

# Travel team

## Supporting global travel businesses with relevant, realistic legal solutions.

The introduction of new legislation, including the General Data Protection Regulations (GDPR), ePrivacy regulations and Payment Services Directive 2, alongside the challenges of increasing cybercrime, new technologies and Brexit means that the travel market continues to change at a rapid pace.

Blake Morgan has reacted swiftly to travel industry needs and demands arising from Covid19 and has helped all aspects of the sector with a range of legal services including advising on cancellations and refunds, insolvency and failed suppliers, chargebacks and consumer claims, insolvency and threats of class action. The changed commercial landscape has been used by some clients to revise their commercial contracts to offer better protection. Regular advice has been also given to cover employment law and furloughs, loans and support on retail and real estate, and immigration law. The effort now is to build commercial strength so our clients can survive pending the inevitable rush of bookings once the pandemic is over.

With unparalleled industry knowledge, the Blake Morgan travel team stay at the forefront of these changes so that we can help your business navigate turbulence, identify opportunities and evolve to meet the needs of your customers. We provide relevant, realistic solutions to a dynamic and fast-moving sector.

Our expert team specialise in providing innovative, commercially astute, straightforward advice to travel industry clients in this complex and ever-changing area of law. We represent travel management companies, leisure and tour operators, airlines, destination management companies and travel agents.

The depth and breadth of our expertise is recognised by the legal directories, and demonstrated by our impressive portfolio of high profile travel clients including Business Travel Direct, Altour International, Meon Valley Business Travel, Omega World Travel, Ovation Travel Group, Globalstar Travel Management and the AC Group, together with acting for airline Air France KLM.

Our travel team are particularly renowned for their corporate deal-making and have acted on a great deal of the recent consolidation within the market.

To support our clients' international strategies, we have developed strong relationships with legal and financial communities across all jurisdictions in the world. As members of TAGLaw, our relationships with global firms ensure we are best placed to help you and your travel business. Whether it's understanding changes to employment law in your subsidiaries or overseas tax requirements, we have the resources to fulfil all your legal needs. If you require cross-border assistance, we will have access to the expertise of our network of specialist lawyers from across the globe in order to ensure that your transactions are completed seamlessly and successfully.

Using our unique blend of technical expertise, experience and commercial realism we provide practical solutions to technical problems, including:

- Corporate support to M&A deals - we have carried out a series of transactions involving travel management companies and their acquisition of competitors. Our travel regulatory team is able to carry out industry-focused due diligence and assistance with deals, particularly by reference to trade licenses and compliance; compliance with IATA and other regulatory bodies including ATOL, and general compliance with EU Regulations.

- Advising airlines on commercial and regulatory issues, claims and contracts including recovering aircraft from overseas jurisdictions regarding breaches of lease terms.
- Drafting commercial agreements between substantial business travel agents and their clients relating to the provision of services, GDPR and other compliance issues.
- Advice on all aspects of consumer law including the credit card surcharge ban under PSD2, the new Package Travel Directive 2 and a total review of consumer pricing and dynamic pricing for airline clients.
- Intellectual property advice on advertising and marketing law, websites and trademarks
- Advising tour operators and travel agents regarding their liability to the Civil Aviation Authority.
- Advising major airlines in connection with compliance with EU Regulation 261/2004 and the management of volume claims relating to delayed and cancelled flights.

### Contact us

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- Key advice to travel management companies in connection with RFP and drafting Travel Management Services Agreements between the TMC and key corporate clients.
- Advising travel businesses in connection with force majeure incidents, including outbreak of war, strikes, compliance issues, refunds and rebookings.
- Defending claims brought in various jurisdictions across the world from the largest multinational corporation to individual policy holders or the uninsured. We act on a range of international cases often following accidents such as skiing, holiday and road traffic accidents.

- During the Covid-19 pandemic the team have advised clients on refunds for cancelled flights and holidays, re-drafting contracts with suppliers and agents, isolation and quarantine interruptions, M&A and insolvency for the entire sector including suppliers, tour operators, travel agents, airlines and TMC's.

#### Why work with us?

Our specialist travel team has significant and wide-ranging experience advising leading players in the travel industry. We have a full service travel offering and draw on expertise from across the firm including employment, corporate, intellectual property, technology, real estate, construction, travel licensing, insurance (defendant and claimant) and regulatory compliance. We work collaboratively to provide commercially focussed solutions to complex legal issues.

Our team includes members of ABTA, the Travel and Tourism Lawyers' Association, the Association of Personal Injury Lawyers (APIL), and the Pan European Organisation of Personal Injury Lawyers, and our expertise has been recognised in the Chambers and Partners and Legal 500 legal directories - the authoritative guides to the legal profession in the UK.

As your trusted advisor, we'll focus on your objectives, make your strategy a reality and work with you through the good times and the bad to make sure that you have the right legal support when you need it most. Relationships mean everything to us and, like you we're in it for the long haul.

## Contact our Travel Team



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