

# Competition compliance

## With competitors

- Don't discuss prices or sales
- Don't discuss rebates, discounts or other pricing terms
- Don't discuss production capacities, investments or stocks
- Don't discuss or engage in concerted action
- Don't discuss customers or suppliers
- Don't discuss marketing
- Don't exchange sensitive business data
- **Always be prudent**

## In trade association meetings

- Obey the same rules
- **If others break the rules: make an objection and leave the meeting**

## With customers and suppliers

- Don't terminate supply or distribution contracts without first checking with the legal department

## With customers (distributors)

- Don't force customers to maintain resale prices or respect set margins
- Don't restrict where and to whom your customers may sell
- Don't require a customer not to buy competing goods

## If there is a dawn raid

- Inform management and the legal department
- Call external counsel
- Check the scope of the investigation
- Ensure the search stays within this scope
- Don't destroy documents or delete electronic files while the investigation is pending
- Keep a set of the documents that the competition authority has copied
- Don't volunteer unnecessary information in interviews
- Keep good minutes
- **Cooperate, be friendly, stay alert**

**If in any doubt, contact your Legal Department or your White & Case contact on +32 2 239 2620**

[whitecase.com](http://whitecase.com)