

Interviews Series

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Moussas & Partners
Greece





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1. **Can you share a bit about the history of Moussas & Partners and the core values that have guided the firm since its founding?**

Moussas & Partners has been present in the Greek legal market for over 30 years, steadily growing its practice to earn a place amongst the top law firms in Greece.

From the outset, our work has been driven by a deep passion for the legal profession, a commitment to creative and solution-oriented thinking, and an unwavering dedication to our clients. These values remain the cornerstone of our practice to this day. We pride ourselves on our ability to think beyond conventional approaches and to craft bespoke strategies that anticipate risk, create opportunity, and deliver results.

Our passion for the profession, out-of-the-box approach, hard work and dedication has helped our Firm stand out and gradually secure big players both in the Greek and international market within our clientele.

In what is considered a short 30 years of life for a Greek law firm, Moussas & Partners is now being recognized on an annual basis within distinguished global legal guides, which constantly highlight our distinct achievements and maximum client satisfaction.

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2. **As hosts of the upcoming Legalink General Meeting in Athens, what are you most excited to showcase to the network and what do you hope attendees will take away from the event?**

Greeks are generally known for their hospitality and warm welcomes, a feeling we think every traveler gets when visiting our country. In that spirit, we are truly honored and thrilled to be hosting this year's Legalink General Meeting in Athens. As the Host Firm, we are most excited to welcome our esteemed colleagues and friends to our city and give them a taste of both the vibrant professional scene and the rich cultural heritage that Athens has to offer.

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We have carefully curated a General Meeting agenda that we believe strikes the right balance between thought-provoking legal discussions, high-caliber speakers, and dynamic networking opportunities. From topical sessions addressing the latest legal and business challenges, to inspiring keynotes and interactive panels, we are confident the program will keep everyone fully engaged and energized.

Equally important, we hope our guests will enjoy the social events we've planned—designed not only to entertain but also to foster deeper connections within the Legalink network. From historic venues to local cuisine and hidden corners of the city, we aim to showcase the authentic spirit of Athens and create shared memories that will last well beyond the meeting.

Above all, we hope attendees leave Athens feeling professionally enriched, personally inspired, and more connected than ever to the global Legalink family.

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3. **How has hosting the General Meeting strengthened your firm's connection with other Legalink members and what new collaboration opportunities are you looking forward to?**

Being the hosts of the GM has definitely allowed us to connect with member firms all around the globe, whom we hadn't had the chance to meet until now. We are very pleased to witness the growth of the Legalink family through the wide reach this GM has had to colleagues from 40 different countries.

We firmly believe in the power of personal relationships for doing business and are confident that the Athens GM will definitely contribute to the engagement of member firms with each other for future client referrals.

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4. **Moussas & Partners is known for its expertise in corporate law and real estate - what trends are you currently observing in the Greek market that Legalink members should be aware of?**

Greece, now more than ever, has been the center of attention for investors around the globe, witnessing a booming interest in the exploitation of real estate, large construction projects such as data centers and hotel complexes, as well as significant infrastructure developments driven by both public and private sector initiatives. We're observing a steady influx of foreign direct investment, particularly from European, Middle Eastern, and Asian markets, which is reshaping the commercial landscape.

The government has been granting significant incentives to domestic and foreign investors for project financing, such as fast-track licensing procedures, tax exemptions, subsidies, and access to EU structural funds, particularly through strategic investments. These incentives are especially focused on sectors like tourism, renewable energy, logistics, and technology.

Additionally, the demand for sustainable and energy-efficient buildings is on the rise, aligning with Greece's commitments to ESG (Environmental, Social, and Governance) standards. This has created new regulatory challenges and opportunities in terms of green financing, permitting procedures, and compliance obligations.

From a corporate law perspective, we're also seeing a trend toward the consolidation of businesses, especially in sectors like tourism, renewable energy, and logistics. M&A activity is picking up, and clients are increasingly seeking advice on structuring cross-border transactions in a tax-efficient and legally robust manner.

Another important development is the digitalization of public services, which is making it easier for investors to navigate bureaucracy but also requires careful legal navigation in areas such as data protection, digital signatures, and online licensing.

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5. **How does your firm balance advising domestic clients with supporting international clients in cross-border transactions, especially in sectors like energy and infrastructure?**

When advising international clients, we act as both legal advisors and strategic partners—offering deep insight into the Greek regulatory environment, facilitating communication with public authorities, and ensuring compliance with local laws and EU directives.

Our team is composed of multilingual professionals with extensive experience in cross-border transactions, having obtained their degrees both in Greece and abroad, particularly in the EU and the US, allowing us to navigate different legal systems and cultural contexts with ease. For our domestic clients, we provide strategic counsel that aligns with international best practices, enabling them to compete and collaborate confidently on a global scale.

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6. What role has Legalink played in enhancing your firm's ability to serve clients globally and can you share an example of a successful collaboration with another member firm?

Legalink has provided our Firm with unhindered access to different disciplines around the world, allowing our team to instantly connect with our friends and colleagues from member Firms. In both simple and complex matters, Legalink's network never disappoints, from a telephone conversation on a quick question to the referral of clients and collaboration in cases.

Comcast's Masergy Regulatory Audit driven by Mishcon de Reya is a bold example of a fruitful collaboration amongst Legalink member Firms, including Moussas & Partners. We advised on the project in two phases, and continue to provide our support ad hoc where needed.

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7. What advice would you give to other Legalink members looking to deepen their engagement with the network and build stronger international relationships?

Being present in both virtual and in-person meetings and sessions organized by Legalink definitely contributes to making friends out of Legalink colleagues, who will have the firm in their radar when considering referring a matter. Both Legalink General Meetings, but also other Legalink initiatives, such as the Academy, are intrinsic to the networking function of Legalink, both on a senior and junior level.

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