COMMISSION REGULATION (EC) No …/..

of […]

on the application of Article 81(3) of the Treaty to categories of vertical agreements and concerted practices in the motor vehicle industry sector

THE COMMISSION OF THE EUROPEAN COMMUNITIES,

Having regard to the Treaty establishing the European Community,

Having regard to Council Regulation No 19/65/EEC of 2 March 1965 on the application of Article 85(3) of the Treaty to certain categories of agreements and concerted practices, as last amended by Regulation (EC) No 1215/1999, and in particular Article 1 thereof,

Having published a draft of this Regulation,

Having consulted the Advisory Committee on Restrictive Practices and Dominant Positions,\n
Whereas:

(1) Regulation No 19/65/EEC empowers the Commission to apply Article 81(3) of the Treaty (formerly Article 85(3)) by regulation to certain categories of vertical agreements and corresponding concerted practices falling within Article 81(1).

(2) Experience acquired with distribution and after sales servicing agreements in the automobile industry in the motor vehicle sector regarding the distribution of new motor vehicles, spare parts and after sales services makes it possible to define categories of vertical agreements which can be regarded as normally satisfying the conditions laid down in Article 81(3).

(3) Experience acquired with markets for the distribution of motor vehicles and markets for spare parts and repair and maintenance services for motor vehicles leads to the conclusion that rules stricter than those provided for by Commission Regulation (EC) No 2790/1999 of 22 December 1999 on the application of Article 81(3) of the Treaty to categories of vertical agreements and concerted practices are necessary in this sector, in particular where a supplier has recourse to selective or exclusive distribution.

(4) This Regulation applies to vertical agreements for the purchase or sale of new motor vehicles, vertical agreements for the purchase or sale of spare parts for motor vehicles and vertical agreements for the purchase and sale of repair and maintenance services for such vehicles where these agreements are concluded between non-competing suppliers.

1 OJ 36, 6.3.1965, p. 533/65.
undertakings, between certain competitors, or by certain associations of retailers of goods or repairers. It also applies to vertical agreements concluded, with the supplier’s consent, between a distributor acting at the retail level or an authorised repairer and a (sub)distributor or repairer. This Regulation also applies to these vertical agreements when they contain ancillary provisions on the assignment or use of intellectual property rights. For the purposes of this Regulation, the term ‘vertical agreements’ includes the corresponding concerted practices.

Recitals on the general conditions for coverage by this Regulation

(5) The benefit of the block exemption should be limited to vertical agreements for which it can be assumed with sufficient certainty that they satisfy the conditions of Article 81(3).

(6) Vertical agreements of the categories defined in this Regulation can improve economic efficiency within a chain of production or distribution by facilitating better co-ordination between the participating undertakings; in particular, they can lead to a reduction in the transaction and distribution costs of the parties and to an optimisation of their sales and investment levels.

(7) The likelihood that such efficiency-enhancing effects will outweigh any anti-competitive effects due to restrictions contained in vertical agreements depends on the degree of market power of the undertakings concerned and therefore on the extent to which those undertakings face competition from other suppliers of goods or services regarded by the buyer as interchangeable or substitutable for one another, by reason of the products’ characteristics, their prices and their intended use.

(8) It can be presumed that, where a supplier’s share of the relevant market does not exceed the thresholds provided for in the general conditions for the application of this Regulation, vertical agreements which do not contain certain types of severely anti-competitive restraints generally lead to an improvement in production or distribution and allow consumers a fair share of the resulting benefits. This sector-specific Regulation contains stricter rules than those provided for by Commission Regulation 2790/99, and it can therefore be presumed that in general distribution vertical agreements have such advantages where the supplier concerned has a market share of up to 30% on the markets for the distribution of new motor vehicles or spare parts, or of up to 40% in case of quantitative selective distribution for the sale of new motor vehicles. As regards after sales services it can be presumed that, in general, vertical agreements by which the supplier sets criteria on how its authorised repairers have to provide repair or maintenance services for the motor vehicles of the relevant make and provides them with equipment and training for the provision of such services have such advantages where the network of authorised repairers of the supplier concerned has a market share of up to 30%. In the case of vertical agreements containing exclusive supply obligations, it is the market share of the buyer which is relevant for determining the overall effects of such vertical agreements on the market.

(9) Above these market share thresholds provided for in the general conditions for the application of this Regulation, there can be no presumption that vertical agreements falling within the scope of Article 81(1) will usually give rise to objective advantages of such a character and magnitude as to compensate for the disadvantages which they create for competition. However, where the supplier has recourse to purely in the case
of qualitative selective distribution, no such market share threshold is necessary for this Regulation to apply. Applies whatever the supplier’s market share.

(10) In order to prevent a supplier from terminating a contract an agreement because a distributor or a repairer engages in pro-competitive behaviour, such as active or passive sales to foreign consumers, multi-branding or subcontracting of after sales repair and maintenance services, which may not be restricted under this Regulation, every notice of termination must clearly state the reasons for the termination. Furthermore, a period of notice, normally of two years is introduced set out in writing the reasons, which must be objective and transparent. Furthermore, in order to strengthen the independence of distributors and repairers from their suppliers, suppliers, the Regulation provides for minimum periods of notice for the non-renewal of agreements concluded for a limited duration and for the termination of agreements of unlimited duration.

(11) In order to foster market integration and to allow distributors or authorised repairers to seize additional business opportunities, distributors or authorised repairers have to be allowed to purchase other undertakings within the relevant distribution system. To this end, any vertical agreement between a supplier and a distributor or authorised repairer has to provide for the latter to have the right to transfer all of its rights and obligations to any other undertaking of its choice within the distribution system.

(11)(12) In order to foster the quick resolution of disputes which may arise between the parties to a distribution agreement and which might otherwise hamper effective competition, this Regulation should only cover only covers agreements which provide for the possibility of each party to have a right of recourse to an independent expert third party or arbitrator, in particular where notice is given to terminate an agreement.

Recitals concerning the hardcore restrictions

(12) Irrespective of the market share of the undertakings concerned, this Regulation should not exempt does not cover vertical agreements containing certain types of severely anti-competitive restraints (hardcore restrictions) which always appreciably restrict competition and which are not indispensable to the attainment of the positive effects mentioned above, irrespective of the market share of the undertakings concerned.

(12)(13) above.

(13)(14) This concerns in particular the case for vertical agreements containing severely anti-competitive restraints, such as minimum and or fixed resale prices, as well as or certain types of territorial protection, which should do not benefit from the block exemption established by this Regulation.

(14)(15) This Regulation seeks to ensure that effective competition within the common market and between distributors located in different Member States is not restricted if a supplier uses selective distribution in some markets and other forms of distribution in others. In particular this Regulation does not cover selective distribution agreements which restrict passive sales to any end user or unauthorised distributor located in markets where exclusive territories have been allocated. Furthermore it does not cover
selective distribution agreements which restrict passive sales to customer groups which have been allocated exclusively to other retailers may in general not be prohibited from carrying out distributors. This Regulation also does not cover exclusive distribution agreements if active or passive sales to any end user or unauthorised distributor located in markets where selective distribution is used are restricted.

(16) of contract goods or corresponding goods to any end users within the meaning of Article 1, including the right of any distributor to sell new motor vehicles passively or, where relevant, actively to end users includes the right to sell such vehicles to end users who have given authorisation to an intermediary or purchasing agent to purchase, take delivery, transport or store a new motor vehicle on their behalf.

(15)(17) Members of a selective distribution system may in particular be neither directly nor indirectly restricted from actively or passively selling or advertising contract and corresponding goods by any means, including the right of any distributor to sell new motor vehicles or spare parts or of any authorised repairer to sell repair and maintenance services to end users passively or, where relevant, actively includes the right to use the Internet or Internet referral sites, to end users within the meaning of Article 1, including their sites. Intermediaries or purchasing agents, in markets where the supplier operates a selective distribution system,

(16) The right to prohibit an authorised distributor from operating out of an unauthorised place of establishment is the only restriction on active sales in selective distribution systems which may, under certain conditions, be covered by this Regulation. However, this restriction will not be covered by this Regulation if it restricts the distributor’s business from expanding at the authorised place of establishment by, for instance, limiting the infrastructure necessary to allow increases in sales volumes, including increases brought about by Internet sales.

(17)(18) If the supplier were to limit the distributor’s sales to end users in other Member States, for instance by making the distributor’s remuneration or the purchase price dependent on the destination of the vehicles or on the place of residence of the end users, this would amount to an indirect restriction on sales. Other examples of indirect restrictions on sales include supply quotas based on a sales territory other than the common market, whether or not these are combined with sales targets, or sales targets based on a sales territory other than the common market.Bonus systems based on the destination of the vehicles or any form of discriminatory product allocation, whether in the case of product shortage or otherwise, may also amount to an indirect restriction on sales.

(19) Vertical agreements that do not oblige the motor vehicle distributors and authorised repairers within a supplier’s distribution system to honour warranties, perform free servicing and carry out recall work in respect of motor vehicles sold by the manufacturer in question anywhere, any motor vehicle of the relevant make sold in the common market amount to an indirect restriction of sales and are not covered by this Regulation. Furthermore, this obligation is without prejudice to the right of a motor vehicle supplier to oblige a distributor to make sure as regards the new motor vehicles that he has sold that the warranties are honoured and that free servicing and recall...
work is carried out, either by the distributor itself or, in case of subcontracting, by the authorised repairer(s) to whom these services have been subcontracted. Therefore consumers can in these cases turn to the distributor if the above obligations have not been properly fulfilled by the authorised repairer to whom the distributor has subcontracted these services. Furthermore, in order to allow sales by motor vehicle distributors to end users throughout the common market, this Regulation does not cover only covers distribution agreements which do not require the repairers within the supplier’s system network to carry out repair and maintenance services for the contract goods and corresponding goods wherever these goods are sold in the common market.

(19)(20) This Regulation does not cover any vertical agreement that restricts the sale of original spare parts or spare parts of matching quality by members of the distribution system to independent repairers which use them for the provision of repair or maintenance services. Without access to such spare parts, these independent repairers would not be able to compete effectively with the authorised repairers within the distribution system of a vehicle manufacturer, since they could not offer provide consumers services of good quality which contribute to the safe and reliable functioning of motor vehicles.

(21) In order to give end users the right to purchase any motor vehicle which is offered within another Member State from a distributor of their choice, new motor vehicles with specifications identical to those sold in any other Member State, from any distributor selling corresponding models and established in the common market, this Regulation does not cover only covers vertical agreements which do not enable a distributor to order, stock and sell any such vehicle which corresponds to a model within its contract range. Discriminatory or objectively unjustified supply conditions, in particular regarding delivery times or prices, applied by the supplier to corresponding vehicles, are to be considered as a restriction on the ability of the distributor to sell such vehicles.

(21)(22) Motor vehicles are expensive and technically complex mobile goods which require repair and maintenance services at regular and irregular intervals. However, it is not indispensable for distributors of new motor vehicles to also carry out repair and maintenance services. The legitimate interests of suppliers and consumers can be fully satisfied if the distributor subcontracts these services, including the honouring of warranties, free servicing and recall work, to a repairer or to a number of repairers within the distribution system of the supplier and if the supplier’s distribution system, so long as the consumer is duly informed about the location of the official repairer in case of distance of the authorised repairer or repairers to subcontracting whom these services are subcontracted. Nor is it necessary, in order to adequately provide for repair and maintenance services, for authorised repairers to also sell new motor vehicles. This Regulation therefore does not cover vertical agreements containing any direct or indirect obligation or incentive which leads to the linking of sales and after sales servicing activities or which makes the performance of one of these activities dependent on the performance of the other; this is in particular the case where the remuneration of the distributors or authorised repairers relating to the purchase or sale of goods or services necessary for one activity is made dependent on the purchase or sale of goods or services relating to the other activity, or where all such goods or services are indistinctly aggregated into a single remuneration or discount system.
In order to ensure effective competition on the repair and maintenance markets and to allow repairers to offer competing spare parts such as original spare parts and spare parts of matching quality, this Regulation does not cover vertical agreements which restrict the ability of authorised repairers within the distribution system of a vehicle manufacturer, independent distributors of spare parts, or independent repairers to source spare parts from the manufacturer of such spare parts or from another third party of their choice.

Furthermore, in order to give authorised and independent repairers and consumers genuine choice as regards end users to identify the manufacturer of motor vehicle components or of spare parts and to choose between competing spare parts, this Regulation does not cover agreements by which a manufacturer of motor vehicles limits the ability of a manufacturer of components or original spare parts to place its trade mark or logo on these parts effectively and in a visible manner, whether the parts are supplied to the manufacturer of vehicles for assembly or to repairers for replacement purposes.

This Regulation does not cover vertical agreements which restrict the right of authorised repairers to use spare parts of matching quality for the repair or maintenance of a motor vehicle. However, in view of the vehicle manufacturers’ direct contractual involvement in repairs under warranty, free servicing, and recall operations, this Regulation covers an obligation for the authorised repairers to use original spare parts supplied by the vehicle manufacturer for these repairs.

In order to protect effective competition on the market for repair and maintenance services and to prevent foreclosure of independent repairers, motor vehicle manufacturers must allow all interested independent operators to have full access to all technical information, diagnostic and other equipment, tools, including all relevant software, and training required for the repair and maintenance of motor vehicles. Independent operators who must be allowed such access include independent repairers, manufacturers of repair equipment or tools, publishers of technical information, automobile clubs, roadside assistance operators, operators offering inspection and testing services and operators offering training for repairers. The conditions of access should not discriminate between authorised and independent operators; access should be given in due course upon request, and the price charged for the information should take account of the extent to which the independent operator uses it. A manufacturer must give independent repairers access to technical information on new motor vehicles at the same time as such access is given to its authorised repairers and must not oblige an independent repairer to purchase more than the necessary information necessary to carry out the repair or maintenance work to be executed. It is, however, legitimate and proper for suppliers to withhold access to technical information which might allow a third party to bypass or disarm on-board anti-theft devices. Moreover, the legitimate interest of the motor vehicle manufacturer to decide the mode of exploitation of its intellectual property rights has to be taken into account when granting licences to third parties. However, these rights regarding know-how
including those which relate to the aforementioned devices must be exercised in a manner which avoids any type of abuse.

Recitals on specific conditions

(26)(27) In order to ensure access to and to prevent collusion on the relevant markets and to give distributors opportunities to sell vehicles of brands from two or more manufacturers, that are not connected undertakings, certain specific conditions are to be attached to the block exemption. To this end, non-compete obligations—this Regulation does not cover non—should not be exempted. In particular, this Regulation does not cover any prohibition on sales of competing makes. This is compete obligations. In particular, without prejudice to the ability of the manufacturer to require the distributor to display the vehicles in brand-specific areas of the showroom in order to avoid brand confusion. However, further confusion, this Regulation does not cover any prohibition on sales of competing makes, requirements such as an obligation to employ brand-specific sales personnel are considered to be non-exempt indirect non-compete obligations. Similarly, obligations and are therefore not covered by this Regulation. The same applies to an obligation to display the full range of motor vehiclesconstitutes a non-exempted indirect non-compete obligation if it makes the sale or display of vehicles manufactured by different undertakings which are not connected impossible or unreasonably difficult.

(27)(28) In order to ensure that repairers are able to carry out repairs or maintenance on all motor vehicles, this Regulation does not exempt any obligation limiting the ability of repairers of motor vehicles to provide repair or maintenance services for brands of competing suppliers.

(28) In addition, specific conditions are required to exclude certain restrictions imposed in the context of a selective distribution system from being covered by this Regulation. This applies in particular to obligations which have the effect of preventing the members of a selective distribution system from selling the brands of particular competing suppliers, which could easily lead to foreclosure of certain brands. Two further conditions are necessary in order to foster intra-brand competition and market integration within the common market, to create opportunities for distributors and authorised repairers who wish to seize market opportunities outside their place of establishment, for market integration and in order to increase price competition and choice of consumers and to create the conditions which allow the development of multi-brand distributors. In markets where selective distribution is used, this Regulation only covers a prohibition on a distributor preventing him from operating out of an additional place of establishment on condition that where suppliers have a certain overall presence. To this end a restriction imposed on the authorised distributor of passenger cars as to its ability to establish itself in any Member State, is excluded from the cover of the Regulation. Moreover, for suppliers of new motor vehicles other than passenger cars or light commercial vehicles. Furthermore, this restriction will not be covered by this Regulation if it limits the expansion of the distributor's business at the authorised place of establishment of a distributor to 5 years is necessary in order to allow both parties to adapt their agreements to changing market conditions.
by, for instance, restricting the development or acquisition of the infrastructure necessary to allow increases in sales volumes, including increases brought about by Internet sales. Where it concerns passenger cars and light commercial vehicles, the supplier may require additional sales or delivery outlets or repair shops to comply with the relevant qualitative criteria applicable for similar outlets located in the same geographic area.

Moreover, this Regulation does not cover restrictions limiting the ability of a retailer_distributor to sell leasing services for motor vehicles.

Recitals on withdrawal and non-application of this Regulation

The market share limitations, the non-exemption of certain vertical agreements are not covered, and the conditions provided for in this Regulation, normally ensure that the agreements to which the block exemption applies do not enable the participating undertakings to eliminate competition in respect of a substantial part of the goods or services in question.

In particular cases in which the agreements falling under this Regulation nevertheless have effects incompatible with Article 81(3), the Commission may withdraw the benefit of the block exemption; this may occur in particular where the buyer has significant market power on the relevant market on which it resells the goods or provides the services or where parallel networks of vertical agreements have similar effects which significantly restrict access to a relevant market or competition thereon; such cumulative effects may for example arise in the case of selective distribution. The Commission may also withdraw the benefit of the block exemption if competition is significantly restricted on a market due to the presence of a supplier with market power or if prices and conditions of supply to motor vehicle distributors of the motor vehicles differ substantially between geographic markets. It may also withdraw the benefit of the block exemption if discriminatory prices or prices, supplements or sales conditions, or supplements, such as right hand drive supplements, the level of which is objectively unjustifiable, are applied for the supply of corresponding goods, in particular if the supplier charges, in addition to the price for the relevant model in the contract range, unjustifiable supplements such as those which take account of the different national taxes.

Regulation No 19/65/EEC empowers the authorities of Member States to withdraw the benefit of the block exemption in respect of vertical agreements having effects incompatible with the conditions laid down in Article 81(3), where such effects are felt in their respective territory, or in a part thereof, and where such territory has the characteristics of a distinct geographic market; Member States should ensure that the exercise of this power of withdrawal does not prejudice the uniform application throughout the common market of the Community competition rules or the full effect of the measures adopted in implementation of those rules.

In order to strengthen supervision of parallel networks of vertical agreements which have similar restrictive effects and which cover more than 50% of a given market, the Commission may declare this Regulation inapplicable to vertical agreements containing specific restraints relating to the market concerned, thereby restoring the full application of Article 81 to such agreements.

General recitals
This Regulation is without prejudice to the application of Article 82 of the Treaty.

In accordance with the principle of the primacy of Community law, no measure taken in pursuance of national laws on competition should prejudice the uniform application throughout the common market of the Community competition rules or the full effect of any measures adopted in implementation of those rules, including this Regulation.

HAS ADOPTED THIS REGULATION:

Article 1 (Definitions)

For the purposes of this Regulation:

(a) ‘Competing undertakings’ means actual or potential suppliers on the same product market; the product market includes goods or services which are regarded by the buyer as interchangeable with or substitutable for the contract goods or services, by reason of the products’ characteristics, their prices and their intended use.

(b) ‘Non-compete obligation’ means any direct or indirect obligation causing the buyer not to manufacture, purchase, sell or resell goods or services which compete with the contract goods or services, or any direct or indirect obligation on the buyer to purchase from the supplier or from another undertaking designated by the supplier more than 50%-30% of the buyer’s total purchases of the contract goods, corresponding goods or services and their substitutes on the relevant market, calculated on the basis of the value of its purchases in the preceding calendar year. This does not include a requirement that the distributor sell motor vehicles from other suppliers in separate sales areas of the showroom in order to avoid confusion between the makes does not constitute a non-compete obligation for the purpose of this Regulation.

(c) ‘Exclusive supply obligation’ means any direct or indirect obligation causing the supplier to sell the contract goods or services specified in the agreement only to one buyer inside the Community common market for the purposes of a specific use or for resale.

(d) ‘Selective distribution system’ means a distribution system where the supplier undertakes to sell the contract goods or services, either directly or indirectly, only to distributors or repairers selected on the basis of specified criteria and where these distributors or repairers undertake not to sell such goods or services to unauthorised independent repairers, without prejudice to the ability to sell spare parts to independent repairers and the obligation to provide independent operators with all technical information, diagnostic equipment, tools and training required for the repair and maintenance of motor vehicles or for the implementation of environmental protection measures.

(e) ‘Quantitative selective distribution system’ means a selective distribution system where the supplier uses criteria for the selection of distributors or repairers which directly limit the number of selected distributors or repairers.
(f) ‘Qualitative selective distribution system’ means a selective distribution system where the supplier uses criteria for the selection of distributors or repairers which are only qualitative in nature, are required by the nature of the contract good or service, goods or services, are laid down uniformly for all distributors or repairers applying to potential members of join the distribution system, are not applied in a discriminatory manner, and do not directly limit the number of distributors or repairers.

(g) ‘Intellectual property rights’ includes industrial property rights, copyright and neighbouring rights.

(h) ‘Know-how’ means a package of non-patented practical information, resulting from experience and testing by the supplier, which is secret, substantial and identified; in this context, ‘secret’ means that the know-how, as a body or in the precise configuration and assembly of its components, is not generally known or easily accessible; ‘substantial’ means that the know-how includes information which is indispensable to the buyer for the use, sale or resale of the contract goods or services; ‘identified’ means that the know-how must be described in a sufficiently comprehensive manner so as to make it possible to verify that it fulfils the criteria of secrecy and substantiality.

(i) ‘Buyer’, whether distributor or repairer, includes an undertaking which, under an agreement falling within Article 81(1) of the Treaty, sells goods or services on behalf of another undertaking.

(j) ‘Authorised repairer’ means a provider of repair and maintenance services for motor vehicles operating within the distribution system set up by a supplier of motor vehicles.

(k) ‘Unauthorised or independent repairer’ means a provider of repair and maintenance services for motor vehicles not operating within the distribution system set up by the supplier of the motor vehicles for which it provides repair or maintenance. An authorised repairer within the distribution system of a given supplier shall be deemed to be an independent repairer for the purposes of this Regulation to the extent that he provides repair or maintenance services for motor vehicles in respect of which he is not a member of the respective supplier’s distribution system.

(l) ‘Motor vehicle’ means a self propelled vehicle intended for use on public roads and having three or more road wheels.

(m) ‘Passenger car’ means a motor vehicle intended for the carriage of passengers and comprising no more than eight seats in addition to the driver’s seat.

(n) ‘Light commercial vehicle’ means a motor vehicle intended for the transport of goods or passengers with a maximum mass not exceeding six tonnes; if a certain light commercial vehicle is also sold in a version with a maximum mass above six tonnes, all versions of that vehicle are considered to be light commercial vehicles as defined in this Regulation.

(o) The ‘contract range’ means all the different models of motor vehicles purchased available for purchase by the distributor from the supplier.
A ‘motor vehicle which corresponds to a model within the contract range’ is such a vehicle which is manufactured or assembled in volume by the manufacturer, and is identical as to body style, drive-line, chassis, and type of motor with a vehicle within the contract range and which is the subject of a distribution agreement with another undertaking within the distribution system set up by the manufacturer or with his consent.

‘Spare parts’ are parts which are to be installed in or upon a motor vehicle so as to replace components of that vehicle.

‘Original spare parts’ are spare parts which are manufactured according to the specifications and production standards used with the manufacturer’s consent for the production of the components which are or were used for the assembly of the new motor vehicle and which are of the same quality as the components which are or were used for the assembly of the motor vehicle in question. This includes spare parts which are manufactured on the same production line as these components. For the purposes of this Regulation it is presumed that all such parts match the quality of the components used for the assembly of the new motor vehicles.

‘Spare parts of matching quality’ are spare parts made by any undertaking which can prove that the parts in question match the quality of the components which are or were used for the assembly of a new motor vehicle and which are produced by the producer of these components or another undertaking and for which the spare part producer can prove that they match the quality of those components.

‘Undertakings within the distribution system’ are the manufacturer and undertakings which are entrusted by the manufacturer or with the manufacturer’s consent with the distribution or repair or maintenance of contract goods or corresponding goods.

‘End user’ includes leasing companies unless the leasing contracts used provide for a transfer of ownership or an option to purchase the vehicle prior to the expiry of the contract.

‘Independent operator’ within the meaning of Article 4(2) means undertakings which are directly or indirectly involved in the repair and maintenance of motor vehicles, in particular independent repairers, manufacturers of repair equipment or tools, publishers of technical information, automobile clubs, roadside assistance operators, operators offering inspection and testing services and operators offering training for repairers.
Article 2 (Scope of Application)

1. Pursuant to Article 81(3) of the Treaty and subject to the provisions of this Regulation, it is hereby declared that Article 81(1) shall not apply to agreements or concerted practices entered into between two or more undertakings each of which operates, for the purposes of the agreement, at a different level of the production or distribution chain, where the agreements or concerted practices relate to the conditions under which the parties may purchase, sell or resell new motor vehicles, spare parts for motor vehicles or repair and maintenance services for motor vehicles ('vertical agreements').

This exemption shall apply to the extent that such vertical agreements contain restrictions of competition falling within the scope of Article 81(1) ('vertical restraints').

2. The exemption provided for in paragraph 1 shall apply to vertical agreements entered into between an association of undertakings and its members, or between such an association and its suppliers, only if all its members are retailers,distributors of motor vehicles or spare parts for motor vehicles or repairers and if no individual member of the association, together with its connected undertakings, has a total annual turnover exceeding EUR 50 million; vertical agreements entered into by such associations shall be covered by this Regulation without prejudice to the application of Article 81 to horizontal agreements concluded between the members of the association or decisions adopted by the association.

3. The exemption provided for in paragraph 1 shall apply to vertical agreements containing provisions which relate to the assignment to the buyer or use by the buyer of intellectual property rights, provided that those provisions do not constitute the primary object of such agreements and are directly related to the use, sale or resale of goods or services by the buyer or its customers. The exemption shall apply on condition that, in relation to the contract goods or services, those provisions do not contain restrictions of competition relating to the contract goods or services which have the same object or effect as vertical restraints which are not exempted under this Regulation.

4. The exemption provided for in paragraph 1 shall not apply to vertical agreements entered into between competing undertakings; however, it shall apply where competing undertakings enter into a non-reciprocal vertical agreement and:

(a) the buyer has a total annual turnover not exceeding EUR 100 million, or

(b) the supplier is a manufacturer and a distributor of goods, while the buyer is a distributor not manufacturing goods competing with the contract goods, or

(c) the supplier is a provider of services at several levels of trade, while the buyer does not provide competing services at the level of trade where it purchases the contract services.

Article 3 (General conditions for applicability of the Regulation)

1. Subject to paragraphs 2, 3, 4, 5, 6 and 7 of this Article, the exemption provided for in Article 2 shall apply on condition that the supplier’s market share on the relevant
market on which it sells the new motor vehicles, spare parts for motor vehicles or repair and maintenance services does not exceed 30%.

2. By way of exception to paragraph 1, the market share threshold for the application of Article 2 shall be 40% for agreements establishing quantitative selective distribution systems for the sale of new motor vehicles.

3. The market share thresholds of paragraphs 1 and 2 shall not apply to agreements establishing qualitative selective distribution systems.

4. In the case of vertical agreements containing exclusive supply obligations, the exemption provided for in Article 2 shall apply on condition that the market share held by the buyer does not exceed 30% of the relevant market on which it purchases the contract goods or services.

5. The exemption provided for in Article 2 shall apply on condition that the vertical agreement concluded with a distributor or repairer provides that the supplier agrees to the transfer of the rights and obligations resulting from the vertical agreement to another distributor or repairer within the distribution system and chosen if a supplier wishes to give notice of termination, the notice by the former distributor or repairer.

6. The exemption provided for in Article 2 shall apply on condition that the vertical agreement concluded with a distributor or repairer provides that if a supplier wishes to give notice of termination of an agreement, the notice must be in writing and must include detailed reasons for the termination, which must be objective termination and transparent, in order to prevent a supplier to end a vertical agreement with a distributor or repairer because of practices which may not be restricted under this Regulation, in particular those practices, restriction of which results in the disapplication of the exemption either to the vertical agreement as a whole. Regulation, in accordance with Article 4, or to the restriction in question, in accordance with The exemption provided for in Article 2 shall apply on condition that the vertical agreement concluded with a distributor or repairer provides that if a supplier wishes to give notice of Article 5.

7. The exemption provided for in Article 2 shall apply on condition that the vertical agreement concluded with a distributor or repairer provides

6.(a) that the agreement is concluded for a period of at least five years; in this case each party has to undertake to give the other party at least six months’ prior notice of its intention not to renew the agreement;

6.(b) or that the agreement is concluded for an indefinite period; in this case the period of notice for regular termination of the agreement has to be at least two years for both parties; this period is reduced to at least one year where:

(a) the supplier is obliged by law or by special agreement to pay appropriate compensation on termination of the agreement, or

(b) the supplier terminates the agreement where it is necessary to re-organise the whole or a substantial part of the network.
The exemption provided for in Article 2 shall apply on condition that the vertical agreement provides for each of the parties the right to refer disputes concerning the fulfilment of their contractual obligations to an independent expert or arbitrator. Such disputes may for instance arise over the application of agreed criteria to set sales targets, the setting or attainment of sales targets, the implementation of stock requirements, the implementation of an obligation to provide or use demonstration vehicles, whether the prohibition to operate out of an unauthorised place of establishment limits the ability of the distributor of motor vehicles other than passenger cars or light retailer's commercial vehicles to expand its business or whether the termination of an agreement is justified by the reasons given in the notice. This possibility is without prejudice to each party’s right to apply to a national court.

**Article 4 (Hardcore restrictions)**

*(Hardcore restrictions concerning the sale of new motor vehicles, repair and maintenance services or spare parts)*

1. The exemption provided for in Article 2 shall not apply to vertical agreements which, directly or indirectly, in isolation or in combination with other factors under the control of the parties, have as their object:

   (a) the restriction of the distributor’s or repairer’s ability to determine its sale price, without prejudice to the supplier’s ability to impose a maximum sale price or to recommend a sale price, provided that this does not amount to a fixed or minimum sale price as a result of pressure from, or incentives offered by, any of the parties;

   (b) the restriction of the territory into which, or of the customers to whom, the distributor or repairer may sell the contract goods or services, except:

      – the restriction of active sales into the exclusive territory or to an exclusive customer group reserved to the supplier or allocated by the supplier to another distributor or repairer, where such a restriction does not limit sales by the customers of the distributor or repairer,

      – the restriction of sales to end users by a distributor operating at the wholesale level of trade,

      – the restriction of sales of new motor vehicles and spare parts to unauthorised distributors by the members of a selective distribution system in markets where selective distribution is used, subject to the provisions of (e) below: paragraph (i);

      – the restriction of the buyer’s ability to sell components, supplied for the purposes of incorporation, to customers who would use them to manufacture the same type of goods as those produced by the supplier;

   (c) the restriction of cross-supplies between distributors or repairers within a selective distribution system, including between distributors or repairers operating at different levels of trade;
(d) the restriction of active or passive sales of motor new passenger cars or light commercial vehicles, spare parts for any motor vehicles or repair and maintenance services for any motor vehicle to end users by members of a selective distribution system operating at the retail level of trade in markets where selective distribution is used, except any prohibition on a member of a selective distribution system preventing it from operating out of an unauthorised place of establishment, which is subject to Article 5(f);

(e) the restriction of active or passive sales of new motor vehicles other than passenger cars or light commercial vehicles to end users by members of a selective distribution system operating at the retail level of trade, without prejudice to the ability of the supplier to prohibit a member of a quantitative selective distribution that system from operating out of an unauthorised place of establishment, provided that such a prohibition does not limit the distributor’s or repairer’s business expansion at the authorised place of establishment;

(Hardcore restrictions only concerning the sale of new motor vehicles)

(e) the restriction of the sales of spare parts for motor vehicles by members of a selective distribution system to independent repairers which use these parts for the repair and maintenance of a motor vehicle.

(f) the restriction of the distributor’s ability to sell any new motor vehicle which corresponds to a model within the contract range of the distributor;

(g) the restriction of the ability of the distributor of motor vehicles to subcontract the provision of repair and maintenance services to authorised repairers on condition that without prejudice of the ability of the supplier to require the distributor duly informs the consumer to inform the end users before the conclusion of the sales contract about the location of the relevant authorised repairer or repairers and of the distance between such locations and the sales outlet;

(Hardcore restrictions only concerning the sale of repair and maintenance services and of spare parts)

(h) the restriction of the authorised repairer’s ability to limit its activities to the provision of repair and maintenance services and the distribution of spare parts;

(i) the restriction of the sales of spare parts for motor vehicles by members of a selective distribution system to independent repairers which use these parts for the repair and maintenance of a motor vehicle;

(j) the restriction agreed between a supplier of original spare parts or spare parts of matching quality, repair tools or diagnostic or other equipment and a manufacturer of motor vehicles, which limits the supplier’s ability to sell these goods to unauthorised distributors, authorised or independent repairers or end-users which use them for the repair or maintenance of motor vehicles;
(k) the restriction of a distributor’s or authorised repairer’s ability to obtain original spare parts or spare parts of matching quality from a third undertaking of its choice and to use them for the repair and/or maintenance of motor vehicles, without prejudice to the ability of a supplier of new motor vehicles to require the use of original spare parts supplied by it for repairs carried out under warranty, free servicing and vehicle recall work;

(l) the restriction agreed between a manufacturer of motor vehicles which uses components for the initial assembly of motor vehicles and the supplier of such components which limits the latter’s ability to place its trade mark or logo effectively and in an easily visible manner on the components supplied or on original spare parts and spare parts of matching quality.

2. The exemption provided for in Article 2 shall not apply where the supplier of motor vehicles refuses to give independent operators access to any technical information, diagnostic and other equipment, tools, including any relevant software, and/or training required for the repair and maintenance of these motor vehicles or for the implementation of environmental protection measures. Access has to be given to independent operators in a non-discriminatory and proportionate way. If the relevant item is covered by an intellectual property right or constitutes know-how, access shall not be withheld in any abusive manner.

Article 5 (Specific conditions)

The exemption provided for in Article 2 shall not apply to any of the following obligations contained in vertical agreements:

(Specific conditions concerning the sale of new motor vehicles, repair and maintenance services and spare parts)

(a) any direct or indirect non-compete obligation relating to the sale of motor vehicles;

(b) any direct or indirect obligation causing the limiting the ability of an authorised repairer to provide repair and maintenance services for vehicles from competing suppliers;

(c) any direct or indirect obligation causing the distributor or members of a distribution system not to sell motor vehicles or spare parts of particular competing suppliers or not to provide repair and maintenance services for motor vehicles of particular competing suppliers;

(d) any direct or indirect obligation limiting the ability of the repairer of motor vehicles to provide repair or maintenance services for brands of competing suppliers;

causing the distributor or authorised repairer, after termination of the agreement, not to manufacture, purchase, sell or resell motor vehicles or not to provide repair or maintenance services;

(Specific conditions applying only to the sale of new motor vehicles)
(e) any direct or indirect obligation causing the 
members of a selective 
brand retailer not to sell leasing services 
relating to contract goods or corresponding goods; 

(f) any direct or indirect obligation on any member of a selective distribution system for 
delivery outlets or warehouses or light commercial vehicles at other locations within 
the common market; 

(g) any direct or indirect obligation within a selective distribution system which has a 
duration exceeding 5 years and which restricts the location of the establishment of a 
distributorship for motor vehicles other than passenger cars; 

system, which limits its ability to establish additional sales or delivery outlets at other 
locations within the common market where selective distribution is applied; 

(Specific conditions concerning repair and maintenance services or the sale of spare 
parts) 

(g) any direct or indirect obligation as to the place of 
establishment of an authorised repairer within a selective distribution system. 

Article 6 (Withdrawal of the Regulation by the Commission) 

The Commission may withdraw the benefit of this Regulation, pursuant to Article 7(1) of 
Regulation No 19/65/EEC, where it finds in any particular case that vertical agreements to 
which this Regulation applies nevertheless have effects which are incompatible with the 
conditions laid down in Article 81(3) of the Treaty, and in particular 

(a) where access to the relevant market or competition therein is significantly restricted 
by the cumulative effect of parallel networks of similar vertical restraints 
implemented by competing suppliers or buyers, or 

(b) where competition is restricted on a market where one supplier is not exposed to 
effective competition from other suppliers, or 

(c) where prices or conditions of supply for contract goods or for corresponding goods 
differ substantially between geographic markets, or 

(d) where discriminatory prices or sales conditions are applied within a geographic 
market. 

Article 7 (Withdrawal of the Regulation by the authorities of a Member State) 

Where in any particular case vertical agreements to which the exemption provided for in 
Article 2 applies have effects incompatible with the conditions laid down in Article 81(3) of 
the Treaty in the territory of a Member State, or in a part thereof, which has all the 
characteristics of a distinct geographic market, the relevant authority of that Member State 
may withdraw the benefit of application of this Regulation in respect of that territory, under 
the same conditions as provided in Article 6.
Article 8 (Non-application of the Regulation)

1. Pursuant to Article 1a of Regulation No 19/65/EEC, the Commission may by regulation declare that, where parallel networks of similar vertical restraints cover more than 50% of a relevant market, this Regulation shall not apply to vertical agreements containing specific restraints relating to that market.

2. A regulation pursuant to paragraph 1 shall not become applicable earlier than one year following its adoption.

Article 9 (Market share calculation)

1. The market shares provided for in this Regulation shall be calculated

   (a) for the distribution of new motor vehicles on the basis of the market sales volume of the contract goods or services and other goods or services and corresponding goods sold by the supplier, together with any other goods sold by the supplier which are regarded as interchangeable or substitutable by the buyer, by reason of the products’ characteristics, their prices and intended use;

   (b) for the distribution of spare parts on the basis of the value of the contract goods and other goods sold by the supplier, together with any other goods which are regarded as interchangeable or substitutable by the buyer, by reason of the products’ characteristics, prices and intended use;

   (c) for the provision of repair and maintenance services on the basis of the value of the contract services sold by the members of the supplier’s distribution network together with any other services sold by these members which are regarded as interchangeable or substitutable by the buyer, by reason of their characteristics, prices and intended use;

2. If market sales volume data required for the calculations provided for in paragraph 1 are not available, value data may be used or vice versa. If such information is not available, estimates based on other reliable market information, including market sales values, may be used to establish the market share of the undertaking concerned. Information may be used. For the purposes of Article 3(2), it is either 3(4), the market purchase volume or the market purchase value respectively, or estimates thereof which shall be used to calculate the market share.

3. For the purposes of applying the market share thresholds of 30% and 40% provided for in this Regulation the following rules shall apply:

   (a) the market share shall be calculated on the basis of data relating to the preceding calendar year;

   (b) the market share shall include any goods or services supplied to integrated distributors for the purposes of sale;

   (c) if the market share is initially not more than 30% or 40% respectively but subsequently rises above that level without exceeding 35% or 45% respectively, the exemption provided for in Article 2 shall continue to apply for
a period of two consecutive calendar years following the year in which the market share threshold of 30% or 40% respectively was first exceeded;

(d) if the market share is initially not more than 30% or 40% respectively but subsequently rises above 35% or 45% respectively, the exemption provided for in Article 2 shall continue to apply for one calendar year following the year in which the level of 30% or 40% respectively was first exceeded;

(e) the benefit of points (c) and (d) may not be combined so as to exceed a period of two calendar years;

Article 10 (Turnover calculation)

1. For the purpose of calculating total annual turnover within the meaning of Article 2(23) and 2(45), the turnover achieved during the previous financial year by the relevant party to the vertical agreement and the turnover achieved by its connected undertakings in respect of all goods and services, excluding all taxes and other duties, shall be added together. For this purpose, no account shall be taken of dealings between the party to the vertical agreement and its connected undertakings or between its connected undertakings.

2. The exemption provided for in Article 2 shall remain applicable where, for any period of two consecutive financial years, the total annual turnover threshold is exceeded by no more than 10%.

Article 11 (Definition of connected undertakings)

1. For the purposes of this Regulation, the terms ‘undertaking’, ‘supplier’, ‘buyer’, distributor’ and ‘repairer’ shall include their respective connected undertakings.

2. ‘Connected undertakings’ are:

(a) undertakings in which a party to the agreement, directly or indirectly:

   – has the power to exercise more than half the voting rights, or

   – has the power to appoint more than half the members of the supervisory board, board of management or bodies legally representing the undertaking, or

   – has the right to manage the undertaking’s affairs;

(b) undertakings which directly or indirectly have, over a party to the agreement, the rights or powers listed in (a);

(c) undertakings in which an undertaking referred to in (b) has, directly or indirectly, the rights or powers listed in (a);
(d) undertakings in which a party to the agreement together with one or more of the undertakings referred to in (a), (b) or (c), or in which two or more of the latter undertakings, jointly have the rights or powers listed in (a);

(e) undertakings in which the rights or the powers listed in (a) are jointly held by:

– parties to the agreement or their respective connected undertakings referred to in (a) to (d), or

– one or more of the parties to the agreement or one or more of their connected undertakings referred to in (a) to (d) and one or more third parties.

3. For the purposes of Article 3, the market share held by the undertakings referred to in paragraph 2(e) of this Article shall be apportioned equally to each undertaking having the rights or the powers listed in paragraph 2(a).

Article 12 (Transitional period)

The prohibition laid down in Article 81(1) of the EC Treaty shall not apply during the period from 1 October 2002 to 30 September 2003 in respect of agreements already in force on 30 September 2002 which do not satisfy the conditions for exemption provided for in this Regulation but which satisfy the conditions for exemption provided for in the Commission Regulation (EC) No 1475/95 of 28 June 1995 on the application of Article 85 (3) of the Treaty to certain categories of motor vehicle distribution or servicing agreements.

Article 13 (Evaluation report)

The Commission will draw up a report on the evaluation of this Regulation not later than 31 May 2008.

Article 14 (Entry into force and expiration)

This Regulation shall enter into force on 1 October 2002.

This Regulation shall expire on 31 May 2010.

This Regulation shall be binding in its entirety and directly applicable in all Member States.

Done at Brussels,

For the Commission

Member of the Commission

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