

Franchising our expertise

Supporting the development and growth of your franchising business

Supporting businesses with ambitions to grow

Our firm has a wide range of experience in assisting clients in delivering their franchising models in the UK and internationally, and supporting those businesses as they grow.

We understand and advise on the advantages and disadvantages of franchising as a route to market. Our sector expertise ensures that we provide practical and relevant advice that is tailored to your industry and sector. Our clients include both franchisors and franchisees ranging from start-ups to large international companies.

We have advised many start up franchises over the years and assisted them in drafting their franchise documentation including businesses operating restaurants, cafes, driving schools, delicatessen, drain maintenance and repair, antenatal care, garden services and camping sites.

In addition, our team supports franchising businesses across the full spectrum of legal services including commercial, IP, corporate, employment and commercial property.

Our aim is simple. We want to work with you and act as an extension of your team, to truly get to know your business and offer advice and support that works for you.

If you would like us to expand on anything set out in this document or have any questions, please just ask. We'd love to carry on the conversation.

Proud members



British Franchise Association
promoting and accrediting excellence in franchising

“The firm is highly responsive and provides high-quality transaction management and execution. The flexibility of the team in bringing the appropriate resources to a transaction supported with the range of experience required makes them a trusted partner.”

Franchising services

Commercial

Commercial is a core part of our franchise offering. We advise clients on the contractual and other commercial arrangements that establish the franchise structure, as well as those that support its day to day operational requirements and back office functions.

Working from our network of offices across the South West, South East and London, our commercial team works as one cohesive unit to provide advice and support to major national and international businesses operating across many different sectors.

We deliver a no-nonsense results focussed service in collaboration with our clients. Many of our lawyers have spent a considerable amount of time working in-house on secondment with clients. This enables us to offer a commercial insight as well as practical and technical excellence. We are participators not commentators, and we deliver practical value-for-money legal solutions.

Expertise

- Drafting and negotiating franchise agreements
- Confidentiality/ non-disclosure agreements
- Deposit agreements

- Franchise renewals
- Advising on the Code of Ethics
- BFA's technical bulletins
- Supply of goods/services agreements
- IT and outsourcing agreements
- Data protection and marketing regulatory compliance
- Anti-bribery and corruption law compliance
- Competition law issues
- Advice on any other commercial contracts

Get in touch



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Franchising services

Intellectual Property

We deal with all intellectual property matters covering the protection, enforcement and exploitation of intellectual property rights around the world, either directly or through our carefully selected associated firms.

Our clients include start ups, small to medium sized businesses and large international companies in a variety of sectors and industries. This experience extends to advising on all intellectual property issues including trade marks, copyright, designs, patents, domain name disputes, passing off, confidential information, licensing, sponsoring and franchising.

Expertise

- Advising, conducting and resolving franchise disputes
- Drafting and advising clients on franchise and confidentiality agreements
- Drafting and advising clients on stand alone trade mark and other intellectual property licences
- Filing trade marks around the world and strategic advice on intellectual property protection
- Resolving intellectual property disputes
- Bringing and defending court proceedings including applications for interim injunctions, default judgments, summary judgments and ISP blocking orders

Proud members



Get in touch



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“Paul is a very good IP lawyer with very good clients. He regularly advises on design, trade mark and patent rights matters.”

Franchising services

Corporate

Foot Anstey's corporate team understand the unique world of franchising having advised on franchising projects in a number of different industry sectors, from establishing to support in managing networks. We deliver advice to a wide range of clients from new and existing franchisors and franchisees to multi-national businesses, financial institutions and major UK corporates, every time tailored to our client's specific needs and style.

Our approach is partner led, consistent teams, sound commercial advice delivered by high calibre lawyers with extensive market knowledge and experience. We work with you to deliver your ambitions, supporting and understanding your strategy and goals and using our cross-discipline franchising team to support your needs without City price tags.

We are passionate about the success of our clients who tell us we are innovative and forward thinking. We invest a significant amount of time getting to know you, your business, your ambitions, and how you like to operate and then create bespoke services to support delivery.

Get in touch



Ken Lewins

Partner

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Expertise

- Corporate structuring and set-up including equity holding structures
- International expansion options and structuring
- Re-sales (sale and purchase of franchises on behalf of incoming / outgoing franchisees)
- Acquisition structuring
- Trigger acquisitions and exits (the purchase by franchisors of franchisees)
- Management of the franchise network including renewals and variations
- Interpretation of obligations under Franchise Agreements
- Governance and board duties
- Anti-competition matters
- Corporate Franchising Contracts

“Having worked with the team at Foot Anstey for a number of years, this latest transaction was exactly like every other before it, smooth, efficient and expertly put together. We view them as an extended member of our executive team due to their knowledge and passion for our business. I trust their guidance and look forward to continuing my relationship with them.”

Franchising services

Commercial property

Bricks and mortar are an essential component of many franchising arrangements. We have a broad real estate team with expertise in numerous niche areas, allowing us to help you with issues ranging from financing, planning and development through to ongoing estate management and landlord and tenant relationships.

We will take the time to understand your motivation for a transaction and will work with you to ensure sites are assessed for both short term and your anticipated long term franchise needs and requirements, assessing with you your development and redevelopment potential and exploring refurbishment options.

We will keep you well aware of your requirements so you don't fall foul of any obligations.

Expertise

- Planning and construction
- Development land purchases
- Estate management and services
- Infrastructure and site lay out
- Master planning options
- Strategic site assessment
- Relocation

- Adhering to franchisor model requirements
- Single and multiple site acquisitions
- Growth and expansion
- Real Estate finance and refinance
- Leasehold Portfolio management
- Regulated property and onerous conditions
- Property litigation and dispute resolution

Get in touch



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Partner

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Franchising services

Employment

Our style of employment advice is pro-active and built on adding real value beyond pure legal advice on issues that arise. We work closely with clients to understand their aims and objectives, providing commercial and practical advice to help clients navigate complex employment issues to achieve their goals.

We can help you with all employment law aspects of your franchising arrangements, including contracts, disputes, changes to terms and conditions, and transferring individuals to or from a franchisee business.

The Employment team specialises in all aspects of contentious and non-contentious employment law working with clients across the entire employment lifecycle, including day-to-day HR and employment law advice.

Our specialist expertise extends across an array of sectors throughout the UK including retail & consumer, hospitality and the automotive industry.

We pride ourselves on offering robust, practical and clear advice and refuse to 'sit on the fence'!

“...adding real value beyond pure legal advice on issues that arise.”

Expertise

- Staff Transfers (TUPE) on the sale or acquisition of a franchise
- Employment status issues
- Contract, handbook and policy drafting tailored to your needs
- Updating and reviewing documents to ensure on-going legal compliance
- Employment Tribunals
- Operational and strategic employment advice, including redundancy/restructuring programmes and franchises being brought back “in-house” by franchisors

Get in touch



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Work examples experts in our field



International Restaurant Chain

One of our team members was seconded to this large franchisor to assist in updating its international franchise documentation across the EU and ensuring that all procedures were followed.

Work included amending the franchise agreements and other documents and liaising with local counsel to ensure that all the right processes and procedures were followed.



Retailer

We successfully resolved a dispute between our client and a large international franchisor over the terms of the franchise agreement and how to terminate it.

After advising the client extensively on the options, we managed to successfully resolve the dispute and negotiated a surrender of the franchise, including two retail stores, on amicable terms.

Following the surrender of the franchise, we advised the client on several issues relating to the new brand and company.



Car dealership

We assisted one of the largest car dealerships in Britain with 37 franchised dealerships turning over in excess of £580m with all real estate needs including both site occupation and acquisition, portfolio management / restructuring, site disposal, planning, construction and refinance needs.



Midwife / birth preparation services

We assisted this new franchisor with setting up its franchise system by drafting all the key documentation, including the franchise agreement. Working with one of our partner franchise consultants, we were able to provide a full service to meet the client's needs and provide legal and commercial advice to the client through the process of establishing and developing a franchise network.

Get to know Foot Anstey.

At Foot Anstey we believe in helping you to achieve what's important to you.

Our team of business and legal advisors want to understand your business or personal goals and partner with you and your other advisers to deliver the solutions you need.

We've developed sector specialists to focus on the issues relevant to you, strengthen our understanding and provide expert advice that is easily integrated and actionable in your world.

Powering your ambition.

6 specialist sectors

- Developers
- Energy & Infrastructure
- Islamic Finance
- Private Equity
- Private Wealth
- Retail & Consumer Goods



38% growth
over 5 years



Top 100 Law Firm



Over **500** people across
7 UK locations



£48.3m
turnover



Awards and Accreditations.

- Regional Legal Adviser of the Year – Private Equity Awards
- Highly Commended, Legal/Professional Team of the Year – Resi Awards
- Commended for Commercial Dispute Resolution – The Times Best Law Firms 2021
- Ranked in Chambers and Legal 500



Our aim is to become our clients' most trusted adviser – to be an enabler of client ambition. But how we do it is just as important as what we do and that's where our values are critical.

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The term 'Partner' refers to a member of Foot Anstey LLP. A list of members is open to inspection at our registered office. Please click [here](#) for our legal statement.