



# Global Legal Services

**Capability overview**

KPMG International

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[home.kpmg/legalservices](https://home.kpmg/legalservices)

# Introduction to KPMG Law and Global Legal Services (GLS)



The velocity of change in business and the legal industry is dramatic. From changing business models, geopolitical factors, government and regulatory oversight and increasing digitization; legal departments — and the business which relies on their insight and support — are facing major challenges. More than ever, you need legal advisors that provide top quality legal advice as part of an integrated solution.

With a geographic platform and an integrated team that few traditional law firms can match, KPMG Law provides effective approaches to meet your most complex challenges and supports you to capture opportunities by delivering:

- **A globally connected legal services platform** — currently spanning 81 jurisdictions, with over 2,750 lawyers with the deep expertise and experience required to advise you on domestic and international laws and to navigate the opportunities and challenges of cross-border commerce, trade, investment and the management of global value chains in an increasingly complex world.

- **Specialist global legal services** — providing you with innovative and integrated solutions by combining our global platform, our specialist legal expertise, the power of the broader KPMG organization, access to market leading enterprise and legal technology and our global experience structuring and managing innovative delivery models.
- **Legal transformation and technology** — with a mindset of innovation, a global team with experience and real credentials and the power of KPMG's relationships with leading technology providers we can work with you to modernize, simplify and digitize your legal function.

**In local, regional and global trading environments which are increasingly characterized by change and unpredictability — at both scale and at speed — KPMG Law wants to be your trusted global legal advisor.**



**Stuart Fuller**

Global Head of Legal Services  
KPMG International

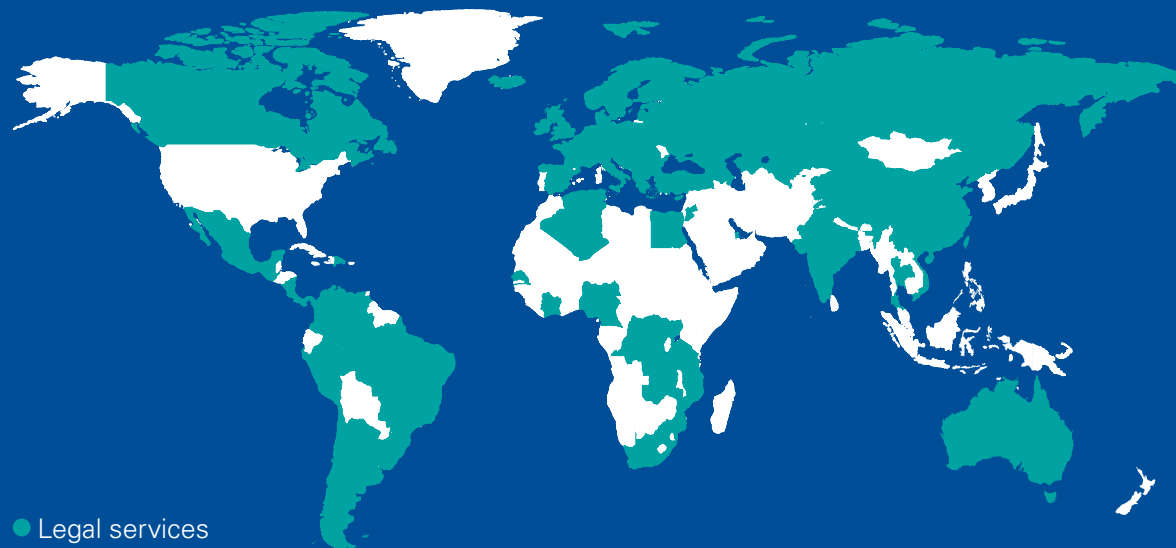
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# Current GLS platform — 81 jurisdictions, 2,750+ lawyers



**The KPMG organization has more than 2,750 legal professionals operating in 81 jurisdictions:**

Albania	Bosnia & Herzegovina	Costa Rica	Germany	Jordan	Nicaragua	Slovakia	Uganda
Algeria	Brazil	Croatia	Greece	Kazakhstan	Nigeria	Slovenia	Ukraine
Argentina	Bulgaria	Cyprus	Guatemala	Latvia	Norway	South Africa	United Kingdom
Armenia	Cameroon	Czech Republic	Hong Kong (SAR), China	Lithuania	Panama	Spain	Uruguay
Australia	Canada	Denmark	Hungary	Luxembourg	Peru	Sweden	Uzbekistan
Austria	Chile	Dominican Republic	Iceland	Macedonia	Poland	Switzerland	Venezuela
Azerbaijan	China (mainland)	Egypt	India	Malta	Qatar	Taiwan	Vietnam
Bahrain	Colombia	Estonia	Ireland	Mexico	Romania	Tanzania	Zambia
Belarus	Congo (Democratic Republic of the)	Finland	Italy	Monaco	Russia	Thailand	
Belgium	Georgia	France	Ivory Coast	Mozambique	Senegal	Tunisia	
				Netherlands	Serbia	Turkey	



# Global capabilities



## Financial Services

- IBOR transition and repapering
- Due diligence and integration
- Regulatory change support
- Contractual review
- Regulatory opinions
- Financial promotions review
- Brexit support
- Governance reviews
- New business arm setup
- New product analysis
- Risk and remediation
- Broad range of FinTech matters
- Derivatives (OTC derivatives and exchange-traded)

## ECM & Debt Advisory

- IPOs, placements and rights issues
- Asset-backed securitization for originators and arrangers of all asset classes
- Commercial mortgage backed securitizations
- Government sponsored structures
- Secondary market loan sales
- Structured trade and commodity finance

## Investigations/Compliance

- Corporate investigations
- Public authority correspondence
- Tax crime defense
- White collar crime defense
- Voluntary disclosures
- Compliance risk assessments
- Corporate compliance guidelines
- Compliance management system



# Global capabilities (continued)



## M&A/Corporate

- Public and private M&A transactions (including due diligence)
- Shareholder agreements and joint ventures
- Corporate governance and compliance
- Regulatory clearances
- Commercial agreements and advice
- Competition and consumer law advice
- Telecoms, infrastructure, commercial and regulatory
- Post-deal integration measures

## Business reorganization

- International and domestic restructurings
- Regulatory driven business reorganizations
- Cross-border mergers and demergers
- Group consolidation, integration or structural alignment
- Legal entity and group rationalization
- Business and asset transfers

## Commercial and contracts

- Supply agreements
- Service agreements
- IP/License agreements
- Technology transfer agreements
- General terms and conditions
- Inter company agreements

## Global Entity Management

- Global outsource solution for corporate secretarial compliance
- Integrated technology platform
- Support entities through entire lifecycle



# Global capabilities (continued)



## Data, Digital and Technology

- Technology implementation and outsourcing projects
- IoT, smart technology and software
- Cloud and as-a-service projects
- Privacy compliance, impact assessments and data breaches
- IP licensing, commercialization and management
- Utilizing and managing big data
- Blockchain and distributed ledger technology

## NewLaw/Legal Technology

- Legal operations transformation services
- Productized legal services
- Managed legal services
- Legal technology and solutions

## Employment and immigration

- Employment contracts
- Transfer of operations
- Works council arrangements
- Collective bargaining agreements
- Headcount reduction measures
- Individual dismissals
- Labor law litigation
- Strategic immigration setup
- Immigration compliance globally
- Procurement of permissions, visa etc.



# Global services





# Business reorganization



## Market drivers

Economic uncertainty and increasing business complexity, coupled with ongoing demands from stakeholders, are driving many organizations to re-evaluate their business models. They are looking to create the right platform to meet current and future challenges and compete in the new reality.

Areas where we know clients are experiencing a need to act are:

- business reorganization in response to a regulatory change — to remain compliant while also optimizing business performance
- legal entity elimination programs to lower operating costs and risks
- separating businesses and creating clear ring-fencing — to manage a particular risk, unwind a joint venture or divest by way of sale or IPO
- moving value around groups — to make distributions, fund activities or tidy up balance sheets.

## Our proposition

We can support clients with core business execution, such as asset ring-fencing and global intellectual property (IP) strategy. We also have approaches that support clients in reorganizing because of an unexpected event — for example, if there's a critical regulatory change or a need to accelerate a divestment of non-core activity. We are not just here to support you in the moment; we can help prepare for future change and give access to state-of-the-art tools and technologies.

Our legal experts across the globe bring a combination of independent insights, deep legal expertise and strategic intelligence tools. They collaborate with clients to structure and implement business or group change, enabling organizations to stay relevant and competitive. Our lawyers work in integrated teams alongside colleagues in KPMG Tax and Advisory to bring together the components needed to help create end-to-end solutions to business challenges.





# Global commerce and trade



## Market drivers

COVID-19 has highlighted structural and strategic challenges associated with establishing and maintaining cross-border commercial arrangements and the architecture and operation of global supply chains. Organizations continue to face an extraordinary trading environment impacted by unpredictable supply and demand dynamics that are accelerated by acute geopolitical and geo-economic uncertainty and the interconnected nature of economic, trade and security policy, regulatory oversight and the operation of global markets.

We continue to see challenges and opportunities for organizations linked to:

- ongoing macro-market situations associated with changing geopolitical dynamics, domestic law and regulation, interventions and incentives; and
- specific situations associated with distressed assets, changing market strategies and a potential 'long tail' of value chain reorganization and restructuring.

## Our proposition

Understanding the mosaic of considerations and situations that define regional supply chains and the associated network of consequences associated with implementing change requires a combination of specialist skills and experiences.

KPMG Law works with KPMG as a connected, multidisciplinary advisory team that helps clients to:

1. identify and explain the commercial implications of domestic, regional and global market dynamics on their assets, cashflows and commercial interests
2. identify particular risks, threats and opportunities in commercial arrangements and financing programs
3. map the duties, taxes, legal and regulatory obligations, controls and commercial implications of action (and inaction) and implement plans to manage risk and optimize benefits
4. design, document and implement corporate, commercial, legal and financial structures.



# Mass claims



## Our 360° service portfolio



## Market drivers

Mass procedures such as customer claims, contract revocations or complaints increasingly confront many companies and legal departments with challenges in terms of both time and organization. In addition to assessing complex legal issues, affected companies often struggle with the necessary efficient handling of such situations that requires an adequate process set-up and project management as well as the use of technology where possible and appropriate. Against this background, these companies are looking for a reliable partner who can handle mass proceedings effectively and in a resource-saving manner.

## Our proposition

We have experience handling mass procedures efficiently, resulting in cost-savings. Our experience ranges from the management of more than 35,000 litigation procedures, 50,000 claims in an insolvency case and up to 15,000 customer complaints.

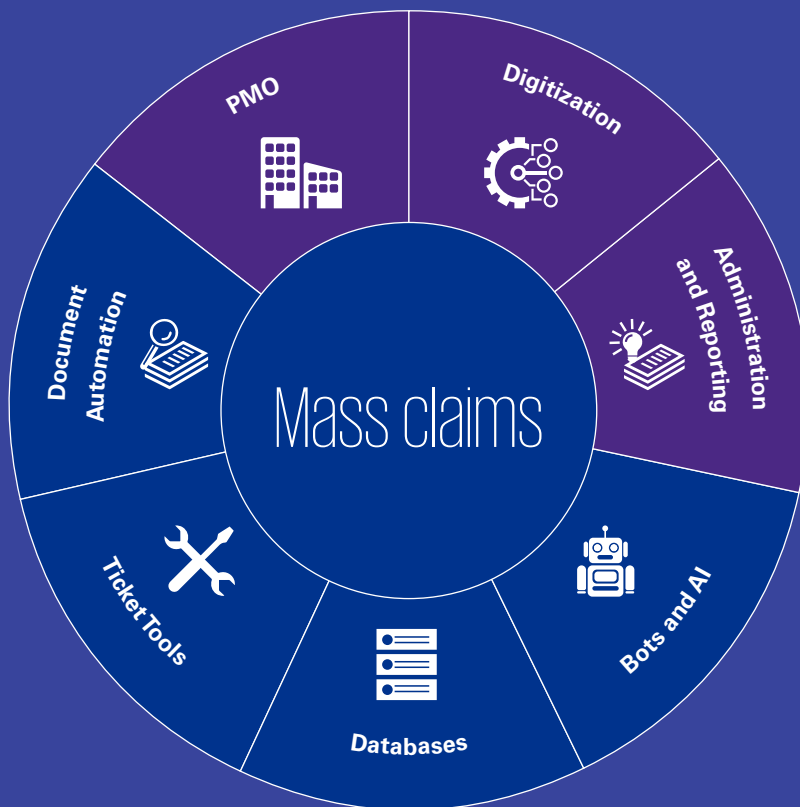
We implement projects for the management of mass proceedings in three phases. A comprehensive scalability analysis and preparation of a project plan form the basis of the project implementation. Secondly, we set up the overall processes, workflows and respective instructions that are necessary for the efficient handling of the procedures. We implement technology to automate certain steps, regularly using robotic process automation, document automation, optical character recognition (OCR) scanning and artificial intelligence. And thirdly, we handle the cases. To be successful a certain amount of people is necessary. We can ramp up the necessary lawyers, project managers and administrative staff fast, usually within three days.



# Mass claims (continued)



## Our 360° service portfolio



## Our Team

### KPMG Law

- Lawyer with experience in mass cases
- Effective project management and certified project managers
- Teams of specialists

### KPMG Consulting

- Seamless integration into existing KPMG team
- Sharing knowledge
- Integrated team and PMO

### Shared Delivery Center

- Qualified personnel
- Support activities
- Handling of administrative work steps
- Scalable staffing levels

### Technology and Data Analytics

- International technology experts
- Consulting and conception of individual software solutions
- Support during implementation



# Global entity management (GEM)



## Market drivers

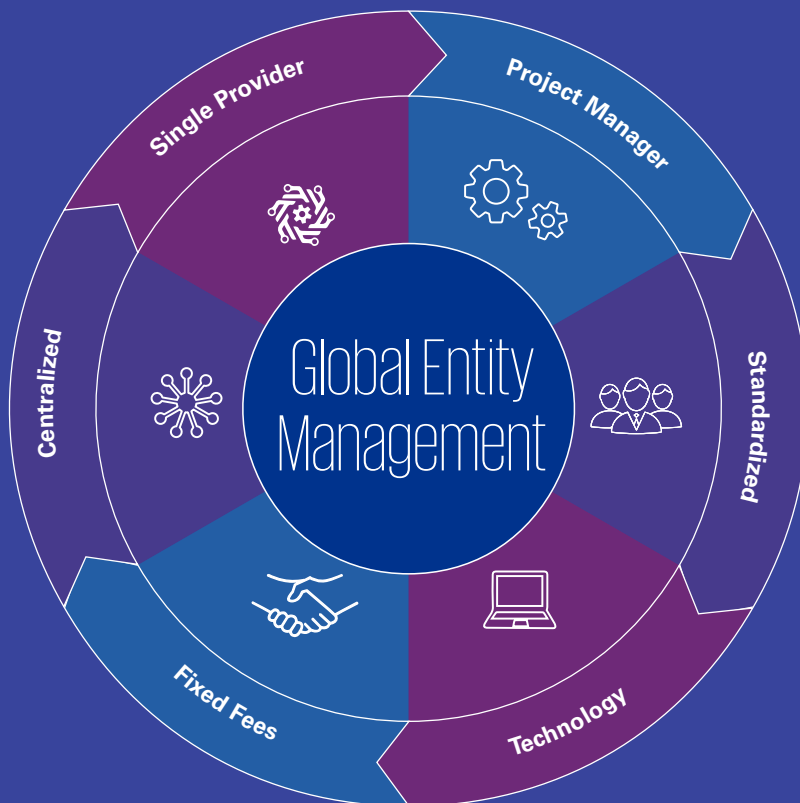
In today's increasingly complex business environment, it has become more imperative than ever for large multinational corporations to have clear oversight and control of their subsidiaries around the world. The risks of non-compliance are increasing, with a growing threat of fines and regulatory censure, while directors face greater personal responsibility.

At the same time those individuals tasked with managing basic legal compliance are stretched on already limited resource, and face increased pressure to reduce costs while not necessarily having complete visibility on current spend globally.

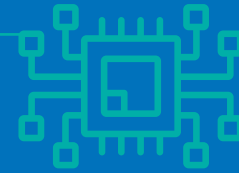
## Our proposition

Our Global Entity Management team provides you with a dedicated project manager giving you oversight and control across your global group structure. Our global network of legal advisors provides the local expertise to support your central project manager in the delivery of in-country governance and compliance requirements.

- Core annual service — providing support with ongoing legal entity compliance requirements such as annual approvals, maintaining statutory registers and filings.
- Health check — assessing the current compliance status of entities, covering such issues as director appointments, shareholdings and corporate records.
- Corporate governance support — including country specific director training, and changes in local legislation.
- Incorporation services — assisting with the incorporation of new entities for your structure, from a single entity to a regional expansion plan, and from branch offices to companies.
- Transactional support — providing assistance with integration of entities into group structures post-acquisition, dissolutions, share transfers and director changes.



# Legal transformation



## Legal departments have an unprecedented opportunity to evolve their functions, transform their services and make a greater impact for their organizations.

Legal departments are operating in an environment with increased regulation, scrutiny and pressures on costs, yet must maintain a clear focus on providing value and a more efficient approach to legal service delivery. In today's environment, with the added impacts of COVID-19, the pressure to reimagine the legal operating model has become even more acute. Organizations are looking to their legal leaders to reduce costs, increase visibility and predictive capabilities, enhance risk and governance processes and make data-driven decisions.

Our holistic approach supports you in building a legal operating model that matches the needs of the business and aligns with the organization's strategic objectives. We help you build on your success to deliver even more efficiently today and help you prepare to continue driving these results even in a more complex future.

Using proven methodologies and legal-specific tools and accelerators, our global team helps to drive change, delivering both tactical quick wins and strategic big changes.

## Our proposition

We help in-house legal teams transform to achieve operational and business excellence. We look at the entire legal operating model to help your team re-focus on where their value matters most. By looking at improvement opportunities across people, process and technology, we help you optimize your processes to add even more value inside your organization and out.

Our approach is simple: modernize, simplify and digitize. We can help you reinforce your legal team's position as an integrated adviser to your organization, a team whose expertise is actively sought out to reduce risk, improve internal client experience and drive economic outcomes for the business.



# Contact us



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