

Competition Law Strategies:

- Protect Your Brand -
- Protect Your Retail Partners -
- Protect Your Revenue -

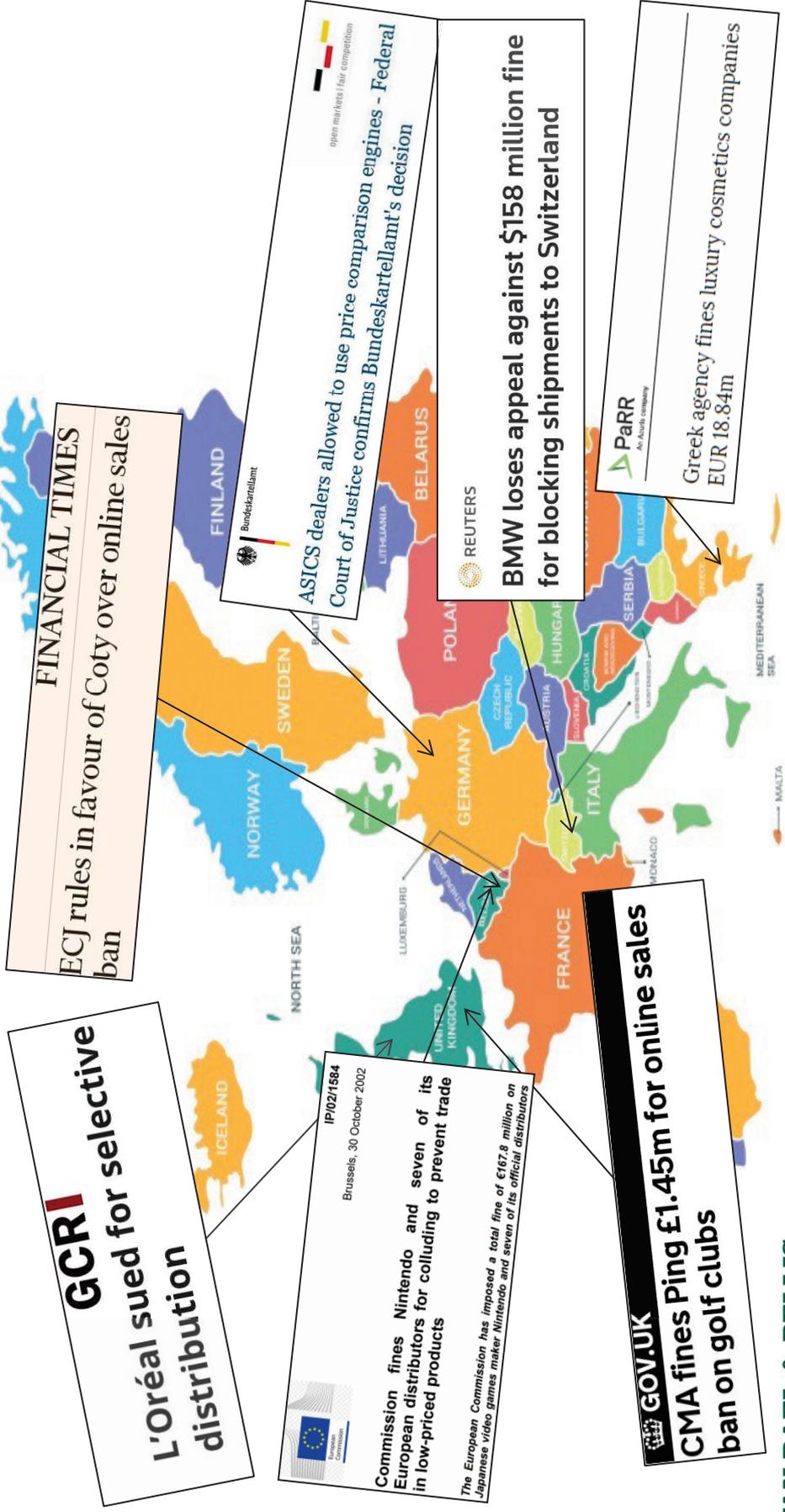
Luxury Law New York Summit

David Hull

VAN BAEEL & BELLIS

Brussels, Geneva

14 November 2018



FINANCIAL TIMES
 ECJ rules in favour of Coty over online sales ban

GCR!
 L'Oréal sued for selective distribution

IP/02/1584
 Brussels, 30 October 2002

Commission fines Nintendo and seven of its European distributors for colluding to prevent trade

The European Commission has imposed a total fine of €167.8 million on Japanese video games maker Nintendo and seven of its official distributors

GOV.UK
 CMA fines Ping £1.45m for online sales ban on golf clubs

ASICS dealers allowed to use price comparison engines - Federal Court of Justice confirms Bundeskartellamt's decision

open markets fair competition

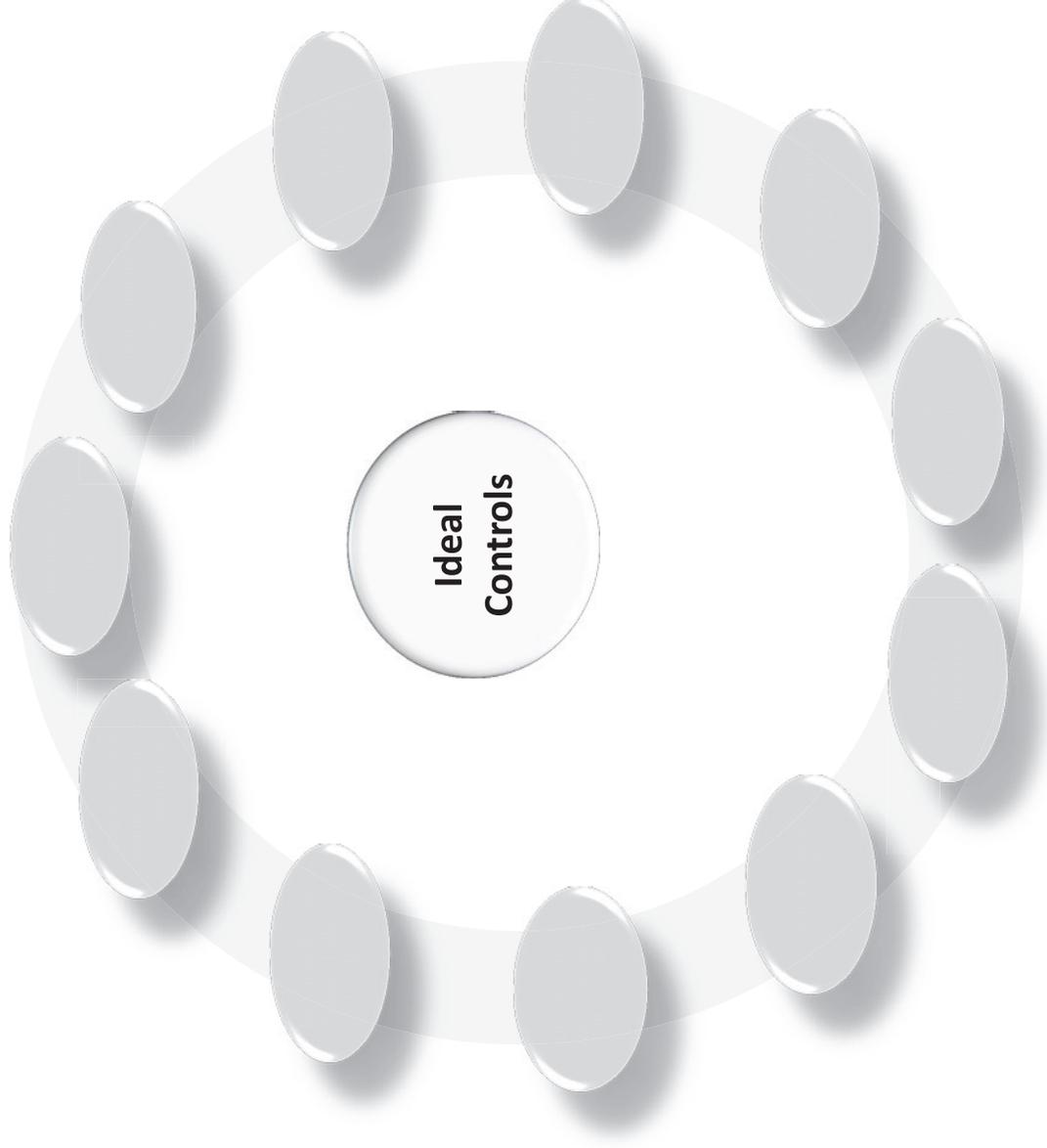
REUTERS
 BMW loses appeal against \$158 million fine for blocking shipments to Switzerland

PaRR
 An Asahi Company

Greek agency fines luxury cosmetics companies EUR 18.84m

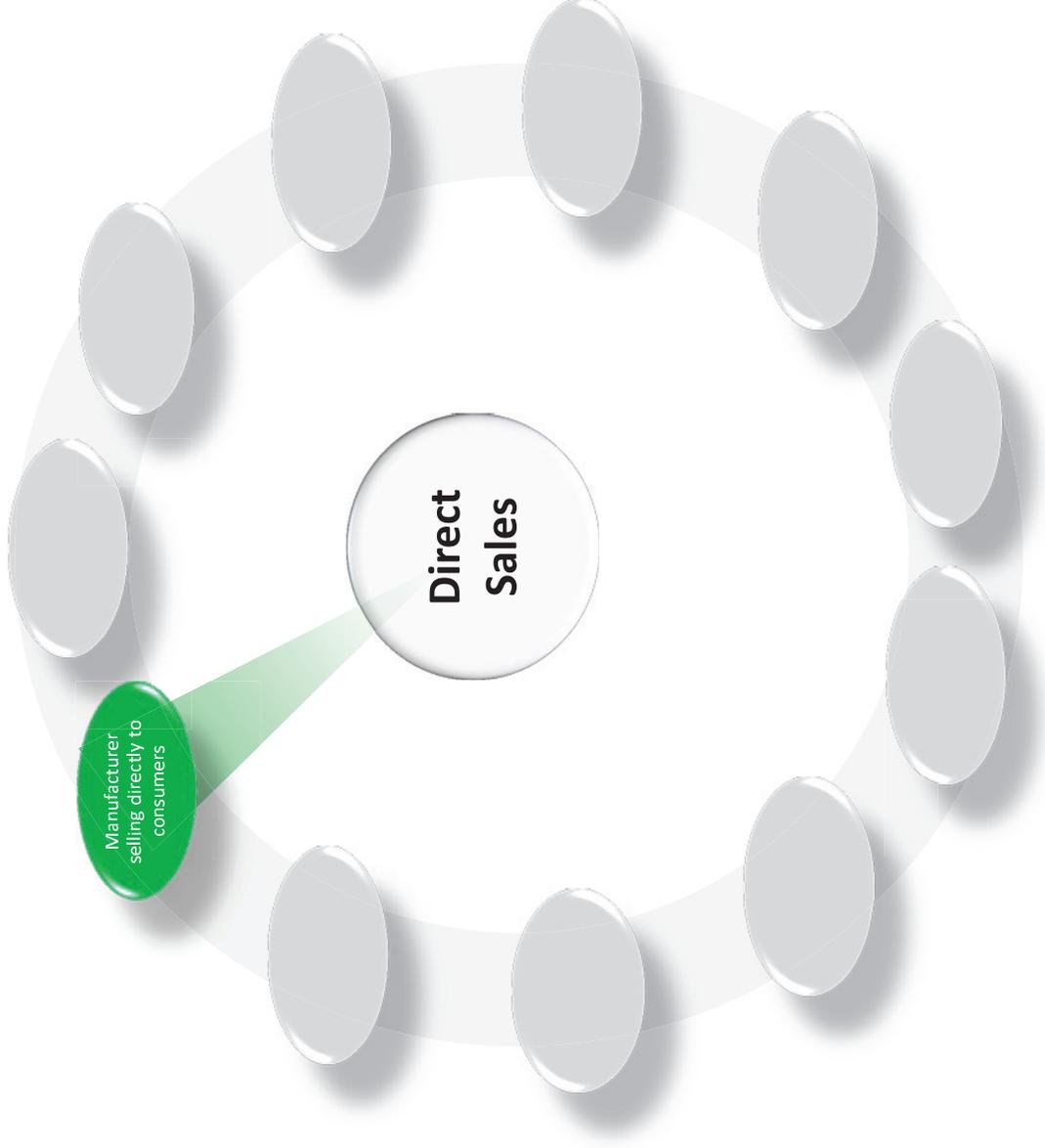
Brand Protection

What controls would you ideally want on stores selling your products in order to protect your brand image?



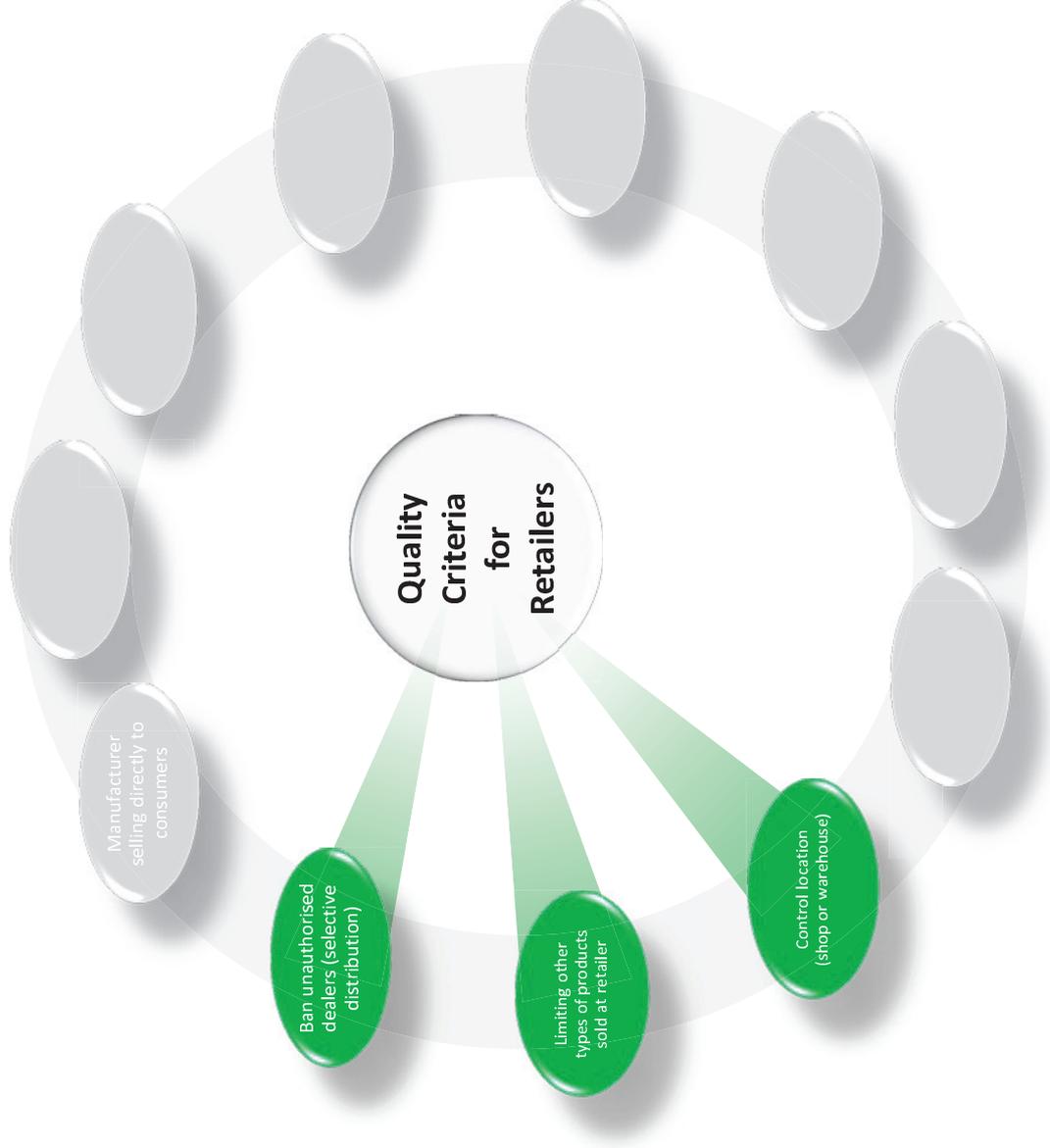
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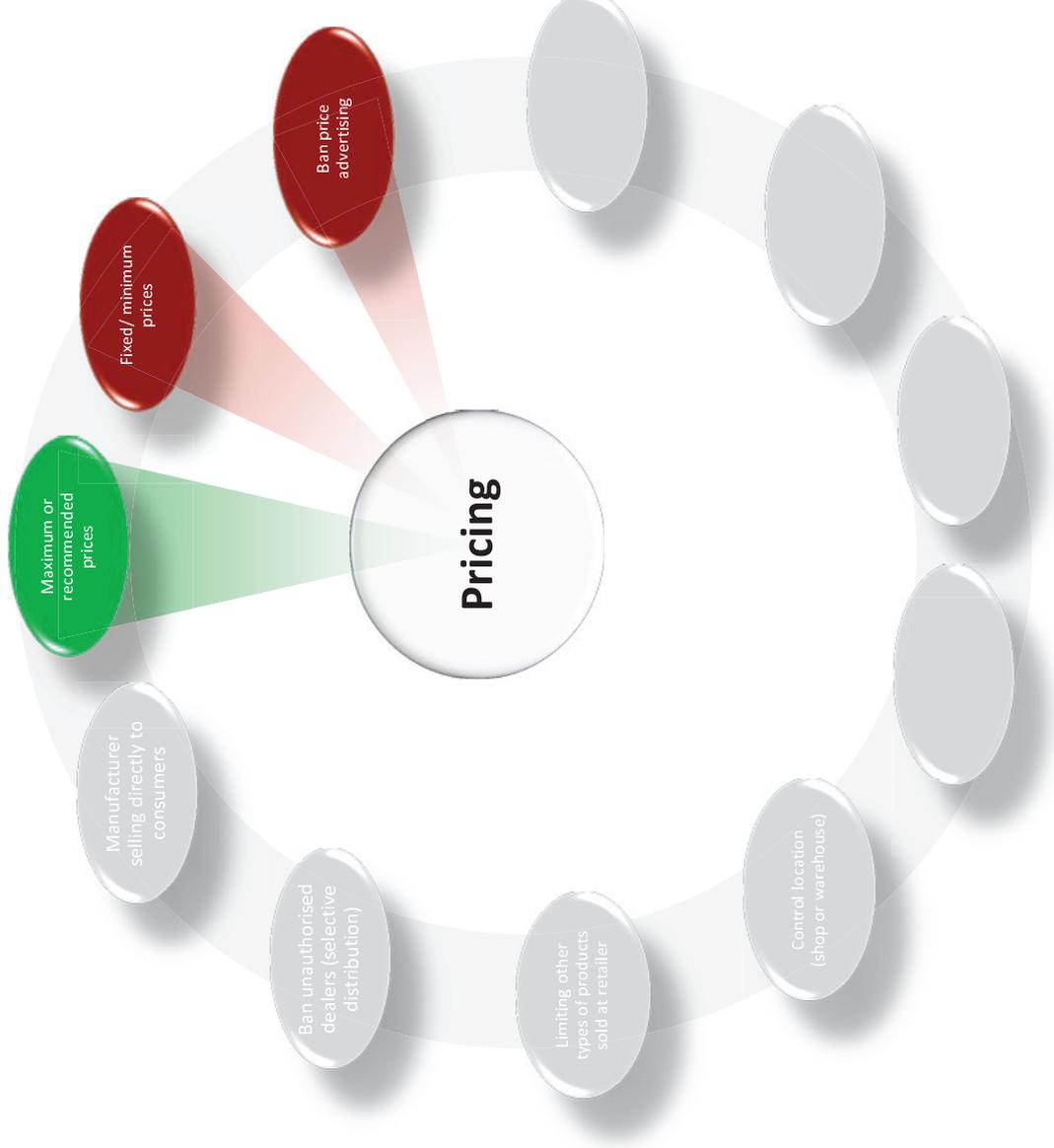
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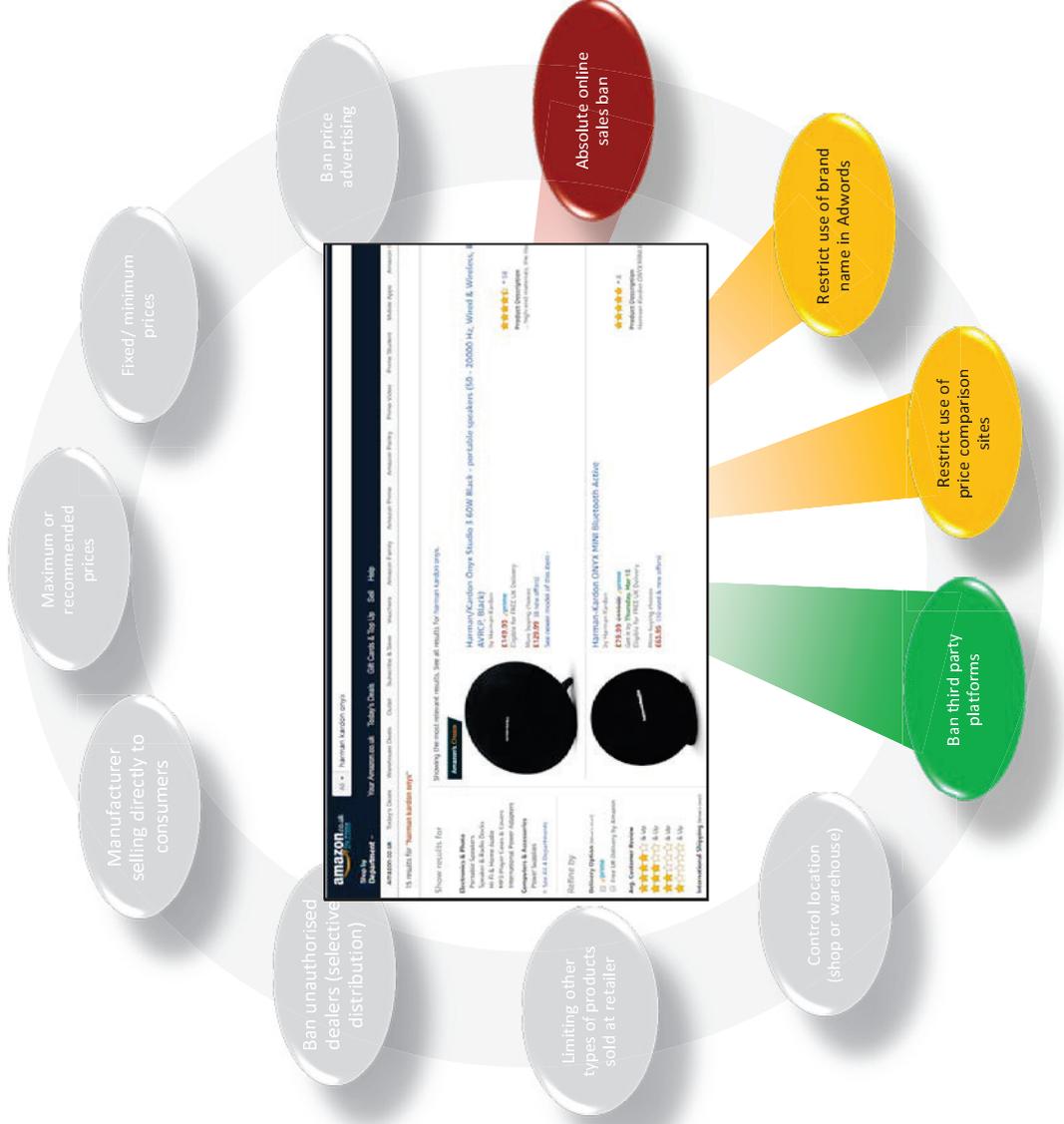
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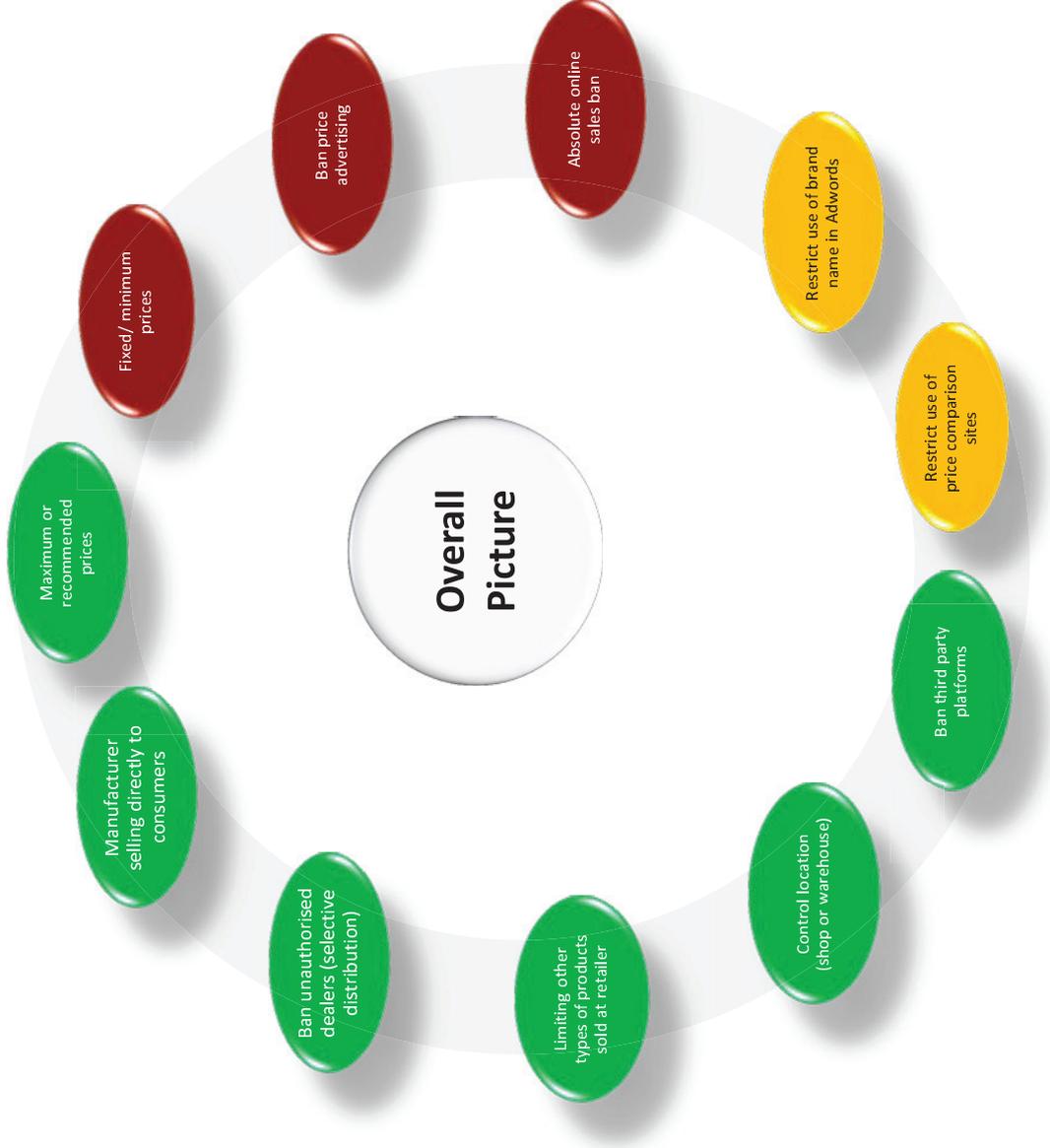
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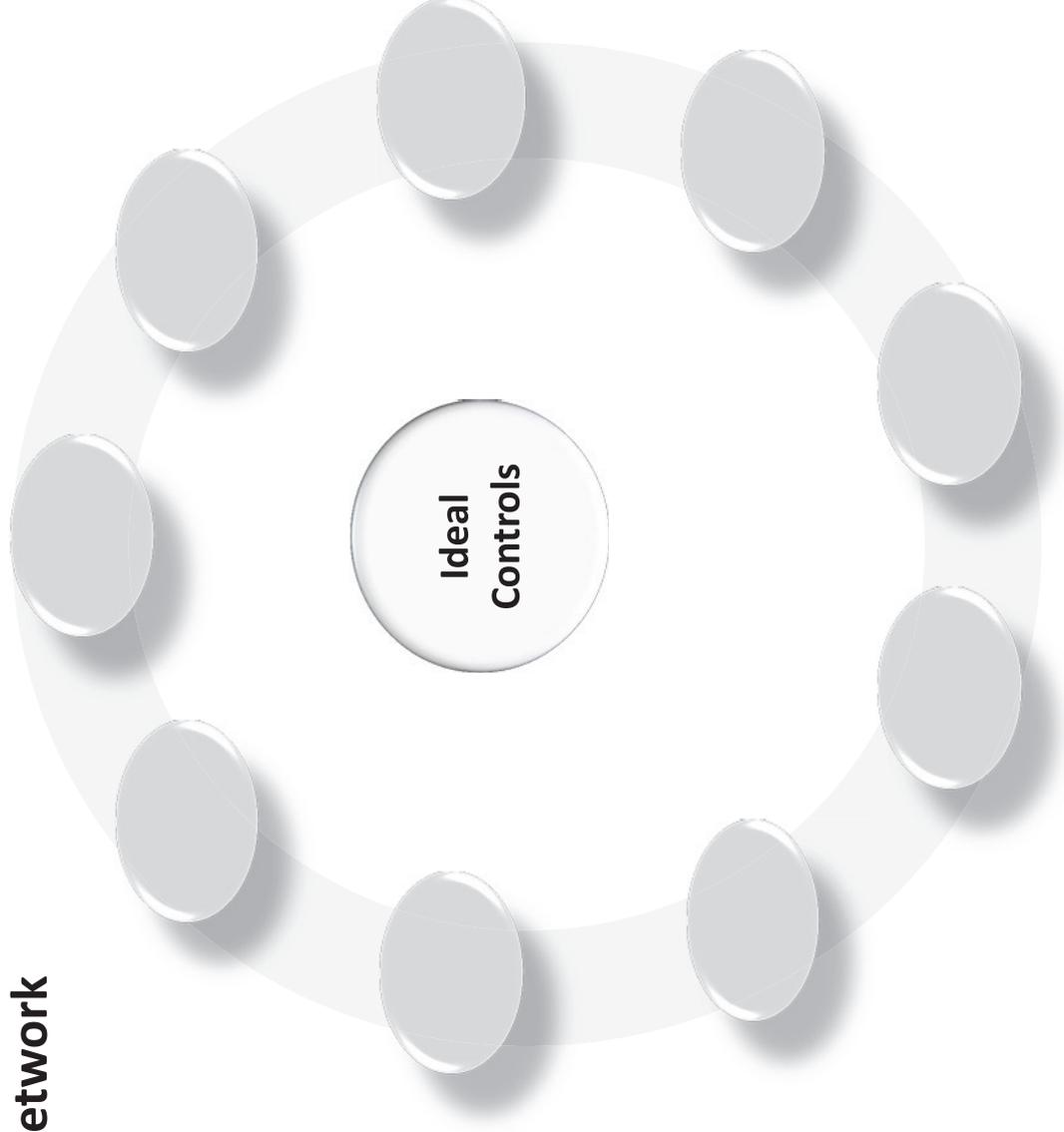
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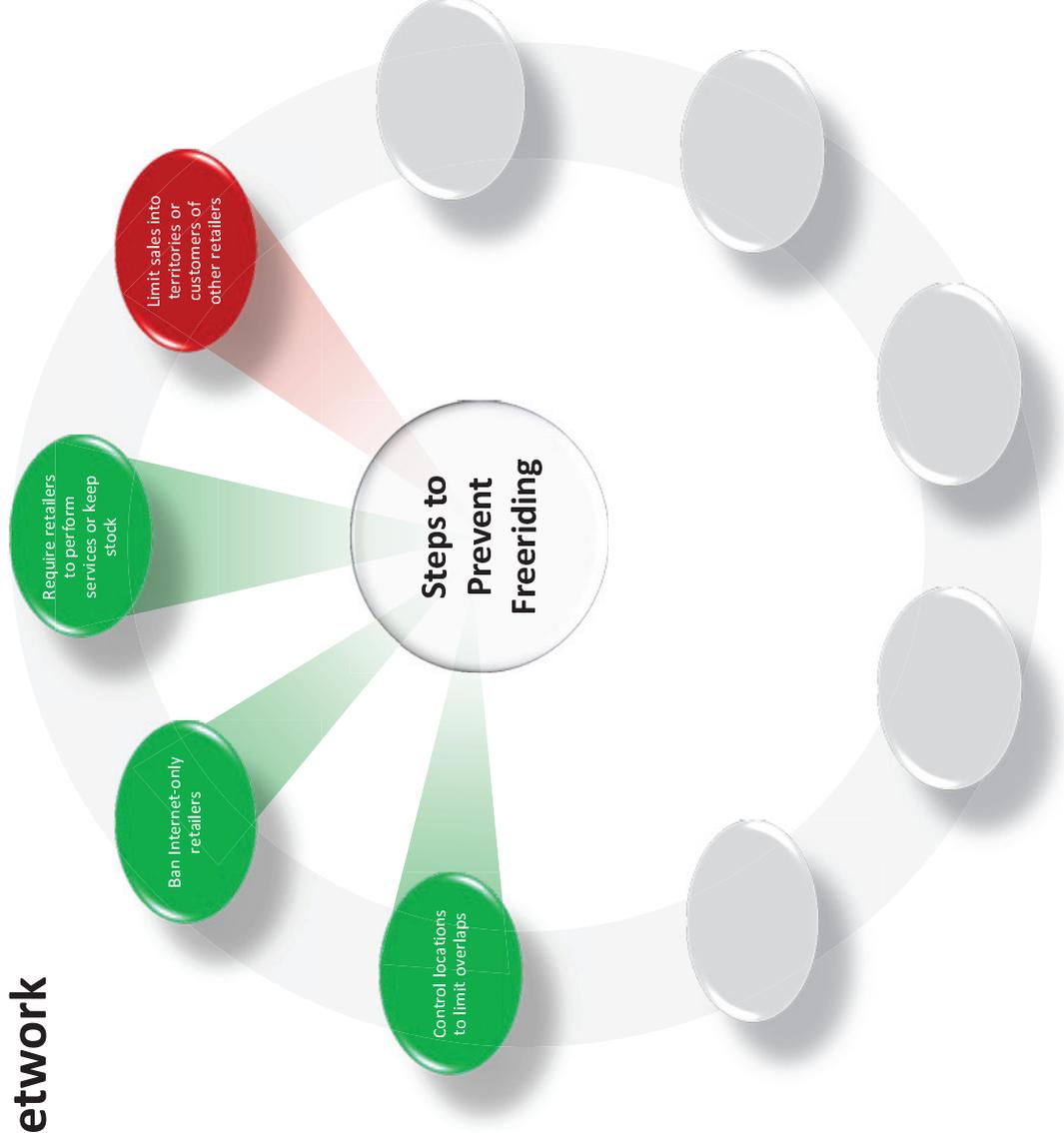
Managing Your Retail Network

How can you manage competition between your appointed retailers?



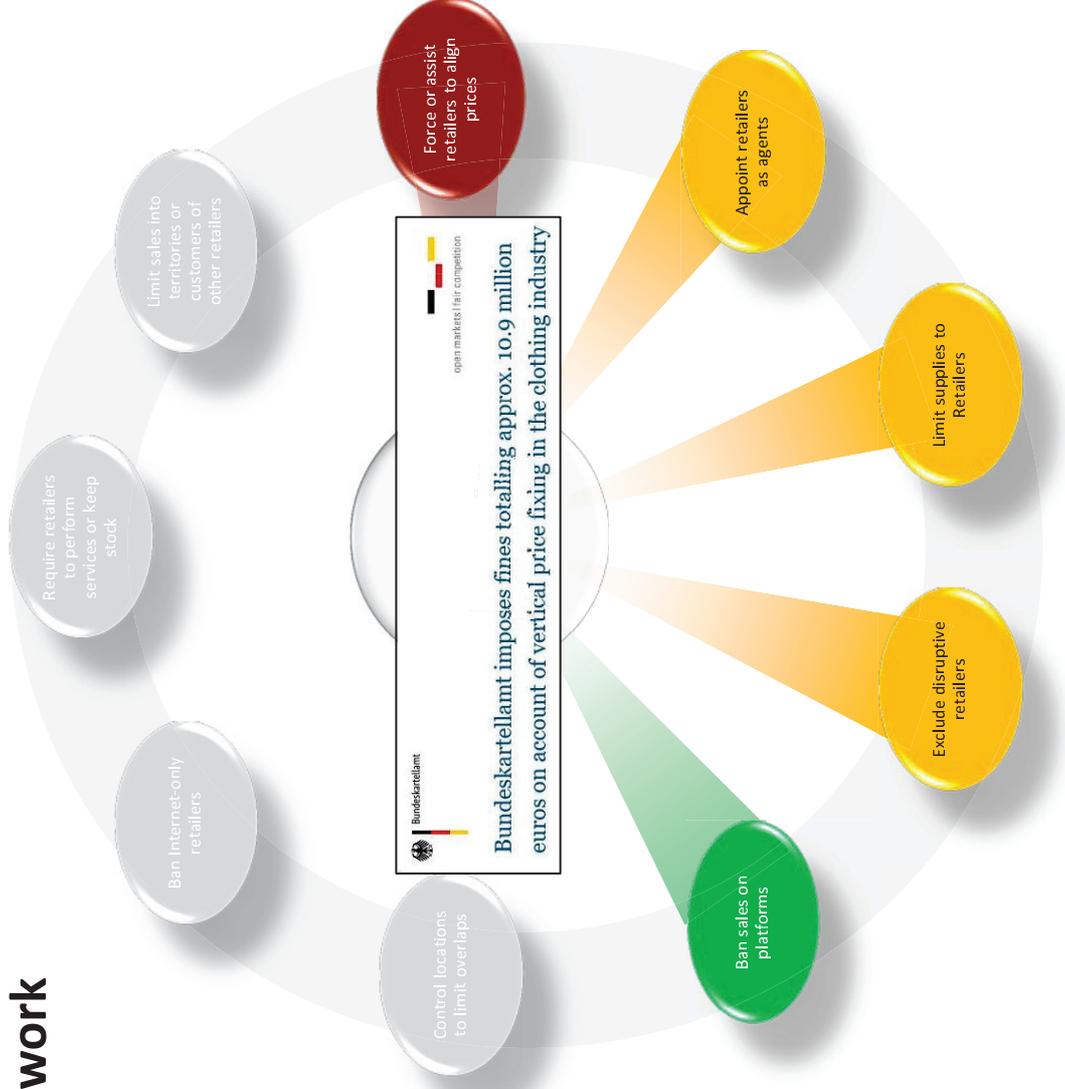
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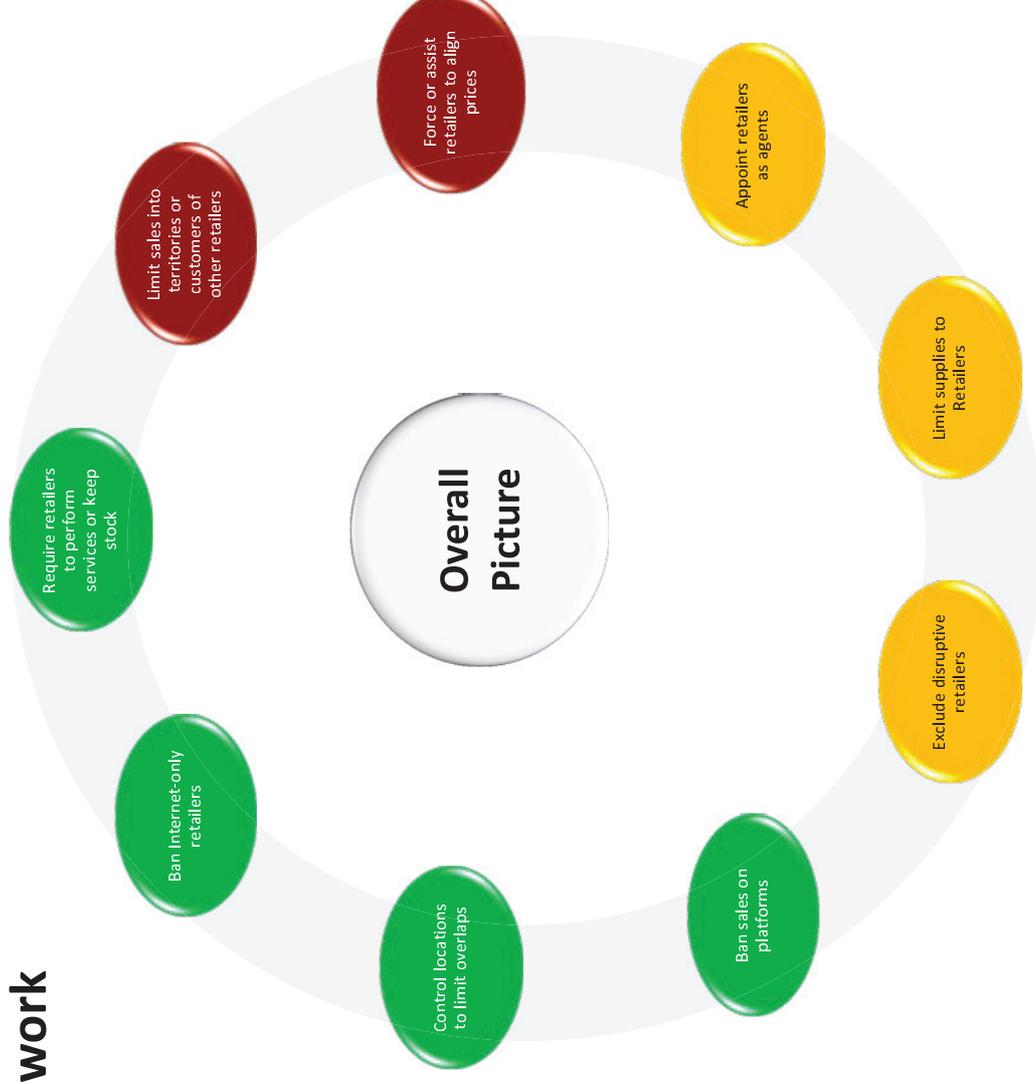
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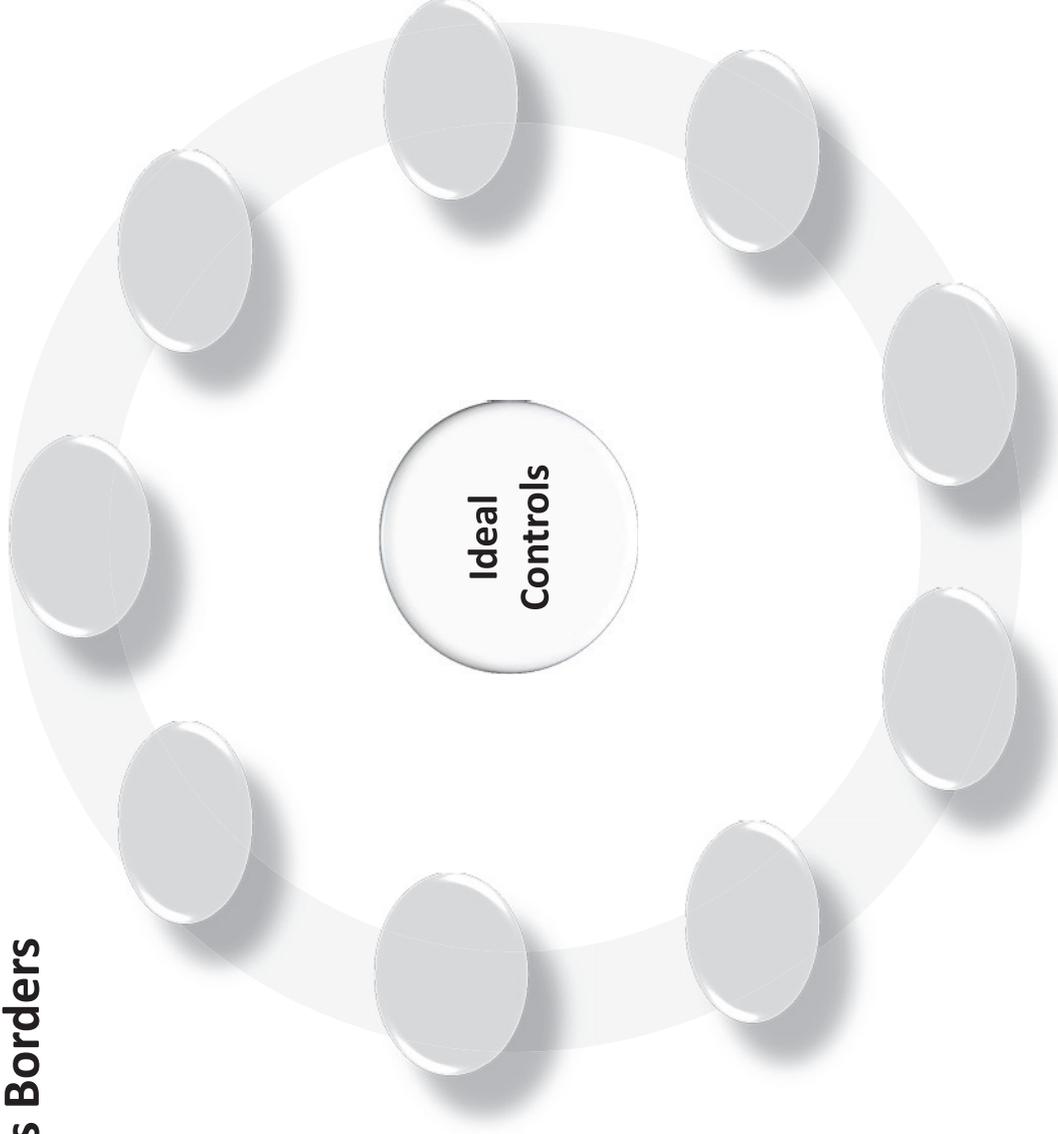
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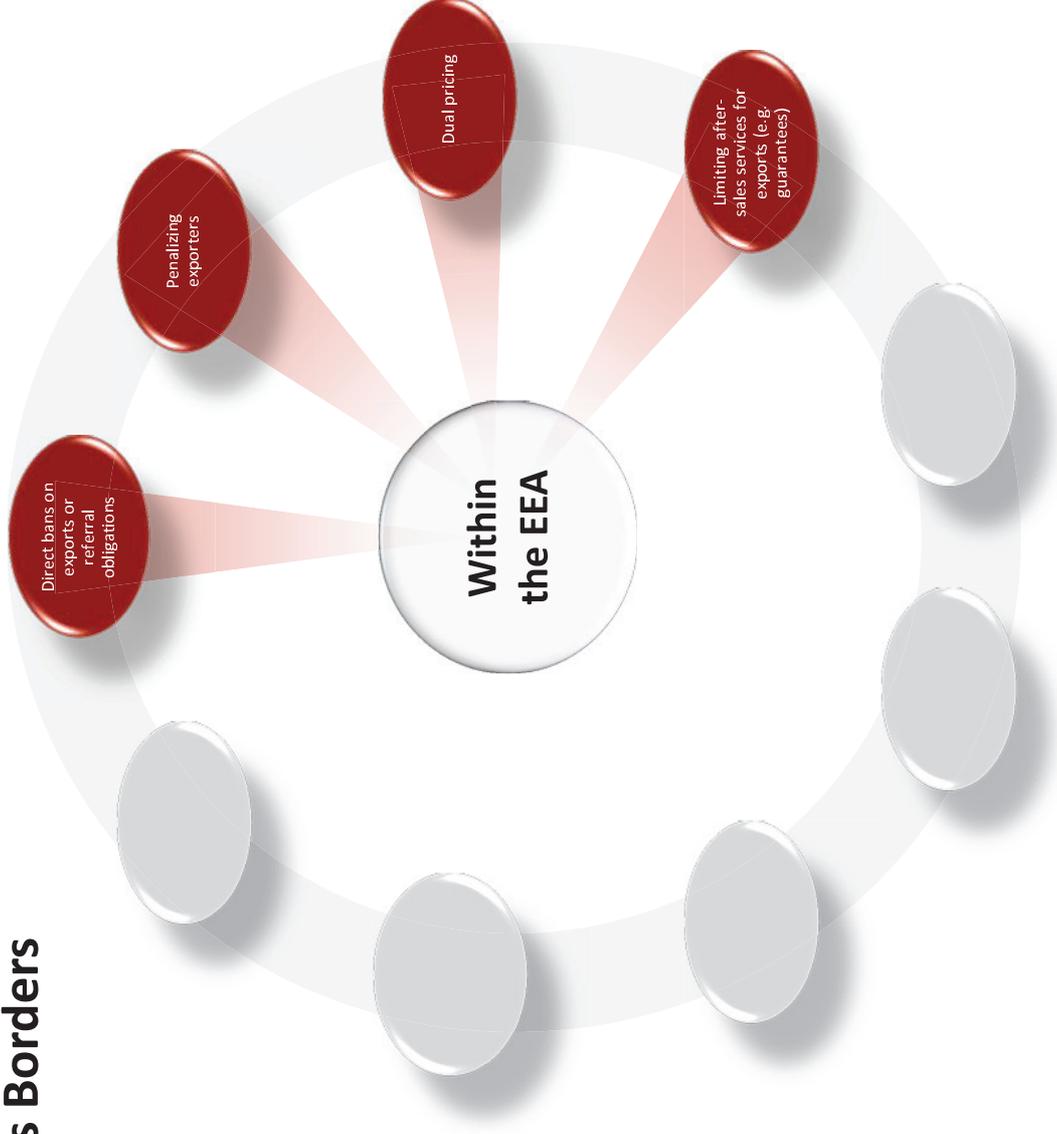
Preventing Trade Across Borders

What steps can you take to limit parallel trade?



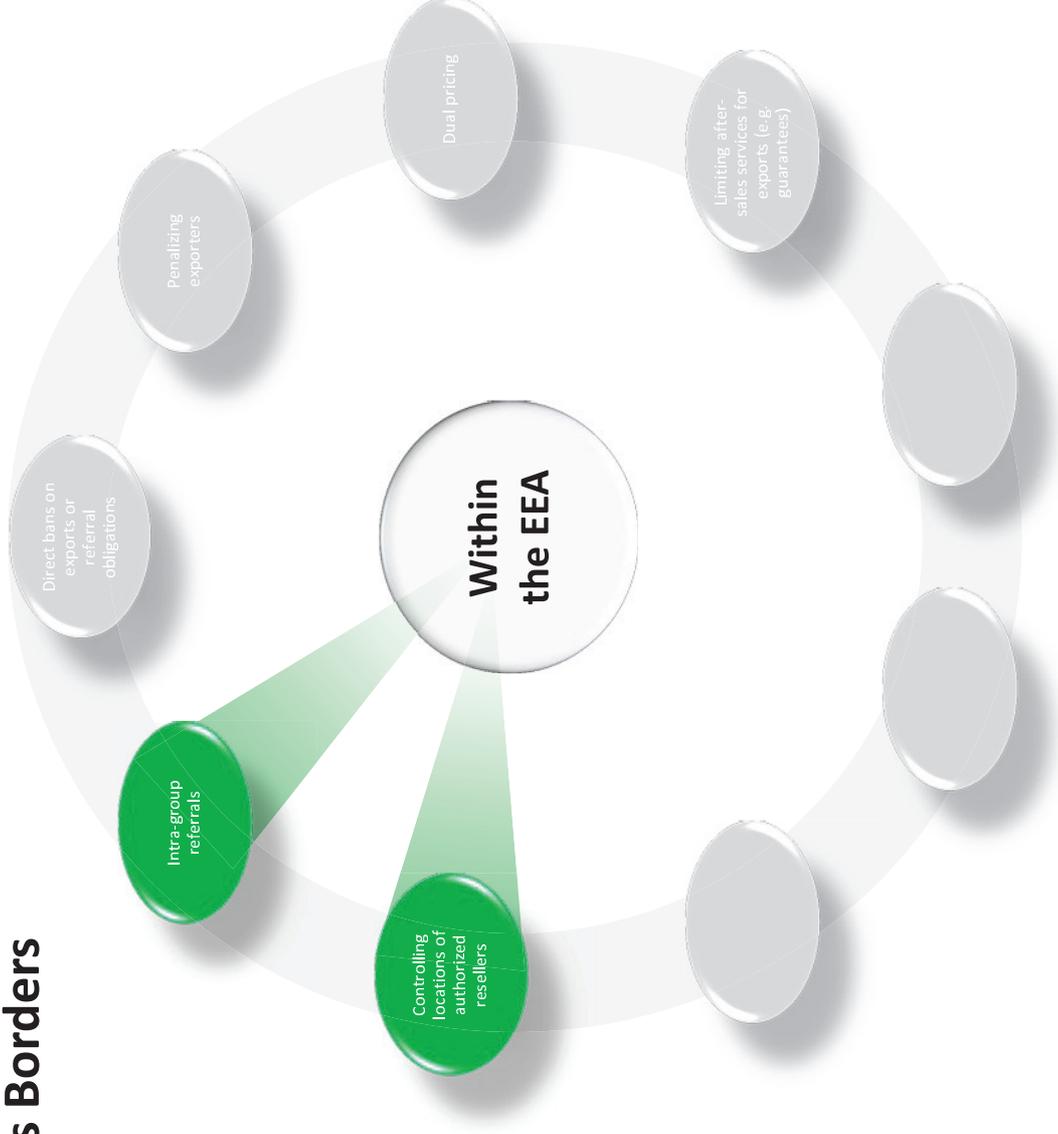
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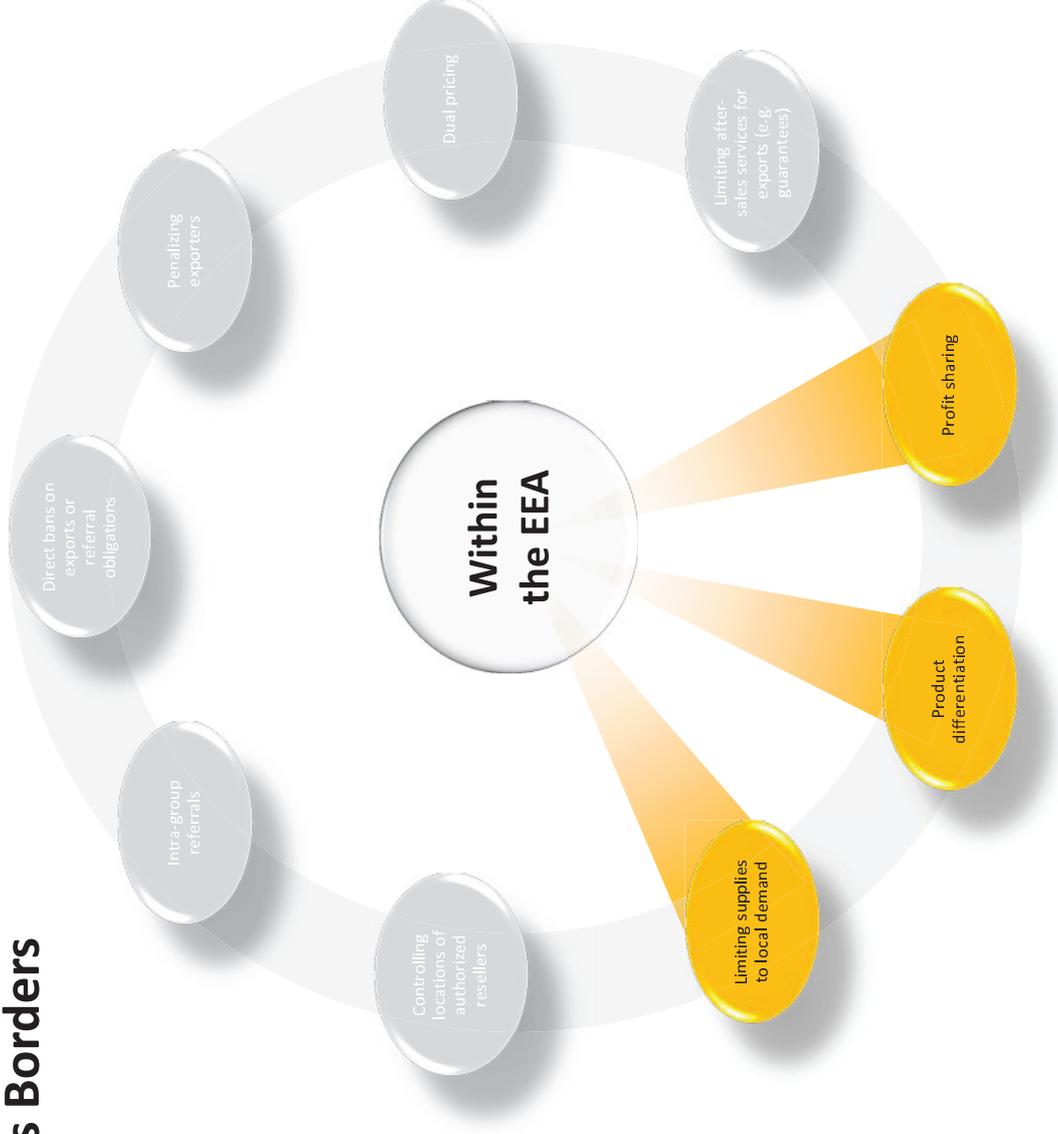
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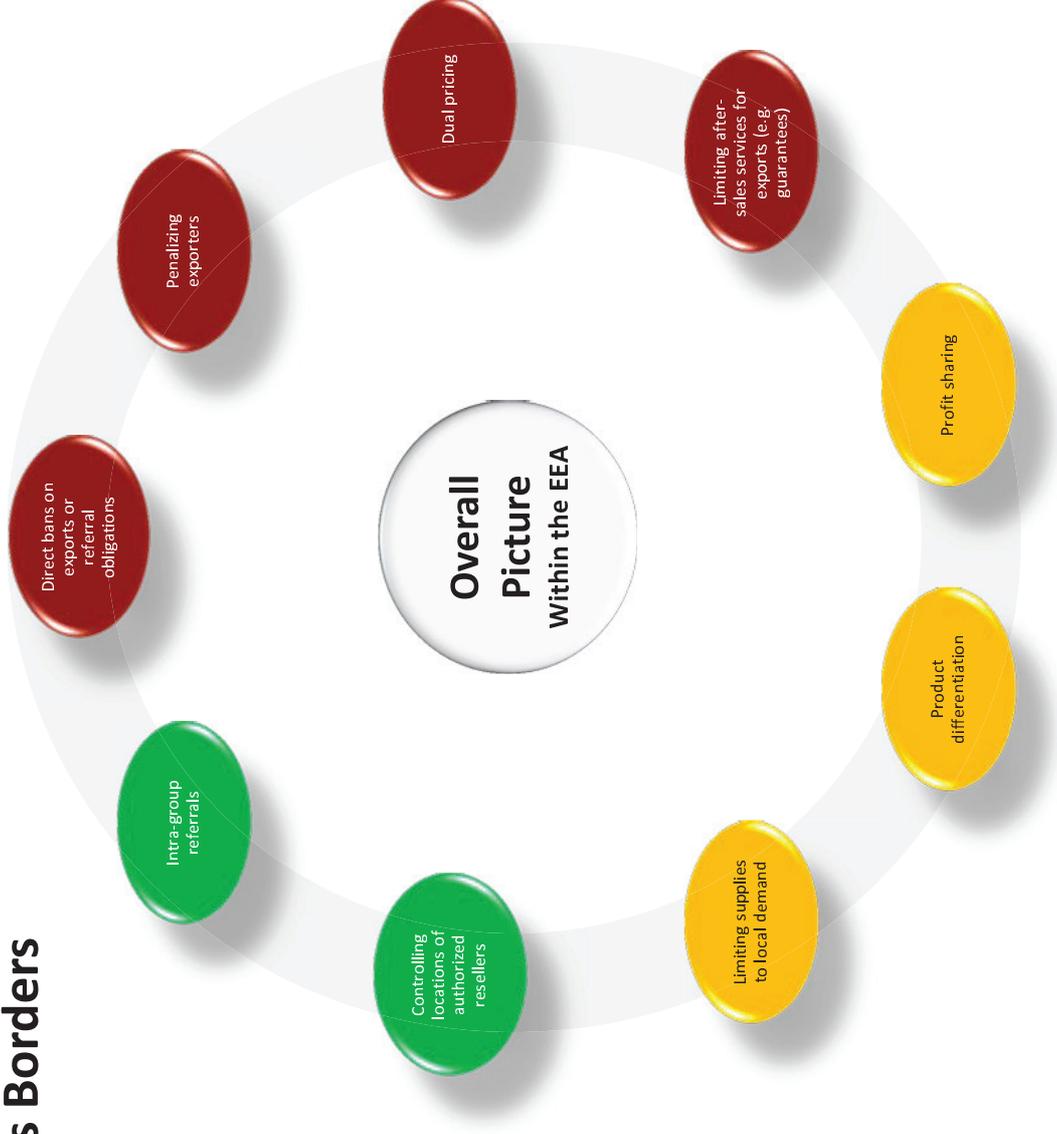
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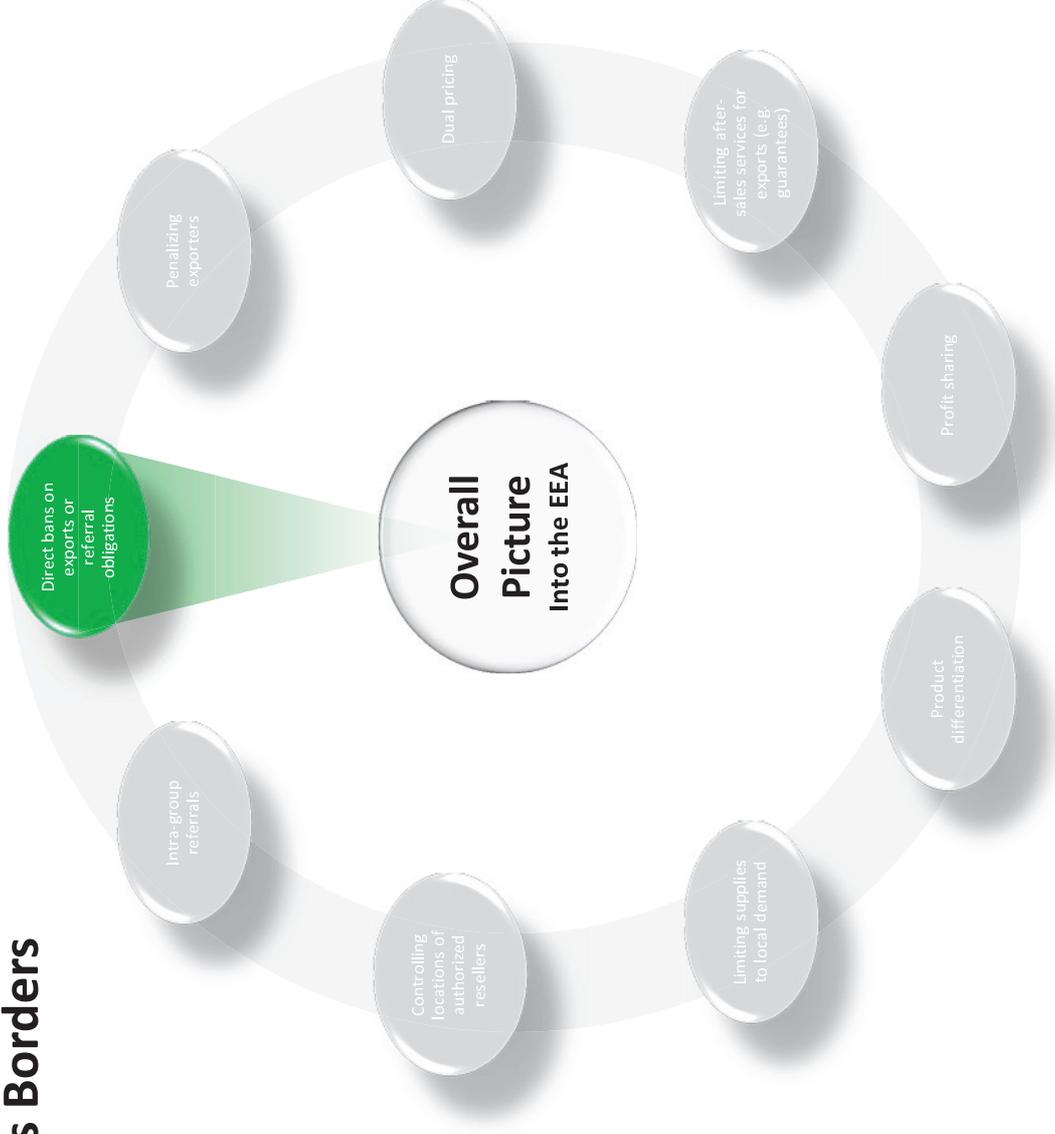
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