

# RETAIL & CONSUMER

## Our Sector Expertise



## Our retail and consumer practice

We work closely with some of the best known brands in the retail and consumer sector, from leading multichannel retailers, other high street occupiers such as restaurants, pubs and coffee chains, through to household consumer goods brandowners and food and drink businesses. We advise our clients on all aspects of their legal requirements, from strategic acquisitions to loyalty programmes, from brand management to store portfolio reviews, from product recalls to long term critical partnerships.

Our expertise has long been acknowledged - we are consistently recognised by the legal directories as a Tier 1 advisor to the sector and the feedback we receive from clients consistently supports that opinion. The retailers and household brandowners we advise include **Associated British Foods**, **BAT**, **Britvic**, **Co-operative Group**, **Diageo**, **Dixons Carphone**, **Hobbs**, **PZ Cussons**, **Primark**, and **Sainsbury's**.

## Our experience

- ▶ **ABF**: various acquisitions, eg Dorset Cereals, major commercial contracts and disputes
- ▶ **BAT**: €55m acquisition of Blue Nile, various commercial arrangements
- ▶ **Britvic**: acquisition of Ebba business in Brazil for £114m, logistics/warehousing, outsourcing, Fruit Shoot product recall, employment advice
- ▶ **Co-operative Group**: £620m sale of pharmacy business to Bestway, group wide restructuring, trade mark and employment work
- ▶ **Diageo**: various disputes, sale of Gleneagles, break up of African JVs with Heineken; \$225m acquisition of Meta Abo in Ethiopia, logistics outsourcing, critical supply arrangements, David Beckham ambassador contract for Haig Club
- ▶ **Evans Cycles**: £77m acquisition by ECI
- ▶ **Kurt Geiger**: £245m sale to Cinven
- ▶ **Hut Group**: advertising and sales promotion advice, supply chain/warehousing facilities
- ▶ **JD Sports**: acquisition of Blacks Leisure Group
- ▶ **Muller**: acquisition of Dairy Crests milk business
- ▶ **Primark**: IP infringement work, new depot development
- ▶ **PZ Cussons**: banking and finance, IT procurement; strategic brand acquisitions, commercial disputes
- ▶ **Reckitt-Benckiser**: IT outsourcing and commercial arrangements
- ▶ **REN Skincare**: acquisition by Unilever
- ▶ **Royal Mail**: tie-up with Alibaba creating a Tmall Global e-marketplace (largest retail platform in Asia)
- ▶ **Sainsbury's**: Nectar loyalty scheme, Argos tie-up, Mobile by Sainsbury's and Netto JVs, store portfolio management, various disputes

## 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 tracks transitional upcoming changes to legislation and how these will affect businesses in the sector.



### 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. Recent 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 food safety, retail's digital future, logistics, cyber security and protecting your reputation and GSCOP revisited.

For more information, please check out our sector website: [www.addleshawgoddard.com/retailandconsumer](http://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](mailto:andrew.rosling@addleshawgoddard.com)



**MARK MOLYNEUX**  
Joint Head of Retail & Consumer

07841 981 492  
[mark.molyneux@addleshawgoddard.com](mailto:mark.molyneux@addleshawgoddard.com)



**KATIE BROWN**  
Business Development Manager

07738 023 260  
[katie.brown@addleshawgoddard.com](mailto:katie.brown@addleshawgoddard.com)



*When they advise the business, they are seen as an extension of our legal team. The provision of this service sets Addleshaw Goddard apart from other law firms.*

ASSOCIATED BRITISH FOODS