BUITENFOOD / AD VAN GELOVEN HOLDING
 - M.6455 SCA / GEORGIA-PACIFIC EUROPE

Dr Werner Berg, Partner, **Crowell & Moring LLP**, Belgium

14:15 **The economics of retail mergers**

- Economic evidence in merger cases
- The use and misuse of economics in EU merger control
- Economics as a tool for merger control
- Practical challenges and lessons learned

Simon Bishop, Partner, **RBB Economics**, UK & Belgium

14:45 **Retailers and damage claims**

- Claimant and defendant positions
- Access to documents
- Relationships with suppliers

Nicola Boyle, Partner, **Hausfeld & Co LLP**, UK

15:25 Tea and networking break

15:55 **Retail competition law issues in emerging markets**

- Review of key issues and challenges
- Practical implications

Torsten Syrbe, Partner, **Clifford Chance LLP**, Russia

Interactive session:

16:30 **Assessing negotiation scenarios**

- Recommended prices and purchasing negotiations
- Retail price levels in wholesale negotiations
- Requests for shelf space and listing decisions
- Brand developments and retail pricing

Götz Drauz, Partner, **Wilson Sonsini Goodrich & Rosati**, Belgium

Simon Bishop, Partner, **RBB Economics**, UK & Belgium

Panel discussion:

17:30 **Key competition law issues**

- Pricing issues
- Category management
- Hub & spoke scenarios

To be joined by:

David Broomhall, Partner, **Freshfields Bruckhaus Deringer LLP**, Belgium

Nelson Jung, Director, Markets and Projects, **Office of Fair Trading (OFT)**, UK

Günter Bauer, Partner, **Wolf Theiss**, Austria

Dr Werner Berg, Partner, **Crowell & Moring LLP**, Belgium

18:10 **Closing remarks**

18:15 Close of the conference

"The programme delivered what is promised. Spot on."

(J Fakab, British American Tobacco)

Competition Law Challenges in the Retail Sector 2012

Wednesday 17th October 2012, Sheraton Hotel, Brussels, Belgium

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FKW82325
17th October 2012

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