



Despite the continuing public health epidemic, and political and economic uncertainty, 2021 was a year of continued growth and exciting opportunities for CMXLaw's clients.

Our strategy continues to be to expand our practice strengths in order to better serve our growing client base, while at the same time creating synergistic opportunities for our clients.

Our **Finance and Banking** and **Cannabinoids and Psychotherapeutics** teams collaborated with clients on groundbreaking financing transactions in the legal cannabis industry allowing clients to acquire product at lower costs, while protecting financing entities from borrower risks. Our lawyers' ability to understand the business, its operation and local regulatory and registration systems allowed for the mitigation of inherent industry risks and a successful transaction.

Our **Corporate** team benefitted from other practice group relationships. The team restructured some of our corporate clients and their affiliates allowing for new follow-on investments, and negotiated corporate partnerships and licensing arrangements to increase our clients' distribution networks furthering their business development plans. With our **Real Estate** team, we negotiated multiple, key-location new development leases, and co-partner arrangements for significant and important projects for a major hospitality industry client.

Our **Capital Markets** and **Corporate Finance** teams were very active representing a personal security startup in an angel and follow-on seed round transaction and a seed preferred and warrant investor in the emerging artificial intelligence industry. They were also engaged on cross border transactions including a Canadian/US merger with a foreign securities listing and representing a foreign entity engaged in a seed round investment which included a US parent flip transaction that involved our **Tax** lawyers.

Our **Tax** department was involved not only on various **Capital Markets** activities but also rendered significant tax analysis and advice regarding allocated distributive income in connection with a project finance structure. They also were engaged in an overall US and international tax review involving international tax treaties to tax-enhance a client's large international business.

Our **Privacy, Data & Cybersecurity** team was active for a client's major security breach, analyzing its impact and going forward by creating best practices, policies, controls and risk systems.

Our strategy of being a trusted first advisor, a general counsel to our clients, allows us to be best positioned to know our client's business profile, risk tolerance and issues before they even manifest themselves. We do that for an institutionally focused sales, trading, capital and investment banking firm, a leading restructuring and advisory firm, a leading legal cannabis distributor, a leading international hospitality group and a leading hybrid digital and print on demand publisher.

In 2021, while we opened our **Newport Beach office** and saw our annual revenue more than double, what is much more important is that we are truly thankful for our client's trust in us to assist them with their vision whether through continued internal growth opportunities or through pursuing new business opportunities through external strategically pursued opportunities. In the end, our clients' rewarding success is each of our lawyers' personal satisfaction.

At **CMXLaw**, we believe in the power of working together with our clients and in supporting their initiatives for a better world. We expect this collaboration and trend to continue and even accelerate in 2022.

We wish all our clients and friends a Happy New Year and continued good health and success in 2022!
