

# Franchising and Distribution in the United Kingdom

## Overview

For many businesses around the world, franchising is the most efficient and profitable path to international growth. Whether you are a start-up company or a mature establishment, Dentons understands the franchise industry and its diverse legal needs. As you establish and expand your business internationally, leverage Denton's international expertise in all aspects of franchising. Our six-partner team in the United Kingdom advises clients in a range of sectors, from retail, restaurants and hotels to automotive, healthcare and education.

Regardless of industry sector, all companies involved in franchising face the same concerns over risk management, partner selection, enforcement of quality standards and legal and regulatory compliance. As they expand nationally or globally, clients can leverage our extensive experience in all aspects of franchising to mitigate these risks and access our strategic advice.

With nine partners recognized globally as leaders in the field of franchising, Dentons Franchise Group advises on the full range of legal issues:

- Master Franchise and Area Development Agreements
- Unit Franchising
- Supply Chain Management
- Franchise Disclosure and Registration
- Withholding Taxes and reverse charges of VAT
- Franchise Dispute Resolution
- Customer Data Management and Loyalty Schemes
- Anti-Trust and Competition Law compliance
- Regulatory compliance including Anti-Bribery, FCPA, Sanctions

In order to take full advantage of the potential that franchising offers, a carefully planned approach is required. The Dentons Franchise Group offers high level strategic advice to new franchisors as well as ongoing support to franchise clients that are considering an expansion into new markets. Determining the best financial model is crucial. Our expertise based on working with more than 100 different franchise systems will help you devise the structure that works best for your business.

Dentons clients enjoy access to our extensive international network of franchising experts, across Europe, North America, Africa, Asia and the Middle East, which allows our teams to offer seamless round-the-world services. In the last 12 months we have advised clients on franchise deals in more than 30 countries, including in Europe, Kenya, Sudan, South Africa, Dubai, Qatar, Kuwait, Bahrain, the Ukraine, Azerbaijan, Russia, China, Canada, the United States and Pakistan.

A number of our lawyers hold leadership positions in franchising organizations, such as the American Bar Association Forum on Franchising and the International Franchise Association. We offer clients the unique balance of deep local knowledge of practices in United Kingdom, in the context of an understanding of franchising developments and best

# Your Key Contacts

## United Kingdom



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