

# 弁護士ドットコム

## FY3/2023 Results

May 12, 2023

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# FY3/2023 Results

# Topics for FY3/2023

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Net sales increased 26.7% YoY. Net profit rose 2.2% YoY.

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<b>Net Sales</b>	<b>8,710</b>	Mil. JPY	—	<b>+ 26.7</b> % (YoY)
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<b>EBITDA</b>	<b>1,378</b>	Mil. JPY	—	<b>+ 1.6</b> % (YoY)
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<b>Operating Profit</b>	<b>1,090</b>	Mil. JPY	—	<b>- 4.3</b> % (YoY)
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<b>Ordinary Profit</b>	<b>1,103</b>	Mil. JPY	—	<b>- 4.0</b> % (YoY)
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<b>Net Profit</b>	<b>717</b>	Mil. JPY	—	<b>+ 2.2</b> % (YoY)
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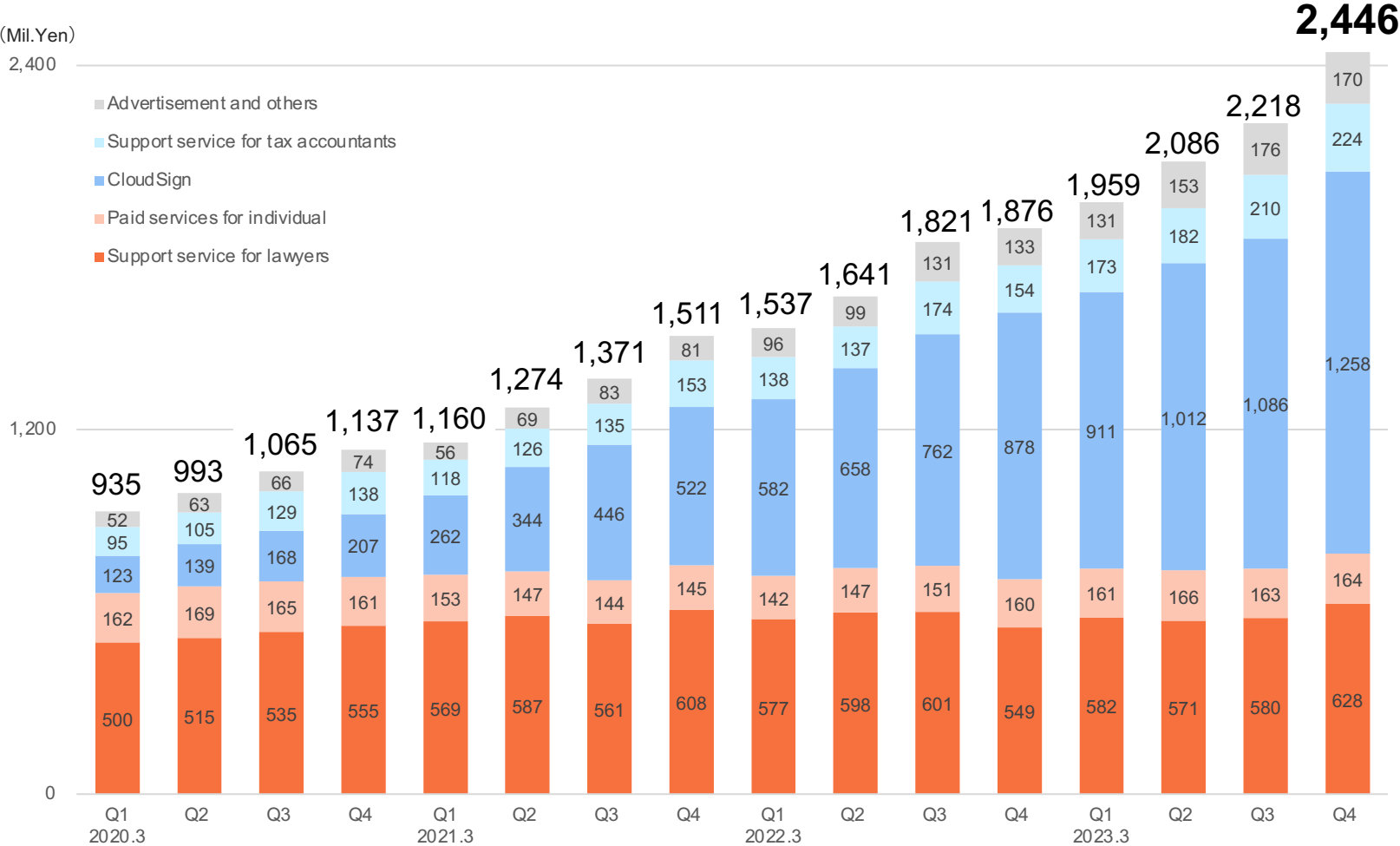
\* EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization + Stock-based compensation expense

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# Quarterly trend of Net Sales

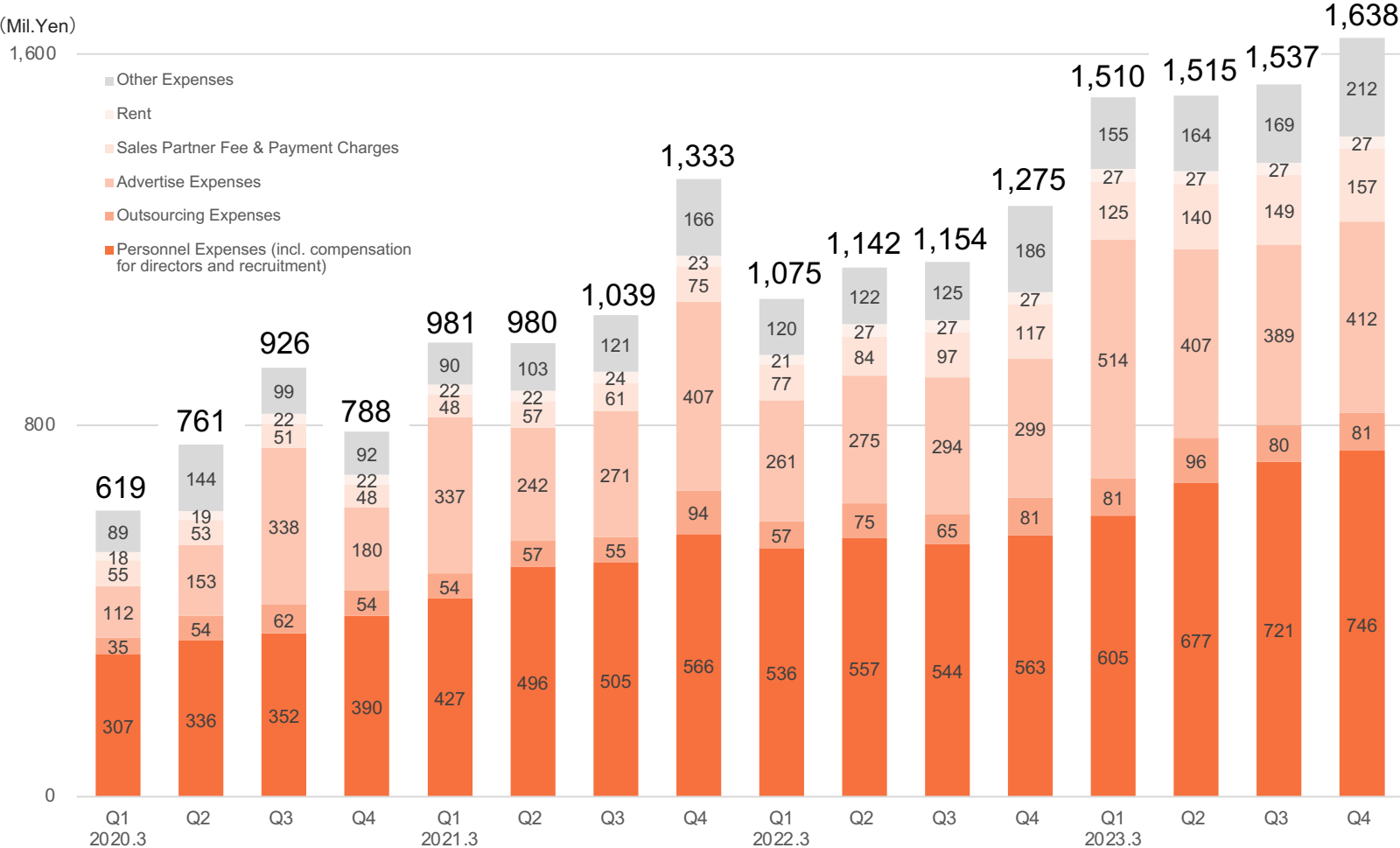
In Q4, the QoQ increase in net sales was the highest ever for a quarter.

Net sales in each major business hit a record high.



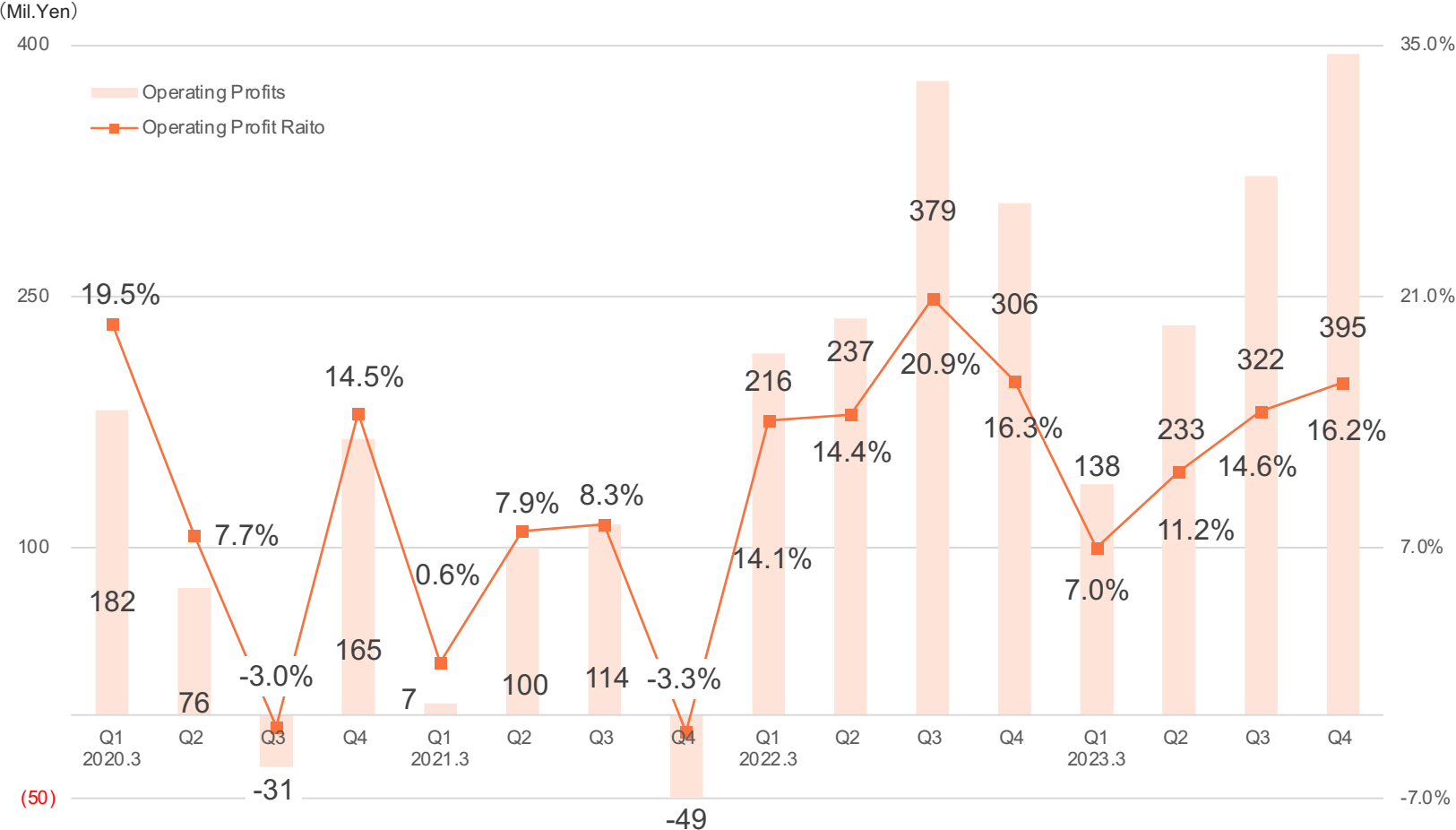
# Quarterly trend of SGA

In Q4, progress was made in recruitment as planned, and personnel expenses increased.



# Quarterly trend of Operating Profits

In Q4, operating profit stood at 395 million yen, a record high.  
EBITDA was 475 million yen.



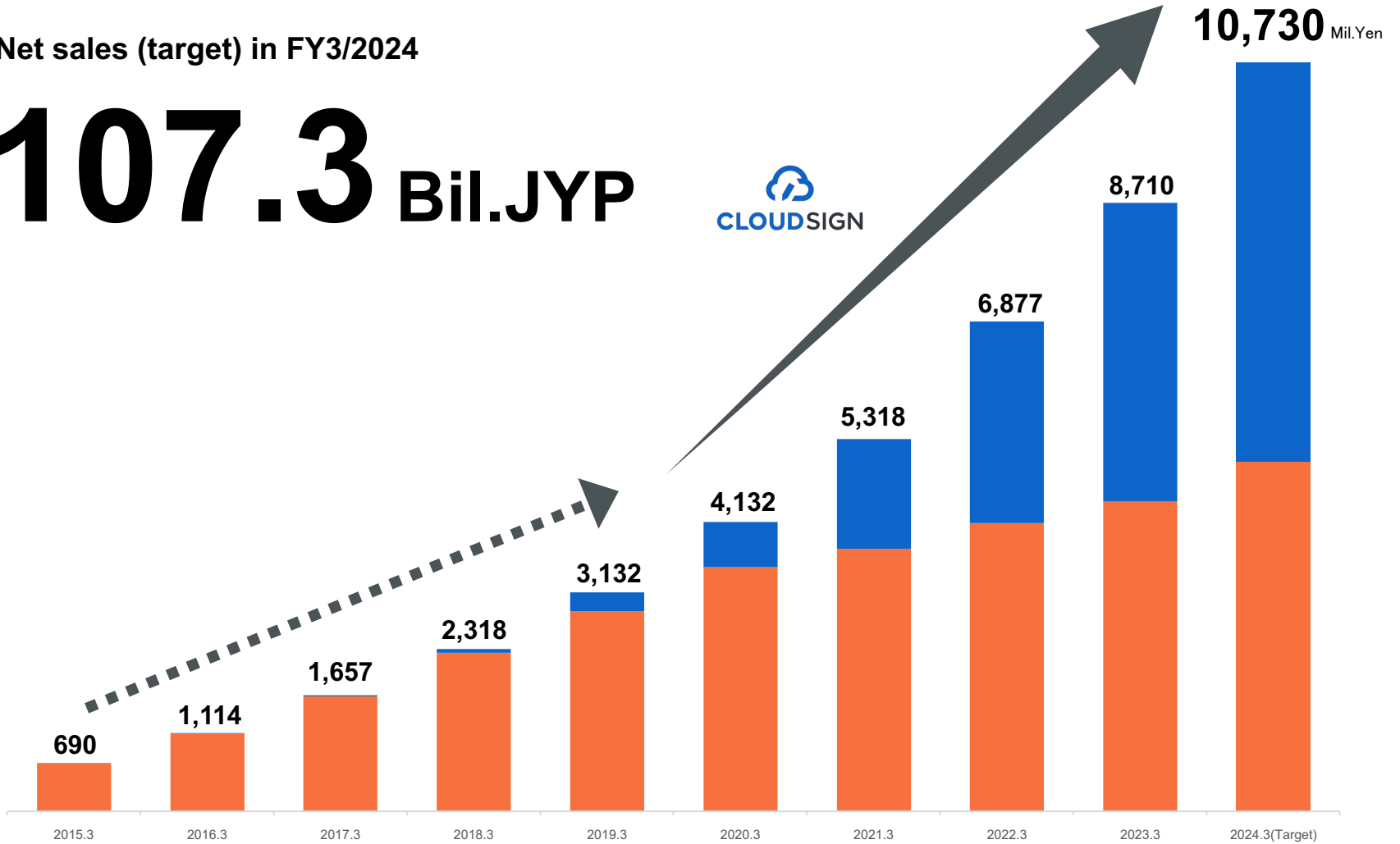
**FY3/2024**



# Trends in Net Sales and Plan for FY3/2024

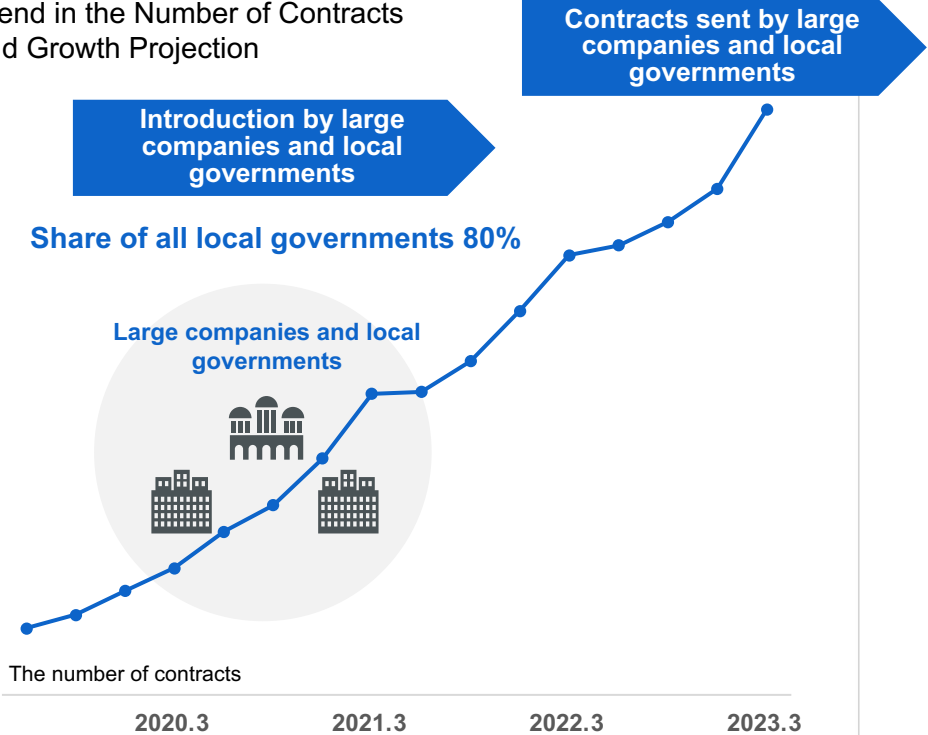
Net sales (target) in FY3/2024

# 107.3 Bil.JYP



# The number of contracts sent increased steadily.

Trend in the Number of Contracts and Growth Projection



To a society where all contracts are electronic contracts

### Social background

With an increase in economic activity, the number of contracts sent has been on the rise since Q4. The government's digital government initiative is also a boost.

### Bengo4.com's initiative

Bengo4.com has built an account executive system, and the number of contracts sent has increased at certain large companies.

## Unprecedented large-scale initiatives planned

※Quoted from <https://www.smbc-cloudsign.co.jp/>

SMBC

SMBCグループ

SMBCクラウドサイン

TOP 料金プラン・機能 導入事例 お知らせ お問い合わせ ログイン 資料請求

### 紙より速くてセキュアな契約が ビジネスを変える

日本の法律に特化した弁護士監修の電子契約サービス

**新機能**  
AI契約書管理 リリース!

契約書管理の  
効率化・高度化を実現

業務委託基本契約書

貴社様は、本契約書にて締結した下記契約の業務委託契約の契約者、以下のとおり業務委託契約の契約者として、「業務委託契約」を締結する。

契約者	名称	住所
受託者	「株式会社 〇〇〇」(住所 東京都〇〇区〇〇番地)	東京都〇〇区〇〇番地
委託者	「株式会社 〇〇〇〇」(住所 東京都〇〇区〇〇番地)	東京都〇〇区〇〇番地
受託者	「株式会社 〇〇〇」(住所 東京都〇〇区〇〇番地)	東京都〇〇区〇〇番地
委託者	「SMBCクラウドサイン株式会社」(住所 東京都〇〇区〇〇番地)	東京都〇〇区〇〇番地

第1条 (契約の目的)

1. 本契約は、委託者が本契約の目的とする業務を委託者に委託し、委託者が当該業務を完了するに際して、当該業務の履行の過程で発生する業務上の一切の責任を負担することを目的とする。

2. 委託者は、本契約の締結、履行を前提として、当該業務の履行の過程で、委託者の業務上の秘密を委託者に開示する。

第2条 (業務の範囲)

1. 委託者は、本契約の締結を前提として、本契約の目的とする業務の範囲を、本契約の締結後に、委託者に開示する。

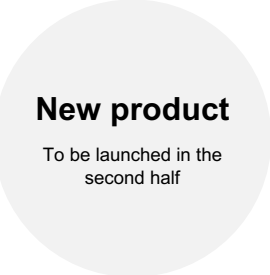
第3条 (業務の履行)

1. 委託者は、本契約の締結を前提として、本契約の目的とする業務の履行の過程で、委託者の業務上の秘密を委託者に開示する。

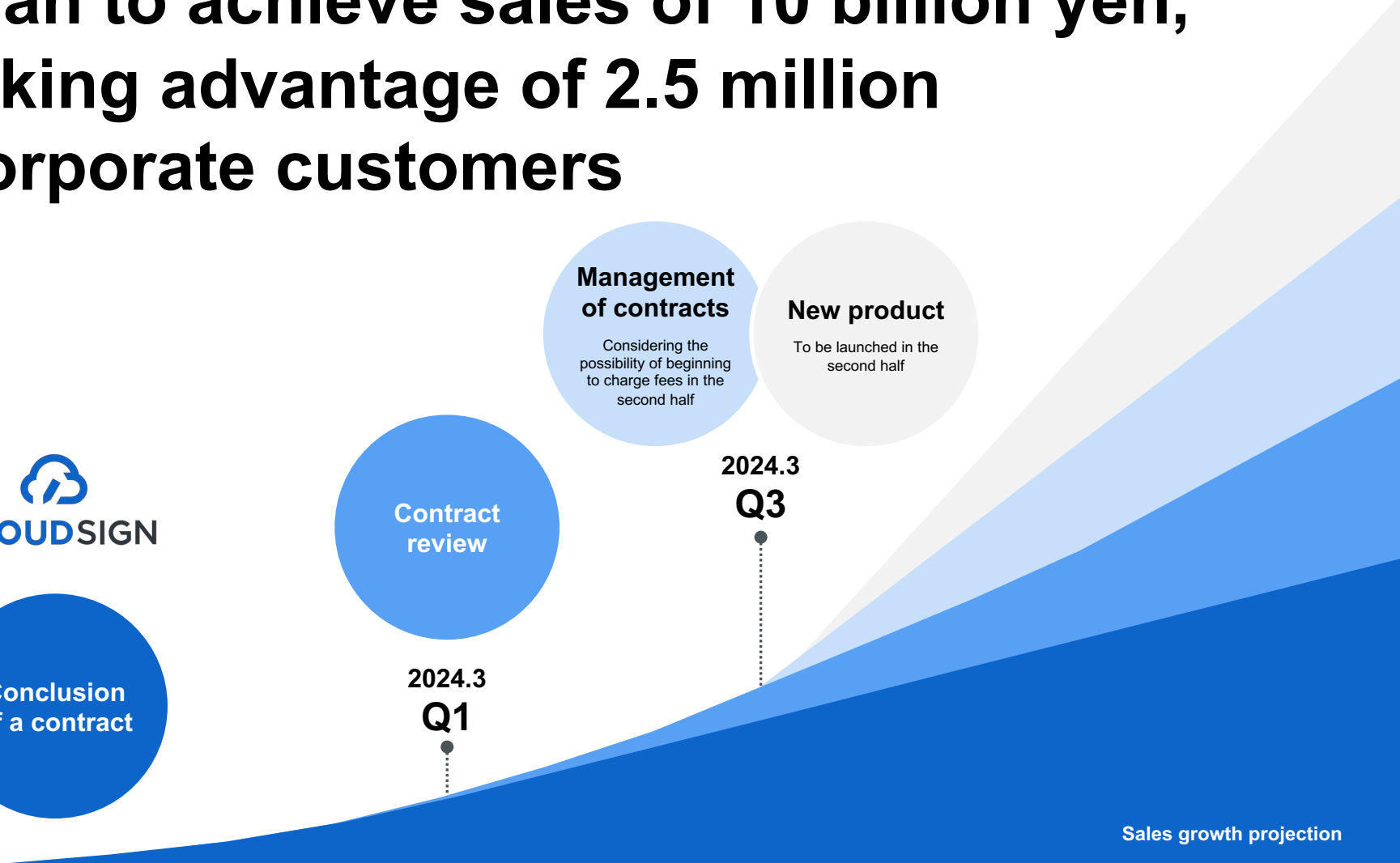
## Plan to achieve sales of 10 billion yen, taking advantage of 2.5 million corporate customers



2024.3  
Q1



2024.3  
Q3

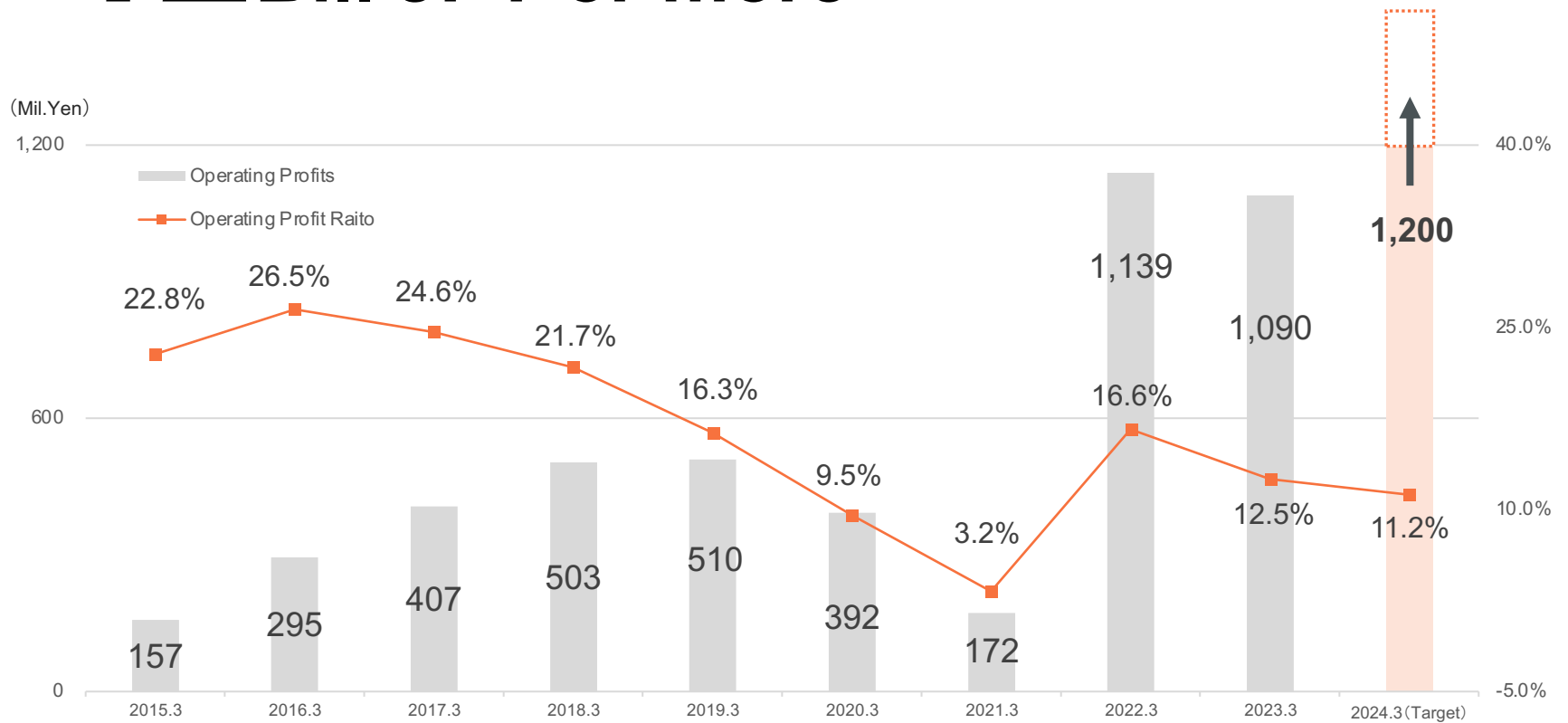


Sales growth projection

# Trends in Operating Profit and Plan for FY3/2024

Operating profit (target) in FY3/2024

# 12 Bil. JPY or more



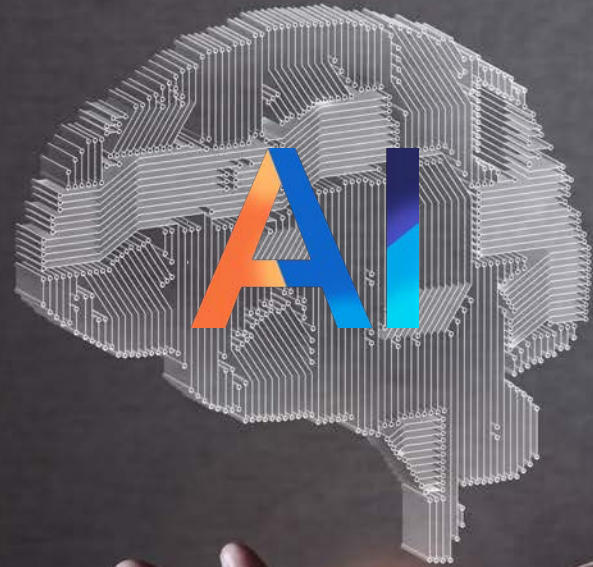
# Medium-to-Long-Term Vision

# Increasing needs for lawyers

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- ✓ **Defamation and copyright infringement on the Internet in digital society**
- ✓ **Inheritance trouble in an aging society**
- ✓ **Stronger corporate governance**
- ✓ **New, post-COVID-19 legal disputes**

# Legal Brain initiative

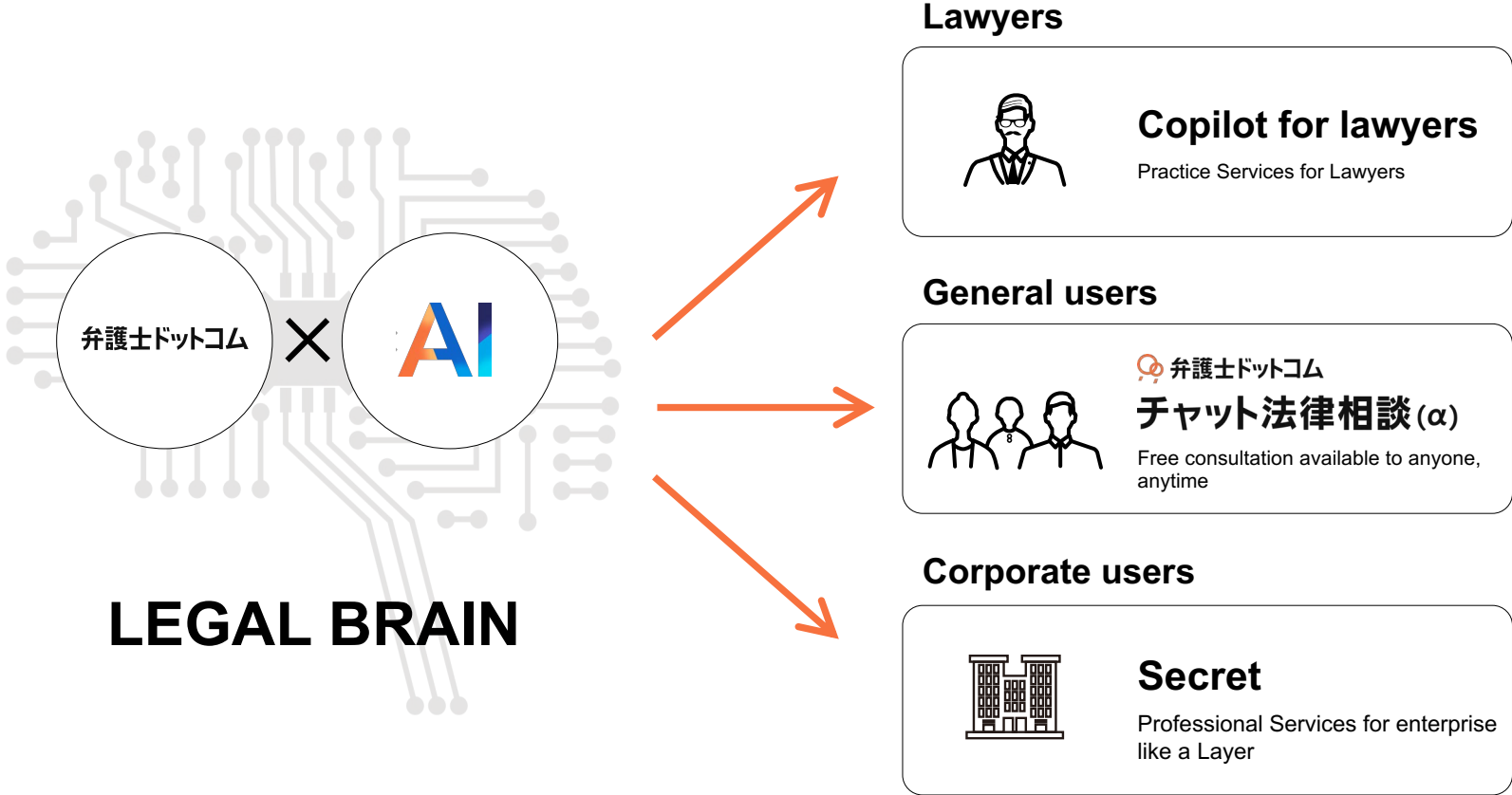


● Our original database

\*Bengo4.com made available Japan's first judge database on April 24.



# Providing Legal Brain to lawyers and any other users



# Development of Japan's first judge database

裁判官を身近に、  
司法をもっと身近に。

## 裁判官データベース

### 弁護士 太郎

肩書1 東京地方裁判所判事  
肩書2 情報がありません  
司法修習期 50期  
出身大学 情報がありません

#### コメントをする

① 裁判官の評価については、ポジティブなもの、ネガティブなものともに歓迎いたします。なお、登録規約違反等の投稿がなされた場合、弁護士ドットコムが対応することがあります。

コメント本文

本文を書く

入力できる文字数 | 残り10000文字

#### コメント一覧 | 2件

2023年04月25日

要件事実への理解が深く、判決もロジカルなので、頼りになる。事件が配属されるように日々願っている。

2023年04月25日

良くも悪くも質問が鋭い。無理筋の事件では当たりたくないが、勝ち筋の事件では当たりたい。

#### 経歴

2020年4月 大阪地方裁判所判事

2017年4月 宇都宮地方裁判所判事

#### 担当事件

情報がありません

# Professional Tech Lab established



## PROFESSIONAL TECH LAB

法律相談をはじめ、リサーチや契約にAIを活用

弁護士ドットコム

AI  
GPT4/  
LaMDA  
etc.



8:40



別居中の夫と正式に離婚したい。  
どう手続きを進めればよいのか



AIの回答



離婚の手続きの流れは、いくつかの  
ステップがあります。

【離婚の流れ1】協議離婚の準備

1. 離婚の理由を明らかにする
2. 財産分与の準備をする

...




裁判

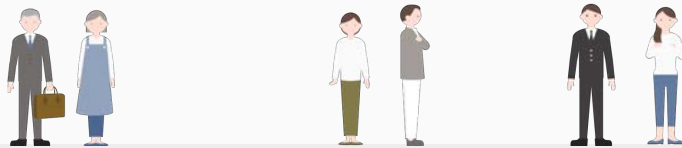
親権

チャット



# Development of Bengoshi.com chat legal consultation

 弁護士ドットコム  
チャット法律相談(α)



Business alliance with AldeaLab

# Copilot for lawyers

Development of  
paralegal services for lawyers

弁護士ドットコム



VISION

**Drive a paradigm shift for the better world.**

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MISSION

**Be the Professional-Tech Company.**

Do what only professionals can do. Contribute to society using expert knowledge and technologies.

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BUSINESS LAWYERS



# Business Overview

# **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 volatility in the number of monthly site visitors to Bengo4.com News.

## Trend of the number of visitors (monthly)

(visitors)

18,000,000

9,000,000

0

2012.3

2013.3

2014.3

2015.3

2016.3

2017.3

2018.3

2019.3

2020.3

2021.3

2022.3

2023.3

9,810k

# The number of paid users (Individual)

The number of paid individual users remained on a recovery trend and increased slightly.

## 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

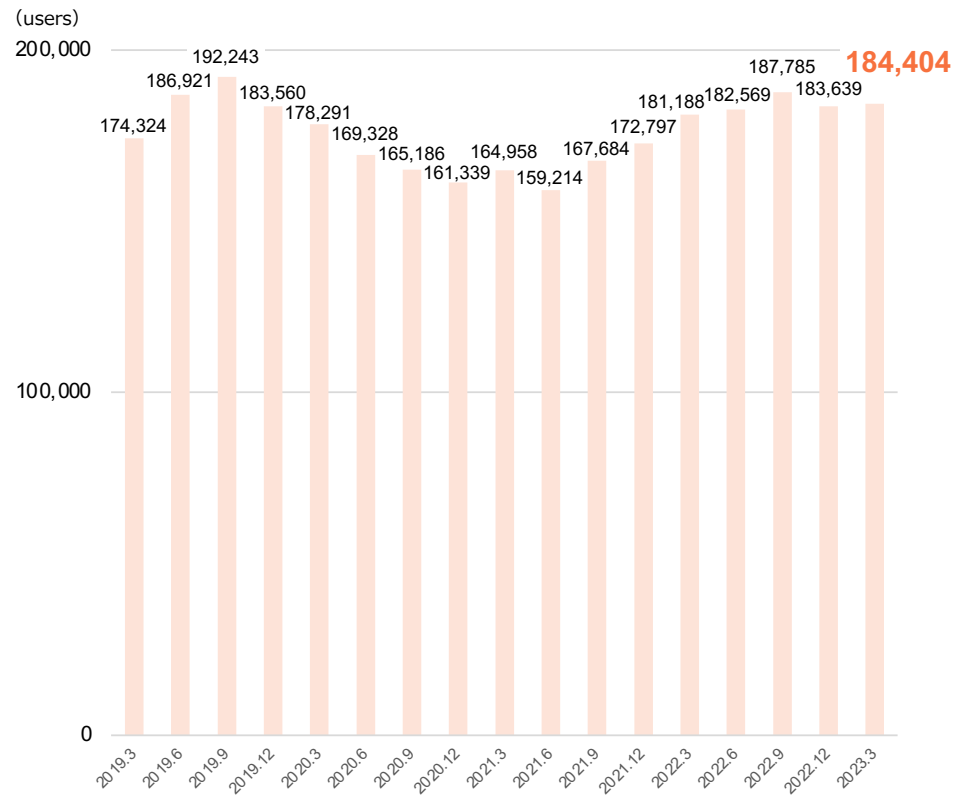
ベストアンサー

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



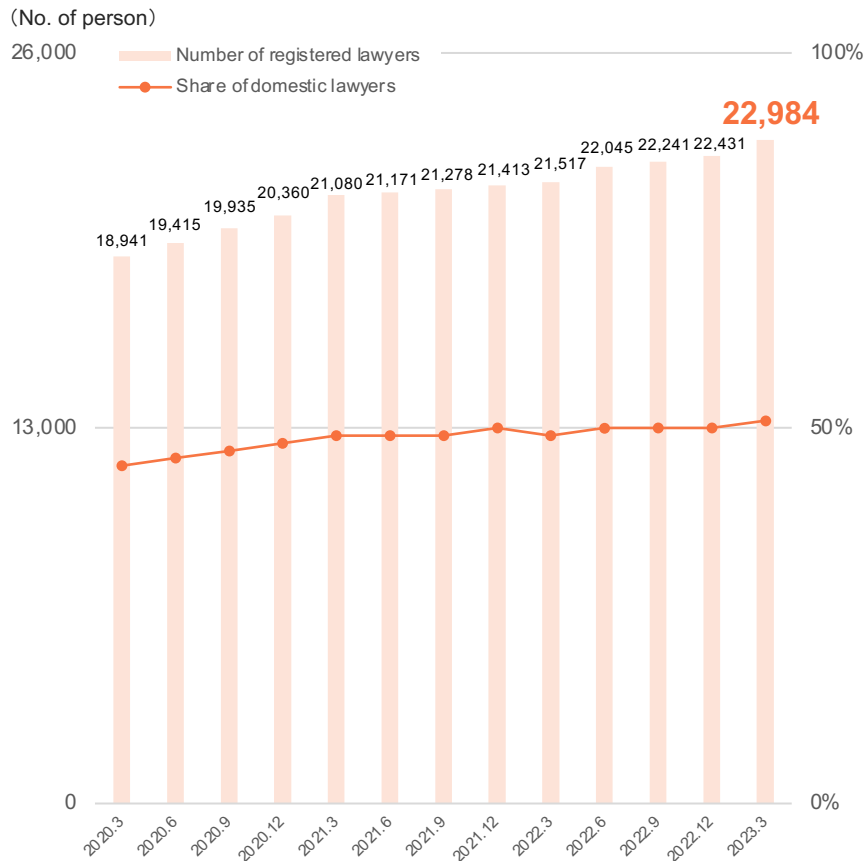
# The number of the registered lawyers

In addition to the marketing support service for lawyers, “Bengoshi.com Library,” an e-book service for lawyers, expanded steadily.

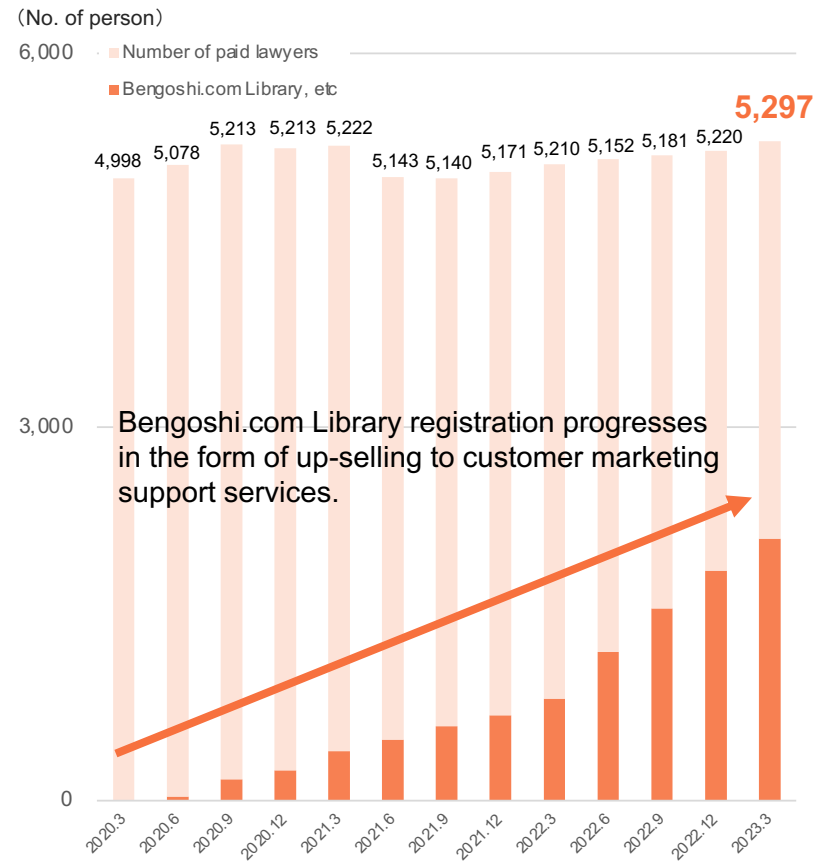
The number of paid registered layers increased to **5,297, a record high.**



## Trend of the number of registered lawyers



## Trend of the number of paid lawyers



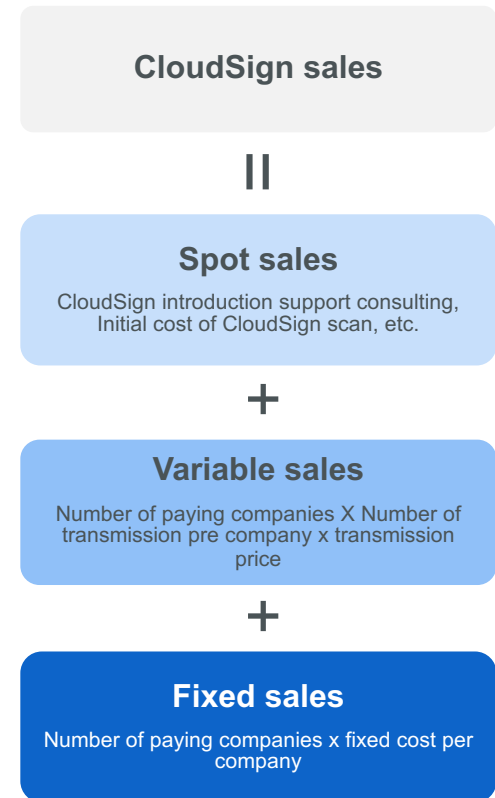
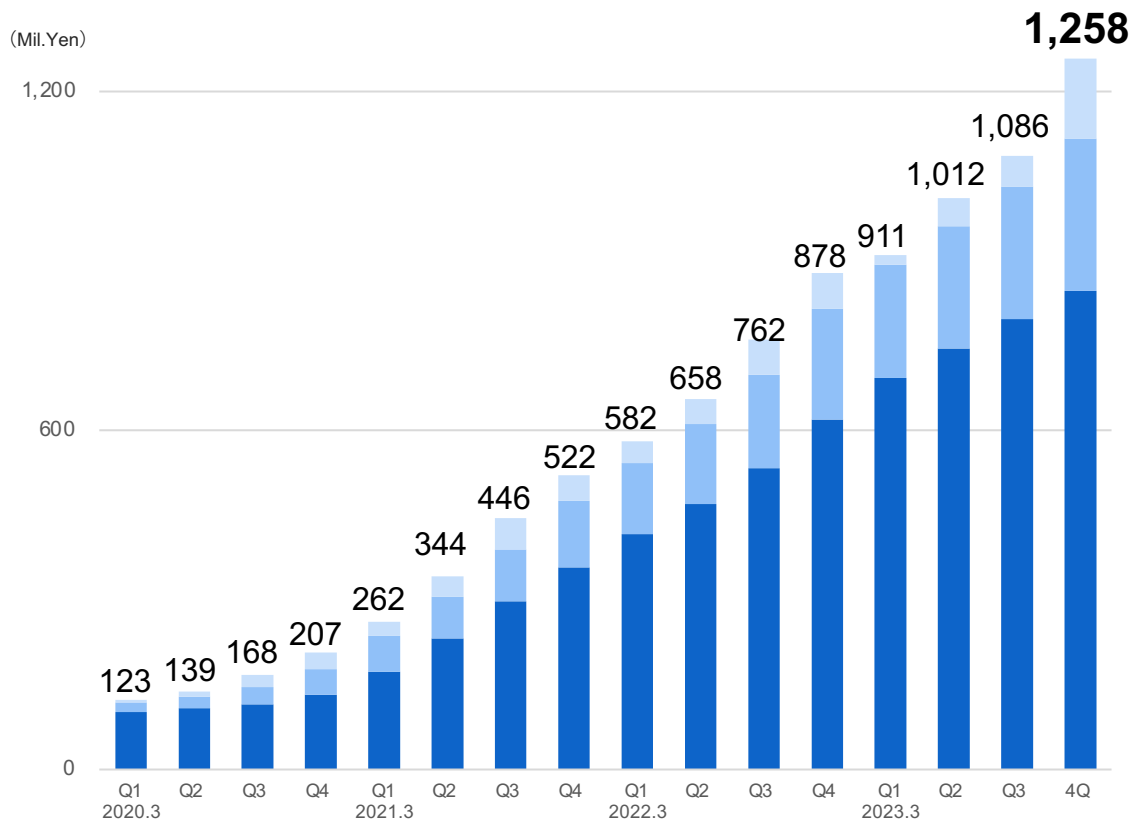
# CloudSign

# Trend in net sales

Fixed sales, variable sales and spot sales all recorded steady increases in Q4. Spot sales rose significantly due to sales from SMBC CloudSign campaigns and large conferences held.



## Sales of CloudSign



# Trend in the number of contracts

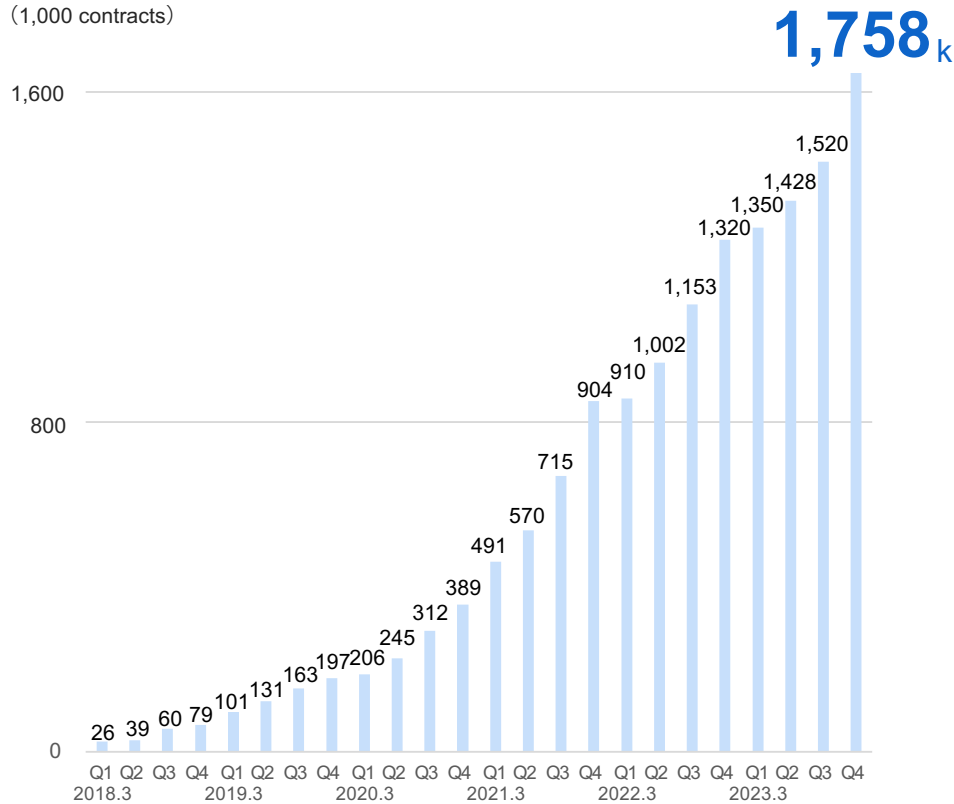
(The number of contracts sent bearing an electronic signature and a timestamp)

The number of contracts sent increased steadily. In Q4, the number exceeded 1.75 million. The QoQ increase hit a new record high.

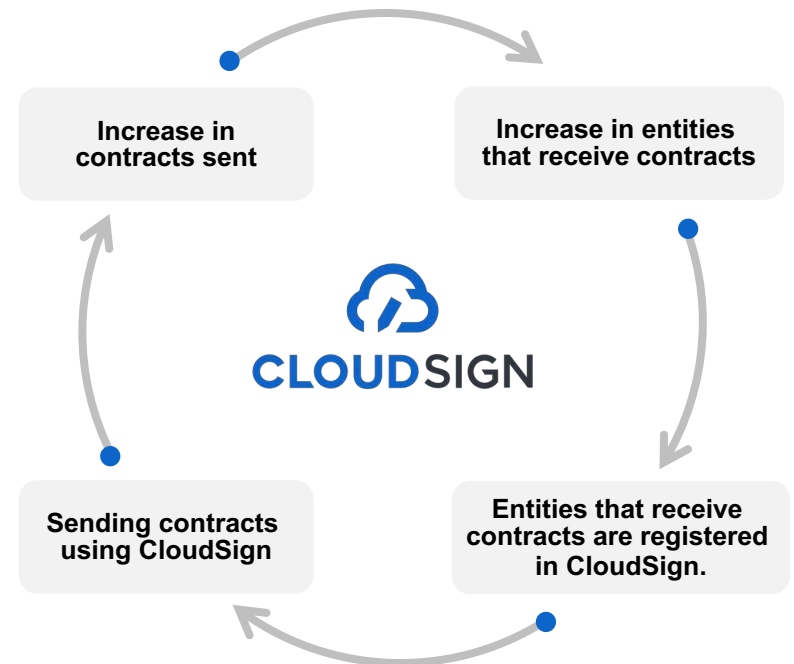
\*Electronic contracts are contracts bearing an electronic signature and a timestamp and do not include contracts with only a timestamp.

## 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. The number of companies that have introduced CloudSign exceeded **2.58 million**.

## 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.

※3 The number of companies is the number of businesses (companies or individuals) using CloudSign. If more than one person is using CloudSign at a single company, it is counted as one.

# Status of Introduction by Local Governments

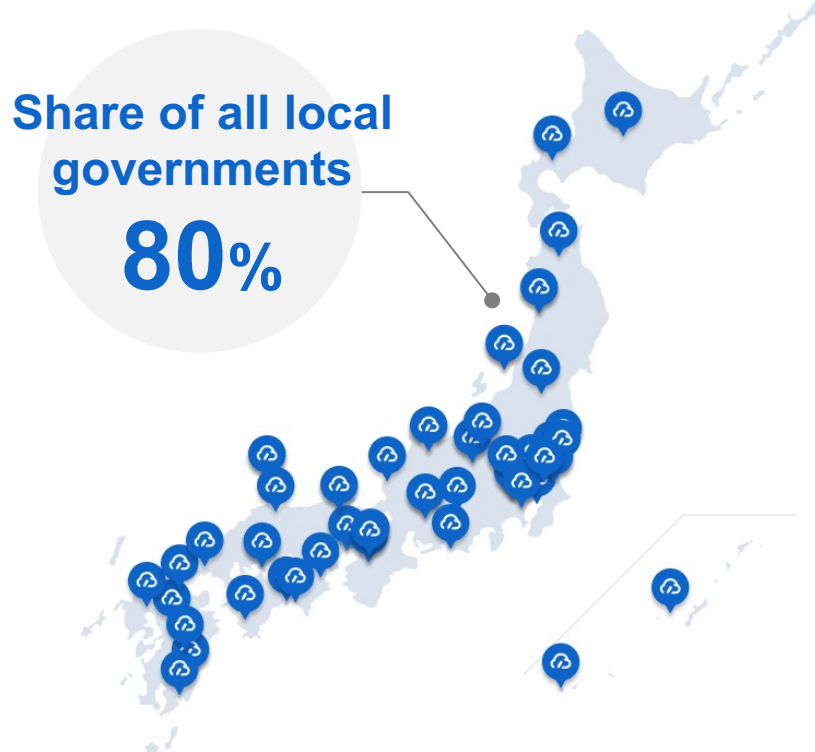


Of 119 local governments that have introduced electronic contracts, **96 local governments (80%) have introduced CloudSign.**

Multiple municipalities have decided to introduce CloudSign in Tokyo and Nagano prefecture. The market is becoming an oligopoly in many regions.

An increasing percentage of private companies and local governments are introducing CloudSign.

Local governments using CloudSign and support services \*Partial excerpt



## Prefectures

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

## Municipalities

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



# Changes in Fee Structure

The maximum monthly number of contracts in the Free plan will change from 5 to 3 on July 1, 2023.

We will increase the number of customers in the Light plan and accelerate monetization.

Free	Light	Corporate	Enterprise
Fixed fee : 0 JPY/Month Pay- per-use : 0 JPY/Month	Fixed fee : 10,000 JPY/Month Pay- per-use : 200 JPY/Sending	Fixed fee : 28,000 JPY/Month Pay- per-use : 200 JPY/Sending	Fixed fee : To be inquired Pay- per-use : 200 JPY/Sending
<b>Plan contents</b> Number of users : 1 user <b>Number of contracts : 5 → 3</b>	<b>Plan contents</b> Number of users : Unlimited Number of contracts : Unlimited	<b>Plan contents</b> Number of users : Unlimited Number of contracts : Unlimited	<b>Plan contents</b> Number of users : Unlimited Number of contracts : Unlimited
<b>Features</b> <ul style="list-style-type: none"> <li>· Sending, storage and search of contracts</li> <li>· Two-factor authentication</li> </ul>	<b>Features</b> <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>	<b>Features</b> <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>	<b>Features</b> <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>· Multi-department management</li> <li>· Smart Cabinet</li> <li>· Provision of support by telephone</li> </ul>

# **Zeirishi.com**

**(Zeirishi means tax accountant)**

Japan's largest tax consultation portal site which has **1,039k** visitors/month.

## 1. Tax Accountant introduction service

Provide introduction service by experienced tax coordinators.

They choose the best one for client from among **6,167**(※) 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.



\*The number of registered tax accountants has changed from the cumulative number of registered tax accountants to the current number of registered tax accountants.

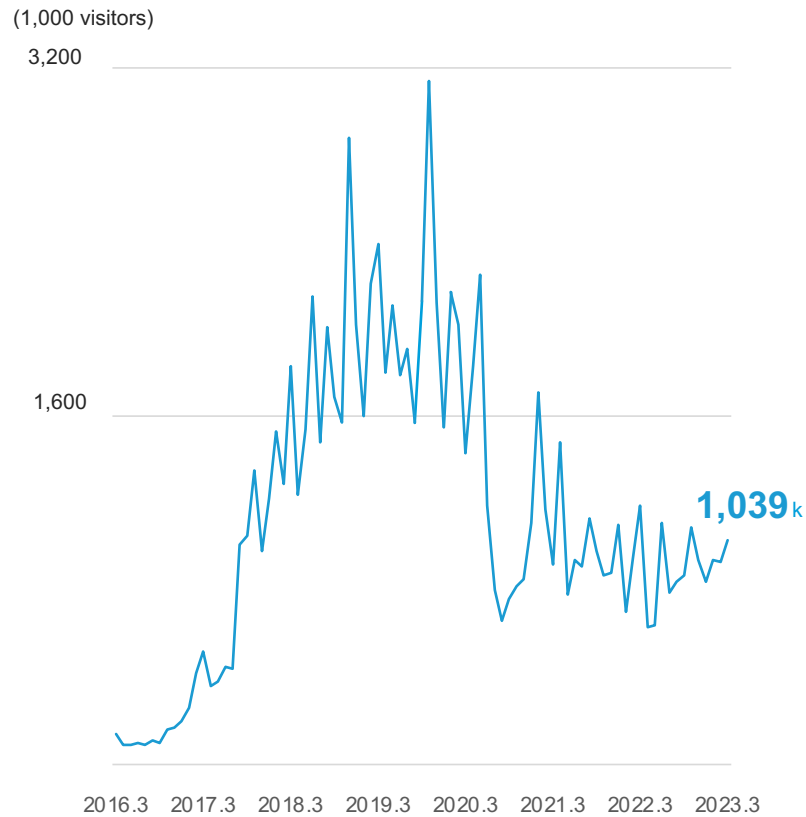
The number above is the actual number of registered tax accountants as of March 31, 2023.

as of Mar. 2023

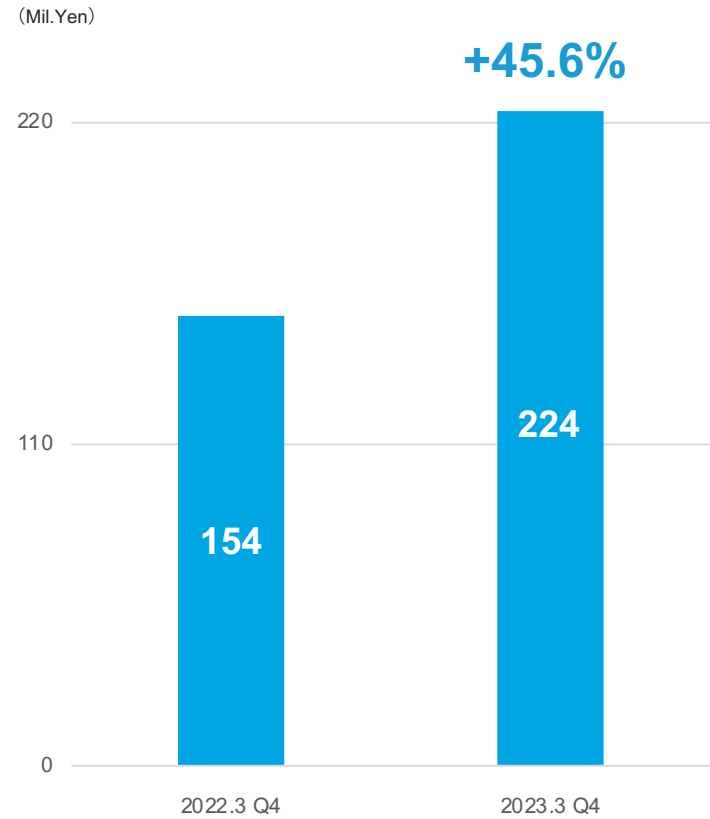
# The number of visitors and sales

Net sales grew significantly, 45.6% YoY

## 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 **486k** visitors/month.

## 1. Registered lawyers

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

**107 offices 992 lawyers**

## 2. "Business Lawyers Library"

Browse practical books online and streamline your research.

**6,300 yen per month, 1,508 books, 27 legal publishers participate.**

## 3. "Business Lawyers Compliance"

Supporting the training challenges faced by companies with online videos.



as of Mar. 2023

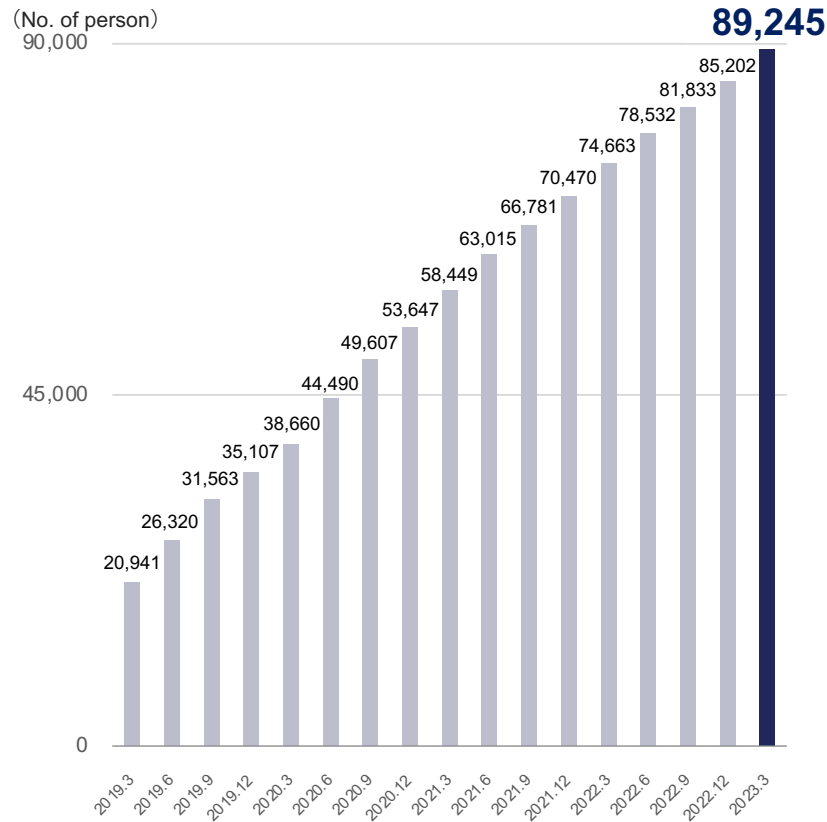
# In Business Lawyers, SaaS business begin to grow based on media business

The number of Business Lawyers users Expected to Reach 90,000.

The number of companies using "Business Lawyers Library", a service that provides access to legal books and magazines, exceeds 1,000.

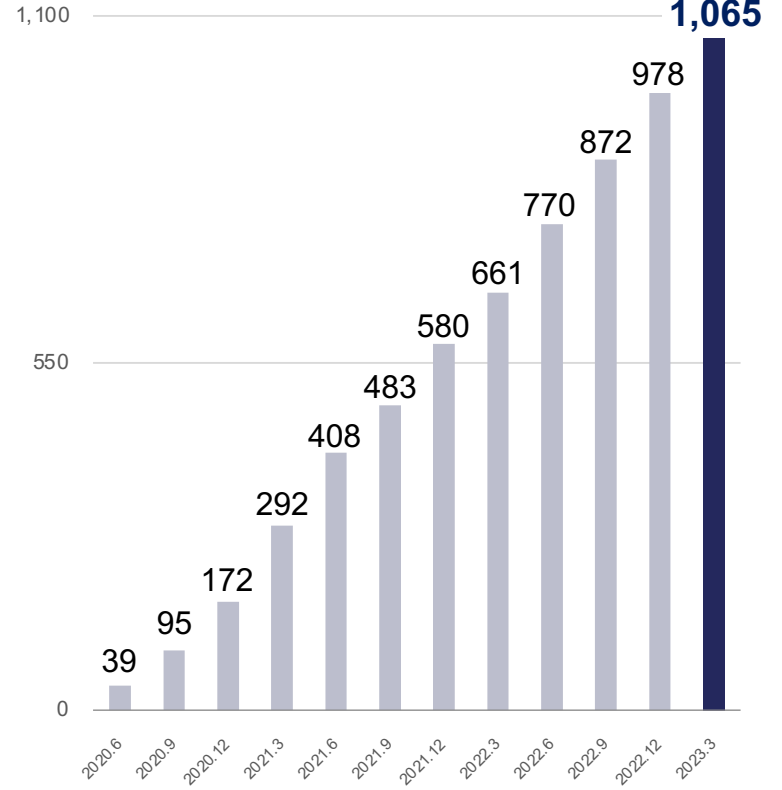
## Trend of the users (monthly)

※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)



# Appendix



## Topics for FY3/2023

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Net sales **increased 26.7%** YoY. Net profit rose 2.2% YoY.

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<b>Net Sales</b>	<b>8,710</b>	Mil. JPY	—	<b>+ 26.7</b>	% (YoY)
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<b>EBITDA</b>	<b>1,378</b>	Mil. JPY	—	<b>+ 1.6</b>	% (YoY)
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<b>Operating Profit</b>	<b>1,090</b>	Mil. JPY	—	<b>- 4.3</b>	% (YoY)
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<b>Ordinary Profit</b>	<b>1,103</b>	Mil. JPY	—	<b>- 4.0</b>	% (YoY)
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<b>Net Profit</b>	<b>717</b>	Mil. JPY	—	<b>+ 2.2</b>	% (YoY)
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\* EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization + Stock-based compensation expense

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# Summary for FY3/2023

For FY3/2023 (the fiscal year ended March 31, 2023), the only specific forecast values that were disclosed were those for net sales.

Net sales fell short of the forecast but continued to grow steadily.

(Mil.Yen)

	FY3/2023 Actual	FY3/2023 Announced Forecast	Actual /Forecast	FY3/2022 Actual	YoY Growth
Net Sales	<b>8,710</b>	8,800	-1.0%	6,877	+26.7%
CoGS	<b>1,419</b>	-	-%	1,090	+30.2%
Gross Profit	<b>7,290</b>	-	-%	5,787	+26.0%
SGA	<b>6,200</b>	-	-%	4,647	+33.4%
EBITDA	<b>1,378</b>	-	-%	1,356	+1.6%
Operating Profit	<b>1,090</b>	-	-%	1,139	-4.3%
Operating Profit Ratio	<b>12.5%</b>	-	-%	16.6%	-4.1pt
Ordinary Profit	<b>1,103</b>	-	-%	1,149	-4.0%
Net Profit	<b>717</b>	-	-%	702	+2.2%

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

# Balance Sheet

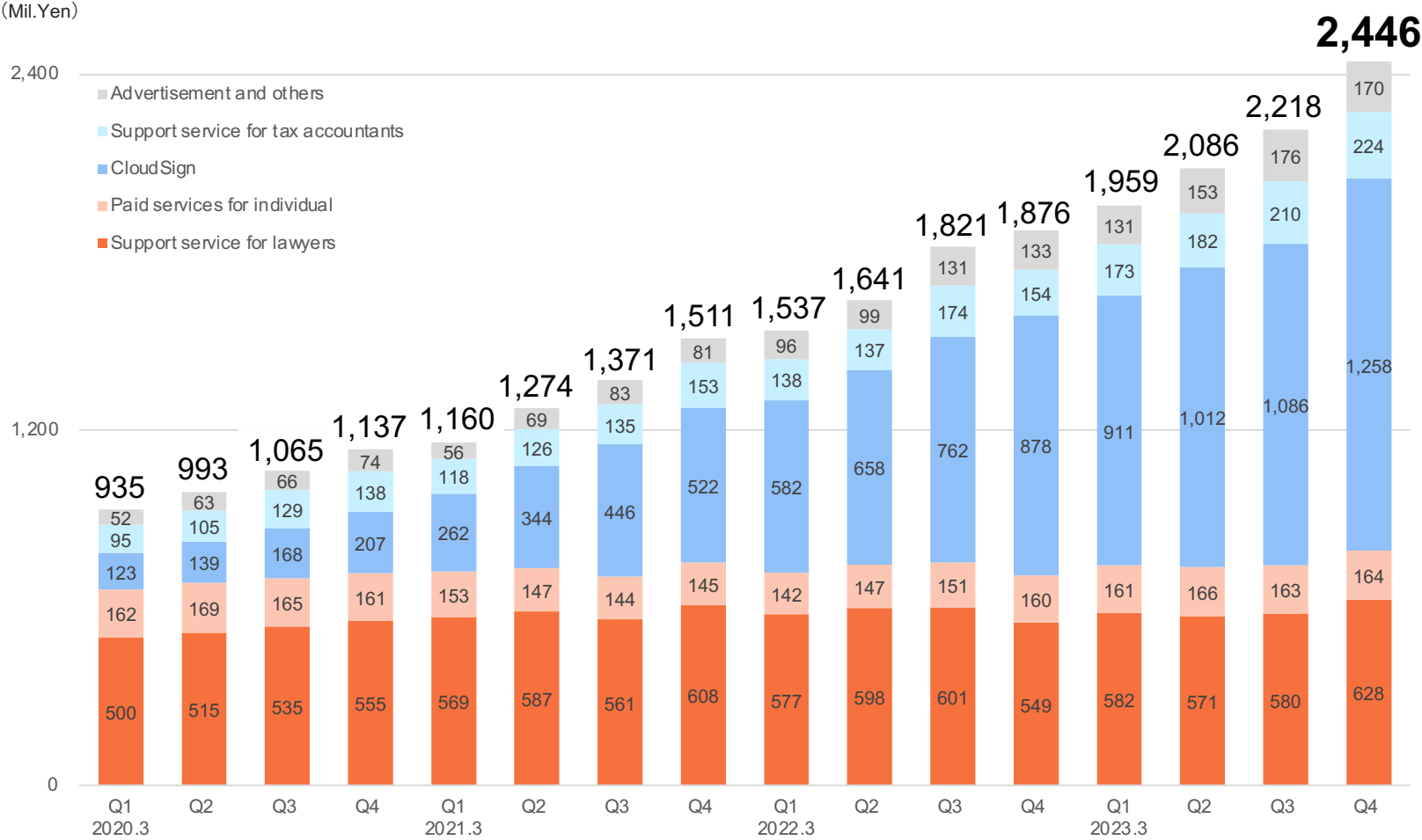
Net assets increased 768 million yen due to higher retained earnings.

	FY3/2023	FY3/2022	YoY
Current Assets	<b>3,232</b>	2,897	+334
Cash and equivalents	<b>1,646</b>	1,676	-29
Fixed Assets	<b>1,177</b>	914	+262
Total Assets	<b>4,410</b>	3,812	+597
Current Liabilities	<b>1,242</b>	1,413	-170
Fixed Liabilities	-	-	-
Net Assets	<b>3,167</b>	2,398	+768
Capital-to-Asset Ratio	<b>71.8%</b>	62.9%	+8.9pt

# Quarterly trend of Net Sales

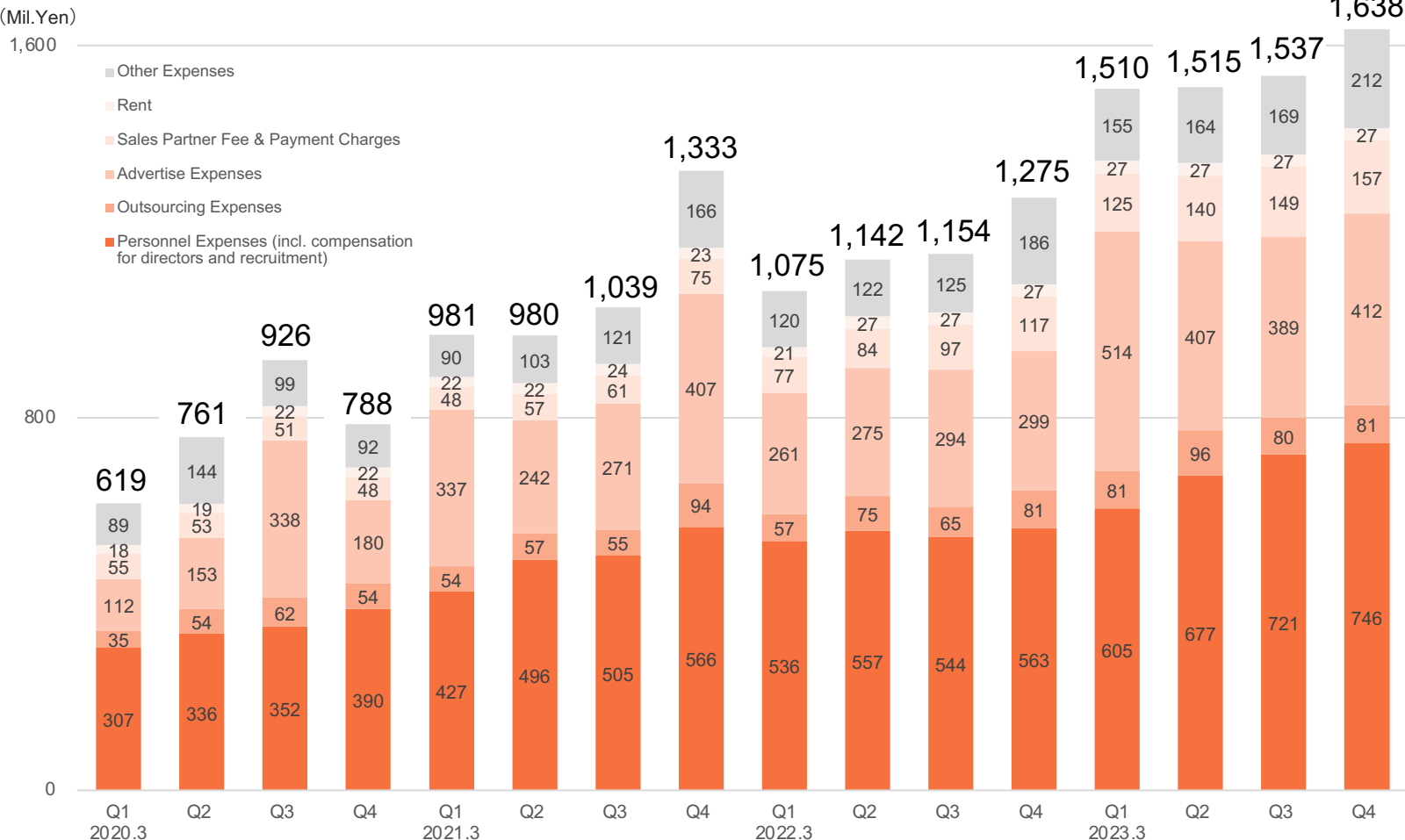
In Q4, the QoQ increase in net sales was the highest ever for a quarter.

Net sales in each major business hit a record high.



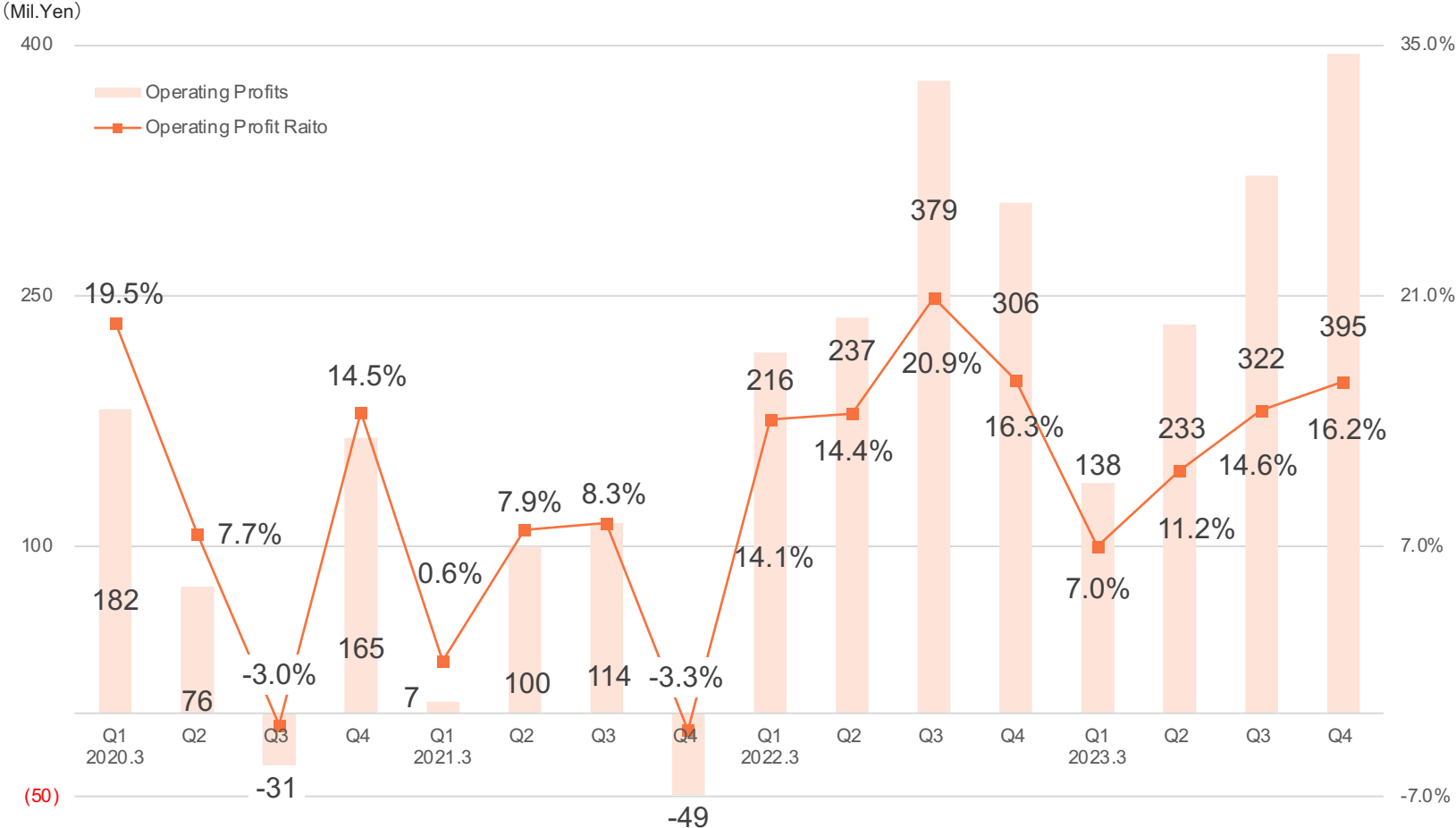
# Quarterly trend of SGA

In Q4, progress was made in recruitment as planned, and personnel expenses increased.



# Quarterly trend of Operating Profits

In Q4, operating profit stood at 395 million yen, a record high.  
EBITDA was 475 million yen.



# 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
<b>Number of employees</b>	427 (as of Mar. 2023)

# 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.

## 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



## VISION

**Drive a paradigm shift for the better world.**

## MISSION

**Be the Professional-Tech Company.**

Do what only professionals can do. Contribute to society using expert knowledge and technologies.



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.



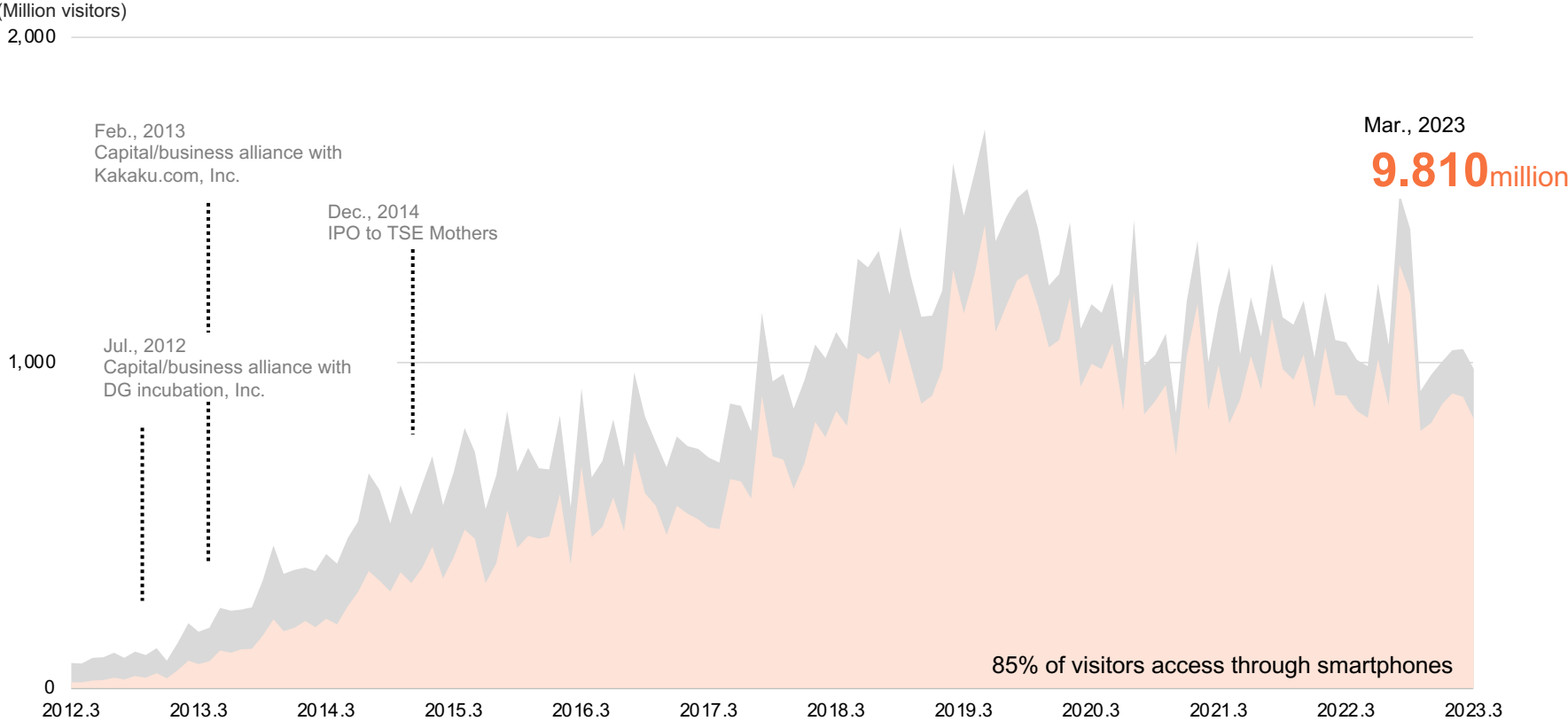
BUSINESS LAWYERS



# 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

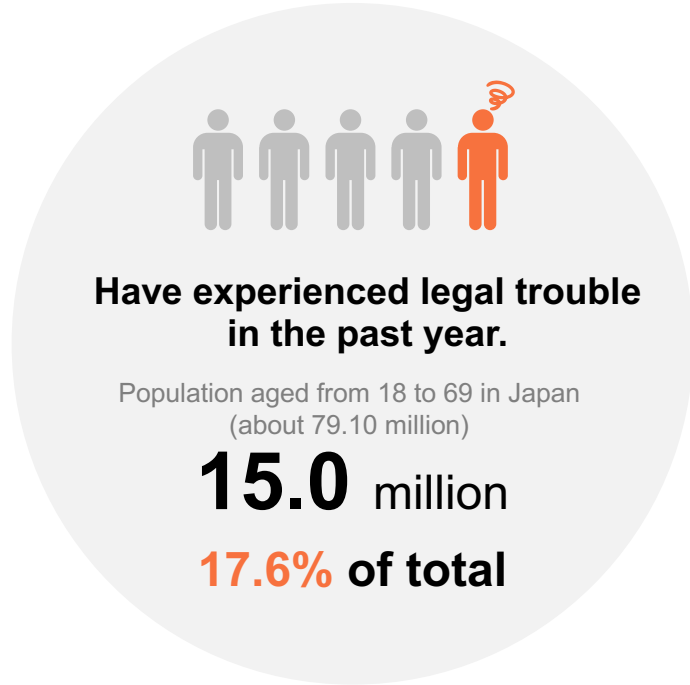
15.0 Million people had troubles / disputes over legal matters in a year

Only 25.7% of these people sought Lawyer's advices

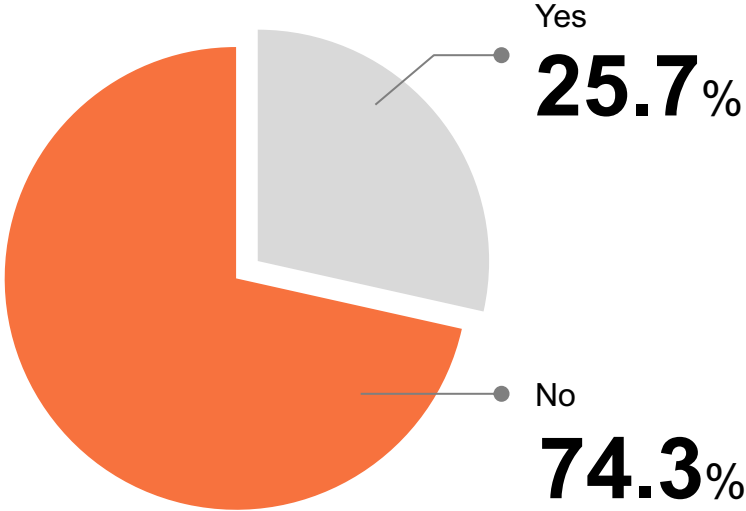
Reasons why they hesitated to ask professional's help were:

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?

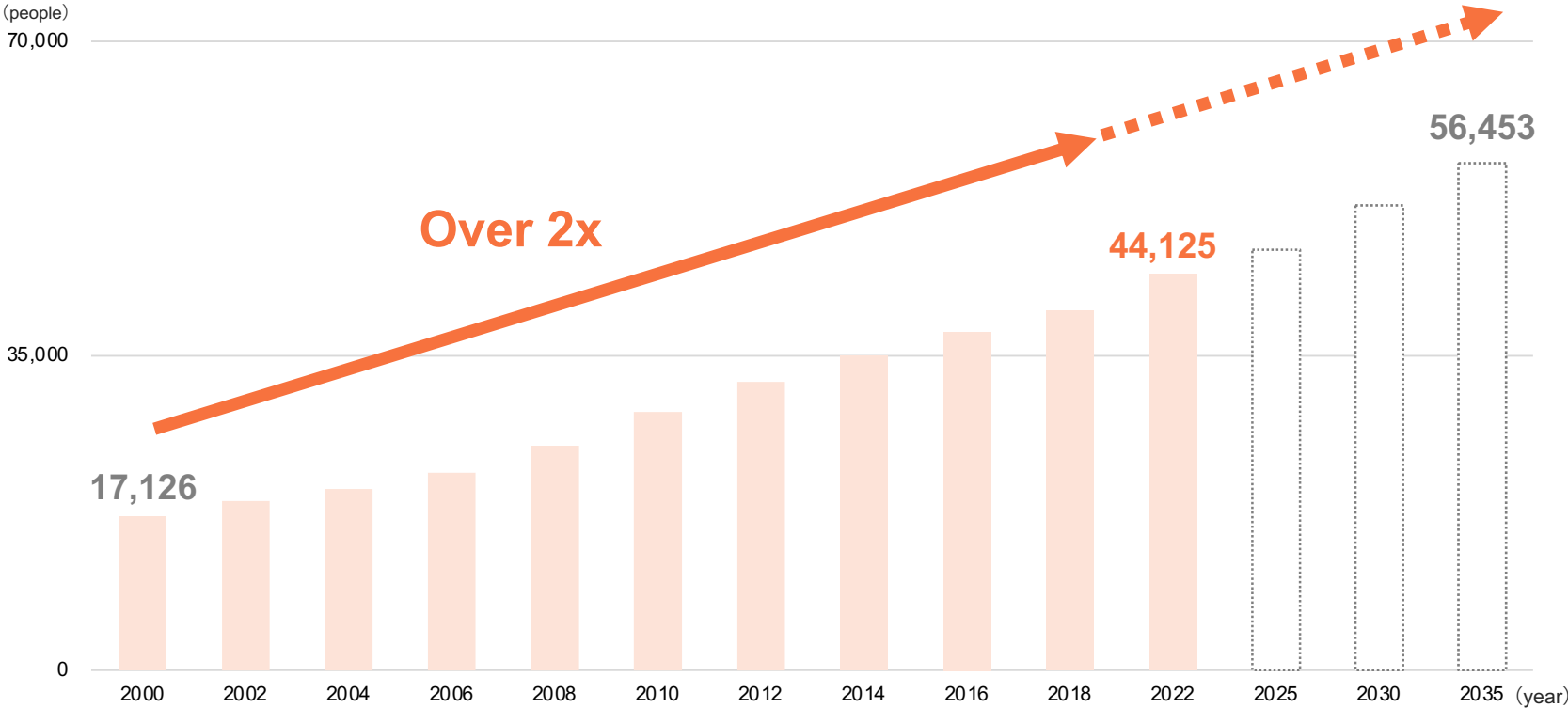


Based on the research conducted by Macromill, Inc in Dec. 2022  
Target : Individuals from 18 to 69 years old, respondents of 1,200 individuals

# 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

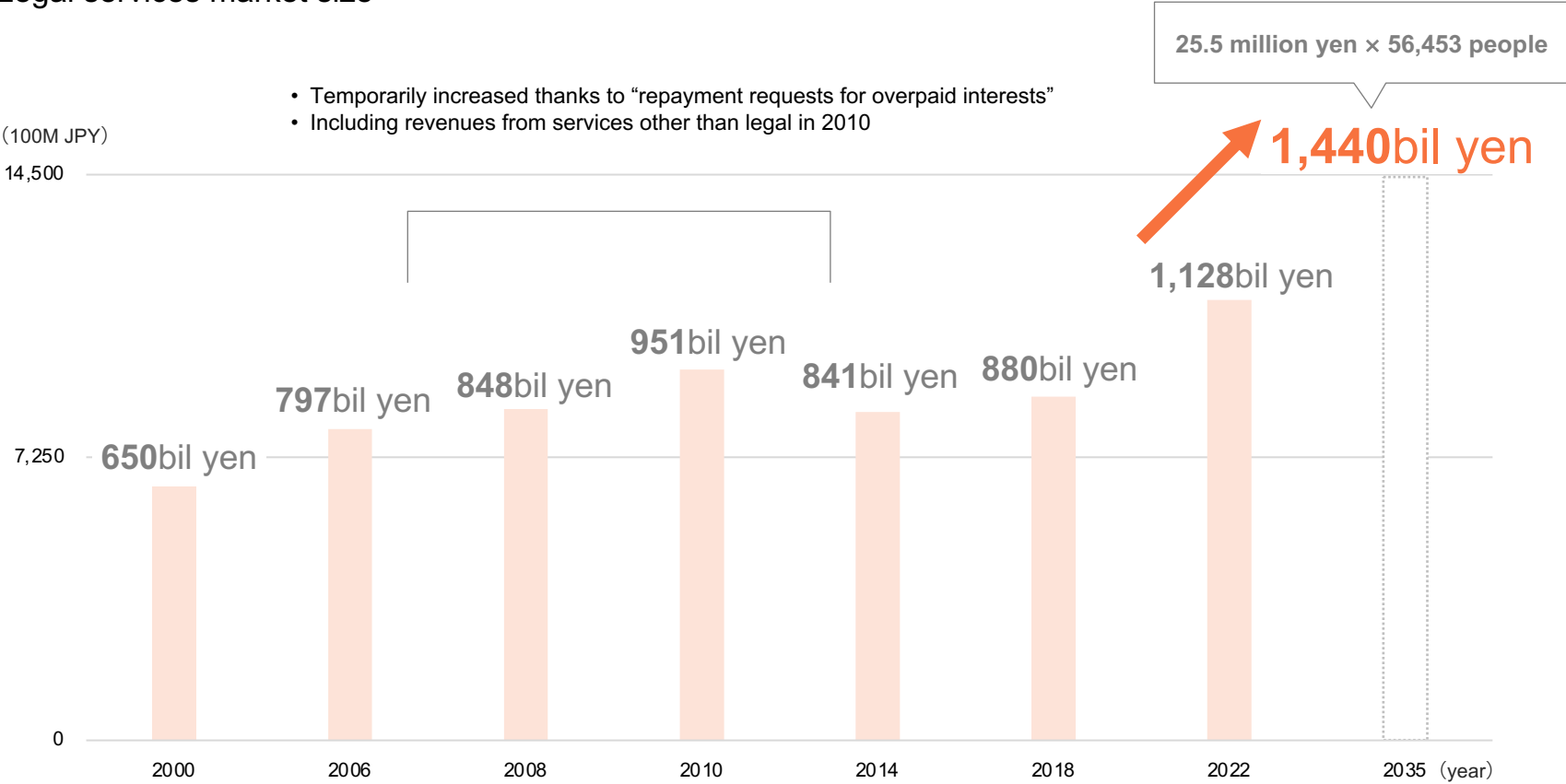


Source : Excerpted from the 2019 edition of the White Paper on Lawyers, published by the Japan Federation of Bar Associations (if the number of lawyers who have passed the bar exam is maintained at 1,500)

# 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 **9.81M** visitors/month\*

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

- The outstanding database which has over **1,238k** records of consulting cases\*

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

- **22,984** 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 **6.38M** people visited monthly\*, thanks to its distinctive positioning, “Legal × news topics”



\*as of Mar. 2023

# 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 “research support service for lawyers”

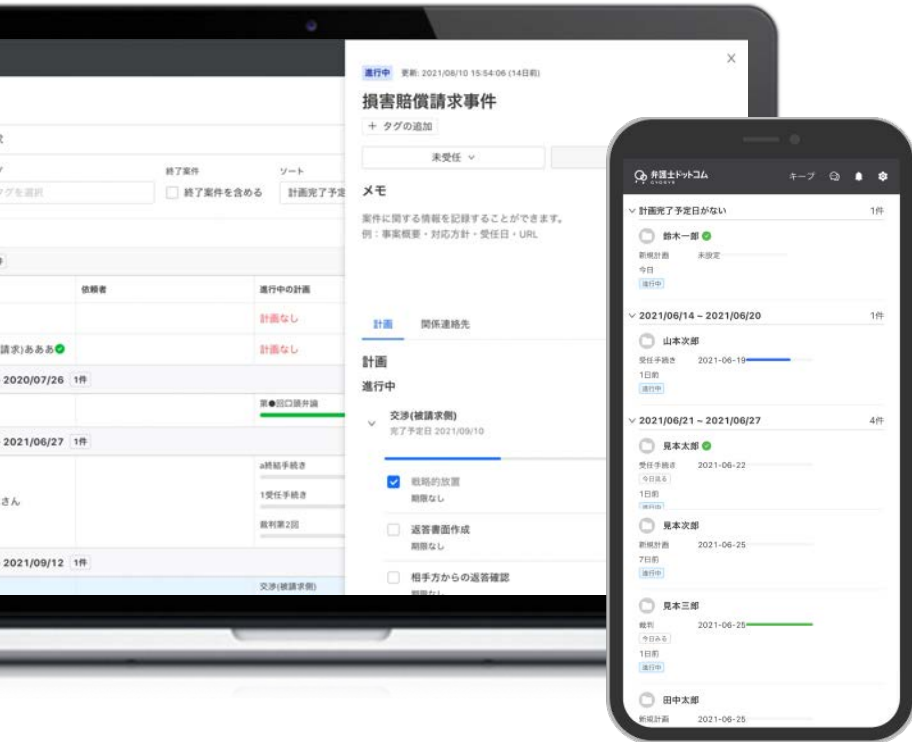


## Making lawyer book research more comfortable.

- 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 1,700 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

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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

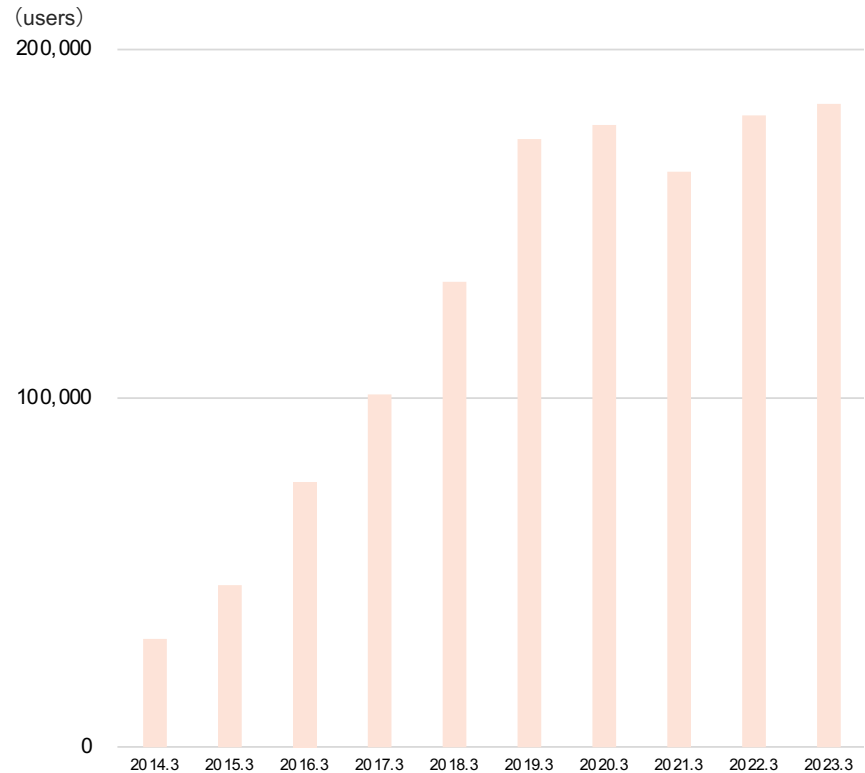
◎ ベストアンサー

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

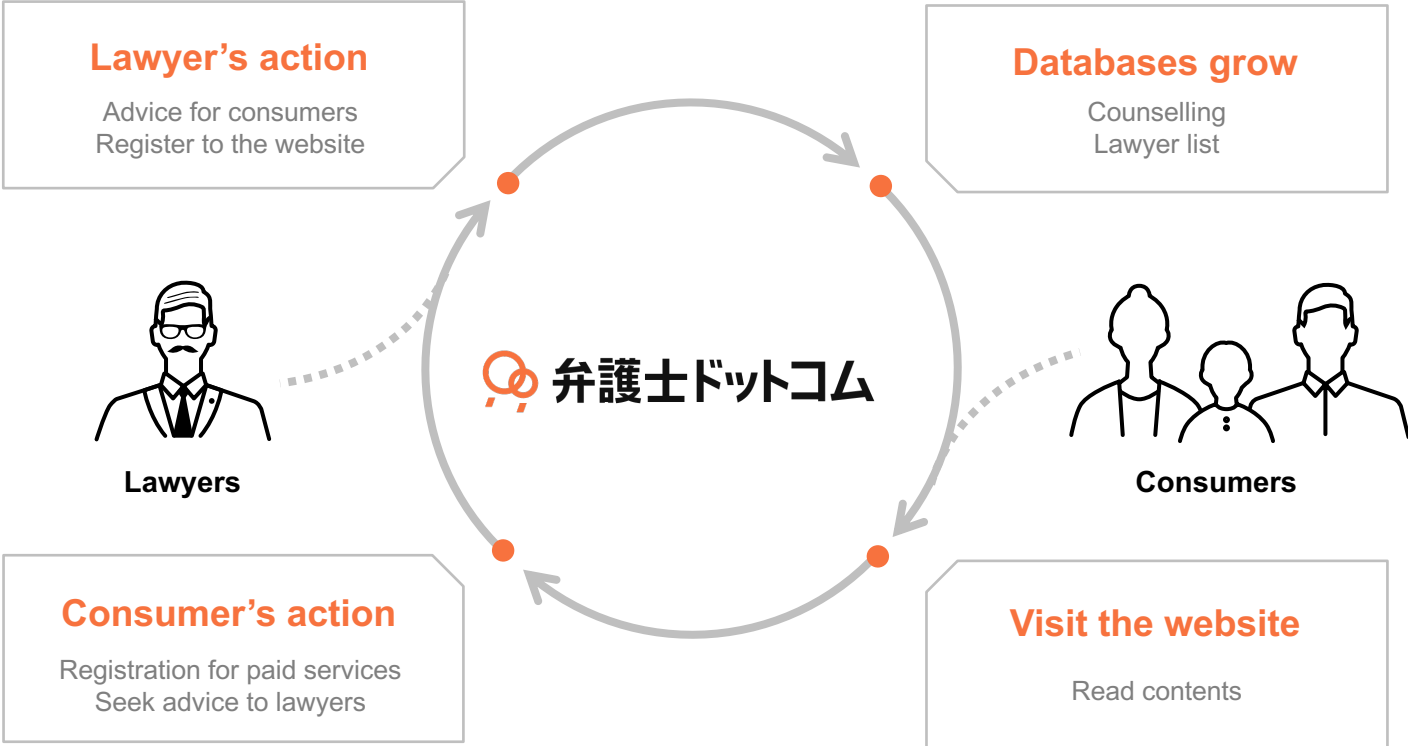
Answers by lawyers are available only for paid users

## 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 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の基礎知識". The main content area features a grid of articles. A red box highlights an advertisement 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). Below the main content, there is a search bar and a footer with the site's description: "弁護士ドットコムは日本最大級の弁護士検索・法律相談サイトです。法律トラブルの解決をサポートするコンテンツを多数ご用意しています。詳しくは「初めての方へ」をご覧ください。"

## 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

Advertisements



# CloudSign

# Introducing CloudSign

We are investing in a new business, CloudSign

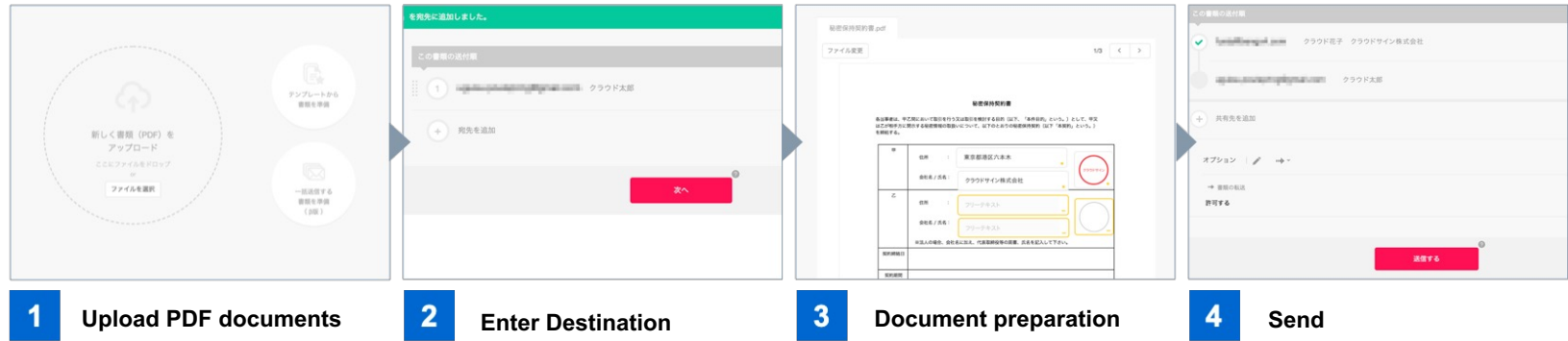
CloudSign is Japan's first web-based free-of charge cloud contracting service released in Oct 2015.



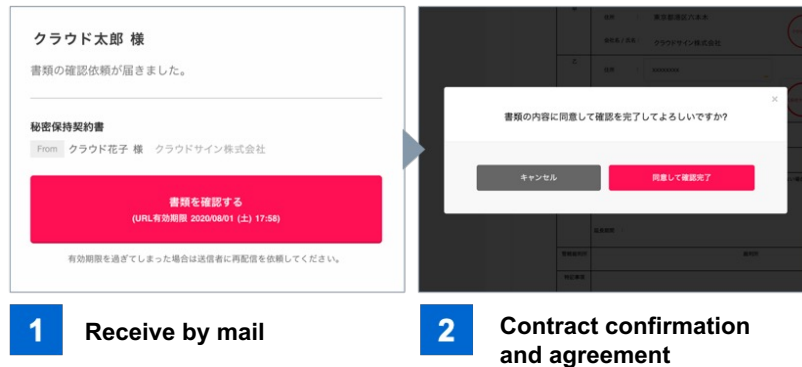
弁護士ドットコム

# 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>· Multi-department management</li> <li>· Smart Cabinet</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.

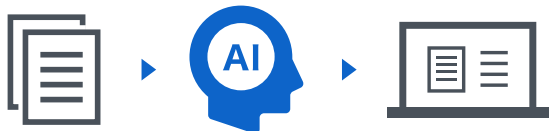
## 3. Industry-standard cloud contracting service

- 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

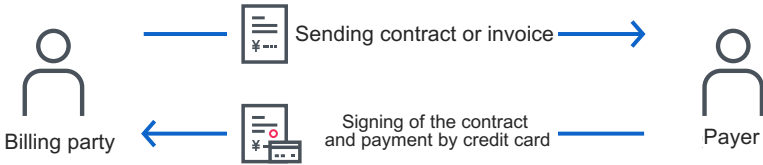
It handles the process from scanning contract documents to storing documents and entering document information into CloudSign.

## 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.