

Japanese, US and EU Competition Laws for Sales representative

# Competition Law Handbook

## Introduction

On paper, these days, are full of reports or concerns about violation of the Competition Law in the US, EU, Japan and other countries due to the emergence of giant platforms.

Competition Law refers to a law that seeks to maintain healthy and fair competition in the market economy. The laws enforced may vary by country or market conditions and the severity of sanctions for violation may differ too.

Due to expansion in NTT Group's global business, our operations are now spread across 89 countries and regions and we will continue to spread further through global reorganization.

To keep expanding our business, we must become more aware of the Competition Law than ever before and ensure that violations of the law do not set back our efforts.

This handbook presents concrete and easy-to-understand examples that employees engaged in sales across the globe can refer to for their everyday tasks. It has been created with the hope that it will help employees ensure compliance with the Competition Law. We hope this handbook will enable employees execute business activities smoothly.

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**Sales Planning**

- Q1** Bundle sales, set sales (tie-in sales) ..... **P4**
- Q2** Indication of selling price to distributors ..... **P5**
- Q3** Deciding selling price and other details jointly with competitors ..... **P6**
- Q4** Restricting the distributors' vendors, sales methods and sales regions ..... **P7**

**Proposal**

- Q5** Setting prices well below the cost ..... **P8**
- Q6** Prior consultation with competitors on bids (bid rigging) ..... **P9**
- Q7** Meeting sales representative of competitors ..... **P10**
- Q8** Consulting competitors about estimates ..... **P11**
- Q9** RFP specifications ..... **P12**
- Q10** Precautions for bidding ..... **P13**
- Q11** Precautions for consortium bidding ..... **P14**

**Orders/Contracts**

- Q12** Participating in a bid-winning consortium, etc. .... **P15**

**Procurement**

- Q13** Suppliers selling at prices lower than the prices offered to our company (Most-favored-nation treatment) ..... **P16**