



RICHARD SHAW

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BIOGRAPHY

Richard advises on a broad range of strategic commercial and outsourcing contracts. He has extensive experience in the retail/consumer products, automotive and financial services sectors, particularly in advising on product distribution, manufacturing, franchising, concession and white labelling arrangements.

Richard is recognised as a leading individual by Legal 500 and is ranked by Chambers. He is also a member of the City of London Law Society Commercial Law Committee.

CLIENT STORY

Getting vertiport pioneer Skyports off the ground in Dubai

London based start-up Skyports Infrastructure has announced its pioneering 'vertiport' operations in Dubai in collaboration with Dubai's Road and Transport Authority (RTA) and electric air taxi provider, Joby Aviation.

ADMISSIONS

- England and Wales

RELATED CAPABILITIES

- Commercial Transactions
- Retail & Consumer Products
- Financial Institutions
- Food & Agribusiness
- Franchise
- Outsourcing
- Technology Transactions
- Corporate
- Carve-outs & Transitions

EXPERIENCE

Richard has experience advising:

- **Carrefour** in relation to its long-term franchise arrangement with Electra Consumer Products and its subsidiary Yenot Bitan, which operates more than 150 supermarkets in Israel. The partnership will see Yenot Bitan's existing stores and online channels converted to the Carrefour brand. Richard also advised on the long-term supply agreement under which Carrefour will supply Yenot Bitan with Carrefour private label products and other Carrefour sourced products and the licence under which Yenot Bitan is authorised to manufacture Carrefour branded products in Israel for sale in its stores and online channels;
- **Tnuva**, the largest food producer in Israel, on the grant to the Migros Group (Migros), the largest food retailer in Switzerland, of a licence for the use of Tnuva's know-how and technology for the production of soy-based milk substitutes;

- **Estee Lauder** on its distribution arrangements for its Aveda brand of beauty products in the Republic of Ireland; and
- **Tesco** on the installation of an electric vehicle charging network, under which nearly 2,500 chargers will be installed at Tesco stores across the UK and on its sponsorship arrangements in respect of the chargers with Volkswagen, which will allow for various strategic and joint initiatives between Tesco and Volkswagen during the lifetime of the sponsorship.

RELATED INSIGHTS

News

Apr 24, 2025

BCLP advises Carrefour on new franchise with Apparel Group in India

Insights

Updated: Apr 24, 2025

Digital Markets, Competition and Consumer Act – What can we expect from the CMA?

Insights

Dec 10, 2024

Shaping the implementation of the UK's new rules on subscription contracts

Awards

Oct 17, 2024

Chambers 2025 UK guide ranks BCLP in 34 practice areas and recognises 74 individual lawyers

Insights

Oct 07, 2024

Understanding consumer law when conducting influencer marketing campaigns in the EU and UK

News

Oct 03, 2024

BCLP advises Tristan Capital Partners' EPISO 6 Fund on the acquisition of Cody Technology Park for £112M

News

Oct 02, 2024

The Legal 500 UK ranks BCLP in 52 practice areas and recognizes 69 lawyers as "leading individuals"

Insights

Jul 22, 2024

RTI Ltd v MUR Shipping BV: certainty v commerciality

In this Insight, first published in PLC, James Clarke, Richard Shaw and Anna Blest consider the Supreme Court's decision in RTI Ltd v MUR Shipping BV [2024] UKSC 18, which confirmed that a party's obligation to exercise reasonable endeavours to overcome force majeure does not extend to having to accept non-contractual performance.

Insights

Jun 24, 2024

The DMCCA: taking a closer look at the impact on subscription contracts

The Digital Markets, Competition and Consumers Act 2024 (DMCCA) has recently received royal assent, following the announcement of the July General Election. We examine the key developments in our previous article. One very significant area of focus in the DMCCA (following the UK Government's 2021 consumer protection consultation and the earlier Penrose report) is subscription contracts. Subscription contracts are big business, with estimated consumer spending in the UK on subscriptions said to be between £28 billion and £34 billion a year across multiple sectors, with 8 in 10 UK consumers having at least one subscription. The reforms in the DMCCA were prompted by concerns that consumers may be spending as much as £1.8 billion per year on subscriptions they do not think are good value for money and can find difficult to exit when they no longer require the relevant goods/services. The new...