INDIALAW

Competition Compliance & Risk Management

Competition Compliance Law Firm in India for CCI Risk Audits and Dawn Raids

PRACTICE PROFILE • OCTOBER 2026

Overview

Our Competition Compliance & Risk Management practice focuses on developing tailored preventive measures to help businesses operate effectively within the boundaries of competition law. We design customized compliance programs aligned with industry-specific competition risks and business operations, conduct thorough risk assessments, and provide practical training for key personnel. Our proactive approach emphasizes practical, business-friendly solutions that mitigate legal exposure while maintaining commercial flexibility, helping clients build strong compliance cultures that protect against investigations and penalties.

Our Services

- Development of tailored competition compliance programs and policies
- Conducting competition audits and risk assessments
- Implementation of dawn raid response protocols and training
- Guidance on vertical restraints, distribution agreements, and pricing practices
- Advisory on information exchange, industry associations, and competitor collaborations
- Compliance with dominance-related obligations for market leaders
- Training programs for management, sales teams, and in-house legal departments

Key Professionals



Rahul Sundaram
Partner



Dinesh Gupta
Partner

Frequently Asked Questions

Q1 **What does competition compliance and risk management involve in India?**

It involves designing internal policies, training programs, and audit frameworks that help businesses avoid conduct prohibited under the Competition Act, 2002. This includes guidance on pricing practices, distributor arrangements, information exchanges, and dominance obligations, all tailored to the company's sector and risk profile.

Q2 **When should a company invest in a competition compliance program?**

Ideally before a CCI investigation begins. Companies entering new markets, acquiring competitors, joining industry associations, or holding significant market share face heightened scrutiny. A compliance program built proactively is far more effective and less costly than responding to an inquiry after the fact.

Q3 **Which regulator and statute govern competition compliance in India?**

The Competition Commission of India (CCI) administers the Competition Act, 2002. Appeals lie before the NCLAT. The CCI can impose penalties up to 10% of a company's average turnover for the preceding three financial years for anti-competitive agreements or abuse of dominance.

Q4 **How long does it take to build a tailored competition compliance program?**

A focused program for a single business unit typically takes 6 to 10 weeks, covering risk assessment, policy drafting, and initial training. Multi-division or multinational rollouts take longer. Key cost drivers include the number of business verticals, geographic spread, and depth of audit required.

Q5 What documents are needed to start a competition compliance engagement?

We typically need the company's organizational chart, existing compliance policies, standard distribution and supply agreements, pricing guidelines, records of industry association memberships, and details of any prior CCI proceedings or sector inquiries. Internal communications protocols are also reviewed early.

Q6 What is the most common competition compliance mistake companies make?

Treating compliance as a one-time policy document rather than an ongoing process. Without periodic audits, refresher training, and updates reflecting new CCI decisional practice, written policies become outdated. Sales teams and middle management often engage in risky conduct simply because no one reinforced the rules.

Related Practice Areas

Competition / Anti-Trust | Competition Policy & Regulatory Affairs | Sector-Specific Competition Advisory | Merger Control & Combinations | Competition Investigations & Enforcement Defence