## **Contents**

FORE	EWORD	3
INTR	ODUCTION	7
1	A UNIFORM MODEL FORM FOR INTERNATIONAL TRADE	7
2	SCOPE OF APPLICATION	7
	2.1. INTERNATIONAL AGREEMENTS	7
	2.2 BUYER-RESELLER	7
	2.3 DISTRIBUTOR-WHOLESALER/IMPORTER	7
	2.4 PRODUCT LIABILITY	8
3	WHAT IS A DISTRIBUTOR?	8
4	DISTRIBUTION CONTRACT AND SALES CONTRACTS	8
5	THE APPLICABLE LAW	8
6	COUNTRIES IN WHICH SPECIAL PRECAUTIONS SHOULD BE TAKEN	9
7	THE NEED TO COMPLY WITH ANTITRUST RULES	9
	7.1 EU RULES: ARTICLE 101 AND REGULATION 330/2010	10
	7.2 NATIONAL LEGISLATION	10
8	RECOURSE TO INTERNATIONAL ARBITRATION	10
9	PRECAUTIONS FOR USE OF THE MODEL FORM	10
MOD	EL FORM OF INTERNATIONAL SOLE DISTRIBUTORSHIP CONTRACT	12
	ANNEX I PRODUCTS AND TERRITORY	21
	ANNEX II COMMISSION ON DIRECT SALES	22
	ANNEX III PRODUCTS AND SUPPLIERS REPRESENTED BY THE DISTRIBUTOR	23
	ANNEX IV ADVERTISING, FAIRS AND EXHIBITIONS	24
	ANNEX V MARKETING STRATEGIES	25
	ANNEX VI CONDITIONS OF SALE — DISCOUNTS	26
	ANNEX VII GUARANTEED MINIMUM TARGET	27
	ANNEX VIII ICC MODEL CONFIDENTIALITY CLAUSE 2006	28

## ICC MODEL CONTRACT | DISTRIBUTORSHIP

ICC'S INTERNATIONAL CONTRACTS SERIES		
	ANNEX XII GOODWILL INDEMNITY	33
	ANNEX XI CHANGE OF CONTROL, OWNERSHIP AND/OR MANAGEMENT IN THE DISTRIBUTOR	32
	ANNEX X AFTER SALES SERVICE, REPAIRS, WARRANTY	31
	STOCK OF PRODUCTS AND SPARE PARTS	30