



# Law in the Digital Era

Corporate Lawyers Forum  
NJV Athens Plaza

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29 June 2018





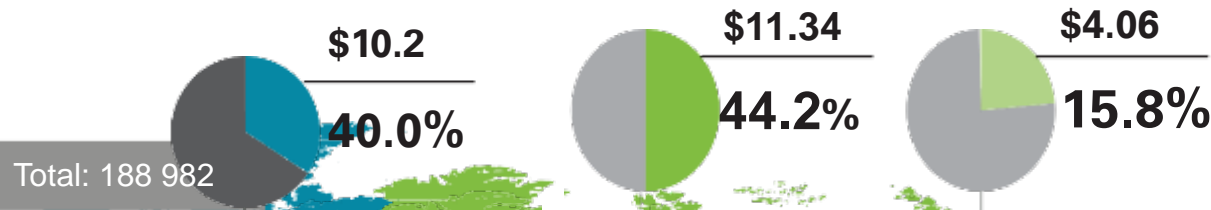
# KPMG at a glance

# KPMG Global

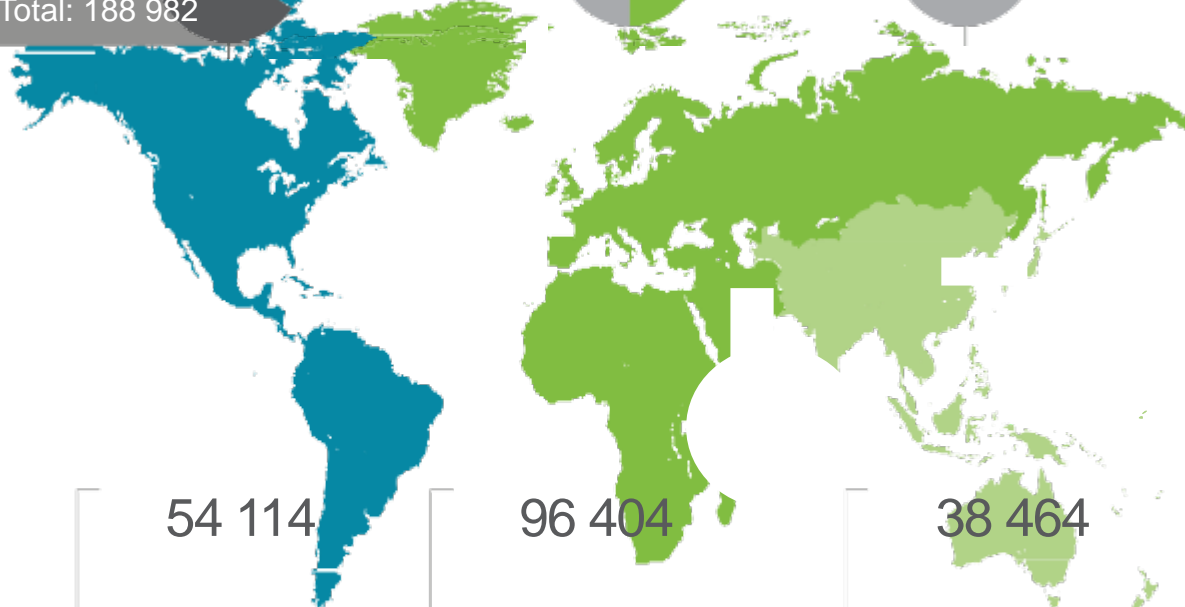


Total: \$25,6

Dollars in billions



Total: 188 982



54 114



America

96 404



Europe - Middle East - Africa

38 464



Asia - Pacific



20 000

New graduates joined in KPMG member companies



2 500

KPMG professionals participated in the **GO global mobility program**, receiving assignments in more than 95 countries

Over the past 12 months, more than **55 000** people have been part of KPMG's network launching the total number of people at the highest level ever.

It has been shown for several years in the top ten of Universum's research as the **Most Attractive Employer in the World**



# KPMG in Greece



46 successful  
years in the  
Greek market



4 offices  
in Athens &  
Thessaloniki

500 people



## Functions

Audit - 195

Tax - 118

Advisory - 122

Administrative - 65





# Legal in a challenging market

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Customers are changing and the whole business is changing, so **legal** also **needs to change**

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**Technology** is changing **faster** than the law and regulatory guidance in many cases

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**Adaptability** and use of technology are essential to help the business scale up quickly

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**Artificial intelligence** and automation becomes important toolkit for in house lawyers



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# Legal in a challenging market

## In House lawyers

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must get deeply **involved** with the business than the other lawyers

should **be part** of the management **team** and contribute their insights to the decision making

## But

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**Safeguard** the business



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# How to be a Successful In House Lawyer

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Sharp business **instinct**

Ability to **communicate** with Board

Strong **network**

Ability to **professionally manage** an  
in house team

Ability to **hire** external lawyers in a cost  
effective way

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*"Lawyers are trained  
to avoid risk*

*In business some clever risks  
are worth to be taken"*

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# How to be a Successful In House Lawyer

**Intimacy**

**Insight**

**Influence**

**Strategic thinking**

**Business acumen**



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# Thank you!

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