



## About GLAIS C.E.

Founded in 1999, GLAIS C.E is an economic consulting company specializing in market analysis and valuations.

GLAIS C.E. has worked for national and international clients, in many economic sectors as detailed in our “References”, in close partnership with some of the leading business law firms. Our team gives economic analysis and advice to help companies build their business and law strategies and litigation cases, stressing on an independent and unbiased approach.

GLAIS C.E. can provide the practical experience of market mechanisms combined with the research and knowledge of first rank university statisticians, thus contributing to a better comprehension of the market and of the relations between competitors or business partners. Specializing in anti-trust and competition law and economics, GLAIS C.E. frequently takes part with its clients’ attorneys to national and European cases before the competent Authorities.

## What we provide

Some litigations and law strategies can raise complex economic, marketing and financial issues – Such cases require the help of experienced consulting economists. We provide that help with the following key success factors :

### Close collaboration with leading law firms since 1999

GLAIS Consulting Economists has been specializing in producing economic and market studies for business law issues since 1999, working in close partnership with some of the leading law firms in France.

### An independent expert approach, based on full objectivity

GLAIS CE has been cooperating with law firms since 1999, in national and international litigations or business strategies, in order to bring the reliability and objectivity that built our reputation.

### The experience of many markets and industries

Using its qualifications and knowledge in economic issues and business law, GLAIS CE has contributed to the setting up of important cases and strategies for some leading corporations, institutions and lobbies. Thus giving our office precious experience in most of the economic sectors: High technologies & electronic products, Food and dairy, Construction, Media, Service-based industry, Distribution, Luxury, perfume and cosmetics, Environment, Banking....

## Activities

### Valuation Advisory

Missions of advisory on the economic and financial aspects of litigations or business law strategies, with valuation and assessment of Companies, shares, intangible asset values in Merger or Acquisition projects, Economic and business prejudice following unfair competition practices, dominant position abuse, vertical restraints, breach in business relationships and agreements.

### Econometric, market and statistical analysis

In their actions or discussions with the French and European Authorities, especially the Antitrust Administrations, Corporations and Lobbies often need some independent market studies, made to measure, to construct their cases. We can provide our clients with dynamic and reliable statistical analysis of the market, using econometric models developed by our specialists among the leading University Professors.

### Merger & Acquisitions projects

GLAIS Consulting Economists can help corporations in setting up and conducting their M & A projects and strategies, especially for the French and European Antitrust Authorities:

- We help building the notification projects with economic data and analysis
- We provide our clients with “Relevant Market” definitions and with the impact of the project on competition and market shares

**References :** MINISTRY OF DEFENCE, FRENCH PERFUMES & COSMETICS INDUSTRIES FEDERATION, COCA COLA FRANCE, FRENCH BANKING FEDERATION, VEOLIA PROPTE, GROUPE MICHELIN, GROUPE SAFRAN, GROUPE PROCTER & GAMBLE, GROUPE SONY FRANCE, GROUPE OUEST FRANCE, ROYAL CANIN, GROUPE ALCYON, CONSEIL NATIONAL DES PROFESSIONS DE L’AUTOMOBILE, FRENCH BEEF SECTOR : FNB, FNICGV, DGAL, INSTITUT DE L’ELEVAGE. FRENCH DAIRY SECTOR : FNPL, FNIL, FNCL, ARILAIT RECHERCHES. EURO-RSCG COMPAGNIE...