



Taming the Tech Titans – Competition Law and Digital Markets in Germany

The Economist

JANUARY 2018 • 107th YEAR

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The new titans And how to tame them



Printed in the USA	Printed in the UK	Printed in the USA	Printed in the USA	Printed in the USA	Printed in the USA
Subscription rates	Subscription rates	Subscription rates	Subscription rates	Subscription rates	Subscription rates
Single copies	Single copies	Single copies	Single copies	Single copies	Single copies
Advertising rates	Advertising rates	Advertising rates	Advertising rates	Advertising rates	Advertising rates
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Introduction

- **German competition law** is contained in the **German Competition Act ('GWB')**
- **§ 1, 2 GWB** prohibit **anticompetitive collusion**, in particular agreements (very similar to Article 101 TFEU)
- **§ 19, 20 GWB** prohibit the **abuse of dominance** and the **abuse of relative or superior market power** (a bit stricter than Article 102 TFEU, which only refers to dominance)
- **§§ 35-42 GWB** contain rules for **merger control**
- German competition law is primarily enforced by the German Federal Cartel Office, the ***Bundeskartellamt (BKartA)***
- Appeals go to the ***Higher Regional Court of Düsseldorf*** and from there to the ***Federal Court of Justice***

Introduction

- The *BKartA* may issue **prohibition decisions** in **administrative proceedings** or may impose **fin**es in **regulatory offence proceedings** (under stricter procedural rules)
- Fines can be imposed on **undertakings** and **individuals**
- **Bid-rigging** is the only **criminal** competition law offence ('classic' price-fixing is only considered a regulatory offence)
- **Private enforcement** (i.e. damages actions) is much less relevant than public enforcement, but that is likely to change as a result of the **EU Antitrust Damages Directive** and a number of current high-profile cases (including multi-million euro follow-on actions resulting from the **rails cartel** and the **lorry cartel**)

ANTICOMPETITIVE AGREEMENTS IN DIGITAL MARKETS

Price parity clauses – Amazon Marketplace

- In 2013, the *BKartA* prohibited Amazon from using **price parity clauses** in its terms and conditions for **Amazon Marketplace**
- These clauses prevented sellers on the Marketplace platform from offering their goods **elsewhere at lower prices** (including in other online shops and on their own websites)
- The *BKartA* considered the **relationship** between Amazon and sellers on Amazon Marketplace to be not only **vertical**, but **also horizontal** since Amazon and third-party sellers on the Marketplace platform compete for same customers
- Consequently, the price parity clauses were part of a (partly) horizontal **cooperation agreement** and thus amounted to a **hardcore restriction** that could not be justified (**price-fixing**)
- Amazon abandoned the clauses throughout the **EU**

Best price clauses – Hotel booking cases

- In 2013, the *BKartA* prohibited **HRS**, a hotel booking website, from using ‘**best price**’ clauses in its contracts with hotels
- Under these clauses, the hotels were obliged to always offer *HRS* their **lowest room prices**, maximum room capacity and most favourable booking and cancellation **conditions** available on any competing hotel reservation website on the internet
- *BKartA* found this to **restrict competition between platforms** because offering lower commissions would not enable platform operators to offer lower prices than HRS to end customers
- The *Higher Regional Court of Düsseldorf* confirmed in 2015 that *HRS*’s ‘best price’ clauses restrict competition to such a degree that they **cannot be exempted** under Regulation 330/2010 on vertical agreements or Article 101(3) TFEU

Best price clauses – Hotel booking cases

- In 2015, building on *HRS*, the *BKartA* prohibited **Booking.com**, another hotel booking website, from using so-called **narrow ‘best price’ clauses** in its contracts with hotels
- **Narrow ‘best price’ clauses** allow hotels to offer their rooms at lower prices to operators of **competing reservation platforms**, but not on their **own corporate websites**
- The *BKartA* found these clauses to be **equally harmful to competition** as the wide ‘best price’ clauses dealt with in *HRS*:
 - *they restrict competition between hotels because they reduce the incentive to offer lower prices on the hotel’s own website,*
 - *they restrict competition between platforms because they reduce the incentive to offer lower prices to competing platforms*
- NCAs in some other Member States have issued **less restrictive** decisions on narrow ‘best price’ clauses

Questions?

Selective Distribution Systems (SDS)

- **Background:** SDS are **distribution systems** in which a supplier enters into (**vertical**) **agreements** with a limited number of **selected dealers** for the **exclusive distribution** of the supplier's products in a certain geographic area
- SDS typically restrict ***intra*brand competition**, but they may be procompetitive and therefore justified under Art 101 TFEU/ § 1 GWB if they promote ***inter*brand competition**
- **Three requirements** under EU law (ECJ in ***Metro*** [1977]):
 1. criteria to select distributors must be **objective, qualitative**, determined **uniformly** for all and applied in a **non-discriminatory** fashion,
 2. **nature of the product** must **necessitate** an **SDS** to preserve the product's **quality** and to ensure its **proper use**, and
 3. the **terms** of the SDS must not go beyond **what is necessary**

Selective Distribution Systems (SDS)

- ECJ held in **Coty** (2017) that it can be lawful under Article 101 TFEU if a **supplier of luxury goods** prohibits the members of its SDS from **making online sales** through discernible **third-party platforms** (such as Amazon Marketplace or Ebay)
- Article 101 TFEU does not preclude such a '**platform ban**' if (i) the objective is to **preserve the luxury image of a product** ('aura of luxury'), (ii) the restriction is laid down **uniformly** and **not applied** in a **discriminatory fashion**, and (iii) it is **proportionate** in the light of the **objective pursued**
- A prohibition to distribute luxury cosmetics through Amazon Marketplace is **appropriate** and does not, in principle, go beyond what is **necessary** to preserve the **luxury image**

Selective Distribution Systems (SDS)



- In its judgment of 12 December 2017, the **Federal Court of Justice** held that a producer of sport shoes (ASICS) violates Article 101 TFEU/§ 1 GWB if it prohibits its dealers from advertising its products on **price comparison websites**
- According to the decision, **per se prohibitions** to use certain **distribution channels** are unlawful under Art 101 TFEU/§ 1 GWB if they are **not** tied to **quality requirements**
- The Federal Court of Justice found the infringement to be so **obvious** that it did not conduct a hearing. Neither saw the court any need to refer the case to the ECJ.
- The Court also found that sports and running shoes are **not luxury goods**. (A Dutch Court held differently in 2017 confirming a platform ban for the distribution of Nike shoes.)

Selective Distribution Systems (SDS)



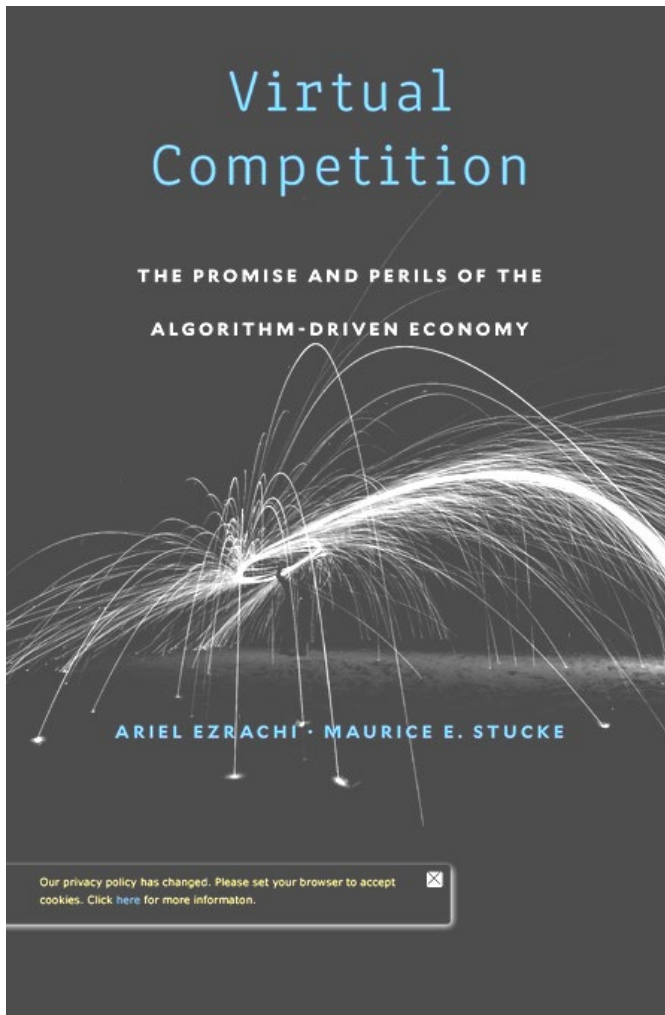
- The Federal Court of Justice in its opinion reasoned that price comparison websites are of **key importance** to consumers and that restrictions of their use are therefore **hardcore restrictions** under Article 4 lit. c) of Regulation 330/2010 on vertical agreements. Thus, they **cannot be justified** even below the market share threshold of 30%.
- The court upheld an earlier ruling by the Higher Regional Court of Düsseldorf, which had confirmed the initial **prohibition decision** by the BKartA from 2015 (no fine had been imposed)
- Note that the case might have been decided differently if ASICS had not imposed a ***per se ban*** of using price comparison websites, but had only required its authorized dealers to ensure that certain **quality requirements** are met

Questions?

Algorithms and collusion

- It is currently discussed (albeit primarily in academic circles) how competition law can and should deal with **collusion** that is facilitated by **algorithms** (e.g. pricing robots)
- The idea is that **self-learning systems** based on **artificial intelligence** could develop skills to assess **huge amounts of market data** in real-time and facilitate **pricing practices** that might be **harmful to competition** and **end consumers**
- If there is **no coordination**, but only very informed independent decisions based on troves of market data, the result could be **tacit collusion** – which is considered harmful, but not illegal
- If there is **coordination** (between algorithms of independent companies) the question arises whether and how this can be attributed to **human behaviour** and **responsibility**

Algorithms and collusion



„[...] the **industry-wide use of pricing algorithms** increases both **market transparency** and the risk of **conscious parallelism**. [...] [...] the computers will already be programmed to **anticipate** and **respond to rivals' moves**. In such a scenario, **computers** can **rapidly calculate** the **profit implications** of myriad moves and countermoves. [...] **prices**, as a result of **conscious parallelism**, will climb.“

Ariel Ezrachi & Maurice Stucke,
Virtual Competition, 2016, Ch. 7

Algorithms and collusion

- The **Monopolies Commission**, an advisory body to the Federal Government, found this year that pricing algorithms can **promote collusion** in markets that are already prone to collusion because of **high barriers** to entry, a **small number of competitors** and a high degree of **market transparency**
- Pricing algorithms may also **stabilize** collusion and make it **difficult to detect**, since agreements may not be necessary
- The Commission proposes to **extend market monitoring and observation** through **sector inquiries** and **consumer associations** (potentially including **algorithmic surveillance**)
- Furthermore, the Commission proposes to **assess the liability of IT service providers** that design pricing algorithms in order to discover and close potential **liability gaps**

Questions?

ABUSE OF DOMINANCE IN DIGITAL MARKETS

Recent Amendments to the Competition Act

- In 2017, the German Competition Act (the ‘GWB’) was **amended** in order to ensure (among other things) its more effective application to **digital markets**
- Regarding **market definition**, § 18(2a) GWB now specifies that a market can be defined even if market participants exchange goods or services without consideration (free of charge)
 - This is supposed to accommodate for the special characteristics of **multi-sided platforms**, where different products are offered to at least **two separate groups** of customers and where the **demand of one group** (eg advertisers) **depends on the demand of another group** (eg users)
 - This mirrors the **EU Commission’s** approach (*Facebook/WhatsApp*)
 - Previously, the *Higher Regional Court of Düsseldorf* had stated, however, in the **HRS ‘best price’ clause decision** that the **non-monetary side** of the platform was in itself **not part of the relevant market**

Recent Amendments to the Competition Act

- Regarding **assessments of dominance** (both in abuse of dominance cases and merger control), the new § 18(3a) GWB lists a number of factors to be taken into account, in particular with regard to **multi-sided markets** and **'networks'**
- The new list supplements the existing catalogue in § 18(3) GWB and is **not exhaustive**, but merely exemplary. It includes:
 - direct and indirect **network effects**,
 - parallel use of services (**multi-homing**) and **switching costs**,
 - **economies of scale** with regard to network effects,
 - **access to data** relevant to competition
 - and **innovation-driven competitive pressure**

Recent Amendments to the Competition Act

§ 18 Market Dominance

(1)-(2) [...]

(2a) The **assumption of a market** shall not be invalidated by the fact that a good or service is provided **free of charge**.

(3) [...]

(3a) In particular in the case of **multi-sided markets and networks**, in assessing the **market position** of an undertaking account shall also be taken of: 1. **direct and indirect network effects**, 2. the **parallel use of services** from different providers and the **switching costs** for users, 3. the undertaking's **economies of scale** arising in connection with network effects, 4. the undertaking's **access to data** relevant for competition, 5. **innovation-driven competitive pressure**.

(4)-(8) [...]

Questions?

Platform markets – CTS Eventim

- In December 2017, the *BKartA* prohibited *CTS Eventim* from using **exclusive contracts** with **event organisers** (concerts, sports events etc) and **advance booking offices**
- The **clauses** in question stipulate that the contracting parties **may only sell tickets exclusively** or to a **considerable extent** via *Eventim's* ticket sales system
- *Eventim* operates the **largest ticketing system** in Germany (with a market share of 60-70%)
- A ticketing system is a **platform**: On the one side it enables **event organisers** to sell tickets via **advance booking offices** and **online shops**, and on the other side it enables **advance booking offices** to book tickets for different **events**

Platform markets – CTS Eventim

- The case is known for the *BKartA*'s **in-depth analysis** of the economics of **platform markets/multi-sided markets**
- A ticketing system brings together **two distinct groups of customers** (event organizers & booking offices) that depend on **each other** and the ticketing platform as an **intermediary**
- Ticketing systems are characterized by **indirect network effects**. As **more event organisers** use the ticketing system, **more advance booking offices** and **end customers** will depend on the system and **vice-versa**.
- Thus, ticketing market **tend towards monopoly** ('**tipping**')
- *BKartA* ordered *Eventim* to allow its partners to sell **at least 20%** of their ticket volume through **third-party** systems

Algorithmic pricing – Lufthansa



- **Algorithmic pricing** is not only discussed as a problem of (tacit) collusion but also with regard to **abuse of dominance**
- Main question : Who is/should be responsible if an **algorithm** engages in **abusive conduct**, e.g. excessive pricing?
- **Example**: After *Air Berlin* went into bankruptcy in 2017, *Lufthansa* became a **monopolist** on some domestic flight routes in Germany and increased prices **by 25-30%**
- *Lufthansa* defended itself by stating that the higher prices resulted from its **pricing algorithm's reaction** to supply and demand (taking into account the lack of flight capacity)
- This was reported as an **effort to shift blame** to the algorithm and **denying responsibility** for the higher prices

Algorithmic pricing – Lufthansa



- The *BKartA* opened a competition law investigation and looked into a potential **excessive pricing abuse**
- The investigation was closed in May 2018 **without a formal decision** after the *BKartA* had found that the higher prices were a **normal competitive reaction** to the decline in capacity following *Air Berlin's exit* from the market
- Regarding the pricing algorithm, the *BKartA* stated:
"The use of an algorithm for pricing naturally does not relieve a company of its responsibility. The investigations in this case have also shown that the airlines specify the framework data and set the parameters for dynamic price adjustment separately for each flight. The airlines also actively manage changes to these framework data and enter unanticipated events manually, which are not automatically accounted for by the system."

Questions?

Data protection abuse – Facebook

- In March 2016, the *BKartA* opened an investigation into a potential **abuse of dominance** by *Facebook*
- The suspicion is that, „with its **specific terms of service** on the **use of user data**, *Facebook* has abused its possibly dominant position in the **market for social networks**”
- In other words, *Facebook* is accused of infringing competition laws by infringing **data protection laws**
- The *BKartA* published a **preliminary assessment** in December 2017. The **final decision** is expected by the end of this year. A prohibition is likely, a fine is not.
- The proceeding is conducted in close contact with the competent **data protection officers**, consumer protection associations, the **EU Commission** and competition authorities of other **EU Member States**

Data protection abuse – Facebook

The relevant market

- *BKartA* considers *Facebook* to have a dominant position on the **German market for social networks**
- The market includes smaller **social networks** (*Google+* etc), but neither **professional networks** (*LinkedIn, XING* etc) nor **messaging services** (*WhatsApp* etc) or **social media** (*YouTube, Twitter* etc), which are **only partial functional substitutes** that primarily serve **complementary needs**
- The relevant **geographical market** is **national**. *BKartA* found that German users predominantly use social networks to stay in touch with friends and family within Germany.

Data protection abuse – Facebook

Dominance

- *Facebook* is considered dominant because:
 - it has a **quasi-monopoly** with more than 90 per cent of user-based market shares (30 million monthly users in Germany)
 - it benefits from '**identity-based direct network effects**' (“people go where their friends go”), **high switching costs** and **lock-in effects** (“people won't leave unless their friends also leave”)
 - the market is characterized by **high barriers to entry**
 - a **critical number** of users is needed for an **ad-financed product** – advertisers prefer larger audiences (**indirect network effect**)
 - **product design** and **advertising** depend on **access to user data**
 - **multi-homing** (i.e. using more than one network) is **not relevant**
 - as a result, *Facebook* benefits from **economics of scale** and **comparative cost advantages**

Data protection abuse – Facebook

Abuse

- The *BKartA* assesses whether **Facebook’s rules on data use** are so unfair that they constitute ‘**exploitative business terms**’ according to § 19(1) and (2) no. 2 *GWB**
 - “**§ 19 *GWB* Prohibited Conduct of Dominant Undertakings**
(1) The **abuse of a dominant position** by one or several undertakings is **prohibited**.
(2) An **abuse exists in particular** if a dominant undertaking [...]
 1. [...]
 2. demands **payment** or other **business terms** which **differ from those** which would very likely arise if **effective competition** existed; [...]”
- * *GWB* = *German Competition Act*

Data protection abuse – Facebook

Abuse

- The use of ‘**exploitative business terms**’ is an **exploitative abuse** under German competition law [and Article 102 lit. a) TFEU!] (the concept is similar to excessive pricing)
- The Federal Court of Justice has held that **principles of contract law** and **constitutional law** may be taken into account when determining whether terms are ‘exploitative’
 - “VBL-Gegenwert II” (2017): clause may be ‘exploitative’ because it causes a **significant imbalance** in a contract and is thus to be considered ‘**unfair**’ under EU/German **unfair contract terms law**
 - “Pechstein” (2016): clause may be ‘exploitative’ because it is so one-sided and imbalanced that it infringes upon **constitutional rights** (party autonomy and contractual freedom); the case concerned a professional athlete who was “forced” to sign an arbitration agreement in order to be able to participate in world championships

Data protection abuse – Facebook

Abuse

- *BKartA* aims to show that *Facebook*'s data rules are 'exploitative business terms' because they are **not justified under data protection rules**
- The focus is on **third-party sources** ('off *Facebook*'), i.e. third-party websites that have embedded the '**like**' button or **Facebook login** or services such as "*Facebook Analytics*"
- *Facebook*'s terms allow it to **merge data** from these sources with users' *Facebook* accounts **even if they block web-tracking** in their browsers or device settings
- *BKartA* considers this to be **inappropriate** under EU/German data protection rules and thus **exploitative** and **abusive**

Data protection abuse – Facebook

Abuse

- *Facebook* investigation is seen **critical** by many because it seems to indicate that **any violation of the law** by a dominant undertaking may be an **abuse of dominance**
- **Where is the connection between *Facebook's* dominance and the violation of data protection rules?**
 - Would *Facebook* **not be able** to violate the data protection rules **but for its dominant position** (i.e. would users otherwise switch?)
 - Does the violation enable *Facebook* to unfairly **protect its dominance** (because data is needed for product design and advertising?)
 - Wouldn't one expect that it is actually **good for competition** if a dominant firm **treats its customers badly** (because it drives them into the arms of its smaller competitors?)

Questions?

Reform

- The **Federal Government** pledged in its coalition agreement that it would put the *BKartA* in a better position to act against the use of **market power** on **fast-moving internet markets**
- An **academic study** was compiled by Profs *Schweitzer*, *Haucap* and *Kerber* and published in August this year
- An **advisory committee** to the Federal Ministry of Economic Affairs was commissioned with developing specific **proposals for legal amendments** until autumn 2019
- Interestingly, the mandate also refers to allowing for **industrial cooperation** and **data sharing** in artificial intelligence, autonomous technology and platform industries as well as the **creation of “competitive” enterprises** on the EU/world level – it remains to be seen whether the ultimate goal will be **more or less intervention**

Reform

- Proposals from the academic study (I):
 - The main idea is to enable the **BKartA** to **intervene** if certain cases **even** where companies are **not yet dominant** on a market
 - **§ 20 GWB** – already today – prohibits abuses and discrimination towards small or medium-sized enterprises (SME) by undertakings with **relative** or **superior market power** (i.e., below dominance)
 - The study suggests to abolish the SME requirement and open the clause to **all cases of relative or superior market power**
 - The study also suggests that, even **without dominance**, it should be considered an **abuse** if an undertaking hinders its competitors on platform markets with a **tendency for tipping**, i.e. markets that are likely to become monopolies due to **strong positive network effects**
 - Examples of such abuse would be the **thwarting of multi-homing and switching** to other platforms

Reform

- Proposals from the academic study (II):
 - A large part of the study deals with **access to data** and **data sharing**
 - The study does **not** suggest any **legal amendments** but refers to the **essential facilities doctrine**, **§ 20 GWB** on relative and superior market power and dependency, and **contract law**
 - The study does, however, strongly encourage further reflection on **data sharing obligations** that may enable and promote innovation and competition on **secondary markets (data-based solutions)**
 - **Andrea Nahles**, Chairwoman of the Social Democratic Party (SPD), recently proposed a „**Data-For-All**“-Act that would require companies holding a market share above a **certain threshold** to publicly share an „**anonymous and representative**“ share of their **data treasures**, which could then be used by **competitors** and **start-ups** to develop **new products** and **services** to the benefit of everyone

Questions?

MERGER CONTROL IN DIGITAL MARKETS

Recent Amendments to the Competition Act

- The 2017 Amendment to the GWB also introduced a **'transaction value based threshold'** which allows for merger control to apply if the value of a transaction (i.e. the price paid by the acquirer) exceeds EUR 400 million
- Previously, merger control exclusively referred to **turnover thresholds** (as does the EU Merger Regulation)
- However, the target's turnover may not always adequately reflect its **importance** as a **(potential) competitor**
- **Platform markets** are often characterized by **low turnover** but extremely rapid growth ("grow first, monetize later")
- Example: The **Facebook/WhatsApp** concentration neither met the turnover thresholds of the EU Merger Regulation nor those in many Member States and **almost escaped review**

Platform markets – Real estate websites

- In April 2015, the *BKartA* allowed the owner of **Immonet**, the **third-largest** website for selling or renting real estate to acquire control of **Immowelt**, the **second-largest** website
- The *BKartA* emphasized that real estate platforms are **multi-sided markets** that are characterized by **indirect network effects** – real estate providers prefer platforms that attract a **large group of customers**, customers prefer platforms that attract a **large group of real estate providers**
- In markets with **many smaller competitors** it thus becomes more likely that both sides of the market (i.e. real estate providers and customers) chose **the market leader**
- The concentration may thus **increase competition** towards the market leader by creating **another large platform**

Platform markets – Dating websites

- In October 2015, the *BKartA* allowed **ElitePartner** to acquire the control of **Parship**, resulting in a merger of two of the largest online dating websites in Germany
- *BKartA* assessed **indirect network effects** and the risk of the market ‘**tipping**’ towards **monopoly**, but found that even after the acquisition the two would **not lead** the market **by a sufficient margin** to make tipping likely
- A **huge number of competitors** exists in the online dating market, some of them with very diverse user groups
- **Multi-homing** (the use of several services at the same time) is common and counter-weighs indirect network effects
- **Barriers to entry** are relatively low and **novel products** (such as mobile dating apps) are growing rapidly

Reform

- The **academic study** commissioned by the Federal Ministry for Economic Affairs (mentioned earlier with regard to abuse of dominance) also proposes a stricter stance on **mergers and acquisitions** in **digital markets**
- The study suggests that it should be considered an **significant impediment to effective competition** (SIEC; i.e. grounds for prohibiting a concentration) if a dominant company acquires an undertaking that could become a **potential rival** in the future and if this is part of a **larger strategy to fight off competition through acquisitions** (sometimes termed ‘**shoot-out acquisitions**’)
- This is supposed to better take into account the effects of **conglomerate concentrations** that are currently very difficult to prevent under EU and German merger control

Questions?

CONSUMER PROTECTION IN DIGITAL MARKETS

Consumer protection

- Unlike other NCAs (such as the CMA [UK] or the ACM [NL]), the *BKartA* does **not** have a general competence to enforce **consumer protection laws**
- Since 2017, the *BKartA* may, however, conduct **sector inquiries** (not targeted against specific companies) if there is probable cause for a “**substantial, continuous or repeated** infringement of **consumer protection laws**, potentially harming a **large number** of consumers”
- Under the same conditions, the *BKartA* may now also act as ***amicus curiae*** in consumer-related **court proceedings**
- But it still **lacks decision powers** (fines, termination etc.)
- In light of the new competences, the *BKartA* created a **new decision division** for consumer protection in 2017

Consumer protection

- In October 2017, the *BKartA* launched a sector inquiry into “online **price comparison websites**”
 - **Focus** on the inquiry is on travel, insurance, financial service, telecommunication, energy
 - **Issues** e.g. rankings/search algorithms, financing, corporate links, user reviews, availability, relevant market coverage
- In December 2017, the *BKartA* launched another sector inquiry into “**smart TVs**” and their use of **user data**
 - **Purpose** is to “clarify if and to what extent smart TV manufacturers collect, pass on and commercially use personal data, and whether the persons concerned are being appropriately informed of this practice”
- In October 2017, the *BKartA* for the first time acted as ***amicus curiae*** in a civil court proceeding concerning unjustified fees for **online ticketing services** (*Eventim*)

CONCLUSION

Conclusion



Bundeskartellamt

“Our key focus is on protecting competition in the digital economy. We have two key objectives when it comes to the major internet companies. Our task is to keep markets open to ensure they remain contestable and companies continue to have the opportunity to be successful with new ideas. We also need to make sure consumers can **select the **products** and **services** matching their requirements in a **transparent** and **fair environment**.”**

Andreas Mundt, President, *Bundeskartellamt*

Conclusion

- The *BKartA* is determined to keep digital markets **open** and **contestable**, even though many of them are characterized by **network effects** and **tend towards monopoly** ('tipping')
- **Online platforms** (for hotel bookings, ticketing services, real estate, online dating etc) receive **intense scrutiny**
- The **Facebook investigation** is the most prominent one, but many others are at least equally important for consumers
- **Major cases** concern **best price/price parity clauses**, **exclusivity agreements**, and **exploitative business terms**
- The Government prepares potential reform which is likely to include **more extensive powers** for the *BKartA* to monitor and prevent the creation of **market power** in digital markets

Thank you – Questions?

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