

Brexit

There is likely to be a close correlation between the outcome of Brexit negotiations and the overall health of the retail industry.

Points to consider:

- Employment advice e.g. immigration, work visas and new contracts
- Business restructuring – corporate and insolvency advice
- Logistics contracts may need reviewing
- Property – number and location of premises may need to be re-evaluated.

GDPR

Retail is one of the industries where GDPR has the most significant impact.

Points to consider:

- Interpretation and implementation of the regulations
- Full data audit and point-of-sale data capture
- Supplier agreements will need to be checked and updated
- Customer data collection terms and conditions e.g. for loyalty cards
- Employee data implications and issues
- Dealing with subject access requests
- Risk of litigation and disputes.

Clicks v bricks

Many retailers are struggling to maintain sufficient margins through traditional shop sales in the face of competitive advantage from e-commerce. Rising business rates, employment costs, increased online spending, squeeze on household budgets and global tax efficiencies are just some of the pressures facing the retail sector.

Points to consider:

- Property portfolio management
- Increased use of CVAs by tenants to minimise rent obligations
- Business restructuring
- Supplier contracts
- Employment issues.



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We have been working with some of the biggest and fastest growing retailers in the UK and abroad for more than three decades. We have a fundamental understanding of the unique challenges and needs of retailers in both good times and bad, having worked in most retail sub-sectors, including fashion, jewellery, food, furniture, toys and general merchandise.

Our in-depth knowledge of the sector and our links with many other professional advisors mean that we are well placed to help both large and smaller retailers with a fast, comprehensive and personal service at a competitive price.

Our multi-disciplinary team will work with you and advise on whatever issues your business is facing, whether it's managing your store portfolio effectively, dealing with employee issues with minimal disruption to your business, settling property or construction disputes, putting in place and enforcing commercial contracts, protecting your brand or ensuring you comply with the current consumer data laws.

Retail is facing enormous change and astute legal guidance is key to sustaining success. We invest time in getting to know you and your business; understanding the commercial context of your operation.

With us by your side, you will not only know where you stand, but where you are going next and how you will get there.

Acting for some of the biggest retail brands

Our Retail team are extremely responsive and pride themselves on meeting tight deadlines. We act for an impressive roster of national and international brands including Monsoon and Accessorize, Smyths Toys and Scribbler, providing them with a wide range of advice to meet their commercial needs. We also have considerable experience of negotiating and dealing with large scale institutional landlords, having placed clients in every major shopping centre in the UK.

"We have been working with Royds Withy King for over forty years and rely on their pragmatic approach, commercial awareness and technical know-how to effectively manage our substantial property portfolio."

Aaron Grainger
Estates & Acquisitions Manager
Monsoon Accessorize