

CMS Scotland

Working with you, here and globally

Supporting Scottish business in a rapidly changing environment



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The business landscape in Scotland and throughout the world continues to change.

We understand and appreciate that for our clients doing business is tough with the ongoing impacts of significant macro-economic and geopolitical challenges. Businesses have so much to manage – rising costs, talent shortages, growing regulatory demands, rapidly advancing technology and changeable markets. In Scotland there are additional considerations which also contribute to the challenges of doing business.

Scotland's economy has proven to be resilient and diverse, with a broad range of thriving industries providing jobs and creating wealth. Even within this current 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. Thank you for taking a moment to consider how we might help you and your business.



Investing for the long-term

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.



Local and global

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 500 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.

With more than 70 offices in over 40 countries and 5,000+ lawyers worldwide, CMS Scotland offers deep local market understanding with a global perspective. We can mobilise the right team quickly, in the right way, to create the best solution for every situation.



Innovation in action

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.

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.



An open and authentic culture

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.

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



Case studies

Delivering the largest urban regeneration project in the UK

St James Quarter, Edinburgh demonstrates CMS's position as key adviser on one of the largest and most challenging urban regeneration projects in the UK.

With a value of GBP 1bn, this retail led, lifestyle district provides a mix of restaurants, cafés, bars, shops, public spaces and leisure venues covering 1.7 million square feet alongside Scotland's first W Hotel, a Roomzzz Aparthotel and 152 residential apartments all of which further strengthens Edinburgh's position as one of the most popular cities to visit in the world.

The regeneration project is highly sensitive as it is located in an UNESCO World Heritage Site and involved demolition of a 1970s centre in the middle of Georgian Edinburgh and its replacement around a (remodelled and retained) John Lewis store.

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.



The demolition of the centre around the existing John Lewis store, ensuring it stayed open throughout and could be remodelled at the same time.



Achieving occupancy of approx. 97% of lettable space.



A first-of-its-kind Growth Accelerator Model Funding Agreement with the City of Edinburgh Government to enable public sector funding to be part of the project.



The creation of a bespoke digital strategy for the centre to bolster the centre's online presence and enhance the customer's experience whilst visiting.



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.

Creating the world class Scottish Event Campus

The Scottish Event Campus (SEC) in Glasgow is a world-renowned music venue and recent host of COP26. With five interconnected exhibition spaces, the 3,000 seat SEC Armadillo facility and the 14,300 capacity OVO 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 OVO 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.



Jennifer Crow, CEO,
Opportunity North East



CMS has been a key part of the project team from the outset, supporting Opportunity North East (ONE) to develop BioHub from concept through detailed business case development, funding and procurement.

Enabling regional diversification

BioHub is a transformational GBP 40m investment project that will double the number of life sciences businesses in north east Scotland. It delivers a bespoke hub, to home 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 which opened its doors in May 2023 provides specialist support and incubation, laboratory, office and collaboration space. It provides a catalyst for innovation between academics, clinicians, companies and researchers; accelerate the commercialisation of new drugs and therapies, digital health solutions and medtech; and is a focal point for new international projects and engagement with investors.

BioHub 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 has advised 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

» **18 start-ups**
*in our equlP
programme*

» **60+ partners**
in Scotland

47%
*of our partners
in Scotland are
women*



4872 hours contributed towards
Responsible Business and Social Impact
activities by CMS Scotland in 2022-23



**More females
than male
lawyers**

in every Scottish CMS office

100%
Powered by renewable energy

12

**employee networks - supporting
a culture of trust, respect and
inclusion**

30

**practice group Band 1
rankings across Chambers UK
and Legal 500 UK**

CLIENTS INCLUDE SIX OF SCOTLAND'S TOP 10 COMPANIES BY TURNOVER



Innovation in action

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.

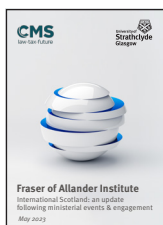
Download the app from breachassistant.com

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.



International Scotland Report

International Scotland explores the opportunities for growth across key sectors in Scotland.



Infrastructure Index

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



Tomorrow RE Report

Taking the long view
CMS's eleventh annual piece of real estate thought leadership gathering the views of 270 UK industry professionals and over 1,000 global institutional investors.



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](https://www.linkedin.com/company/cms-scotland) and Twitter [@CMS_Scotland](https://twitter.com/CMS_Scotland).

CMS

Staff

> 9,000

59,8% female

Lawyers

> 5,800

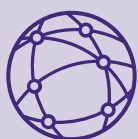
51,5% female



62 new
partners in 2022,
taking the total
to over
1,250

74 cities 

44 countries 



19 Practice and Sector Groups
working across offices

The Americas

Bogotá
Cúcuta
Lima
Mexico City
Rio de Janeiro
Santiago de Chile

Europe

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

Casablanca
Johannesburg
Luanda
Maputo
Mombasa
Nairobi

Africa

Abu Dhabi
Dubai
Muscat
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Middle East

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CMS locations:

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