

Arnold Bloch Leibler

Lawyers and Advisers



With over 77,000 businesses producing more than \$200 billion in annual sales, the retail industry is a major economic force in the Australian economy. This dynamic and competitive industry incorporates businesses ranging in focus from food, personal and household goods to motor vehicles, and is also the largest employing sector.

The growing influence of e-commerce, globalisation and technological advancements has seen the industry change dramatically over the past 20 years. Industry participants are operating in an increasingly complex environment and must be flexible and strategic to manage frequent changes in economic factors, employment, competitors' movements and consumer trends.

With so many aspects to the retail industry, exceptional legal and commercial guidance is paramount to meeting the challenges of today and achieving success for the future.

Since Arnold Bloch Leibler was established over 50 years ago, the firm has formed long-term relationships with many well-known contributors to the retail industry. The firm's advice has enabled our clients to grow through business acquisitions and successfully trade in national and international markets, including via traditional and on-line distribution channels.

Our experience in the retail industry has developed alongside our clients in this sector, many of which have grown from humble beginnings to become household names. The firm has advised retail groups, single brand retailers, distributors, manufacturers and suppliers. We have also advised landlords, property developers and individual and equity investors. These clients have come to Arnold Bloch Leibler from a range of sectors within the industry and vary in terms of scale, from national retail groups and department stores to single outlet operators.

Arnold Bloch Leibler has developed a reputation for providing results-oriented, commercially focused service. Our lawyers think like business people as well as lawyers, and actively develop an understanding of clients' businesses and industries. Businesses come to Arnold Bloch Leibler because of our outstanding reputation as strategic advisers on a broad range of legal, corporate and business-related matters.

Retail sector guidance

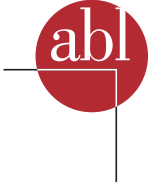
Drawing on the firm's specialist practice areas, Arnold Bloch Leibler advises on a broad range of legal and commercial issues to retail industry participants, including:

- advertising campaign reviews
- brand licensing agreements
- business structures
- buying and selling companies and businesses
- competition law and compliance
- contracts, including supplier and distribution agreements
- finance, including capital and debt raising
- information technology
- insolvency, including advising and acquiring distressed companies
- joint ventures and partnerships
- litigation and dispute resolution
- privacy
- property issues, including leasing
- protecting intellectual property
- succession planning
- taxation advice
- workplace issues

Our retail industry clients

Arnold Bloch Leibler has acted on behalf of retailers, suppliers, manufactures, distributors and investors involved in a wide range of sectors of the retail industry, including:

- Australian Retail Investments
- Australian Way
- Allphones
- Breville
- Crocs
- DKHS
- Funtastic
- Hali Retail Stores
- Harris Scarfe
- Harry The Hirer
- HPM
- Hunt Leather
- International Brand Management
- JB Hi-Fi
- Jenny Craig Weight Loss Centres
- Just Group
- Kookai
- Laura Ashley
- Liberty Oil
- Lincraft
- Linen House
- Lonsdale Sports
- Mercury Marine
- Mimco
- Mitre 10
- Moose Enterprises
- Nudie
- Portmans
- Premier Investments
- Roger David
- Saba
- Sass & Bide
- Schiavello Group
- Specialty Fashion Group
- Sportsgirl
- Sussan
- Suzanne Grae
- Telstra
- Village Roadshow
- Warehouse Group
- Witchery
- Wittners
- Yeojin Bae
- Zagame Corporation



Contacts

With extensive experience acting for clients involved in the retail sector, the following Arnold Bloch Leibler partners would be pleased to assist you with any queries you may have:

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Further information

For further information about the firm, please visit the Arnold Bloch Leibler web site at www.abl.com.au.