



EUROPEAN COMMISSION
DIRECTORATE-GENERAL FOR COMPETITION

Principal adviser : Ex-post economic evaluation

Brussels, 31 July 2023
COMP.PA01/TD

Subject: Exploring Aspects of the State of Competition in the EU – business survey of ‘European export champions’

Dear Sir, / Dear Madam,

The European Commission is currently undertaking an economic study to assess the current state of competition in the EU, its evolution over time and its role in terms of value added and welfare creation for EU citizens and businesses.

As part of this study, the Directorate General for Competition of the European Commission (“DG COMP”) has commissioned an external support study to a consortium composed of Lear, E.CA Economics, Fideres, Kantar Public, Prometeia, and the University of East Anglia (“the consultant”). One of the work-streams of this preparatory study aims to identify successful EU-based companies which play an important role in Member States’ strongest export sectors (so-called ‘European export champions’) and to analyse by way of a business survey the contribution of effective domestic competition and competition in the Internal Market (‘competition at home’) to the success of such firms on global markets.

As part of the study, we will carry out a quantitative survey among European businesses in the strongest export sectors. The survey is aimed at understanding the impact of domestic competition on the companies’ export performance. We would be very grateful if you could support the study by announcing to your members that the survey is taking place (e.g. via website, newsletter) and support the consultant’s activities by allowing the consultant to mention that you support this survey. We would also kindly ask you to supply the consultant with contact information of companies in these sectors, when possible, as outlined in the consultant’s email message.

Your participation is important for the successful contact with these companies as well as to speed up the survey process. Please note that the consultant is under strict confidentiality obligations. In particular, based on the contract between the consultant and the European Commission governing the execution of this study, the consultant must i) not use confidential information for any purpose other than to carry out this study, ii) ensure the protection of confidential information with the same level of protection as its own confidential information and in any case with due diligence, and iii) not disclose, directly or indirectly, confidential information to third parties during the course of the study as well as after the completion of the study.

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Please also note that this economic study aims to explore from an economic point of view the societal benefits of effective competition and is not in any way linked to the enforcement activities of DG COMP. Any company responses processed by the consultant for the purpose of the study will not be shared with the parts of DG COMP involved in enforcement. The person in charge on the consultant's side is Stephan Paetz (stephan.paetz@kantar.com). Please feel free to contact him for further clarifications.

We would be grateful if you could provide all assistance needed to the consultant so that the Commission can collect information on the competitive landscape that EU export champion companies face in their sectors.

We thank you in advance for your cooperation.

Yours faithfully,

Thomas DEISENHOFER
Principal Adviser