



Retail group
An introduction



N A B A R R O
CLARITY MATTERS

We act for some of the UK's leading retailers: some niche operators, some well-known high street names. For each of them, we provide clear, expert and no-nonsense advice tailored to suit their individual needs, be it brand protection, landlord and tenant issues, employment tribunal claims, or contractual disputes.

Our retail group acts for a variety of retailers, advising on matters ranging from brand protection and exploitation, landlord and tenant affairs, HR issues, competition regulations, to contract drafting and dispute resolution. Overleaf is a list of our retail clients. We have a strong track record in advising overseas retailers looking to penetrate the UK market. In particular, we have acted for a number of high profile companies on the opening of their flagship stores in the UK.

Whether the economic outlook is good or bad, our team understands the legal and commercial challenges facing retailers. We are committed to giving our clients clear, expert, common sense and cost-effective advice in meeting these challenges.

Our clients describe us as "straightforward and easy to work with", matching technical ability with market awareness. We aim to be a user-friendly law firm: always available and always constructive, adding value to clients' businesses wherever we can.

REAL ESTATE/LANDLORD & TENANT

We advise on a full range of property matters which affect retailers' shops, head offices, storage facilities and distribution centres. We regularly advise on: heads of terms, property sales, leases, rent reviews, property-related tax advice, joint ventures and rent concessions. Our construction team provides advice on fit-out and refurbishment contracts, and issues arising from cost overruns, delays and defects. We also offer specialist advice on planning, health and safety obligations, environmental concerns and carbon reduction issues.

EMPLOYMENT

We support a number of leading retailers on the complex issues that go hand-in-hand with being an employer. We advise on contractual documentation and the hiring process right through to termination - often at the highest level. Through sound, commercial advice we try to keep our clients out of the glare of the employment tribunal but, if we do get there, we have vast experience of defending claims including discrimination. We also regularly train line managers on disciplinary and performance management processes.

“Property, planning, construction - that was the support we got and I found it to be tremendous.”

Chris Pine, Vice President of Real Estate,
Whole Foods

INTELLECTUAL PROPERTY

We act for some of the UK's leading retailers in the fields of music, video, games and books, and a host of fashion and luxury goods brands. We handle brand strategy advice, trade mark filing and clearance, trade mark policing and enforcement, and intellectual property rights work of all kinds. This includes comparative advertising disputes, design infringement and copyright issues. We handle celebrity endorsements and sponsorship agreements, and also provide commercial advice on other brand-related matters, such as licensing, franchising, securitisation of trade marks and distribution agreements.

CORPORATE/COMMERCIAL

We regularly advise on a range of corporate and commercial matters, such as joint ventures, reorganisations, financing and investment agreements, bespoke supply contracts and standard terms and conditions. Our dispute resolution lawyers have extensive experience in handling contractual disputes, guiding our clients to practical and commercial outcomes. We are also there when trading conditions are difficult, providing comprehensive restructuring, refinancing and corporate recovery services.

COMPETITION

We advise on distribution/supply chain issues (such as resale price maintenance and exclusivity), exchange of information, local market dominance/pricing, merger control and other UK and EU competition law issues that affect the retail sector. We can also assist with tailored compliance programmes and training and have substantial experience of competition disputes and inquiries should the need arise.

OUR CLIENTS INCLUDE:

- Apple
- Avon
- Costco
- Diesel
- Fresh & Wild
- Hackett
- Harrods
- HMV
- Hoss
- Inchcape
- Krispy Kreme
- La Maison Coloniale
- Linley
- Mercedes-Benz
- Pepe Jeans
- River Island
- Ryman
- Salvatore Ferragamo
- Waterstone's
- Whole Foods Market
- Yamaha



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CONTACT

Please talk to your usual Nabarro contact or

Belinda Solomon, Real Estate Partner

T +44 (0)20 7524 6291 b.solomon@nabarro.com

Guy Heath, Intellectual Property Partner

T +44 (0)20 7524 6213 g.heath@nabarro.com

Julie Quinn, Employment Partner

T +44 (0)20 7524 6115 j.quinn@nabarro.com

Caroline Newsholme, Corporate Partner

T +44 (0)20 7524 6686 c.newsholme@nabarro.com

Brian Sher, Competition Partner

T +44 (0)20 7524 6453 b.sher@nabarro.com

London

Lacon House 84 Theobald's Road

London WC1X 8RW

T +44 (0)20 7524 6000

F +44 (0)20 7524 6524

Sheffield

1 South Quay Victoria Quays

Sheffield S2 5SY

T +44 (0)114 279 4000

F +44 (0)114 278 6123

Brussels

209A Avenue Louise 1050 Brussels

Belgium

T +32 2 626 0740

F +32 2 626 0749

For further information about our services and news updates on legal issues, visit our website at www.nabarro.com or email info@nabarro.com

Alliance firms:

France August & Debouzy

Gilles August

T +33 (0)1 45 61 51 80

www.august-debouzy.com

Germany GSK Stockmann + Kollegen

Rainer Stockmann

T +49 (30) 20 39 07 - 0

www.gsk.de

Italy Nunziante Magrone

Gianmatteo Nunziante

T +39 06 695181

www.nunziantemagrone.it

Nabarro LLP

Registered office: Lacon House, 84 Theobald's Road, London, WC1X 8RW.

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