

Helping Specialists to be Closer

弁護士ドットコム

FY3/2023 Q3 Results

Jan 25, 2023

Contents

- 01** **FY3/2023 Q3 Results (P4-P10)**
- 02** **Business Overview (P11-P30)**
- 03** **Reference (P31-P56)**

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

- Promote paperless operations with the non-use of personal seals.
- Promote remote work to reduce energy consumption, including CO₂ emissions, and save resources.

Social

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

Governance

- 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 Q3 Results

Topics for FY3/2023 Q3

Net sales increased **25.3% YoY**. Operating profit decreased, 16.7% YoY.

Net Sales	6,263	Mil. JPY	—	+ 25.3	% (YoY)
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EBITDA	903	Mil. JPY	—	- 8.9	% (YoY)
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Operating Profit	694	Mil. JPY	—	- 16.7	% (YoY)
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Ordinary Profit	700	Mil. JPY	—	- 16.6	% (YoY)
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Net Profit	430	Mil. JPY	—	- 17.3	% (YoY)
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* EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization + Stock-based compensation expense

Summary for FY3/2023 Q3

Net sales **increased 21.8% YoY**. Profitability steadily improved.

(Mil.Yen)

	FY3/2023 Q3 Actual	FY3/2022 Q3 Actual	YoY	FY3/2023 Q2 Actual	QoQ
Net Sales	2,218	1,821	+21.8%	2,086	+6.3%
CoGS	358	287	+24.7%	337	+6.0%
Gross Profit	1,860	1,534	+21.2%	1,748	+6.4%
SGA	1,537	1,154	+33.1%	1,515	+1.5%
EBITDA	396	435	-9.1%	303	+30.3%
Operating Profit	322	379	-15.0%	233	+38.4%
Operating Profit Ratio	14.6%	20.9%	-6.3pt	11.2%	+3.3pt
Ordinary Profit	322	380	-15.0%	239	+35.0%
Net Profit	197	235	-16.2%	142	+38.6%

* EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization + Stock-based compensation expense

Balance Sheet

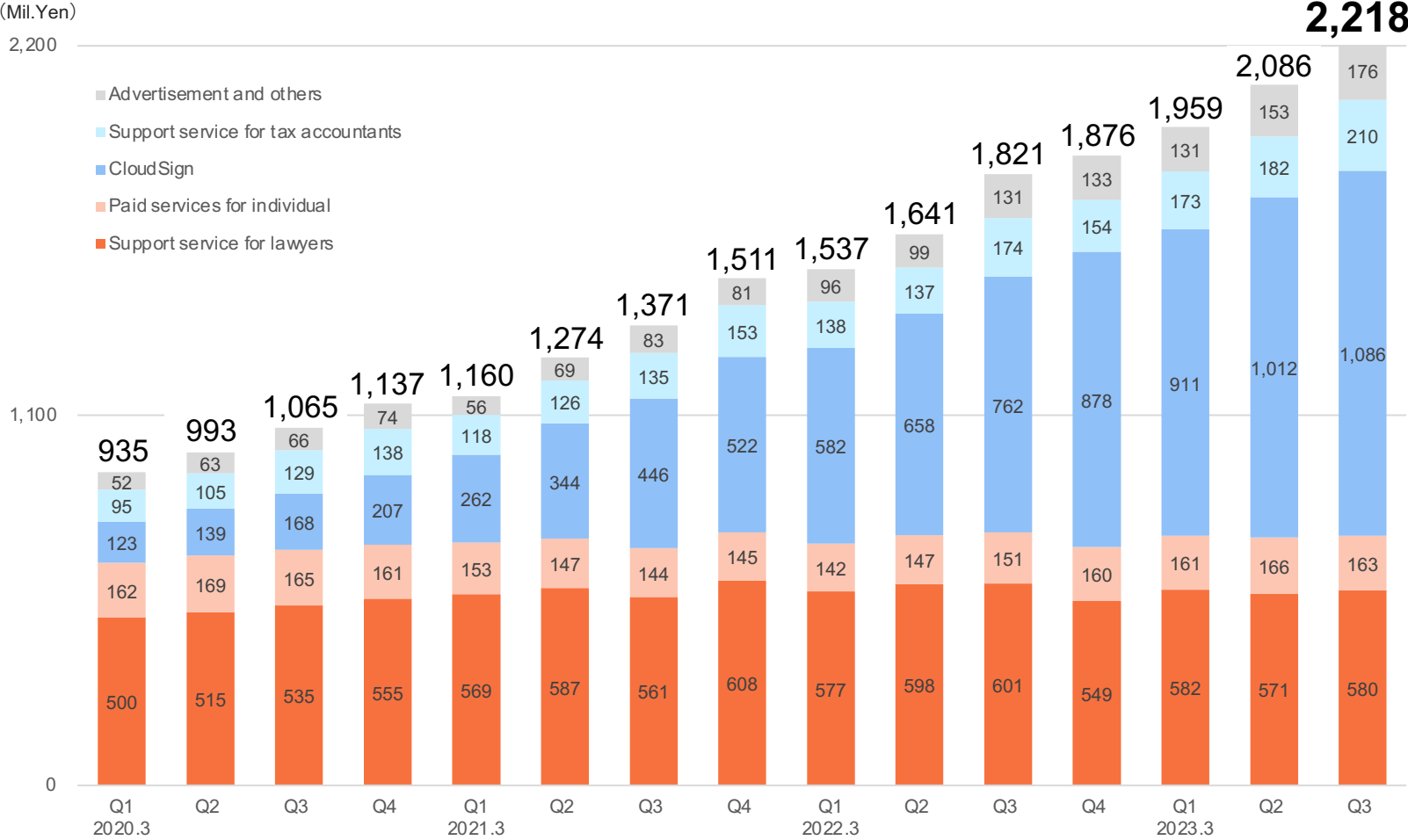
Net assets **increased 206 million yen** due to the accumulation of retained earnings.

Equity ratio rose to 75.6%.

	FY3/2023 Q3	FY3/2023 Q2	QoQ
Current Assets	2,735	2,709	+25
Cash and equivalents	1,296	1,333	-37
Fixed Assets	1,039	984	+55
Total Assets	3,775	3,694	+80
Current Liabilities	903	1,029	-125
Fixed Liabilities	-	-	-
Net Assets	2,871	2,664	+206
Capital-to-Asset Ratio	75.6%	71.9%	+3.7pt

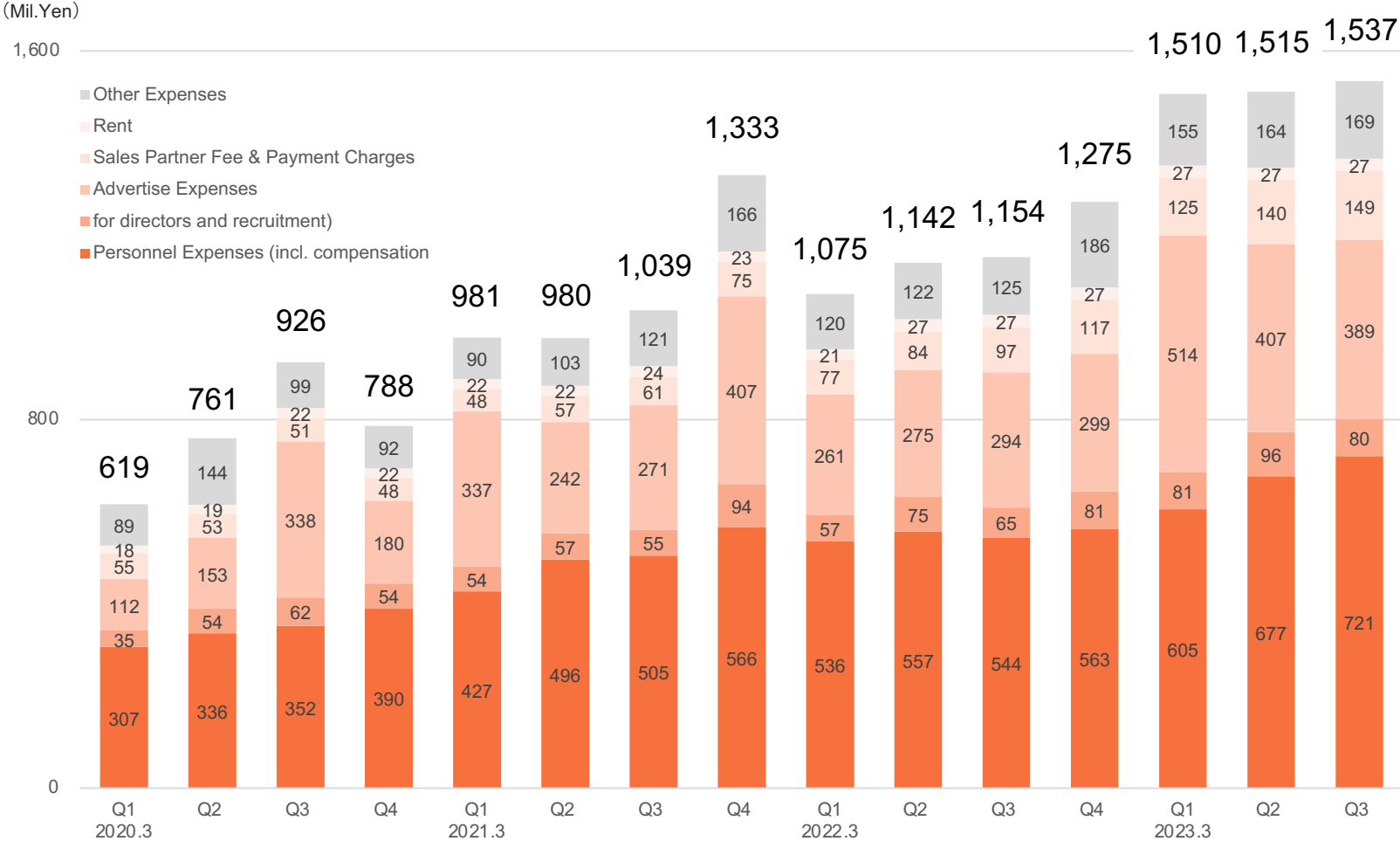
Quarterly trend of Net Sales

In Q3, net sales, particularly CloudSign sales, rose.
 Tax accountant support services showed firm growth.



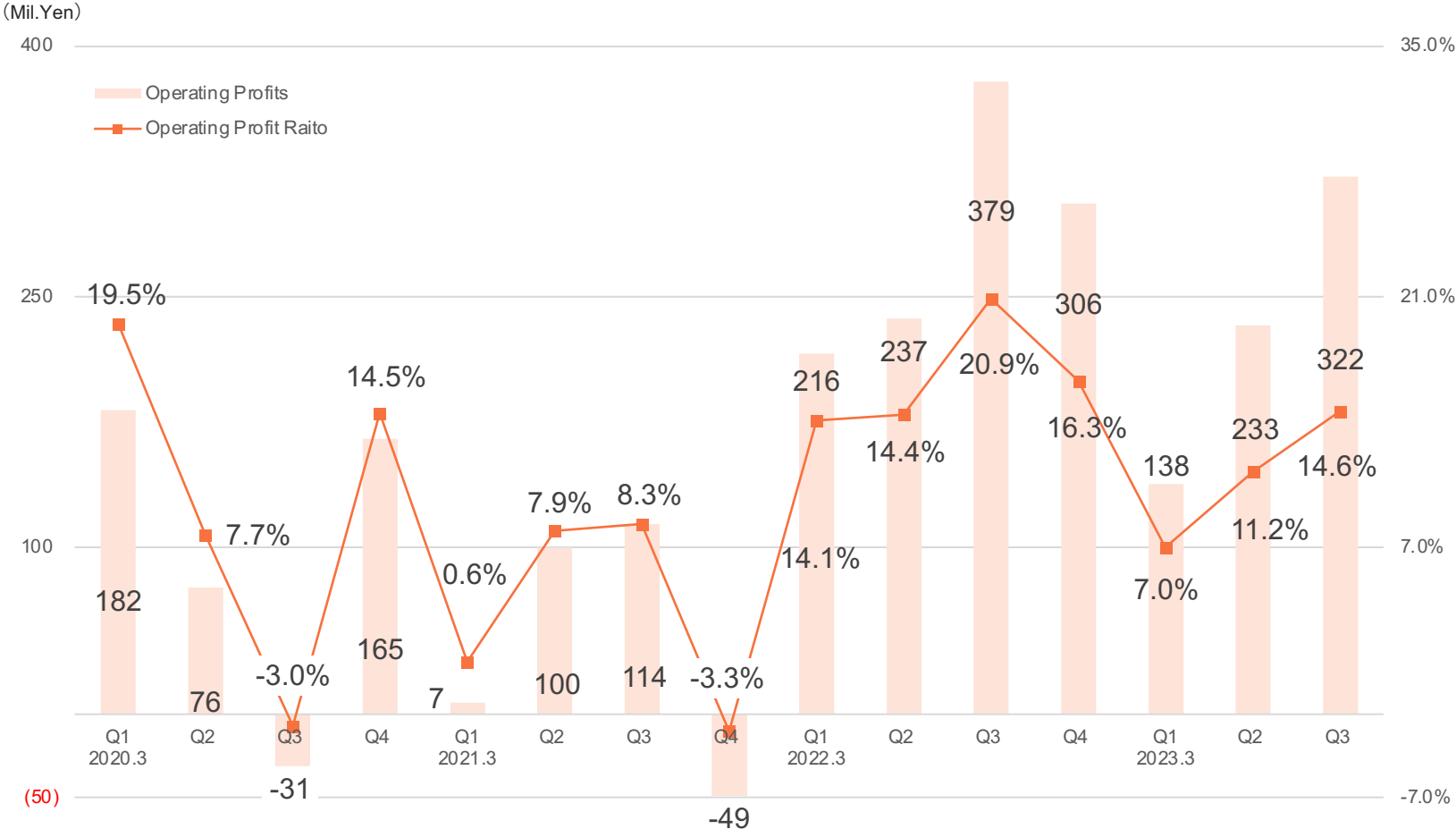
Quarterly trend of SGA

Selling, general and administrative expenses increased slightly, reflecting higher personnel expenses due to an increase in the number of employees as planned and a decrease in advertising expenses due to the absence of TV commercials.



Quarterly trend of Operating Profits

Operating profit and EBITDA for Q3 stood at 322 million yen and 396 million yen respectively. Without the implementation of TV commercials, we would be on pace for record profits this fiscal year.

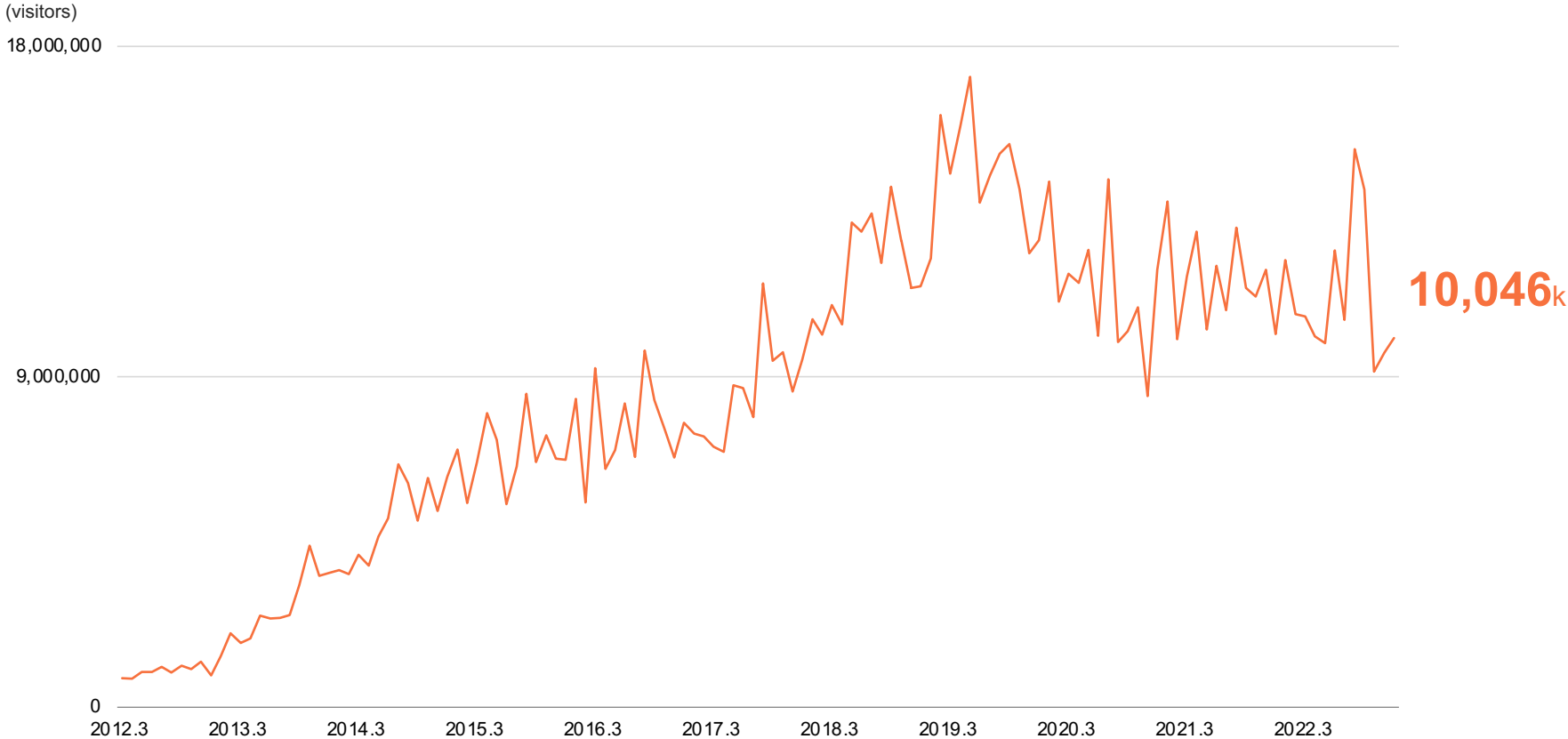


Bengoshi.com
(Bengoshi means lawyer)

Trend of the number of visitors

The number of monthly site visitors is affected by the volatility of Bengo4.com News.

Trend of the number of visitors (monthly)



The number of paid users (Individual)

The number of paid users (individual) declined slightly due to the impact of Google algorithm updates, but is now recovering.

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

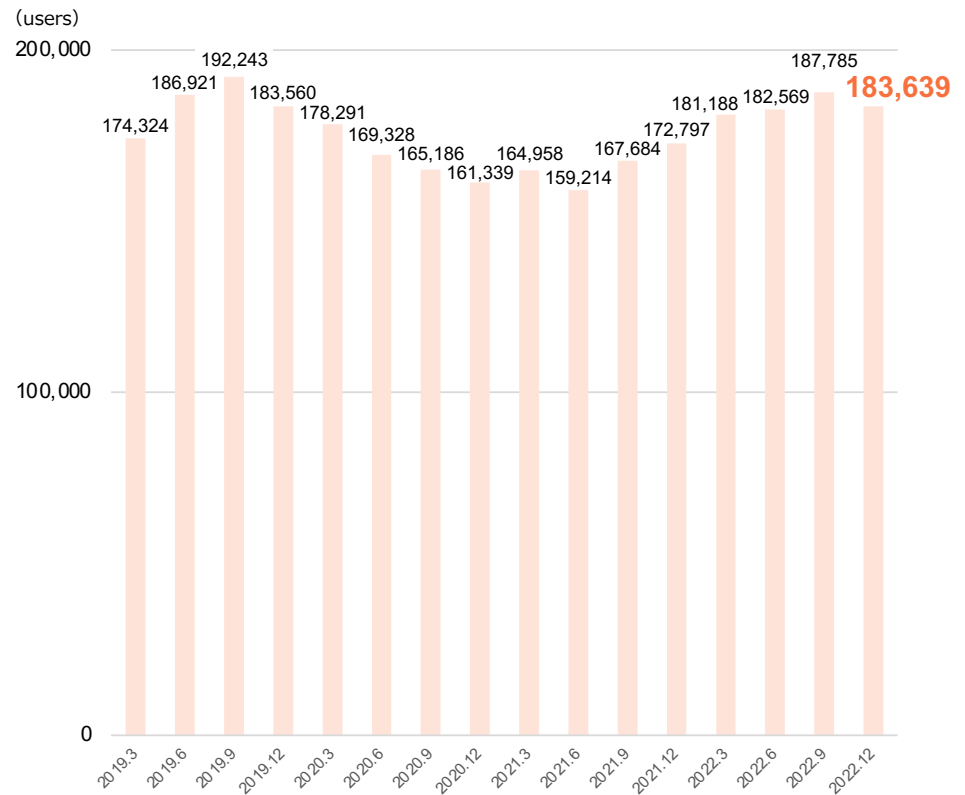
ベストアンサー

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



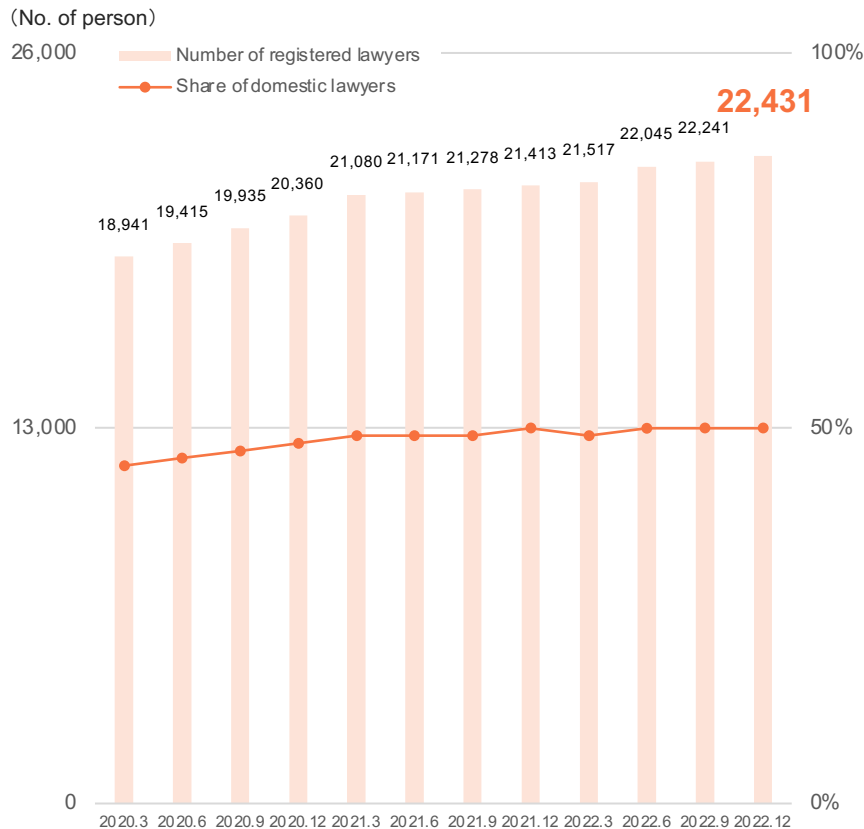
The number of the registered lawyers

Both the number of registered lawyers and the number of paid registered lawyers increased.

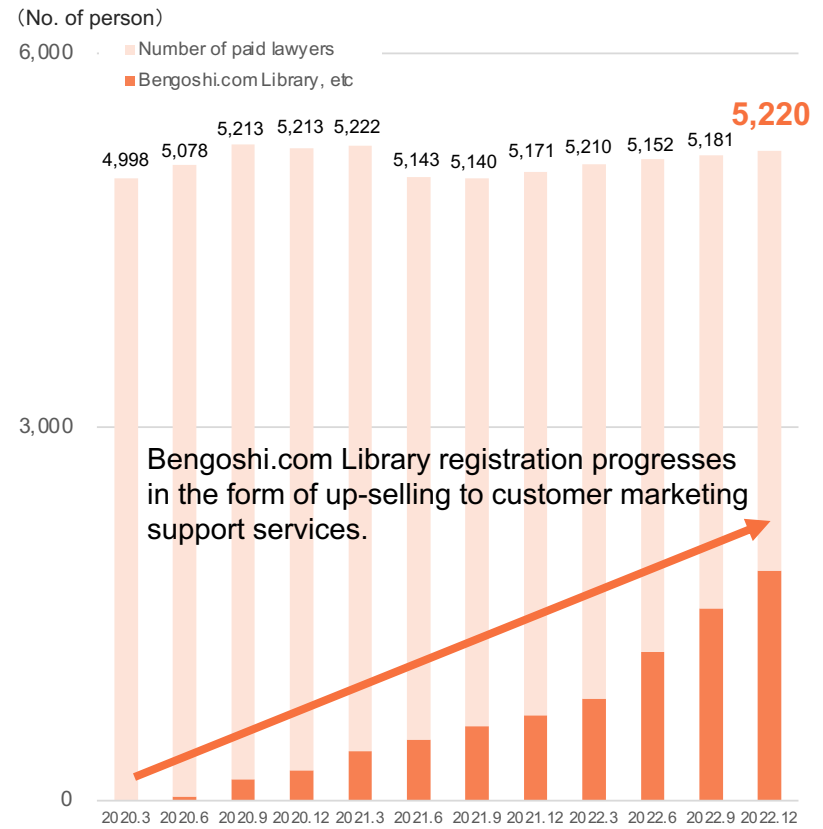
“Bengoshi.com Library,” an e-book service for lawyers, expanded steadily and became No. 1 in sales in the legal research service market



Trend of the number of registered lawyers



Trend of the number of paid lawyers



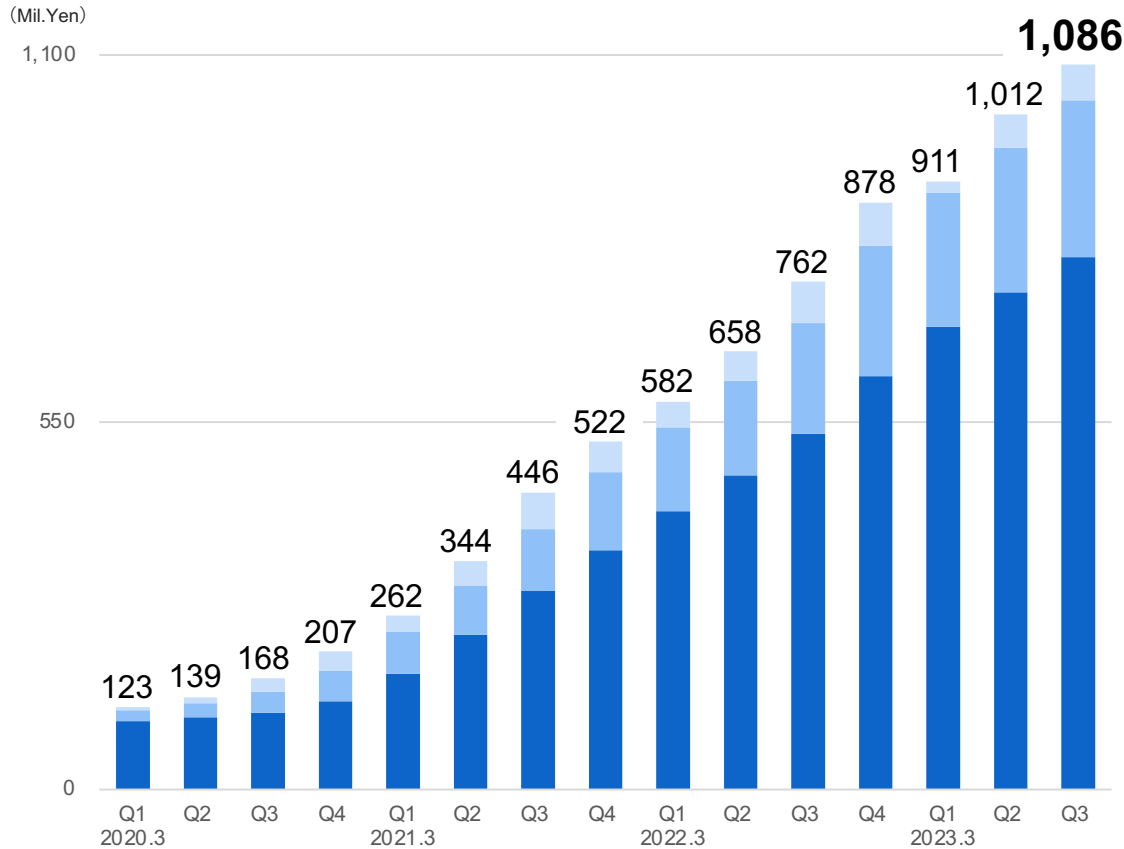
CloudSign

Trend in net sales

Fixed sales, variable sales and spot sales all recorded steady increases in Q3.



Sales of CloudSign



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 Operating Profits

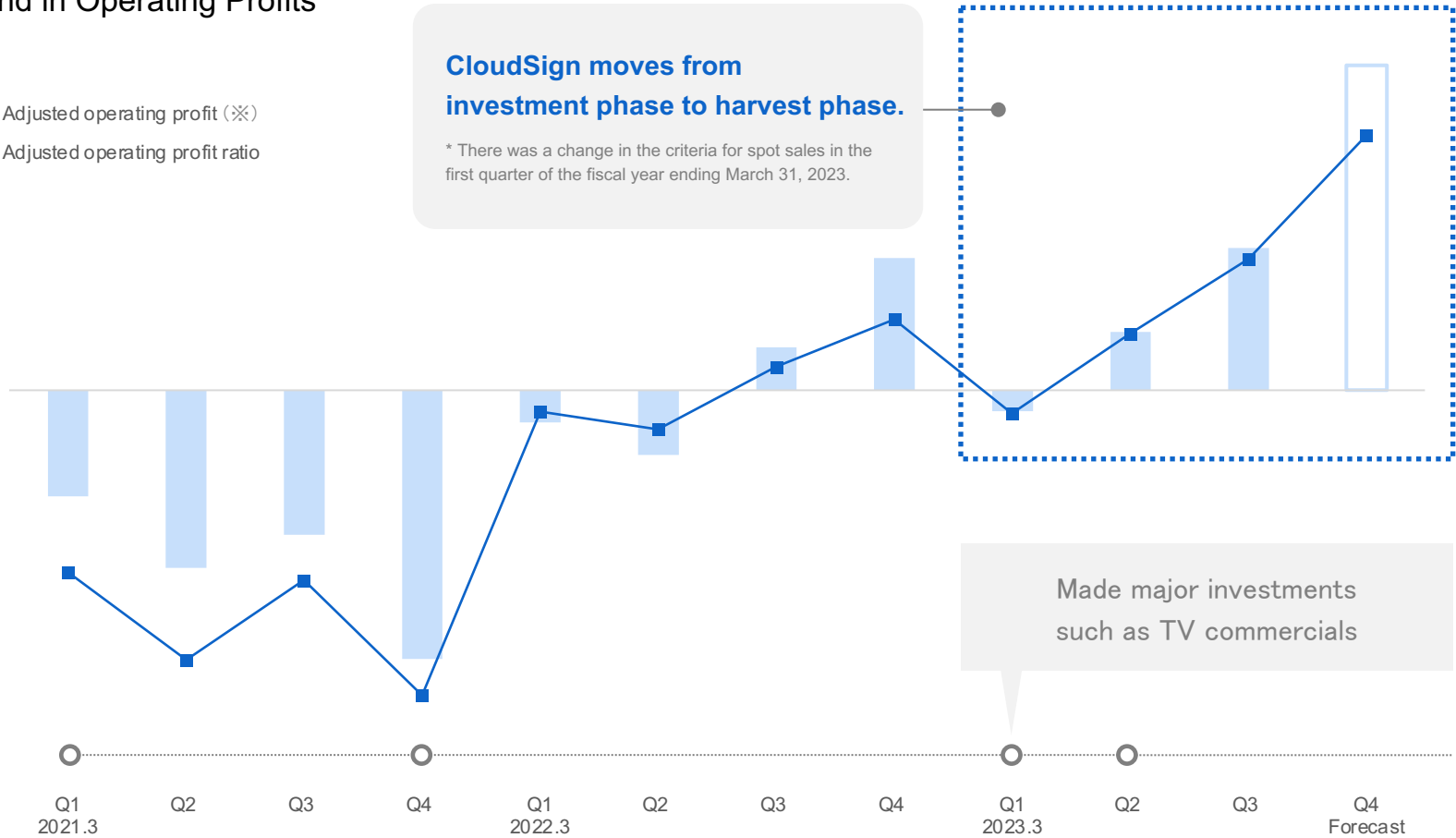
The CloudSign business moved into profit in FY3/2022 and is expanding through the achievement of both sales growth and profitability.

Trend in Operating Profits

- Adjusted operating profit (※)
- Adjusted operating profit ratio

CloudSign moves from investment phase to harvest phase.

* There was a change in the criteria for spot sales in the first quarter of the fiscal year ending March 31, 2023.



Made major investments such as TV commercials

※ Operating profit excluding major investments such as TV commercials

Trend in the number of contracts

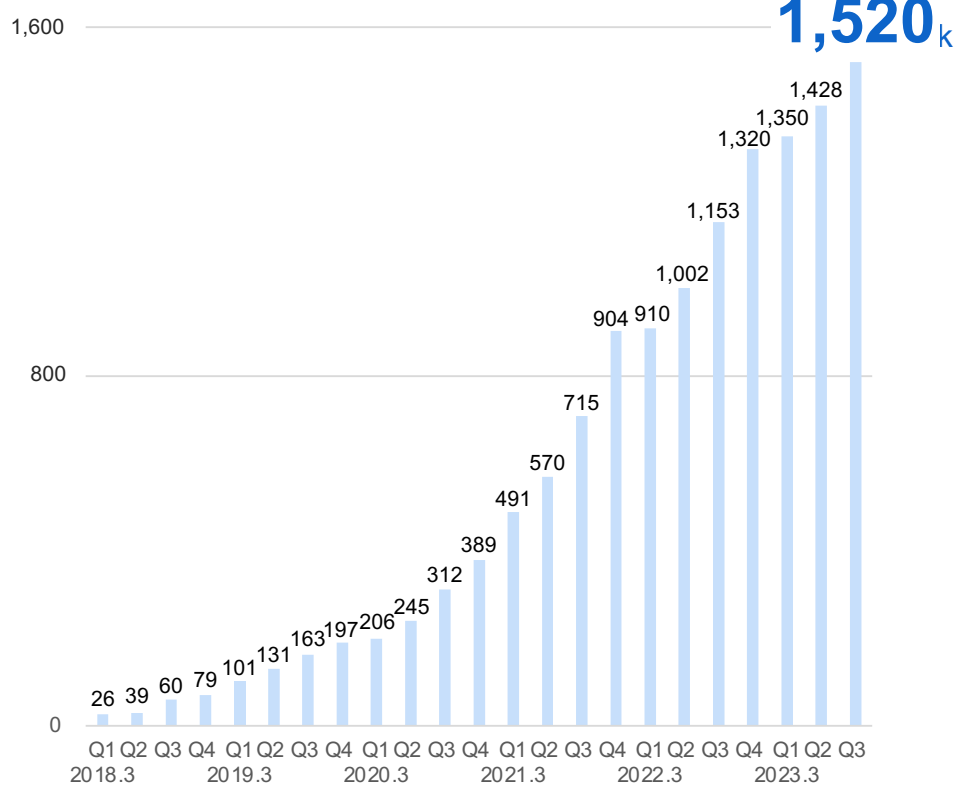
(The number of contracts sent bearing an electronic signature and a timestamp)

The number of contracts sent increased steadily, surpassing 1.52 million in the quarter. A further increase is expected in Q4.

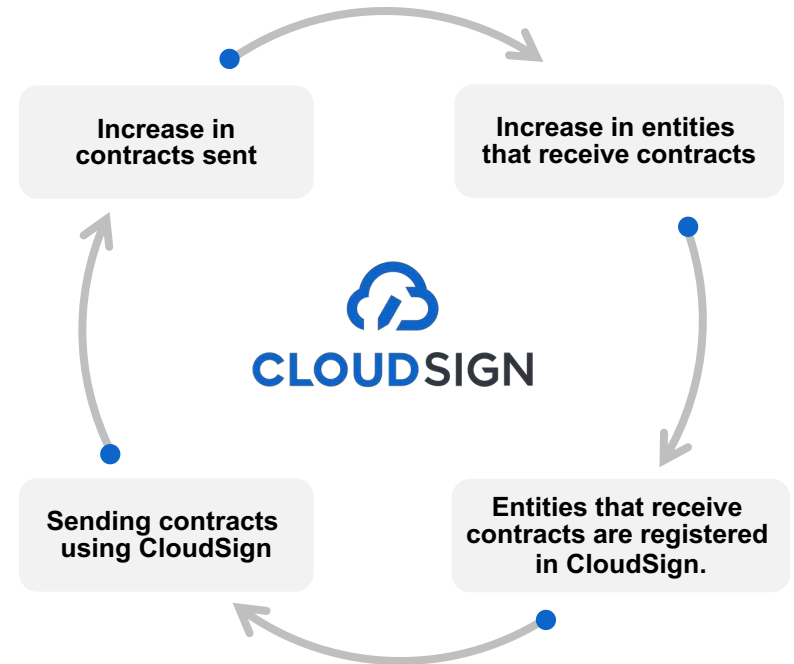
*Electronic contracts are contracts bearing an electronic signature and a timestamp and do not include contracts with only a timestamp.

Trend in the number of contracts

(1,000 contracts)



Network effects of electronic contract service



※ The number of contracts sent refers to the number of contracts sent bearing an electronic signature and a timestamp in light of requirements for electronic signature under the Act on Electronic Signatures and Certification Business (excluding contracts with only a timestamp)

CloudSign introduction in different industries

The introduction of CloudSign continued to accelerate, especially among large companies and local governments.

Banks, securities, insurance and other financials



IT services, information, telecommunications, human resources and media



Construction / Real estate



Transportation equipment, food, chemical, pharmaceutical, and other manufacturing



Transport/ Logistics



Local governments and other



※1 Companies that have introduced CloudSign include OEM products such as SMBC CloudSign. ※2 Logos and names of companies that have granted individual permission are listed.

Case study: Ricoh Company, Ltd.

Full-scale use of the service by a client that introduced CloudSign after the outbreak of the COVID-19 pandemic
We will seek to encourage the use of the service by continuing to strengthen the support system and extending support to the client's business partners.

CLOUDSIGN クラウドサインについて | 機能とセキュリティ | 料金 | 導入事例 | お役立ち情報

8,000人のセールススタッフが電子契約活用へ。移動を最小限にし、業務効率を全国で高める

2022年1月7日(金)

売買契約書 | 請負契約書 | 申込書(注文書) | 1000名以上 | 製造業 | 卸売業・小売業 | 営業活動の効率化 | 契約締結のスピードアップ | その他外部サービス連携

リコージャパン株式会社

経営企画本部 構造改革推進センター 販売システム統括室
室長 陶山智弘様

経営企画本部 構造改革推進センター ビジネスプロセス革新室
副室長 吉田敦様

RICOH

RICOH
imagine. change.

日本・リコーグループ企業・IRサイト Change @

リコーについて | 株主・投資家情報 | サステナビリティ | 製品・サービス | 技術 | 採用 | ニュース | 検索

ホーム > ニュースリリース > 2021年のニュースリリース > リコージャパン、お客様との契約の電子化を全国展開

リコージャパン、お客様との契約の電子化を全国展開 ~DXによる営業活動の効率化を図り、その活用ノウハウをお客様にも提供~

2021年2月1日
リコージャパン株式会社

リコージャパン株式会社(社長執行役員:坂主 智弘)は、DX(デジタルトランスフォーメーション)の一環として、お客様との契約締結に関連する一連の業務を電子化するシステムを導入し、2021年2月1日から全国の支社で展開します。これにより、営業活動の効率化と非対面での契約締結によるニューノーマル対応を実現するとともに、その活用ノウハウをお客様にも提供し、お客様が取り組むDXを支援してまいります。

近年、デジタル技術を活用して企業の生産性を大幅に向上させる環境整備が進むものの、契約や受発注など企業間を跨る業務にはいまだ多くの紙が存在しており、生産性向上の障壁となっています。また、最近では、紙文書での作業や押印のための出社などがリモートワークの妨げになっており、注文書や請求書、契約書などの手続き業務の電子化が急務となっています。

今回、リコージャパンの販売管理システムに、クラウド型の契約システムを連携させ、クラウド上でお客様との契約を締結できる体制を構築します。リコージャパンとお客様は双方の合意に基づき、電子ファイルで作成する契約書を承認することで、契約の締結が完了します。お客様に特別なシステムの構築は不要で、クラウド上で契約書類の確認や締結を行います。契約書の作成からお客様への送付、締結、契約書の保管までのプロセスを電子化することで、契約に関連する業務の大幅な削減が図れます。押印や印紙が不要となり、出張時や在宅勤務時でも締結処理を完了できるため、契約締結のスピード化やコスト削減に寄与します。また、契約書の電子化により、保管スペースや保管コストの削減も実現します。非対面での契約締結が可能のため、新型コロナウイルス(COVID-19)などの感染リスク低減にもつながります。

リコージャパンでは、全国展開に先駆けて2020年11月から4支社(愛知、三重、山口、長崎)に同システムを先行導入し、効果を検証してきました。実際に電子契約を活用してご契約いただいたお客様からは「非常に簡便で時間の短縮につながる」「自社の働き方改革にも参考になる」「非対面での契約の締結が行えるため感染対策につながる」といった声をいただいています。また、電子契約を使用したリコージャパンの営業担当者からも、「契約手続きのためだけの移動が不要になり効率が良

※1. Quoted from <https://www.cloudsign.jp/case/2022/01/07/ricoh/> ※2. Quoted from https://jp.rioh.com/release/2021/0201_1

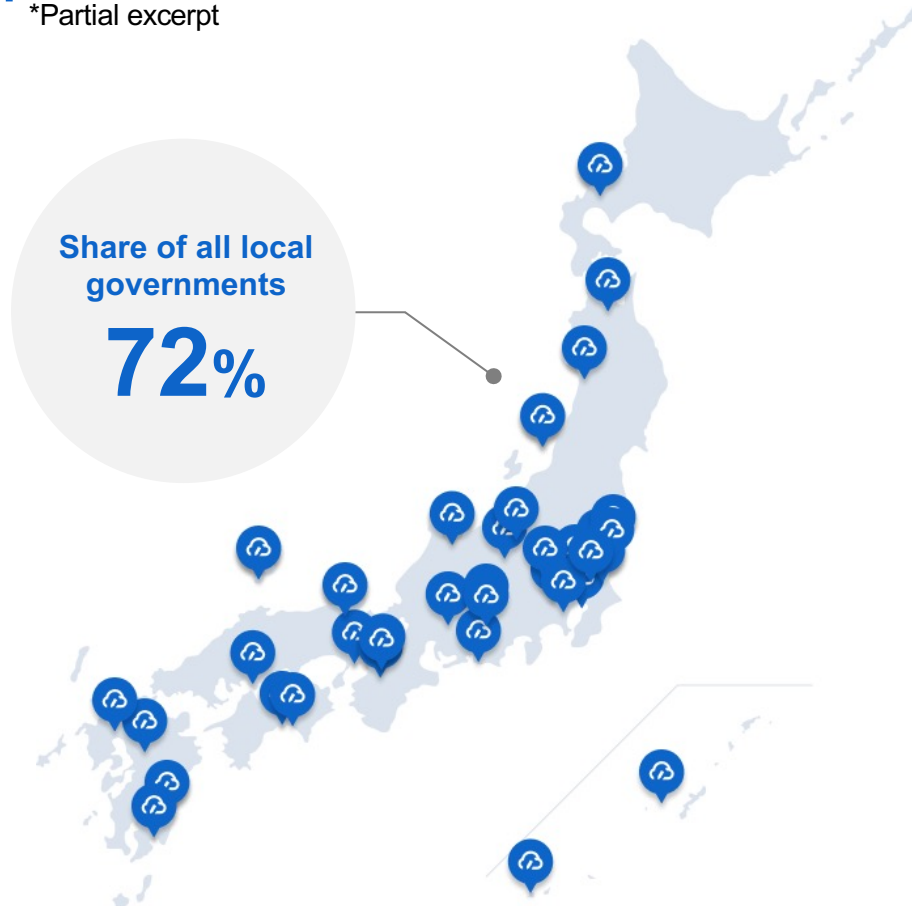
Status of Introduction by Local Governments

47 local governments have committed to introduction (accounting for 72% of all local governments)

Introduction by prefectures and municipalities across Japan is accelerating and full-scale use is expected from next fiscal year, starting with the Tokyo Metropolitan Government

Local governments using CloudSign and support services

*Partial excerpt



Prefectures

- Tokyo
- Aomori
- Akita
- Ibaraki
- Saitama
- Nagano
- Toyama
- Kochi

Municipalities

- Kobe, Hyogo
- Hamamatsu, Shizuoka
- Awashimaura-mura, Niigata
- Kasama, Ibaraki
- Urayasu, Chiba
- Sakado, Saitama
- Nakano, Nagano
- Hirakata, Osaka
- Ikoma, Nara
- Mihara, Hiroshima
- Kikuchi, Kumamoto
- Ogi, Saga
- Shibushi, Kagoshima
- Taketomi-cho, Okinawa

RANKED #1 on Salesforce AppExchange

CloudSign ranked first in the customer evaluation on the Sales Force AppExchange site

Aiming to accelerate sales through even greater collaboration with product partner Salesforce

The screenshot shows the Salesforce AppExchange website interface. At the top, there is a search bar with the text "AppExchange を検索" and navigation links for "サインアップ" and "ログイン". Below the search bar, there are navigation links for "ホーム", "はじめての方へ", "アプリ", "アプリ事例", "コンサルティングパートナー", and "学ぶ". The main content area is titled "AppExchange サイトお客様評価 ランキング" (AppExchange Site Customer Evaluation Ranking) and features a "NEW" badge. The text below the title reads "2022年お客様の評価が高かった AppExchange アプリランキング" (2022 Customer Evaluation High AppExchange App Ranking). The ranking is displayed as follows:

- 2nd Place:** oproarts. Description: 請求書、契約書など書類の電子化はもちろん、外部サービスと連携し紙業務のペーパーレス化を実現できるクラウド帳票サービス。 (Notarizing, contracts, etc. document digitization is not only, but external services and collaboration with paperless business can be realized by cloud-based invoice services.)
- 1st Place:** CLOUDSIGN for Salesforce. Description: 電子契約サービス「クラウドサイン」のさらなる進化。Salesforce上で契約締結業務、進捗状況の見える化を実現。 (Further evolution of the electronic contract service "CloudSign". Realizing contract execution and progress visibility on Salesforce.)
- 3rd Place:** mitoco. Description: Salesforceと連携する次世代グループウェア。ビジネスにまつわるすべてのコミュニケーションをこれ1つで。 (Next-generation groupware that collaborates with Salesforce. All business-related communication in one.)

※ Quoted from <https://appexchangejp.salesforce.com/mktcollections/curated/appranking2022#section3>

Status of Introduction of CloudSign AI

The number of companies that use AI contract management, which was launched in August 2022, exceeded 2,500

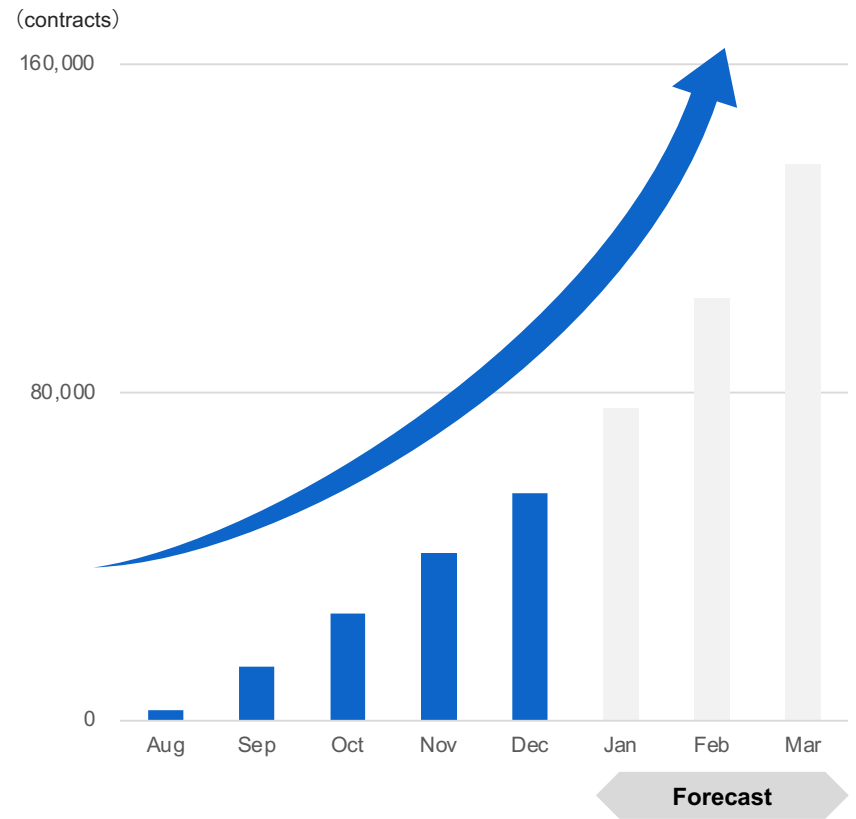
The number of readable contract types increased to 12 and further growth in usage is expected

Aiming for improvement of ARPPU from next fiscal year by continuing to focus on improvement of added value

Companies introduced



Total number of read contracts



Zeirishi.com

(Zeirishi means tax accountant)

Japan's largest tax consultation portal site which has **846k** visitors/month.

1. Tax Accountant introduction service

Provide introduction service by experienced tax coordinators.

They choose the best one for client from among **6,415** 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.

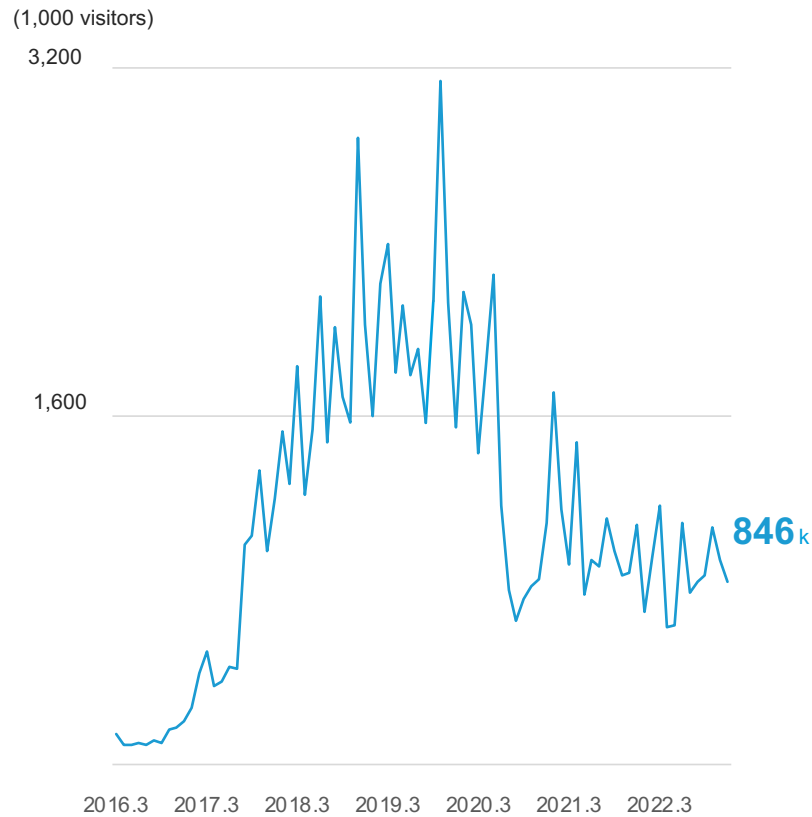


as of Dec. 2022

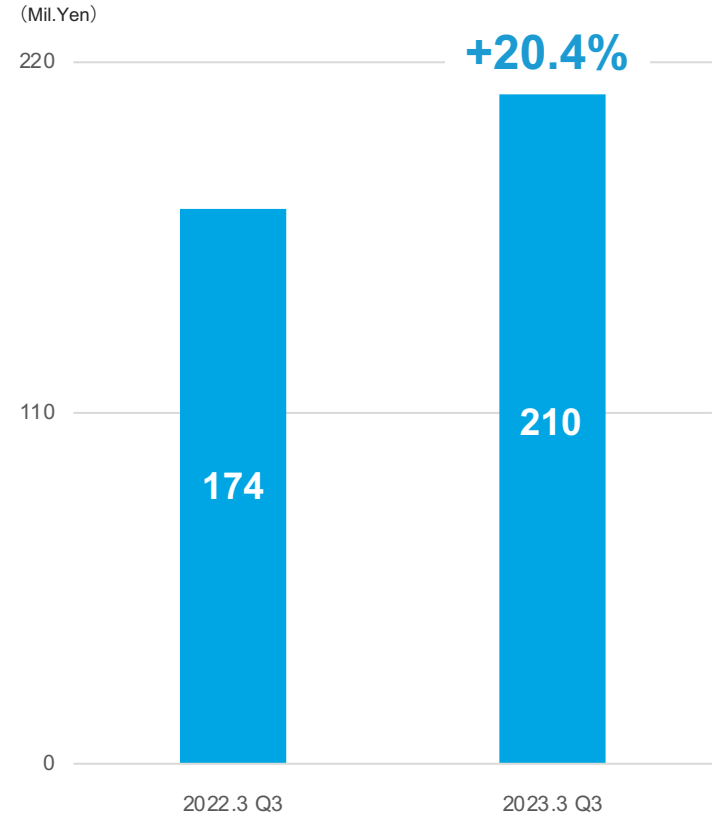
The number of visitors and sales

Net sales remained firm, refining business processes for a strong business

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 **473k** visitors/month.

1. Registered lawyers

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

97offices 959lawyers

2. “Business Lawyers Library”

Browse practical books online and streamline your research.

6,300 yen per month, 1,412 books, 25 legal publishers participate.

3. “Business Lawyers Compliance ”

Supporting the training challenges faced by companies with online videos.



as of Dec. 2022

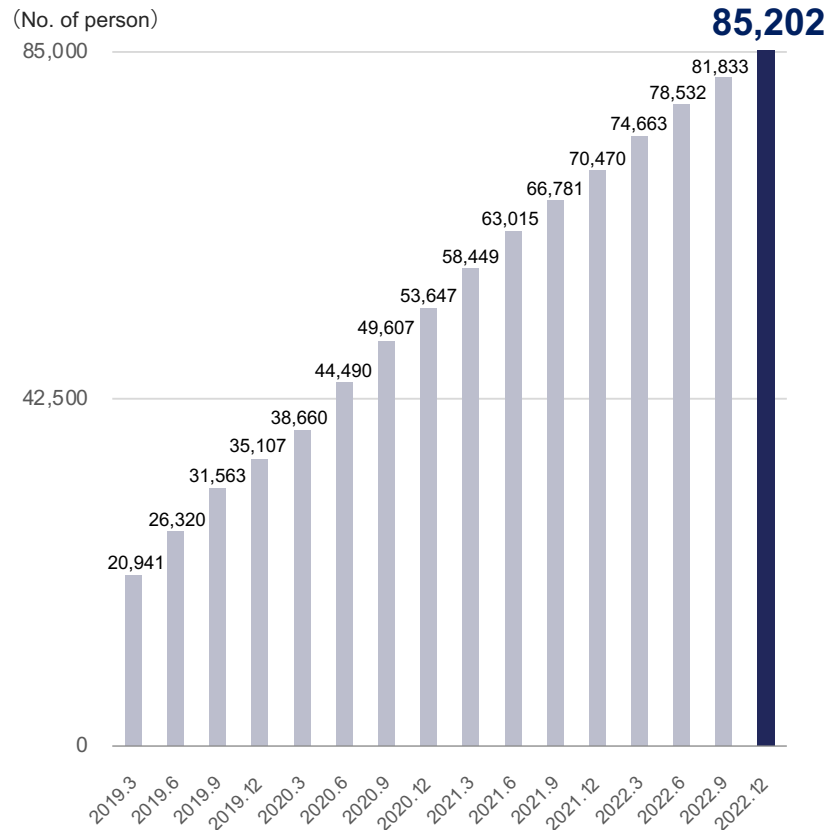
In Business Lawyers, SaaS business begin to grow based on media business

The number of users of "Business Lawyers" exceeded 85,000.

The number of companies that have introduced "BUSINESS LAWYERS LIBRARY," one of Japan's largest subscription services for legal books and journals, topped 1,000 in January 2023

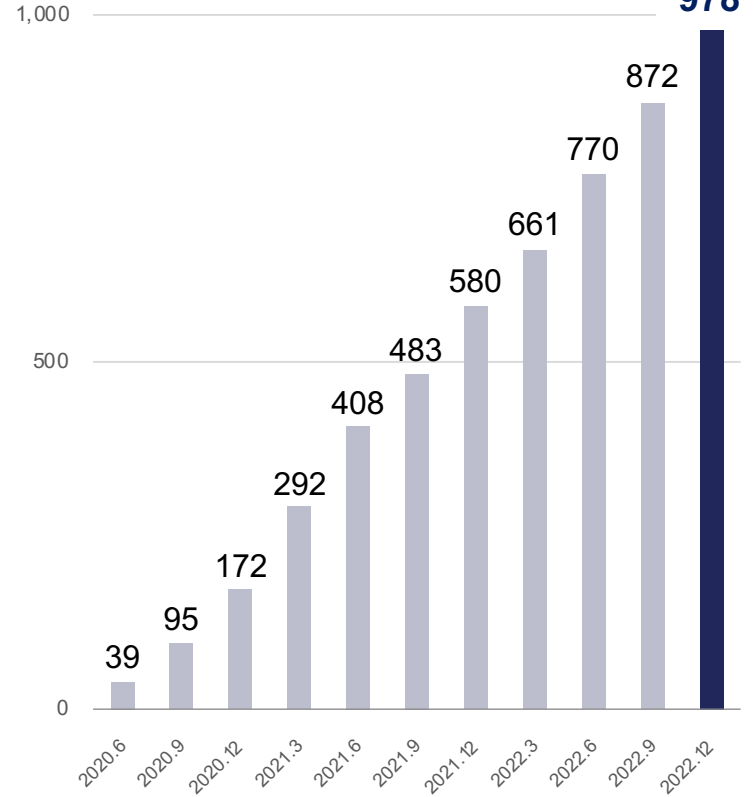
Trend of the users (monthly)

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



Number of companies that have introduced Business Lawyers Library

(No. of company)



Status of introduction of "BUSINESS LAWYERS LIBRARY"

With the spread of remote work the need "to access lawbooks both when working in the office and at home," the service is used by staff at more than 1,000 companies, mainly leading law offices and large companies, as of January 2023.

No. 1 in the industry for legal research.



From the website of "BUSINESS LAWYERS LIBRARY" <https://www.businesslawyers.jp/lib/about>

Appendix

Corporate Profile

Name	Bengo4.com, Inc.
Place	4-1-4 Roppongi, Minato-ku, Tokyo
Date of establishment	4th Jul., 2005
Representative Director	Taichiro Motoe
Number of employees	410 (as of Dec. 2022)

Board Members

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.

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

Director

Yoshikazu Tagami

Woked 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

Woked 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

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

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;

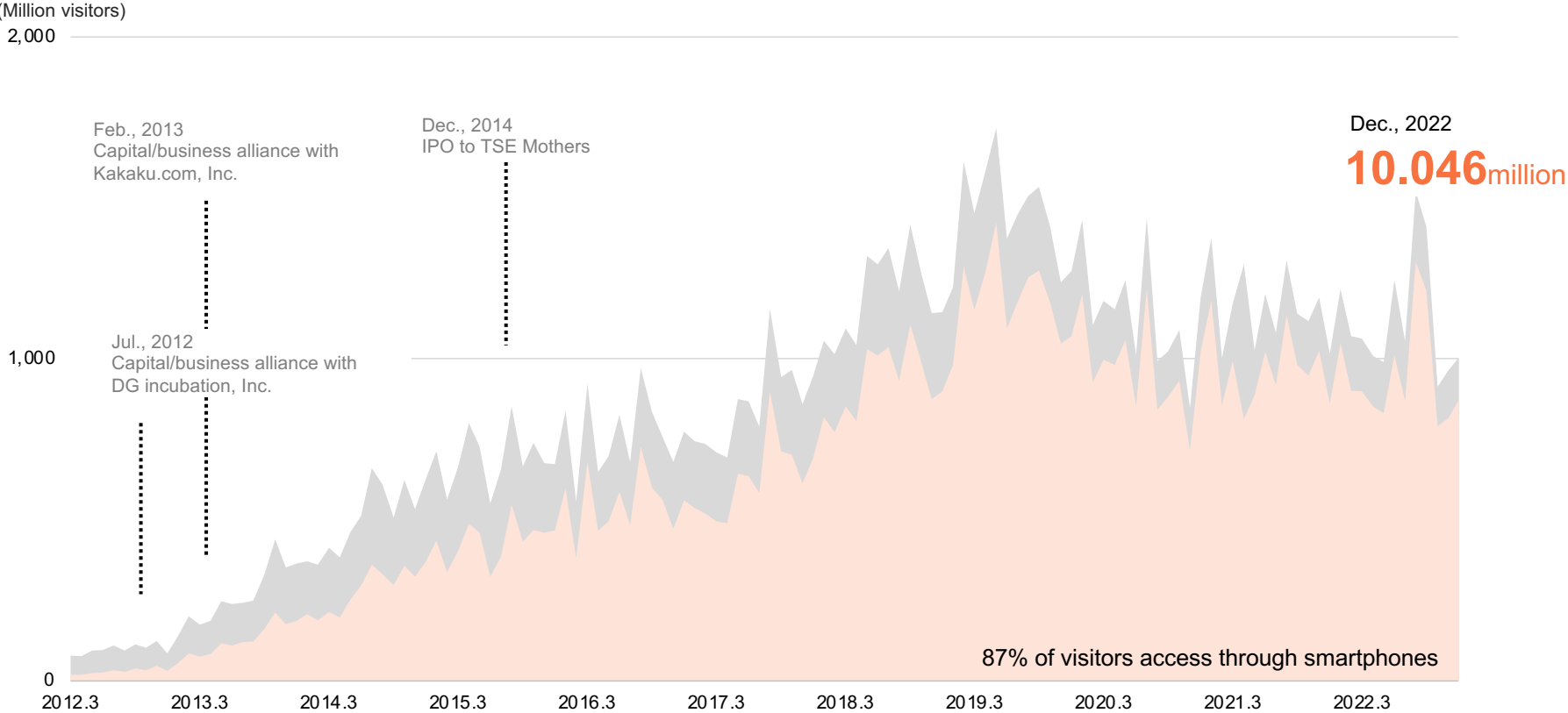
“CloudSign”, which is a contract management platform



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

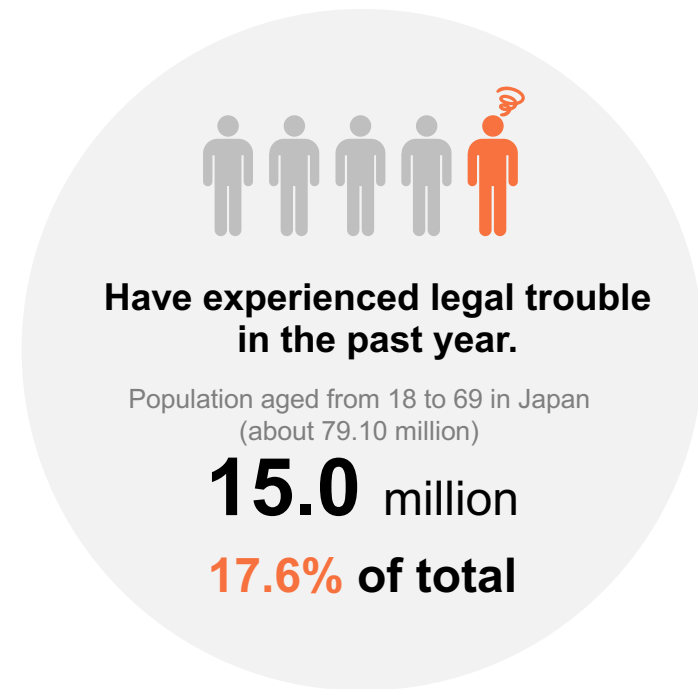
15.0 Million people had troubles / disputes over legal matters in a year

Only 25.7% of these people sought Lawyer's advices

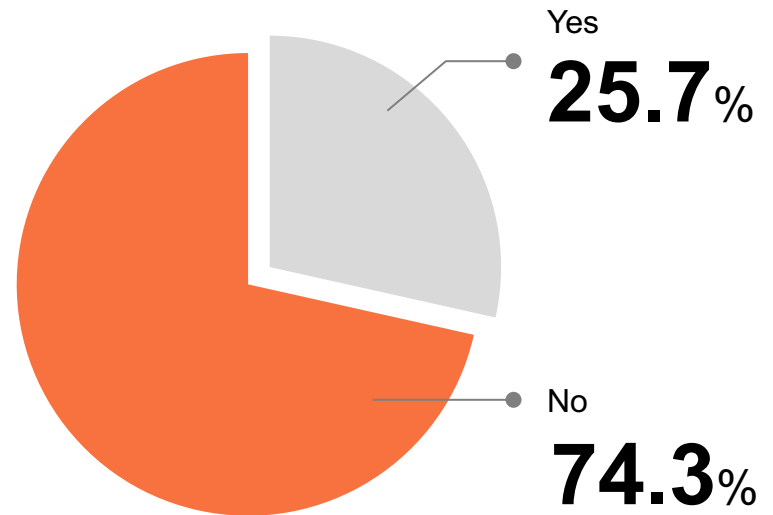
Reasons why they hesitated to ask professional's help were:

Concerns over professional fees 44.3%; / It's a too minor problem to seek professional's help 38.5%;

People who had legal disputes in a year



Sought Lawyer's help?

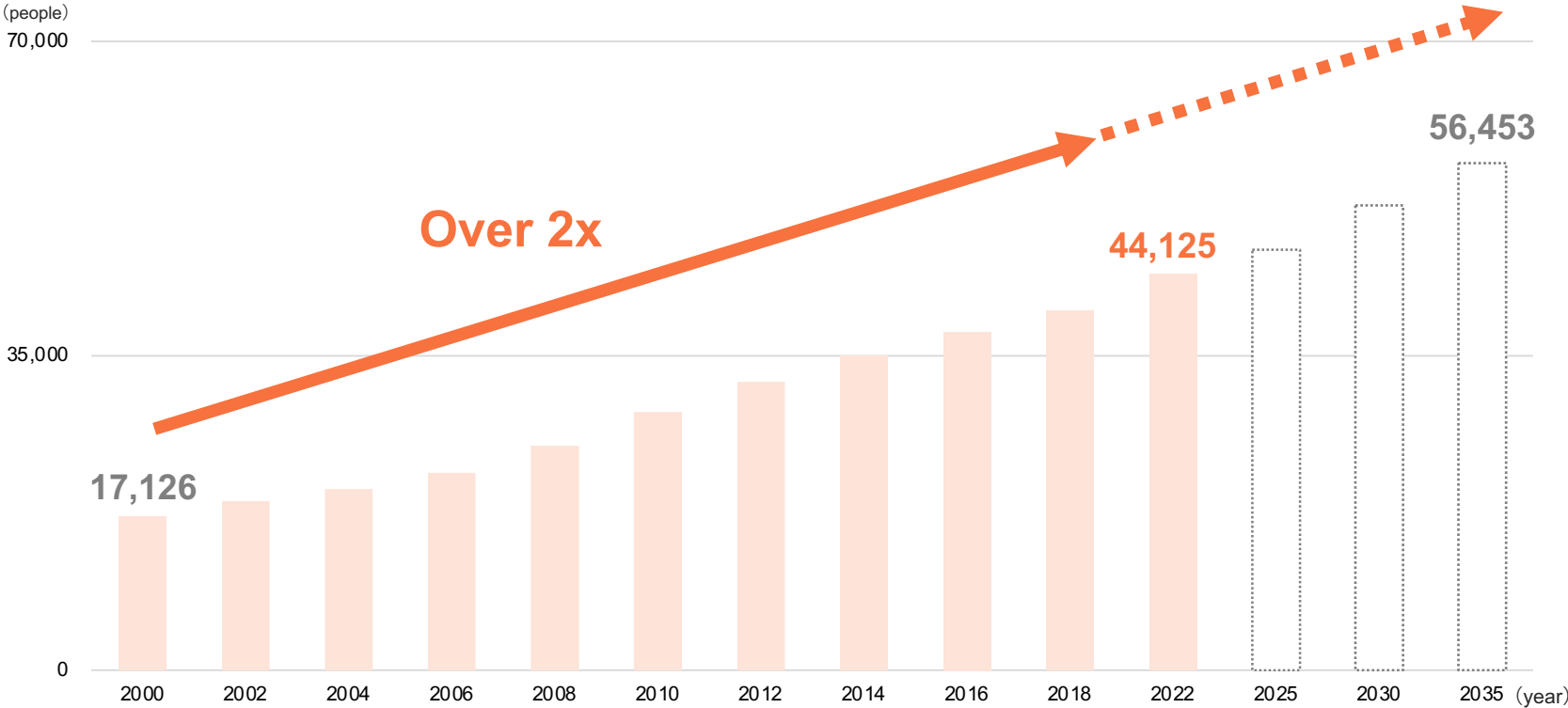


Based on the research conducted by Macromill, Inc in Dec. 2022
Target : Individuals from 18 to 69 years old, respondents of 1,200 individuals

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

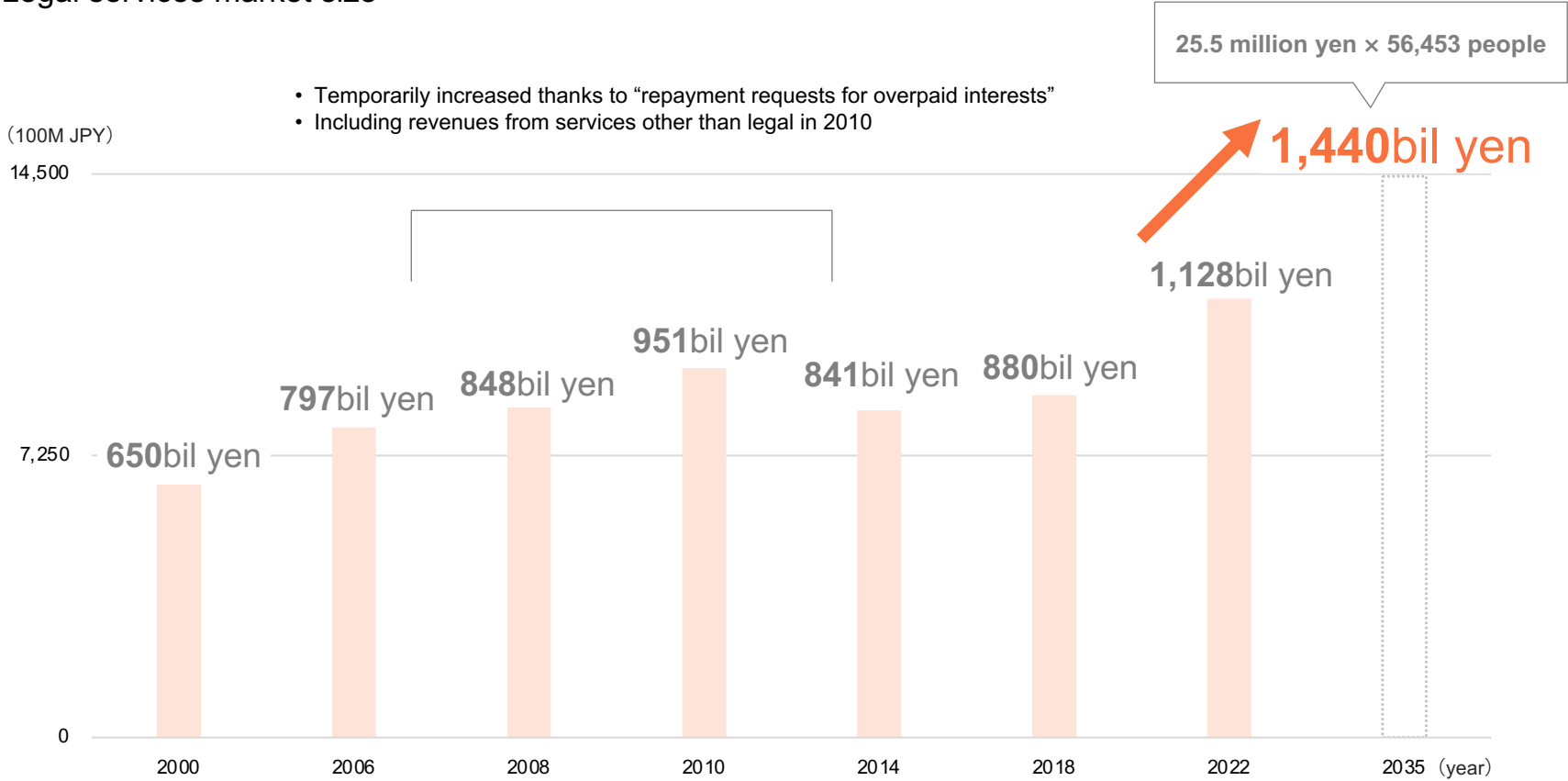


Source : Excerpted from the 2019 edition of the White Paper on Lawyers, published by the Japan Federation of Bar Associations (if the number of lawyers who have passed the bar exam is maintained at 1,500)

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.



Why Bengoshi.com?

The largest free legal consultation portal in Japan which has **10.04M** visitors/month*

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

- The outstanding database which has over **1,211k** records of consulting cases*

2. Because it has a substantial database of lawyers

- **22,431** 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 **6.97M** people visited monthly*, thanks to its distinctive positioning, “Legal × news topics”



*as of Dec. 2022

Services of Bengoshi.com provides

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

Targets	Contents provided	Benefit for users
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

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 “research support service for lawyers”

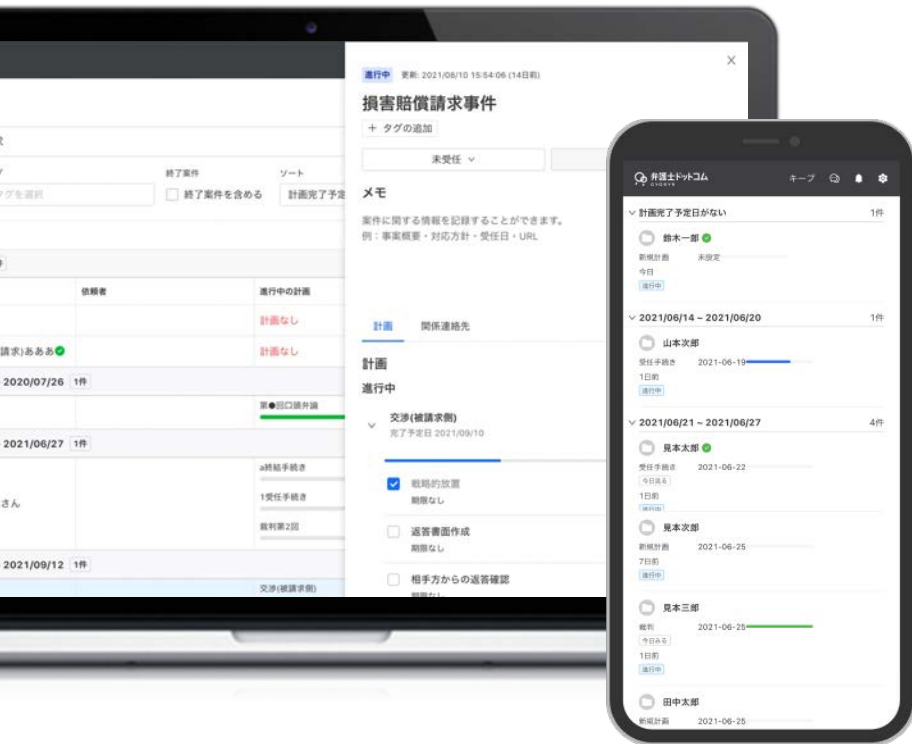


Making lawyer book research more comfortable.

- 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 1,500 books
Participating publishers	Legal publishers 29

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

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

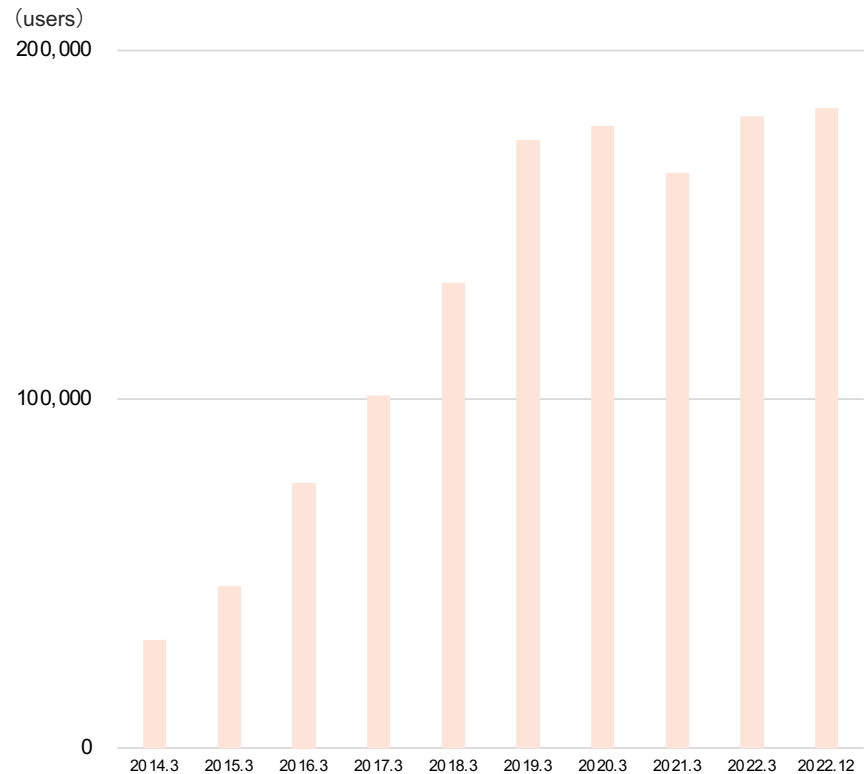
◎ ベストアンサー

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

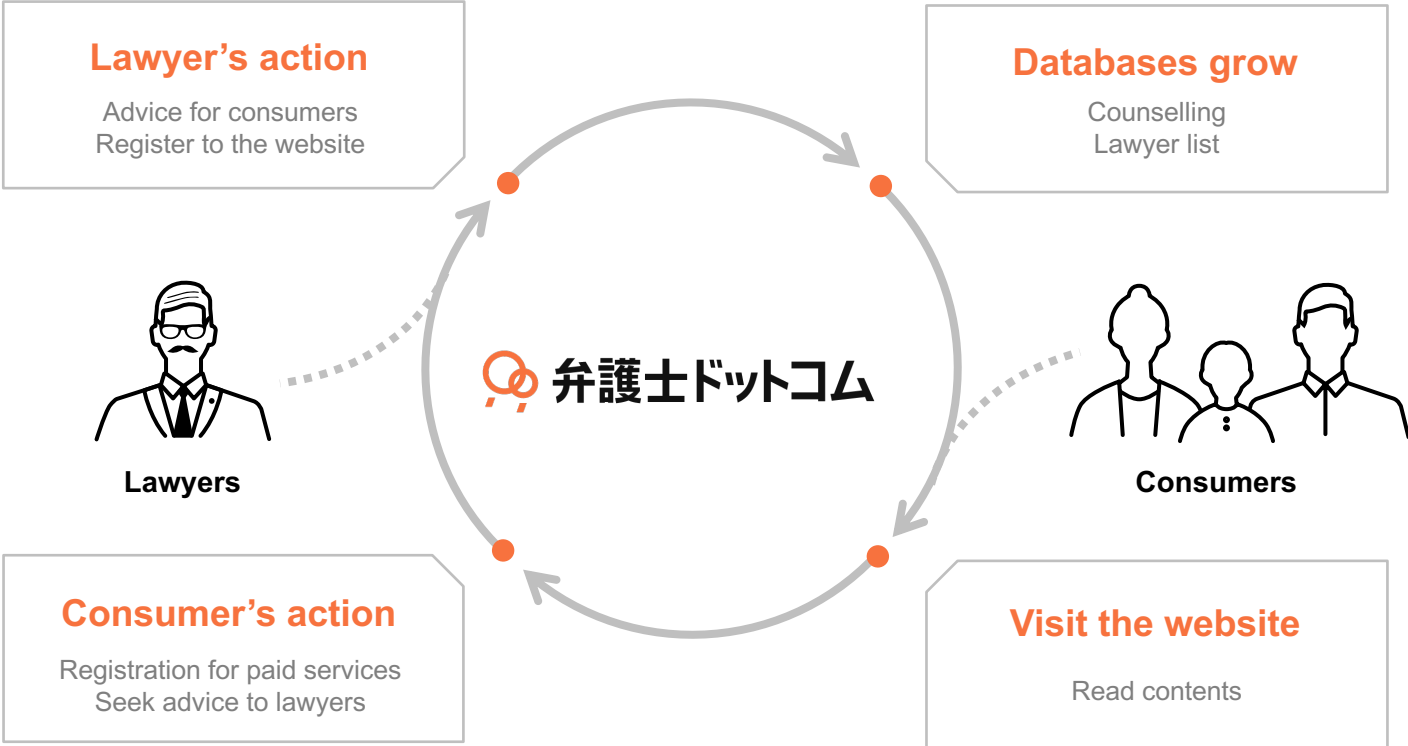
Answers by lawyers are available only for paid users

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 are article thumbnails with titles like "「他に何かあったら訴える」50代男性の過労死、会社と役員個人に賠償命令" and "「まるで拷問」コロナで深刻化する婚約者の苦悩". The main content area features a grid of articles. A red box highlights an advertisement for divorce lawyers with the text "離婚問題に注力している弁護士を探すなら" and "弁護士検索". An orange arrow labeled "Advertisements" points to this highlighted area. Below the main content, there is a footer with the Bengoshi.com logo and a brief description of the site as a legal consultation platform.

Conference

LEGAL TECH SHOW
小規模法務のDX
参加無料 4.14 wed 18:30 - ONLINE
BUSINESS LAWYERS

BUSINESS LAWYERS
Legal Innovation Conference
法務組織とキャリア
7.28 WED 12:30-
参加無料 / オンライン配信

CloudSign

Introducing CloudSign

We are investing in a new business, CloudSign

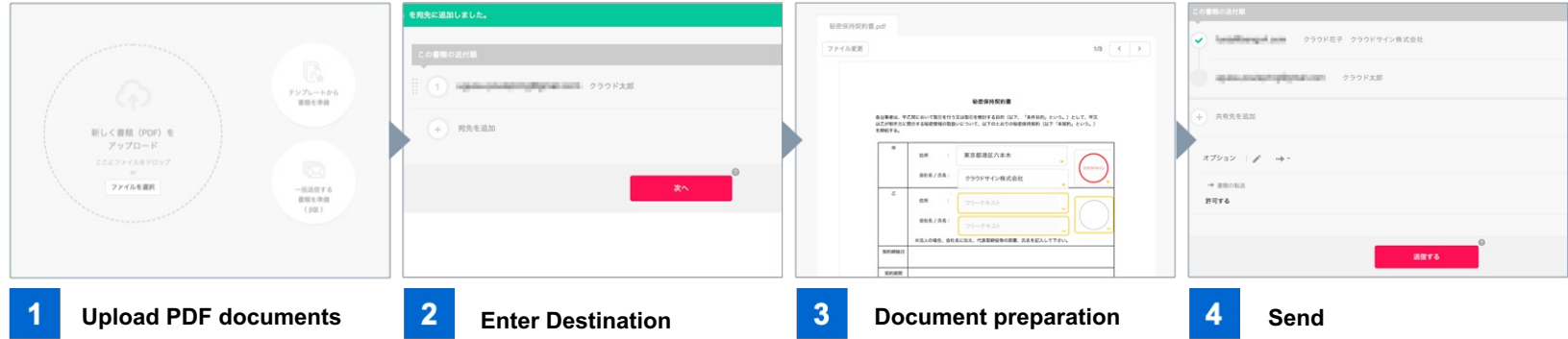
CloudSign is Japan's first web-based free-of charge cloud contracting service released in Oct 2015.



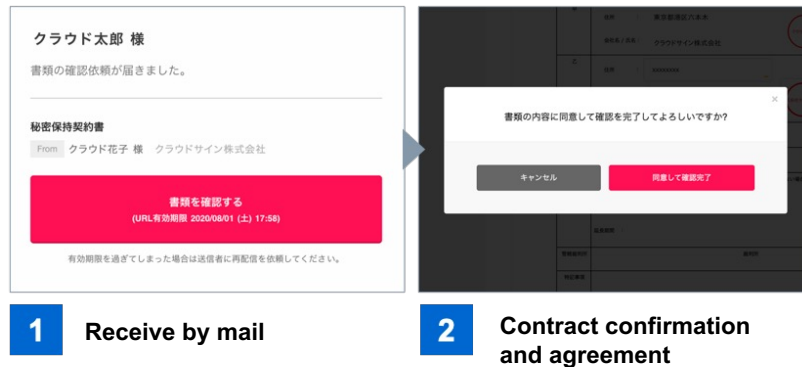
弁護士ドットコム

Usage Image

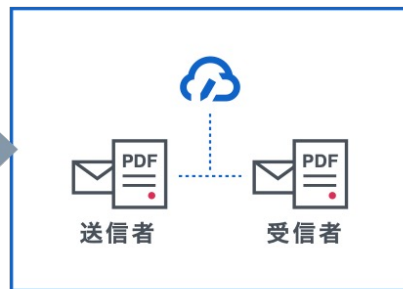
Sender



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)

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



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>Plan contents</p> <p>Number of users : 1 user</p> <p>Number of contracts : 5</p>	<p>Plan contents</p> <p>Number of users : Unlimited</p> <p>Number of contracts : Unlimited</p>	<p>Plan contents</p> <p>Number of users : Unlimited</p> <p>Number of contracts : Unlimited</p>	<p>Plan contents</p> <p>Number of users : Unlimited</p> <p>Number of contracts : Unlimited</p>
<p>Features</p> <ul style="list-style-type: none"> · Sending, storage and search of contracts · Two-factor authentication 	<p>Features</p> <ul style="list-style-type: none"> · Functions featured by the Free plan · Collective creation and sending of documents · Provision of document templates · Alerts · Conclusion of contracts in English and/or Chinese. · AI contract management 	<p>Features</p> <ul style="list-style-type: none"> · Functions featured by the Light plan · Creation of audit logs · Paper document importing · Web API function · Recipient Authentication 	<p>Features</p> <ul style="list-style-type: none"> · Functions featured by the Corporate plan · Restriction of contract approvers · Restriction of internal users · IP address-based restriction of accesses · Provision of the Single Sign On functionality · Multi-department management · Smart Cabinet · Provision of support by telephone

※ 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

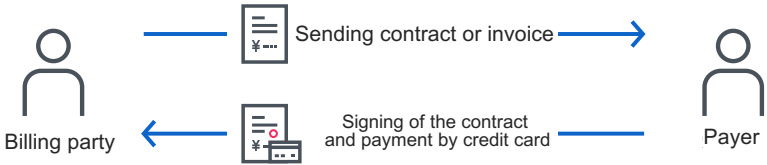
It handles the process from scanning contract documents to storing documents and entering document information into CloudSign.

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.