

Newsletter



6 March 2026

Regulation Is Becoming the Largest “Client” of Law Firms

Over the past decades, the role of law firms has evolved significantly. Traditionally, legal services were largely driven by disputes, transactions, or isolated legal issues arising within the normal course of business. Today, however, a different force increasingly shapes the demand for legal advice: **regulation**.



In many sectors of the modern economy, regulation has become the primary driver of legal work. Financial services, energy, technology, data protection, environmental compliance, and capital markets are only a few examples of areas where regulatory frameworks have expanded dramatically. Businesses operating in these environments are no longer simply reacting to legal problems; they are continuously navigating complex regulatory landscapes.

This shift has gradually changed the nature of the legal profession. Law firms are no longer engaged only when a transaction is executed or a dispute arises. Increasingly, they are called upon **before decisions are made**, to interpret regulatory signals, assess compliance risks, and help organisations position themselves within evolving legal frameworks.



In this sense, regulation has effectively become one of the most significant “clients” of the legal profession. New regulations create entirely new categories of legal work. The introduction of GDPR generated an entire advisory market around data protection. ESG regulation has opened extensive areas of compliance and reporting advisory. Emerging frameworks on artificial intelligence, digital markets, financial supervision, and sustainability are producing similar effects.

For law firms, this transformation requires a different strategic mindset. Success is no longer determined only by legal expertise in a particular field, but also by the ability to anticipate regulatory developments and understand how they reshape entire industries.

Lawyers increasingly operate at the intersection of law, policy, and business strategy. Their role is not simply to interpret rules but to help clients understand how regulatory change affects their economic environment. This reality suggests that the future of the legal profession will be closely tied to the evolution of regulatory systems themselves. As economies become more complex and societies place greater emphasis on governance, sustainability, and accountability, regulatory frameworks will continue to expand. And with them, the role of legal advisors will continue to grow.

In this evolving landscape, it is perhaps no exaggeration to say that regulation has become **one of the largest clients of the legal profession**, not in the traditional sense, but as the underlying force that continuously generates new legal questions for businesses to solve.



Miltos Apostolidis
Head of Business Efficiency
mapostolidis@saranti-partners.com
T: +302120216569

*This publication is provided for general informational purposes only
and does not constitute legal or other professional advice.*