Dansk Industri

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08. mar. 12

Growth and New Opportunities

Challenges for Competition Authorities

DI – Confederation of Danish Industry

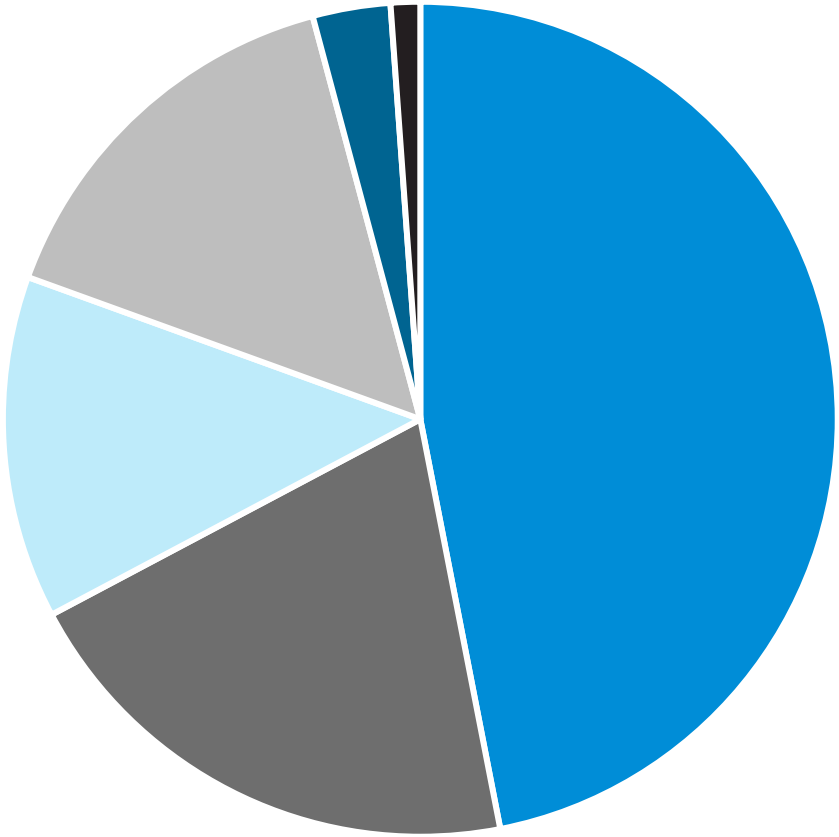
DI is a private employer and business organisation, representing 10,000 businesses.

DI works to create the best possible conditions for the business community.

DI handles matters within labour force, tax, climate, and integration.

DI negotiates the largest collective agreements on the Danish labour market.

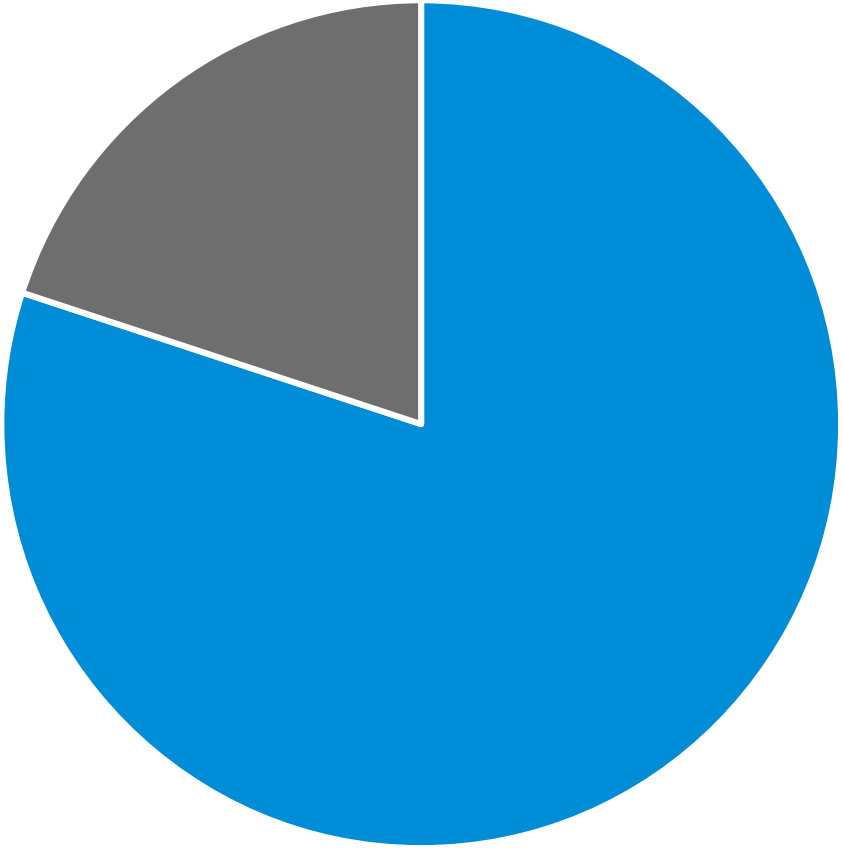
Members distributed by total payroll



- 46 pct. - Processing
- 20 pct. - Business service
- 13 pct. - Trade
- 15 pct. - Transport, mail
- 3 pct. - Energy
- 1 pct. - Other

Source: DI 2. quarter 2007

Big and small with a lot in common



Companies in percent.

- 80 pct. with less than 100 employees
- 20 pct. with more than 100 employees

Negative consequences of non-compliance

- Reputational damage
- Being sued for damages by those harmed by the unlawful behavior
- Criminal sanctions
- A significant drain on management and financial resources in handling a competition law infringement case

By complying companies will achieve the following benefits

- Reducing the risk of reputational damage connected with an infringement
- Being seen as a progressive and ethical business
- Improving internal procedures and making them safer
- Attracting ethically conscious customers and investors
- As an employer attracting and retaining ethically conscious employees
- Reducing the risks of fines
- If fined, a mitigating factor in some jurisdictions – e.g. Denmark
- Lowering legal costs

Introduction of imprisonment as a sanction

- No documented effect as general deterrence
- No documented need
- Risk that leniency system will be impurred
- Primary liability lies with the company
- Extradition of Danish citizens
- Risk that activity of innovative companies will be weakened