

**Helping Specialists to be Closer**

**弁護士ドットコム**

**FY3/2023 Q1 Results**

July 27, 2022

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## Corporate Mission

# Helping Specialists to be Closer

We strongly believe that specialists could contribute to people and the society by making the most of their knowledge and skill, so that we help the specialists to develop much closer relationship with people, under the corporate mission

“Helping Specialists to be Closer”.

We provide web services such as:

“Bengoshi.com”, which connects people with legal professionals;

“Zeirishi.com”, which connects people with tax accountants;

“BusinessLawyers”, which is a portal site for legal departments of business;

“CloudSign”, which is a contract management platform



We will work to build a sustainable society, where everyone has unrestricted access to the wisdom of professionals, by operating our business with an awareness of ESG.

## Environment

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- Promote paperless operations with the non-use of personal seals.
- Promote remote work to reduce energy consumption, including CO<sub>2</sub> emissions, and save resources.

## Social

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- Solve social issues related to legal consulting services.
- Advance DX of society by harnessing the wisdom of professionals.
- Support the operations of companies.

## Governance

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- Strengthen corporate governance.
- Build an information security management system.
- Establish and operate internal control.
- Provide services that lead to the reinforcement of corporate governance.



BUSINESS LAWYERS



# FY3/2023 Q1 Results

# Topics for FY3/2023 Q1

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Net sales increased **27.4% YoY**. Operating profit decreased, 36.1% YoY.

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<b>Net Sales</b>	<b>1,959</b> Mil. JPY	—	<b>+ 27.4</b> % (YoY)
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<b>Operating Profit</b>	<b>138</b> Mil. JPY	—	<b>- 36.1</b> % (YoY)
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<b>Ordinary Profit</b>	<b>138</b> Mil. JPY	—	<b>- 36.8</b> % (YoY)
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<b>Net Profit</b>	<b>90</b> Mil. JPY	—	<b>- 34.1</b> % (YoY)
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# Summary for FY3/2023 Q1

Net sales increased 27.4% YoY.

Operating profit was in positive territory despite an increase in advertising expenses due to the broadcasting of TV commercials.

(Mil.Yen)

	FY3/2023 Q1 Actual	FY3/2022 Q1 Actual	YoY	FY3/2022 Q4 Actual	QoQ
Net Sales	<b>1,959</b>	1,537	27.4%	1,876	+4.4%
CoGS	<b>311</b>	245	26.5%	294	+5.6%
Gross Profit	<b>1,648</b>	1,291	27.6%	1,581	+4.2%
SGA	<b>1,510</b>	1,075	40.4%	1,275	+18.4%
Operating Profit	<b>138</b>	216	-36.1%	306	-54.9%
Operating Profit Ratio	<b>7.0%</b>	14.1%	-7.0pt	16.3%	-9.3pt
Ordinary Profit	<b>138</b>	218	-36.8%	309	-55.4%
Net Profit	<b>90</b>	137	-34.1%	181	-50.2%

# Balance Sheet

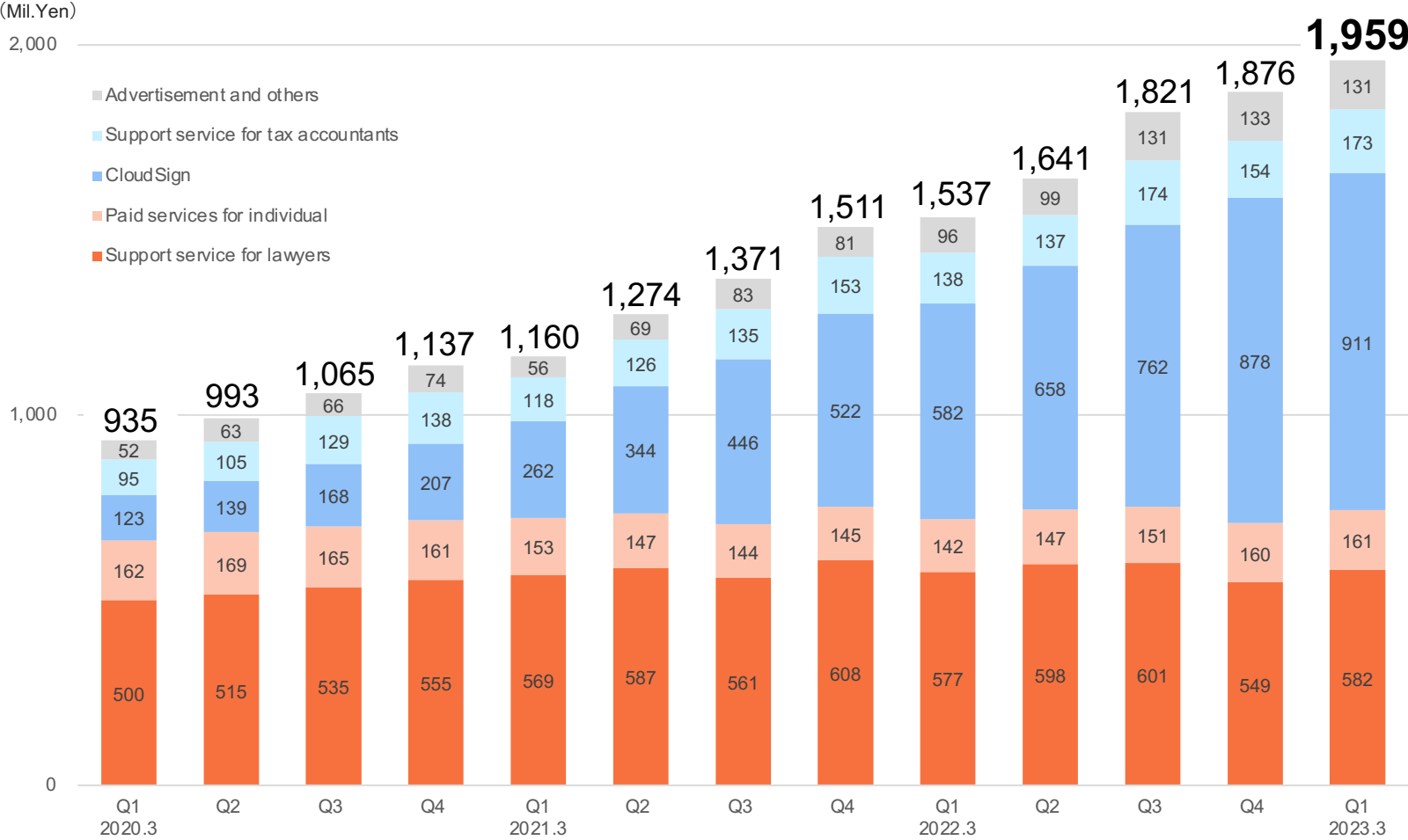
Net assets increased, attributable to an increase in retained earnings.

	FY3/2023 Q1	FY3/2022 Q4	QoQ
Current Assets	<b>2,697</b>	2,897	-199
Cash and equivalents	<b>1,416</b>	1,676	-260
Fixed Assets	<b>924</b>	914	+10
Total Assets	<b>3,622</b>	3,812	-189
Current Liabilities	<b>1,113</b>	1,413	-280
Fixed Liabilities	-	-	-
Net Assets	<b>2,489</b>	2,398	+90
Capital-to-Asset Ratio	<b>68.7%</b>	62.9%	+5.8pt



# Quarterly trend of Net Sales

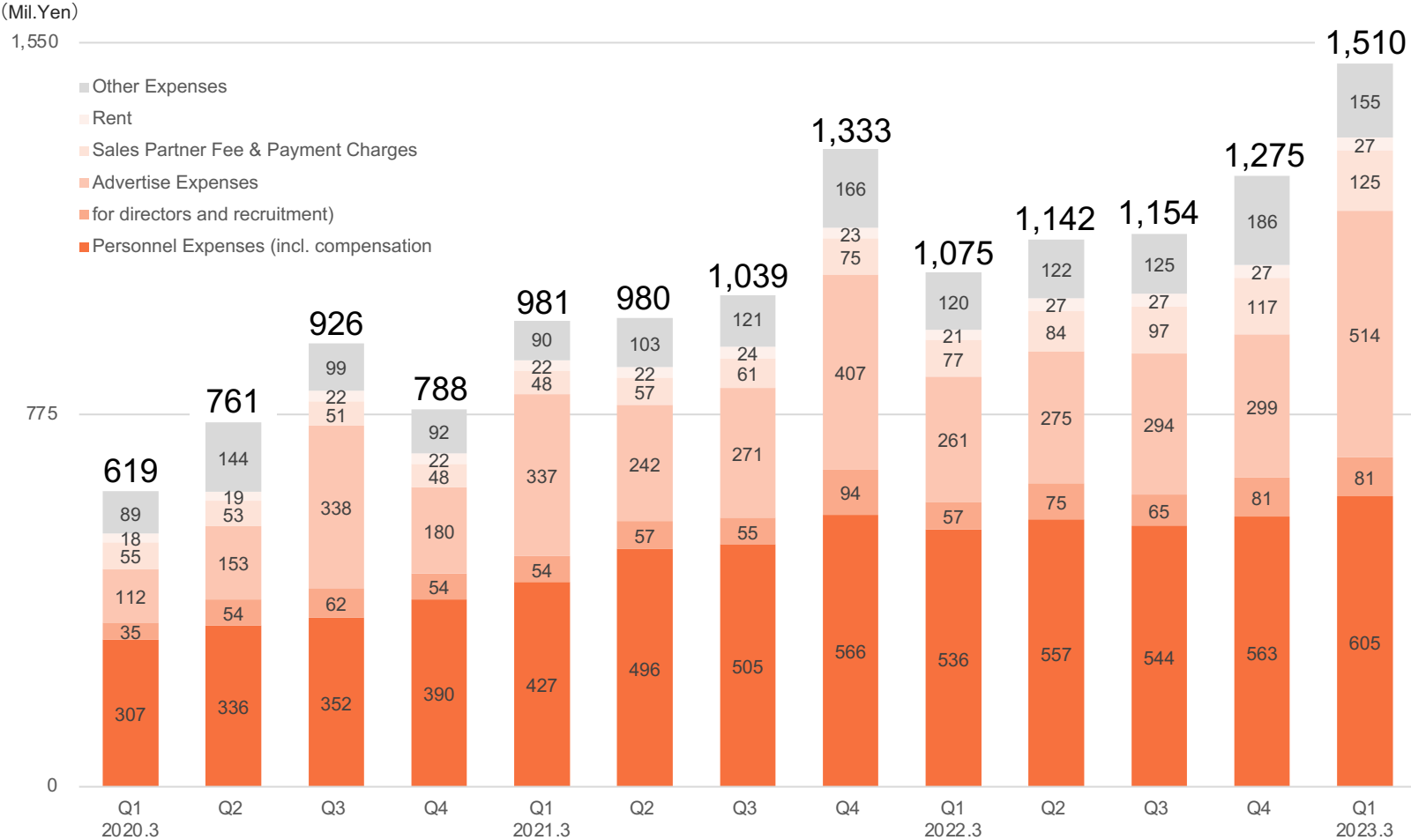
In Q1, net sales, particularly CloudSign sales, rose. Spot sales of CloudSign declined due to the revision of recording standards, and the overall increase in CloudSign's revenue remained constant.



# Quarterly trend of SGA

In Q1, personnel expenses rose as the number of employees increased as planned.

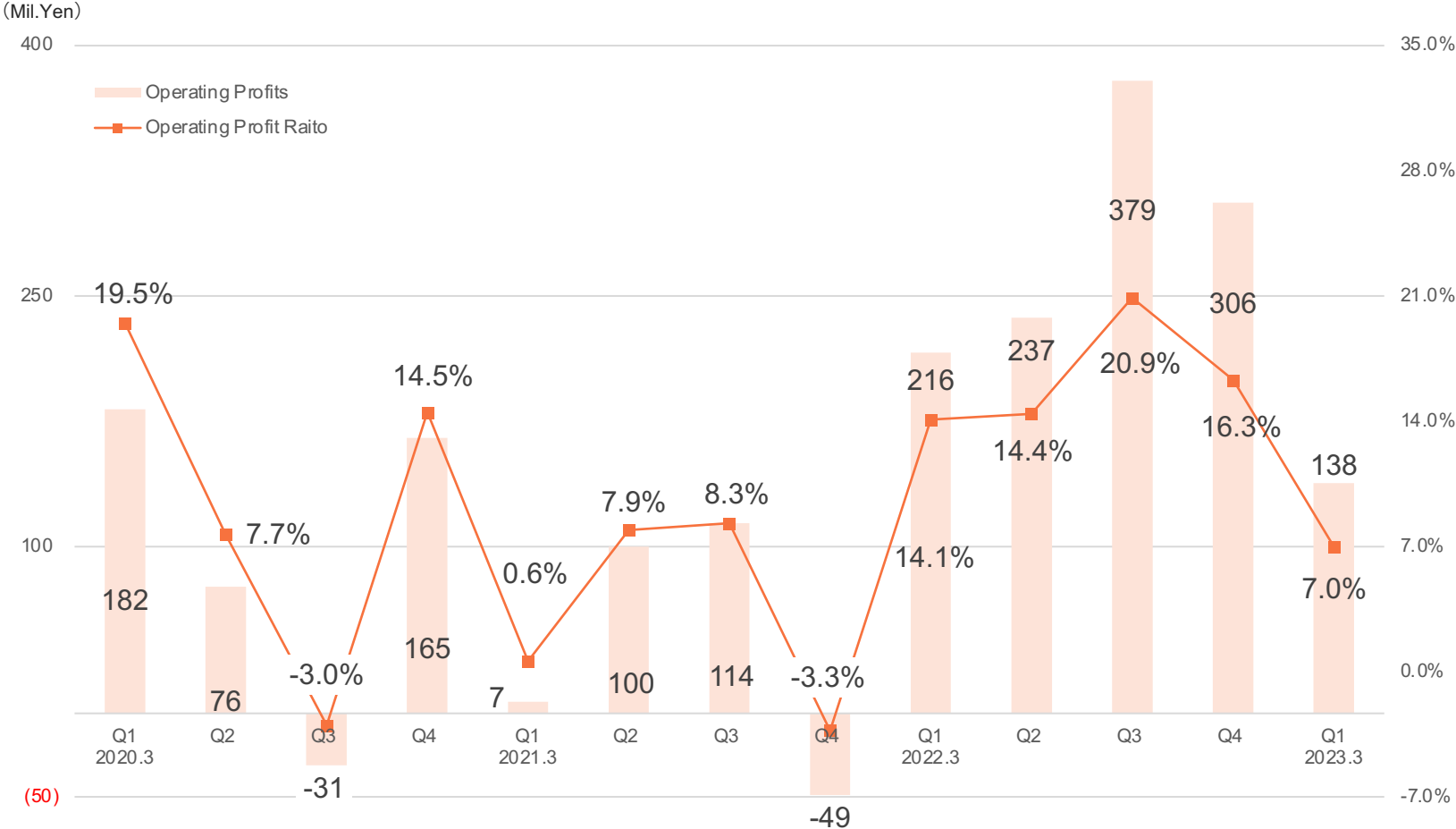
Advertising expenses temporarily climbed due to the broadcasting of CloudSign TV commercials.



# Quarterly trend of Operating Profits

Operating profit for Q1 stood at 137 million yen.

We have come to post a quarterly operating profit even if we actively make investments.

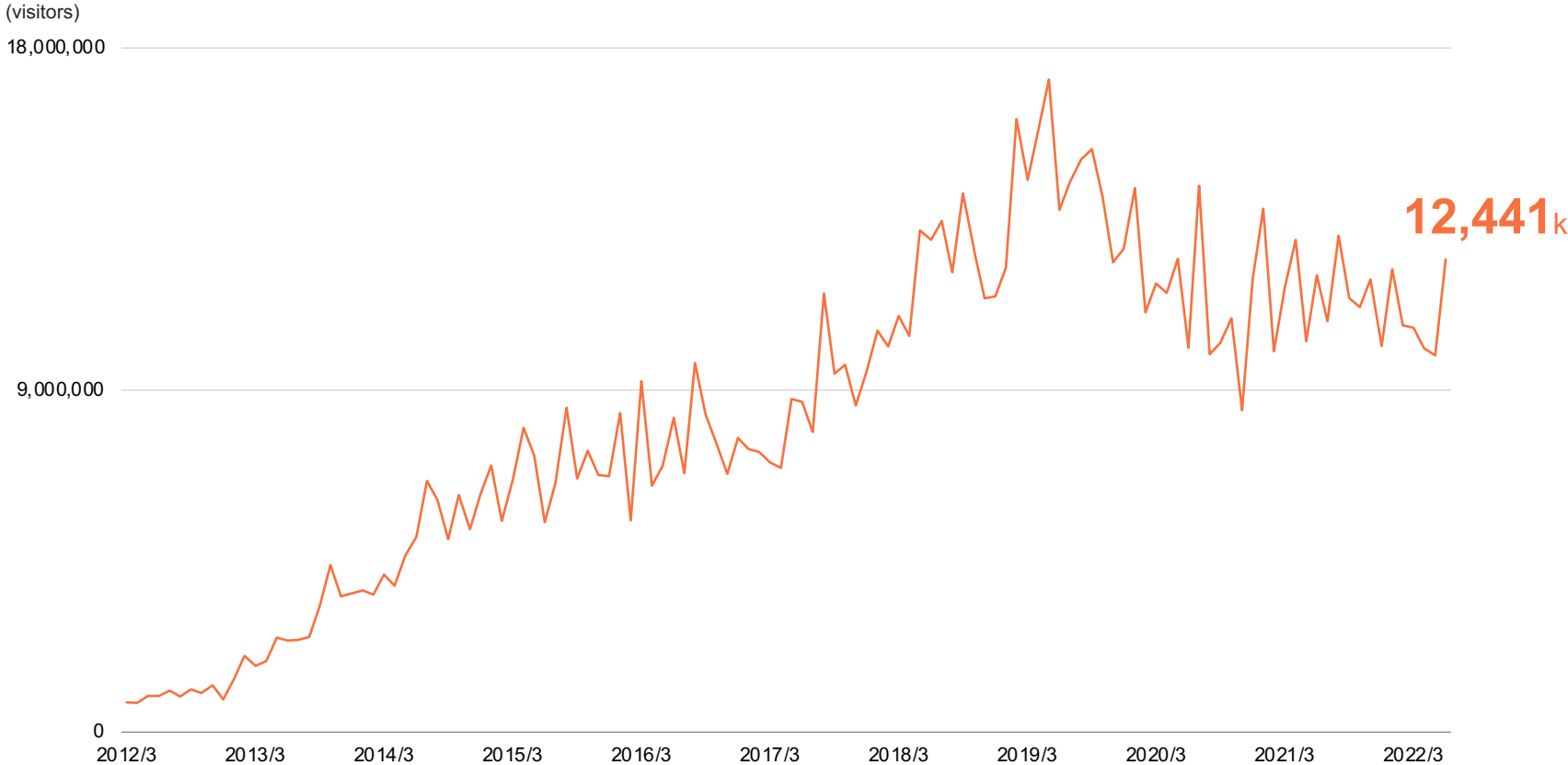


**Bengoshi.com**  
(Bengoshi means lawyer)

# Trend of the number of visitors

The number of monthly site visitors via Google Search remained on a recovery trend, although it was affected by changes in trends in the number of monthly site visitors to Bengo4.com News

## Trend of the number of visitors (monthly)



# The number of paid users ( Individual )

Records of consulting cases exceed **1,160,000**.

Some paid individual users ceased to be users temporarily towards the end of the previous fiscal year, but the number of paid individual users is increasing steadily.

## What paid users can see

### 親権が不利のケース

公開日：2020年10月19日 相談日：2020年10月03日

1弁護士 / 1回答

親権についてです。子どもが10歳までは殆どは母親が親権者と聞いていますが、母親が親権者にならないことがあると聞きました。それはどんな時ですか。回答をお願いします。

960929さんの相談

### 回答タイムライン



見本 太郎 弁護士

東京都 港区  
注力分野 離婚・男女問題

ベストアンサー

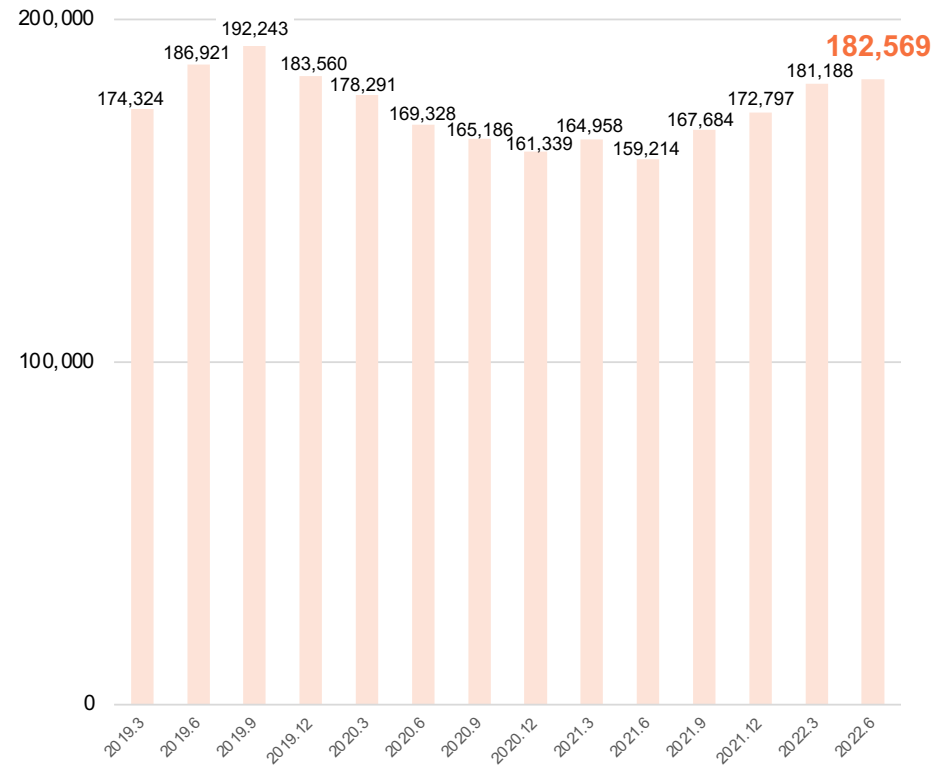
こんにちは。  
たとえば、子どもが父親側で長いこと養育されていて、その状況が安定している場合には、あえて環境を変えてまで母親にすることはないでしょう。  
また、極端ですが母親が虐待をしているような場合にも、母親を親権者にする事は無いと思います。

2020年10月04日 16時35分

Answers by lawyers are available only for paid users

## Trend of the number of paid users

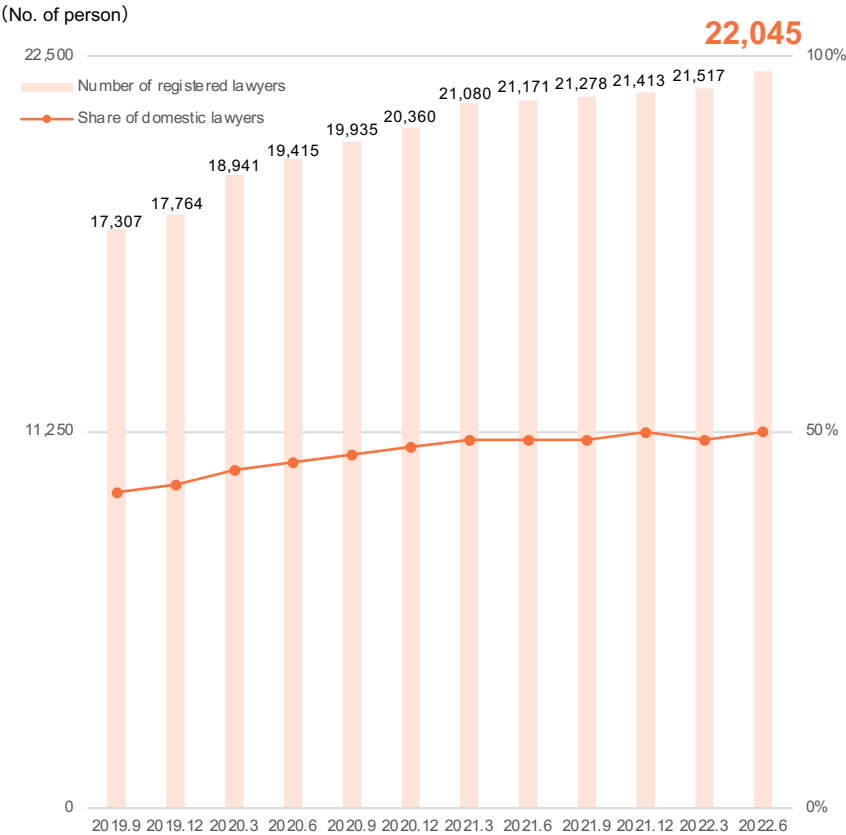
(users)



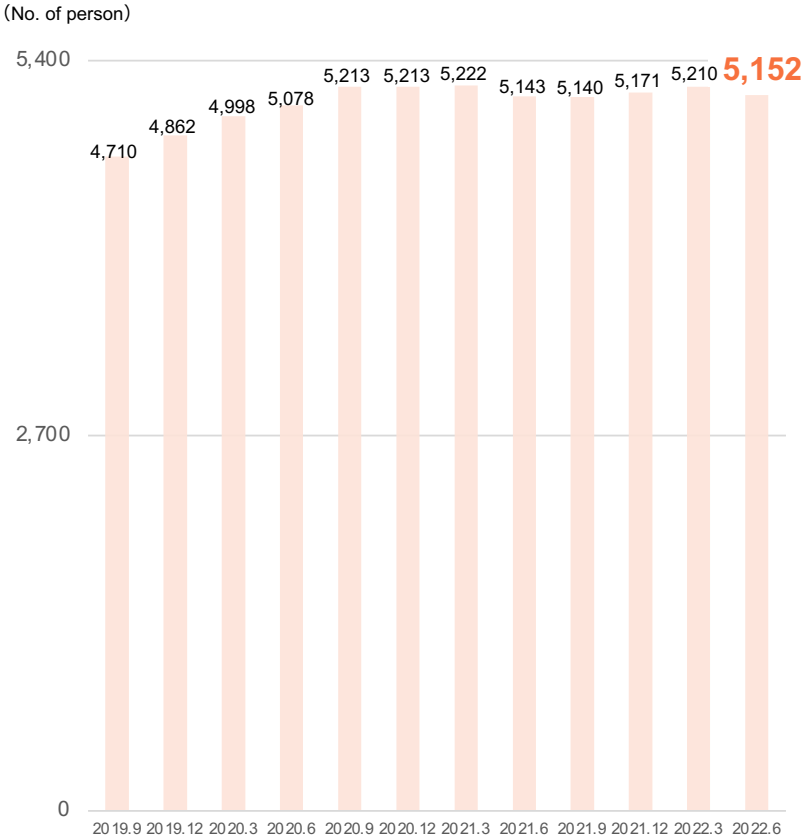
# The number of the registered lawyers

Registered lawyers continued to increase. A platform for support service for lawyers is being created.  
 The number of paid registered lawyers declined temporarily but is expected to increase in the entire fiscal year.

## Trend of the number of registered lawyers



## Trend of the number of paid lawyers



# CloudSign



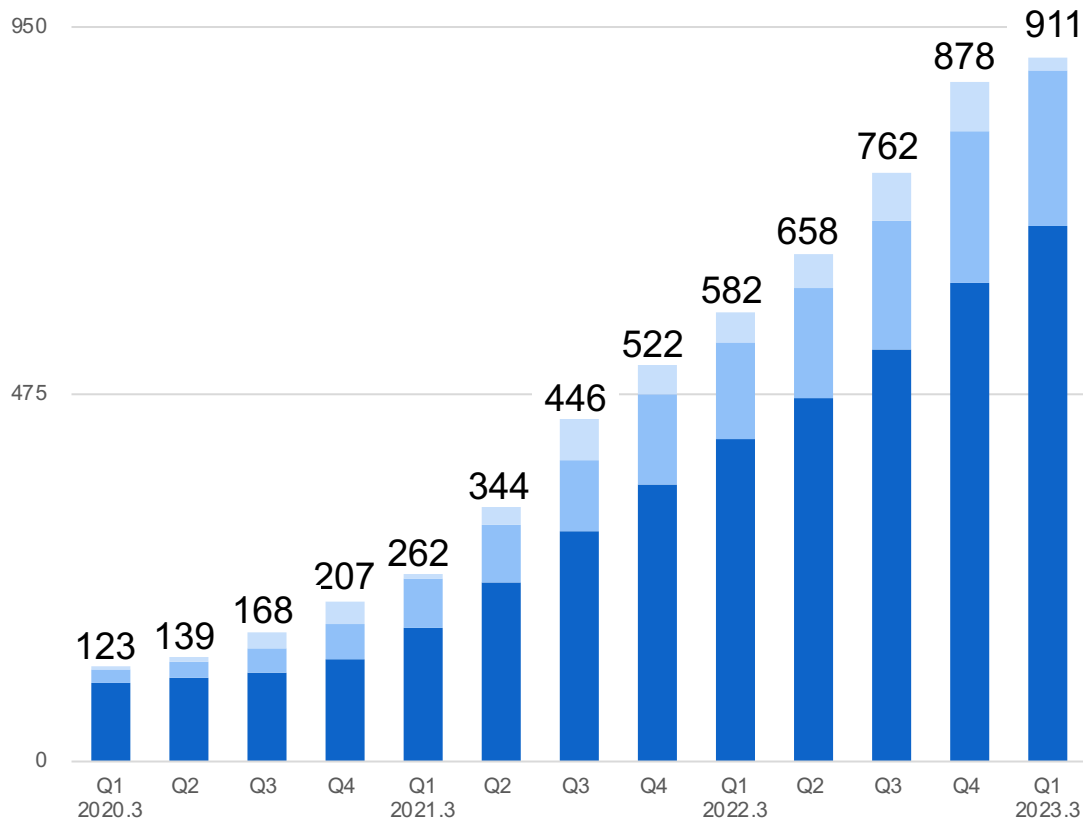
# Trend in net sales

Fixed sales and variable sales recorded steady increases in Q1.

Spot sales fell temporarily due to a revision to the sales recognition standard.

## Sales of CloudSign

(Mil.Yen)



CloudSign sales

||

Spot sales

CloudSign introduction support consulting,  
Initial cost of CloudSign scan, etc.

+

Variable sales

Number of paying companies X Number of  
transmission pre company x transmission  
price

+

Fixed sales

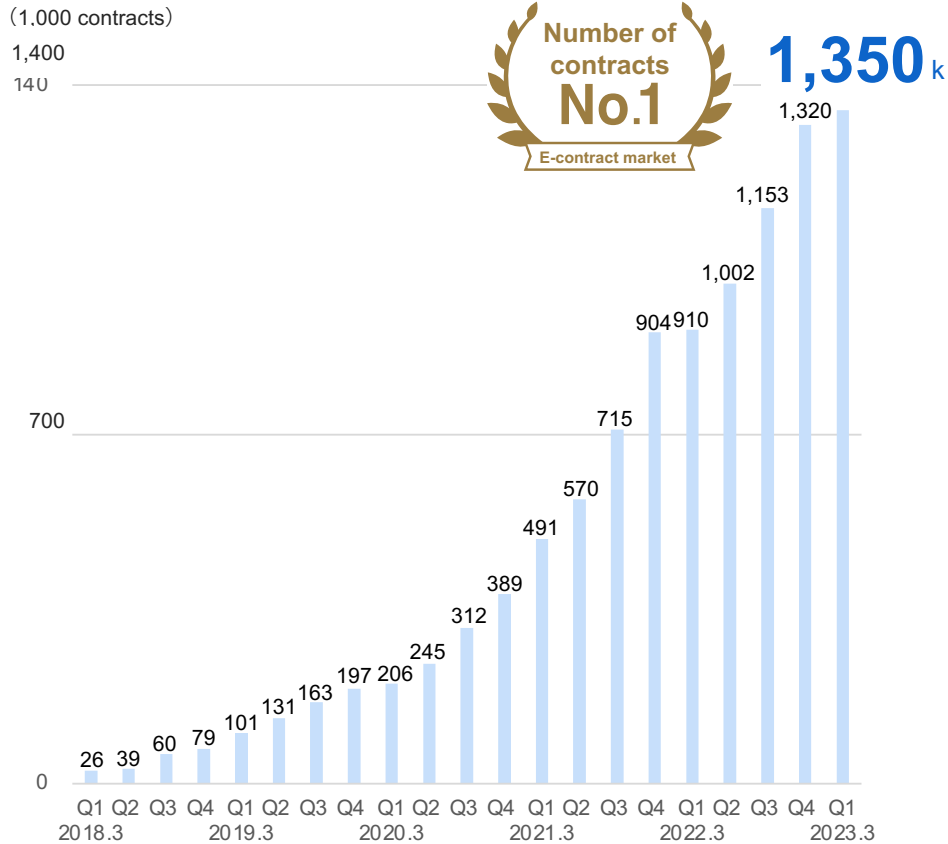
Number of paying companies x fixed cost per  
company

# Trend in the number of contracts

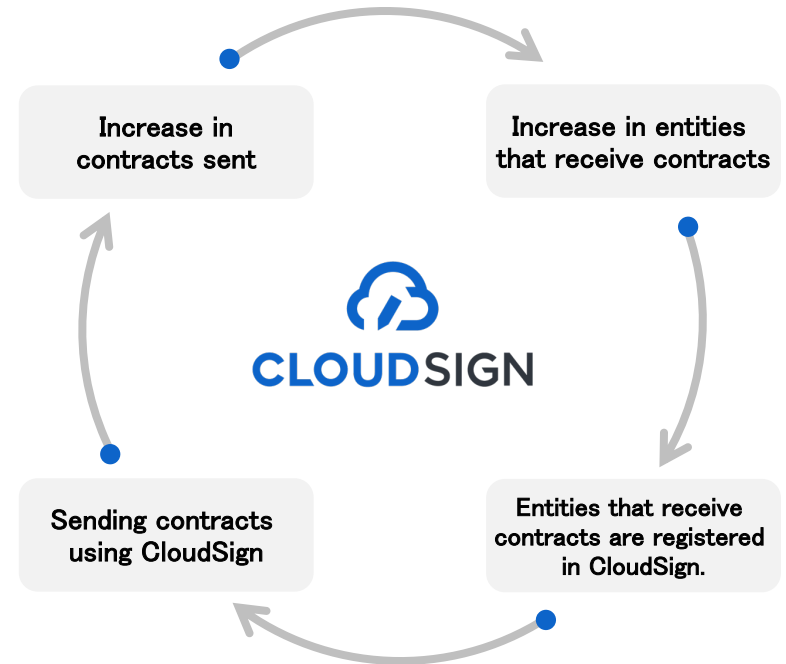
The cumulative total number of contracts sent exceeded 10 million in May 2022.

The number of contracts for Q1 increased only slightly QoQ because the number is likely to grow in Q4 due to seasonal factors.

## Trend in the number of contracts



## Network effects of electronic contract service



※ Number of contracts transmitted that have been electronically signed and time-stamped in accordance with the requirements for electronic signatures under the Electronic Signatures Act.

# CloudSign introduction in different industries

The introduction of CloudSign is accelerating in many different industries and large companies. CloudSign has become a brand representing electronic contracting.

SMBC CloudSign, Inc. launched Start Dash Campaign in June 2022.



Companies that have introduced CloudSign (excerpt)

Bank



Insurance



Securities



Real estate



Food



Construction



Manufacturing



Telecommunication



IT



Media



Power



Electric



Human resources



Housing



Government



※1. Companies that have introduced OEM products, including SMBC CloudSign, are included.

※2. The logos and company names above are those of companies whose names are printed in the advertisement on the Nikkei newspaper of March 30, 2021, and companies that have approved the inclusion of their names and logos in this material.

# TV commercials

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We broadcast TV commercials from June 13, 2022 for enhancing the branding of CloudSign.

TV commercial: <https://www.youtube.com/watch?v=0TAdNutXEzM&t=11s>

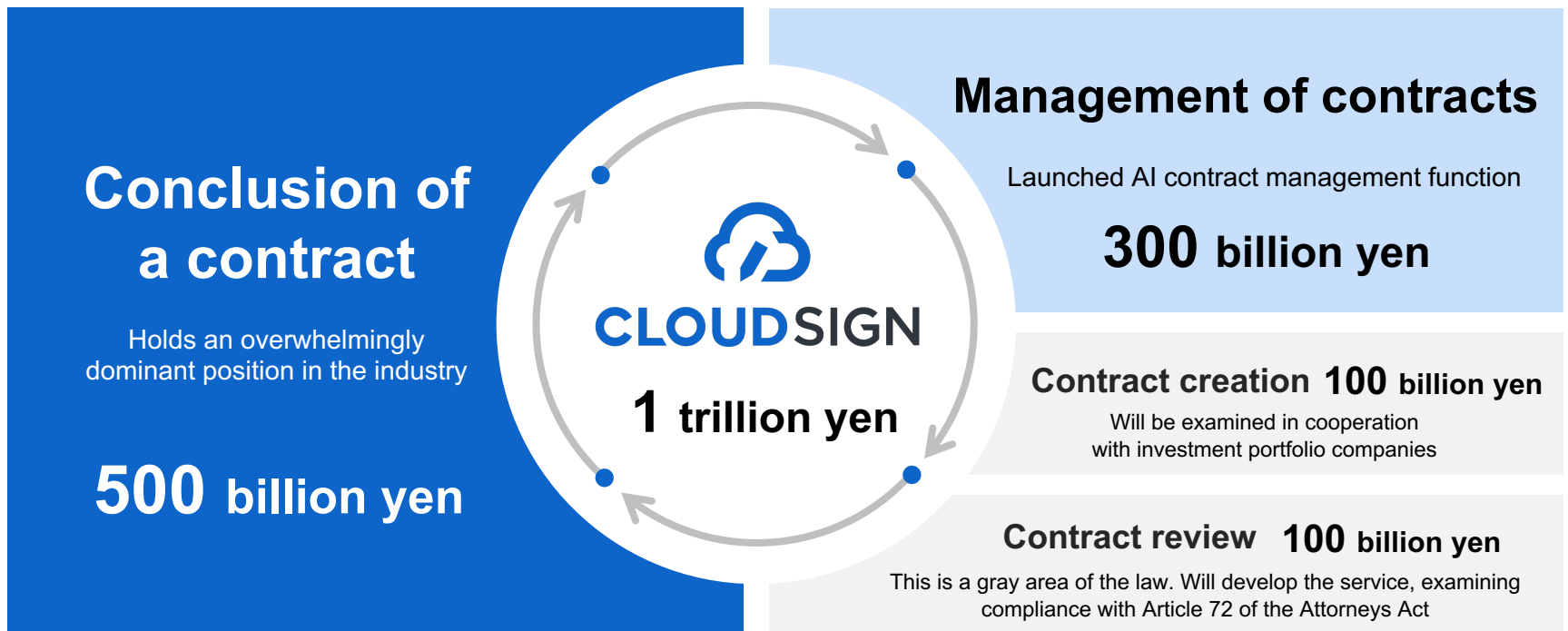


# From electronic contracting service to "CloudSign" contract management platform

From Electronic Contracting Service to **Contract Management Platform**

CloudSign provides contract lifecycle management services that are not limited to contract execution, but also include peripheral areas such as contract drafting, review, and management.

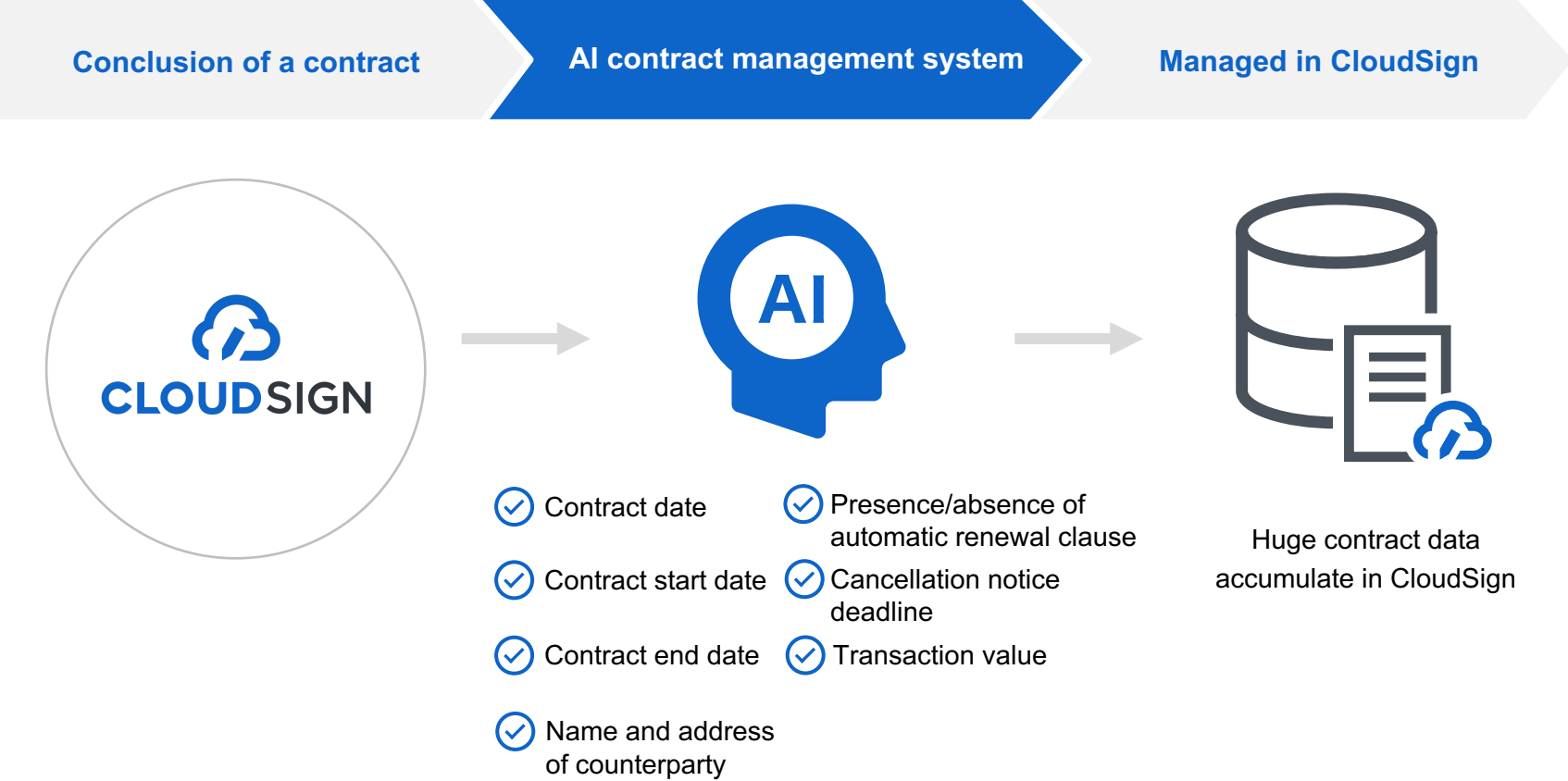
## Domestic contract lifecycle management market image



※ Article 72 of the Attorneys Act: No person other than an attorney or a legal professional corporation may, for the purpose of earning compensation, engage in legal services such as provision of expert opinions, representation, mediation, or settlement in contentious cases, non-contentious cases, or cases for which an appeal is filed with the administrative authority, such as requests for examination, reviews, and re-examination, or other general legal cases, or may engage in mediation services related to these cases; provided, however, this does not apply if otherwise provided in this Act or other laws.

# First phase of AI contract management service

CloudSign has the AI Contract Management function as a standard function in its paid plan and aiming for No.1 market share in the contract management area in line with customer expansion in contract execution



※ The service will be provided from August 3, 2022.

# Joint Development of Terms of Use Management SaaS, termhub, with Recruit Co., Ltd.

We develop termhub, a terms of use management SaaS that manages the whole process from posting and updating terms of use to obtaining user agreement, jointly with Recruit Co., Ltd.

The SaaS, termhub, provides one-stop management of terms of use from an application for approval of website terms of use created by an administrative division, such as a legal division, to the posting and updating of terms of use on the website.

Service overview URL : <https://www.youtube.com/watch?v=pZeYzf3mKrc>



## Unified management of the display screen and terms of use

Unified management of the display screen and terms of use



## Workflow of a process, including the approval and submission of terms of use

Automatically reflecting stages from the creation and updating of the terms of use in termhub after final approval



## Management of records of user agreements

Managing records showing what terms of use and which versions of the terms users have accepted

※ The service will be provided from October 2022.

# **Zeirishi.com**

**(Zeirishi means tax accountant)**



Japan's largest tax consultation portal site which has **1,116k** visitors/month.

## 1. Tax Accountant introduction service

Provide introduction service by experienced tax coordinators.

They choose the best one for client from among **6,255** registered tax accountants.

## 2. Tax consultation service

Provide tax consultation service free of charge.

Total number of tax consultation cases is approximately **100,000**.

## 3. Tax Account Profile · Tax Accountant Search

Search for the best tax accountant for yourself from the region, focus areas etc.

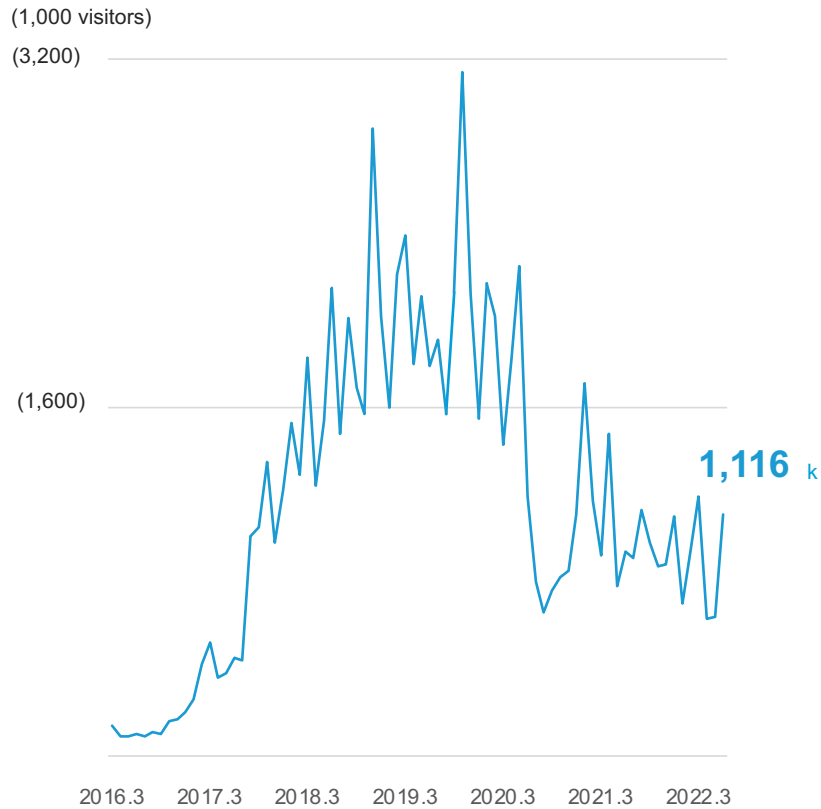


As of Jun. 2022

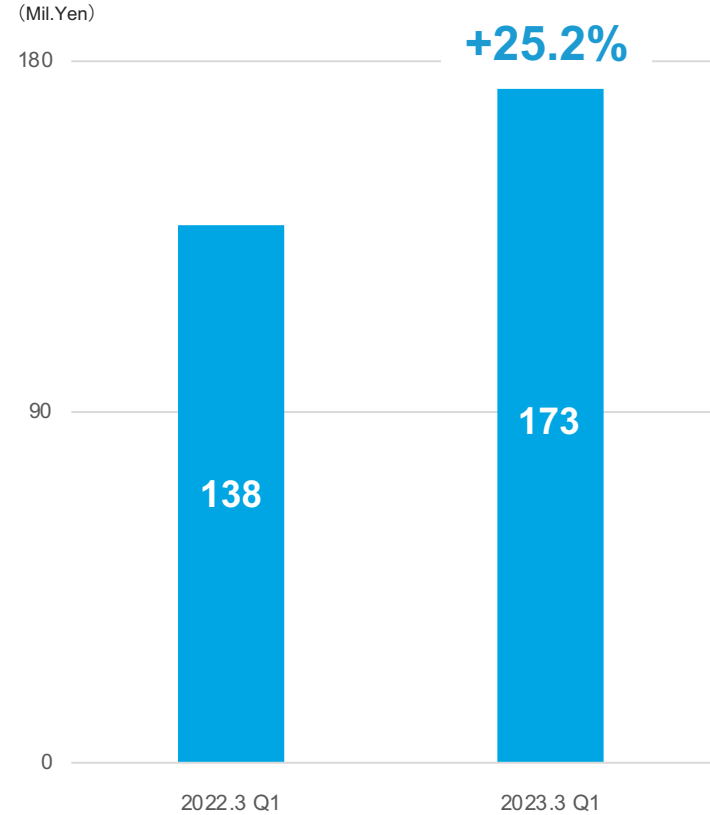
# The number of visitors and sales

Sales grew steadily, the number of visitors to the site via search begin to rise.

## Trend of the number of visitors (monthly)



## Sales (YoY)



※Net sales in the above graphs have been rounded down to the nearest million yen.

# Business Lawyers

# Business Lawyers

Japan's largest Corporate legal portal site which has **667k** visitors/month.

## 1. Registered lawyers

The lawyer who works in Nishimura & Asahi, Mori Hamada & Matsumoto, Nagashima Ohno & Tsunematsu, Anderson Mori & Tomotsune, TMI etc.

**96offices 945lawyers**

## 2. “Business Lawyers Library”

Browse practical books online and streamline your research.

**6,300 yen per month, 1,334 books, 24 legal publishers participate.**

## 3. “Business Lawyers Compliance ”

Supporting the training challenges faced by companies with online videos.

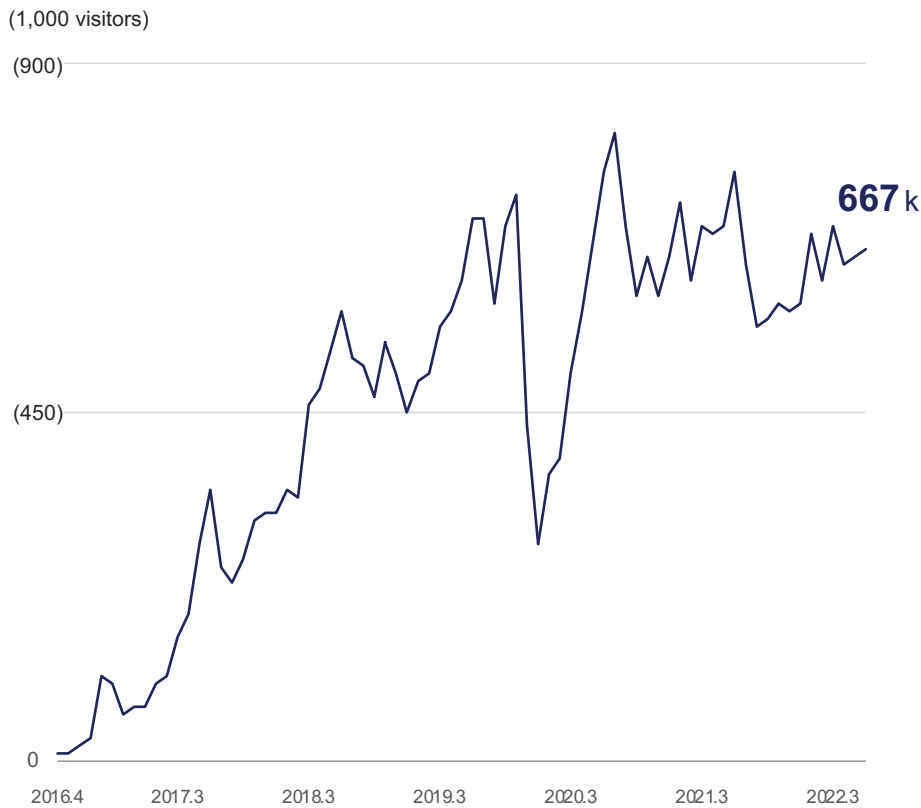


As of Jun. 2022

# The number of visitors and users

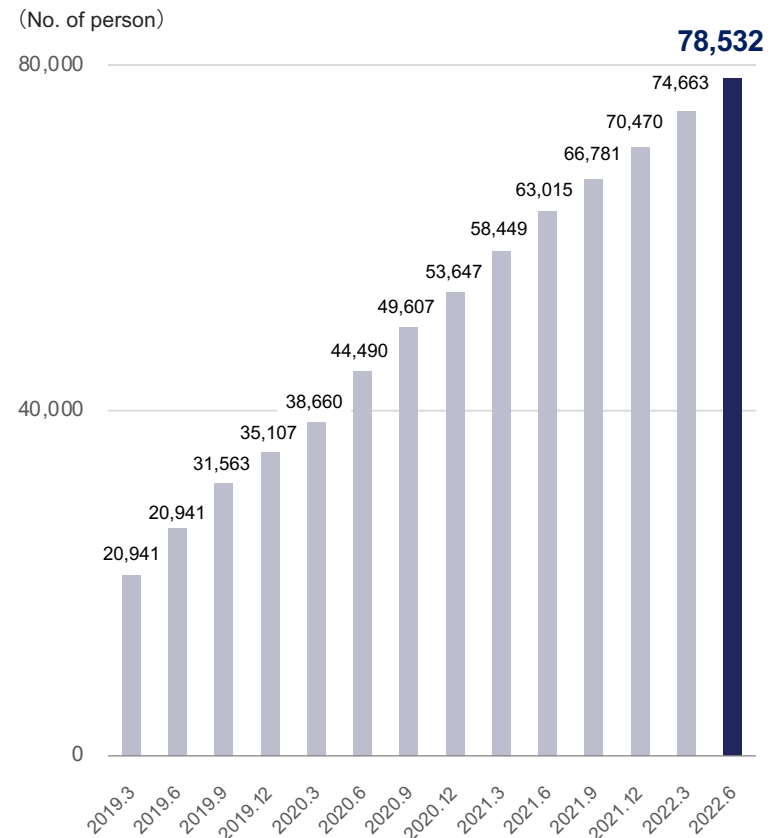
The number of monthly site visitors recovered and the number of users grew steadily. Efforts will be stepped up to monetize services such as Business Lawyers Library and Business Lawyers Compliance in particular.

## Trend of the number of visitors (monthly)



## Trend of the users (monthly)

※By registering as a member (free of charge), you will be able to view all the contents of Business Lawyers.



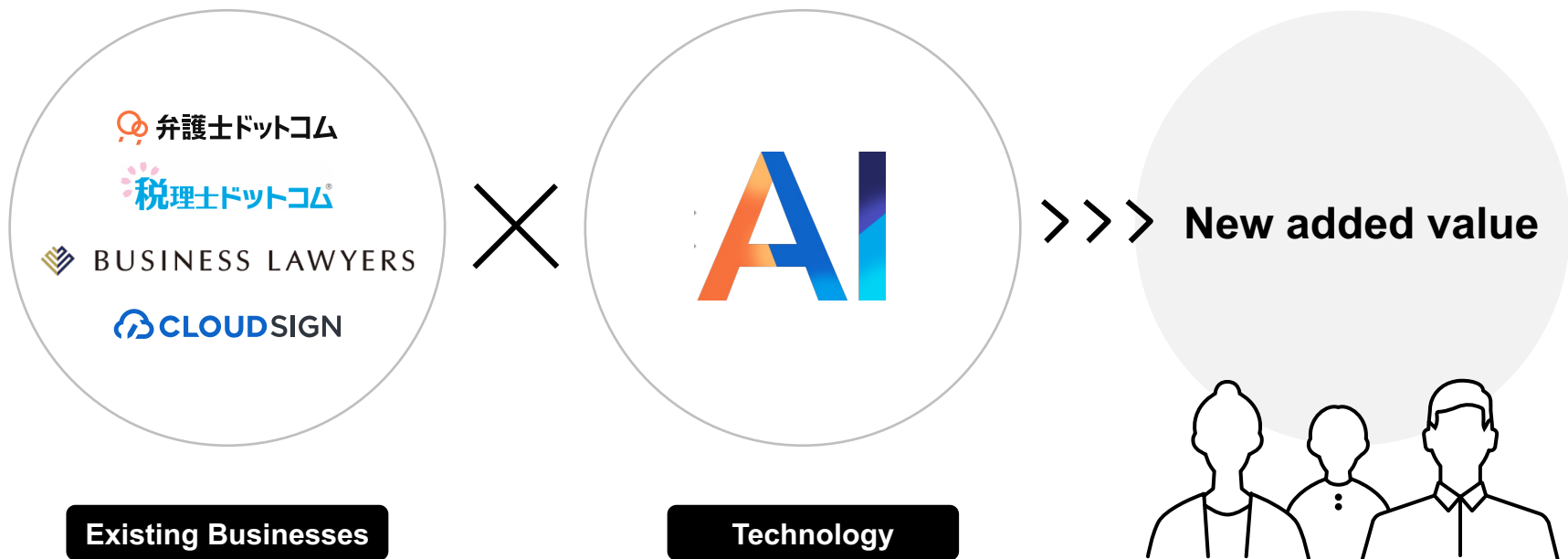
# Future Policies

# Create additional value by leveraging new technologies in our businesses

Creating new added value by combining our information assets, such as our legal database of laws, judicial precedents, and legal advice, and our contract database, with technology.

Provide new UI/UX as a matching site between experts and users

## 弁護士ドットコム



# Appendix



# Corporate Profile

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<b>Name</b>	Bengo4.com, Inc.
<b>Place</b>	4-1-4 Roppongi, Minato-ku, Tokyo
<b>Date of establishment</b>	4th Jul., 2005
<b>Representative Director</b>	Taichiro Motoe, Yosuke Uchida
<b>Number of employees</b>	363 (as of Jun. 2022)

# Board Members

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## Co-representative Director

### Taichiro Motoe

Joined Anderson Mori & Tomotsune Foreign Law Joint Enterprise and subsequently founded Authense Law Office.  
Jul. 2005 Established Bengo4.com, Inc., President and CEO/ Jun. 2017 Takes office as Chairman and Co-representative Director / Sep. 2020 Becomes Parliamentary Vice-Minister of Finance and resigns as Chairman/Dec. 2021 Resigns as a Parliamentary Vice-Minister of Finance and becomes Chairman / 2022 reappointed as a Co-representative director.

## Director

### Yoshikazu Tagami

Worked Anderson Mori & Tomotsune Foreign Law Joint Enterprise and GREE,INC.  
Engaged in legal services, legal affairs, new business.  
Joined our company in 2015 /Jun., 2019 Inaugurated as a director

## Director

### Daichi Tachibana

Worked Cyber Agent, INC. and GVA law office  
Engaged in legal services, legal affairs  
Joined our company in 2015 /Jun., 2019 Inaugurated as a director

## Director

### Yosuke Watanabe

Engaged in sales at en Japan Inc. and oRo Co., Ltd. Joined the company in 2012.  
Launched the lawyer marketing support service and grew the service as business manager.  
Jun.,2016 Inaugurated as a director //Jun.,2021 resigned as Director/  
2022 reappointed as a director

## Director

### Masaoki Sawada

Joined SBI Securities Co., Ltd. Engaged in corporate sales, targeting listed and unlisted companies.Joined Paraca Inc. in 2013. Worked for Paraca to be listed on the First Section of the Tokyo Stock Exchange.  
Joined our company in 2014/ Jun., 2022 Inaugurated as a director

## Chairman of board of directors

### Yosuke Uchida

Former director of Kakaku.com, Inc.  
Oct., 2015 Joined as an outside director / Jun., 2017  
Inaugurated as a Co-representative director / Jun., 2019  
Inaugurated as a Chairman of board of directors

## Outside Director

### Fumihiko Ishimaru

Representative Director of Accord Ventures, Inc.  
Former executive officer of Digital Garage, Inc.  
Former director and COO of DG Ventures, Inc.  
Has strong track records of investments  
Aug., 2012 Inaugurated as an outside director

## Outside Director

### Atsuhiko Murakami

Director of Kakaku.com, Inc.  
Founded and developed “Tabelog”, the most popular gourmet word-of-mouth website in Japan.  
Joined the company as an advisor in 2013  
Aug., 2014 Inaugurated as an outside director

## Outside Director

### Katsuya Uenoyama

Representative Director of PKSHA Technology Inc.  
Worked for a major foreign-affiliated consulting firm  
Obtained a Ph.D (in machine learning) at Matsuo Laboratory  
2012 Founded PKSHA Technology Inc.  
Jun. 2021 Appointed outside director

## Corporate Mission

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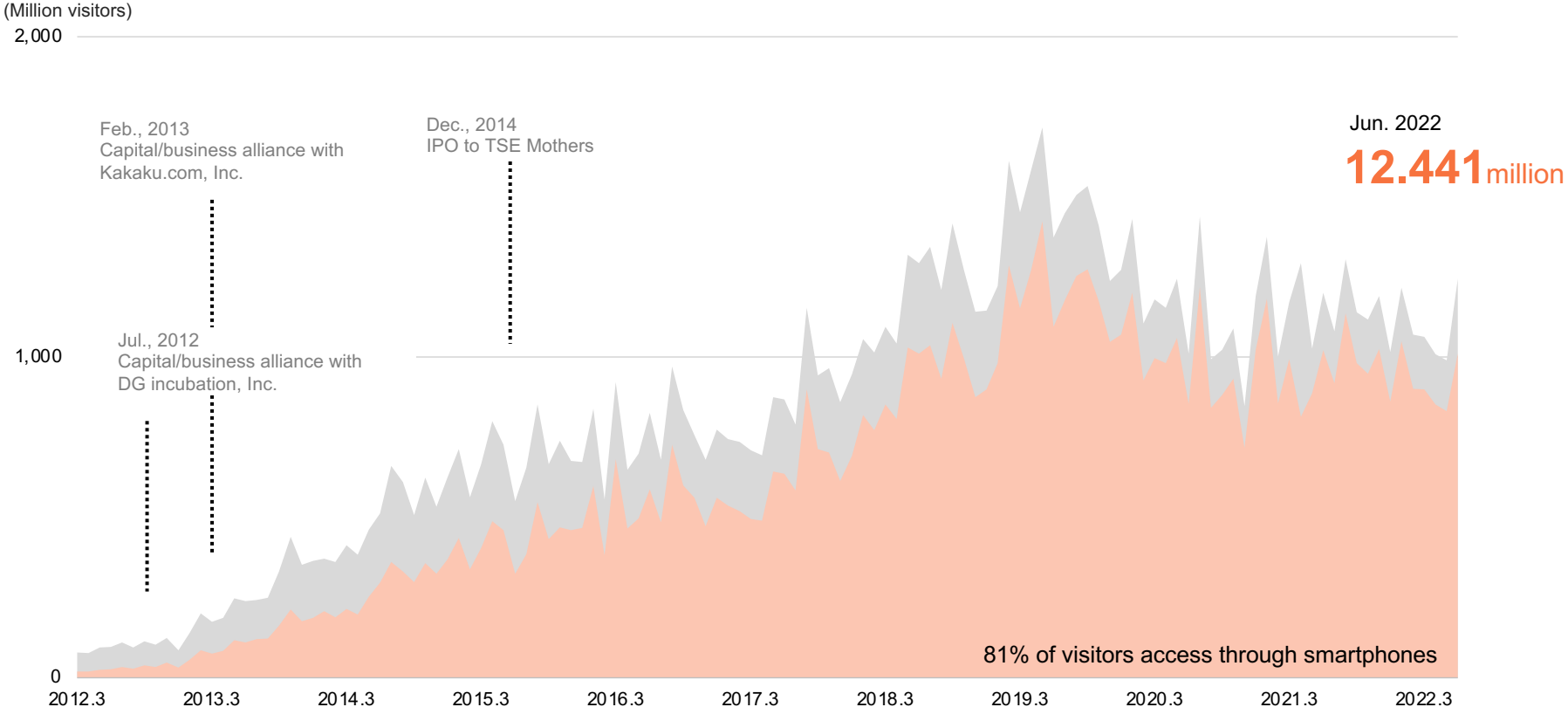
“CloudSign”, which is a contract management platform



# Company History

Growing influence of the website as a portal for legal counselling, by leveraging increasing popularity of mobile phones as more personalized devices, and nature of contents which relates to personal matters.

## Trend of number of monthly visitors and achievements of the company



**Bengoshi.com**  
(Bengoshi means lawyer)

# Social background of legal consulting services in Japan

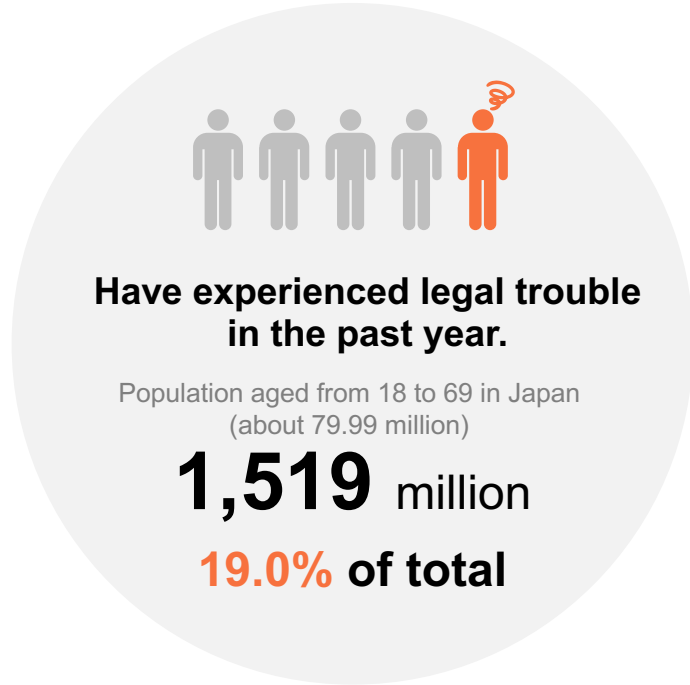
15.1 Million people had troubles / disputes over legal matters in a year

Only 28.5% of these people sought Lawyer's advices

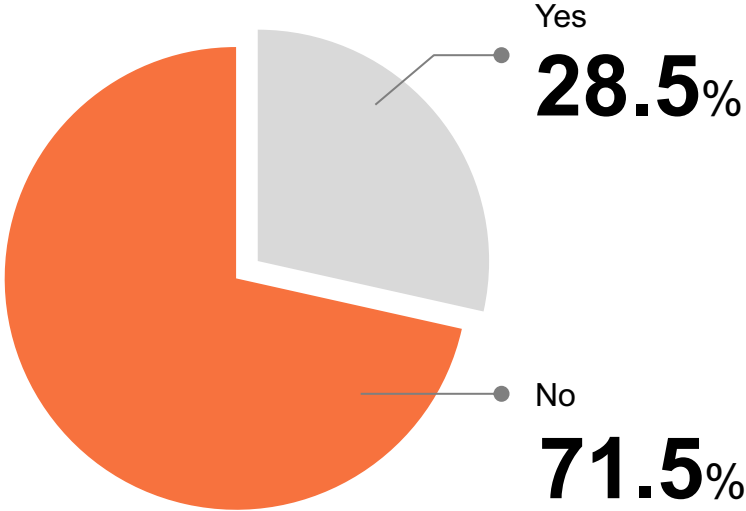
Reasons why they hesitated to ask professional's help were:

Concerns over professional fees 41.5%; / It's a too minor problem to seek professional's help 45.1%;

People who had legal disputes in a year



Sought Lawyer's help?

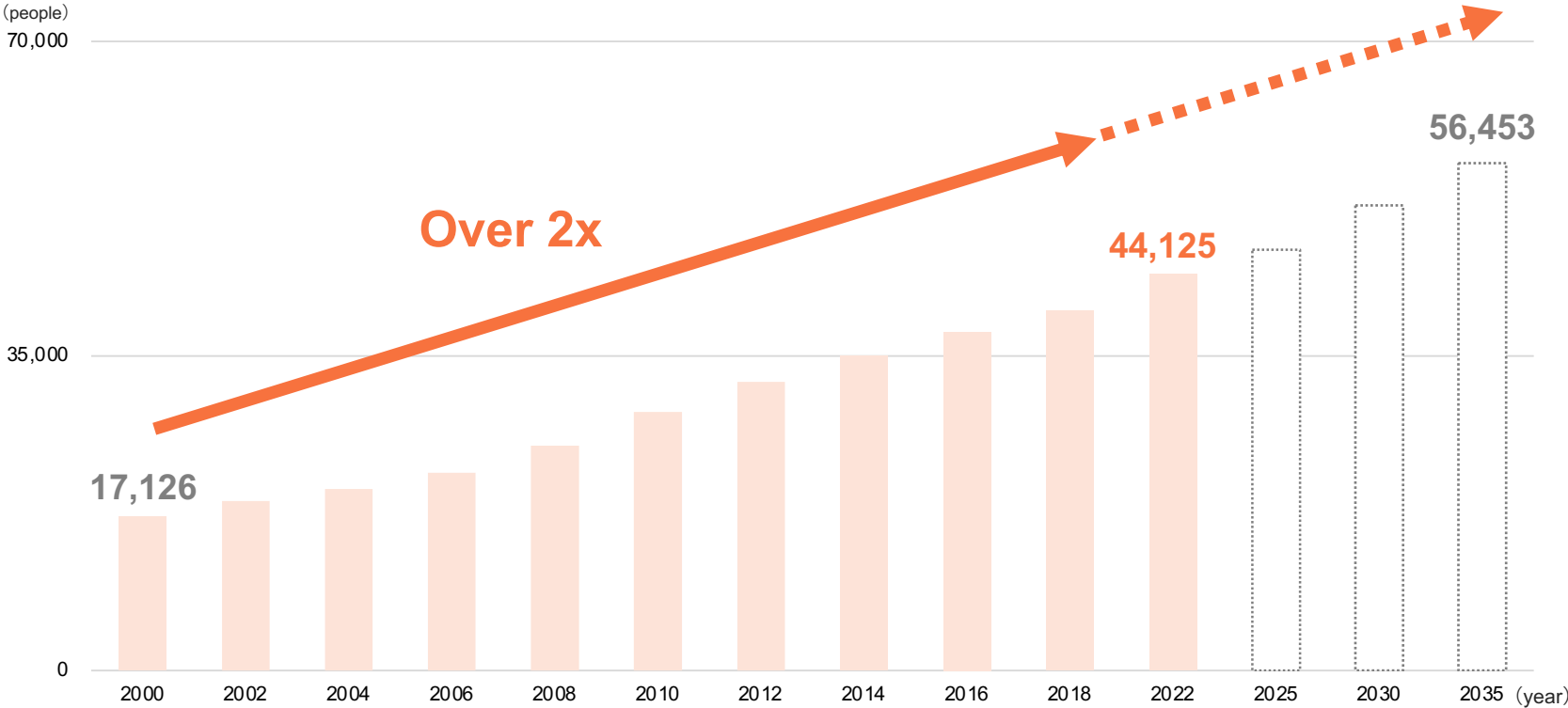


Based on the research conducted by Macromill, Inc in Dec. 2021  
Target : Individuals from 18 to 69 years old, respondents of 1,200 individuals

# Background of lawyer's business in Japan

Environments of lawyer's business has been changing rapidly since the judicial system reform in 2000, such as lifting of ban on advertisements, liberalization of fees, and new bar examination, which was meant to increase number of lawyers in Japan.

## Number of Lawyers in Japan

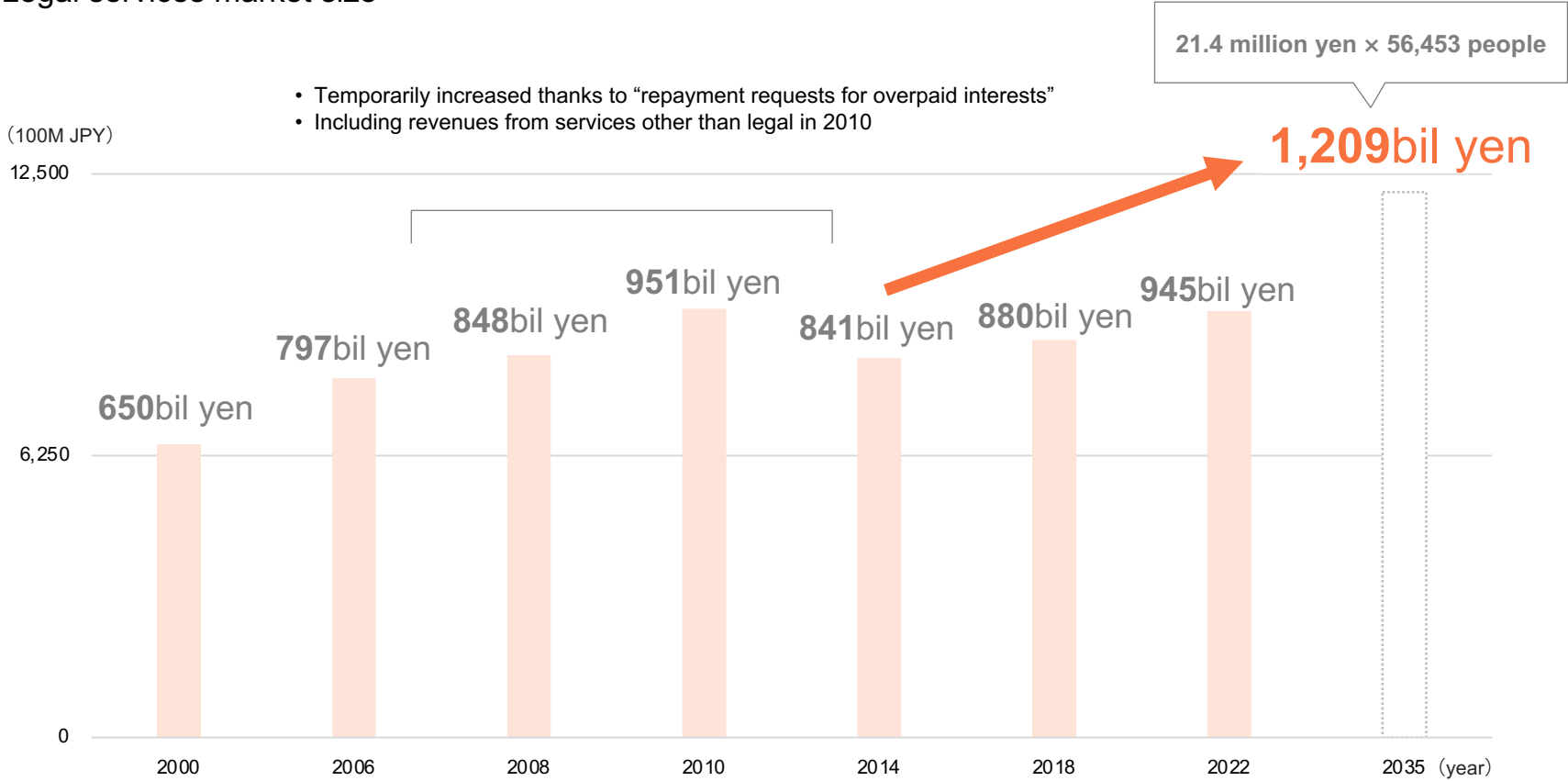


Source : Excerpted from the 2019 edition of the White Paper on Lawyers, published by the Japan Federation of Bar Associations (if the number of lawyers who have passed the bar exam is maintained at 1,500)

# Market Environment of the Legal Services Industry in Japan

The legal services industry has been growing since 2000 due to progress in the development of new customers, as marketing needs for lawyers grow together with the increase in the actual number of lawyers.

## Legal services market size



Source: Estimated based on the 2018 edition of the White Paper on Lawyers, published by the Japan Federation of Bar Associations

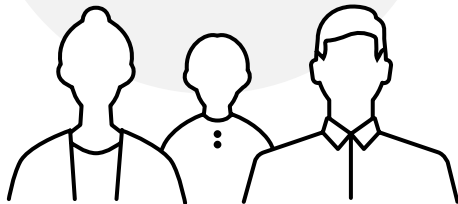


# Value proposition of Bengoshi.com

An web-based platform for consumers and lawyers, to realize “familiar legal service”  
Provides information and services about free legal consulting and detailed information about lawyers for consumers.

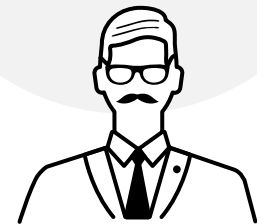
## Consumers

- Hesitate to seek
- Support for fear of charges and unfamiliarity



## Lawyers

Want to reach out to prospective customers



# Why Bengoshi.com?

The largest free legal consultation portal in Japan which has **12.44M** visitors/month\*

## 1. Because the lawyer offers user legal advice for free on the internet service

- The outstanding database which has over **1,155k** records of consulting cases\*

## 2. Because it has a substantial database of lawyers

- **22,045** lawyers registered\*, **One in two** of the approximately 40,000 lawyers in the country are registered
- Consumers can search lawyers based on their needs
- Lawyers utilize it as a promotion media to acquire new customers

## 3. Because it has a popular news site which attracts readers even who are not keen in legal matters

- “Bengoshi.con news” offers articles about legal and business implication of current topics
- More than **8.06M** people visited monthly\*, thanks to its distinctive positioning, “Legal × news topics”



\*As of Jun. 2022

# Services of Bengoshi.com provides

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Provides each kind of contents according to seriousness of issues users have

<b>Targets</b>	<b>Contents provided</b>	<b>Benefit for users</b>
Consumers who have urgent matters and are willing to seek help to lawyers	“List of lawyers” “Lawyers search”	Users can search for the most appropriate lawyer for free thanks to profound profile data of lawyers and detailed search options
Consumers who have legal disputes and want to collect information about them	“Legal consulting for everyone”	Users can seek advice on the consulting board to lawyers for free Not only that, users can read all counselling questions by other users and answers by lawyers as well.
Consumers who don't have any legal disputes	“Bengoshi.com news”	Users can obtain legal knowledge and protect themselves by the knowledge from any disputes which may occur in future

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# Overview of “marketing support service for lawyers”



## 弁護士ドットコム

### A marketing support service for lawyers, which helps them acquire clients

- The number of visitors to the site has exceeded 10 million.
- Acquiring potential clients efficiently based on the focus area of each lawyer

Price

20,000 yen or more per month  
(4 plans in total)

# Overview of “information support service for lawyers”

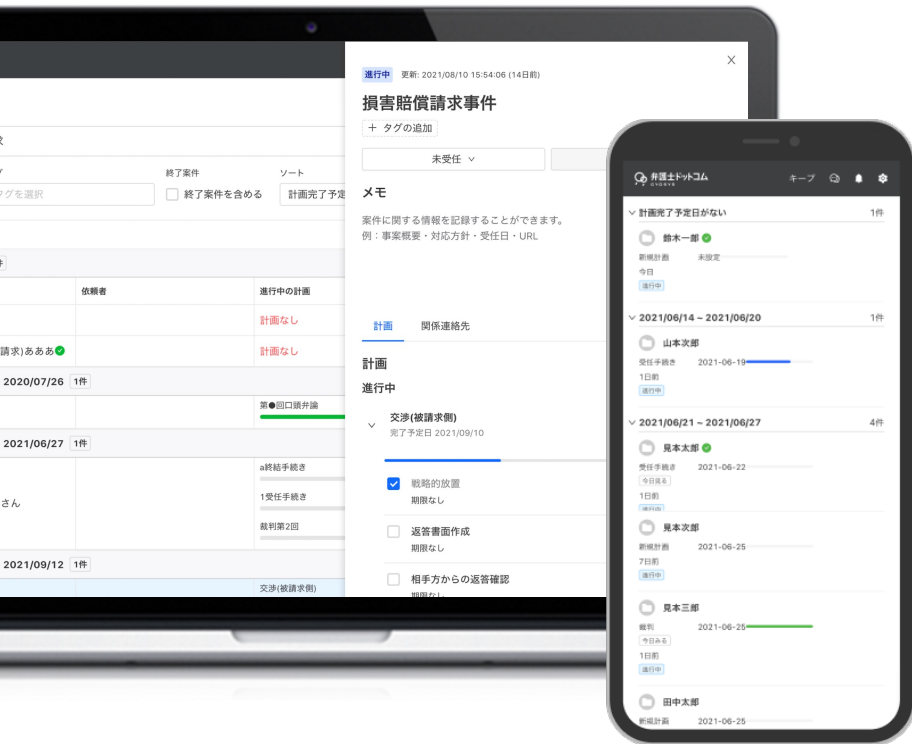


## Making lawyer book research more comfortable.

- Monthly subscription service for law books
- "Book browsing" "research service" functions can be used while working from home

Price	9,000yen per month
Number of books	Over 1,300 books
Participating publishers	Legal publishers 27

# Overview of “Business support service for lawyers”



All case can be planed.

- Visualize case status and support planned progress
- Supporting the digital shift of legal services in anticipation of the adoption of IT in trials

Video about the service <https://youtu.be/O0mDUdE5SMY>

# Overview of "paid services for individual"

Paying users can read all answers posted by lawyers about topics on the consulting board for 300 yen per month (excluding tax).

## What paid users can see

**親権が不利のケース**

公開日：2020年10月19日 相談日：2020年10月03日

1弁護士 / 1回答

親権についてです。子どもが10歳までは殆どは母親が親権者と聞いていますが、母親が親権者にならないことがあると聞きました。それはどんな時ですか。回答をお願いします。

960929さんの相談

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回答タイムライン

**見本 太郎 弁護士**  
東京都 > 港区  
注力分野 離婚・男女問題

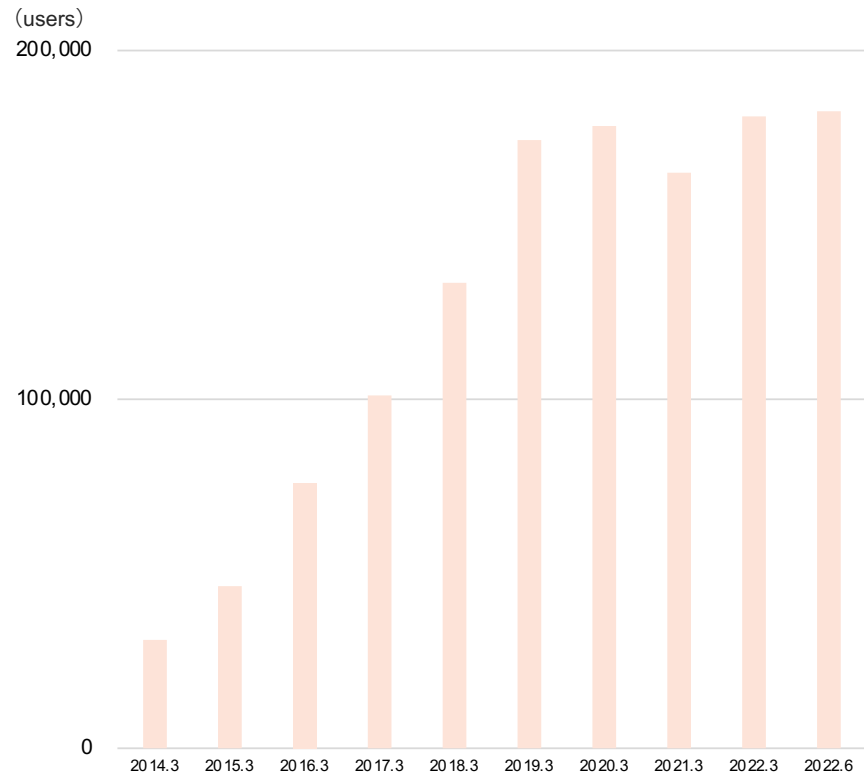
ベストアンサー

こんにちは。  
たとえば、子どもが父親側で長いこと養育されていて、その状況が安定している場合には、あえて環境を変えてまで母親にすることはないでしょう。  
また、極端ですが母親が虐待をしているような場合にも、母親を親権者にすることは無いと思います。

2020年10月04日 16時35分

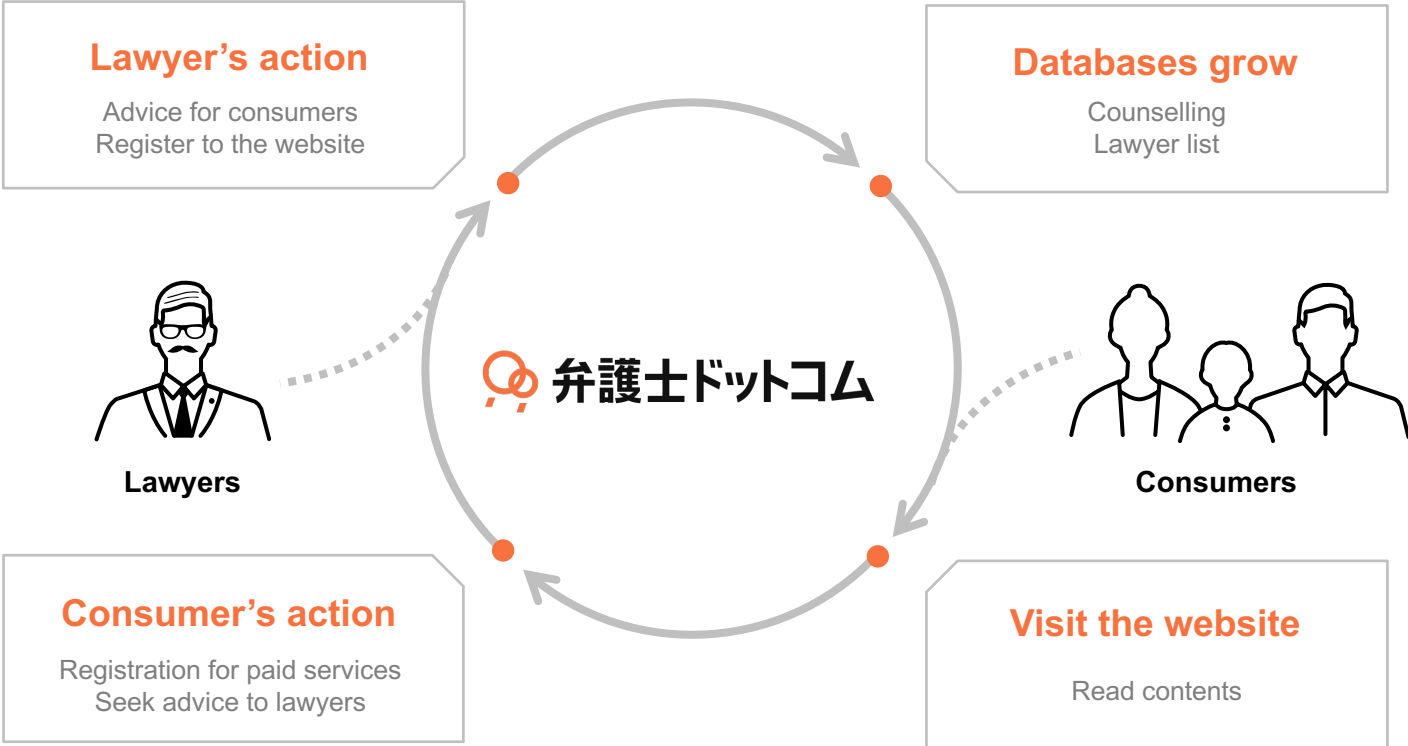
Answers by lawyers are available only for paid users

## Trend of the number of paid users



# Growth Cycle of — Bengoshi.com

Increased DB draws more visitors, which stimulates new registration of lawyers who seek to reach out expanded number of users





# Advertisement on the websites

Advertising sales on the "Bengoshi.com" and "Zeirishi.com" websites, as well as advertising sales associated with the Business Lawyers conference

## Website

The screenshot shows the Bengoshi.com website interface. On the left, there is a sidebar with a search bar and a menu. The main content area features several articles and advertisements. A prominent advertisement in the center-right is titled "離婚問題に注力している弁護士を探すなら" (If you are looking for a lawyer who focuses on divorce issues). Another advertisement below it is titled "離婚 不倫 男女トラブル" (Divorce, Infidelity, Men's and Women's Troubles). A red box highlights the "離婚問題に注力している弁護士を探すなら" advertisement, and a red arrow points to it from the word "Advertisements" written in a red box. Below the main content area, there is a footer with the Bengoshi.com logo and a description of the website's services.

## Conference

The advertisement for the Legal Tech Show conference features a background image of a person working at a computer. The text reads: "LEGAL TECH SHOW 小規模法務のDX" (LEGAL TECH SHOW Small-scale Legal Business DX). Below the title, it says "参加無料 4.14 wed 18:30 - ONLINE" (Free participation 4.14 wed 18:30 - ONLINE). The logo "BUSINESS LAWYERS" is visible in the bottom right corner.

The advertisement for the Legal Innovation Conference features a background image of three people standing in a futuristic, glowing environment. The text reads: "Legal Innovation Conference 法務組織とキャリア" (Legal Innovation Conference Legal Organization and Career). Below the title, it says "7.28 WED 12:30-" (7.28 WED 12:30-). At the bottom, it says "参加無料 / オンライン配信" (Free participation / Online streaming). The logo "BUSINESS LAWYERS" is visible in the top left corner.

# CloudSign

# Introducing CloudSign

We are investing in a new business, CloudSign

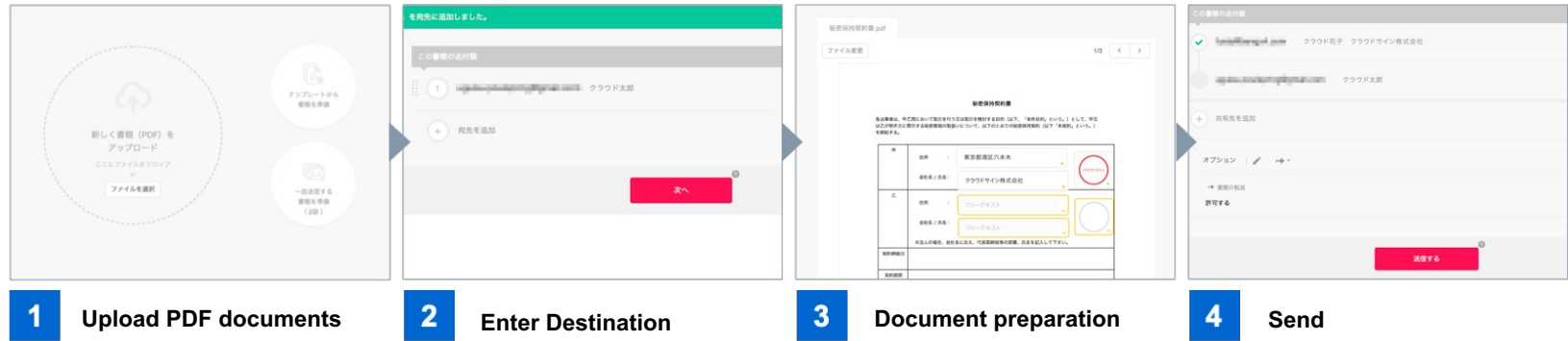
CloudSign is Japan's first web-based free-of charge cloud contracting service released in Oct 2015.



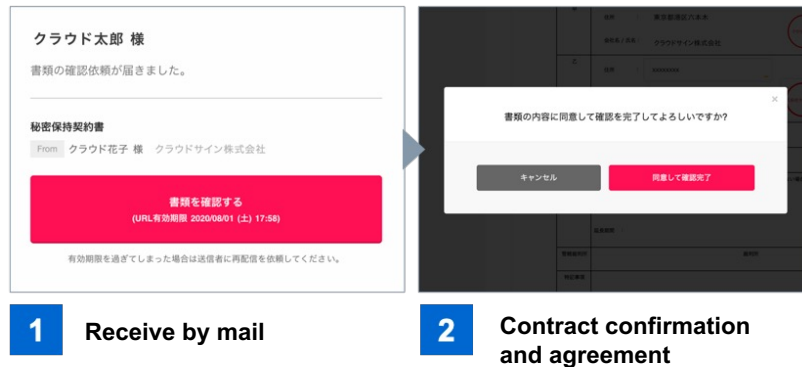
弁護士ドットコム

# Usage Image

## Sender



## Receiver



## Sender · Receiver



### Final step after conclusion of agreement

The signed documents will be automatically e-mailed to the sender and receiver.  
(It is automatically stored on the CloudSign.)

# Documents used for CloudSign (examples)

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## Human Resources

Employment contract  
Working conditions notice  
Offer of employment  
Employment agreement

## Sales

Sales Contract  
Land purchase agreement  
Building Sales Contract  
Real estate sales contract

## Leases

Building Lease Agreement  
Land Lease Agreement  
Parking Lot Rental Agreement  
Building Use Lease Agreement

## Sales and Purchasing

Basic Transaction Agreement  
Service Application Form  
Order Forms  
Purchase Orders  
Invoices  
Receipts

## Loans and borrowings

Loan Agreement  
Written acknowledgment of debt  
Debt acknowledgment and  
repayment agreement  
Assignment of receivables  
agreement

## Outsourcing and Contracting

Outsourcing Agreement  
Construction Contracts  
Agency Contract  
Merchandise Sales Consignment  
Agreement  
Supply Contract

## Others

Nondisclosure agreement    Stock Transfer Agreement    Personal Information Handling Agreement  
Contract Modification Agreement    Contract Termination Notification    Estate Division Agreement  
Cause of death gift agreement    Copyright Transfer Agreement    Merger agreement  
Minutes of board of directors meetings

# Benefits of CloudSign

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## Speed up process

With CloudSign, contract signing process will be shorten by 1-2 weeks, which boosts up upside of your business.



## Reduce cost

Shipping cost, paper cost, printer ink cost, and stamp tax will no longer pressure your business. Also human resource cost can be reduced who involves around contract signin process.



## Strengthening of compliance

No more losing/missing paper or altering of contract. By managing contract via CloudSign, transparency of business will be improved.

# Price of CloudSign

Free	Light	Corporate	Enterprise
<p>Fixed fee : 0 JPY/Month</p> <p>Pay- per-use : 0 JPY/Month</p>	<p>Fixed fee : 10,000 JPY/Month</p> <p>Pay- per-use : 200 JPY/Sending</p>	<p>Fixed fee : 28,000 JPY/Month</p> <p>Pay- per-use : 200 JPY/Sending</p>	<p>Fixed fee : To be inquired</p> <p>Pay- per-use : 200 JPY/Sending</p>
<p><b>Plan contents</b></p> <p>Number of users : 1 user</p> <p>Number of contracts : 5</p>	<p><b>Plan contents</b></p> <p>Number of users : Unlimited</p> <p>Number of contracts : Unlimited</p>	<p><b>Plan contents</b></p> <p>Number of users : Unlimited</p> <p>Number of contracts : Unlimited</p>	<p><b>Plan contents</b></p> <p>Number of users : Unlimited</p> <p>Number of contracts : Unlimited</p>
<p><b>Features</b></p> <ul style="list-style-type: none"> <li>• Sending, storage and search of contracts</li> <li>• Two-factor authentication</li> </ul>	<p><b>Features</b></p> <ul style="list-style-type: none"> <li>• Functions featured by the Free plan</li> <li>• Collective creation and sending of documents</li> <li>• Provision of document templates</li> <li>• Alerts</li> <li>• Conclusion of contracts in English and/or Chinese.</li> <li>• AI contract management</li> </ul>	<p><b>Features</b></p> <ul style="list-style-type: none"> <li>• Functions featured by the Light plan</li> <li>• Creation of audit logs</li> <li>• Paper document importing</li> <li>• Web API function</li> <li>• Recipient Authentication</li> </ul>	<p><b>Features</b></p> <ul style="list-style-type: none"> <li>• Functions featured by the Corporate plan</li> <li>• Restriction of contract approvers</li> <li>• Restriction of internal users</li> <li>• IP address-based restriction of accesses</li> <li>• Provision of the Single Sign On functionality</li> <li>• Advanced management function</li> <li>• Provision of support by telephone</li> </ul>

※ The unit price of ¥ 200 for the Standard plan applies from companies registered after March 2019.  
Companies registered before February 2019 use 50 yen and 100 yen in unit price.

# Why CloudSign?

## 1. Cloud contracting service offered by Bengoshi.com

- Our Company, which has a deep understanding and knowledge of Japanese law, provides legally reliable products under the supervision of a lawyer.

## 2. Product development in line with Japanese business practices

- In order to expand electronic contract services that were not familiar in Japan, we developed a user interface that is easy to understand even for first-time users.
- The best and fastest product development in line with Japanese business practices, while referring to the opinions of many user companies.

## 3. Industry-standard cloud contracting service

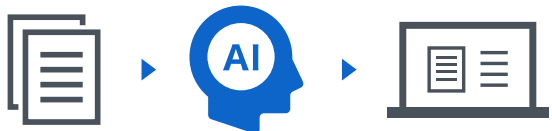
- Proliferation as a standard service in the industry based on the advantages of a first-mover and the network effect of a cloud contracting service.





# CloudSign services

Uploading PDF      Automatic conversion to data



## CloudSign AI

It facilitates contract management operations with AI, which automatically identifies the counterparty to the contract, the amount of the contract, and other items based on PDF data of the contract document stored in CloudSign and converts them to data.



## CloudSign scan

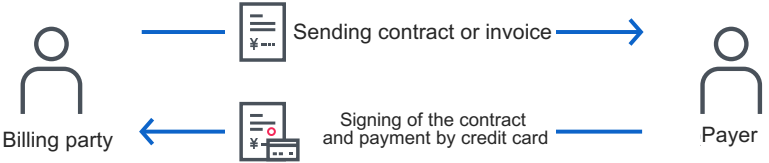
It handles the process from scanning contract documents to storing documents and entering document information into CloudSign.

## CloudSign Now

An electronic contract service that uses a tablet terminal and that can be used in face-to-face transactions as well.

## CloudSign payment

Payment by credit card is made at the same time as the signing of the contract.



## <WARNING>

This document is meant for explaining the company's business itself and doesn't mean any inducement or persuasion for buying stocks or/and bonds of the company.

This document include descriptions about prospects for future which are based on information available as of today, and actual situation mentioned in it would be significantly different from what it was stated, because of change of macro-economic trends, business trends the company faces, intrinsic and extrinsic factors.

Therefore, please note that this document doesn't guarantee any future of the company as well as other institutions.