

HEALTH & BEAUTY

Our Sector Expertise



Our health and beauty practice

We work with flagship brand owners and manufacturers in the health & beauty sector, including **Clinigen**, **GSK**, **Grace Cole**, **Jemella**, **Jeyes**, **McBride**, **PZ Cussons** and **Reckitt Benckiser** as well as smaller businesses and start ups in the sector. We connect with clients from board room to factory floor, we help with key strategic deals and also day to day operational challenges. Our experts cover the full value chain, from key supplier deals, through production issues, to distribution and consumer-facing challenges.

Our experience

- ▶ **AstraZeneca**: contract for the acquisition of an electronic notebook system for research staff on early stage assessment of medicinal products and licences suitable for divestment and potential acquisition targets
- ▶ **Benenden Healthcare**: various online trade mark infringements by third parties
- ▶ **Bulldog Skincare**: the leading men's personal skincare brand, on its sale to a large, listed US company
- ▶ **Clinigen Group**: acquisition of the Savene pharmaceutical patent and trade mark portfolio
- ▶ **GSK**: obtaining a successful outcome defending a class action based on an allegation that its anti-depression drug, Seroxat, was a defective product under the Consumer Protection Act 1987
- ▶ **Grace Cole**: advising on its multi-million investment from the Business Growth Fund
- ▶ **Jemella Group**: advising a leading retail bank in relation to the management buyout of Jemella Group, the holding company of the ghd haircare products business
- ▶ **Jeyes**: on the disposal of part of its business relating to the manufacture and supply of personal and infant care and hygiene and cleansing wet wipes to Nice-pak International Limited
- ▶ **McBride**: advising on a full range of legal work including various transactions, restructuring work and plc matters
- ▶ **PZ Cussons**: IT procurement; strategic brand acquisitions (Charles Worthington, Sanctuary Spa, St Tropez, Fudge); various commercial disputes; endorsement and sponsorship agreements; trade mark portfolio management
- ▶ **Reckitt-Benckiser**: IT outsourcing and commercial arrangements
- ▶ **REN Skincare**: acquisition by Unilever of the iconic natural cosmetics brand.

Our client community

At AG, our clients and their teams are invited to be part of our sector community. As well as advising on key sector issues and their legal implications we hold regular events, track key developments, provide regular know-how and views and connect our clients with each other. We want to be part of a community that shares challenges, problems, ideas and solutions.

Regular tailored legal updates

We produce legal updates, bulletins and newsletters tailored to the retail and consumer sector. Our legal horizon scanner – which tracks upcoming changes to legislation and how these will affect businesses in the sector – is particularly popular.



Training and knowhow

Our training is based on our specialist legal expertise and our sectoral knowledge; it also benefits enormously from the business insight our clients bring as we scrutinise our fast-moving sector. We can provide bespoke sessions, tailored to you and your business objectives, or you can come along to one of our programme workshops, roundtables or forums.

Sector events

Alongside the smaller sessions, we also host large sector events with industry guest speakers. Previous speakers have included Mike Coupe, CEO of Sainsbury's, Christine Tacon, the Groceries Code Adjudicator and Professor Elliott, the Director of the Institute for Global Food Security.



We also hold hot topic sessions on key developments in the sector. Upcoming sessions will focus on digital future, data and payments, employment, health and safety, building your brand and GSCOP revisited.

For more information, please check out our sector website: www.addleshawgoddard.com/retailandconsumer and follow us on Twitter @AG_RandC for the latest sector news and insight.

Who to contact

ANDREW ROSLING
Joint Head of Retail & Consumer

07803 901 565
andrew.rosling@addleshawgoddard.com



MARK MOLYNEUX
Joint Head of Retail & Consumer

07841 981 492
mark.molyneux@addleshawgoddard.com



KATIE BROWN
Business Development Executive

07738 023 260
katie.brown@addleshawgoddard.com



The whole delivery of service was excellent from beginning to end. We have a very good ongoing relationship with Addleshaw Goddard and they know us well as a client, so they were able to support us just as we need.

PZ CUSSONS