

Retail Sector

Our experts sit at the coalface of the enormous transitions occurring in the retail sector, helping clients grapple with the most pressing issues of the day from omni-channel and distance selling through to customer data, outsourcing, international expansion, logistics and fulfilment.

Highly ranked in Chambers for both *Retail* and *Retail: Corporate and Competition*, we advise retailers on all areas of law, from employment through to tax. We are particularly renowned for our advice in the following areas:



New market entry: we help retailers grow internationally, using the deep local expertise of our global network to guide them on the issues and challenges they face entering new jurisdictions.



Data Privacy & Cybersecurity: we help retailers get the most out of the growing volumes of data gathered through digital channels without breaching data protection regulations.



Real estate: our highly regarded real estate team advise retailers on leases and real estate litigation and advise shopping centre owners on acquisitions, disposals and redevelopments.



eCommerce: we advise on issues from compliance with UK and EU distance selling regulations, to use of digital cash, social media, and building new web offerings for bricks and mortar clients.



Corporate & M&A: we advise retailers on investment, growth and exit through transformational M&A and joint ventures. We are consistently ranked the top firm for European M&A.



Commercial contracts: we advise on all aspects of commercial contracts such as the complex contractual relationships involved in supply agreements and large scale digital and logistics matters



Franchising: our BFA accredited franchising practice advises retailers on complex international franchising and licensing relationships, as well as franchising litigation.



Brand protection & IP: our top ranked IP practice, handles international trade mark portfolios, and advises on IP strategy, design right protection and cross-border litigation.



Some highlights of our experience

Marks & Spencer

On commercial contracts for many years. Key projects include assisting M&S to rationalise its top IT suppliers and enhance its IT infrastructure; improving its supply chain process; and negotiating celebrity endorsement agreements.

French Connection

On the sale of its majority stake in fashion and homeware label Toast to Danish fashion group Bestseller United.

Sainsbury's

As a panel adviser to the group on the full spectrum of tenant portfolio work and real estate litigation, including the recent redevelopments of existing supermarket stores in New Cross Gate and Hendon.

Dune

Preferred adviser to the footwear retailer on all IP matters, including on a number of claims relating to design right infringement. We also advised on the refinancing of its debt.

Costco

The second largest retailer in the world on real estate, planning and construction, employment, commercial litigation, trade mark, tax, health and safety and corporate matters.

Yoox Net-A-Porter Group S.p.A.

On the English law aspects of its joint venture with Symphony Investments to create the Middle East's undisputed leader for online luxury retail

J. Barbour & Sons Ltd

On launching the Barbour brand into China, involving franchising, licensing and distribution elements, on the launch of the Barbour fragrance and related trade mark matters.

Build-A-Bear Workshop

Sole advisor on all real estate matters in England and Wales to the international toy retailer.

Sofa.com

The UK-based furniture retailer, on its high profile acquisition by Sports Direct owner, Mike Ashley.

Direct Wines

On brand protection, real estate matters, consumer and marketing, procurement and other contractual matters, employment matters, including executive remuneration and share schemes, taxation issues and on the sale of the Virgin Wines business.

White Stuff

On all aspects of IP defence and enforcement across Europe, as well as on financing, commercial, corporate, employment and employee share scheme matters.

Whole Foods

On all UK real estate matters including the acquisition of their first UK retail park store.

Get in touch



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