

Your World First



# Your introduction to CMS



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# Welcome

CMS is one of the largest law firms worldwide and our more than 4,500 legal professionals work in cross-border teams around the world to offer you business-focused advice in law and tax matters.

At CMS, we understand that as business environments are changing, it is our task to guide you through challenging times and help you benefit from the opportunities that arise.

Our lawyers work closely with you on a daily basis to help you anticipate and react to change, innovate to gain business benefits and grow to remain competitive in crowded markets.

With 74 offices in 68 cities worldwide, CMS is one of the most global law firms. While combining this immense global reach with the deep local knowledge in our offices, we are very aware of the importance of maintaining high standards across the world and in each jurisdiction. At CMS, we offer you an across-the-board high quality of work worldwide, thanks to standardising processes and sharing knowledge across our firm.

CMS is well-equipped to provide you with the services and legal advice you need to run and grow your business successfully, wherever you are.

In this brochure, we invite you to learn more about CMS. My colleagues and I are always happy to hear from clients, prospective clients and anyone with an interest in our organisation. Please feel free to contact us.



**Cornelius Brandi**  
Executive Chairman  
[cornelius.brandi@cmslegal.com](mailto:cornelius.brandi@cmslegal.com)



# 'Your World First'

Our world starts with 'Your World First'.

We are a law firm that spends more time looking out at your world than inwards at ours. We help you get ahead today by anticipating your challenges.

'Your World First' is our commitment to be client-centric.

- Understanding the details of your business and the environment you work in
- Speaking on your behalf when new laws are made and alerting you on what is coming up
- Providing services that add value e.g. Law-Now (please see page 6).

'Your World First' means a world vision.

- Building on deep local roots, forming an international organisation
- Working together in cross-border teams to give you the full picture
- Growing alongside your business to be in the places where you need us most.

'Your World First' means performance-driven.

- Acting as both technical experts and pragmatic advisers
- Delivering quality results – not just opinions – that you can act on to achieve your business goals
- Training our lawyers in project management to manage your matters professionally and promptly
- Actively seeking your feedback to continue to outperform in client satisfaction surveys.



To watch our corporate video, please visit:  
[cms.law](https://www.cms.law)

# Understanding your business

At CMS, we recognise that you require sector-specific legal advice to achieve the best possible outcomes. To provide you with commercial, practical advice, we need to understand the markets within which you operate.

That is why we have established a number of cross-border Practice Area and Sector Groups with representatives from different CMS jurisdictions.

- Banking & Finance
- Commercial
- Competition & EU
- Consumer Products
- Corporate/M&A
- Dispute Resolution
- Employment & Pensions
- Energy
- Funds
- Hotels & Leisure

Practice Area and Sector Groups provide you with integrated services combined with leading-edge industry sector capability.

- Infrastructure & Projects
- Insurance
- Intellectual Property
- Lifesciences
- Private Equity
- Public Procurement
- Real Estate & Construction
- Tax
- TMC – Technology, Media & Communications



# Sharing know-how

## Law-Now

Keeping abreast of business-relevant industry regulation and legal know-how is a challenge.

To help you stay up to date, CMS offers you Law-Now, a market leading online knowledge portal and email news service that covers more than 75 areas of law and 20 sectors across 30 jurisdictions.

Law-Now also features specialist zones that provide news updates and analysis on strategic legal areas.

**RegZone:** This site provides you with expert analysis and daily news from the fast-changing world of European financial institution regulation.

**Brexit Next:** CMS brings you analysis, commentary and checklists on the legal implications of Brexit on businesses operating in, and trading with, the UK.

**Anti-Corruption Zone:** A one-stop shop that provides you with useful legal resources and the latest news on corruption issues in Europe.

Visit [cms-lawnow.com](http://cms-lawnow.com)

### How you can benefit from Law-Now

- Real time eAlerts – receive updates on topics that are relevant to you
- Flexible delivery – receive content when you want to read it as well as collate eAlerts and have them sent to you once a day or week
- Never miss out – access favourite Law-Now pages on the go with mobile bookmarks
- Extensive archive – research legal developments easily to save time and resources
- Accessible information – all articles are written in simple language not legal jargon, allowing you to access information and get advice on key developments quickly.

## Digital presence

CMS's digital presence ([cms.law](http://cms.law)) was designed with the visitor in mind. This means that users can view our online content – whether publications, online services, event calendars, news or contact information – based on their interests. For example: When users log on, they are automatically geo-located to the right country and the right language. Once on the landing page, they see content that is relevant to that jurisdiction, rather than a standard homepage.

Our aim is to connect you with the right lawyers and provide you with the information you are looking for quickly and easily, also from your mobile devices. Our website is also seamlessly integrated into Law-Now, our online legal knowledge resource, and our e-guides, providing you with quick access to all CMS expert information.

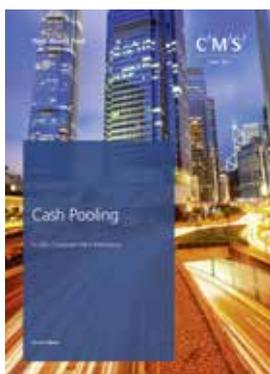
Visit [cms.law](http://cms.law)



## e-guides

So you can access important legal know-how on the go, many of our publications are offered as e-guides. These provide you with a dynamic way of viewing and managing expert legal content online. You can read an e-guide online as well as offline and can navigate to the content that interests you most.

Visit [eguides.cmslegal.com](http://eguides.cmslegal.com)



## Webinars

We stay on top of the news agenda and regulatory discussions in the industries we serve and the countries we work in and we share these insights with you via regular webinars. In a CMS webinar, you get interactive access to knowledge that is critical to your business without having to leave your office. During the online sessions, CMS lawyers from a range of jurisdictions share background on the latest regulations as well as the challenges and opportunities in your sector.

# Awards and recognition

We are in business to help your business. So we are proud to accept market recognition for our performance as a welcome indicator that we are succeeding in our efforts to provide you with the highest quality of service and advice.



**Bloomberg**



**THOMSON REUTERS**



**Top rankings in 2016 M&A**

League Tables (by deal count)

**#1** by Bloomberg in Europe, CEE, France, Germany and UK

**#1** by Mergermarket and Thomson Reuters in Germany



They are responsive, they provide good quality and are also practical – they know the business.

*Acritas Sharplegal Global Elite and UK 2016*



It is the quality of the work, the speed of it and they are also very knowledgeable to work with. So, it is the whole package and they have specialists within the different areas, so you get to talk to people who really know [...] the relevant law.

*Acritas Sharplegal Global Elite and UK 2016*



I really like CMS. I think they come across well; as very client focused, commercial [and] focused on the big issues rather than arguing over the nitty-gritty which, at least for me now being in-house, I see how important that is.

*Managing Director & Global Counsel,  
Multinational conglomerate company*



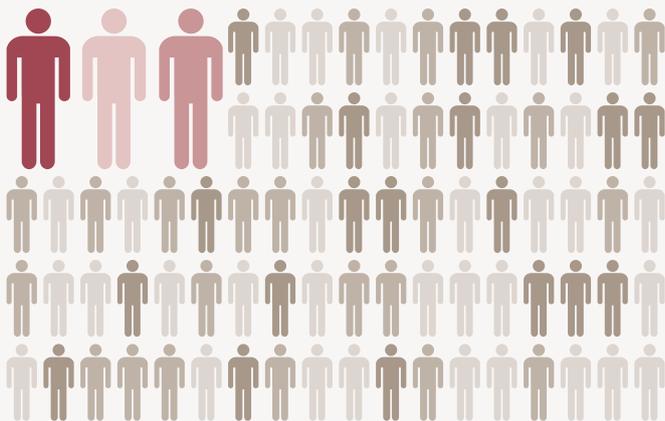
Expertise in different laws; it's tax law, labour, civil, commercial [and] business law. It's obvious for me. They have the best experts in each of these topics and are able to work together in complex situations where different laws are involved. So, this cross-law experience and expertise is really something unique.

*Group Tax VP, Global leader  
in low-carbon energy*

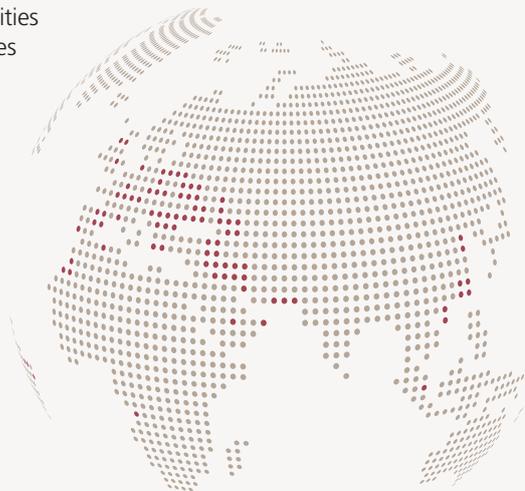


# Facts and figures

48 new partners in 2017, taking the total to over 1,000



Operating in 68 cities across 42 countries



EUR 1.05bn turnover for 2016\*  
\* when currency fluctuation is removed



Ranked 3rd most global law firm in the Am Law 2016 Global Top 100

# Corporate social responsibility

'Your World First' includes being a responsible corporate citizen and connecting to the wider world.

By leveraging our talent, geographic reach and resources, we strive to make a positive impact on the world by supporting those who are working on solving social and economic challenges.

We have several corporate responsibility programmes incorporating pro bono professional work, environmental policies and projects, charitable giving and volunteering.

**Pro bono:** offering our specialist professional skills is where we believe we can have the greatest impact. Many offices work with local organisations in this area.

**Environmental issues:** we have policies in place to help us reduce our waste, cut down on energy use and minimise our carbon footprint.

**Charitable initiatives:** our different offices work with their communities to support charities and local issues.

Visit [cms.law](https://www.cms.law)

## Diversity at CMS

We develop and support a diverse workplace in which all are welcome regardless of gender, marital status, race, colour, national or ethnic origin, social or economic background, disability, religious belief, sexual orientation or age.



# Our people

In today's business environment, thinking and working across borders is essential. At CMS, we strongly encourage networking and collaboration amongst all our lawyers.

Beyond the work in cross-border teams, we also offer them several opportunities to meet and get to know their colleagues from across our CMS offices, whether at our regular trainings run by the CMS Academy or in informal settings such as the CMS Football Cup.

## CMS Academy

The CMS Academy plays an important role in helping to ensure that we deliver first-class service to our clients. Besides improving business skills, the CMS Academy fosters cross-border collaboration and relationship-building through a range of non-legal trainings. In each phase of their careers, we offer our lawyers tools and methods to become better advisers.



## Expertise trainings

CMS lawyers meet regularly to learn from each other by sharing their best practices, latest sector knowledge and local expertise. This allows us to ensure that you receive the best service and solutions to meet all your needs, both from a local and a global perspective.

## CMS Football Cup

CMS organises an annual football tournament for all CMS employees. Colleagues from across CMS meet for a weekend of sporting activities and networking opportunities. Over the years, the tournament has grown in popularity – in 2017, 600 players in 62 teams participated.



# Where you can find CMS

## The Americas

Bogotá  
Lima  
Mexico City  
Rio de Janeiro  
Santiago de Chile

## Europe

Aberdeen	Edinburgh	Madrid	Seville
Amsterdam	Frankfurt	Manchester	Sheffield
Antwerp	Funchal	Milan	Skopje
Barcelona	Geneva	Monaco	Sofia
Belgrade	Glasgow	Moscow	Strasbourg
Berlin	Hamburg	Munich	Stuttgart
Bratislava	Kyiv	Paris	Tirana
Bristol	Leipzig	Podgorica	Utrecht
Brussels	Lisbon	Poznan	Vienna
Bucharest	Ljubljana	Prague	Warsaw
Budapest	London	Reading	Zagreb
Cologne	Luxembourg	Rome	Zurich
Duesseldorf	Lyon	Sarajevo	



Algiers  
Casablanca  
Luanda

## Africa

Dubai  
Istanbul  
Muscat  
Riyadh  
Tehran

## Middle East

Beijing  
Hong Kong  
Shanghai  
Singapore

## Asia-Pacific

# Where you can meet CMS

Though we live in an increasingly digitised world, we recognise the value of face-to-face communication. Therefore we attend key industry events where we have the opportunity to meet with you in person.

## Association of Corporate Counsel (ACC) Annual Conference

The ACC Annual Meeting, the world's largest gathering of the in-house counsel community, is one of the most prestigious industry events and provides a great opportunity to exchange ideas and network. Visit us at the CMS booth.

## International Bar Association (IBA) Annual Meeting

Legal professionals gather at this event to share knowledge on key developments in all areas of law and discuss how the legal profession can help shape the most pressing issues the world is grappling with. Use the opportunity to meet with our lawyers.

## CMS New York Job Fair

On the occasion of the International Student Interview Programme (organised by NYU) and The LL.M. Interview Program (organised by Columbia University), you have the opportunity to meet CMS partners before the actual interview programmes.





## C/M/S/ Law-Now™

Law . Tax

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[cms-lawnow.com](http://cms-lawnow.com)

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Law . Tax

**Your expert legal publications online.**

In-depth international legal research and insights that can be personalised.  
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CMS Legal Services EEIG (CMS EEIG) is a European Economic Interest Grouping that coordinates an organisation of independent law firms. CMS EEIG provides no client services. Such services are solely provided by CMS EEIG's member firms in their respective jurisdictions. CMS EEIG and each of its member firms are separate and legally distinct entities, and no such entity has any authority to bind any other. CMS EEIG and each member firm are liable only for their own acts or omissions and not those of each other. The brand name "CMS" and the term "firm" are used to refer to some or all of the member firms or their offices.

### **CMS locations:**

Aberdeen, Algiers, Amsterdam, Antwerp, Barcelona, Beijing, Belgrade, Berlin, Bogotá, Bratislava, Bristol, Brussels, Bucharest, Budapest, Casablanca, Cologne, Dubai, Duesseldorf, Edinburgh, Frankfurt, Funchal, Geneva, Glasgow, Hamburg, Hong Kong, Istanbul, Kyiv, Leipzig, Lima, Lisbon, Ljubljana, London, Luanda, Luxembourg, Lyon, Madrid, Manchester, Mexico City, Milan, Monaco, Moscow, Munich, Muscat, Paris, Podgorica, Poznan, Prague, Reading, Rio de Janeiro, Riyadh, Rome, Santiago de Chile, Sarajevo, Seville, Shanghai, Sheffield, Singapore, Skopje, Sofia, Strasbourg, Stuttgart, Tehran, Tirana, Utrecht, Vienna, Warsaw, Zagreb and Zurich.

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