



International Distribution Institute

New Project for in-house counsels involved in IDI

1. INTRODUCTION

The involvement of companies in IDI (usually through their in-house counsels) is a defining feature of our Association.

In fact, IDI was created precisely to meet the needs of companies that create and manage distribution networks (of agents, distributors, franchises, etc.) around the world.

In this context, the IDI membership (through the annual subscription fee) offers to companies:

- access to materials and content on the IDI website (model contracts, country reports, high level special reports on related aspects, such as EU antitrust principle applied to distribution, applicable law and jurisdiction or arbitration; etc.);
- the availability of a network of “country experts”, who can be contacted locally in more than 60 jurisdictions around the world, for legal support; and
- opportunities for in-depth analysis and discussion, mainly through the Fall IDI Webinar (in November) and the Annual Conference (in June).

In order to always maintain a high level of services as described above, it is essential to maintain a constant relation with companies, in order to keep up to date with issues and critical points that arise from time to time in areas within IDI's expertise, which require appropriate solutions.



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2. CREATING A COMMUNITY AMONG IN-HOUSE COUNSELS

The aim of this new project is firstly to create a “community” among the in-house counsels who are IDI members, and a “safe place” where they can freely share information, experiences and ideas on distribution matters.

This can be done through regular conference calls (e.g. 2 calls per year, of 1 hour or 1 hour and half, each), during which in-house counsels exchange views and opinions on current legal issues regarding distribution matters, in connection with the initiatives indicated in the following paragraph 3.

Other possible occasions of interactions and exchange among in-house counsels may be evaluated in the future, on the basis of the feed-backs and evolution of this project.

3. SPECIAL EVENTS DEDICATED TO IN-HOUSE COUNSELS

The second objective is to provide in-house counsels with specific events dedicated to them: for instance, brief online sessions with country experts of a given geographical area and/or on new or topical issues regarding distribution and relates aspects.

The possible topics will be discussed and agreed upon during the calls mentioned in the previous par. 2, based on the specific circumstances and needs of each period of time, considering aspects relating to all stages of the relationship: not only the drafting and conclusion of contracts, but also the management of the relationship (e.g. any issues that may arise) and the final stage of termination (including disputes).

In principle, 1 or 2 sessions could be organized within a year.

Those special events will be free of charge for in-house counsels, who have an active membership at the time of the event, and subject to a registration fee, for non-IDI members.

4. SPECIAL CONDITIONS RESERVED TO IN-HOUSE COUNSELS

In addition to the above, special conditions are applied to in-house counsels, who participate to the IDI Annual Conference, as speakers.



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Namely, starting from 2026 they will receive a 50% discount on the conference registration fee and will be offered a free ticket to the gala dinner.

5. FIRST KICK-OFF CALL

In order to discuss and implement all the above, IDI will hold a first kick-off call, open to all in-house counsels having a connection, or anyhow involved in IDI, also including those not having an active IDI membership at the time of the call.

The call will be held on **October 21, 2025, from 3.00 to 4.00 p.m. CEST.**

We invite all in-house counsels to participate to the kick-off call, by confirming to: editorial.board@idiproject.com

September 8, 2025

Silvia Bortolotti, Buffa Bortolotti & Mathis, Turin; Vice-Chair IDI, IDI country expert for Italy

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