

C/M/S/ Cameron McKenna

CMS Cameron McKenna

International strength and depth

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Your contacts



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“Clients praise the firm’s ability to co-ordinate “committed teams that act as one” across different offices.

Chambers & Partners, 2006

CMS Cameron McKenna

We are one of the largest law firms in Europe predominantly based in the City of London and regularly work with international clients including Indian Companies to provide solutions to their legal requirements. Our clients include businesses, financial institutions, governments and public sector bodies. They benefit from our understanding of the business, cultural and political environment in which they operate.

We have the resources and experience to advise clients on a wide range of transactions and projects both in the UK and internationally. For international and multi-jurisdictional transactions your clients will benefit from a consistent and seamless service through our offices and associated offices in various key business centres in the UK, Central Europe and Russia. We are also a founding member of CMS, the alliance of major European law firms and one of the largest legal organisations in Europe.

Working with us your clients will benefit from our strong representation in the following areas:

- | | |
|-------------------------------------|---------------------------|
| ➤ Corporate finance | ➤ Power |
| ➤ Mergers and acquisitions | ➤ Rail and infrastructure |
| ➤ Private equity and buy-outs | ➤ Project finance |
| ➤ International banking and finance | ➤ Pensions |
| ➤ Intellectual Property | ➤ Health and safety |
| ➤ Real estate | ➤ Oil and gas |

We deliver our services with sector specific advice ensuring that our clients and contacts are kept up-to-date on key developments in their industry. Our sectors are:

- | | |
|--------------------------|--------------------------------------|
| ➤ Financial institutions | ➤ Technology, media and telecoms |
| ➤ Energy & utilities | ➤ Infrastructure and project finance |
| ➤ Hotels & leisure | ➤ Insurance |
| ➤ Consumer products | ➤ Construction & development |
| ➤ Infrastructure | |

Key facts

- We are a top ten London based firm
- Over 130 partners
- Over 700 lawyers
- £181 million turnover in 05/06
- A primary counsel to 24 FTSE 350 companies
- Advise 109 FTSE 350 companies
- Rated as a 'leading firm' in 63 legal areas by the UK's leading legal directory, Legal 500
- Ranked 1st for number of deals in Central and Eastern Europe in the last 18 months and 2nd for value (Mergermarket)

Working with CMS Cameron McKenna

We are committed to excellence in our client approach. Through launching one of the legal sector's most comprehensive client feedback programmes we can measure just how focused we are against what our clients really want from their legal advisers. One thing clients constantly tell us is that our approach is very different to some other firms that focus primarily on transactions.

Developing relationships

We focus on developing strong long-term relationships with our clients, enabling us to understand their business and the particular requirements they have. We listen to what our clients want and take time to understand their criteria for good service. This helps to build strong lasting relationships with our clients.

By adding value through our strong project management skills and adopting a broad consultative role our clients see us as part of their team.

Our approach

We are easy to work with and our partners are 'hands-on' in their approach. Our clients tell us that we are often more approachable and accessible than many other firms and that we're proactive in our approach to alerting clients to issues and providing innovative commercial solutions.

Our unique online information service, Law-Now, is consistently praised for its 'first to market' approach to addressing legal developments and news in a commercial and non-legalistic way.

Some of our clients

- ✓ ABN Amro Capital
- ✓ AIG
- ✓ Amazon
- ✓ BP plc
- ✓ Black & Decker Corporation
- ✓ Coca-Cola
- ✓ Colgate Palmolive
- ✓ Gazprom
- ✓ HSBC
- ✓ Macquarie
- ✓ Motorola Inc
- ✓ National Grid
- ✓ Nike
- ✓ Nissan Motors
- ✓ Pfizer Inc
- ✓ Procter & Gamble
- ✓ Prudential plc
- ✓ Royal Mail Group
- ✓ Shell
- ✓ Sony
- ✓ Toyota
- ✓ Toshiba
- ✓ Wellcome Trust

CMS Cameron McKenna are excellent in terms of giving advice in the context of our objectives. It's because they're so knowledgeable about the industry

Client Feedback

The European network

Strong in Central and Eastern Europe

As a leading international law firm with a strong presence in six countries in Central Eastern Europe, CMS Cameron McKenna has been involved in many of the region's landmark transactions. Working in partnership with clients, we help them take advantage of the many opportunities available in the region whilst minimising their business risks. We have been established in the region for over ten years, which means that we understand the business issues our clients face.

Our CEE business

- Winner of Chambers' Eastern Europe Law firm of the Year 2005
- Awarded Emerging Market Deal of the Year 2005 by Acquisitions Monthly
- Awarded CEE Best Brand in Practice 2004 – we were the first law firm to be awarded this honour in recognition of our client focus

Highlights of our Central and Eastern European business:

- **The largest privatisation in Romanian history** – Advising Erste Bank on its €3.75 billion acquisition of a majority shareholding in Banca Comerciala Romana (BCR).
- **Closing the largest deal in the commercial real estate market in Russia** - Our Moscow real estate and banking teams advised key client Eurohypo on completing its first real estate financing deal in Russia, worth around \$130 million
- **One of Central Europe's landmark deals** – Advising Advent on the successful refinancing of BTC.
- **One of the largest project finance deals in Central and Eastern Europe** - Advised Gdansk Transport Company on the €800m financing of the A1 motorway project in Poland
- **Successful long term transaction in Poland** - Advised LOTOS on an agreement with Shell International Trading and Shipping Company Limited, for the delivery of feedstock over a period of 12 years (*Value: €2 billion*)
- **Ministry of Justice** - The construction of Courts of Justice in the Czech Republic.

Our European alliance – the largest legal network in Europe

CMS Cameron McKenna is a founder member of CMS, the alliance of European law firms providing businesses with legal and tax services across Europe and beyond.

By working with us, you benefit from our network of offices and extensive international connections. We can call upon our colleagues across our network for expert advice, as well as putting together an international team at short notice.

CMS alliance

- ▶ Operates in 47 business centres around the world
- ▶ 575 partners and more than 2,000 legal and tax advisers
- ▶ Firms are based in:
 - Austria
 - Belgium
 - France
 - Germany
 - Italy
 - The Netherlands
 - Spain
 - Switzerland
 - UK

Some of our clients:

- ▶ AIG
- ▶ BP
- ▶ GSK
- ▶ GE
- ▶ Honeywell
- ▶ Merck
- ▶ Pfizer
- ▶ Siemens
- ▶ Toshiba
- ▶ Total
- ▶ Veolia



Map showing CMS offices worldwide. Red dots represent CMS Cameron McKenna offices, and green dots represent CMS offices.

Offices marked with red dots (CMS Cameron McKenna offices):

- Aberdeen
- Edinburgh
- Bristol
- London
- Warsaw
- Beijing
- Hong Kong
- Shanghai
- Prague
- Budapest
- Sofia

Offices marked with green dots (CMS offices):

- Amsterdam
- Hamburg
- Berlin
- Antwerp
- Dusseldorf
- Leipzig
- Dresden
- Chemnitz
- Frankfurt
- Stuttgart
- Vienna
- Bratislava
- Strasbourg
- Zurich
- Lyon
- Milan
- Zagreb
- Bucharest
- Rome
- Madrid
- Seville
- Marbella
- Casablanca
- Paris
- Cologne
- Brussels
- Utrecht
- Arnheim
- Antwerp
- Dusseldorf
- Leipzig
- Dresden
- Chemnitz
- Frankfurt
- Stuttgart
- Vienna
- Bratislava
- Strasbourg
- Zurich
- Lyon
- Milan
- Zagreb
- Bucharest
- Rome
- Madrid
- Seville
- Marbella
- Casablanca

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Our M&A experience

Recent experience includes:

Petro Canada

We advised on the sale of its Syrian oil producing companies to a consortium for £270m.

Pfizer Inc.

We advised on the agreement to sell Pfizer Consumer Healthcare to Johnson & Johnson for £7.8bn.

John Laing plc

We advised on the £1 bn takeover by Henderson.

Informa

We advised on the £1.1bn merger between Informa and Taylor & Francis and the subsequent 20 jurisdiction £650m acquisition of IIR and £313m rights issue.

National Grid

We advised National Grid on its £15bn merger with Lattice and its subsequent disposals of four separate regional gas distribution networks for £5.8bn.

Enterprise Inns

We advised on the £2bn consortium acquisition of the Unique and Voyager pubs estates from Nomura and on its £876.5m acquisition of 1860 pubs from Morgan Grenfell Private Equity.

GI Partners

We advised on the £202m sale of bar and pub operator Yates Group to the Laurel Pub Company.

BP

We advised on the £2bn disposal of Veba Oil & Gas in 13 countries to Petro Canada.

National Australia Bank

We advised on its disposal of Northern Bank and National Irish Bank to Danske Bank for £1bn and the Clydesdale Bank £1.2bn merger of its subsidiaries and Yorkshire Bank.

Pendragon

We advised on the successful £506m contested public takeover of Reg Vardy.

The Royal Bank of Scotland

We advised on the £950m acquisition of 46 hotels from Whitbread and Marriott.

Citigroup & HSBC

We advised Citigroup and HSBC as joint advisers to Morrison on its £2.9bn takeover of Sainsbury.

Our AIM experience

Recent experience includes:

- **Anzon Energy** - we acted for Investec (nomad and broker) on Anzon Energy's introduction to AIM
- **Aqua Bounty Technologies Inc.** - advised Nomura Code Securities Ltd in its capacity as nomad on Aqua Bounty's admission to AIM with gross proceeds of £18.8m and a market capitalisation of £74m
- **Carluccio's** - advised Close Brothers in their capacity as nomad and Altium in their capacity as broker to Carluccio's on its admission to AIM with gross proceeds of £27m and a market capitalisation of £54m
- **Celoxica Limited** - advised Celoxica on its admission to AIM with gross proceeds of £6m and a market capitalisation of £16m
- **Cleaver Fulton Rankin** - advised Cleaver Fulton Rankin on the £5m flotation on AIM of Andaman Resources
- **CMR Fuel Cells** - advised Investec Bank (UK) Limited in its capacity as nomad and broker to CMR Fuel Cells on its admission to AIM with gross proceeds of £10m and a market capitalisation of £36m
- **Cohort plc** - advised Investec Bank (UK) Limited in its capacity as nomad and broker to Cohort on its admission to AIM with gross proceeds of £5.3m and a market capitalisation of £27.2m
- **Frontera Resources** - advised Frontera on its admission to AIM with gross proceeds of £50m and a market capitalisation of £74m
- **Northern Petroleum** - advised Investec Bank (UK) Limited in its capacity as nomad and broker to Northern Petroleum on its placing to new investors on AIM with gross proceeds of £20m
- **Patientline** - advised Hawkpoint in its capacity as nomad and ING Barings in its capacity as broker to Patientline on its admission to AIM with gross proceeds of £44m and a market capitalisation of £104m
- **Platinum Mining Corporation of India** - advised Platinum Mining Corporation of India on its admission to AIM with gross proceeds of £14m and a market capitalisation of £39m

CMS Cameron McKenna have assisted numerous AIM floats for their clients, so that was a great benefit in terms of helping to guide us through the process – client feedback, AIM listing.

Our Indian experience

We have been working in India and with Indian law firms for over 30 years. We were instrumental in the setting up of the new large power stations in the 1970s where we worked with the technical advisors to the project. Later, in the 1990s, we were in the forefront of the introduction of the private sector into infrastructure both in training with the World Bank and Asian Development Bank and in the restructuring of the power industry, an example of which is our work on the privatisation of the electricity distribution system in Orissa. This track record has given us a strong understanding of the issues that are important to Indian companies and practical experience of working closely with Indian law firms on joint projects.

Some further examples of our work:

- **Chennai, India** - advising bidder on port concession for south east Indian project.
- **Ports, West Coast, India** - reviewing proposed tendering and actual tendering procedures for a number of ports on behalf of the World Bank in relation to a study on the procurement of infrastructure within India using private sector finance.
- **East Coast ports, India** - carrying out a study on modal transport on a north-south corridor in Eastern India, including proposals for development of one new port, the further development of a coastal port and improvements to Calcutta Port.
- **Cairn Energy**
 - advising on Gas Sales Agreements for the sale of long term gas from Lakshmi Gas Field (India) to a power station and to a market aggregator (Gujarat Gas)
 - advising on prospective long term crude oil sale agreements for the sale of crude oil from its new development in Rajasthan.
- **Three Indian states** – advising on the development of three large IPP power projects, including drafting and negotiation of power purchase, fuel supply, operation and maintenance and partnership agreements.
- **Government of Karnataka, Karnataka, India** - advising on the privatisation of the electricity distribution businesses of the State government, including advising on privatisation strategy, unbundling the distribution businesses into new companies, legal and regulatory framework and preparation of transaction documents.



This is by far the best firm in the energy sector. It combines strength in regulatory and projects work, which makes it the leading player according to commentators

- Chambers & Partners Global

Law-Now™

CMS Cameron McKenna's free on-line information service

To register for Law-Now on-line go to our home page www.law-now.com

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CMS Cameron McKenna LLP is a limited liability partnership registered in England and Wales. It is able to provide international legal services to clients utilising, where appropriate, the services of its associated international offices and/or member firms of the CMS alliance.

The associated international offices of CMS Cameron McKenna LLP are separate and distinct from it.

CMS Cameron McKenna LLP and its associated offices are members of CMS, the alliance of independent European law firms. Alliance firms are legal entities which are separate and distinct from CMS Cameron McKenna LLP and its associated international offices.

CMS offices and associated offices worldwide: Berlin, Brussels, London, Madrid, Paris, Rome, Utrecht, Vienna, Zürich, Aberdeen, Amsterdam, Antwerp, Arnhem, Beijing, Belgrade, Bratislava, Bristol, Bucharest, Budapest, Buenos Aires, Casablanca, Chemnitz, Cologne, Dresden, Düsseldorf, Edinburgh, Frankfurt, Hamburg, Hilversum, Hong Kong, Leipzig, Lyon, Marbella, Milan, Montevideo, Moscow, Munich, New York, Prague, Sao Paolo, Seville, Shanghai, Sofia, Strasbourg, Stuttgart, Warsaw and Zagreb.