CMS Scotland:

Working with you, here and globally
The outbreak of the global pandemic has permanently changed the business landscape, in Scotland and throughout the world.

Key Scottish sectors, particularly hospitality and commercial property, have been deeply impacted by a year of lockdowns and restrictions. Some businesses have sadly been forced to cease trading while others are delaying expansion plans or restructuring their entire business model to adapt to the new normal.

The UK’s withdrawal from the EU is causing further disruptions for many Scottish businesses, especially those importing from or exporting to Europe.

While huge challenges lie ahead, Scotland’s economy has proven to be resilient and diverse over recent years with a broad range of thriving industries providing jobs and creating wealth. Even within this current uncertain economic climate, new opportunities are emerging as investors look towards innovative businesses, including those focused on e-commerce, digital entertainment and automation, which are ripe for growth.

CMS Scotland is focused on supporting clients through these challenging times, helping ensure their businesses will continue to prosper and secure new opportunities in a rapidly changing environment. As legal advisers and business partners, we are committed to helping clients mitigate risk, benefit from innovation, and find new ways to succeed.

We understand our local marketplace, and as an international law firm, we also have a global outlook to benefit our clients, large and small, within the Scottish business community. We look forward to providing our expertise and giving Scottish businesses our full support during this time of economic upheaval.
At CMS, we’re in it for the long term. Long term relationships with our clients are invested in. Long term investment in our people is prioritised. Long term contributions to our communities benefits the world around us. This means we have built a cohesive and market-leading team of experts in Scotland’s key industry sectors. We are all committed as both individuals and a team to deliver top quality now and for the future.

Investing for the long-term

Aberdeen, Edinburgh and Glasgow based CMS lawyers are firmly embedded in their local markets and have the resources and infrastructure of a global organisation behind them. With over 400 people here, we are serious about Scotland. We have an exceptionally strong focus on our national clients that range from fintech start-ups and charities to manufacturers and retailers.

Local and global

Every team at CMS is empowered to operate and innovate in ways that best meet clients’ needs. We encourage ideas from every corner of our business. Our scale and resources make this possible.

Innovation in action

This is a people business, and we are happy to say that there isn’t such a thing as a typical CMS person. We have a firm culture of authenticity and inclusivity, encouraging everyone to be 100% themselves.

An open and authentic culture

The expertise of over 4800 lawyers in 75 cities and the technical resources of an international organisation mean the right team can be mobilised quickly, in the right way, to create the best solution for every situation.

Clients in Scotland are already benefiting from our AI to conduct complex document analysis and examination of evidence. Many have our apps on their phones to help them respond to dawn raids and data breaches effectively. Our Legal Services Unit is saving them time and money by automating process-led legal tasks.

Innovation in action

The firm’s core purpose is to build rewarding futures for its clients, people and communities.
Case studies

Delivering the largest retail regeneration project in the UK

With a value of GBP 1bn, St James Quarter in Edinburgh is the largest retail regeneration project in the UK. It is creating a new district in Edinburgh to further strengthen the city’s position as one of the most popular cities to visit in the world.

The original St James Centre was built within a UNESCO World Heritage site in the 1960s and the creation of this new district is extremely high profile. The scheme involves demolishing the existing development to replace it with 80 retail units, 20 restaurant/leisure units, an Everyman Cinema, W Hotel, Roomzz Apart Hotel and 152 residential apartments.

CMS has advised Nuveen Real Estate on the project since 2006. Over 150 CMS lawyers have advised on different aspects of the project, delivering a seamlessly integrated service.

The CMS team has created and applied many innovative solutions as part of this project. Just a few of these have enabled:

- The demolition of the centre around the existing John Lewis store, ensuring it stayed open throughout and could be remodelled at the same time.
- A first-of-its-kind Growth Accelerator Model Funding Agreement with the City of Edinburgh Council and the Scottish Government to enable public sector funding be part of the project.
- The creation of a bespoke digital strategy for the centre, including the development of an app, to bolster the centre’s online presence and enhance the customer’s experience whilst visiting.

Martin Perry, Director of Development, Nuveen Real Estate

To create a GBP 1bn complex mixed-use investment of over GBP 1bn within a world heritage location has required an incredible effort from a highly skilled and talented team.

CMS has been a major part of that team and their skill, experience and dedication have performed a central role in securing the investment and implementing the project. As a business we recognise that their contribution on many occasions has gone significantly beyond the normal service demanded by most clients and for this we are immensely grateful.
Creating the world class Scottish Event Campus

The Scottish Event Campus (SEC) in Glasgow is a world-renowned music venue. With five interconnected exhibition spaces, the 3,000 seat SEC Armadillo facility and the new 14,300 capacity SSE Hydro arena, it is the second busiest music venue in the world after Madison Square Gardens.

CMS has worked with the SEC since it was established over 30 years ago. Our lawyers, representing the full spectrum of commercial law, work closely with the SEC legal team to ensure the SEC continues to host the world’s most high profile entertainers.

Our recent advice has included:

- Sole adviser on all of the new developments at SEC including the Norman Foster designed SSE Hydro.
- Responding to Covid-19 to support their transition to become the Louisa Jordan hospital during the pandemic.
- Advising on a range of commercial arrangements for the Hydro including, the naming rights contracts and sponsorship agreements with Virgin Money, Heineken and Raymond Weil.
- Ensuring the right back of house arrangements are in place by advising on contracts with G4S, Compass and ambulance support.
- Specialist advice on a wide range of areas including employment matters, corporate re-organisations, privacy, construction litigation, procurement, funding and health & safety.

CMS has been a key part of the SEC team since day one and an integral part of the SEC story as our business has evolved and grown.

The recent undertaking to transition into the Louisa Jordan hospital is just another example of the value of having CMS as our lawyers. We all had to act fast and CMS had the expertise and resources to support us. Their recent and continued help with our preparations for hosting the COP26 UN Climate Change Conference in 2021 has also been invaluable. Now and over the years we have found that CMS goes significantly beyond the normal service and we enjoy working with each and every one of them.

Billy McFadyen, Director of Finance & Development, SEC
BioHub is a transformational GBP 40m investment project that will double the number of life sciences businesses in north east Scotland and deliver a bespoke hub, which will be home to new starts and growing companies on Aberdeen’s Foresterhill Health Campus. BioHub is a key project within the region’s economic strategy, which aims to deliver long-term diversification through investment in growth sectors.

The 69,000 sqft new-build BioHub will provide specialist support and incubation, laboratory, office and collaboration space. It will catalyse innovation between academics, clinicians, companies and researchers; accelerate the commercialisation of new drugs and therapies, digital health solutions and medtech; and be a focal point for new international projects and engagement with investors.

BioHub has secured GBP 20m of capital funding from the UK Government and Scottish Government via the Aberdeen City Region Deal (ACRD) and GBP 3.6m of funding from ONE. ACRD is a partnership of both governments, Aberdeen City Council, Aberdeenshire Council and ONE.

CMS is advising Opportunity North East (ONE) and BioAberdeen Limited through the lifecycle of this landmark project.

CMS advice includes:

- Planning law
- Commercial leasing
- Development & Infrastructure
- Financing
- Construction law
- Commercial and Corporate
# CMS Scotland at a glance

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<th>6,000 HOURS TOWARDS CSR AND PRO BONO ACTIVITIES BY CMS SCOTLAND IN 2018-2019</th>
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<td>12 start-ups in our equiP programme</td>
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**Law Firm of the Year Scotland 2019**
*The Herald Law Awards*

| 45% | 100% |
| CMS Scotland partnership is female | Powered by renewable energy |

TIMES TOP 50 EMPLOYER FOR WOMEN SINCE 2016

| 33 practice group Band 1 rankings across Chambers UK and Legal 500UK |

ACT FOR SIX OF SCOTLAND’S TOP 10 COMPANIES BY TURNOVER
Our strategy is to be a future facing law firm with our clients, having their needs at the centre. To do this, we are striving to create a culture of innovation across our business and with our clients. We continuously look at what we do and how we do it and find new and better ways of serving our clients.

Using AI to save time and money

Due diligence, data and contract analysis can be time-consuming and complex. We use AI tools to review large swathes of information quickly and cost-effectively. The software enables us to cluster, compare, analyse and visualise data from multiple sources and search thousands of documents accurately.

Increasing efficiency and reducing the cost of disputes

Disputes often involve large volumes of documentation. Our CMS e-disclosure team, CMS Evidence, provides the latest e-disclosure tools to review, analyse and organise documents in a cost-effective way. It means that we can scope, budget and manage the entire disclosure process from start to finish, saving time and money.

Sharing information securely

Our secure extranet platform based on HighQ, allows us to build client, project and workstream specific sites to help share documents and information and manage our work in a single user-friendly portal. We’ve developed a range of valuable use cases, from project management to contract databases.

Mobilising after a data breach

Companies are rightly devoting more and more resources to cybersecurity, but most will still suffer a breach sometime. With brand reputation and customer trust at risk, as well as intellectual property and data privacy, the cost of data breaches and increasingly sophisticated cyberattacks is increasing.

A rapid response in the aftermath of a breach is critical. CMS can help. Our Breach Assistant app helps you to understand the priority actions you should take when faced with a breach and you can contact CMS data breach response lawyers at the touch of a button.

Download the app from breachassistant.com
Keeping you up to date

As well as sharing our insights and experience with individual clients, we publish a range of material on legal developments and trends.

Quality and distinctive thought leadership for Scotland

As well as investing in understanding the present, we spend time analysing the future. We produce thought leadership on Scotland, as well as wider markets. You can download all these publications at cms.law.

Urban Being
We examine the increased urbanisation of global cities, including Glasgow.

Infrastructure Index
This bi-annual report ranks countries by their attractiveness for infrastructure investment.

Building opportunities
This Scotland dedicated report analyses business sentiment of Scottish businesses, including effect of increased digitisation and Brexit on Scotland’s key industries.

Real Estate Reset
This thought leadership report explores what Environmental, Social, Governance (ESG) really means and the impact on the real estate sector.

CMS Scotland Spotlight Seminar Series

This programme of seminars and webinars extends across all our office locations. Seminars and roundtables are hosted at our CMS offices and our collaborative webinars enable our clients to discuss real-time business issues presented by speakers anywhere in the world. Register at cms.law/scotland

Law-Now

Our market-leading electronic information service provides regular updates on key legal issues. Thousands already receive updates for Scotland and the wider UK to their inboxes from a choice of over 70 areas of law. This tailored service enables you to keep up to date with the legal developments that matter to you. Register at cms.lawnow.com

Law-Now eLearning

Our online eLearning solution helps clients build and evolve their compliance and risk management programmes. Read more about our off-the-shelf courses or how a bespoke solution can meet your needs at www.cms-lawnow.com/elearning

Supporting start-ups

CMS Scotland equiP is a dedicated programme to support start-ups who are intellectual property rich. At CMS, we understand the value of top-quality legal advice for early stage companies. Our equiP members benefit from competitive standard rates, discounted fees, training and networking as well as introductions to an international peer network. cms.law/equip.scotland

Keep in touch

Follow us on LinkedIn CMS Scotland and Twitter @CMS_Scotland.
49 NEW PARTNERS IN 2019, TAKING THE TOTAL TO OVER 1,100

19 PRACTICE AND SECTOR GROUPS WORKING ACROSS OFFICES

#1 CEE, DACH, Germany (Mergermarket)

#1 Germany, UK (Thomson Reuters)

Top rankings in 2019 M&A League Tables (by deal count)
#1 by Bloomberg in Europe, Germany and UK
#1 by Mergermarket in CEE, DACH and Germany
#1 by Thomson Reuters in Benelux and Germany

#1 Europe, Germany, UK (Bloomberg)
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CMS locations: