



The Directive on unfair trading practices in business-to-business relationships in the agricultural and food supply chain

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The Directive on unfair trading practices

Entry into force: 30 April 2019

Next step: Transposition into national law: **1 May 2021**

Application under national law: **1 November 2021**

Compliance of existing contracts: **1 May 2022**

Evaluation in 2025



Transposition process

- Commission will assist Member States in the transposition process
- Meeting with Member States delegates on **27 June 2019**
- Later, Commission will publish transposition acts and the contacts of the designated enforcement authorities on a public website

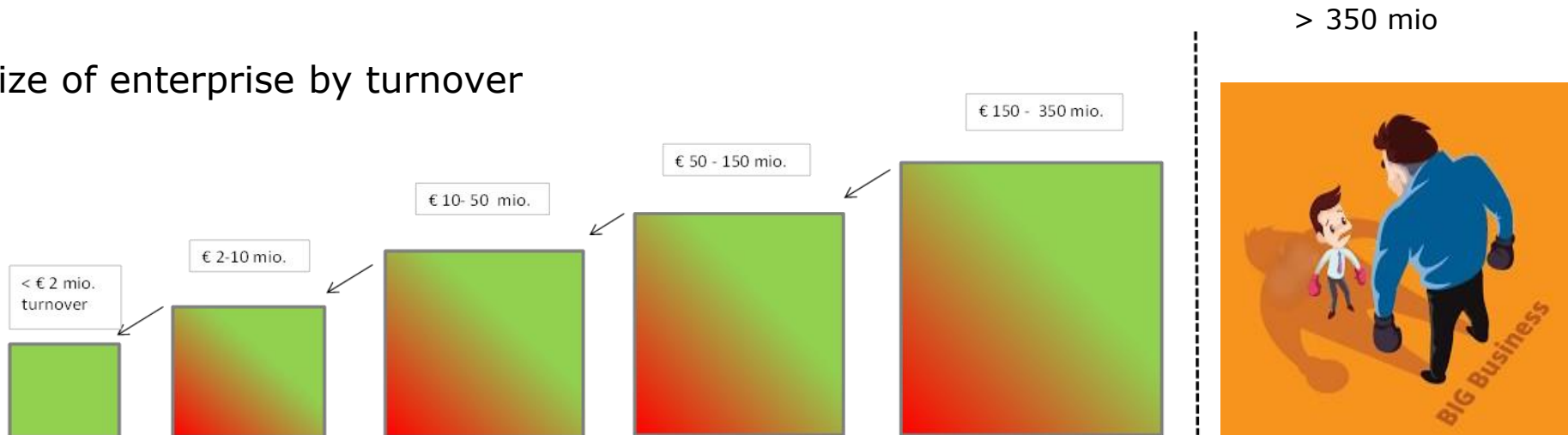


Key elements

- Legal basis: Article 43 TFEU
- The Directive:
 - protects weaker suppliers against stronger buyers (B2B) against UTPs occurring in the food supply chain
 - links to agri- and food products
 - follows minimum harmonisation approach (MS can go beyond and be stricter)
 - protects against 16 specific unfair trading practices
 - provides for minimum enforcement power
 - foresees coordination between MS authorities

Protecting the weak against the strong

Size of enterprise by turnover



- Turnover calculation according to Commission SME Recommendation
- Foreign suppliers / foreign buyers (territorial competence)

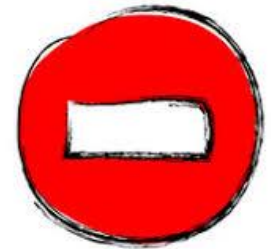


Distinction between black and grey UTPs – Article 3

- The distinction between black and grey UTPs in the Commission's proposal has been retained.
- Article 3 (1) : 10 **Black UTPs**. Prohibited, whatever the circumstances.
- Article 3 (2): 6 **Grey UTPs**. Prohibited, if the parties do not clearly and unambiguously agree beforehand.

Unfair trading practices prohibited – **black**

1. Payments later than 30 days for *perishable* agricultural and food products
2. Payment later than 60 days for other agri-food products
3. Short-notice cancellations of perishable agri-food products
4. Unilateral contract changes by the buyer
5. Money not related to a specific transaction
6. Risk of loss and deterioration transferred to the supplier
7. Refusal of a written confirmation of a supply agreement by the buyer, despite request of the supplier
8. Misuse of trade secrets by the buyer
9. Commercial retaliation by the buyer
10. Transferring the costs of examining customer complaints to the supplier



Unfair trading practices prohibited – **grey**

- 11. Unsold products
- 12. Payment of the supplier for stocking, display and listing
- 13. Payment of the supplier for promotion
- 14. Payment of the supplier for marketing
- 15. Payment of the supplier for advertising
- 16. Payment of the supplier for staff of the buyer, fitting out premises



Powers of the enforcement authority

- **MS have to designate an enforcement authority**
 - Can be an existing authority
- **Vested with powers:**
 - Power to act upon a complaint or act ex officio
 - **DEAL WITH THE FEAR FACTOR. MS shall take appropriate measures to ensure confidentiality. Rights of defense.**
 - Power to investigate
 - Power to terminate an infringement
 - Power to levy fines and impose other penalties
 - Power to publish decisions





Statements by the institutions

Study on retail alliances

The Commission is tasked to undertake an analysis on the role and effect of retail alliances on the agri-food supply chain

Market transparency

The Commission is encouraged to continue its ongoing work to enhance market transparency at EU level.