

# Salvatore Nava

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## BIOGRAPHY

Salvatore Nava is a Partner at Lear. During his time at Lear, he has been involved in assisting private companies in proceedings before the Italian competition authority, including anti-competitive agreements, abuses of dominance and merger cases.

Salvatore has also worked on various antitrust damages cases in the media, energy and consumer goods industries and on technical assistance projects undertaken by Lear on behalf of the World Bank Group. While at Lear, Salvatore spent four months as an external consultant for a leading UK regulator, where he was involved in the data analysis for a market study.

Prior to joining Lear, Salvatore worked for two years for a competition economics consultancy based in London, and he was involved in a number of assignments, ranging from cases of antitrust damages estimation to submissions on behalf of various clients to courts and regulators – covering a wide range of industries such as financial services, commodity trading, aviation, construction and healthcare services.

Salvatore holds advanced degrees in Economics and Industrial Economics from the University of Rome Tor Vergata and the University of East Anglia respectively.

## PROFESSIONAL EXPERIENCE

2014-present	Lear – Laboratorio di Economia, Antitrust e Regolamentazione Economic Consultancy Consultant
2012-2014	Case Associates Economic Consultancy Competition Economist

## EDUCATION

2011-2012	UNIVERSITY OF EAST ANGLIA, UK Master of Science in Industrial Economics
2009-2011	UNIVERSITY OF ROME TOR VERGATA Master's Degree in Economics and Social Sciences
2005-2009	UNIVERSITY OF ROME TOR VERGATA Bachelor's Degree in European Economics

## MAIN CONSULTANCY PROJECTS

2019	<u>Alleged cartel in the market for corrugated cardboard boxes</u> <i>Activities performed:</i> design of analyses seeking to show lack of price effects from the agreement; overseeing quantitative analyses; drafting of economic report.
2019	<u>Dispute in the Italian copyright sector</u> <i>Activities performed:</i> development of arguments to rebut the damages claim made by the claimant; drafting of economic report.
2019	<u>Damages quantification in the e-commerce sector</u> <i>Activities performed:</i> design of analyses seeking to estimate damages arising from the illicit conduct; drafting of expert report.
2019	<u>Merger assessment in the Italian grocery retailing sector</u>

	<p><i>Activities performed:</i> development of a methodology to estimate diversion ratios; overseeing quantitative analyses; development of arguments on the relevant product and geographic market.</p>
2019-ongoing	<p><u>Damages quantification in the football audio-visual rights market</u> <i>Activities performed:</i> development of a methodology to estimate damages.</p>
2019	<p><u>Evaluation support study on the EU's framework regulating State aid for access to finance for SMEs applicable in 2014-2020</u> <i>Activities performed:</i> coordination of team activities towards the delivery of a study to evaluate the adequacy and effectiveness of the state aid framework to facilitate access to finance of SMEs.</p>
2018-2019	<p><u>Past merger assessment in technology sector</u> <i>Activities performed:</i> coordination of team activities towards the delivery of a study assessing the challenges that digital markets pose to merger control and to evaluate the effects of five mergers in digital markets.</p>
2019	<p><u>Vertical merger in the aerospace industry</u> <i>Activities performed:</i> development of qualitative arguments aimed at showing the risk of foreclosure arising from a merger.</p>
2019	<p><u>Damages estimation for potential breach of contract in the long-term car rental sector</u> <i>Activities performed:</i> estimation of potential damages arising from a unilateral breach of contract.</p>
2018-present	<p><u>Damages estimation for unfair practices in the telecommunication sector</u> <i>Activities performed:</i> development of a model for the estimation of damages arising from unfair commercial practices.</p>
2018-2019	<p><u>Alleged planned obsolescence in the smartphone sector</u> <i>Activities performed:</i> development of qualitative arguments and quantitative analyses aimed at showing that the allegation put forward by the ICA is unsubstantiated.</p>
2018	<p><u>Alleged agreement in the Romanian market for operating leasing</u> <i>Activities performed:</i> development of defensive strategy to counter an allegation by the Romanian Competition Council of coordination in the market for operating leasing carried out through an information exchange.</p>
2018-2019	<p><u>Technical assistance to enhance competition advocacy in Jamaica</u> <i>Activities performed:</i> development of a set of recommendations to improve the effectiveness of competition advocacy in Jamaica, carried out through desk research and on filed interviews with relevant stakeholders.</p>
2018-2019	<p><u>Past merger assessment in technology sector</u> <i>Activities performed:</i> management of the team responsible for executing a research and evaluation project for the UK Competition and Markets Authority (CMA) looking at approaches to assessing potential theories of harm and evaluating past merger decisions in the technology sector.</p>
2018-2019	<p><u>Regulatory dispute on access charges for the rail infrastructure</u></p>

- Activities performed:* development of arguments aimed at showing that the Italian railway regulator has not properly determined access fees to the rail infrastructure.
- 2018-2019 Dispute in the Italian broadcasting sector  
*Activities performed:* support within proceedings before a court appointed expert charged with determining damages suffered by a company active in the media sector.
- 2018-2019 Alleged agreement in the telecom market  
*Activities performed:* development of qualitative arguments and quantitative analyses aimed at showing that the conduct of the companies involved in the alleged agreement is consistent with individual, profit-maximizing behavior.
- 2018 Capacity Building for Bulgaria's Commission on Protection of Competition  
*Activities performed:* delivery of training on sector assessments/market studies.
- 2018 Alleged agreement in the market for plasma derivatives  
*Activities performed:* definition of the defensive strategy with the client's representatives and legal advisers; developing analyses showing that the agreement is not anticompetitive, but rather can be characterized as welfare-enhancing.
- 2018 Alleged agreement in the market for financial services to the automotive sector  
*Activities performed:* definition of the defensive strategy with the client's representatives and legal advisers; developing economic analyses showing that information exchanged by the parties was not sufficient to reach a collusive outcome on the relevant market.
- 2017-2018 Alleged abuse of dominance in the Italian copyright sector  
*Activities performed:* definition of the defensive strategy with the client's representatives and legal advisers; developing economic arguments in favor of the legal monopoly; analysis of the inefficiencies that would arise from a departure from the current model.
- 2017 Alleged abuse of dominance in the market for maritime freight transport  
*Activities performed:* definition of the defensive strategy with the client's representatives and legal advisers centered on market definition and on the lack of evidence of foreclosing practices by the allegedly dominant firm.
- 2017 Alleged horizontal agreement in the market for cement  
*Activities performed:* definition of the approach and the empirical analysis to show that there was an alternative explanation to the client's behavior to coordination in the relevant market.
- 2017 Merger in the natural gas sector  
*Activities performed:* assessment of the competitive implications and of the efficiencies brought about by the merger to support the client before the Italian Competition Authority.
- 2017-2018 Design of a merger control framework for Jamaica  
*Activities performed:* developing and drafting of the rules for the substantive assessment of mergers; overseeing data collection and analysis on notification thresholds and filing fees; on-field mission for stakeholder interviews.

- 2017-present Assessment of Regulatory Obstacles to Competition in a MENA country  
*Activities performed:* analysis of product market regulation in a MENA country and assessment of four sectors of the country's economy where regulation stifles competition; on-field missions for stakeholder interviews.
- 2017 Alleged horizontal agreement in the market for reinforcement steel  
*Activities performed:* definition of the defensive strategy with the clients and their legal advisors; definition and implementation of an empirical analysis aimed at rebutting the Authority's econometric evidence.
- 2016-2018 Alleged abuse of dominance in the market for bulk postal services  
*Activities performed:* assisting the client in designing appropriate remedies; developing a conceptual framework and an empirical analysis to show that the pricing strategy of the incumbent could be replicated by an efficient competitor, and that the ICA's theory of harm was not properly constructed.
- 2016-2017 Alleged information exchange in the market for car rentals  
*Activities performed:* development of analyses which showed that the information exchange did not enable coordination, given the characteristics of relevant market and the type of data exchanged; and development of analyses which showed the absence of any anti-competitive effects.
- 2016 Assessment of damages in the market for consumer goods  
*Activities performed:* assessment of damages borne by a supermarket chain arising from an alleged cartel at the wholesale level, and the pass-on rate from the supermarket chain to consumers.
- 2016 State aid in the telecom sector  
*Activities performed:* designing a methodology for the assessment of costs and benefits arising from open access; development of a framework for the assessment of State aid; liaising with the client and partner firms.
- 2016 Impact of piracy on broadcasting  
*Activities performed:* development of a report assessing the impact of piracy on traditional broadcasters, and the welfare long-term consequences of piracy in terms of creation of original content.
- 2016 Alleged excessive pricing in the pharmaceutical industry  
*Activities performed:* development of economic arguments centered on market definition, the absence of a dominant position, measures of economic value and price-cost analysis to support the client against allegations of excessive pricing.
- 2015-2016 Study on the economic impact of competition policy enforcement on the functioning of telecoms markets in the EU (European Commission – DG competition)  
*Activities performed:* assessment (both qualitative and quantitative) of the impact of competition policy enforcement in the European telecom markets in terms of prices and investments; empirical analysis of the effects of a merger in the UK retail market for mobile services.
- 2015 External consultant for leading UK regulator  
*Activities performed:* coordinating collection and cleaning of data from responses to requests for information; data cleaning and analysis.

- 2015 Merger in the grocery retailing sector  
*Activities performed:* supporting the client in a phase II merger inquiry before the Italian Competition Authority by analyzing the data resulting from customer surveys, estimate the diversion ratios and apply the UPP, GUPPI and IPR tests to assess the unilateral effects of the merger.
- 2015-2017 Damages estimation for violation of IP rights in the motion picture industry  
*Activities performed:* definition of the empirical approaches and data required to quantify damages suffered by a film production company as a result of infringement of its intellectual property rights by internet content providers.
- 2014-present Quantification of the damages caused by a cartel between jet fuel suppliers  
*Activities performed:* assisting the client against a request for damages by estimating the overcharge and pass-on; liaising with the client representatives and legal consultants to define the litigation strategy; drafting of interim and final reports.
- 2014-2015 Alleged cartel in the insurance market  
*Activities performed:* definition of defensive strategy in liaison with client and legal advisors; empirical analysis aimed to show that firms' behavior was economically rationale; drafting of final report.
- 2014 Impact assessment of plain packaging in the tobacco industry  
*Activities performed:* setting up the framework for the estimation of the impact of plain packaging on the tobacco value chain, including effects on employment and GDP; preliminary data analysis.
- 2014 Predation damages estimation in the aviation industry  
*Activities performed:* assessment of the damages brought about by predatory behavior in the air travel market.
- 2014 Alleged agreement in the healthcare industry  
*Activities performed:* market definition analysis, data cleaning and analysis to support the client, extensive review of documentary evidence and drafting of final report.
- 2014 Regulatory dispute in the banking sector  
*Activities performed:* analysis of the impact of tightening capital requirements for credit unions, using quantitative and qualitative evidence; drafting of final report.
- 2014 Supported trading platform in judicial review case  
*Activities performed:* developed arguments to support a trading platform before court against claims of having performed an inadequate assessment to support its decision; drafted expert witness statement.
- 2013-2014 Re-setting of licensing fees for the telecommunications industry  
*Activities performed:* advised on the resetting of licensing fees to encourage entry, while ensuring revenue neutrality; setup of an interactive spreadsheet to enable the client to assess impact of changes to the proposed fee structure; drafting of final report.
- 2013 Forecast of post-disaster cost escalation in the construction industry  
*Activities performed:* provided and supported forecasts of construction cost inflation to support the client in an escalation claim.

- 2013 Cartel damages estimation in the LCD screen industry  
*Activities performed:* preliminary data analysis of the effects of a cartel on prices paid by local authorities for LCD screens; drafting of final report.
- 2012-2013 Regulatory dispute in the airport sector  
*Activities performed:* literature and case law review, development of arguments for de-regulation of the airport owned by the client, drafting of final report.
- 2012-2013 Cartel damages estimation in the packaging industry  
*Activities performed:* data cleaning and analysis to estimate overcharge and damages; rebuttal of defendant's arguments; drafting of reports.

#### SELECTED PUBLICATIONS

- Merger Policy in Digital Markets: An Ex-Post Assessment, with Argentesi, E., Buccirosi, P., Calvano, E., Duso, T., & Marrazzo, A. (2019)., Discussion Papers 1836, 43 S.
- "Ex-post Assessment of Merger Control Decisions in Digital Markets", (with Elena Argentesi, Paolo Buccirosi, Emilio Calvano, Tomaso Duso and Alessia Marrazzo), CMA, 2019.
- "Profili economici del diritto della concorrenza" (with Paolo Buccirosi), in Cassano G., Catricalà A. Clarizia R. (edited by), Concorrenza, Mercato e Diritto dei Consumatori, UTET, 2018
- "Concentrazioni e analisi economica" (with Paolo Buccirosi), in Cassano G., Catricalà A. Clarizia R. (edited by), Concorrenza, Mercato e Diritto dei Consumatori, UTET, 2018
- "Economic impact of competition policy enforcement on the functioning of telecoms markets in the EU" (with James Allen, Paolo Buccirosi, Tomaso Duso, Fabio Fradella, Alessia Marrazzo, Mattia Nardotto and Jo Seldeslachts), DG Comp, 2017.