

## **Transnational Business Law**

Part C.4 : CROSS BORDER LITIGATION

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## PRESENTATION OUTLINE

- I. Cross-border judicial procedures
- II. European order for payment
- III. Recognition and enforcement of foreign decisions
- IV. Litigation in the EU: Practical roadmap



## I. Cross-border judicial procedures

## A. Three-step jurisdiction filter

- Article 25 of Brussels I bis : Prorogation of jurisdiction
- > Article 7(1) (2) and (3) of Brussels I bis: Special Jurisdiction
- > Article 4(1) of Brussels I bis : General Provisions

## **B.** Additional jurisdiction rules

- > Article 10-16 : matters related to insurance
- Article 17-19 : consumer contracts
- Article 20-23 : individual contracts of employment



#### Article 25 of Brussels I bis

- « 1. If the <u>parties</u>, regardless of their domicile, have <u>agreed</u> that a <u>court or the courts of a Member State are to have jurisdiction to settle any disputes</u> which have arisen or which may arise in connection with a particular legal relationship, <u>that court or those courts shall have jurisdiction, unless the agreement is null and void as to its <u>substantive validity under the law of that Member State</u>. Such jurisdiction shall be <u>exclusive</u> unless the parties have agreed otherwise. The agreement conferring jurisdiction shall be either:</u>
- (a) in writing or evidenced in writing;
- (b) in a form which accords with <u>practices which the parties have established</u> between themselves; or
- (c) in <u>international trade or commerce</u>, in a <u>form which accords with a usage of which</u> the parties are or ought to have been aware and which in such trade or commerce is widely known to, and regularly observed by, parties to contracts of the type involved in the particular trade or commerce concerned.



- 2. Any communication by electronic means which provides a durable record of the agreement shall be equivalent to 'writing'.
- 3. The court or courts of a Member State on which a trust instrument has conferred jurisdiction shall have exclusive jurisdiction in any proceedings brought against a settlor, trustee or beneficiary, if relations between those persons or their rights or obligations under the trust are involved.
- 4. Agreements or provisions of a trust instrument conferring jurisdiction shall have no legal force if they are contrary to <u>Articles 15</u>, <u>19</u> or <u>23</u>, or if the courts whose jurisdiction they purport to exclude have exclusive jurisdiction by virtue of <u>Article 24</u>.
- 5. An agreement conferring jurisdiction which forms part of a contract shall be treated as an <u>agreement independent of the other terms of the contract</u>.

The <u>validity of the agreement</u> conferring jurisdiction <u>cannot be contested solely on the</u> ground that the <u>contract is not valid</u>. »

5



- Choice of court agreements
- Parties may agree in advance on the court(s) of one or more EU MS for disputes relating to a specific legal relationship (contractual or non-contractual)
- Presumption : exclusive jurisdiction unless agreed otherwise
- Parties may name more than one court
- Parties may name in general "the courts of the defendant"



- Scope:
  - Independent ground for applying the Regulation
  - Applies even if defendant is not domiciled in the EU
  - Brussels I bis Regulation (vs. previous versions) removed requirement for one party to be domiciled in the EU
  - Solely the court(s) chosen by the parties shall be established in the EU



- Form :
  - o written / confirmed in writing
  - established practice between parties
  - international trade custom
- Clause stands independent from the main contract → main contract void ≠ clause void



- Substantive validity of a jurisdiction clause : governed by the law of the chosen court
  - → Preamble of Brussels I bis Regulation :
    - « Where a question arises as to whether a choice-of-court agreement in favor of a court or the courts of a Member State is null and void as to its substantive validity, that question should be decided in accordance with the law of the Member State of the court or courts designated in the agreement, including the conflict-of-laws rules of that Member State. »
- Question: How to determine the applicable law to jurisdiction clause under Rome I

#### Article 2 lit. e) Rome I ("exclusions")

« (...) arbitration agreements and agreements on the choice of court; (...)»



- CJEU, 27 February 2025, SIL v. Agora (C-537/23) :
  - Facts : **asymmetric clause** → one party may sue only before the named court the other may sue before that court + « *any other competent court* »

#### Clause in that case:

"The court of Brescia (Italy) will have jurisdiction over any dispute arising from or related to this contract. [SIL] reserves the right to bring proceedings against the purchaser before another competent court in Italy or elsewhere."



- CJEU, 27 February 2025, SIL v. Agora (C-537/23):
  - Validity conditions:
    - Jurisdiction clause must name court(s) of an EU MS / or of a Lugano Contracting State
    - 2. Jurisdiction clause must provide objective, precise criteria to identify any alternative court
    - 3. Jurisdiction clause must not breach protective rules (Art. 15, 19, 23) or exclusive jurisdiction (Art. 24)



## Article 7(1) and (2) of Brussels I bis Regulation

- « A person domiciled in a Member State may be sued in another Member State:
- (a) in matters relating to a contract, in the courts for the <u>place of performance of the obligation in question</u>;
- (b) for the purpose of this provision and unless otherwise agreed, the place of performance of the obligation in question shall be:
- —in the case of the <u>sale of goods</u>, the place in a Member State where, under the contract, the goods were <u>delivered</u> or should have been delivered,
- —in the case of the <u>provision of services</u>, the place in a Member State where, under the contract, the services were <u>provided</u> or should have been provided; (c)if point (b) does not apply then point (a) applies;

(...) »



## Article 7(1) and (2) of Brussels I bis Regulation

« (...)

(2) in matters relating to <u>tort</u>, <u>delict or quasi-delict</u>, in the courts for the place where the <u>harmful event occurred</u> or may occur; »



- Special jurisdiction rules : <u>additional / complementary rules</u> to general principle
- Give the claimant an alternative to the defendant's domicile (Art. 4)
- Precondition: defendant domiciled in an EU MS



- Choice for claimant :
  - EITHER: Court under article 4 (domicile of defendant): general principle
  - OR: Court under article 7 (closest connection to the dispute): specific rules
    - 7(1) Contractual dispute
    - 7 (2) Extra-contractual dispute



- Contractual matters article 7 (1)
  - **Point (a)**: « (a) in matters relating to a contract, in the courts for the place of performance of the obligation in question »
    - Court of the place where the obligation forming the basis of the claim was performed
    - Requires identifying the main obligation and determining the place of performance <u>under the applicable contract law</u> (Rome I Regulation)

16



- Contractual matters article 7 (1)
  - **Point (b)**: « for the purpose of this provision and unless otherwise agreed, the place of performance of the obligation in question shall be:
    - —in the case of the **sale of goods**, the place in a Member State where, under the contract, the goods were delivered or should have been delivered,
    - —in the case of the **provision of services**, the place in a Member State where, under the contract, the <u>services were provided or should have been provided</u>; »
  - Simplification for two categories :
    - Sale of goods → place of delivery (in an EU MS)
    - Provision of services → place of provision (in an EU MS)
    - Autonomous definition under EU law (no reference to national law)

17



- Contractual matters article 7 (1)
  - **Point (b)**: « for the purpose of this provision and unless otherwise agreed, the place of performance of the obligation in question shall be:
    - —in the case of the **sale of goods**, the place in a Member State where, under the contract, the goods were delivered or should have been delivered,
    - —in the case of the **provision of services**, the place in a Member State where, under the contract, the <u>services were provided</u> or <u>should have been provided</u>; »
  - The role of the INCOTERMS clauses for the determination of the place of delivery of the goods (= transfer of risks)
    - Clause EXW ("Ex works"): Sellor's premises / seat / place of business
    - Clauses F- and C-class: during the transport
    - Clauses D-class (**DAP**, **DPU**, **DDP**): at place of destination named by **Buyer**

18



- Contractual matters article 7 (1)
  - Point (c): « if point (b) does not apply then point (a) applies »
    - → If the contract is neither a sale of goods nor a provision of services :
      - Return back to lit. (a):
      - Determine the place of performance of the obligation forming the basis of the claim pursuant to the law applicable to the contact
        - ✓ Law applicable to the contract : "lex causae" "lex contractus"
        - Rome I Regulation



Tort/Delict – article 7 (2) :

## Art 7 (2) Brussels I bis Regulation

« in matters relating to tort, delict or quasi-delict, in the courts for the place where the harmful event occurred or may occur »

- Court where damage occurred or may occur
- Complex events (cause / harmful event vs. place of realization of the damage):
   → claimant can choose between both connections (*Mines de Potasse d'Alsace*)



## 3. General principle

### **Article 4(1) of Brussels I bis**

- « 1. Subject to this Regulation, <u>persons domiciled in a Member State</u> shall, whatever their nationality, be <u>sued in the courts of that Member State</u>
- 2. Persons who are not nationals of the Member State in which they are domiciled shall be governed by the rules of jurisdiction applicable to nationals of that Member State. »

21



## 3. General principle

- Main jurisdiction rule in civil and commercial matters under Brussels I bis Regulation
- Principle: any person domiciled in an EU MS must be sued in the courts of that State (regardless of nationality)
- Application to non-Europeans: a person with a non-EU nationality domiciled in an EU MS is treated in the same matter as an EU national

22



#### 3. General Provisions

- Example :
  - German company domiciled in Munich and French company domiciled in Lyon
    - → German company wants to sue French Company for price payment
    - German Company : Claimant
    - French Company : Defendant (Art. 4)
  - French courts have jurisdiction (Art. 4) unless a valid choice of court agreement (Art. 25) or special rule (Art. 7) applies
    - Art. 25: exclusive jurisdiction of the chosen Court
    - Art 7(1): e.g., place of delivery of goods → incoterms EXW: place of delivery at seller's premises / German Company

23



## **B.** Additional jurisdiction rules

#### 1. Article 10-16: matters related to insurance

#### **Article 10 of Brussels I bis**

« In matters relating to insurance, jurisdiction shall be determined by this Section, without prejudice to Article 6 and point 5 of Article 7.»



#### **Article 11 of Brussels I bis**

- « 1. An <u>insurer</u> domiciled in a Member State may <u>be sued</u>:
- (a) in the courts of the Member State in which he is domiciled;
- (b) In another Member State, in the case of actions brought by the policyholder, the insured or a beneficiary, in the courts for the place where the claimant is domiciled; or
- (c) if he is a co-insurer, in the courts of a Member State in which proceedings are brought against the leading insurer
- 2. An insurer who is not domiciled in a Member State but has a branch, agency or other establishment in one of the Member States shall, in disputes arising out of the operations of the branch, agency or establishment, be deemed to be domiciled in that Member State. »

25



#### Article 12 of Brussels I bis

« In respect of liability insurance or insurance of immovable property, the <u>insurer</u> may in addition <u>be sued</u> in the courts for the place where the harmful event occurred. The same applies if movable and immovable property are covered by the same insurance policy and both are adversely affected by the same contingency. »

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#### Article 13 of Brussels I bis

- « 1. In respect of liability insurance, the insurer may also, if the law of the court permits it, be joined in proceedings which the injured party has brought against the insured.
- 2. Articles 10, 11 and 12 shall apply to actions brought by the injured party directly against the insurer, where such direct actions are permitted.
- 3. If the law governing such direct actions provides that the policyholder or the insured may be joined as a party to the action, the same court shall have jurisdiction over them.»

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#### Article 14 of Brussels I bis

- Without prejudice to Article 13(3), an insurer may bring proceedings only in the « 1. courts of the Member State in which the defendant is domiciled, irrespective of whether he is the policyholder, the insured or a beneficiary.
- The provisions of this Section shall not affect the right to bring a counter-claim in the court in which, in accordance with this Section, the original claim is pending.»

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#### Article 15 of Brussels I bis

- « The provisions of this Section may be departed from only by an agreement:
- (1) which is entered into after the dispute has arisen;
- (2) which allows the policyholder, the insured or a beneficiary to bring proceedings in courts other than those indicated in this Section;
- (3) which is concluded between a policyholder and an insurer, both of whom are at the time of conclusion of the contract domiciled or habitually resident in the same Member State, and which has the effect of conferring jurisdiction on the courts of that Member State even if the harmful event were to occur abroad, provided that such an agreement is not contrary to the law of that Member State; (...).»

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#### **Article 15 of Brussels I bis**

« (...)

- (1) which is concluded with a policyholder who is not domiciled in a Member State, except in so far as the insurance is compulsory or relates to immovable property in a Member State; or
- (2) which relates to a contract of insurance in so far as it covers one or more of the risks set out in Article 16.»



#### Article 16 of Brussels I bis

- « The following are the risks referred to in point 5 of Article 15:
- (1) any loss of or damage to:
  - (a) seagoing ships, installations situated offshore or on the high seas, or aircraft, arising from perils which relate to their use for commercial purposes;
  - (b) goods in transit other than passengers' baggage where the transit consists of or includes carriage by such ships or aircraft; (...) »



#### Article 16 of Brussels I bis

« (...)

- (2) any liability, other than for bodily injury to passengers or loss of or damage to their baggage:
  - (a) arising out of the use or operation of ships, installations or aircraft as referred to in point 1(a) in so far as, in respect of the latter, the law of the Member State in which such aircraft are registered does not prohibit agreements on jurisdiction regarding insurance of such risks;
  - (b) for loss or damage caused by goods in transit as described in point 1(b); (...) »



#### Article 16 of Brussels I bis

« (...)

- (3) any financial loss connected with the use or operation of ships, installations or aircraft as referred to in point 1(a), in particular loss of freight or charter-hire;
- (4) any risk or interest connected with any of those referred to in points 1 to 3;
- (5) notwithstanding points 1 to 4, all 'large risks' as defined in Directive 2009/138/EC of the European Parliament and of the Council of 25 November 2009 on the taking-up and pursuit of the business of Insurance and Reinsurance (Solvency II) »



#### 2. Article 17-19: Consumer contracts

#### **Article 17 of Brussels I bis**

- « 1. In matters relating to a contract concluded by a person, the consumer, for a purpose which can be regarded as being outside his trade or profession, jurisdiction shall be determined by this Section, without prejudice to Article 6 and point 5 of Article 7, if:
- (a) it is a contract for the sale of goods on <u>instalment credit terms</u>;
- (b) it is a contract for a <u>loan repayable by instalments</u>, or for any other form of credit, made to finance the sale of goods; or
- (c) in all other cases, the <u>contract has been concluded with a person who pursues</u> <u>commercial or professional activities in the Member State of the consumer's domicile or, by any means, directs such activities to that Member State</u> or to several States including that Member State, and the contract falls within the scope of such activities.

*(...)*»



#### 2. Article 17-19: Consumer contracts

#### Article 17 of Brussels I bis

- « 2. Where a consumer enters into a contract with a party who is not domiciled in a Member State but has a branch, agency or other establishment in one of the Member States, that party shall, in disputes arising out of the operations of the branch, agency or establishment, be deemed to be domiciled in that Member State.
- 3. This Section shall not apply to a contract of transport other than a contract which, for an inclusive price, provides for a combination of travel and accommodation. »

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#### 2. Article 17-19: Consumer contracts

#### Article 18 of Brussels I bis

- « 1. A <u>consumer may bring proceedings against the other party</u> to a contract either in the courts of the Member State in which that party is domiciled or, regardless of the domicile of the other party, in the courts for the place where the consumer is domiciled.
- 2. <u>Proceedings may be brought against a consumer by the other party</u> to the contract only in the courts of the Member State in which the consumer is domiciled.
- 3. This Article shall not affect the right to bring a counter-claim in the court in which, in accordance with this Section, the original claim is pending. »

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#### 2. Article 17-19: Consumer contracts

#### Article 19 of Brussels I bis

- « The provisions of this Section may be departed from only by an agreement:
- (1) which is entered into after the dispute has arisen;
- which allows the consumer to bring proceedings in courts other than those indicated in this Section; or
- (3) which is entered into by the consumer and the other party to the contract, both of whom are at the time of conclusion of the contract domiciled or habitually resident in the same Member State, and which confers jurisdiction on the courts of that Member State, provided that such an agreement is not contrary to the law of that Member State. »



#### **Article 20 of Brussels I bis**

- « 1. In matters relating to individual contracts of employment, jurisdiction shall be determined by this Section, without prejudice to Article 6, point 5 of Article 7 and, in the case of proceedings brought against an employer, point 1 of Article 8.
- 2. Where an employee enters into an individual contract of employment with an employer who is not domiciled in a Member State but has a branch, agency or other establishment in one of the Member States, the employer shall, in disputes arising out of the operations of the branch, agency or establishment, be deemed to be domiciled in that Member State. »

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#### Article 21 of Brussels I bis

- « 1. An employer domiciled in a Member State may be sued:
- (a) in the courts of the Member State in which he is domiciled; or
- (b) in another Member State:
  - (i) in the courts for the place where or from where the <u>employee habitually carries</u> out his work or in the courts for the last place where he did so; or
  - (ii) if the employee does not or did not habitually carry out his work in any one country, in the courts for the <u>place where the business which engaged the employee is or was situated.</u>
- (2) An employer not domiciled in a Member State may be sued in a court of a Member State in accordance with point (b) of paragraph 1. »

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#### Article 22 of Brussels I bis

- « 1. An <u>employer may bring proceedings</u> only in the courts of the Member State in which the <u>employee is domiciled</u>.
- 2. The provisions of this Section shall not affect the right to bring a counter-claim in the court in which, in accordance with this Section, the original claim is pending. »



#### **Article 23 of Brussels I bis**

- « The provisions of this Section may be departed from only by an agreement:
- (1) which is entered into after the dispute has arisen; or
- (2) which allows the <u>employee to bring proceedings in courts other than those indicated</u> <u>in this Section</u>. »



# Comparison between protective dispositions

	Insurance (Art. 10- 16)	Consumer contracts (Art. 17-19)	Employment contracts (Art. 20-23)
Purpose	Protect policyholder / beneficiary	Protect consumer	Protect employee
"Weak" party's claim	Policyholder, insured, or beneficiary may sue <b>at their own domicile</b> (Art. 11)	Consumer may sue at their domicile or trader's domicile (Art. 18(1))	Employee may sue at habitual place of work or employer's domicile (Art. 21)
"Strong" party's claim	Insurer may only sue at defendant's domicile (Art. 14)	Trader may only sue at consumer's domicile (Art. 18(2))	Employer may <b>only</b> sue at <b>employee's domicile</b> (Art. 22).
Choice of court	Only valid if favorable to the policyholder or agreed after dispute has risen (Art. 15)	Only valid if favorable to the consumer or agreed after dispute has risen (Art. 19)	Only valid <b>if favorable</b> to the consumer or agreed <b>after dispute</b> has risen (Art. 23)

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## Comparison between protective dispositions

Brussel I bis (Jurisdiction)	Rome I (Applicable Law)	
Determines which court has jurisdiction	Determines which law applies	
Purpose: Protect weaker parties - Insurance (Art. 10-16) - Consumer (Art. 17-19) - Employee (Art. 20-23)	Purpose: Protect weaker parties on the basis of mandatory provisions - Consumer (Art. 6) - Insurance (Art. 7) - Employee (Art. 8)	
Choice of forum is limited to protect weaker parties	Choice of law possible but cannot remove mandatory provisions	
Key factor: domicile of weaker party	Key factor: habitual residence of weaker party	
Protects against being forced into distant litigation	Protects against losing local consumer or employee protections	

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### II. European order for payment

- This procedure may help to obtain quickly the repayment of the sums owed by a debtor
- Only applies to cross-border disputes

#### REGULATION n° 1896/2006 Article 3 : Cross-border cases

• « For the purposes of this Regulation, a cross-border case is one in which at least one of the parties is domiciled or habitually resident in a Member State other than the Member State of the court seized. »



## **European order for payment**

**Geographic determination of the competent Jurisdiction :** Application of Brussels I bis, except if the litigation concerns consumers being sued

#### **REGULATION n° 1896/2006 Article 6: Jurisdiction**

- « 1. For the purposes of applying this Regulation, jurisdiction shall be determined in accordance with the relevant rules of Community law, in particular Regulation (EC) No 44/2001.
  - 2. However, if the claim relates to a contract concluded by a person, the consumer, for a purpose which can be regarded as being outside his trade or profession, and if the defendant is the consumer, only the courts in the Member State in which the defendant is domiciled, within the meaning of Article 59 of Regulation (EC) No 44/2001, shall have jurisdiction.»

45



### II. European order for payment

#### Procedure

- Application for a European order for payment shall be made by the claimant
- "The defendant may lodge a statement of opposition within 30 days of service of the order on the defendant. He shall indicate that he contests the claim, without having to specify the reasons for this." (Art. 16)



## **European order for payment**

#### **Procedure**

- « If a statement of opposition is entered within the time limit laid down in Article 16(2), the proceedings shall continue before the competent courts of the Member State of origin in accordance with the rules of ordinary civil procedure unless the claimant has explicitly requested that the proceedings be terminated in that event. (...) » (Art. 17)
- If within the time limit laid down in Article 16(2), taking into account an appropriate period of time to allow a statement to arrive, no statement of opposition has been lodged with the court of origin, the court of origin shall without delay declare the European order for payment enforceable. (...) » (Art. 18)



### II. European order for payment

#### Effect

« A European order for payment which has become enforceable in the Member State of origin shall be recognized and enforced in the other Member States without the need for a declaration of enforceability and without any possibility of opposing its recognition. » (Art. 19)



## III. Recognition and enforcement of foreign decisions

- A. Recognition vs. enforcement
- B. Suppression of exequatur in the EU



## A. Recognition vs enforcement

### a. Recognition

- Definition: seeking the substantive effectiveness of the foreign judgment (e.g., cancellation of a contract, recognition of a debt)
- No need for enforcement → no need for a public authority to compel
- Principle: immediate and automatic recognition, unless later declared irregular

50



## A. Recognition vs enforcement

#### b. Enforcement

- Purpose : obtain enforceable power → possibility to use public coercion
- Necessary procedure : exequatur (for judgments from States outside the EU)
- Jurisdiction :
  - Judicial tribunal (single judge, may refer to a panel)
  - Territorial jurisdiction: court of defendant's domicile (or residence, or place chosen by claimant if justified)

51



### A. Recognition vs enforcement

#### b. Enforcement

- Exequatur decision :
  - Finds the judgment regular or not → enforceable or refused
  - Appeals : common law procedures
- EU specificity: procedure abolished since Brussels I bis Regulation (2015)
  - Mutual recognition of State Court decisions within the EU
  - Certificate (Annex I) to be issued by the Court of origin (Article 53)

52



## B. Suppression of exequatur in the EU

- A posteriori control still possible :
  - Recognition:
    - Main procedure for recognition (to confirm regularity)
    - Incidental control within another case
  - Enforcement :
    - Art. 45 : execution can be refused upon request (specific grounds)
    - Jurisdiction : enforcement judge



- Step 1 : Checking Jurisdiction (Three-Tier Test)
- First filter: Exclusive Jurisdiction?
  - Is there a valid jurisdiction clause in the contract ? (Art. 25)
  - Exclusivity of the jurisdiction chosen by the parties is presumed
- If not: Default Rule
  - Defendant's domicile = competent court (Art. 4(1))
  - Domicile in any EU Member State is decisive
- Complementary Rules (Special Jurisdiction)
  - Contract disputes → place of performance (Art. 7(1))
  - Tort dispute → place of harmful event (Art. 7.2))
- Always check for overriding exclusive EU rules (immovable property, company registers, etc.)

54



- Step 2 : Drafting & filing the Claim
  - Identify competent court → ensure correct jurisdictional basis
  - Draft claim following national procedural law of chosen court
  - Include all relevant evidence (contracts, invoices, correspondence)
  - Prepare for translations : court language + service abroad requirements

55



- Step 3: Notifying the Claim Abroad
  - Governed by EU Service Regulation (1393/2007)
  - Transmission options:
    - Central authorities between MS
    - Postal services where accepted
  - Defendant must receive translation into the official language of the state

56



- Step 4 : Conduct of the Proceedings
  - Defendant may contest jurisdiction at early stage
  - Gathering evidence abroad via EU Evidence Regulation (1206/2001)
  - Cross-border cooperation between courts



- Step 5 : Judgment & Recognition
  - Judgments are automatically recognized across MS (Art. 36)
  - Since 2015 : no exequatur procedure needed
  - Refusal of recognition possible only on limited grounds:
    - Public policy violation
    - Lack of due process
    - Irreconcilable judgment with earlier one



- Step 6: Enforcement Abroad
  - Enforcement follows national law of execution state
  - Required documents :
    - Certified copy of judgment
    - Standard Brussels I bis certificate (Annex I) (Art. 53)
  - Judgment has same force as domestic ones in execution state
  - In practice: apply through bailiff/court officer

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# Thank you for your attention!



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