



Kia ora koutou,

This email provides an update on the indicative topics we intend to include in discussions as part of Session 10 of our conference.

### **Session 10: Reserved for overruns**

#### ***A. Facilitation of entry and expansion***

Topic 1: What general principles should be applied when considering recommending facilitation of entry or expansion?

- In what circumstances might it be appropriate for the Commission to recommend to the Government that it considers the possibility of taking steps to facilitate entry or expansion in the grocery sector? Would this require the same pre-conditions or criteria to be met as for a divestment or might some lower threshold or different criteria be appropriate?
- Are there barriers to entry or expansion that the Government is better able to overcome than private enterprise?
- What principles or framework should the Commission apply when considering whether to recommend facilitation of entry or expansion?

Topic 2: Might a recommendation of facilitation of entry or expansion be appropriate in this case?

- What would it take for facilitation of entry or expansion to be effective?
- What is the minimum extent of facilitation of entry or expansion which would be required to make a meaningful difference to the competitive landscape?
- Might facilitation of entry or expansion occur in conjunction with a divestment remedy?

#### ***B. Is there any other strategic behaviour that may restrict new entry and access and how might it be addressed?***

- Should the use of best price guarantees and exclusive supply arrangements be limited?
- Is there other strategic behaviour that may restrict entry or expansion, and how might it be addressed?

### **Confirmation of conference agenda**

A reminder that the session dates and times are as follows:

Day	Date	Time	Session
1	Thurs 21 Oct	9.30-10.45 11.15-12.30	Session 1: The nature of competition in the retail grocery sector
2	Fri 22 Oct	9.30-10.45	Session 2: Pricing and promotional practices and loyalty programmes
		11.15-12.30	Session 3: Unit pricing
3	Tues 26 Oct	9.30-10.45 11.15-12.30	Session 4: Grocery code of conduct, private labels and collective bargaining by suppliers

4	Weds 27 Oct	9.30-10.45	Session 5: Indicators of competition – international price comparisons and innovation
		11.15-12.30	Session 6: Indicators of competition – principles underlying profitability analysis
5	Thurs 28 Oct	9.30-10.45	Session 7: Options to improve conditions for entry and expansion
		11.15-12.30	Session 8: Options to improve conditions for entry and expansion – wholesale
6	Mon 1 Nov	9.30-10.45 11.15-12.30	Session 9: Divestment and sponsorship of entry
7	Tues 2 Nov	9.30-10.45	Session 10: Reserved for overruns
		11.15-12.30	Closing comments

Any further updates on the conference agenda will be provided by email prior to the beginning of each day's session.

Any questions prior to or during the conference should be emailed to [marketstudies@comcom.govt.nz](mailto:marketstudies@comcom.govt.nz).

### How to join the conference

The conference will be run via a Zoom webinar platform. To register for the webinar please click on the following link:

[https://us02web.zoom.us/webinar/register/WN\\_vUMF-0voQwK3n4RJZb1gWw](https://us02web.zoom.us/webinar/register/WN_vUMF-0voQwK3n4RJZb1gWw)

After registering, you will receive a confirmation email containing information about joining the webinar.

**Please make sure you have downloaded an up-to-date version of Zoom prior to the conference.**

We encourage participants to join each conference session 10-15 minutes prior to the start time so you can review any updates to the agenda for that day and ensure you are properly connected.

Tips for those speaking at the conference:

- For the best sound quality, please use a headset
- To avoid bandwidth issues, please do not use virtual backgrounds or blurring
- Please mute pop-up notifications, including any from social media accounts

Please be aware that media members may be in attendance throughout the conference. This will be in an observing capacity only.

We will record all conference sessions, and will publish transcripts of these as soon as possible following the conference. The recordings will not be published.

