

Your World First



CMS equiP

Helping start-ups scale

Tony Waller, Corporate Partner and Founder of CMS equiP





- Full service law firm with a strong sector focus in technology, media and telecommunications
- Working with some of the biggest names in tech and other sectors as well as up and coming disruptors
- Well networked in each industry through clients and industry partners
- The only law firm in Europe that can offer you extensive IP support through our 100 strong international team of IP lawyers, patent and trade mark attorneys

What is CMS equiP?



- Curated and selective programme aimed at high-growth tech start-ups
- A ‘whole-firm’ investment of our time, without impacting your equity
- Helping start-ups scale is just as important as looking after our global client-base
- Our clients and partners love it
- Building a trusted long-lasting relationship takes work, we know we have to earn it
- Currently in its third successful year
- Founded by Tony Waller and Sarah Wright
- 40 lawyers in equiP core team
- “*Growth Business Enabler of the Year*” finalist at the Startups Awards 2018



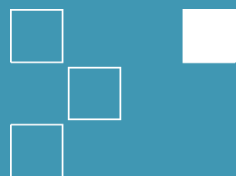


3
years
old

>60
members

#1 TMT
legal expertise

£25,000 pa at 50% cost



>50
Seed, A & B
investment
rounds

4
exits

25
patent registrations

Intros to Multiple investors and VCs

Our members

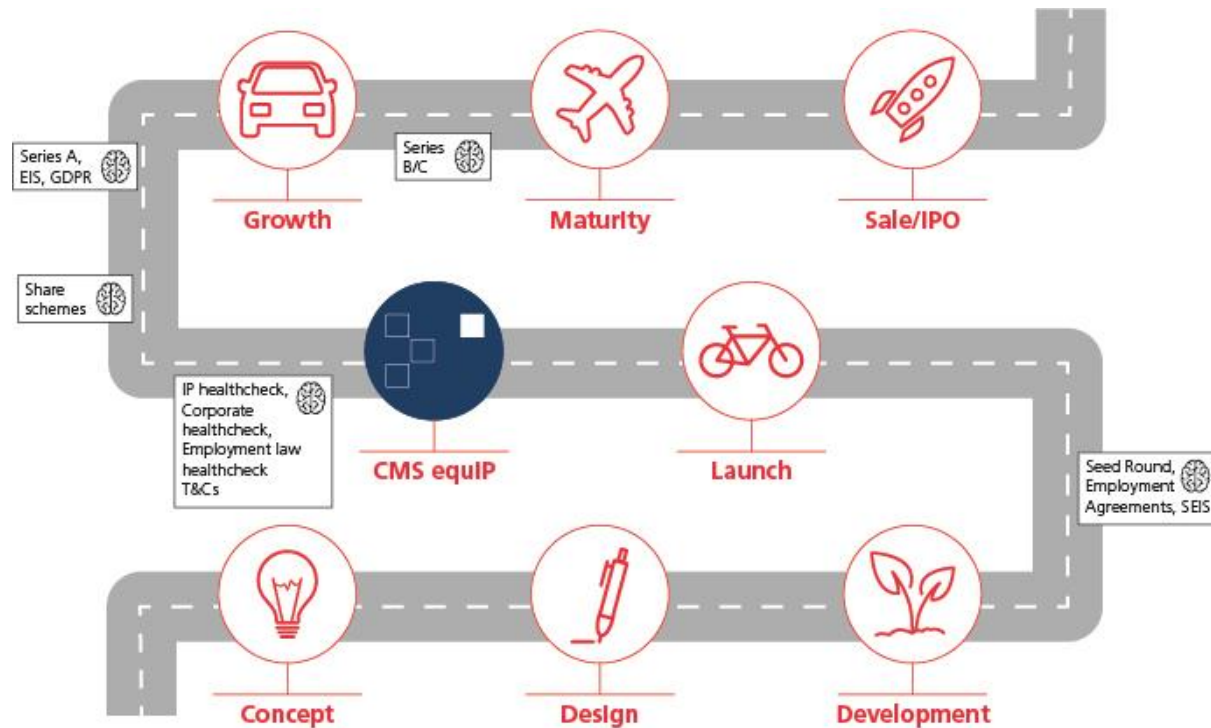


Becoming a CMS equiP member



- We are taking a portfolio approach sector agnostic, but ‘tech’
- A “Team First” focus
- Looking for IP rich businesses, challenging the status quo
- Early but established businesses with strong growth prospects
- The potential to secure a Series A investment in the next 9-12 months
- Ask businesses to pitch to join
- Starting a relationship always requires a conversation
- A relationship is a two-way street
- Your law firm can be one of the most important relationships in your growth

A typical member's journey



What do we offer?



- The ‘whole-firm’ investment philosophy
- What can a €1.3bn Law Firm do for you?
- Access our Resources
- Access our People
- Access our Network – our contacts are your future clients, investors, partners
- We don’t pigeon-hole. We know every businesses’ needs are different
- Bespoke, sector focused legal advice at special discounted rates. ‘Golden Hours’
- Plus fixed-fee services including an IP health check, advice on fundraising, share schemes, employment and standard T&Cs

International expansion



- January 2016: CMS equiP Programme launched in the UK
- Mid-2017: First members join from outside of the UK
- February 2018: Launch in Singapore
- March 2018: First member in UAE
- June 2018: Launch in Austria
- Summer 2018: Launch in CEE
- September 2018: Launch in Scotland
- December 2018: Launch in Germany and Luxembourg
- 2019: France, Spain, Netherlands and beyond...



The first truly global start-up programme launched by a law firm



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