



## Seminar

# International commercial distribution and intermediation: focus on Spain, France, Germany and Japan

Friday, 6 July 2018  
14h00

Unione Confcommercio  
Sala Colucci  
Corso Venezia, 47  
Milano

IN COOPERATION WITH



**The participation to the meeting is free**

Registrations are accepted until exhaustion of available places and they will be confirmed 3 days before the seminar

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In international distribution and intermediation agreements it is particularly important to know the national legislation of the country where the commercial partner is based. Such knowledge is fundamental in the absence of written contracts, since in this case it is applicable the law of the State in which the service provider (distributor, agent, franchisee, commercial broker) has its seat.

With the contribution of some members of the Private International Law commission of the *Union Internationale des Avocats* (International Association of Lawyers) during the seminar there will be a description of the main peculiarities of the national legislation concerning distribution and commercial intermediation in force in Spain, France, Germany and Japan. The seminar will be in English language.

### PROGRAM

**14.00 Registration of participants**

**14.15 Beginning of the seminar and opening remarks**

**14.30** The main peculiarities of Spanish and French legislation in matters relating to distribution and commercial intermediation (moderator: Paolo Lombardi - ELEXI Studio Legale - Torino)

Speakers:

- Francisco Ramos Romeu (Ramos & Arroyo Abogados - Barcelona)
- Fernando de la Mata (Cortés, Abogados - Barcelona)
- Simona Matta (Zschunke - Paris)
- Nathalie Sinavong (Shubert Collin Associés - Paris)

**15.30 Break**

**16.00** The main peculiarities of German and Japanese legislation in matters relating to distribution and commercial intermediation (moderator: Alberto Pasino - Zunarelli Studio Legale Associato - Trieste)

Speakers:

- Olaf Hartenstein (Arnecke Sibeth Dabelstein - Hamburg)
- Monika König (Menold Bezler - Stuttgart)
- Verena Moll (Zschunke - Paris)
- Yoshihisa Hayakawa (Uryu & Itoga - Tokyo)

**17.00 Questions, discussion and end of the seminar**