



CLEVELAND & CO

External in-house counsel

Your Global Outsourced In-House Legal Team

Cleveland & Co Associates Limited ("Cleveland UK") is incorporated in England and Wales, company No. 07871988, K304-6 Kala Studios, The Biscuit Factory, Drummond Road, London, SE16 4DG UK. Cleveland UK is authorised and regulated by the Solicitors Regulation Authority ("SRA") under no. 622069, as an alternative business structure, and as such all our solicitors are subject to the principles and code of conduct set out by the SRA. Please visit <https://www.sra.org.uk/solicitors/standards-regulations/> for more information.

Cleveland & Co Associates Pty Ltd ("Cleveland Australia") is incorporated in New South Wales, Australia, ABN 31 654 249 519, AN 654 249 519. Cleveland Australia is authorised and regulated by the Law Society of New South Wales ("Law Society"), under practice ID no. 38974, as an incorporated legal practice, and has liability limited by a scheme approved under Professional Standards Legislation. As such, all our solicitors are subject to the Australian Solicitor's Conduct Rules 2015 which are upheld by the Law Society in conjunction with the Office of the Legal Services Commissioner, an independent statutory body. Please visit <https://www.olsc.nsw.gov.au/> and <https://www.lawsociety.com.au/practising-law-in-NSW/rules-and-legislation/rules> for more information.

Cleveland UK and Cleveland Australia being referred to as "Cleveland & Co".

We are a specialist, pace setting alternative Law Firm that offers clients a full-service In-House Legal Team with extensive global experience across Financial Services, Investment Management and Commercial Contracts.

Why We're Different

Cleveland & Co are industry pioneers, leading the way by providing the responsiveness and knowledge of your business that you would expect of your in-house legal team, combined with the scalability and broad range of expertise offered by an external law firm. Our outsourced in-house legal team acts as an extension of your team, and provide the benefits that only a diverse team of high performing specialists can deliver.

We are leaders, innovators and trail blazers who are passionate about the industry we work in and proud of the reputation we've built, serving clients with combined assets under management in excess of £8.7 trillion.

"We believe experienced and professional contract negotiation is critical to ensure your business relationships get off to the right start. We act as your in-house legal team, and provide commercial solutions and advice, efficient contract management and expertly negotiate agreements to close deals smoothly."

Our global client base includes asset management firms, banks, industry associations, pension funds, and boutique investment firms. The long term relationships we have with our clients are based on trust, having demonstrated that we are driven by their success and the positive impact we make on their business, whilst maintaining high technical standards that have been proven globally.

Additionally, our legal costs are 100% transparent. We only offer monthly retainers and fixed fees, giving our clients better budgetary control and allowing us to build better partnerships, setting us apart from other law firms.

Advisory Services

Our outsourced in-house legal team truly works as an extension of your team. We are “on the ground” working alongside you to move your business forward in real time. This approach puts your need for continuity first, by building in resource redundancy to every project, while we work to your business timelines.

We work just like any other in-house counsel, using internal documentation, liaising directly with all relevant business people (including front office, middle and back office, business development, finance, risk, compliance and legal) and escalating matters to the head of the department as part of the client’s usual process.

Our team is structured to give you access to a diverse team of high performing specialists with global experience covering financial services, corporate, commercial and compliance / regulatory matters. Our expertise and previous in-house experience allow us to work with a cross section of your team, from CEO to portfolio manager, and across EMEA, Asia Pacific and North America regions.

www.cleveland-co.com/services/

Areas of Expertise

We provide all legal, compliance, regulatory, commercial, practical and strategic advice across a full range of business lines including:

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|-------------------------|---------------------------|---------------------------------|
| - Institutional | - Distribution | - UCITS & Non-UCITS |
| - Transition Management | - Pooled Pension Funds | - Private Equity |
| - Custody | - Administration | - Listed Investment Cos |
| - Broker Agreements | - Commission Sharing | - Real Estate |
| - Securities Lending | - Outsourcing | - Financial Services Regulation |
| - Templates & Research | - Company Secretarial | - Building legal teams |
| - Hedge Funds | - Corporate Restructuring | - Commercial Advice |
| - Corporate M&A | - Execution and Clearing | - Employment Advice |
| - Finance and Lending | - Repurchase Transactions | - Derivatives Trading |

Boutique Courses

Cleveland & Co are the first provider in the UK to offer specialist courses in relation to investment management. We hold a number of courses across a range of topics, which we run both internally and externally for our clients. Bespoke courses are also available upon request.

www.cleveland-co.com/courses/

Recommendations

Foster Denovo

*“Dynamic, flexible,
adaptable.”*

Mainspring Fund Service

*“Engaged and
commercial.”*

Skandia

*“Excellent. Exceeded
my expectations.
Will recommend.”*

Roundshield Partners

*“Go-to resource,
honest and helpful.”*

Aviva Investors

*“Excellent. Good pace
and interactive making
the course very
relevant” negotiations.”*

Disclaimer

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