

Distribution Law

The profound digital transformation of the economy favours the growth of online business, the development of technologies and distribution methods. In this evolving environment, actors of the distribution sector need to adapt their commercial strategies and their organizations.

Distribution law is constantly evolving and is both a constraint and a tool for companies in the distribution sector.

JP Karsenty assists economic players in structuring and monitoring the operation of their distribution networks, as well as in all aspects of their business relationships.

JP Karsenty's team regularly assists its clients in proceedings involving suppliers, franchisors, and distributors. We also act in matters of restrictive competition practices, in particular significant imbalance and sudden termination of established business relationships.

The firm has also an extensive expertise in the drafting of distribution and commercial agency agreements and assists its clients in litigation relating to the breach of such agreements.

JP Karsenty's Distribution Law team is mainly headed by Jean-Philippe Arroyo. Jean-Philippe Arroyo is a member of the Executive Committee of the "Association Française d'Etude de la Concurrence" (A.F.E.C.) and of the International Distribution Institute (I.D.I.). The firm is a member of the International Ligue of Competition Law (LIDC).

Jean-Philippe Arroyo is also co-author of the book "Lamy Droit Economique" published between 2019 and 2024.

The firm's Distribution Law team is recognized in numerous rankings for its expertise.

Ranking Décideurs magazine 2025 :

Distribution law – Excellent