

Antitrust Guideline

“Pointers” for our meeting

You should avoid these topics!

Product Prices

- Pricing, future price strategies.
- Product-related effects of cost increases on pricing at product level, for example: agreement to pass on increasing raw material, energy or labour costs.
- Individual sales and payment conditions, discounts, surcharges, bonuses, etc.

Customers/Suppliers

- Division of markets or reference groups.
- Individual customer relationships.
- Assignment of customers to particular suppliers (e.g. preferred suppliers).
- Volume limitations or allocation of certain supply quotas.
- Boycotts or calls for boycott.

Company Key Performance Indicators

- Individual cost positions of the company, cost accounting formulas (product-related information on procurement costs, production, inventories, etc.).
- Product-related sales figures, delivery times.

Future Market Behaviour

- Planning for capacity expansion or reduction, insofar as conclusions may be drawn at product level.
- Plans with respect to research and development, investments, production, marketing or sales.