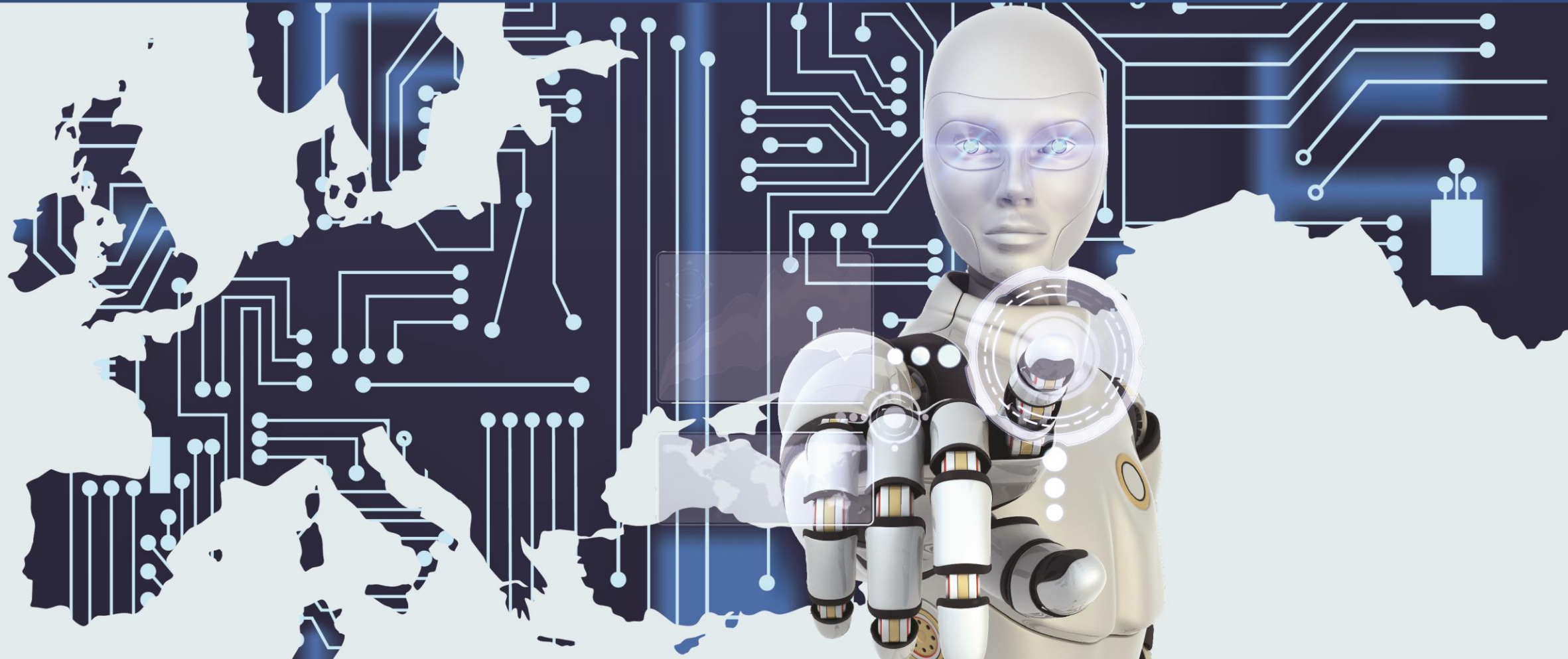


INNOVATION AND FUTURE OF THE LEGAL PROFESSION



21/10/2016, Paris

L'INNOVATION ET L'AVENIR DE LA PROFESSION D'AVOCAT



T G O



THE FINANCIAL MODEL





Leveraged relation cost/profit

REVENUE 100

COSTS 66

PROFIT 34



Leveraged relation cost/profit

REVENUE	100	110
COSTS	66	
PROFIT	34	



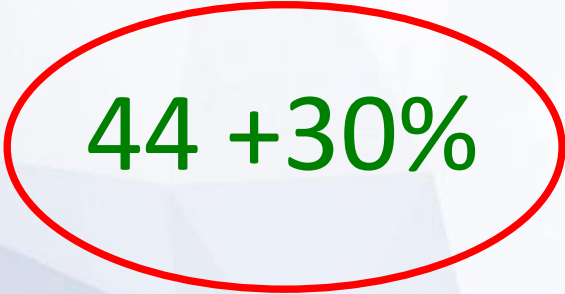
Leveraged relation cost/profit

REVENUE	100	110
COSTS	66	66
PROFIT	34	



Leveraged relation cost/profit

REVENUE	100	110
COSTS	66	66
PROFIT	34	44 +30%





Leveraged relation cost/profit

REVENUE	100	110	90
COSTS	66	66	
PROFIT	34	44	



Leveraged relation cost/profit

REVENUE	100	110	90
COSTS	66	66	66
PROFIT	34	44	



Leveraged relation cost/profit

REVENUE	100	110	90
COSTS	66	66	66
PROFIT	34	44	24 -30%

24 -30%



Profitable partners leaving

5 partners: turnover 300	1500
40 partners: turnover 200	8000
5 partners: turnover 100	500

TOTAL REVENUE	10000
Cost	6500
Profit	3500

PEP with 50 partners

70



Profitable partners leaving

~~5 partners: turnover 300~~ 0

40 partners: turnover 200 8000

5 partners: turnover 100 500

TOTAL REVENUE 8500

Cost 6500

Profit 2000

PEP with 45 partners

70 > 44



THE TREND IS CLEAR, THE BLOW IS YET TO COME

A report on commoditisation
in the legal services sector

