

Scottish EDGE

WHAT WE DO

We are a market-leading, full-service law firm, and one of the most active in the Scottish corporate market.

We are an **agile** and **entrepreneurial** business. Our expertise spans the full spectrum of Scottish society. We are committed to Scotland coupled with an international reach, connected with a network of trusted firms.

Our investment team has completed over **195 deals** in the last 3 years and in 2022 alone, completed 30 equity investment deals with a total value of over **£100m**.

We are prominent advisers to companies in the technology sector. **57%** of our investment deals in 2022 were in the tech sector. This trend continues from 2021 where **59%** of investments were in tech.

TRUSTED ADVISORS

Doing the right thing by our clients, colleagues and the wider community has been our guiding principle from the very start and we will never compromise this in the name of short-term gain.

That is why we are trusted by:

- **Our peers:** the firm been recognised in the prestigious Times Best Law Firms 2023 guide, with rankings based on lawyers being commended by their peers in other firms across the country
- **Our clients:** through our level of client retention (80% of our work comes from existing clients)
- **The Scottish Government:** we are appointed to all lots on the Scottish Legal Government Framework (and the only law firm in Scotland to be appointed to all this year)

WE CAN ADVISE ON ALL ASPECTS OF YOUR BUSINESS

INCLUDING:

CORPORATE

- Start-ups,
- M&A
- Investment
- Restructuring
- Social enterprise
- Grant funding
- Share options
- Crowdfunding

COMMERCIAL

- Commercial contracts
- Data protection
- Terms and conditions
- Supplier contracts
- Commercial disputes

REGULATORY

- Consumer regulation
- Online trading
- NFTs
- Policy drafting
- Risk

EMPLOYMENT

- Employment contracts
- Disputes
- TUPE
- Settlement agreements
- Restrictive covenants

IP

- Trademark applications & management
- IP disputes
- Licensing

BANKING & FINANCE

- Loan agreements
- Project finance
- Restructuring & insolvency

We have supported **Scottish EDGE** since its inception, helping it become one of Scotland's most influential and important support bodies. Our values align with those of Scottish EDGE: we work in partnership with hundreds of business across Scotland to help them achieve their goals.

66 CLIENT TESTIMONIALS

*We act **in partnership** with our clients: "Throughout the years, our relationship has felt like nothing short of a partnership with the advice and services provided of the **highest quality** and always with our **best interests in mind**."*

We are commercial and down to earth

*"Harper Macleod's commercial and down-to-earth advice helped me to understand what was required in terms of the process. They were always available to me and **went above and beyond**"*

We form long-term relationships with our clients

*"Having Harper Macleod on our team for **more than a decade** has proven to be a very good decision for Visioncall. Paula and Jo have been **intricately involved** with our business for so long and fully understood what we were trying to achieve. Whether it was our business model and corporate structure, or simply the **tremendous** amount of hard work we had put in to get to this point, they knew how to realise the outcome we wanted. It was also great to be able to draw upon so many **skilled individuals** at the firm with different expertise in getting the transaction completed. I can honestly say **we couldn't have done it without them**"*

Our clients feel like we're part of their team:

*"I'm glad you were on our side! We've worked with you for many, many years and I think there are only very few practice areas we haven't used. The firm always felt like **part of our extended management team**."*

RECOGNITION



THE LAWYER

A "**Scottish Gem**" in the UK Top 200 – Independents.

CHAMBERS UK & THE LEGAL 500

173 lawyer rankings across 43 practice areas

SCOTTISH BUSINESS INSIDER

2nd in the Scottish Business Insider Deals and Dealmakers 2022, being involved in **19%** of reported Scottish deals.