



REDEFINING TRADITIONAL LEGAL PRACTICE



Meet Elias Neocleous, the dynamo redefining traditional legal practice



In the competitive landscape of legal services, Elias Neocleous & Co LLC ('ENC') has emerged as a prominent and respected law firm.



Elias remains cognizant of the need for digital transformation in the scope of legal services and recognizes the exciting opportunities that artificial intelligence presents for the evolution, growth, and longevity of law firms, including ENC.

Renowned for its high-quality expertise and its deep understanding of technology has not only earned the firm several prestigious accolades, but also solidified its reputation as a leader in shaping the future of the legal tech space as well as servicing clients in this sector.

ENC has taken great strides to invest in a future driven by digital transformation and ongoing social and technological changes. This is evidenced by its focus on new technologies, the upskilling of its talent, the development of specialized services, and the building of strategic partnerships under the umbrella of the firm's Legal Tech hub, the first of its kind for law firms in Cyprus. The first major project of the hub was the development of Neolaw.ai, a revolutionary tool that combines law with the firm's extensive knowledge base using AI capacities to become an indispensable legal assistant and knowledge repository for in-house and practising lawyers in Cyprus and abroad.

ENC was the recent recipient of the IMH Business Innovation Award for its neolaw.ai platform, an accolade that was introduced for the first time this year to acknowledge organizations that demonstrate unparalleled innovation and future-focused strategies within their respective industries. Notably, ENC was the only law firm to be included in this category in a field comprised of prestigious and cutting-edge Fintech, biotech, and gaming companies from across the country.

ENC is also an ardent supporter of Cyprus' tech initiatives which includes cementing the island as a sought-after jurisdiction for technology companies, start-ups, and tech enthusiasts. The firm's goal of streamlining the process of relocation for these entities and individuals to Cyprus ultimately led to the launch of a new Tech Law department which serves as a single point of contact for tech-related firms wishing to establish a presence on the island looking after all their needs from A to Z. In addition, ENC is currently exploring ways in which its neolaw.ai can be leveraged to assist tech start-ups with commencing their operations at a price point that considers the financial position of early-stage businesses.

Central to the firm's business model and objectives is the integration of advanced technologies to transform internal processes and procedures, increase operational efficiencies and deliver client solutions that address future challenges. Initiatives include an IT and knowledge management infrastructure which is unique in Cyprus by creating a new building to house an onsite Tier III state-of-the-art data centre to future-proof businesses' technological foundation; increasing the skills set and capabilities of ENC talent; the establishment of dedicated service teams for specific tasks such as implementing GDPR systems, Transfer Pricing and DAC6 compliance; cyber security and exploring partnerships outside the traditional legal sphere.





At the heart of ENC's multidisciplinary approach to embracing technology for a more sustainable digital friendly future is the firm's Managing Partner Elias Neocleous. Exemplifying the intrinsic traits of a DOER, Elias is a formidable force at ENC, with a razor-sharp focus on using technology to deliver new ways of working that will benefit clients and the firm.

**PIONEERING PROGRESS
IN THE LEGAL LANDSCAPE**

Elias is a visionary legal expert renowned for his exceptional leadership, legal acumen, and ground-breaking contributions to the integration of artificial intelligence, machine learning and automation within the legal industry.

With a distinguished career that spans decades, Elias has firmly established himself as a forward thinker, ready to challenge conventional norms. An astute legal professional, he provides global businesses and organizations with advice at the highest level on matters including mergers and acquisitions, cross-border investment, business structuring, corporate governance and tax and international tax planning. He is also a widely sought-after adviser to private clients worldwide on wealth management issues including family and charity trusts, family foundations, tax law, domicile, and asset management.

Elias is frequently invited to speak on Cyprus law and wider jurisdictional issues at international events and has numerous publications on Cyprus corporate and tax law to his credit.

He has been selected by leading legal publishers to write the Cyprus chapter of reference works including Guide to European Company Laws, Doing Business in Europe, European Cross-Border Estate Planning (Sweet & Maxwell), Joint Ventures in Europe, International Tax and Investment Service, and Planning and Administration of Offshore and Onshore Trusts (Tottel Publishing).

Beyond his own achievements, Elias is an ardent, longtime advocate for legal reform through technological innovation, and has positioned himself as a thought leader in the legal-tech space. Under his leadership, ENC has leveraged the power of cutting-edge technologies to ensure top-tier legal service delivery to a global clientele and to achieve ongoing success in a rapidly changing legal landscape. This forward-thinking approach not only sets ENC apart in the region but has also earned the firm unrivalled acclaim on an international scale.

**CHAMPIONING INNOVATION
AND LEGAL REFORM**

Recognizing the growing importance of emerging technologies and their impact on the legal sector, Elias has spearheaded various initiatives to integrate tech-driven solutions within the practice of law. This notably includes ENC's first major tech project, neolaw.ai. Built by a team of tech specialists and lawyers, neolaw.ai seeks to disrupt and modernize the Cypriot legal market and embodies ENC's vision of ensuring that the firm evolves in a way to remain present in tomorrow's conversations.

Elias plays a pivotal role in overseeing the firm's core team of techno-optimists who seek to revolutionize the Cypriot legal market through the neolaw.ai tool. More specifically, the team aims to question certain key conceptions of the traditional legal sector to better understand how ENC can augment

its services through the use of legal tech; and to identify the role that lawyers will play in the future.

Elias is an ardent supporter of leveraging cutting-edge technologies like blockchain and artificial intelligence to digitally transform businesses, particularly in the legal industry, to achieve increased efficiency and productivity, cost savings, enhanced customer experience and improved decision-making. This includes digitalization as a means to empower organizations to optimize and scale their operations; ensure evidence-based, data-driven decisions; and improve cross-functional collaboration.

Elias is also a firm believer that out of adversity comes strength, but a willingness to engage with new technologies is what will lead ENC and other legal firms to increased capabilities. Together with the wider team, Elias continues to work towards augmenting ENC's neolaw.ai platform and explore other innovative developments to ensure the firm stays at the forefront of the legal tech space.



**SETTING THE BENCHMARK FOR
THE FUTURE OF LEGAL TECH**

Elias remains cognizant of the need for digital transformation in the scope of legal services and recognizes the exciting opportunities that artificial intelligence presents for the evolution, growth, and longevity of law firms, including ENC. As technology continues to shape the world, Elias will undoubtedly play an integral role in helping ENC and clients adapt and thrive, making an indelible mark on the legal landscape.



**TECH PIONEERS
UNITE WITH US!**

Empowering Tech Success in Cyprus

Unleash your tech business potential with Elias Neocleous & Co LLC. Discover how our dynamic law firm and innovative tech department deliver cutting-edge legal solutions. As your legal partner in the digital age, we offer tailored guidance to tech startups on data privacy, taxation, intellectual property, and more. Let us handle the legalities while you focus on success.



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