

# Elena Salomone

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## BIOGRAPHY

Elena Salomone is a Consultant at Lear. She joined Lear in September 2018: since then, she has been involved in several cases of damages quantification for breaches of antitrust legislation, as well as for unfair commercial practices and other types of infringement, in various economic sectors. Her experience includes proceedings before national competition authorities and national courts in the context of cases of anti-competitive agreements, abuses of dominance and mergers; technical assistance to competition authorities; policy assessment studies on state aid in various economic sectors undertaken by Lear on behalf of the European Commission. She also participated in an ex-post merger evaluation project for the UK Competition and Markets Authority concerning technology markets.

She graduated in March 2018 from a Master of Science (MSc) in Economic and Social Sciences at Bocconi University. During her MSc, she collaborated to the research activity of two professors in the area of Behavioural and Political Economics. She was part of the IGIER Visiting Student Initiative, which gathers students with good academic record and a strong interest in the research activity. In 2015 she earned a Bachelor's Degree in Economics and Social Sciences from Bocconi University, during which she spent one semester abroad at Boston University as an exchange student.

Her research interests are in the area of Behavioural Economics, Industrial Organization and Competition Policy.

## PROFESSIONAL EXPERIENCE

Sep 2018-present      LEAR – Laboratorio di Economia, Antitrust e Regolamentazione  
Economic Consultancy  
Consultant

Feb 2018-Mar 2018      Bocconi University  
Research Assistant for Professor Salvatore Nunnari

Jan 2017-May 2017      Bocconi University  
Research Assistant for Professor Nicola Gennaioli

## PROFESSIONAL COURSES

June 2019      Trento Summer School on Advanced EU Competition Law and Economics

## EDUCATION

Sep 2015-Mar 2018      Bocconi University  
MSc in Economic and Social Sciences  
Final grade: 110 cum laude  
*Thesis: Reference-dependent risk attitudes with salience distortions*

Sep 2012-Oct 2015      Bocconi University  
Bachelor's Degree in Economics and Social Sciences  
Final grade: 110 cum laude

Jan 2015-May 2015      Boston University, College of Arts and Sciences  
Department of economics  
Exchange student

## LANGUAGE SKILLS

Italian: native language

English: fluent in reading, writing and speaking

French: fair in reading, writing and speaking

## MAIN CONSULTANCY PROJECTS

- 2022-ongoing *Support study for DG COMP for the revision of the Railway Guidelines*  
*Activities performed:* contribution to the development of a response strategy to address certain study questions that the Commission wishes to investigate to support its revision on the Community guidelines on State aid for railway undertakings; data analyses, targeted interviews and drafting of reports.
- 2021-ongoing *Damages estimation for allegedly unfair practices with lock-in effects in the telecommunication market*  
*Activities performed:* development of economic analyses and arguments aimed at defending its client from a damages claim brought by one of the client's rivals, and in particular at showing that the contested practices did not generate any lock-in effect; thorough analysis of the damages quantification presented by the rival's economists.
- 2021 *Horizontal merger in the wholesale electricity sector*  
*Activities performed:* desk research on the functioning of the markets for the supply of wholesale electricity; data analyses aimed at showing that possible transaction would not entail antitrust risks
- 2021 *Investigation by the Italian Competition Authority on abuse of dominant position in the online advertising sector*  
*Activities performed:* drafting of a document which thoroughly sets out how certain conducts may be detrimental to competition aimed at assisting a major Italian broadcaster in its participation to the Authority's investigation
- 2020-ongoing *Disputes in the cement and concrete markets*  
*Activities performed:* Lear is assisting a major producer of cement and concrete in several damages claims brought by upstream and downstream clients. Activities performed include the development of analyses and defensive arguments grounded in economic theory seeking to show that the client's conduct did not result in an overcharge in any of the steps of the supply chain, and participation in meetings with the court appointed expert and the parties' economic experts.
- 2020-ongoing *Damages estimation for allegedly unfair practices in the telecommunication market*  
*Activities performed:* examination of the damages quantification presented by the client's rival; development of defensive arguments and drafting of a note that thoroughly goes through the flaws of the counterparty's approach.
- 2020-ongoing *Capacity Building for the Albanian Competition Authority*  
*Activities performed:* support in the preparation of materials for three training programmes on the use of STATA for competition analysis, competition law enforcement (i.e. application of Articles 101 and 102 TFUE), and merger analysis; activities included, in particular, the study of the relevant EU jurisprudence.
- 2020-ongoing *Damage quantification for a major football team*  
*Activities performed:* quantification of the damages suffered by a major Italian football team as a consequence of a breach of competition law by three media agencies in the

football broadcasting rights market; identification of the relevant criteria for the distribution of football broadcasting rights among the members of the Italian football league; drafting of a note presenting the methodology adopted and the results of Lear's analysis.

- 2020 *Horizontal merger assessment in the shipbuilding industry*  
*Activities performed:* data analyses with STATA aimed at assessing the merging parties' pivotality; support in the drafting of the reports prepared for the Competition and Consumer Commission of Singapore.
- 2020 *Preparation of a complaint addressed to the Italian Competition Authority regarding an abuse of dominant position in the online advertising sector*  
*Activities performed:* thorough desk research on the online advertising industry; drafting and drafting.
- 2020 *Arbitration dispute in the Mexican market for fixed satellite services*  
*Activities performed:* support in the development of arguments aimed at defending the client from the claimant's request for damages and in the drafting of the economic report; data analyses with Excel and Stata aimed at providing an alternative damage quantification; support during the oral hearing.
- 2019-ongoing *Assessment of damages in the retail electricity market for alleged unfair commercial practices*  
*Activities performed:* support in the development of theoretical arguments aimed at defending the client from a request for damages by a competitor and drafting of the note prepared for the client's legal counsels.
- 2019 *Alleged cartel in the market for corrugated cardboard boxes - appeal*  
*Activities performed:* support in the development of a defensive strategy aimed at showing that the prices charged was consistent with that of the main price determinants, and was not influenced by the alleged agreement; data cleaning and analyses with STATA.
- 2019 *Evaluation study for the European Commission on the State aid rules for operating aid to airports*  
*Activities performed:* assessment of the adequacy of the data collected for the purpose of the analysis; support in interviews and follow ups with airports and in the drafting of the report.
- 2019-ongoing *Damages quantification in the e-commerce sector*  
*Activities performed:* support in the development of empirical analysis aimed at estimating damages suffered by the client; data cleaning and analyses with STATA.
- 2018-2019 *Past merger assessment in technology sector*  
*Activities performed:* review of case law aimed at identifying which pieces of evidence and market features are relevant when assessing technology mergers; ex-ante assessment of five past merger decisions by the UK Competition Authority aimed at evaluating whether the Authority's decisions were reasonable based on the evidence available at the time of the merger.
- 2018-2019 *Assessment of regulatory obstacles to competition in Kuwait*



*Activities performed:* sector snapshots of two key sectors of the Kuwaiti economy where regulation stifles competition aimed at assessing whether and how certain restrictions may be relaxed.