

11th bi-annual Postal Economics Conference on E-commerce, Digital and Delivery Services

Toulouse, April 2nd-3rd, 2020

CONFERENCE VENUE

Toulouse School of Economics (TSE)
1, Esplanade de l'Université - Auditoriums 3, 4 & 5
31080 Toulouse Cedex 06

ORGANIZING COMMITTEE

Claire BORSENBARGER (Groupe La Poste)
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11th bi-annual Postal Economics Conference on E-commerce, Digital and Delivery Services

Thursday, April 2nd, 2020

Room: Auditorium 3

8:30 – 9:00 *Registration & welcome*

9:00 – 9:15 **Opening of the conference**
Nicolas Routier (Groupe La Poste)

9:30 – 11:15 **Session 1: Data and competition**
Chair: *Jacques Crémer / Alexandre de Cornière*

- **Alexandre de Cornière** (TSE) and Greg Taylor (University of Oxford)
“Data and Competition: A General Framework”
Discussant: **Yiquan Gu** (University of Liverpool)
- Jason O’Connor (University of Pittsburg) and **Nathan E. Wilson** (Federal Trade Commission)
“Reduced Demand Uncertainty and the Sustainability of Collusion: How AI Could Affect Competition”
Discussant: **Geza Sapi** (European Commission, DG Comp)
- **Yiquan Gu** (University of Liverpool), Leonardo Madio (Université Catholique de Louvain and TSE) and Carlo Reggiani (University of Manchester)
“Exclusive Data, Price Manipulation and Market Leadership”
Discussant: **Alexandre de Cornière** (TSE)
- Irina Baye (Düsseldorf Institute for Competition Economics, University of Düsseldorf), Tim Reiz (Düsseldorf Institute for Competition Economics, University of Düsseldorf) and **Geza Sapi** (European Commission, DG COMP)
“Customer Recognition and Mobile Geo-Targeting”
Discussant: **Nathan E. Wilson** (Federal Trade Commission)

11:15 – 11:45 *Coffee Break*

11:45 – 12:45 **Keynote lecture 1**
Chair: **Jean-Paul Forceville** (Groupe La Poste)

- **Eric Ballot** (MINES-ParisTech – PSL)
“E-commerce and Urban Logistics”

12:45 – 14:00 *Lunch*

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14:00–15:30 Parallel Session 2A: Postal operator’s strategy

Chair: Denis Joram (Groupe La Poste)

- **Tim Brennan** (School of Public Policy, UMBC)
“Assessing Diversification in the Postal Sector”
Discussant: Antonin Arlandis (Groupe La Poste)
- Michael Bradley (George Washington University), **Jeffrey Colvin** (Postal Economist) and **Mary Perkins** (Howard University)
“Least-Cost Parcel Delivery Methods in a Flexible Delivery Environment”
Discussant: Bernard Roy (KPMG)
- Christian Bach, **Robert Edwards** and Christian Jaag (University of Liverpool, University of Nottingham and Swiss Economics)
“Attention on Platforms: The Case of the Postal Sector”
Discussant: Marine Lefort (Groupe La Poste)

Room: Auditorium 4 or 5

14:00–15:30 Parallel Session 2B: Platform’s pricing strategies and regulation

Chair:

- **Yufeng Huang** (University of Rochester Simon Business School) and Bart J. Bronnenberg (Tilburg School of Economics and Management)
“Gains from convenience and the value of e-commerce”
Discussant: Olga Bohorquez Suarez (Groupe La Poste)
- **Johannes Johnen** (CORE & LIDAM, Université Catholique de Louvain) and Robert Somogyi (Budapest University of Technology & Economics)
“Deceptive Products on Platforms”
Discussant: Renato Gomes (TSE)
- **Renato Gomes** (TSE) and Andrea Montovani (University of Bologna)
“Regulating Platform Fees under Price Parity”
Discussant: Johannes Johnen (CORE)

15:30 – 16:00

Coffee Break

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16:00 – 17:30 Parallel Session 3A: Postal econometrics
Chair: Eric Gautier (TSE)

- **Catherine Cazals** (TSE), Thierry Magnac (TSE) and Soterios Soteri (Royal Mail Groupe)
“Frontier Analysis of Postal Delivery Activities”
Discussant: Catherine Muller-Vibes (TBS)
- Lyudmila Y. Bzhilyanskaya, Margaret M. Cigno and **Soiliou Daw Namoro** (U.S. Postal Regulatory Commission)
“Computing Confidence Intervals for the Postal Service’s Cost-Elasticity Estimates”
Discussant: Soterios Soteri (Royal Mail Group)
- **Robert Cohen** (Independent Consultant), Michael Leibert (Postal Regulatory Commission), Charles McBride (Independent Consultant), Bernard Roy (Partner KPMG, head of Mapp Economics) & John Waller (Independent Consultant)
“Density of Residential Package Delivery Stops, Growing Number of Carriers and their Negative Externalities”
Discussant: Soiliou Daw Namoro (U.S. Postal Regulatory Commission)

Room: Auditorium 4 or 5

16:00 – 17:30 Parallel Session 3B: Platforms’ diversification strategies and merger control
Chair: Jean-Marie Lozachmeur (TSE)

- Eric Darmon, Thomas Le Texier (Université de Rennes, CNRS), Shiwen Li (Jiangsu University) and **Thierry Penard** (Université de Rennes, CNRS)
“Multimarket Contract and Platform Competition: Reassessing the Mutual Forbearance Hypothesis”
Discussant: Susumu Sato (Graduate School of Economics, The University of Tokyo)
- **Susumu Sato** (Graduate School of Economics, The University of Tokyo)
“Horizontal Mergers in the Presence of Network Externalities”
Discussant: Jean-Marie Lozachmeur (TSE)
- Igor Letina (University of Bern), **Armin Schmutzler** (University of Zurich and CEPR) and Regina Seibel (University of Zurich)
“Killer Acquisitions and Incentives to Innovate”
Discussant: Thierry Penard (Université de Rennes, CNRS)

20:00 Dinner (only by invitation)

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Friday, April 3rd, 2020

Room: Auditorium 3

9:15 – 11:15 Session 4: Regulation of data

Chair: Bruno Jullien (TSE)

- Claire Borsenberger (Groupe La Poste), **Helmuth Cremer** (TSE), Denis Joram (Groupe La Poste), Jean-Marie Lozachmeur (TSE) and Estelle Malavolti(TSE)
“Data and the Regulation of E-commerce: Data Sharing vs. Dismantling”
Discussant: John Panzar (Northwestern University)
- **Friederike Heiny** (Humboldt University of Berlin), Tianchi Li (Humboldt University of Berlin) and Michel Tolksdorf (Technische University of Berlin)
“We Value your Privacy: Behaviour-based Pricing under Endogenous Privacy”
Discussant: Doh-Shin Jeon (TSE)
- **Carlo Capuano**, Iacopo Grassi (University of Naples Federico II) and Giacomo Valletta (EDHEC Business School)
“The Welfare Effect of Personal Data Market Regulation”
Discussant: Paolo Siciliani (Bank of England and UCL Laws)
- **Paolo Siciliani** (Bank of England and UCL Laws), Emanuele Giovannetti (Anglia Ruskin University & Hughes Hall, University of Cambridge)
“Platform Competition and Incumbency Advantage under Heterogeneous Switching Cost-Exploring the Impact of Data Portability”
Discussant: Estelle Malavolti (TSE)

11:15 – 11:45 *Coffee Break*

Room: Auditorium 3

11:45 – 12:45 **Keynote lecture 2**

Chair: Jean-Paul Forceville (Groupe La Poste)

- **André Torre** (Université Paris-Saclay, Agroparistech, INRAE)
“Impact of Digitalization on Territories”

12:45 – 14:00 *Lunch*

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Friday, April 3rd, 2019

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14:00- 16:00 Round Table: Regulation and Competition Policy at the Digital Era
Chair: Jean Tirole (TSE)

- **Philippe Wahl** (Le Groupe La Poste)
- **Henri Piffaut** (Autorité de la Concurrence)
- **Giulio Federico** (DG Competition)
- **Yves Alexandre de Montjoye** (Imperial College)
- **Jacques Cremer** (TSE)