

## What's in store?

### Navigating the changing face of retail

#### Retail: A changing landscape

Across the island of Ireland, the retail sector is evolving further. Technological advancement, increasing business costs and changing household shopping habits are influencing how retailers operate. This has been further compounded by the ongoing impact of the pandemic. Changing market trends are creating a myriad of challenges for retailers, as well as abundant opportunities (including turnover rents) for new and existing players bold enough to innovate.

In these challenging times, retailers need advisers with a high-degree of sector-specific knowledge to help turn threats into opportunities, reduce risks and ensure they can evolve strategies for success.

#### Why Eversheds Sutherland Ireland?

With offices in Dublin and Belfast, which collaborate with a full complement of UK locations, we can be a single point destination for retailers seeking legal support. In addition, we have 5,000 people working across 74 offices in 35 countries spanning Europe, the United States, Asia, Africa and the Middle East. In Ireland, we have more than 50 years' experience in the industry.

Our clients value the fact we can deliver a seamless service throughout the jurisdictions served by our network of offices, along with our ability to leverage our global experience, particularly in niche areas requiring specific expertise, such as logistics, last mile delivery and food labelling.

#### Experienced in property

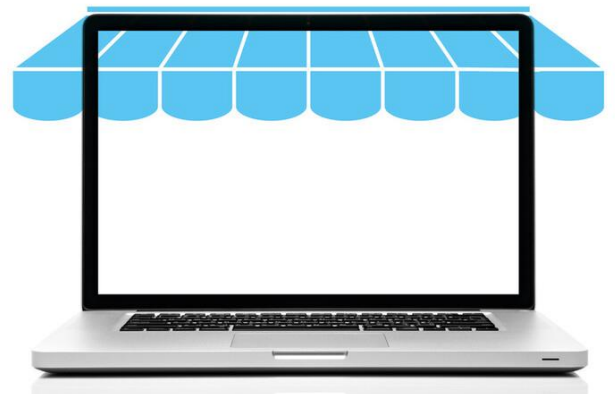
Our Legal 500 Tier 1 real estate team is considered a leader in both Irish markets, and continues to be involved in most significant commercial retail and office transactions both North and South. We represent major indigenous and international landlords and tenants on all aspects of complex and challenging lease deals, including pre-lets. We are experienced in managing negotiations for tenants in a more buoyant market and can assist you at each stage in navigating this environment.

Our real estate professionals advise on:

- Acquisition/disposal of commercial units or investment properties, by lease or purchase
- Planning and construction advice
- Business as usual advice on landlord and tenant matters / asset management work
- Bespoke last mile delivery and logistic hubs

We also provide multi-disciplinary teams of professionals in areas such as dispute resolution and litigation, banking, tax, corporate and commercial, projects and construction. We advise clients on:

- Brand, trademark and IP
- Civil law litigation
- Competition considerations
- Corporate restructurings
- Data protection audits and privacy policies
- Debt recovery
- Employment law, including discipline and dismissal issues and termination of employment; industrial relations disputes; recruitment and employment contracts and policies
- Health and safety / risk management
- Insurance claims
- Mergers and tender offers
- Procurement and contract management issues/strategies
- Product quality litigation
- Supply chain contracts and logistics
- Tax efficiencies



## What our clients say

Clients state that the lawyers are "approachable and responsive" and "the team has a solutions-focused approach."

### Chambers Europe 2021

"Eversheds offer a very professional friendly calm and approachable service to us as clients."

### Legal 500 UK 2021

"Very good technical knowledge, smooth process and transparent billing. Eversheds [Sutherland] are my first choice on every deal."

### Legal 500 Europe 2021

"Very strong & personalised client service. Ability to problem solve & generate creative solutions that assist both the client & the transaction. Strong attention to detail on the conveyancing completion basics at associate level."

### Legal 500 Europe 2021

"Firstly they have years of experience in conveyancing and Real estate – it becomes very obvious as one deals and engages with partners and staff. Their knowledge is wide-ranging, as evidenced by client portfolio."

### Legal 500 Europe 2021

## For further information, please contact:



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### Disclaimer

The information is for guidance purposes only and should not be regarded as a substitute for taking legal advice. Please refer to the full terms and conditions on our website.

### Data protection and privacy statement

Your information will be held by Eversheds Sutherland. For details on how we use your personal information, please see our Data Protection and Privacy Policy.

[eversheds-sutherland.ie](https://eversheds-sutherland.ie)

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## Recent experience

**Frasers Group** (including the Sports Direct and Fannels brands) – on the negotiation of a new anchor lease at a shopping centre in Galway. We are currently acting on the negotiation of three new anchor leases at shopping centres in Cork, Kildare and Dublin. Also on the purchase of the anchor building annexed to Foyleside Shopping Centre (at the time occupied by Debenhams) and on the acquisition of three DW Sports leisure clubs and retail outlets in Northern Ireland from the Administrator of DW Sports as part of a UK wide acquisition.

**New Look** – on the re-gearing of all its leases for 35+ stores in Ireland and on the Northern Irish aspects of their UK restructuring by way of Company Voluntary Arrangement.

**Screwfix** – on the roll out of all its new stores in Ireland, which include 15 stores to date.

**Tim Hortons** – on the roll out of new store acquisitions in Northern Ireland.

**JYSK** – on the roll out of a number of its new stores in Ireland.

**Krispy Kreme** – on the negotiation of its first premium retail lease at Central Plaza in Dublin.

**DFS** – on new acquisitions and ongoing estate management across the island of Ireland.

**McDonalds** – on acquisitions of all its new locations and management of its existing locations in Ireland since 2019 and freehold investments in Northern Ireland. This included the letting of restaurant space in a number of Circle K motorway service stations.

**Yum brands!** – on the estate management of a number of its Pizza Hut stores in Ireland.

**Shoezone** – on landlord and tenant matters for its stores across Ireland (both North and South).

**Odeon** – on the sale and leaseback, lease acquisition and management of its existing cinema locations throughout Ireland.

**Circle K** – on acquisitions, disposals, lease renewals and licensing for its forecourt and fuel terminals in Ireland since 2016.

**Fiskars Group** – on a new letting for its Waterford Crystal brand.

