# Commercial Contracts

In an increasingly open and multi-faceted world, companies are faced with a multiplication of relationships and contracts with their customers, suppliers, distributors, service providers and other partners. In order to draw up an effective contractual scheme adapted to their situation, it is therefore imperative for these companies to take into account the rules applicable to their sector of activity, as well as the commercial practices in place.

The firm assists companies in structuring their distribution networks and in their contractual schemes, in order to ensure that their contracts not only comply with the applicable standards, but also reflect the exact nature of the contractual relationship and the wishes of the parties, while taking into account the specificities of the clients' sector. The firm offers them support from the pre-contractual period to the negotiation and drafting of the contract, and can assist the clients in the event of pre-litigation or litigation.

The firm works with a wide range of clients, including large industrial and digital companies, start-ups and scale-ups. These clients include wine and liquors producers and intermediaries, large industrial companies, platforms, car manufacturers and importers, and large fashion companies.

The Commercial Contracts team is led by Jean-Philippe Arroyo and Martine Karsenty-Ricard. Jean-Philippe Arroyo is a member of the Executive Committee of the “Association Française d'Etude de la Concurrence” (A.F.E.C) and a member of the International Distribution Institute (I.D.I). The firm is a member of the International Ligue of Competition Law (LIDC).

**Ranking Décideurs Magazine 2026 :**

Distribution Law - Excellent
Antitrust - Excellent
Franchise Law - Highly recommended
Commercial Litigation - Highly Recommended