



# RETAIL PROPERTY

Helping retailers to make the best real estate decisions







# WHO ARE WE?

As part of our specialist services for the retail sector, SA Law has extensive expertise in the requirements of retail property.

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As retailers continue to dramatically evolve the way they use their property portfolio, SA Law helps clients to capitalise on opportunities and manage risks. Our retail property experts have helped to engineer success for many major brands that have extensive property interests.

As a retailer, you have a unique set of property objectives, and we can help you to achieve them. For example, we help retailers to expand, contract, reorganise and pop-up to stay ahead of changing consumer tastes, and economic and rental conditions. We also help online retailers to launch a high street presence, and help high street retailers to expand their online distribution operations.

Alongside your objectives, we can support you with full portfolio management, driven by proactive advice that protects and optimises your interests. This includes health-checking your property agreements, keeping you informed of key dates, and strategically advising on how your business can capitalise on legal reform. We also help you to react swiftly to challenges and changes as they happen.

Talk to one of our retail property specialists about how we can optimise the real estate aspects of your operation.

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“SA LAW LLP IS HIGHLY RESPECTED BY CLIENTS, AND OFFERS GOOD COMMERCIAL SENSE BACKED UP BY IN-DEPTH TECHNICAL KNOWLEDGE, AS WELL AS EXCEPTIONAL SERVICE.”

LEGAL 500



## WHY CHOOSE US?

- Only a handful of law firms have a specialist property team that understands the unique dynamics of the retail sector.
- Our expertise matches that of major City law firms, yet you benefit from the more sustainable rates of a smaller practice with a London and regional presence.
- We are part of a full-service commercial law firm that can advise on all legal aspects of your operation, including contracts, finance, employment, mergers, acquisitions, purchases and sales.
- Our dedicated dispute resolution team has an exceptional track record of achieving successful outcomes for clients when pursuing or defending claims.

## OUR CLIENTS?

### Organisations

Online retailers  
National retailers  
International retailers  
Multi-channel retailers  
Independent retailers  
Single store occupiers  
Product and service suppliers  
Property agents  
Surveyors

### Individuals

Entrepreneurs  
Investors

## HOW WE CAN HELP YOU



### Portfolio management

Leases  
Licenses  
Store rationalisation  
Lease renewals  
Rent Reviews



### Development

Planning  
Redevelopment



### Dispute resolution

Breach of terms  
Dilapidations  
Possession  
Right of way  
Access Disputes  
Forfeiture

*HIGHLY IMPRESSIVE,  
WITH AN IMMEDIATE  
GRASP OF THE  
ISSUES. THEY ALWAYS  
COME UP WITH  
SOLUTIONS WHICH  
ARE PRAGMATIC,  
SENSIBLE AND  
COMMERCIAL.*

CHAMBERS & PARTNERS

## KEY EXPERIENCE

Our team has the following experience working in the property retail sector:

- Achieved an extremely favourable lease renewal for a retailer, which included resisting an LPA Receiver application, and recouping overpayment caused by a rent increase.
- Reduced the rental liability of a fashion retailer by £0.5 million after liquidation of its assignee.
- Advised on the redevelopment of Newton Aycliffe town centre, including obtaining vacant possession of units.
- Advised on the collapse of a shopping centre roof, including liability issues and compensation claims.
- Achieved a substantial rent reduction for a retailer during lease renewal negotiations.
- Obtained a declaration that preserved Landlord and Tenant Act protection for a major retailer.
- Successfully prevented a lease forfeiture for the call centre of a major mobile phone retailer.
- Secured an emergency possession order for a retailer after squatters arrived during a vacant possession break clause.

## MEET SOME OF THE TEAM



**Gary Dunger** Partner  
gary.dunger@salaw.com



**Jacqueline Button** Associate  
jacqueline.button@salaw.com



**Claire Saffer** Consultant – Planning Solicitor  
claire.saffer@salaw.com



**Alex Wyatt** Senior Associate  
alex.wyatt@salaw.com



**salaw.com**

+44 (0)1727 798000

hello@salaw.com

f in g+ @SA\_Law