

Kick-off Workshop of the PARETO ANR-DFG Project

June 2nd and 3rd, 2025

Conference venue: INRAE, 147 rue de l'université, 75007 Paris, room amphithéâtre.

If you want to participate at the conference, please send a message to: claire.chambolle@inrae.fr before April 20th. On the day of the conference, please come to the entrance at the address above, and you will be guided to the conference room. There will be no formal discussion.

Presentations: 35 minutes; **Discussion:** 5 minutes.

Monday 2nd

Welcome Coffee (9:00-9:30)

9:30-9:40: Welcome address with a cartography of the PARETO project

Session 1: Entry and Concentration

Chair: Stéphane Turolla (INRAE, SMART)

9:40-10h20: Howard Smith (Oxford University), The Rise of Discounters and its Impact on Concentration, Market Power and Welfare

Coffee Break (10:20-10:40)

Session 2: Vertical Contracts and Organization

Chair: Rémi Avignon (INRAE, SMART)

10:40-11:20: Markus Reisinger (Frankfurt School of Finance & Management), Make-or-Buy versus Make-and-Sell: The Trade-Off between Economies of Scale and Specialization.

11:20-12h00: Marie-Laure Allain (CREST, IPP), The Agency and Wholesale Models When a Platform Can Charge Entry Fees.

12:00-12:40: Germain Gaudin (Freiburg University), Secret Wholesale Contracts with Buybacks.

Lunch (12:40-14h15)

Session 3: Cross category

Chair: Hugo Molina (INRAE, PSAE)

14:15-14:55: Øyvind Thommassen (NHH), A Model of Beer Retail Pricing.

14:55-15:35: Clémence Christin (Caen University), The Welfare Effects of Category Captaincy.

Coffee Break (15:35-15:50)

15:50-16h30: Hendrik Döpper (DICE), Cross-category Mergers in US retailing.

CONFERENCE DINNER at Bouillon Racine, 5 rue Racine, 75006 Paris.

Tuesday 3rd

Welcome coffee (9:00-9:30)

Session 4: Consumer choices

Chair: Laurent Linnemer (CREST, IPP)

9:30-10:10: Johannes Kandelhardt (DICE), The Informational Content of Consumer Choice in Differentiated Product Markets.

10:10-10:50: Hugo Molina (INRAE, PSAE), The Cross-Category Effects of Food Labels: A Canteen Experiment.

Coffee Break (10:50-11h10)

Session 5: Markups and Markdowns

Chair: Thibaud Vergé (Autorité de la Concurrence)

11:10-11h50: Mert Demirer (MIT Sloan), Welfare Effects of Buyer and Seller Power.

11h50-12h30: Claire Chambolle (INRAE, PSAE), Markup, Markdowns and Bargaining in a Vertical Chain.

Lunch (12:30-14:15)

Session 6: Taxation and pass-through

Chair: Biliana Yontcheva (Hamburg University)

14:15-14:55: Maxime Tranchard (INRAE, PSAE), Strategic Behavior in Quality and Price: Empirical evaluation of sin taxes in the French dairy market.

14:55-15:35: Céline Bonnet (INRAE, TSE), Determinants of Cost-Price Transmission: Empirical Evidence in the French Alcohol Industries.

Coffee Break (15:35- 15:50)

Session 7: Market Power and Innovation

Chair: Emmanuel Paroissien

15:50- 16h30: Joel Stiebale (DICE), Gains from Patent Protection: Innovation, Market Power and Cost Savings in India.