



Seminar on  
**Recent trends in selective distribution**  
 A comparison between Europe, US and China

Milan (Italy), 11th April 2018

Westin Palace Milan Hotel  
 Piazza della Repubblica 20, Milano

- 9.00 – 9.30 *Registration*
- 9.30 – 9.45 *Opening remarks*  
 Mattia **Dalla Costa** (President, LES Italy, Italy)  
 Claudio **Bergonzi** (Secretary General, INDICAM, Italy)
- 9.45 – 10.30 **Selective distribution in Europe**  
 Fabio **Bortolotti** (International Chamber of Commerce (ICC) Italia, Italy)
- 10.30 – 11.00 **Online sales and the impact of the ECJ decision “Coty” (C-230/16 of December 6, 2017)**  
 Aldo **Frignani** (University of Turin, Italy)
- 11.00 – 11.30 *Coffee break*
- 11.30 – 12.00 **Qualification criteria of the selective distribution and refusals to supply**  
 Corinne **Hovnanian** (Fidal, France)
- 12.00 – 12.30 **Selective distribution system in the Fashion industry**  
 Sara **Citterio** (Trussardi, Italy)
- 12.30 – 13.00 *Questions & Answers*
- Lunch Break -
- 14.30 – 15.00 **Selective distribution: the US point of view**  
 Shanti **Sadtler Conway** (Kirkland & Ellis LLP, USA)
- 15.00 – 15.30 **Selective distribution: the Chinese point of view**  
 Zhaohui **Wang** (JunHe, China)
- 15.30 – 16.00 **A new model of selective distribution in the field of cosmetics**  
 Valentina **Ranno** (L'Oréal, France)
- 16.00 – 16.20 *Coffee Break*
- 16.20 – 16.50 **Digital enforcement**  
 Romain **Dourlen** (Richemont International Ltd, UK)
- 16.50 – 17.20 **The use of social media and digital marketing**  
 Simon **Chalkley** (Wiggin, UK)
- 17.20 – 17.50 **Selective distribution in the Sport Goods Industry**  
 Jochen **Schäfer** (Legal Counsel of the World and European Federation of the Sporting Goods Industry WFSGI-FESI, Germany,)
- 17.50 – 18.00 *Questions & Answers and Closing remarks*
- 18.00 *Cocktail reception*

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## REGISTRATION FORM

Seminar on “Recent trends in selective distribution: a comparison between Europe, US and China”

Milan (Italy), 11<sup>th</sup> April 2018

Westin Palace Milan Hotel  
Piazza della Repubblica 20, Milano

Please complete the registration form and return by April 6, 2018 to [media@les-italy.org](mailto:media@les-italy.org)

Note that the number of seats in the seminar room and at the cocktail reception are limited. We recommend that you register as soon as possible.

### I AM INTERESTED IN ATTENDING

- The seminar on “Recent trends in selective distribution: a comparison between Europe, US and China”
- The IP Day cocktail reception
- Both the seminar and the cocktail reception

#### Participant information:

Title: (Mr./Dr./Mrs./etc.)	Last name:	First name:
Position:		
Organization/Company:		
Address:		
City/state:		Zip/post code:
Country:		
Phone:		Fax:
E-mail:		
VAT No.:		

#### Registration Fee

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Istituto di Centromarca  
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<input type="checkbox"/> Registration Fee	180 Euro
<input type="checkbox"/> LES Italy Members	Free
<input type="checkbox"/> INDICAM*	Free
<input type="checkbox"/> Confindustria Moda	20% discount

\* Only 1 representative per institution (company/IP firm/ law firm...) associated to INDICAM can benefit of a complimentary pass to participate to the event

### Payment Method

Bank account details:

Account name: LES Italy

Bank: Banca Prossima - Filiale 05000, Piazza Paolo Ferrari n. 10, 20121 Milano (MI)

Account number: 1000/00066200

IBAN: IT18 T033 5901 6001 0000 0066 200

Subject: "Recent trends in selective distribution"

### Billing Address (if different from above):

Title: (Mr./Dr./Mrs./etc.)	Last name:	First name:
Position:		
Organization/Company:		
Address:		
City/state:		Zip/post code:
Country:		
Phone:		Fax:
E-mail:		
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1. **PURPOSE OF PROCESSING** The processing that we intend to carry on data supplied by you shall be carried out for: a) implementation of services required (registration and services reservation) b) communications about event scheduling variation c) communications from the organizers and the sponsors after the event.
2. **METHOD OF PROCESSING** The processing shall be accepted with manual and/or automatic systems used to memorize, manage and transmit the data, with logic strictly related to the purposes for which they were collected, however, to ensure the security and confidentiality of data and in accordance with Article. 11 paragraph 1 of D. Lgs. N. 196, 30 June 2003. Please note that at any moment you can request the confirmation of the existence of his personal data and to know its content and origin, verify its accuracy or request its integration, updating or rectification (art. 7, Legislative Decree 196/2003). Under the same Article shall have the right to request cancellation, transformation into anonymous form or blocking of data processed in violation of the law, and to oppose in any case, for legitimate reasons, their processing by directing requests to the data controller LES Italy with its registered head office in Via A. Doria n. 15- 10123 Torino, Italia.
3. **OPTIONAL NATURE OF DATA AND CONSEQUENCES OF POSSIBLE REFUSAL TO ANSWER** The conferment of data is voluntary, refusal to provide such data for the purposes referred to in letters a) b) c) point 1 of this informative involves failure of the requested services.

The owner of treatment is LES Italy, Via Andrea Doria n. 15 - 10123 Torino, Italia

**TERMS AND CONDITIONS**

Please read the information listed below as each booking is subject to LES Italy and INDICAM standard terms and conditions.

**Payment Terms** Upon completion and return of the registration form, full payment is required no later than 3 business days from the date of invoice. Payment must be received prior to the conference date. We reserve the right to refuse admission to the conference if payment has not been received.

**Cancellation, Postponement and Substitution Policy** You may substitute delegates at any time by providing reasonable advance notice to LES Italy. LES Italy/INDICAM members may be substitute only with other LES Italy/INDICAM wishing to attend the conference. For any cancellations received in writing not less than five (5) days prior to the conference, you will receive a 100% refund. No refund will be issued for any cancellations occurring within five (5) days (inclusive) of the conference. In the event that LES Italy and INDICAM cancels the event for any reason, you will receive 100% refund of the fee paid. In the event that LES Italy and INDICAM postpones the event for any reason and the delegate is unable or unwilling to attend in on the rescheduled date, you will receive a 100% refund of the fee paid. LES Italy and INDICAM shall assume no liability whatsoever in the event this conference is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable, illegal or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labour strike, extreme weather or other emergency. Please note that while speakers and topics were confirmed at the time of publishing, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, LES Italy and INDICAM reserve the right to alter or modify the advertised speakers and/or topics if necessary without any liability to you whatsoever. Any substitutions or alterations will be updated on our web page as soon as possible.

Date	Signature:
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