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## Definitions and interpretation

In these Conditions the following definitions apply:

**Affiliate** means any entity that directly or indirectly Controls, is Controlled by or is under common Control with, another entity;

**Bribery Laws** means the Bribery Act 2010 and associated guidance published by the Secretary of State for Justice under the Bribery Act 2010 and all other applicable UK legislation, statutory instruments and regulations in relation to bribery or corruption and any similar or equivalent legislation in any other relevant jurisdiction;

**Branding Policies and Guidelines** means the guidelines to be adhered to by the Customer when producing any advertising or promotional material as detailed in the Supplier's brand guidelines which can be accessed from:

<https://ae.ariatlandingpage.com/brand-guidelines.html> These guidelines are subject to change at the Supplier's discretion and you should check these regularly;

**Business Day** means a day other than a Saturday, Sunday or bank or public holiday when banks generally are open for non-automated business in England;

**Conditions** means the Supplier's terms and conditions of sale set out in this document;

**Confidential Information** means any commercial, financial or technical information, information relating to the Goods, plans, know-how or trade secrets which is obviously confidential or has been identified as such, or which is developed by a party in performing its obligations under, or otherwise pursuant to the Contract;

**Contract** means the agreement between the Supplier and the Customer for the sale and purchase of the Goods incorporating these Conditions and the Order;

**Control** has the meaning given to it in section 1124 of the Corporation Tax Act 2010 and

**Controls, Controlled and under common**

**Control** shall be construed accordingly;

**Customer** means the person who purchases the Goods from the Supplier and whose details are set out in the Order;

**Force Majeure** means an event or sequence of events beyond a party's reasonable control (after exercise of reasonable care to put in place robust back-up and disaster recovery arrangements) preventing or delaying it from performing its obligations under the Contract including an act of God, fire, flood, lightning, earthquake or other natural disaster, war, riot or civil unrest, interruption or failure of supplies of power, fuel, water, transport, equipment or telecommunications service, or material required for performance of the Contract, strike, lockout or boycott or other industrial action including those involving the Supplier's or its suppliers' workforce, but excluding the Customer's inability to pay or circumstances resulting in the Customer's inability to pay;

**Goods** means the goods and related accessories, and other physical material set out in the Order or understood by the parties to be included in the Goods and to be supplied by the Supplier to the Customer;

**Intellectual Property Rights** means copyright, patents, know-how, trade secrets, trade marks, trade names, design rights, rights in get-up, rights in goodwill, rights in Confidential Information, rights to sue for passing off, domain names and all similar rights and, in each case:

- (a) whether registered or not
- (b) including any applications to protect or register such rights
- (c) including all renewals and extensions of such rights or applications

(d) whether vested, contingent or future  
(e) to which the relevant party is or may be entitled, and

(f) in whichever part of the world existing;  
**IPR Claim** has the meaning given in clause 16.12;  
**Location** means the address(es) for delivery of the Goods as set out in the Order;

**Modern Slavery Policy** means the Supplier's anti-slavery and human trafficking policy in force and notified to the Customer from time to time;

**MSA Offence** has the meaning given in clause 13.1(a);

**Order** means an order for the Goods from the Supplier placed by the Customer;

**Price** has the meaning given in clause 4.1;

**Specification** means the description or specification of the Goods and their packaging set out or referred to in the Order;

**Supplier** means Ariat Europe Limited, a company incorporated in England and Wales under company number 02182529 having its registered office at Princes Manor Barn Reading Road, Harwell, Didcot, Oxfordshire, England, OX11 0LU;

**Territory** means the United Kingdom of Great Britain and Northern Ireland and the European, Middle East and Africa ("EMEA") region as defined in Schedule 1 excluding Spain and Italy;

**Trade Marks** means the trade mark registrations and applications owned by Ariat International, Inc and its affiliates and any further trade marks that the Supplier may permit, or procure permission for the Customer to use in the Territory in respect of the Goods;

**VAT** means value added tax under the Value Added Taxes Act 1994 or any other similar sale or fiscal tax applying to the sale of the Goods; and

**Warranty Period** has the meaning given in clause 11.1.

In these Conditions, unless the context requires otherwise:

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- (a) any clause, schedule or other headings in these Conditions is included for convenience only and shall have no effect on the interpretation of the Conditions;
- (b) a reference to a party includes that party's personal representatives, successors and permitted assigns;
- (c) a reference to a 'person' includes a natural person, corporate or unincorporated body (in each case whether or not having separate legal personality) and that person's personal representatives, successors and permitted assigns;
- (d) a reference to a 'company' includes any company, corporation or other body corporate, wherever and however incorporated or established;
- (e) a reference to a gender includes each other gender;
- (f) words in the singular include the plural and vice versa;
- (g) any words that follow 'include', 'includes', 'including', 'in particular' or any similar words and expressions shall be construed as illustrative only and shall not limit the sense of any word, phrase, term, definition or description preceding those words;
- (h) a reference to 'writing' or 'written' includes any method of reproducing words in a legible and non-transitory form;
- (i) a reference to legislation is a reference to that legislation as amended, extended, re-enacted or consolidated from time to time except to the extent

- that any such amendment, extension or re-enactment would increase or alter the liability of a party under the Contract; and
- (j) a reference to legislation includes all subordinate legislation made from time to time under that legislation.
- 2 Application of these conditions**
- 2.1 These Conditions apply to and form part of the Contract between the Supplier and the Customer. They supersede any previously issued terms and conditions of purchase or supply.
- 2.2 No terms or conditions endorsed on, delivered with, or contained in the Customer's purchase conditions, order, confirmation of order, specification or other document shall form part of the Contract except to the extent that the Supplier otherwise agrees in writing.
- 2.3 No variation of these Conditions or to an Order or to the Contract shall be binding unless expressly agreed in writing and executed by a duly authorised signatory on behalf of the Supplier.
- 2.4 Each Order by the Customer to the Supplier shall be an offer to purchase the Goods subject to these Conditions.
- 2.5 An Order may be withdrawn or amended by the Customer at any time before acceptance by the Supplier. If the Supplier is unable to accept an Order, it shall notify the Customer as soon as reasonably practicable.
- 2.6 The offer constituted by an Order shall remain in effect and capable of being accepted by the Supplier for 10 Business Days from the date on which the Customer submitted the Order, after which time it shall automatically lapse and be withdrawn.
- 2.7 The Supplier may accept or reject an Order at its discretion. An Order shall not be accepted, and no binding obligation to supply any Goods shall arise, until the earlier of:
- (a) the Supplier's written acceptance of the Order; or
- (b) the Supplier dispatching the Goods or notifying the Customer that they are available for collection (as the case may be).
- 2.8 Rejection by the Supplier of an Order, including any communication that may accompany such rejection, shall not constitute a counter-offer capable of acceptance by the Customer.
- 2.9 The Supplier may issue quotations to the Customer from time to time. Quotations are invitations to treat only. They are not an offer to supply the Goods and are incapable of being accepted by the Customer.
- 2.10 Marketing and other promotional material relating to the Goods are illustrative only and do not form part of the Contract.
- 2.11 The Supplier may require the Customer to hold minimum levels of stock as notified by the Supplier to the Customer from time to time.
- 2.12 Upon the acceptance by the Supplier of the first Order from the Customer, the Customer agrees to open an account with the Supplier to the value of not less than £5,000.00 and to maintain this minimum spend in value in each of the Supplier's financial years running 1st July till 30th June.
- 3 Resale of Goods**
- 3.1 The Customer shall be free to actively resell the Goods anywhere in the Territory.
- 3.2 Except as provided in clause 3.2, the Customer shall at its own entire discretion determine the prices at which and (except as specifically provided in this Contract) the terms and conditions on which it sells the Goods.
- 3.3 The Customer undertakes not to copy the Goods or to manufacture its own versions of the Goods nor shall the Customer authorise any third party to do so.

- 3.4 The Customer shall not:
- (a) act as, or represent itself as, an agent of the Supplier for any purpose;
- (b) pledge the Supplier's credit;
- (c) give any condition or warranty on the Supplier's behalf;
- (d) make any representation on the Supplier's behalf; or
- (e) attempt to commit the Supplier to any sales contracts or any other legally binding agreement.
- 3.5 The Customer will purchase all equipment that the Supplier reasonably determines as being necessary to enable the Customer to supply first-line post-sales services to customers.
- 3.6 The Customer shall refrain from making active sales of the Goods out with the Territory. For these purposes, active sales shall be understood to mean actively approaching or soliciting customers, including the following actions:
- (a) visits;
- (b) direct mail, including the sending of unsolicited emails;
- (c) advertising in the media, on the internet or other promotions, where such advertising or promotion is specifically targeted at potential buyers out with the Territory;
- (d) online advertisements addressed to potential buyers out with the Territory and other efforts to be found specifically by potential buyers out with the Territory, including the use of territory-based banners on third party websites and paying a search engine or online advertisement provider to have advertisements or higher search rankings displayed specifically to potential buyers out with the Territory; and
- (e) advertising or promotion in any form, or translation of the Customer's website into a language other than the official language of any country forming part of the Territory, that the Customer would not reasonably carry out but for the likelihood that it will reach potential buyers out with the Territory.
- 4 Price**
- 4.1 The price for the Goods shall be as set out in the Order or, in default of such provision, shall be calculated in accordance with the Supplier's scale of charges as advised by the Supplier before the date the Order is made (**Price**).
- 4.2 The Prices are exclusive of:
- (a) packaging, delivery, and insurance which shall be charged in addition at the Supplier's standard rates, and
- (b) VAT (or equivalent sales tax).
- 4.3 The Customer shall pay any applicable VAT to the Supplier on receipt of a valid VAT invoice.
- 4.4 The Supplier may increase the Prices at any time by giving the Customer not less than 15 Business Days' notice in writing provided that the increase does not exceed 10% of the Prices in effect immediately prior to the increase.
- 4.5 Notwithstanding clause 4.4, the Supplier may increase the Prices with immediate effect by written notice to the Customer where there is an increase in the direct cost to the Supplier of supplying the relevant Goods which exceeds 10% and which is due to any factor beyond the control of the Supplier.
- 5 Payment**
- 5.1 The Supplier shall invoice the Customer for the Goods at any time.
- 5.2 The Customer shall pay all invoices:

- (a) in full without deduction or set-off, in cleared funds within 30 days of the date of each invoice; and
- (b) to the bank account nominated by the Supplier.
- 5.3 Time of payment is of the essence. Where sums due under these Conditions are not paid in full by the due date:
- (a) the Supplier may, without limiting its other rights, charge interest on such sums at 4% a year above the base rate of Bank of England from time to time in force, and
- (b) interest shall accrue on a daily basis, and apply from the due date for payment until actual payment in full, whether before or after judgment.
- 6 Credit limit**  
The Supplier may set and vary credit limits from time to time and withhold all further supplies if the Customer exceeds such credit limit.
- 7 Delivery**
- 7.1 An Order shall specify whether the Goods are to be:
- (a) delivered by the Supplier, or by a carrier appointed by the Supplier, to the Location on the date(s) specified in the Order; or
- (b) made available for collection by the Customer at the Supplier's, or carrier's, premises set out in the Order (as the case may be). The Customer shall collect the Goods within the period specified in the Order.
- 7.2 The Goods shall be deemed delivered:
- (a) if delivered by the Supplier under clause 7.1(a), on arrival of the Goods at the Location;
- (b) if delivered by a carrier under clause 7.1(a), on delivery of the Goods by the Supplier to the carrier; or
- (c) if collected by the Customer under clause 7.1(b), when the Supplier makes the Goods available for collection at the Supplier's, or carrier's, premises (as the case may be).
- 7.3 The Goods may be delivered by instalments. Any delay in delivery or defect in an instalment shall not entitle the Customer to cancel any other instalment.
- 7.4 Delivery of the Goods shall be accompanied by a delivery note stating:
- (a) the date of the Order;
- (b) the product numbers, type and quantity of the Goods in the consignment; and
- (c) any special handling instructions.
- 7.5 Time of delivery is not of the essence. The Supplier shall use its reasonable endeavours to meet delivery dates but such dates are approximate only.
- 7.6 The Supplier shall not be liable for any delay in or failure of delivery caused by:
- (a) the Customer's failure to: (i) make the Location available, (ii) prepare the Location as required for delivery, (iii) provide the Supplier with adequate instructions for delivery or otherwise relating to the Goods;
- (b) the Customer's failure to collect the Goods from the Supplier's premises; or
- (c) Force Majeure.
- 7.7 If the Customer fails to accept delivery of the Goods the Supplier shall store and insure the Goods pending delivery, and the Customer shall pay all costs and expenses incurred by the Supplier in doing so.
- 7.8 If 10 Business Days following the due date for delivery or collection of the Goods, the Customer has not taken delivery of or collected them, the Supplier may resell or otherwise dispose of the Goods. The Supplier shall:
- (a) deduct all storage charges at the Supplier's then-applicable rates and reasonable costs of resale; and
- (b) account to the Customer for any excess of the resale price over, or invoice the Customer for any shortfall of the resale price below, the Price paid by the Customer for the Goods.
- 8 Risk**  
Risk in the Goods shall pass to the Customer on delivery.
- 9 Title**
- 9.1 Title to the Goods shall pass to the Customer once the Supplier has received payment in full and cleared funds for the Goods.
- 9.2 Until title to the Goods has passed to the Customer, the Customer shall:
- (a) hold the Goods as bailee for the Supplier;
- (b) store the Goods separately from all other material in the Customer's possession;
- (c) take all reasonable care of the Goods and keep them in the condition in which they were delivered;
- (d) insure the Goods from the date of delivery: (i) with a reputable insurer (ii) against all risks (iii) for an amount at least equal to their Price (iv) noting the Supplier's interest on the policy;
- (e) ensure that the Goods are clearly identifiable as belonging to the Supplier;
- (f) not remove or alter any mark on or packaging of the Goods;
- (g) inform the Supplier immediately if it becomes subject to any of the events or circumstances set out in clauses 19.1(a) to 19.1(d) or 19.2(a) to 19.2(k); and
- (h) on reasonable notice permit the Supplier to inspect the Goods during the Customer's normal business hours and provide the Supplier with such information concerning the Goods as the Supplier may request from time to time.
- 9.3 Notwithstanding clause 9.2, the Customer may resell the Goods in the ordinary course of its business until such time as it becomes aware or ought reasonably to have become aware that an event specified in clauses 19.1(a) to 19.1(d) or 19.2(a) to 19.2(k) has occurred or is likely to occur.
- 9.4 If the Customer resells the Goods in accordance with clause 9.3, title to the Goods shall pass to the Customer immediately prior to the resale.
- 9.5 If, at any time before title to the Goods has passed to the Customer, the Customer informs the Supplier, or the Supplier reasonably believes, that the Customer has or is likely to become subject to any of the events specified in clauses 19.1(a) to 19.1(d) or 19.2(a) to 19.2(k), the Supplier may:
- (a) require the Customer, at the Customer's expense, to re-deliver the Goods to the Supplier; and
- (b) if the Customer fails to do so promptly, enter any premises where the Goods are stored and repossess them.
- 10 Advertising and promotion of Goods for resale**
- 10.1 The Customer shall:
- (a) observe all directions and instructions given to it by the Supplier for the promotion and advertisement of the Goods;

- (b) not advertise or promote for resale, Goods which it does not hold in stock unless agreed with the Supplier;
- (c) not make any written statement about the quality or manufacture of the Goods without the prior written approval of the Supplier, whether such statements are in printed advertising materials, in correspondence, on a website, or otherwise; and
- (d) conform to the general house style and Branding Policies and Guidelines of the Supplier when producing any advertising or promotional material for approval by the Supplier as provided by the Supplier.
- 10.2 The Customer shall ensure that any website that it uses for the sale of the Goods complies with the quality standards and criteria as advised by the Supplier.
- 10.3 Where the Customer markets the Goods in any stores or retail spaces, the customer shall ensure the showrooms are suitable for the retail sale of the Goods.
- 10.4 The Customer shall display the Goods in conformance with the Branding Policies and Guidelines of the Supplier.
- 10.5 The Supplier undertakes to provide the know-how and technical support and training to the Customer to enable it to market, sell, service and maintain the Goods and the Customer undertakes to accept, implement and make full use of the same in order to market, sell, service and maintain the Goods
- 10.6 From time to time and upon reasonable notice, the Customer shall allow the Supplier or its authorised representative to inspect the Goods when in storage under the control of the Customer.
- 11 Warranty**
- 11.1 The Company warrants the Goods against defective materials and defective workmanship for a period of 12 months from the date of delivery to the end-consumer. Such notification to be received by the Company (or its appointed representative) no later than six years from date of supply by the Company to the retailer.
- Warranty Period):**
- (a) conform in all material respects to the Order and the Specification; and
- (b) be free from material defects in design, material and workmanship.
- 11.2 The Supplier shall, at its option, repair, replace, or refund the Price of any of the Goods that do not comply with clause 11.1, provided that the Customer:
- (a) serves a written notice on Supplier:
- (i) during the Warranty Period in the case of defects discoverable by a physical inspection; or
- (ii) in the case of latent defects, within one month from the date on which the Customer became aware (or should reasonably have become aware) of the defect;
- (b) provides the Supplier with sufficient information as to the nature and extent of the defects and the uses to which the Goods had been put prior to the defect arising;
- (c) gives the Supplier a reasonable opportunity to examine the defective Goods; and
- (d) returns the defective Goods to the Supplier at the Customer's expense.
- 11.3 The provisions of these Conditions, including the warranties set out in clause 11.1, shall apply to any of the Goods that are repaired or replaced with effect from the date of delivery of the repaired or replaced Goods.
- 11.4 The Supplier shall not be liable for any failure of the Goods to comply with clause 11.1:
- (a) where such failure arises by reason of wear and tear, wilful damage, negligence, or could be expected to arise in the normal course of use of the Goods;
- (b) to the extent caused by the Customer's failure to comply with the Supplier's instructions in relation to the Goods, including any instructions on installation, operation, storage or maintenance;
- (c) to the extent caused by the Supplier following any specification or requirement of the Customer in relation to the Goods;
- (d) where the Customer modifies any Goods without the Supplier's prior written consent or, having received such consent, not in accordance with the Supplier's instructions; or
- (e) where the Customer uses any of the Goods after notifying the Supplier that they do not comply with clause 11.1.
- 11.5 Except as set out in this clause 11:
- (a) the Supplier gives no warranties and makes no representations in relation to the Goods; and
- (b) shall have no liability for their failure to comply with the warranty in clause 11.1,
- and all warranties and conditions (including the conditions implied by ss 13–15 of the Sale of Goods Act 1979), whether express or implied by statute, common law or otherwise are excluded to the extent permitted by law.
- 12 Anti-bribery**
- 12.1 For the purposes of this clause 11 the expressions 'adequate procedures' and 'associated with' shall be construed in accordance with the Bribery Act 2010 and legislation or guidance published under it.
- 12.2 The Customer shall comply with applicable Bribery Laws including ensuring that it has in place adequate procedures to prevent bribery and use all reasonable endeavours to ensure that:
- (a) all of the Customer's personnel;
- (b) all others associated with the Customer; and
- (c) all of the Customer's subcontractors; involved in performing the Contract so comply.
- 12.3 Without limitation to clause 12.2, the Customer shall not make or receive any bribe (which term shall be construed in accordance with the Bribery Act 2010) or other improper payment or advantage or allow any such bribe or improper payment or advantage to be made or received on its behalf, either in the United Kingdom or elsewhere and shall implement and maintain adequate procedures to ensure that such bribes or improper payments or advantages are not made or received directly or indirectly on its behalf.
- 12.4 The Customer shall immediately notify the other as soon as it becomes aware of a breach of any of the requirements in this clause 12.
- 13 Modern Slavery Statement**
- 13.1 The Customer undertakes, warrants and represents that:

- (a) neither the Customer nor any of its officers, employees, agents or subcontractors has:
- (i) committed an offence under the Modern Slavery Act 2015 (an **MSA Offence**); or
  - (ii) been notified that it is subject to an investigation relating to an alleged MSA Offence or prosecution under the Modern Slavery Act 2015; or
  - (iii) is aware if any circumstances within its supply chain that could give rise to an investigation relating to an alleged MSA Offence or prosecution under the Modern Slavery Act 2015;
- (b) it shall comply with the Modern Slavery Act 2015 and the Modern Slavery Policy;
- (c) it shall notify the Supplier immediately in writing if it becomes aware or has reason to believe that it, or any of its officers, employees, agents or subcontractors have breached or potentially breached any of the Customer's obligations under clause 13.1. Such notice to set out full details of the circumstances concerning the breach or potential breach of the Customer's obligations.
- 14 Indemnity and insurance**
- 14.1 The Customer shall indemnify the Supplier from and against any losses, damages, liability, costs (including legal fees) and expenses which the Supplier may suffer or incur directly or indirectly from the Customer's breach of any of its obligations under the Contract.
- 14.2 The Customer shall have in place contracts of insurance with reputable insurers incorporated in either the United Kingdom, the European Union or in the country of incorporation of the Customer to cover its obligations under the Contract. On request, the Customer shall supply (so far as is reasonable) evidence of the maintenance of the insurance and all of its terms from time to time applicable.
- 15 Limitation of liability**
- 15.1 The extent of the parties' liability under or in connection with the Contract (regardless of whether such liability arises in tort, contract or in any other way and whether or not caused by negligence or misrepresentation) shall be as set out in this clause 15.
- 15.2 Subject to clauses 15.5 and 15.6, the Supplier's total liability shall not exceed the total value of the Order to which the given claim relates.
- 15.3 Subject to clauses 15.5 and 15.6, the Supplier shall not be liable for consequential, indirect or special losses.
- 15.4 Subject to clauses 15.5 and 15.6, the Supplier shall not be liable for any of the following (whether direct or indirect):
- (a) loss of profit;
  - (b) loss of data;
  - (c) loss of use;
  - (d) loss of production;
  - (e) loss of contract;
  - (f) loss of opportunity;
  - (g) loss of savings, discount or rebate (whether actual or anticipated);
  - (h) harm to reputation or loss of goodwill.
- 15.5 The limitations of liability set out in clauses 15.2 to 15.4 shall not apply in respect of any indemnities given by either party under the Contract.
- 15.6 Notwithstanding any other provision of the Contract, the liability of the parties shall not be limited in any way in respect of the following:
- (a) death or personal injury caused by negligence;
  - (b) fraud or fraudulent misrepresentation;
  - (c) any other losses which cannot be excluded or limited by applicable law;
  - (d) any losses caused by wilful misconduct.
- 16 Intellectual property rights**
- 16.1 The Supplier grants to the Customer the non-exclusive right, in the Territory, to use the Trade Marks in the promotion, advertisement and sale of the Goods, subject to, and for the duration of, this Contract. The Customer acknowledges and agrees that all rights in the Trade Marks shall remain in Supplier, and that the Customer has and will acquire no right in them by virtue of the discharge of its obligations under this Contract, except for the right to use the Trade Marks as expressly provided in this Contract.
- 16.2 The Customer shall market and sell the Goods only under the Trade Marks, and not in association with any other trade mark, brand or trade name, except as permitted in any branding manual issued by the Supplier.
- 16.3 All representations of the Trade Marks that the Customer intends to use shall be submitted to the Supplier for written approval before use.
- 16.4 The Customer shall comply with all rules for the use of the Trade Marks issued by the Supplier (including those set out in any manual issued by the Supplier) and shall not, without the prior written consent of the Supplier:
- (a) alter or make any addition to the labelling or packaging of the Goods displaying the Trade Marks
  - (b) make any addition or modifications to the Goods or to any advertising and promotional materials supplied by the Supplier; or
  - (c) alter, deface or remove in any matter any reference to the Trade Marks, any reference to the Supplier or any other name attached or affixed to the Goods or their packaging or labelling.
- 16.5 The Customer shall not sub-license, transfer or otherwise deal with the rights of use of the Trade Marks granted under this Contract.
- 16.6 The Customer shall not do, or omit to do, anything in its use of the Trade Marks that could adversely affect their validity or reputation.
- 16.7 The Customer shall immediately enter into any further agreement with the Supplier, in a form satisfactory to the Supplier, necessary for the recording, registration or safeguarding of the Supplier's Trade Mark rights or the marketing of the Goods under the Trade Marks.
- 16.8 The Supplier alone is responsible for the registration and maintenance of any marks or designs that relate to the Goods. The Customer shall not obtain or try to obtain or register for itself anywhere in the world any trade marks or trade names the same as or similar to the Trade
- 16.9 The Customer shall not use the Trade Marks as part of the name under which the Customer conducts its business, or any connected business, or under which it sells or services any products (except the Goods), or in any other way, except as expressly permitted hereunder.
- 16.10 The Customer shall not sub-license, assign, transfer, charge, or otherwise encumber the right to use, reference, or designate the Trade Marks to any other party, except as otherwise expressly permitted under this Contract.
- 16.11 Upon termination of this agreement for any reason, the Customer will immediately stop using all or any part of the Trade Marks.

- 16.12 The Supplier shall indemnify the Customer from and against any losses, damages, liability, costs and expenses (including reasonable professional fees) incurred by it as a result of any action, demand or claim that use or possession of the Goods infringes the Intellectual Property Rights of any third party (**IPR Claim**), provided that the Supplier shall have no such liability if the Customer:
- (a) does not notify the Supplier in writing setting out full details of any IPR Claim of which it has notice as soon as is reasonably possible;
  - (b) makes any admission of liability or agrees any settlement or compromise of the relevant IPR Claim without the prior written consent of the Supplier;
  - (c) does not let the Supplier at its request and own expense have the conduct of or settle all negotiations and litigation arising from the IPR Claim at its sole discretion;
  - (d) does not take all reasonable steps to minimise the losses that may be incurred by it or by any third party as a result of the IPR Claim;
  - (e) does not, at the Supplier's request, provide the Supplier with all reasonable assistance in relation to the IPR Claim (at the Customer's expense) including the provision of prompt access to any relevant premises, officers, employees, contractors or agents of the Customer.
- 16.13 If any IPR Claim is made or is reasonably likely to be made, the Supplier may at its option:
- (a) procure for the Customer the right to continue using and possessing the relevant Goods; or
  - (b) modify or replace the infringing part of the Goods so as to avoid the infringement or alleged infringement, provided the Goods remain in material conformance to their Specification.
- 16.14 The Supplier's obligations under clause 16.12 shall not apply to Goods modified or used by the Customer other than in accordance with the Contract or the Supplier's instructions. The Customer shall indemnify the Supplier against all losses, damages, liability, costs and expenses (including reasonable legal fees) incurred by the Supplier in connection with any claim arising from such modification or use.
- 17 Confidentiality and announcements**
- 17.1 The Customer shall keep confidential all Confidential Information of the Supplier and of any Affiliate of the Supplier and shall only use the same as required to perform the Contract. The provisions of this clause shall not apply to:
- (a) any information which was in the public domain at the date of the Contract;
  - (b) any information which comes into the public domain subsequently other than as a consequence of any breach of the Contract or any related agreement;
  - (c) any information which is independently developed by the Customer without using information supplied by the Supplier or by any Affiliate of the Supplier; or
  - (d) any disclosure required by law or a regulatory authority or otherwise by the provisions of the Contract.
- 17.2 This clause 17 shall remain in for a period of five years from the date of the Contract and, if longer, three years after termination of the Contract.
- 17.3 The Customer shall not make any public announcement or disclose any information regarding the Contract, except to the extent required by law or regulatory authority.
- 18 Force majeure**
- Neither party shall have any liability under or be deemed to be in breach of the Contract for any delays or failures in performance of the Contract which result from Force Majeure. The party subject to the Force Majeure event shall promptly notify the other party in writing when such the event causes a delay or failure in performance and when it ceases to do so. If the Force Majeure event continues for a continuous period of more than 30 days, either party may terminate the Contract by written notice to the other party.
- 19 Termination**
- 19.1 The Supplier may terminate the Contract, or any other contract which it has with the Customer, at any time by giving notice in writing to the Customer if:
- (a) the Customer commits a material breach of the Contract and such breach is not remediable;
  - (b) the Customer commits a material breach of the Contract which is not remedied within 14 days of receiving written notice of such breach;
  - (c) the Customer has failed to pay any amount due under the Contract on the due date and such amount remains unpaid 30 days after the date that the Supplier has given notification to the Customer that the payment is overdue; or
  - (d) any consent, licence or authorisation held by the Customer is revoked or modified such that the Customer is no longer able to comply with its obligations under the Contract or receive any benefit to which it is entitled.
- 19.2 The Supplier may terminate the Contract at any time by giving notice in writing to the Customer if the Customer:
- (a) stops carrying on all or a significant part of its business, or indicates in any way that it intends to do so;
  - (b) is unable to pay its debts either within the meaning of section 123 of the Insolvency Act 1986 or if the Supplier reasonably believes that to be the case;
  - (c) becomes the subject of a company voluntary arrangement under the Insolvency Act 1986;
  - (d) has a receiver, manager, administrator or administrative receiver appointed over all or any part of its undertaking, assets or income;
  - (e) has a resolution passed for its winding up;
  - (f) has a petition presented to any court for its winding up or an application is made for an administration order, or any winding-up or administration order is made against it;
  - (g) is subject to any procedure for the taking control of its goods that is not withdrawn or discharged within seven days of that procedure being commenced;
  - (h) has a freezing order made against it;
  - (i) is subject to any recovery or attempted recovery of items supplied to it by a supplier retaining title to those items;
  - (j) is subject to any events or circumstances analogous to those in clauses 19.2(a) to 19.2(i) in any jurisdiction;

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| <p>(k) takes any steps in anticipation of, or has no realistic prospect of avoiding, any of the events or procedures described in clauses 19.2(a) to 19.2(j) including giving notice for the convening of any meeting of creditors, issuing an application at court or filing any notice at court, receiving any demand for repayment of lending facilities, or passing any board resolution authorising any steps to be taken to enter into an insolvency process;</p> <p>(l) undergoes a change of control, or a change in any board member or of any director, or, if it is realistically anticipated that it will undergo a change of control within two months. For the purposes of this clause, 'control' shall mean beneficial ownership of more than 50% of the issued share capital of a company or the legal power to direct or cause the direction of the management of a company.</p> <p>19.3 The Supplier may terminate the Contract any time by giving not less than four weeks' notice in writing to the Customer.</p> <p>19.4 If the Customer becomes aware that any event has occurred, or circumstances exist, which may entitle the Supplier to terminate the Contract under this clause 19, it shall immediately notify the Supplier in writing.</p> <p>19.5 Termination or expiry of the Contract shall not affect any accrued rights and liabilities of the Supplier at any time up to the date of termination.</p> <p><b>20</b><br/><b>Consequences of termination</b></p> <p>20.1 Any provision of this Contract that expressly or by implication is intended to come into or continue in force on or after termination or expiry of this Contract shall remain in full force and effect.</p> <p>20.2 Termination or expiry of this Contract shall not affect any rights, remedies, obligations or liabilities of the parties that have accrued up to the date of termination or expiry, including the right to claim damages in respect of any breach of the Contract which existed at or before the date of termination or expiry.</p> <p>20.3 On termination or expiry of this Contract:</p> <p>(a) the Supplier shall have the option to buy from the Customer any stocks of the Goods at such price as the Supplier reasonably considers to be their current market value. To exercise the option, the Supplier must give notice to the Customer within 5 days of termination or expiry of this Contract, stating the quantities of Goods it wishes to buy. The Customer shall deliver such Goods to the Supplier within 3 days of receiving the Supplier's notice, and the Supplier shall pay for the Goods in full within 30 days of their delivery. The Customer shall be responsible for the costs of packaging, insurance and carriage of the Goods;</p> <p>(b) if the Supplier chooses not to exercise its option to buy back the Goods under clause 20.3(a), or purchases only part of the Customer's stocks of Goods, the Customer shall dispose of its remaining stocks of Goods as directed by the Supplier following termination or expiry of this Contract, sell and distribute any stocks of the Goods that it may have in store or under its control at the time. At the end of this period the Customer shall promptly return all remaining stocks of any unpaid Goods</p> | <p>to the Supplier at the expense of the Customer, or dispose of the stocks as the Supplier directs; and</p> <p>(c) if the Supplier chooses to buy back the Goods under clause 20.3(a), or when the Customer has disposed of its remaining stocks of Goods under clause 20.3(b), the Customer shall at the Supplier's option promptly destroy or return all samples, technical pamphlets, catalogues, advertising materials, specifications and other materials, documents or papers that relate to the Supplier's business that the Customer may have in its possession or under its control (other than correspondence between the parties).</p> <p>20.4 The termination or expiry of this Contract shall not of itself make the Supplier liable to pay any compensation to the Customer, including, for loss of profits or goodwill.</p> <p>20.5 Subject to clause 20.3, all other rights and licences of the Customer under this Contract including all rights granted under clause 16 shall terminate on the date of termination or expiry of this Contract.</p> <p>20.6 The Supplier may cancel any orders for Goods placed by the Customer before termination or expiry of this Contract if delivery would fall due after termination, whether or not they have been accepted by the Supplier. The Supplier shall have no liability to the Customer in respect of such cancelled orders.</p> <p><b>21</b><br/><b>Notices</b></p> <p>21.1 Any notice or other communication given by a party under these Conditions shall:</p> <p>(a) be in writing and in English;</p> <p>(b) be signed by, or on behalf of, the party giving it; and</p> <p>(c) be sent to the relevant party at the address set out in the Contract.</p> <p>21.2 Notices may be given, and are deemed received:</p> <p>(a) by hand: on receipt of a signature at the time of delivery;</p> <p>(b) by Royal Mail Recorded Signed For post: at 9.00 am on the second Business Day after posting;</p> <p>(c) by Royal Mail International Tracked &amp; Signed post: at 9.00 am on the fourth Business Day after posting;</p> <p>(d) by email provided a delivery receipt email from the correct address is received.</p> <p>21.3 Any change to the contact details of a party as set out in the Contract shall be notified to the other party in accordance with clause 21.1 and shall be effective:</p> <p>(a) on the date specified in the notice as being the date of such change; or</p> <p>(b) if no date is so specified, five Business Days after the notice is deemed to be received.</p> <p>21.4 This clause 21 does not apply to notices given in legal proceedings or arbitration.</p> <p><b>22</b><br/><b>Cumulative remedies</b></p> <p>The rights and remedies provided in the Contract for the Supplier only are cumulative and not exclusive of any rights and remedies provided by law.</p> <p><b>23</b><br/><b>Further assurance</b></p> <p>The Customer shall at the request of the Supplier, and at the Customer's own cost, do all acts and execute all documents which are necessary to give full effect to the Contract.</p> <p><b>24</b><br/><b>Entire agreement</b></p> <p>24.1 The parties agree that the Contract and any documents entered into pursuant to it constitutes the entire agreement between them and</p> |
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|      | supersedes all previous agreements, understandings and arrangements between them, whether in writing or oral in respect of its subject matter.  |      | preclude or restrict any future exercise of that or any other right, power or remedy.  |
| 24.2 | Each party acknowledges that it has not entered into the Contract or any documents entered into pursuant to it in reliance on, and shall have no remedies in respect of, any representation or warranty that is not expressly set out in the Contract or any documents entered into pursuant to it. No party shall have any claim for innocent or negligent misrepresentation on the basis of any statement in the Contract.  | 31.2 | No single or partial exercise of any right, power or remedy provided by law or under the Contract by the Supplier shall prevent any future exercise of it or the exercise of any other right, power or remedy by the Supplier.   |
| 24.3 | Nothing in these Conditions purports to limit or exclude any liability for fraud.   | 32   | <b>Compliance with law</b><br>The Customer shall comply with all laws, enactments, regulations, regulatory policies, guidelines and industry codes applicable to it and shall maintain such authorisations and all other approvals, permits and authorities as are required from time to time to perform its obligations under or in connection with the Contract. |
| 25   | <b>Variation</b><br>No variation of the Contract shall be valid or effective unless it is in writing, refers to the Contract and is duly signed or executed by, or on behalf of, the Supplier.  | 33   | <b>Conflicts within contract</b><br>If there is a conflict between the terms contained in the Conditions and the terms of the Order, schedules, appendices or annexes to the Contract, the terms of the Conditions shall prevail.  |
| 26   | <b>Assignment</b><br>The Customer may not assign, subcontract or encumber any right or obligation under the Contract, in whole or in part, without the Supplier's prior written consent.  | 34   | <b>Costs and expenses</b><br>The Customer shall pay its own costs and expenses incurred in connection with the negotiation, preparation, signature and performance of the Contract (and any documents referred to in it).  |
| 27   | <b>Set-off</b>  | 35   | <b>Third party rights</b>  |
| 27.1 | The Supplier shall be entitled to set-off under the Contract any liability which it has or any sums which it owes to the Customer under the Contract or under any other contract which the Supplier has with the Customer.  | 35.1 | Except as expressly provided for in clause 35.2, a person who is not a party to the Contract shall not have any rights under the Contracts (Rights of Third Parties) Act 1999 to enforce any of the provisions of the Contract.  |
| 27.2 | The Customer shall pay all sums that it owes to the Supplier under the Contract without any set-off, counterclaim, deduction or withholding of any kind, save as may be required by law.  | 35.2 | Any Affiliate of the Supplier shall be entitled under the Contracts (Rights of Third Parties) Act 1999 to enforce any of the provisions of the Contract. The consent of any such Affiliate is not required in order to rescind or vary the Contract or any provision of it.  |
| 28   | <b>No partnership or agency</b><br>The parties are independent persons and are not partners, principal and agent or employer and employee and the Contract does not establish any joint venture, trust, fiduciary or other relationship between them, other than the contractual relationship expressly provided for in it. None of the parties shall have, nor shall represent that they have, any authority to make any commitments on the other party's behalf.  | 36   | <b>Governing law</b><br>The Contract and any dispute or claim arising out of, or in connection with, it, its subject matter or formation (including non-contractual disputes or claims) shall be governed by, and construed in accordance with, the laws of England and Wales.   |
| 29   | <b>Equitable relief</b><br>The Customer recognises that any breach or threatened breach of the Contract may cause the Supplier irreparable harm for which damages may not be an adequate remedy. Accordingly, in addition to any other remedies and damages available to the Supplier, the Customer acknowledges and agrees that the Supplier is entitled to the remedies of specific performance, injunction and other equitable relief without proof of special damages.  | 37   | <b>Jurisdiction</b><br>The parties irrevocably agree that the courts of England and Wales shall have non-exclusive jurisdiction to settle any dispute or claim arising out of, or in connection with, the Contract, its subject matter or formation (including non-contractual disputes or claims).  |
| 30   | <b>Severance</b>  |      |  |
| 30.1 | If any provision of the Contract (or part of any provision) is or becomes illegal, invalid or unenforceable, the legality, validity and enforceability of any other provision of the Contract shall not be affected.  |      |  |
| 30.2 | If any provision of the Contract (or part of any provision) is or becomes illegal, invalid or unenforceable but would be legal, valid and enforceable if some part of it was deleted or modified, the provision or part-provision in question shall apply with such deletions or modifications as may be necessary to make the provision legal, valid and enforceable. In the event of such deletion or modification, the parties shall negotiate in good faith in order to agree the terms of a mutually acceptable alternative provision. |      |  |
| 31   | <b>Waiver</b>   |      |  |
| 31.1 | No failure, delay or omission by the Supplier in exercising any right, power or remedy provided by law or under the Contract shall operate as a waiver of that right, power or remedy, nor shall it   |      |  |

## SCHEDULE 1

### EMEA COUNTRIES

|                                  |                      |
|----------------------------------|----------------------|
| Albania                          | Liberia              |
| Algeria                          | Libya                |
| Andorra                          | Liechtenstein        |
| Angola                           | Lithuania            |
| Austria                          | Luxembourg           |
| Bahrain                          | Macedonia            |
| Belarus                          | Madagascar           |
| Benin                            | Malawi               |
| Bosnia and Herzegovina           | Mali                 |
| Botswana                         | Malta                |
| Bulgaria                         | Mauritania           |
| Burkina Faso                     | Mauritius            |
| Burundi                          | Moldova              |
| Cameroon                         | Monaco               |
| Cape Verde                       | Montenegro           |
| Central African Republic         | Morocco              |
| Chad                             | Mozambique           |
| Comoros                          | Namibia              |
| Croatia                          | Netherlands          |
| Cyprus                           | Niger                |
| Czech Republic                   | Nigeria              |
| Democratic Republic of the Congo | Norway               |
| Denmark                          | Oman                 |
| Djibouti                         | Palestine            |
| Egypt                            | Poland               |
| Equatorial Guinea                | Portugal             |
| Eritrea                          | Qatar                |
| Estonia                          | Romania              |
| Ethiopia                         | Rwanda               |
| Faroe Islands                    | San Marino           |
| Finland                          | Sao Tome & Principe  |
| France                           | Saudi Arabia         |
| Gabon                            | Senegal              |
| Gambia                           | Serbia               |
| Georgia                          | Slovakia             |
| Germany                          | Slovenia             |
| Ghana                            | Somalia              |
| Gibraltar                        | South Africa         |
| Greece                           | Sudan                |
| Guernsey                         | Swaziland            |
| Guinea                           | Sweden               |
| Guinea-Bissau                    | Switzerland          |
| Hungary                          | Syria                |
| Iceland                          | Tanzania             |
| Iran                             | Togo                 |
| Iraq                             | Tunisia              |
| Ireland                          | Turkey               |
| Isle Of Man                      | Uganda               |
| Israel                           | Ukraine              |
| Ivory Coast                      | United Arab Emirates |
| Jersey                           | United Kingdom       |
| Jordan                           | Vatican City         |
| Kenya                            | Western Sahara       |
| Kuwait                           | Yemen                |
| Latvia                           | Zambia               |
| Lebanon                          | Zimbabwe             |
| Lesotho                          |                      |