

# Legal Services Centres

## Your next best decision

With its steady flow of top flight legal talent, and its strong internationally focused local legal sector, Lithuania is fast becoming a key location for LPO services. And with local legal professionals conducting business in English, German and French, Lithuania offers an opportunity for legal service providers that is truly global in its scope.

“  
After extensive market research, we chose Lithuania because it offers the perfect combination of a young, talented labour pool, best in class ICT infrastructure and a great geographical location.”

Timothy van Dijk,  
The Chairman of Citco Vilnius Board



## 1 Functional competencies

### LPO:

- Document review
- eDiscovery
- Litigation support
- Contract management
- Due diligence
- IP support
- EU regulatory compliance
- Corporate legal services
- Employment support
- Property services
- Legal analytics

### GBS:

- IT & LegalTech development
- F&A
- HR
- Sales & operational support

## 2 Labour pool

**14,200 experienced professionals** in the legal sector<sup>1</sup>

**8,300 law students**<sup>2</sup>

**1,300 law graduates** in 2016<sup>2</sup>

**1 in 4 employees** has a Master's or postgraduate qualification<sup>3</sup>

**100%** of SSC/BPO provide services in English

**12% attrition rate** in the professional services industry<sup>3</sup>

**31,500** experienced IT professionals & **14,500** developers for LegalTech project support

Source 1: Statistics Lithuania, 2016

Source 2: Ministry of Education and Science, 2016-2017

Source 3: Lithuania's Business Services. Report 2016, Invest Lithuania

## 3 Cost-effectiveness

### LPO

Average monthly salary, EUR

Legal Assistant/Paralegal	672
Lawyer (3-5 years)	1,670
Legal Manager	1,974
	5,090

Source: fDi Benchmark 2017, Alliance for Recruitment 2017, Strategic Staffing Solutions 2017.

### GBS

Average monthly salary, EUR

Facilities/Office Services Specialist	1,068
Business Planning Analyst	1,347
Software Development Engineer	1,487
	4,587

LT UK

Source: fDi Benchmark, 2017

## RAPIDLY GROWING BUSINESS SERVICES' INDUSTRY IN LITHUANIA

<b>Danske Bank</b> 1,750 FTE	<b>WESTERN UNION WU</b> 1,750 FTE	<b>BARCLAYS</b> 1,200 FTE	<b>SEB</b> 810 FTE	<b>intermedix</b> 700 FTE
<b>DXC technology</b> 550 FTE	<b>Cognizant</b> 520 FTE	<b>CITCO</b> 360 FTE	<b>FESTO</b> 280 FTE	<b>IBM</b> 270 FTE
<b>adform</b> 463 FTE	<b>Nasdaq</b> 230 FTE	<b>Clarivate Analytics</b> 100 FTE	<b>outokumpu</b> 90 FTE	<b>UBER</b> 30 FTE

# Legal Services Centres

## Your business location

### EDUCATED TALENT POOL



**#3** in the EU for number of law students per 1,000 inhabitants

Source: Eurostat, 2015



The MRU Faculty of Law - Lithuania's largest Law School - is launching a course for paralegals created in partnership with UK and US universities and global legal companies. The programme will be comprised of one module on the **English Common Law Legal System** and four specialised courses on Corporate, Contract, Torts and Insurance Law.

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Additionally, a variety of private **UK educational institutions** operating in Lithuania are on hand to ensure employees have all the necessary skills for LPO projects and to provide qualified paralegal training.

### FINANCIAL GOVERNMENT SUPPORT



up to **50%** off employee training

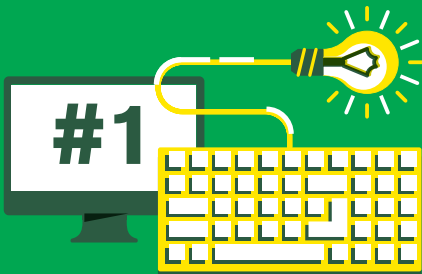
**COSTS**



Up to **25%**

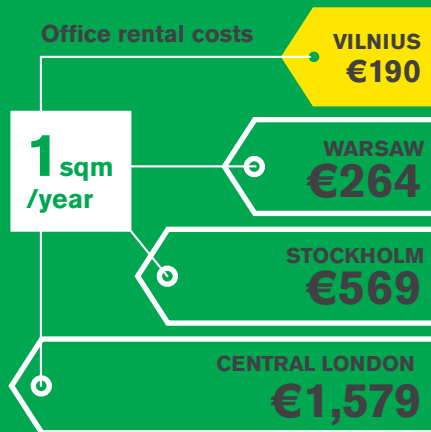
off salary costs for the first 2 years

### SUPPORTING BUSINESS INFRASTRUCTURE



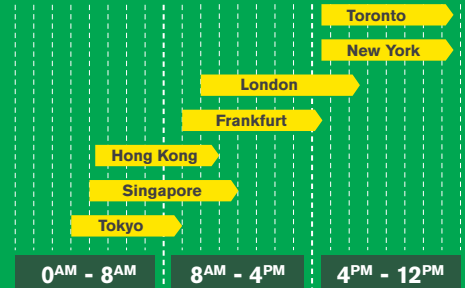
**#1** globally in fulfilling business needs in ICT

Source: IMD World Competitiveness Yearbook, 2016



Source: Office Space Across the World, Cushman & Wakefield 2014

### VILNIUS OFFICE HOURS



Optimal geographic location and a flexible labor code allow for 24/7 coverage of global capital markets across different time-zones

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- INFORM** you on business costs, labour, tax & legal settings and other business areas.
- CONNECT** you to partners and organise your business meetings in Lithuania.
- FACILITATE** the set up and launch of your company, as well as help you access governmental support.
- SUPPORT** your investment by lobbying for more business friendly laws and assisting in one-off problems.