



UIA

Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados

Seminar presented by the UIA International Sale of Goods Commission
and the UIA Contract Law Commission

Drafting International Contracts – Trumps and Traps

HAMBURG GERMANY

Friday, May 24 & Saturday, May 25, 2019

With a welcome evening cocktail on Thursday, May 23

#UIAInternationalContracts



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Introduction

Selling its products and services is of key importance for almost every business. These sales and promotion activities often require the deployment of agents, distributors or other distribution intermediaries. This does not only apply to sales and promotion on a national level, but even more on an international level, as a growing number of companies is expanding internationally.

In doing so, they face new issues regarding the negotiation and drafting of international contracts. Even within a common market, such as the European Union, laws differ from country to country. Businesses selling in other countries are forced to deal with complex issues which arise in international contracts. Choosing one's own national law does often not avoid these complex issues.

This seminar organised by the UIA in Hamburg will analyze the basic issues of cross-border contracts with reference to three types of contracts more commonly used by those who approach a foreign market (sales, commercial agency, distributorship), and at the same time focus on the drafting of the clauses more commonly used. The seminar intends to give the participants a clear overview of the basic principles governing international contracts, through clear and effective contractual clauses. In respect to international sales contracts it is important to know the Vienna Convention on International Sales of Goods and Incoterms of the International Chamber of Commerce.

In order to attain this goal, a group of highly qualified speakers having at the same time a high-level profile and a practical experience in drafting and negotiating International contracts has been selected.

The main arguments discussed during the seminar will be:

- **International sales contracts:**

- General conditions of sale and negotiation of the respective clauses
- Clauses regarding delivery; Incoterms
- Non conformity
- Limitation of liability
- Arbitration
- Choice of court agreement under EU Regulation 1215/2012

- **Agency and distribution contracts:**

- Protection of agents in the EU
- Exclusivity and non-competition clauses
- Recent trends in goodwill indemnity
- EU antitrust rules
- Internet sales

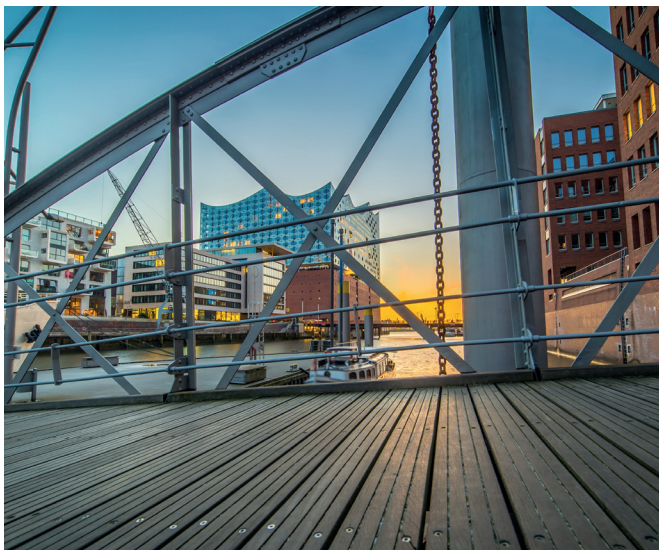
Mark your diaries now, save the dates and make sure to register!

We are looking forward to welcoming you to Hamburg!

All the information relative to our seminars is available on our Website www.uianet.org

The registration programme will be available in the coming weeks. For more information, please do not hesitate to contact us.

UIA – T +33 1 44 88 55 66 – F +33 1 44 88 55 77
uiacentre@uianet.org – www.uianet.org



ORGANISING COMMITTEE

Jean-Paul VULLIÉTY

President of the UIA International Sale of Goods Commission

Lalive

Geneva, Switzerland

T +41 (58) 105 2000

jpvulliety@lalive.ch

Milagros POAL-MANRESA-CANTARELL

President of the UIA Contract Law Commission
Centell-Folch Abogados

Barcelona, Spain

T +34 93 467 73 73

poal-manresa@centell-folch.com