ICN Merger Working Group



Questionnaire to ICN Members to Assess ICN Merger Working Group Work Product and Future Needs

I. Introduction

Purpose of Questionnaire: As one of its top priorities for this year, the ICN Merger Working Group (MWG) is conducting a comprehensive assessment of its work product and ICN membership needs. The purpose of this survey is to gather information from ICN members that will assist the MWG in the following areas:

- assessing the use and impact of its work product and other activities;
- · identifying potential barriers to work product use or implementation; and
- evaluating new areas of work that would assist ICN members in making merger review more effective.

In completing this questionnaire, we request that members consider all aspects of their merger regime, including the establishment and revision of merger notification and review procedures, as well as the review and analysis of individual mergers. The MWG will analyze the information gathered in the survey to assess the MWG's past initiatives, consider appropriate areas of future work, and review its Long-Term Plan. We very much welcome your input, and thank you for taking the time to complete this questionnaire.

Questionnaire responses are requested by October 1, 2010.

Use of Questionnaire Responses: The MWG will consider all information received in conducting its assessment. At the conclusion of the assessment, the MWG will report on its findings, including those based on the results of this survey. The MWG plans to report on the responses received primarily on an aggregate basis. However, the MWG may, in some cases, wish to report individual responses or report results in such a way that it may be possible to identify the responding agency or jurisdiction.

If there are any responses provided by you that you wish to be reported only in an aggregate or non-attributable manner, please indicate the relevant question numbers in the space below:

Even though our Competition Act dates back to 1973 (Decree Law 211 of 1973 and its amendments), the current system was adopted in 2004 (by an amendment introduced by Law N° 19.911 of November 14th 2003), by which the "Commissions" were replaced by the Competition Tribunal (TDLC) and several other substantive provisions were reformed. Therefore, our statistics have only considered a period of six years of merger control activities (2004-2009), with the exception of the answer for section II.3.a

II. About Your Authority

- 1. Name and jurisdiction
 - a. Name of Authority: Fiscalía Nacional Económica or "FNE" (or National Economic Prosecutor's Office)
 - b. Jurisdiction: Chile
- 2. Contact person at your authority regarding this questionnaire response
 - a. Contact Name: Camila Ringeling; Marcia Pardo; Fernando Araya
 - b. E-mail Address: cringeling@fne.gob.cl; mpardo@fne.gob.cl; faraya@fne.gob.cl
- 3. Merger review at your authority
 - a. For how many years has your authority conducted merger review? Select one.
 - 0-5 years
 - 6-10 years
 - 11-20 years
 - More than 20 years
 - Authority does not conduct merger review
 - Other Please specify:

- b. How many personnel at your authority, such as those listed in Question 11.c below and excluding administrative support personnel, work on merger review? *Select one.*
 - 0-5
 - 6-10
 - 11-20
 - 21-50
 - 51-100
 - More than 100
- c. What type of merger notification system, if any, is in place in your jurisdiction? Select one.
 - Mandatory notification system
 - Voluntary notification system
 - □ No merger notification system
 - Other *Please specify:*
- d. How many merger transactions were notified in your jurisdiction in 2008?

2 In 2009?

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e. How many in-depth or second phase merger reviews did your authority initiate in 2008?

The FNE has not adopted so far a system in which merger control clearly separates two phases, we are currently reviewing our horizontal guidelines and may look further into this issue. However, we have identified operations where a more in-depth analysis has been required, and hence either parties or the FNE brings the case before the Competition Tribunal (TDLC). Therefore, it may be said that a First phase case is started by the FNE ex officio when potential risks of a merger are identified and should be analysed, and a Second Phase case will take place when either the FNE or parties bring the case before the Competition Tribunal which will perform a depth analysis and issue a formal ruling. The statistics herewith where gathered following the mentioned criteria. In 2008 there where 0 in-depth or second phase merger reviews.

In 2009?

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- f. Does your authority: Select all that apply.
 - Make merger decisions subject to merits appeal
 - Make merger decisions subject to judicial appeal
 - Bring merger cases in court
 - Make merger decisions on the recommendation of a minister
 - Conduct only first phase investigations
 - Conduct only second phase investigations

III. ICN MWG Work Product

4. In the table below, please respond "Y" (for Yes) or "N" (for No) in the boxes under A, B, C, and D to indicate your use and assessment of the MWG product listed.

ICN Merger Working Group Work Product	A. Is your authority familiar with this work product? (Y/N)	B. Has your authority used this work product in your merger review regime? (Y/N)	changes in your	D. Does your authority plan to use or reference this work product in the future? (Y/N)
a. <u>Recommended</u> <u>Practices for Merger</u> <u>Notification and Review</u> <u>Procedures</u>	N	N	N	Y
b. <u>Recommended</u> <u>Practices for Merger</u> <u>Analysis</u>	Y	Y	Y	Y
c. <u>Merger N&P</u> Implementation <u>Handbook</u>	Y	Ν	Ν	Y
d. <u>Merger Guidelines</u> <u>Workbook</u>	Y	Y	Y	Y
e. <u>Investigative</u> <u>Techniques Handbook</u>	N	Ν	N	N
f. <u>Merger Remedies</u> <u>Report</u>	Y	Y	Y	Y
g. <u>Model Confidentiality</u> <u>Waiver</u>	N	Ν	Ν	Y
h. <u>Merger Templates</u> and Web Links	N	Ν	Ν	Y
i. Reports on Merger No	otification and Procedu	ures:		
<u>Information</u> <u>Requirements for</u> <u>Merger Notification</u>	Ν	Ν	Ν	Ν
Defining "Merger" <u>Transactions for</u> <u>Purposes of Merger</u> <u>Review</u>	N	Ν	Ν	Y
<u>Setting Notification</u> <u>Thresholds for</u> <u>Merger Review</u>	Ν	Ν	Ν	Ν
<u>Comparative Study</u> <u>of Merger</u> <u>Notification Filing</u> <u>Fee Systems</u>	Ν	Ν	Ν	N

ICN Merger Working Group Questionnaire

5. With respect to your use of MWG work product as indicated in Question 4 above, can you provide any specific examples of how you have used or promoted MWG work product within your agency (e.g. use of work product in formulating merger policy or procedures, use of work product in internal training, or use by case handlers in the course of merger investigations)?

The work product has been used by case handlers in the course of merger investigations and has been used as a reference when drafting and revising our internal guidelines.

6. Have you used any MWG work product outside the authority (e.g. with legislators, sector regulators, courts, the business community, the private bar/legal community, consumers, or the public), and if so, how? Did you find the MWG work product useful?

No

7. With respect to any instances in which MWG work product has contributed to changes in your merger review regime as indicated in Question 4 above, please provide a brief summary of the changes made and how MWG work product contributed to the change.

The changes made were the drafting of internal merger guidelines and standardizing merger control procedures. The ICN work product served as an important source for these improvements.

8. Which MWG work products or types of work product (e.g. Recommended Practices; handbooks, workbooks, or other practical guidance; comparative reports; teleseminars; workshop discussions; etc.) have you found to be most useful and why? Has this changed over time?

Recommended practices and handbooks have been the most helpful since they can be more easily used by case handlers and staff. Workshops are also very useful. Further efforts should be made by us internally in order to disseminate the knowledge and insights of the workshops, and MWG work products.

- 9. Barriers to implementation or use of MWG work product
 - a. Are there any formal or informal barriers to your authority's implementation or use of any MWG work product?
 - 🛛 Yes 🗌 No
 - b. If Yes, what are they? Select all that apply.
 - Legal (*e.g.* implementation of work product would require a change in law)
 - Unfamiliarity (*e.g.* lack of understanding or familiarity with the work product by case handlers or other personnel)
 - Language (*e.g.* work product is not accessible to non-English speaking personnel)
 - Relevance (e.g. work product is not relevant to your issues or needs)
 - Resources (*e.g.* implementation or use of work product is not a current priority given agency resources)
 - Other *Please specify:*
 - c. Are there ways in which the MWG could assist in removing barriers to your authority's use or implementation of MWG work product? If so, how?

No, the main barrier is legal, we have no compulsory notification system and thus, many of the ICN merger work products are not applicable to our system.

10. Are there ways in which the MWG could more effectively promote awareness and use of any of its work product? If so, how?

In our opinion ICN promotes the use of its work product quite well, more teleseminars, articles and newsletters are always useful tools for promoting awareness.

IV. Other Merger Working Group Activities

- 11. ICN Merger Workshops
 - a. Have representatives from your authority participated in ICN Merger Workshops?



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If No, go to question 11.f below.

- b. Which ICN Merger Workshops has your authority participated in? Select all that apply.
 - November 2002 workshop in Washington D.C.
 - October 2004 workshop in Brussels
 - March 2006 workshop in Washington D.C.
 - April 2007 workshop in Dublin
 - June 2007 workshop in Pretoria
 - March 2008 workshop in Brno
 - March 2009 workshop in Taipei
- c. What types of officials at your authority have participated in ICN Merger Workshops? Select all that apply.
 - Head of agency
 - Head of mergers or merger units
 - Merger case handlers (including lawyers/economists)
 - Lawyers who are not case handlers
 - Economists who are not case handlers
 - Policy staff
 - International staff
 - Other:
- d. What has your authority found most beneficial about the ICN Merger Workshops that your officials have attended?

We found that the discussion of hypothetical cases was very illustrating and helpful. It is a great opportunity to learn and share our experiences with other agencies. We also benefited a great deal from presentations and we are still using the work product developed by the working groups as a reference when analysing a case.

e. Are there ways in which ICN Merger Workshops could be improved to provide greater benefits to members?

Each attendant could bring real cases from its jurisdiction to the workshops in order to discuss the difficulties encountered and the solutions applied.

f. Should the MWG continue to conduct merger workshops?

🛛 Yes 🗌 No

g. What topics would be most useful to address in future workshops?

It would be interesting to address in more detail the potential risks that arise from a specific type of merger and /or specific market and the remedies applicable.

- 12. MWG teleseminars
 - a. Have representatives of your authority participated in either of the following MWG teleseminars? Select all that apply.





If your authority did not participate in any MWG teleseminars, go to question 12.e below.

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- b. What types of officials at your authority have participated in MWG teleseminars? Select all that apply.
 - Head of agency
 - Head of mergers or merger units
 - Merger case handlers (including lawyers/economists)
 - Lawyers who are not case handlers
 - Economists who are not case handlers
 - Policy staff
 - International staff
 - Other:
- c. What has your authority found most beneficial about the teleseminars in which your officials participated?
- d. Are there ways in which MWG teleseminars could be improved?
- e. Should the MWG continue to conduct teleseminars?

\boxtimes	Yes		No
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- f. What topics would be most useful to address in future teleseminars?
 - New developments in Merger Remedies

13. Web-based tools

- a. How often does your authority use the MWG section of the ICN website? Select one.
 - Less than once a month
 - 1-3 times a month
 - More than 3 times a month
- b. Are there ways in which the MWG section of the ICN website could be improved? If so, how?
- c. Are there any additional Web-based tools (e.g. webinars, other Web-based training tools, an online discussion forum, etc.) that the MWG should explore to better serve member needs?

V. Member Needs and Future Direction of MWG Work

14. Indicate your authority's interest in further MWG work in each of the following areas:

		Very Interested	Interested	Not Interested
a.	Update or supplement existing MWG work product Possible projects:			
	1) Review and update <u>Recommended Practices for Merger</u> Notification and Review Procedures			\boxtimes
	2) Explore potential for additional <u>Recommended Practices for</u> <u>Merger Analysis</u> covering topics such as efficiencies, non- horizontal mergers, or analysis of merger remedies	\boxtimes		
	3) Supplement <u>Investigative Techniques Handbook</u> to include new material covering topics such as investigation of remedies or use of digital evidence in merger investigations			

		Very Interested	Interested	Not Interested
	4) Update Merger N&P Implementation Handbook to include new information on RP implementation			\boxtimes
	5) Update Merger Guidelines Workbook to update illustrative cases or reflect the latest developments in ICN members' merger guidelines			
	6) Review and update reports on merger notification issues		\boxtimes	
	7) Other <i>Please specify:</i>			
		Very Interested	Interested	Not Interested
b.	Undertake additional efforts to promote familiarity, implementation, and use of existing MWG work product Possible mechanisms:			
	1) ICN-wide merger workshops		\boxtimes	
	2) Regional ICN merger workshops			\boxtimes
	3) Teleseminars highlighting or focusing on specific MWG work product		\boxtimes	
	4) Web-based training efforts, such as through outreach with the <u>ICN Curriculum Project</u>	\boxtimes		
	5) Individual member outreach, such as through outreach with <u>AISUP</u>			\boxtimes
	6) Develop materials designed to promote implementation and use of existing work product (<i>e.g.</i> training materials, implementation handbooks, voluntary self-assessments, etc.)		\boxtimes	
	7) Other <i>Please specify:</i>			
		Very Interested	Interested	Not Interested

c. New work product

Possible areas of focus:

		Very Interested	Interested	Not Interested
1) Investigative techniques. E.g	g.:	\boxtimes		
Use of compulsory requests	3			
 Obtaining and using electro 	nic evidence			
 Obtaining information witho 	ut undue burden			
 Interviewing techniques 				
 Investigating mergers efficience constraints 	ently within governing time			
Assessing compliance with requests	notification rules and compulsory			
 Interaction with sector regul review role 	ators with a concurrent merger			
If you selected Very Interested useful?	, what topics would be most			
Investigating mergers efficiently constraints	y within governing time			
If you selected Very Interested be most useful? Select all that	, what types of new work would <i>apply.</i>			
🛛 New RPs	I Teleseminars			
Handbooks or workbooks	🛛 Workshop discussions			
⊠ Reports	Other Please specify:			
		Very Interested	Interested	Not Interested
2) Merger notification and proc	edure issues <i>E a :</i>			\boxtimes
	oddi o 100000. E.g			
• Timing and timetables for m	-			
	erger review	_		
Timing and timetables for m	erger review rger notification fication such as calculation of			
 Timing and timetables for m Use of exemptions from me Criteria used in merger notification turnover and other measurem 	erger review rger notification fication such as calculation of			
 Timing and timetables for m Use of exemptions from me Criteria used in merger notifiturnover and other measurem Defining joint ventures and 	rerger review rger notification fication such as calculation of nent tools calculating turnover for purposes			
 Timing and timetables for m Use of exemptions from me Criteria used in merger notification turnover and other measurem Defining joint ventures and of notification rules 	erger review rger notification fication such as calculation of nent tools calculating turnover for purposes articipation in merger review			
 Timing and timetables for m Use of exemptions from me Criteria used in merger notification turnover and other measurem Defining joint ventures and of notification rules Procedures for third party p 	erger review rger notification fication such as calculation of nent tools calculating turnover for purposes articipation in merger review nts			
 Timing and timetables for m Use of exemptions from me Criteria used in merger notification ver and other measurem Defining joint ventures and of notification rules Procedures for third party p Initial notification requireme If you selected Very Interested 	rerger review rger notification fication such as calculation of nent tools calculating turnover for purposes articipation in merger review nts , what topics would be most			
 Timing and timetables for m Use of exemptions from me Criteria used in merger notification vertures and other measurem Defining joint ventures and of notification rules Procedures for third party p Initial notification requireme If you selected Very Interested useful? 	rger notification fication such as calculation of hent tools calculating turnover for purposes articipation in merger review nts , what topics would be most			
 Timing and timetables for m Use of exemptions from me Criteria used in merger notifiturnover and other measurem Defining joint ventures and of notification rules Procedures for third party p Initial notification requireme If you selected Very Interested useful? If you selected Very Interested be most useful? Select all that New RPs 	reger review rger notification fication such as calculation of nent tools calculating turnover for purposes articipation in merger review nts , what topics would be most , what types of new work would <i>apply</i> . 			
 Timing and timetables for m Use of exemptions from me Criteria used in merger notifiturnover and other measurem Defining joint ventures and of notification rules Procedures for third party p Initial notification requireme If you selected Very Interested useful? 	rger notification fication such as calculation of hent tools calculating turnover for purposes articipation in merger review nts , what topics would be most			

			Very Interested	Interested	Not Interested
3) Merger analysis: general. E.	g.:		\boxtimes		
 Conducting merger analysis 	during initial phase				
 Conducting in-depth analys potentially problematic merge 		1			
 Merger analysis issues aris particular types of mergers. 	ng in particular sectors	or			
If you selected Very Interested useful?	what topics would be i	most			
Merger analysis issues arising types of mergers.	n particular sectors or	particular			
If you selected Very Interested be most useful? Select all that		rk would			
🛛 New RPs	I Teleseminars				
Handbooks or workbooks	Workshop discuss	sions			
Reports	Other Please spe	cify:			
			Very Interested	Interested	Not Interested
4) Merger analysis: economic a	nalysis issues. <i>E.g.:</i>		\boxtimes		

 4) Merger analysis: economic a • Use and analysis of econom assessing mergers • Latest developments in ecor 	ic and econometric data in		
If you selected Very Interested, useful?	what topics would be most		
Latest developments in econom	nic analysis of mergers.		
If you selected Very Interested, be most useful? Select all that a			
🛛 New RPs	☑ Teleseminars		
Handbooks or workbooks	☑ Workshop discussions		
⊠ Reports	Other Please specify:		

		Very Interested	Interested	Not Interested
5) Merger remedy issues. <i>E.g.:</i>		\boxtimes		
 Assessing potential remedie 				
 Monitoring and ensuring cor Use of trustees, etc. 	mpliance with remedies			
If you selected Very Interested, useful?	what topics would be most			
Assesing potential remedies.				
If you selected Very Interested, be most useful? Select all that				
🛛 New RPs	☑ Teleseminars			
Handbooks or workbooks	☑ Workshop discussions			
Reports	Other <i>Please specify:</i>			
		Very Interested	Interested	Not Interested
6) Organizational issues. E.g.:			\boxtimes	
 Mechanisms that agencies more efficient or effective me 	have found useful in conducting rger review			
 Directing a merger review or 	rganization and its resources			
 Engaging the parties and ac 				
 Promoting a transparent pro 				
 Establishing procedures to p submissions 	protect confidentiality of			
If you selected Very Interested, useful?	what topics would be most			
If you selected Very Interested, be most useful? Select all that	, what types of new work would apply.			
New RPs	Teleseminars			
Handbooks or workbooks	Workshop discussions			
Reports	Other <i>Please specify:</i>			

		Very Interested	Interested	Not Interested
 7) Agency coordination in multi Procedural coordination Coordination on substantive Information sharing while pr Coordination to avoid incons 	e issues rotecting confidentiality concerns			
If you selected Very Interested, useful?	, what topics would be most			
If you selected Very Interested, be most useful? Select all that	, what types of new work would <i>apply.</i>			
New RPs	Teleseminars			
Handbooks or workbooks	Workshop discussions			
Reports	Other <i>Please specify:</i>			
		Very Interested	Interested	Not Interested
issues in external review If you selected Very Interested, useful?	vestigations to minimize potential , what topics would be most , what types of new work would			
		Very Interested	Interested	Not Interested
	on merger review issues with the egulators, and other government			
 10) Development of training too Developing new training ma or posting on the MWG Web Posting of workshop materia Collecting examples of men 	iterials for in-house member use page als on the MWG Web page			
11) Conducting teleseminars to emerging issues in merger revi	share information on new or	\boxtimes		
12) Case studies. E.g.:	ninars or workshops, a collection			

VI.

		Very Interested	Interested	Not Interested
	13) Please suggest other areas for new work not already mentioned in which your authority is very interested: Techniques for development of thresholds for small economies	S		
15 \\/	high antion would you prioritize first? Salast one			
15. 10	hich option would you prioritize first? Select one.			
	Developing new work product			
	Promoting familiarity, implementation, and use of existing v	work product		
	Updating existing work product			
16. WI	hat future MWG work would be most useful to your authority?			
	Latest developments for merger analysis and investigative tech	hniques		
MWG	Participation and Performance			
17. WI	hich of the following MWG activities has your authority participate	ed in? Select all	that apply.	
	⊠ MWG calls			
	Input on MWG Recommended Practices (drafter, providing	g comments on a	drafts, etc.)	
	Input on other MWG Work (drafter, providing comments or etc.)	n drafts, submiss	sion of survey	responses
	Serving as a panelist/moderator in MWG workshops or tele	eseminars		
	Serving as a panelist/moderator in MWG plenary or break	out sessions at l	CN conference	es
18. WI	hat benefits has your authority obtained from participation in the	activities identifi	ed in Questic	n 17 above
	We have obtained information regarding the forthcoming WMG	G workshop.		
19. Dc	pes the MWG provide your authority with adequate opportunities	to contribute to	its work?	
	🛛 Yes 🗌 No			
	re there ways in which the MWG could encourage broader memb oportunities to contribute to its work? If so, please describe.	per participation	or offer mem	bers greate
	No.			
tel	e there time, resource, or other constraints that limit your ability te leseminars, or other activities? If so, please describe and provide alp address these constraints.			
	No.			
22. NC	GA participation in the MWG			
a.	Has your authority invited NGAs to participate in MWG activitie	es?		
	🗌 Yes 🛛 No			
b.	Are there ways in which the MWG could more effectively obtain participation in its activities? If so, please describe.	n NGA input or e	expand the le	vel of NGA
	No.			
23. Dc	o you have any other suggestions or comments on the MWG not	covered by the	questions ab	ove?
	No.			

Thank you very much for taking the time to complete this questionnaire.

Please return your responses by e-mail to: ICN.Secretariat@cb-bc.gc.ca