



# At a glance guide to Retail and Leisure services

The retail and leisure sector continues to face challenges but is undoubtedly a thriving sector. There is an emergence of a new type of operator who are focussed on enhancement of the experience for the consumer while also seeking to ensure that sustainability is at the forefront of their operations. The retail landscape is constantly changing driven by the consumers for increased convenience and choice. Demand for retail space continues to increase in Dublin.

A new wave of leisure entrepreneurs is actively reinvigorating the pub, restaurant and café sector. At the same time, with increased public scrutiny on personal health and fitness, we are seeing continued growth in the leisure and tourism sectors. New initiatives – Greenway businesses, 24 hour gyms, outdoor bootcamp franchises - are continuing to surface and grow. Consolidation of restaurant and pub chains and a vibrant city scene are attracting foreign investment. Retail vacancy levels in the city centre are continuing to drop with occupation levels rising and new international retailers entering Dublin. Retail parks are thriving as destination retail hubs throughout the country. The sector is hot at the moment and our clients are right in the middle of it.

## | Our services

Our lawyers have advised our national and international client base in the retail and leisure sector from retail parks to cinemas to city centre developments. In most retail and leisure businesses, real estate will form the cornerstone of their operations. Our team provides advice from the initial construction stage right through to management of the asset and assisting our clients with future planning and development of their projects. We act for lenders, funds, developers, landlords and tenants.

### We can advise on:



development, construction, acquisitions, disposals and financing



all aspects of landlord and tenant agreements



ESG and sustainability clauses



- licensing to include:
- rooftop/mast licences with major operators
  - marketing suites and showroom arrangements
  - kiosk licences and concession arrangements (including festive pop ups)
  - temporary occupation and consent arrangements

We understand the challenges our landlord and tenant clients face in an ever-changing market.

## | Our experience

We are passionate about the built environment. We have extensive experience and contacts in development and related disciplines including planning, engineering, design, specialist sub-contractors, finance, surveying and tax.

### Our recent experience includes:



Development, financing and letting of a newly constructed shopping centre, including agreeing complex agreements for lease and leases with international anchor tenants



Acquisition of a €20 million retail park with eight tenant units in Munster



Purchase, development and financing of a 6 hotel portfolio based throughout Ireland



Negotiating the occupation of major international brands into their Dublin City centre locations



Acting for one of Ireland's largest hospitality groups in their re-financing of over 40 bars, restaurants and leisure facilities with an alternative investment fund

## | Key contacts



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