

DISTRIBUTION TALKS | 12 February 2025

Distribution Talks #3 - Business transition and exclusivity

You may recall that the Distribution Law Center launched the newsletter “Distribution Talks” in response to the entering into force of the Vertical Block Exemption Regulation No. 2022/720.

On a regular basis, the Distribution Law Center tackles a common issue or concern that suppliers and buyers of products and services face in their daily practice in a crisp and straightforward manner.

The previous editions of the Distribution Talks focused on [online marketplaces](#) (Can a supplier restrict independent distributors from selling its products to online platforms that intend to distribute the products themselves?) and [use restrictions](#) (Could a use restriction be considered a customer restriction?).

In this [third edition](#), we focus on business transition versus exclusivity. Can you allow candidate distributors to prospect in a territory that you have exclusively allocated to a distributor?

Enjoy reading!

P.S. Missed any of the previous Distribution Talks? You can catch up on earlier editions:

- DT #1 - Online marketplaces: [here](#)
- DT #2 - Use restrictions: [here](#)