

FY3/2024 Q1 RESULTS

弁護士ドットコム

Bengo4.com, Inc.

July 26, 2023

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VISION・MISSION

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.



BUSINESS LAWYERS



CLOUDSIGN

FY3/2024 Q1 Results

FY3/
2024
Q1

Topics for FY3/2024 Q1

Net sales increased **22.1%** YoY. Operating profit rose **78.3%** YoY.

Net Sales	2,392	Mil. JPY	—	+ 22.1	% (YoY)
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EBITDA	346	Mil. JPY	—	+ 70.8	% (YoY)
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Operating Profit	246	Mil. JPY	—	+ 78.3	% (YoY)
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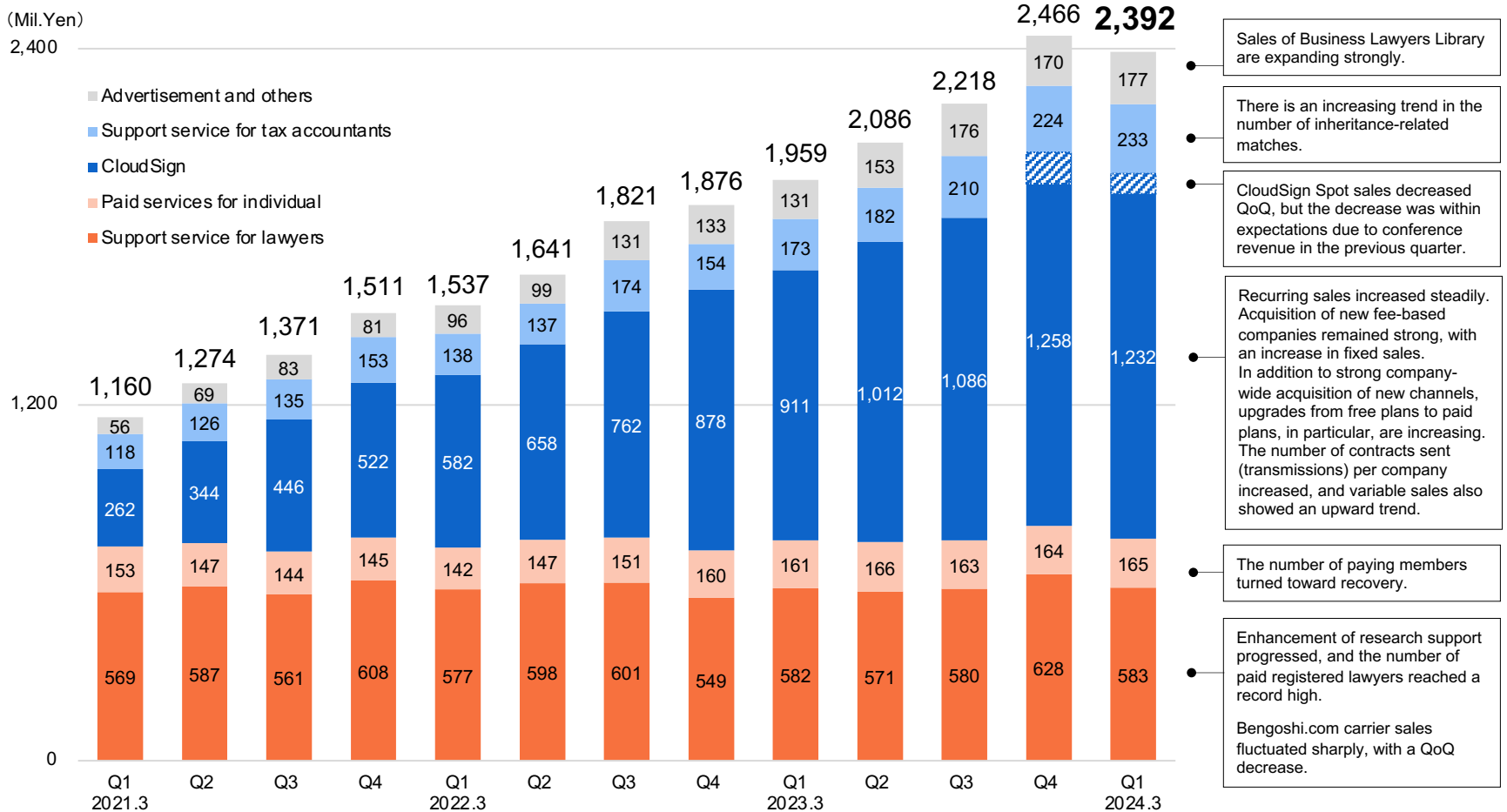
Ordinary Profit	246	Mil. JPY	—	+ 78.1	% (YoY)
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Net Profit	151	Mil. JPY	—	+ 66.9	% (YoY)
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* EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization + Stock-based compensation expense

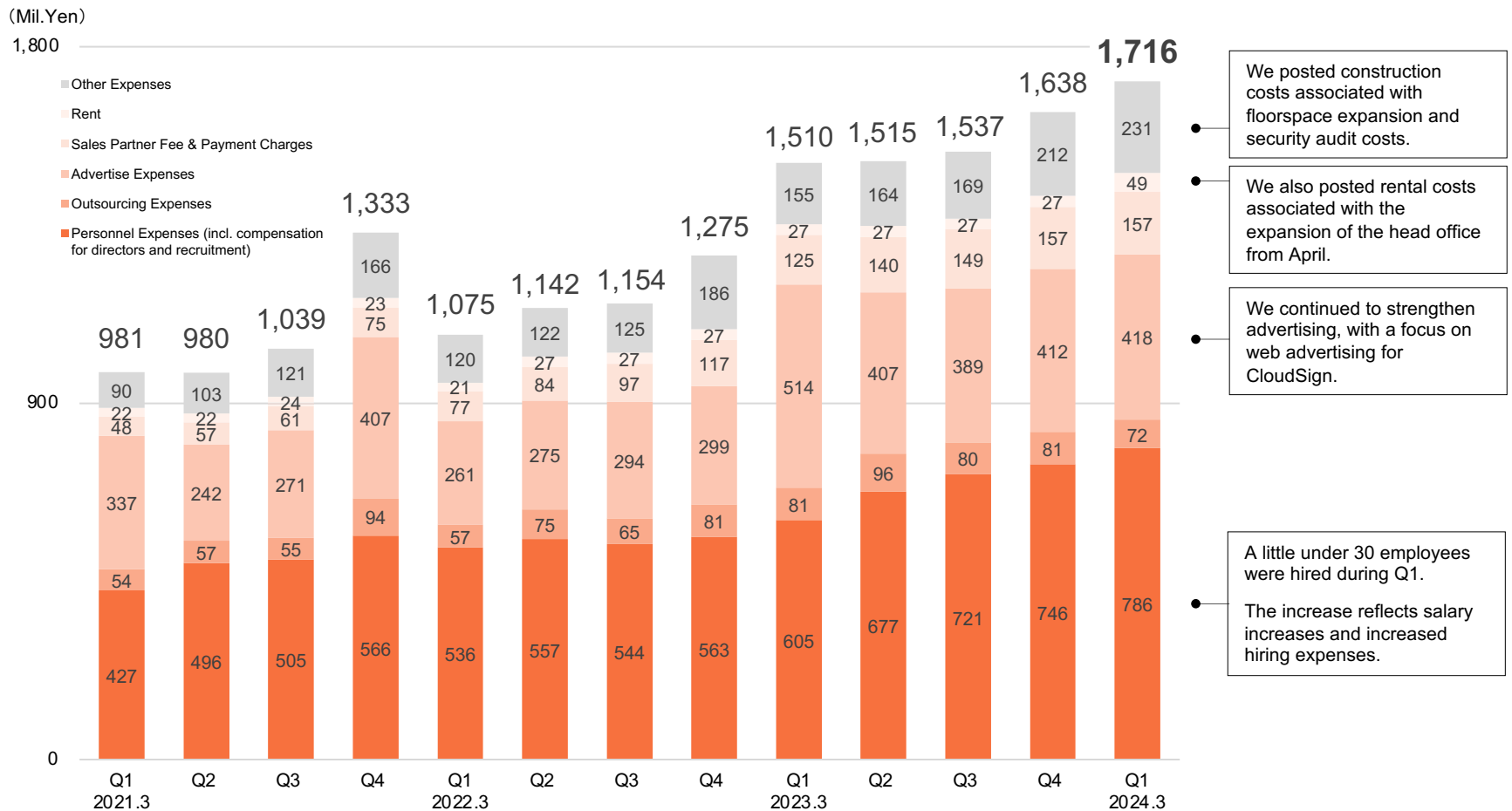
Quarterly trend of Net Sales

Sales decreased QoQ in the first quarter, although there was an increase including CloudSign in comparison with the budget. CloudSign saw a decrease in spot sales, but growth in recurring sales, which are the most important. In particular, the number of contracts sent was higher than the budget forecast.



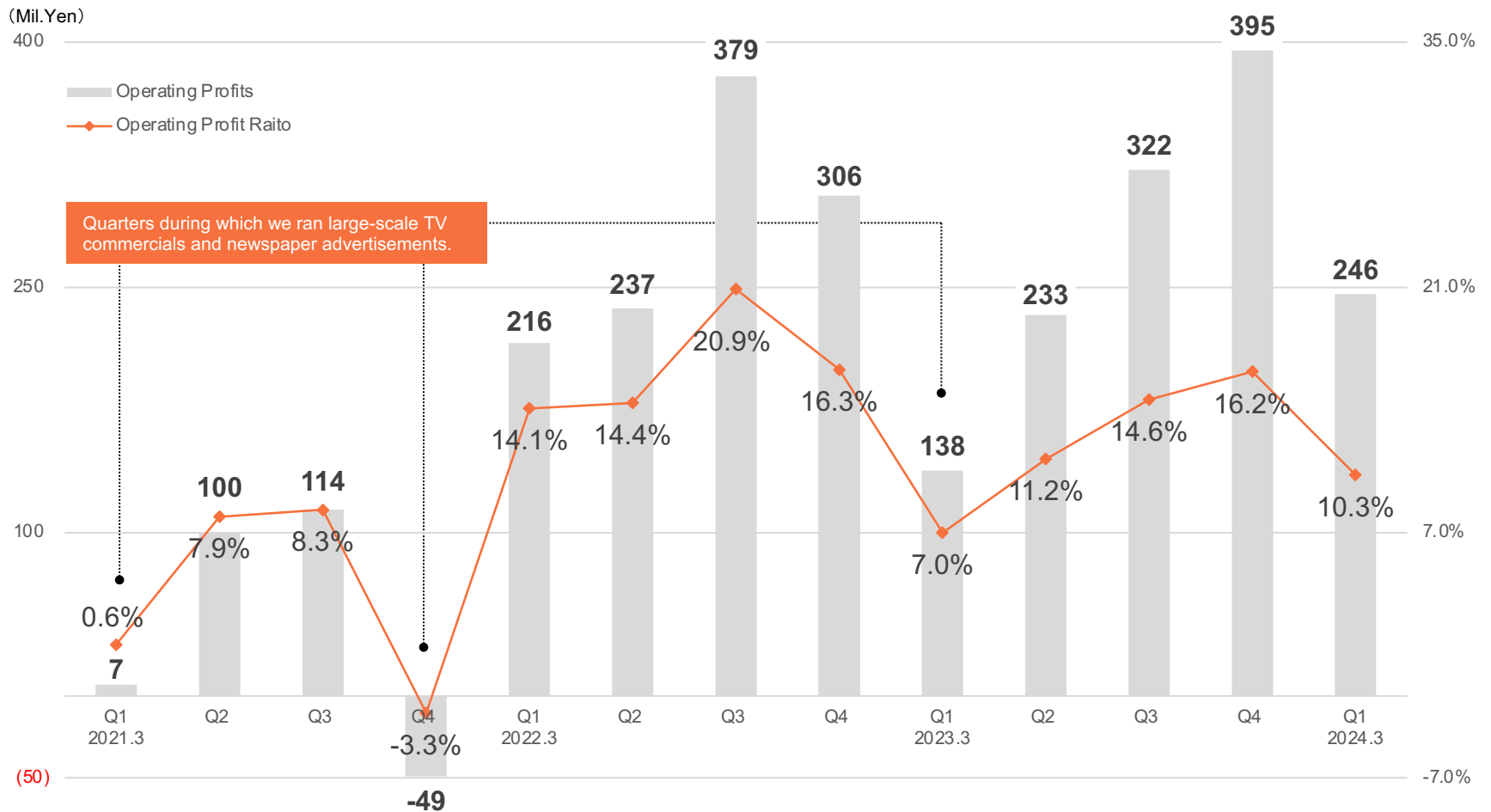
Quarterly trend of SGA

In Q1, SG&A expenses increased, primarily in personnel expenses, as recruitment progressed as planned.



Quarterly trend of Operating Profits

In Q1, operating profit stood at 246 million yen. EBITDA was 346 million yen.



**Progress of
CloudSign growth strategies**

FY3/
2024
Q1

TOPICS
01

Release of first ever Individual Number Card (My Number Card) signature function in Japan

TOPICS
02

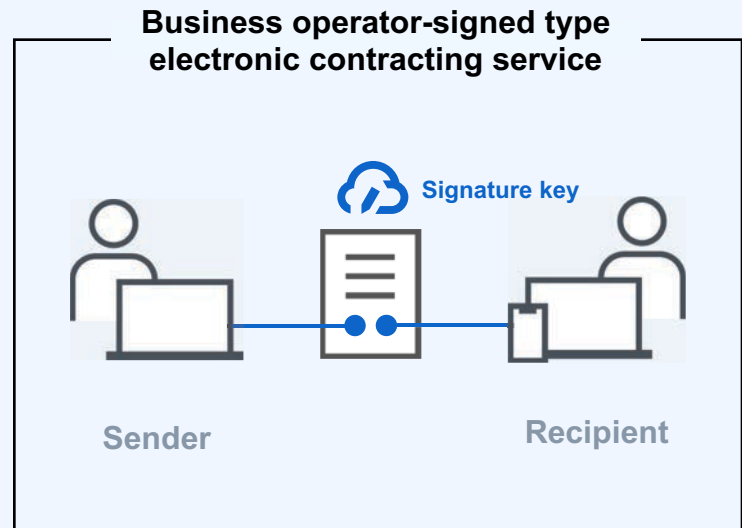
Cooperation with SMBC CloudSign

TOPICS
03

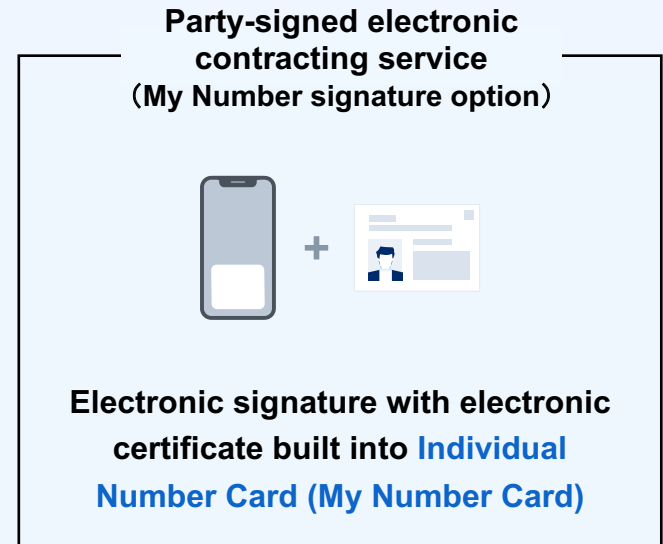
Launch of CloudSign review service

01. Release of first ever Individual Number Card (My Number Card) signature service in Japan

In addition to previous signature services,
Provides unique party-signed electronic contracting service



+

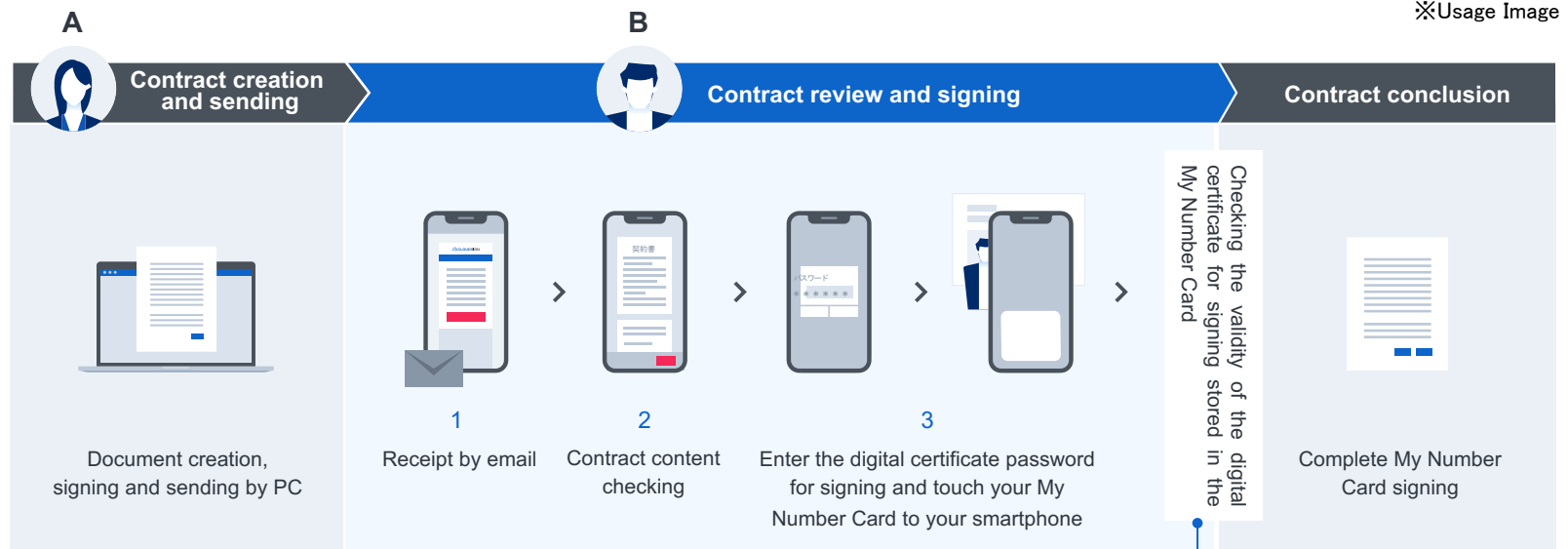


※First general-purpose cloud electronic signature service in Japan, excluding specialized types

01. Release of first ever Individual Number Card (My Number Card) signature service in Japan

Anticipates contracts that use a registered seal as part of business practices

Expansion of use to official documents is planned in the future



*When Party A requests the signature of the My Number Card only from Party B, or when the documents are checked using a smartphone.

Japan Agency for Local Authority Information Systems (J-LIS)

Anticipated applications

- Contracts in which a registered seal is used as part of business practices, such as consumer loan agreements, insurance application forms, and lease agreements.
- Registrations required in public and legal situations, power of attorney at the time of registration, etc. (registration at the time of purchasing a car, real estate registrations, etc.)*
*Legislative revisions are required to Article 27, Paragraph 1, Item 1 (c) of the Enforcement Regulations of the Act on the Authentication Services of the Local Government Information Systems Concerning Electronic Signatures (tentative)

02. Strengthening Cooperation with SMBC CloudSign

Unprecedented large-scale initiatives planned

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

SMBC

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

※本契約書は、当業務委託にて締結した契約の基本的な事項を定めるものであり、両当事者の
同意に基づき作成した「本契約」の一部として、本契約の一部として取り扱われます。

項目	内容	署名
発行者	発行者 株式会社 COO 〇〇 〇〇 〇〇 〇〇	〇〇 〇〇 〇〇 〇〇 〇〇 〇〇 〇〇 〇〇
受託者	受託者 株式会社 COO 〇〇 〇〇 〇〇 〇〇	〇〇 〇〇 〇〇 〇〇 〇〇 〇〇 〇〇 〇〇

第1条 契約の目的

- 本契約は、両当事者が本契約の目的を達成するために、両当事者が本契約を締結することにより、両当事者の権利義務が本契約の目的を達成することとなることを目的とする。
- 本契約は、両当事者が、本契約の目的を達成するために、両当事者が本契約を締結することとなることを目的とする。

第2条 契約の範囲

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第3条 契約の期間

本契約は、両当事者が本契約の目的を達成するために、両当事者が本契約を締結することとなることを目的とする。

第4条 契約の解除

本契約は、両当事者が本契約の目的を達成するために、両当事者が本契約を締結することとなることを目的とする。

03. Launch of CloudSign review service

Capital and business alliance with Lisse Co., Ltd., which has high review accuracy

Profile of Lisse Co., Ltd.

Company

Lisse Co., Ltd.

Location

3-9-7 Nihonbashi-honcho, Chuo-ku, Tokyo, Japan

Date of establishment

June 2018

Representative

Miki Fujita

Representative's profile

She joined then Nishimura & Partners (current Nishimura & Asahi) in 2001

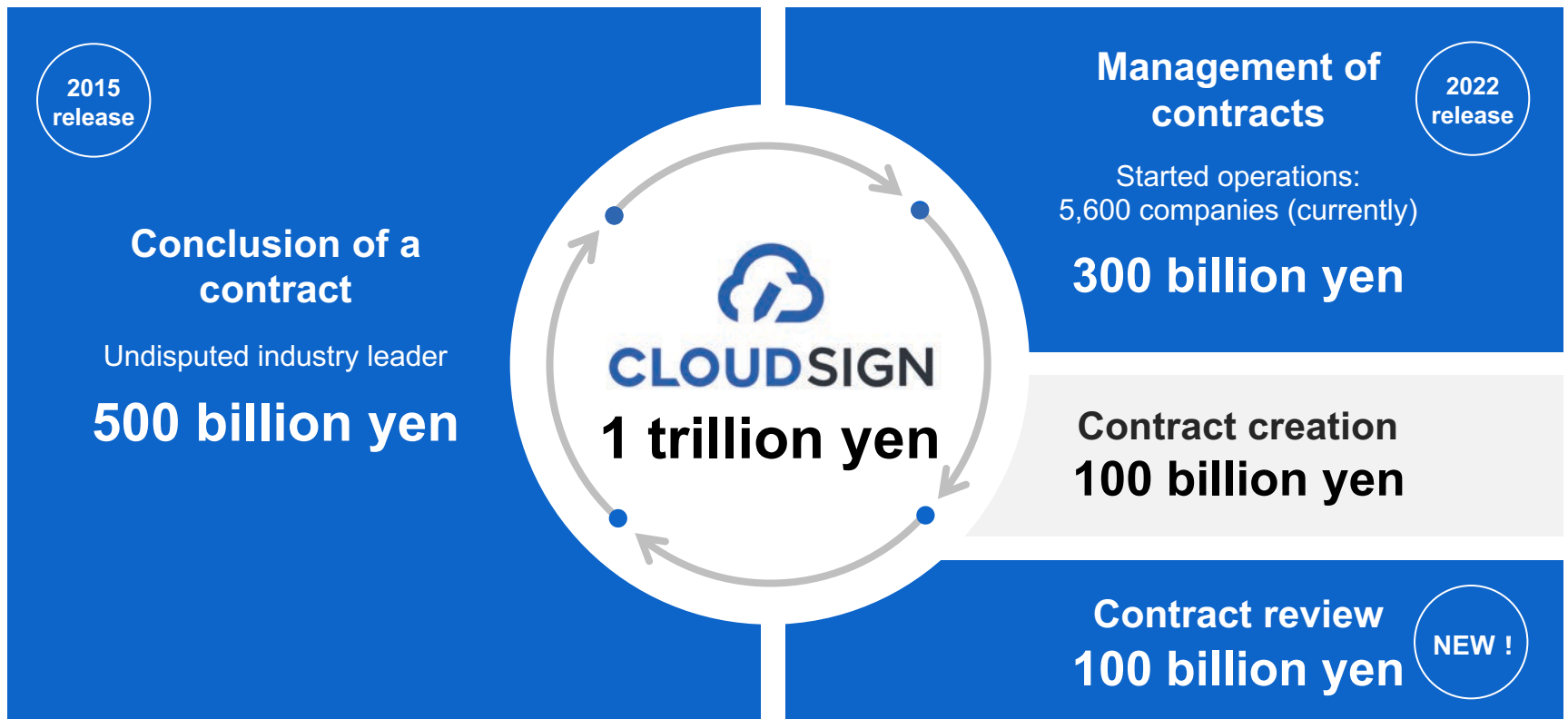
After studying abroad in the US and working at a law firm in New York, she became a partner in 2013.

She left in 2018 and established Lisse Co., Ltd.



03. Launch of CloudSign review service

Aiming to improve ARPPU by multi-tiering SaaS
Synergies among products accelerate customer acquisition

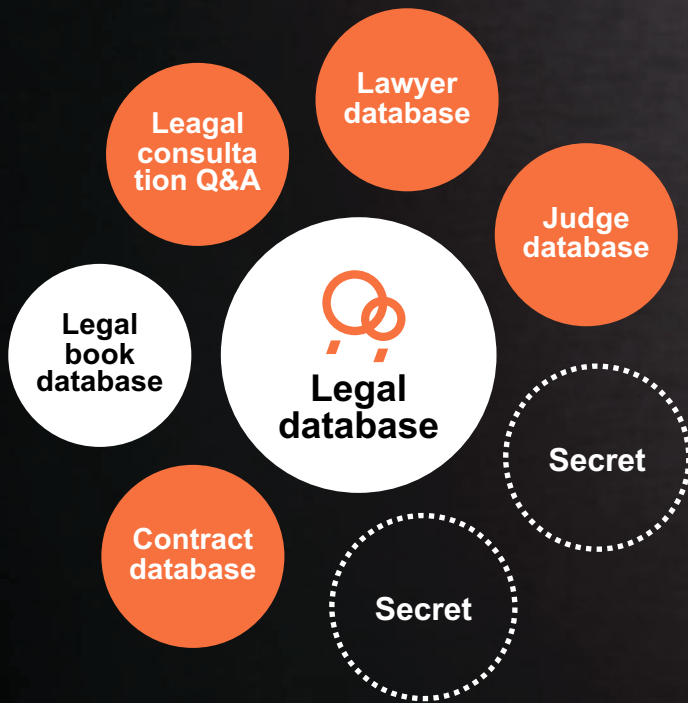


**Progress of Legal Brain
growth strategies**

FY3/
2024
Q1

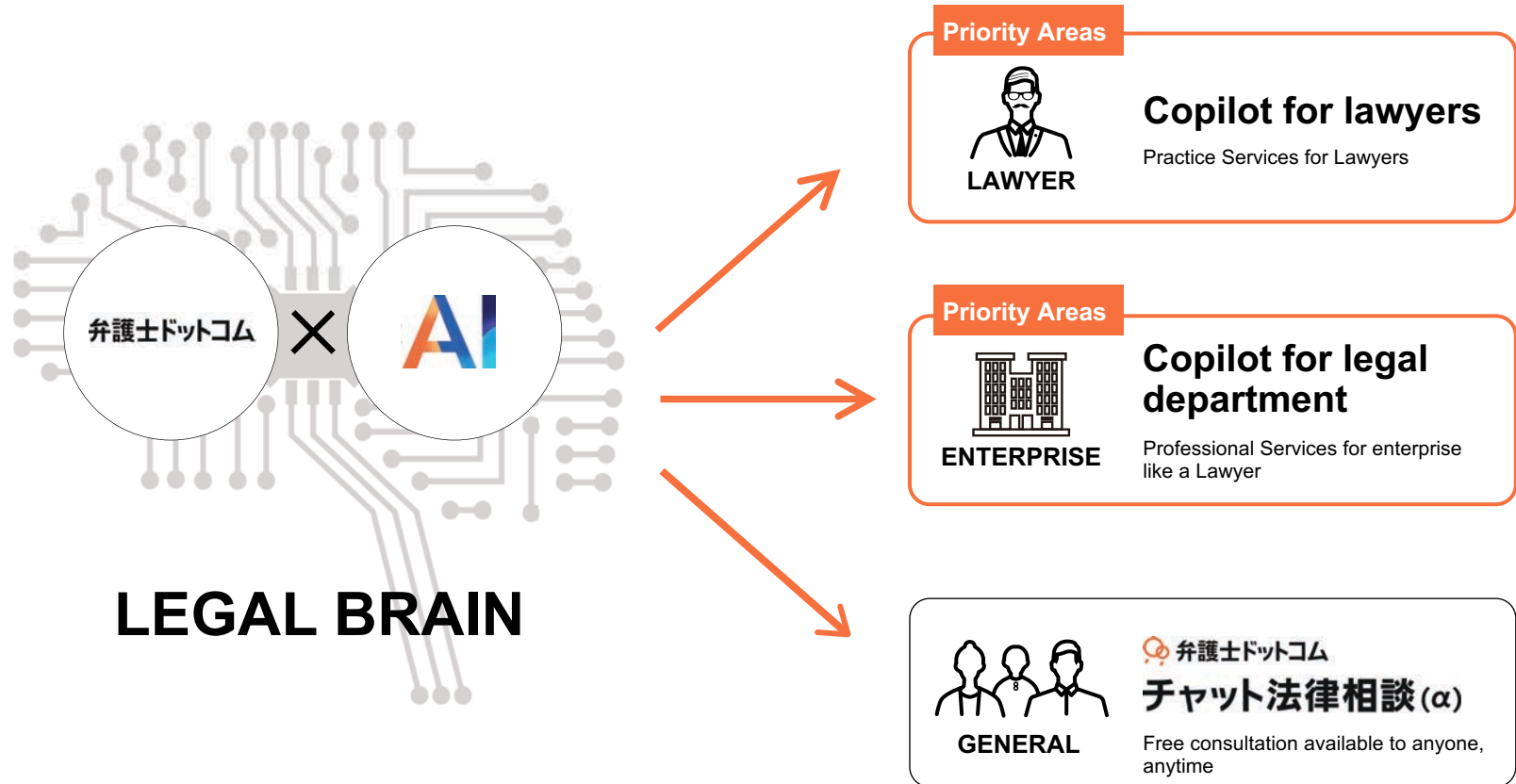
Legal Brain initiative

Legal-specialized proprietary LLM

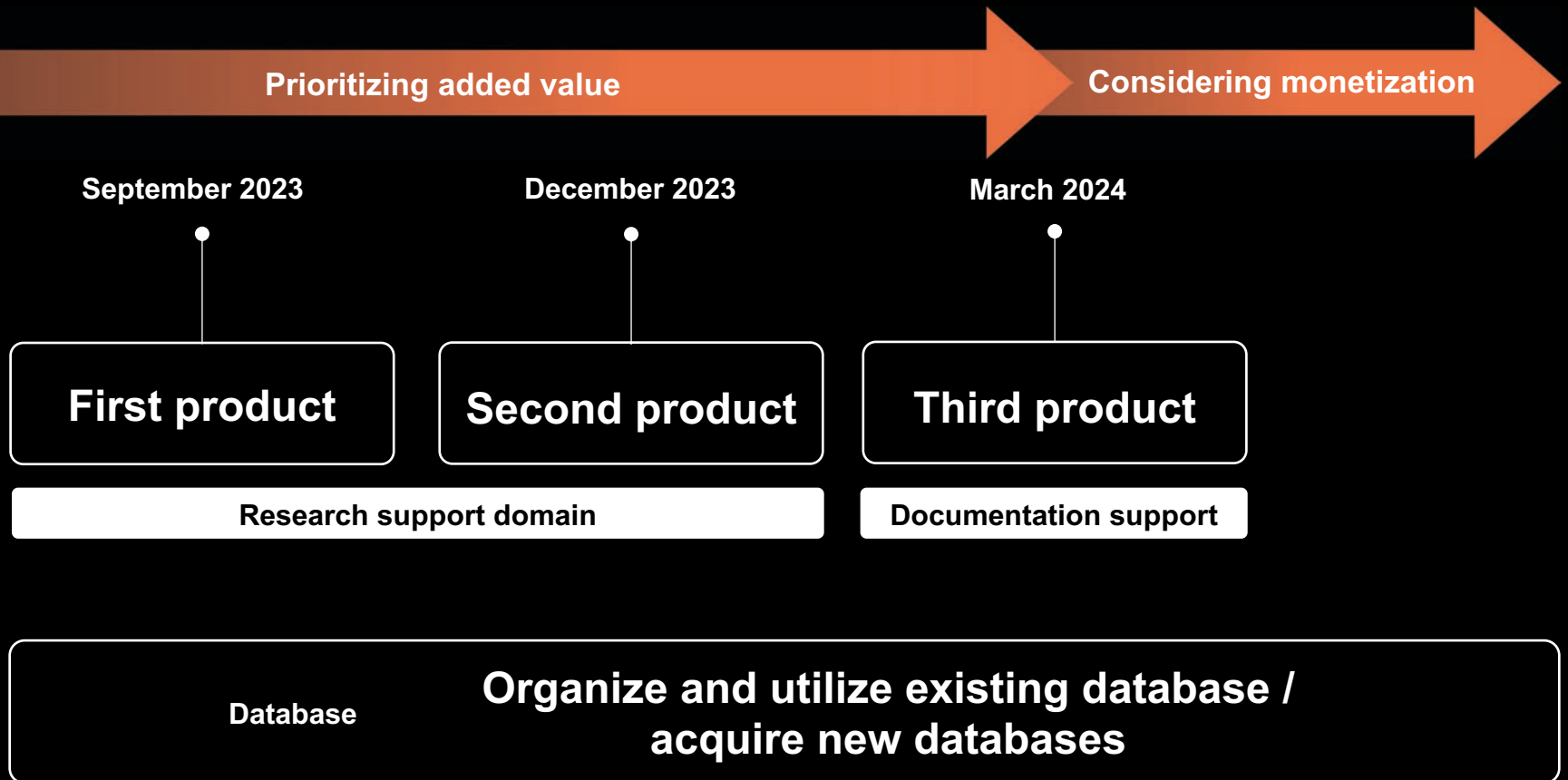


● Our original database

Providing Legal Brain to lawyers and any other users



Copilot for lawyers roadmap



Pursuit of overwhelming legal research experience

弁護士ドットコム

+ 新しいリサーチを開始

履歴

従業員同意と業務委...

生前贈与のしくみと対...

離婚給付の増額の立証...



正社員で雇用している従業員を業務委託契約に切り替えるにあたっての注意点を教えてください。



従業員の同意と業務委託契約の内容が重要になります。詳しくは以下の書籍と判例をご覧ください。



書籍



労働法 [第3版]

2020年5月19日発売 日本評論社 編著等：西谷敏

また、ここでは、契約形式は問題とならないので、「雇用」のみならず、「請負」や「委任」の形式で労務を供給する者も、その実態からして労基法上の「労働者」とみなされる。...

書籍を読む



新しい働き方に伴う 非正規社員の処遇

2021年07月27日発売 新日本法規出版 編著等：中山達夫、田島潤一郎、宮島朝子、池邊祐子、石井林太郎、飯島潤、中野大地、永田亮

契約終了後に業務委託契約を締結して同様の業務に従事させる●CASE当社では、これまでフルタイムの非正規社員として雇用していた一部の者との間で、雇用契約終了後...

書籍を読む

判例

令和3年11月4日 大阪高等裁判所 地位確認等請求控訴事件

控訴人らが被控訴人との間で業務請負契約を締結した訴外会社の労働者として被控訴人の工場での製品の製造業務に従事していたことについて、労働者派遣法40条の6第1項5号（いわゆる偽装請負）に該当するとして、控訴人らと被控訴人との間に労働契約の成立を認めた事例。

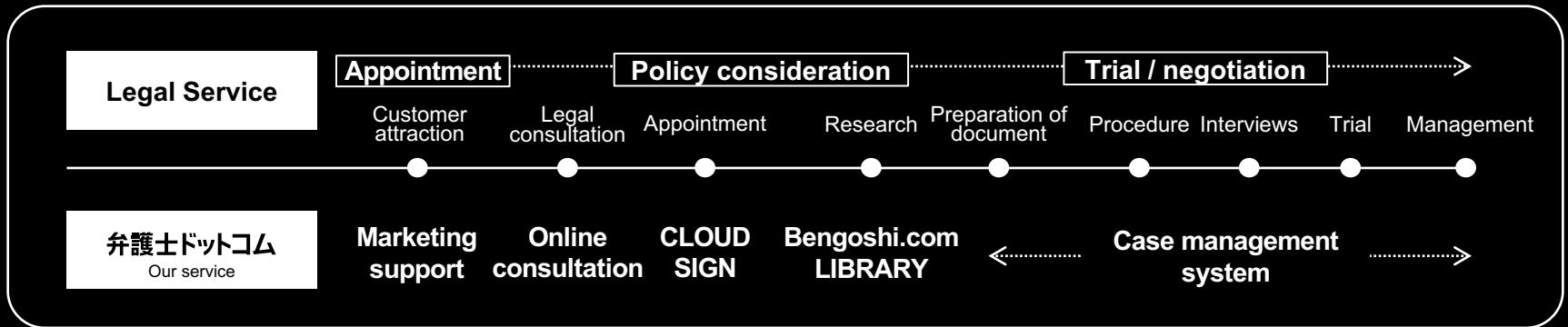
判例を読む



従業員の同意を得るためのサンプルの書式はありますか？

*Screenshot shows service under development.

Legal Brain growth cycle

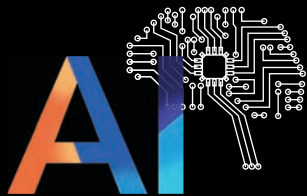


Feedback to 23,000 lawyers

- Improve research accuracy
- Documentation Support



LEGAL BRAIN



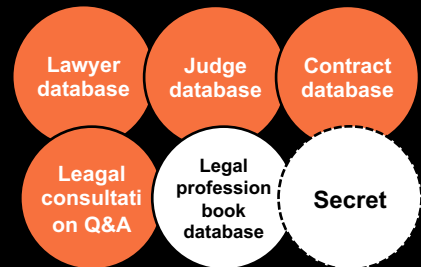
Improving Legal Brain accuracy



Legal DB



Transforming information to knowledge



Information consolidation

Business Overview

FY3/
2024
Q1

BENGOSHI.COM

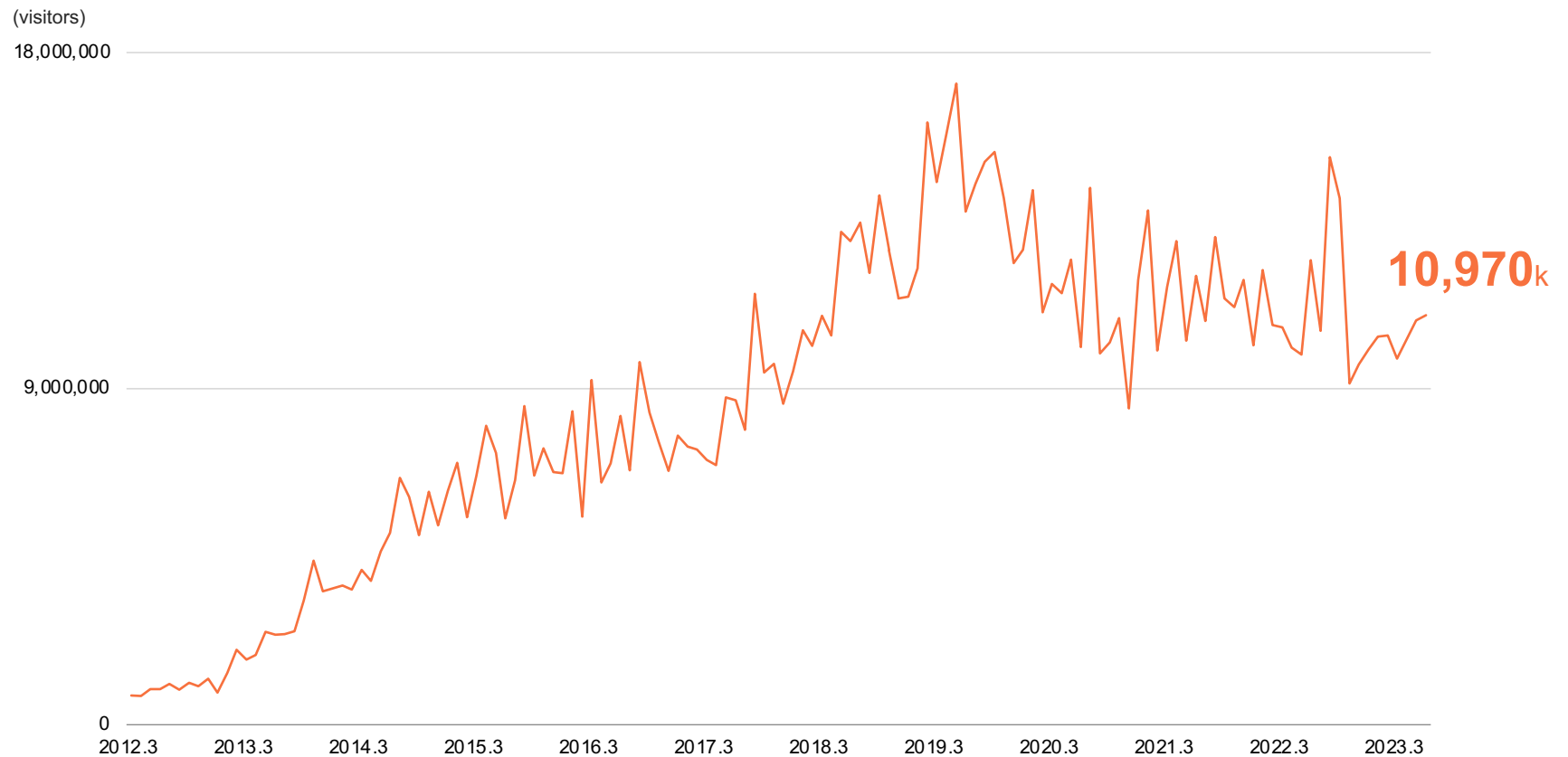
Bengoshi means lawyer



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 the number of monthly site visitors fluctuates depending on the presence or absence of hit articles in Bengoshi.com News.

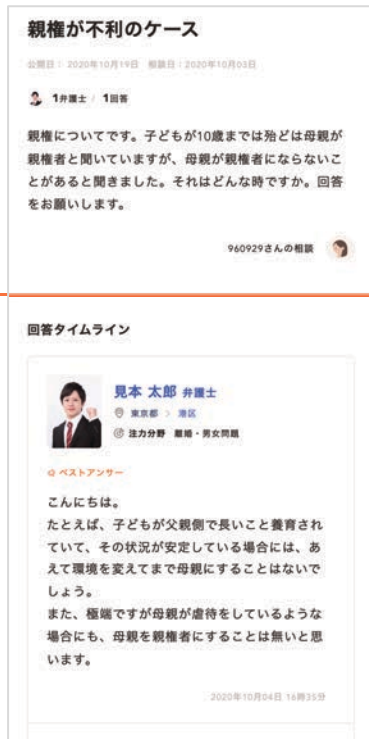
Trend of the number of visitors (monthly)



The number of paid users (Individual)

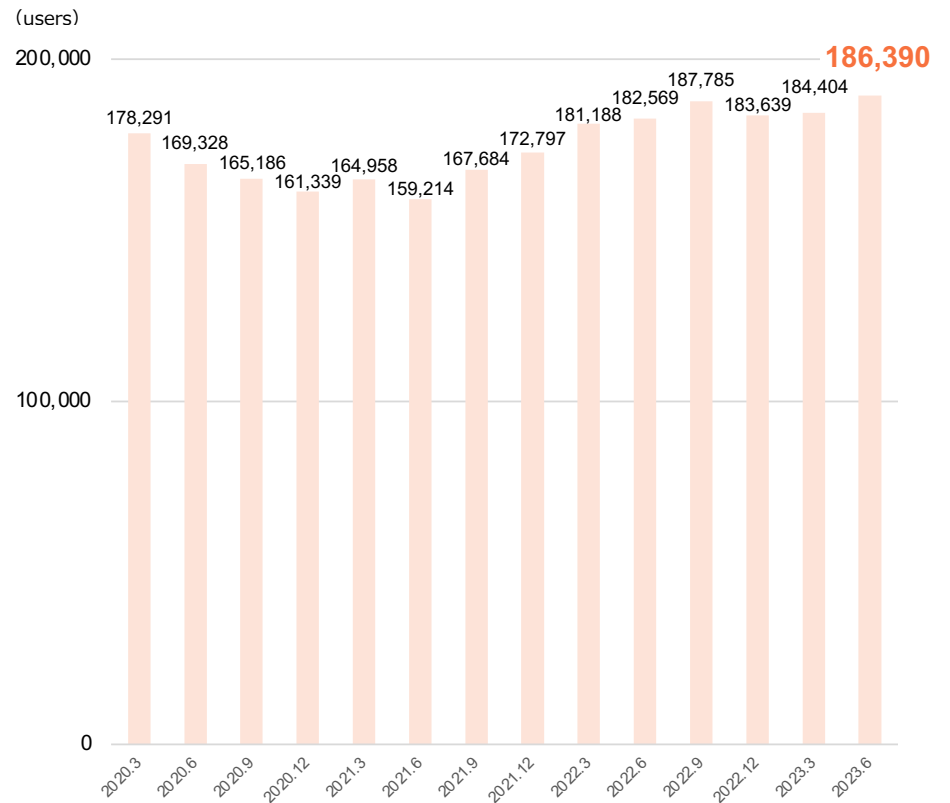
The number of paid individual users turned toward recovery.

What paid users can see



Answers by lawyers are available only for paid users

Trend of the number of paid users



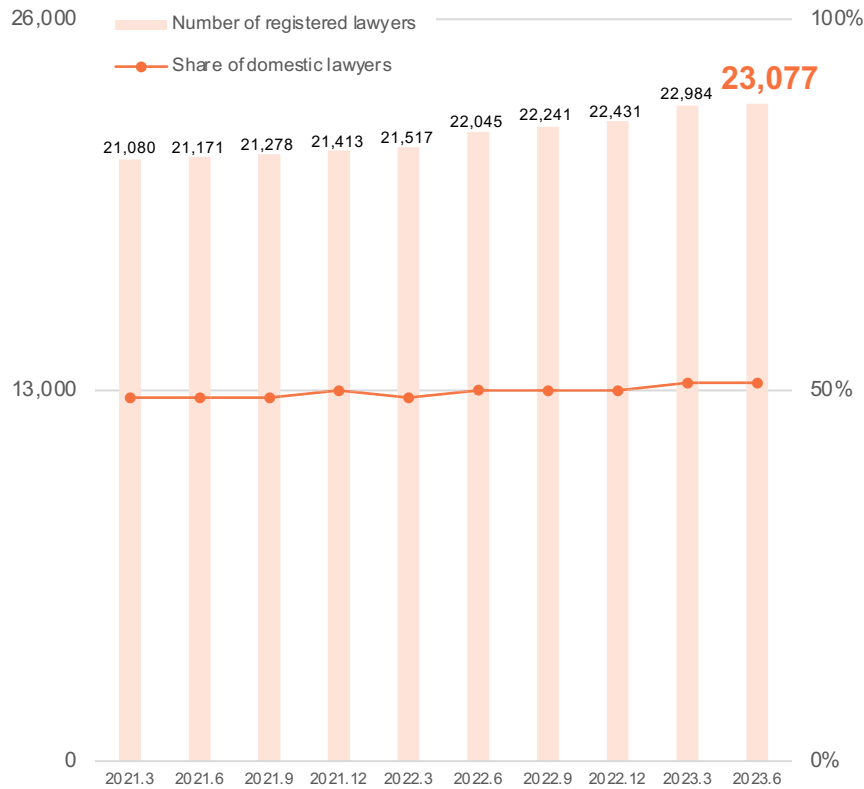
The number of the registered lawyers

The number of registered lawyers for “Bengoshi.com Library,” an e-book service for lawyers, grew steadily
 The number of lawyers reached **a record high of 5,334.**



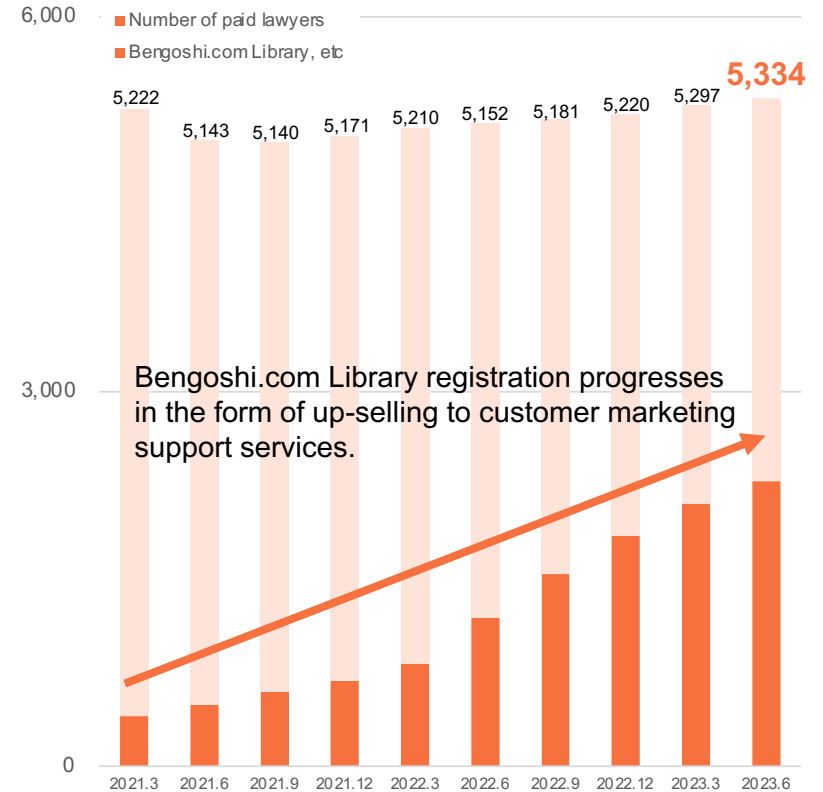
Trend of the number of registered lawyers

(No. of person)



Trend of the number of paid lawyers

(No. of person)



CLOUDSIGN



Trend in net sales

Sales exceeded budget in Q1.

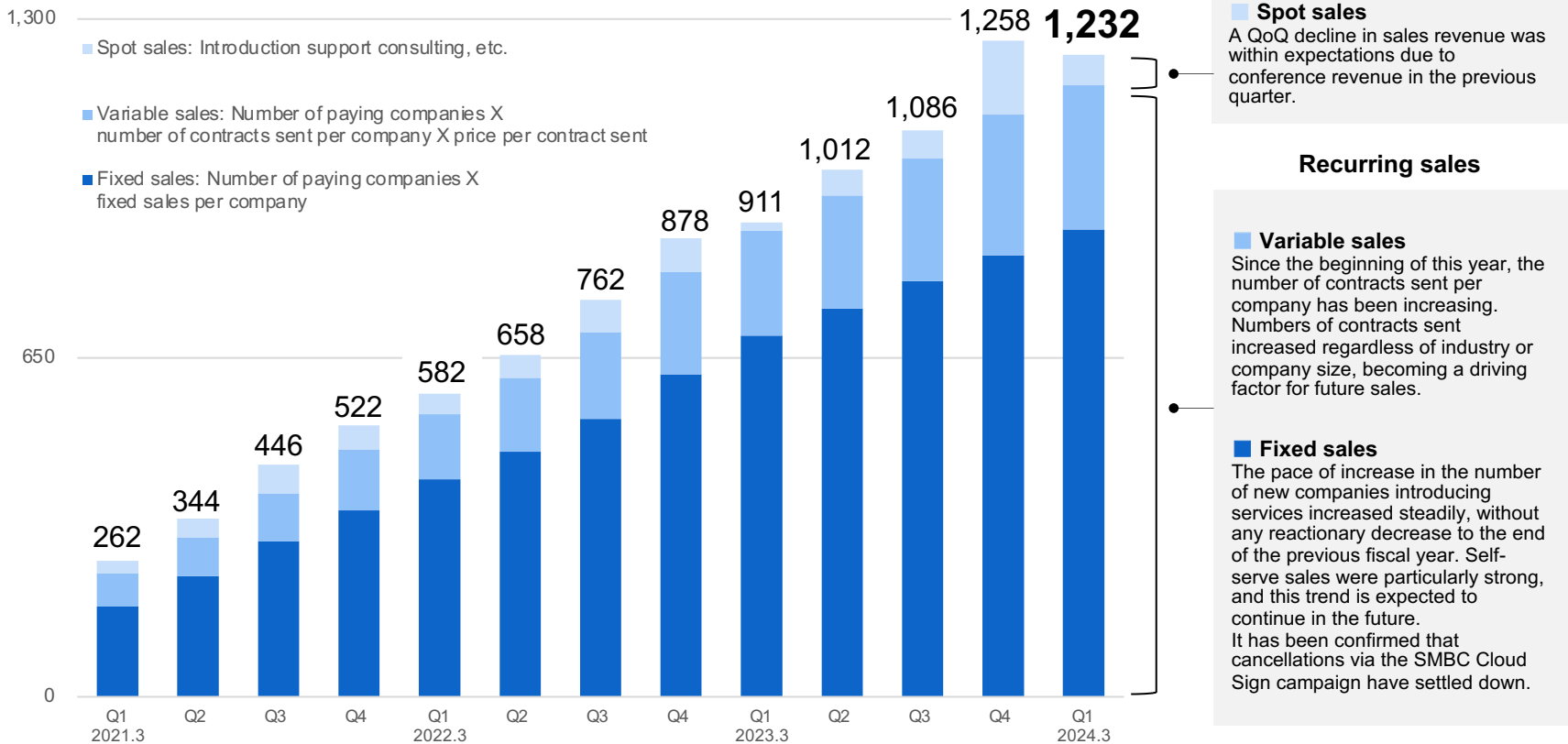
We recorded a steady increase in recurring sales (fixed sales and variable sales) in Q1.

In particular, the number of contracts remained above budget.



Trend in net sales

(Mil.Yen)

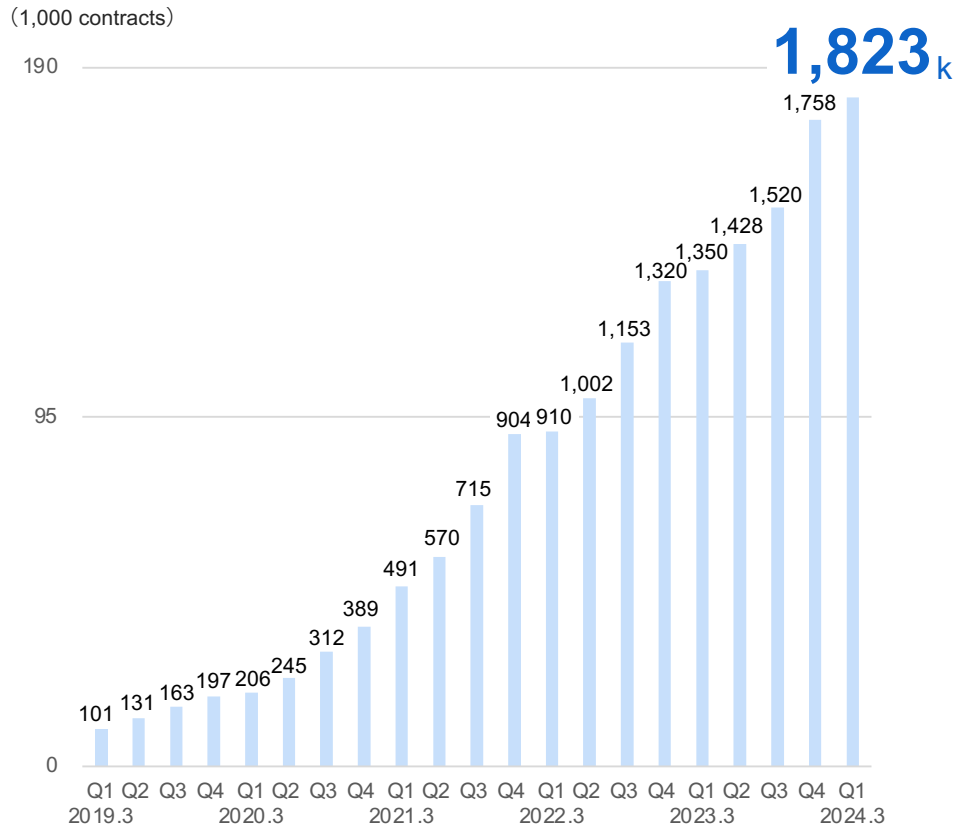


Trend in the number of contracts

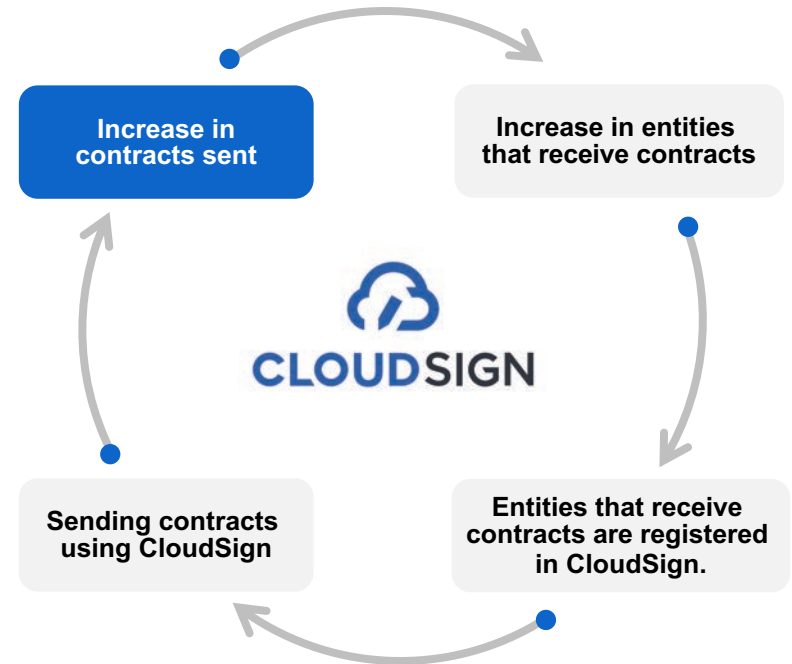
(The number of contracts sent bearing an electronic signature and a timestamp)

The number of contracts sent increased steadily, surpassing 1.82 million in the quarter, growing 35% YoY and driving recurring sales (fixed sales and variable sales) growth.

Trend in the number of 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.

※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.

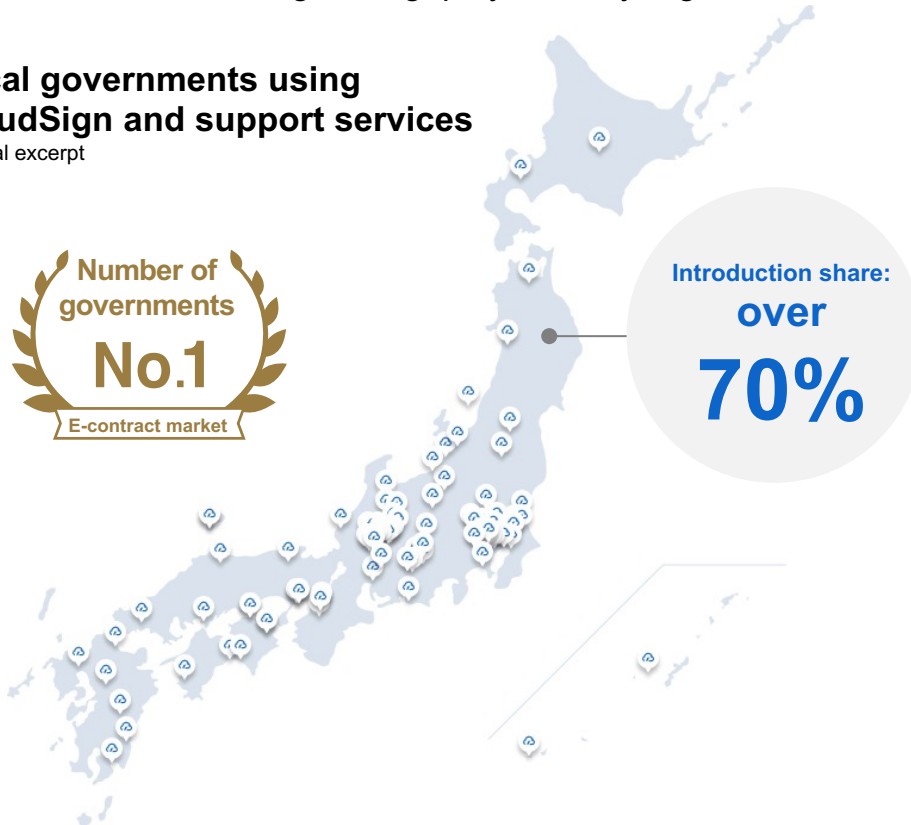
Of 156 local governments that have introduced electronic contracts, **110 local governments (over 70%) have introduced CloudSign**※.

Multiple municipalities have decided to introduce CloudSign in Gifu and Niigata prefectures.

The market is becoming an oligopoly in many regions.

Local governments using CloudSign and support services

*Partial excerpt



Prefectures

- Tokyo
- Aomori
- Akita
- Ibaraki
- Chiba
- Saitama
- Niigata
- Nagano
- Aichi
- Toyama
- Gifu
- Kagawa
- 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

※1 In-house comparison of information on open calls, bids, and proposals published by local governments nationwide, as well as information obtained by contacting local governments

※2 Counting local governments that have paid for e-contracting services and have decided to introduce e-contracting services (surveyed as of July 1, 2023).

※3 The number of local governments counted includes OEM products such as SMBC CloudSign.

ZEIRISHI.COM

Zeirishi means tax accountant



Japan's largest tax consultation portal site which has **1,000k** visitors/month.

1. Tax Accountant introduction service

Provide introduction service by experienced tax coordinators.

They choose the best one for client from among **6,252** registered tax accountants.

2. Tax consultation service

Provide tax consultation service free of charge.

Total number of tax consultation cases is approximately **110,000**.

3. Tax Account Profile · Tax Accountant Search

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



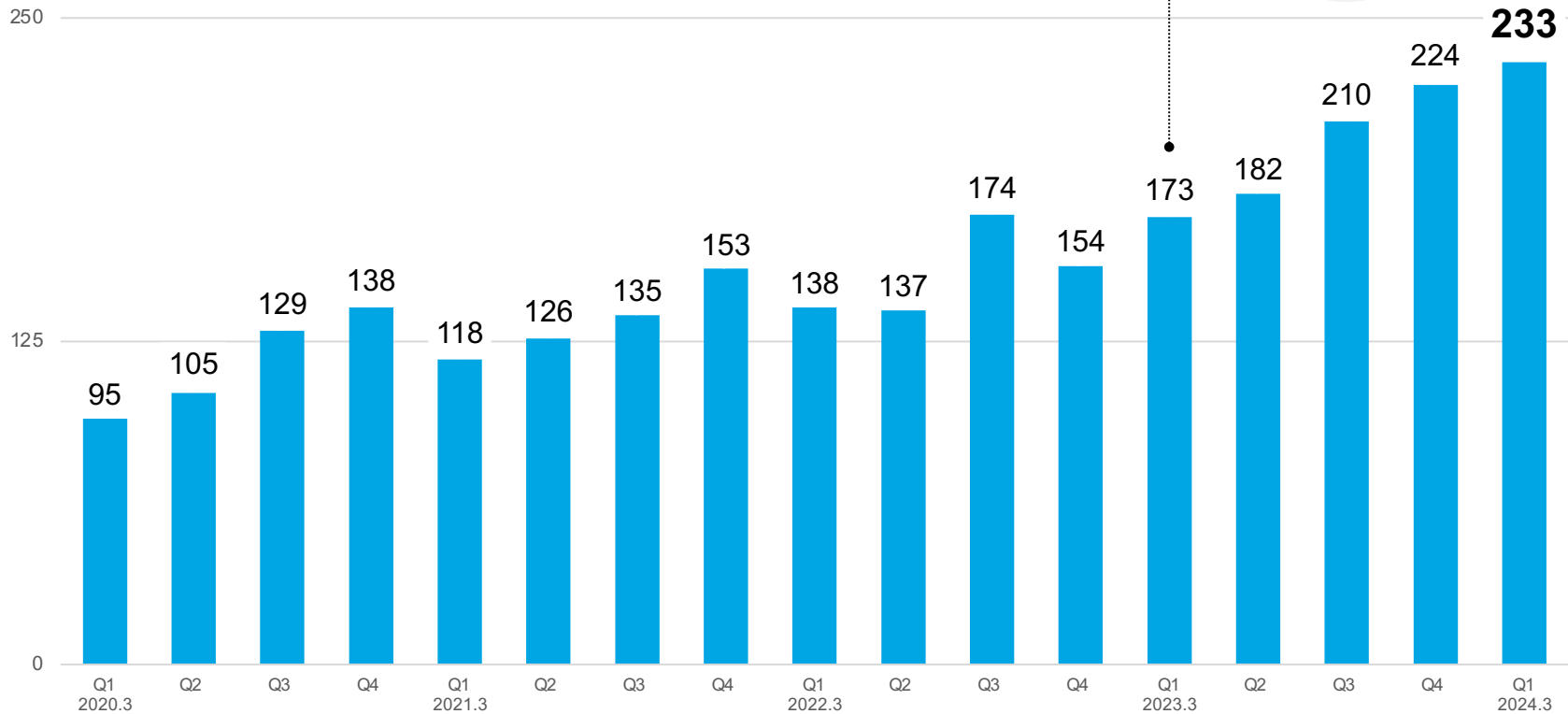
as of Jun. 2023

Trend in net sales

By actively investing in web advertising and other marketing, our positioning in the industry has increased day by day, with sales growing significantly, landing at a 35.1% YoY increase in sales revenue.

Trend in net sales

(Mil.Yen)



BUSINESS LAWYERS



Japan's largest Corporate legal portal site which has **563k** visitors/month.

1. Registered lawyers

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

2. “Business Lawyers Library”

Browse practical books online and streamline your research.

6,300 yen per month, Over 1,600 books, 27 legal publishers participate.

3. “Business Lawyers Compliance ”

Supporting the training challenges faced by companies with online videos.



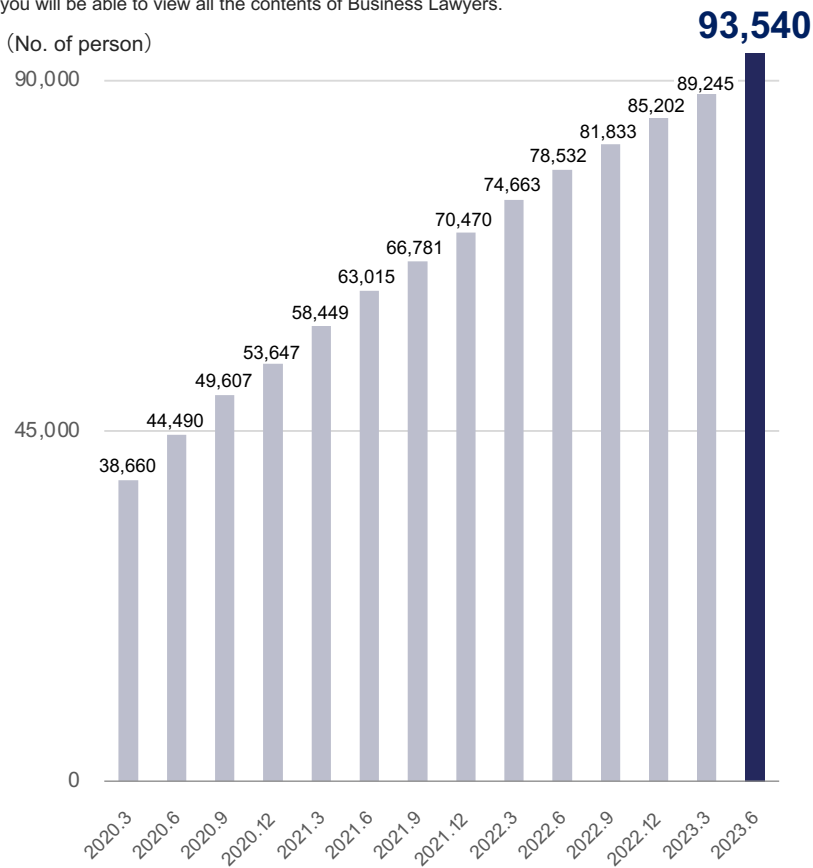
as of Jun. 2023

The number of Business Lawyers users exceeds 90,000.

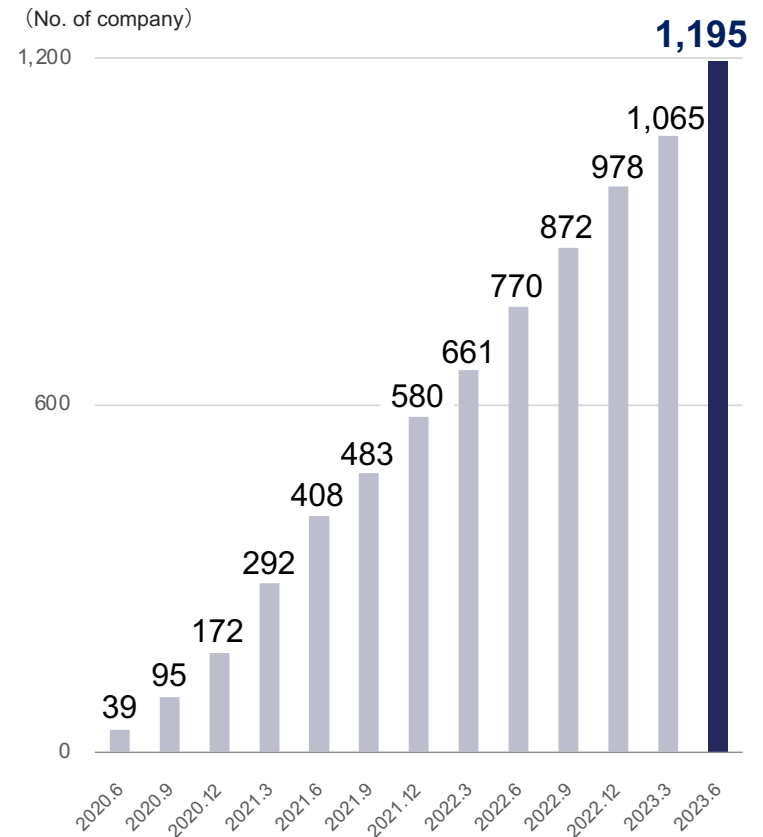
The number of companies using "Business Lawyers Library", a service that provides access to legal books and magazines, exceeds 1,200. (as of Jul. 2023)

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



Appendix

APPENDIX

NDIX

Topics for FY3/2024 Q1

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Summary for FY3/2024 Q1

Although sales decreased QoQ, they increased in comparison with the budget. A good start was made, primarily with CloudSign.

(Mil.Yen)

	FY3/2024 Q1 Actual	FY3/2023 Q1 Actual	YoY	FY3/2023 Q4 Actual	QoQ
Net Sales	2,392	1,959	+22.1%	2,446	-2.2%
CoGS	429	311	+38.0%	412	+4.1%
Gross Profit	1,962	1,648	+19.1%	2,034	-3.5%
SGA	1,716	1,510	+13.6%	1,638	+4.8%
EBITDA	346	203	+70.8%	475	-27.1%
Operating Profit	246	138	+78.3%	395	-37.8%
Operating Profit Ratio	10.3%	7.0%	+3.2pt	16.2%	-5.9pt
Ordinary Profit	246	138	+78.1%	403	-38.9%
Net Profit	151	90	+66.9%	286	-47.3%

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

Balance Sheet

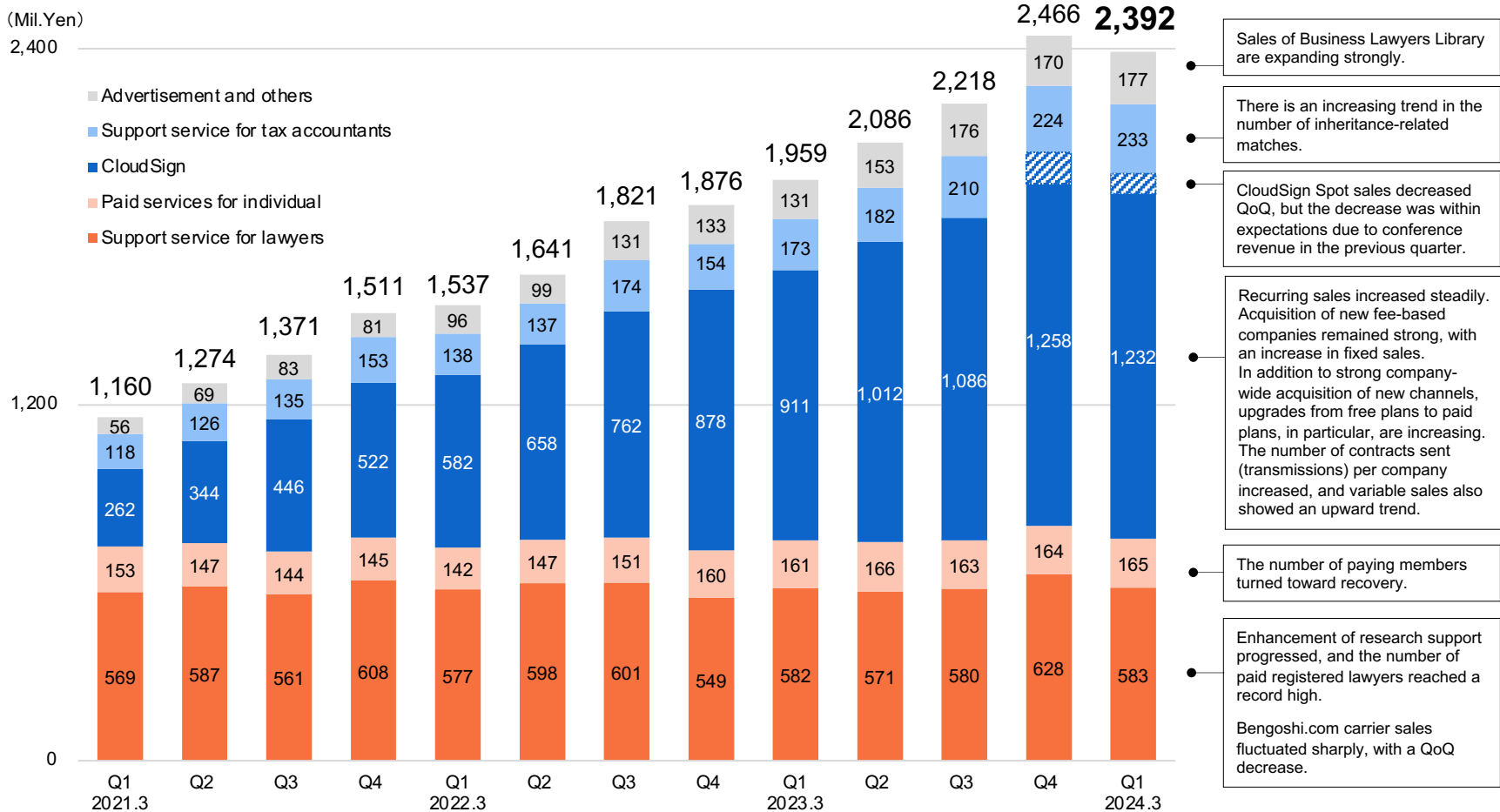
Net assets increased 170 million yen due to higher retained earnings.

	FY3/2024 Q1	FY3/2023 Q4	QoQ
Current Assets	3,251	3,232	+19
Cash and equivalents	1,583	1,646	-63
Fixed Assets	1,311	1,177	+134
Total Assets	4,563	4,410	+153
Current Liabilities	1,225	1,242	-17
Fixed Liabilities	-	-	-
Net Assets	3,338	3,167	+170
Capital-to-Asset Ratio	72.5%	71.3%	+1.2pt

(Mil. Yen)

Quarterly trend of Net Sales

Sales decreased QoQ in the first quarter, although there was an increase including CloudSign in comparison with the budget. CloudSign saw a decrease in spot sales, but growth in recurring sales, which are the most important. In particular, the number of contracts sent was higher than the budget forecast.

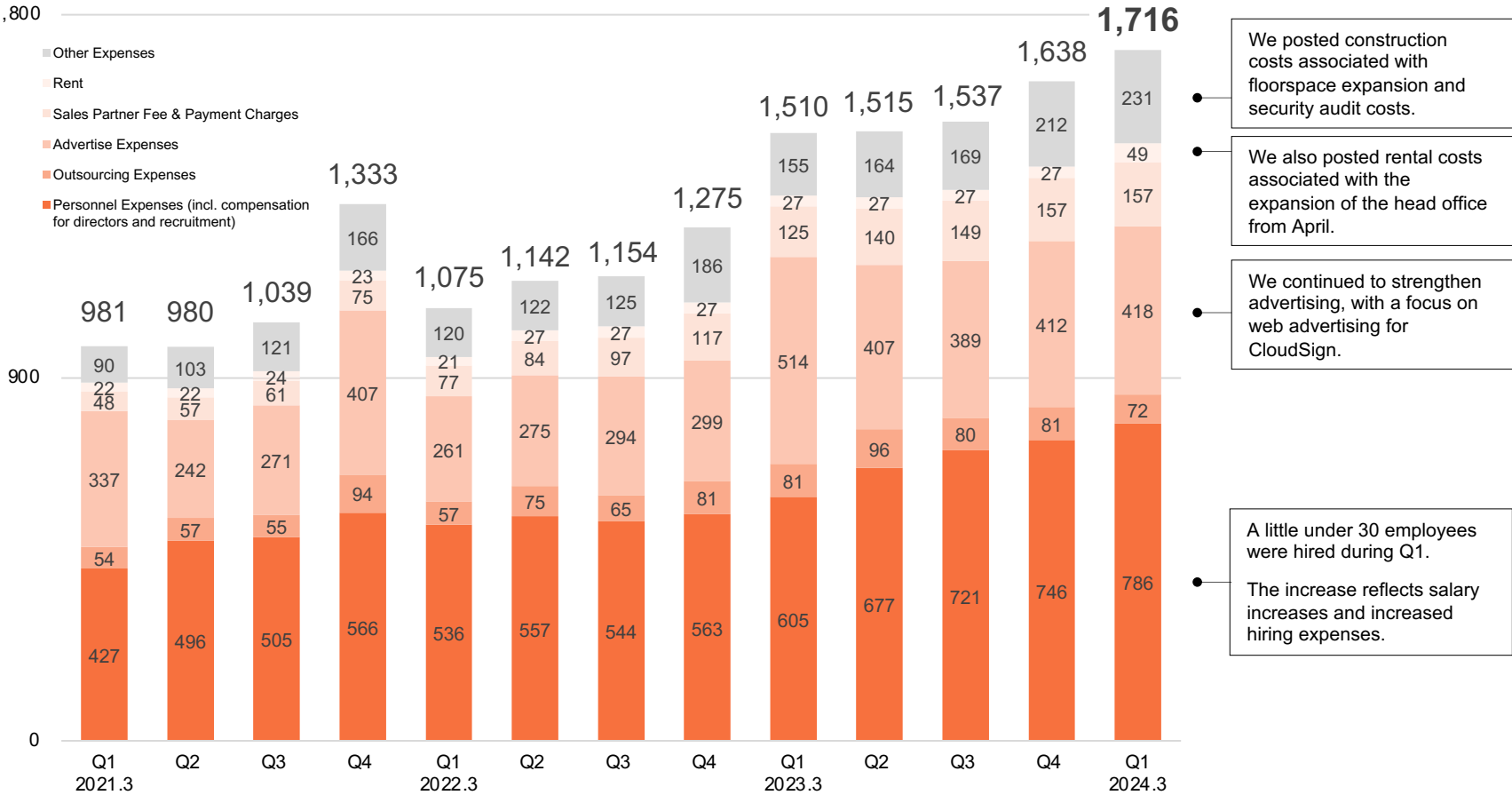


Quarterly trend of SGA

In Q1, SG&A expenses increased, primarily in personnel expenses, as recruitment progressed as planned.

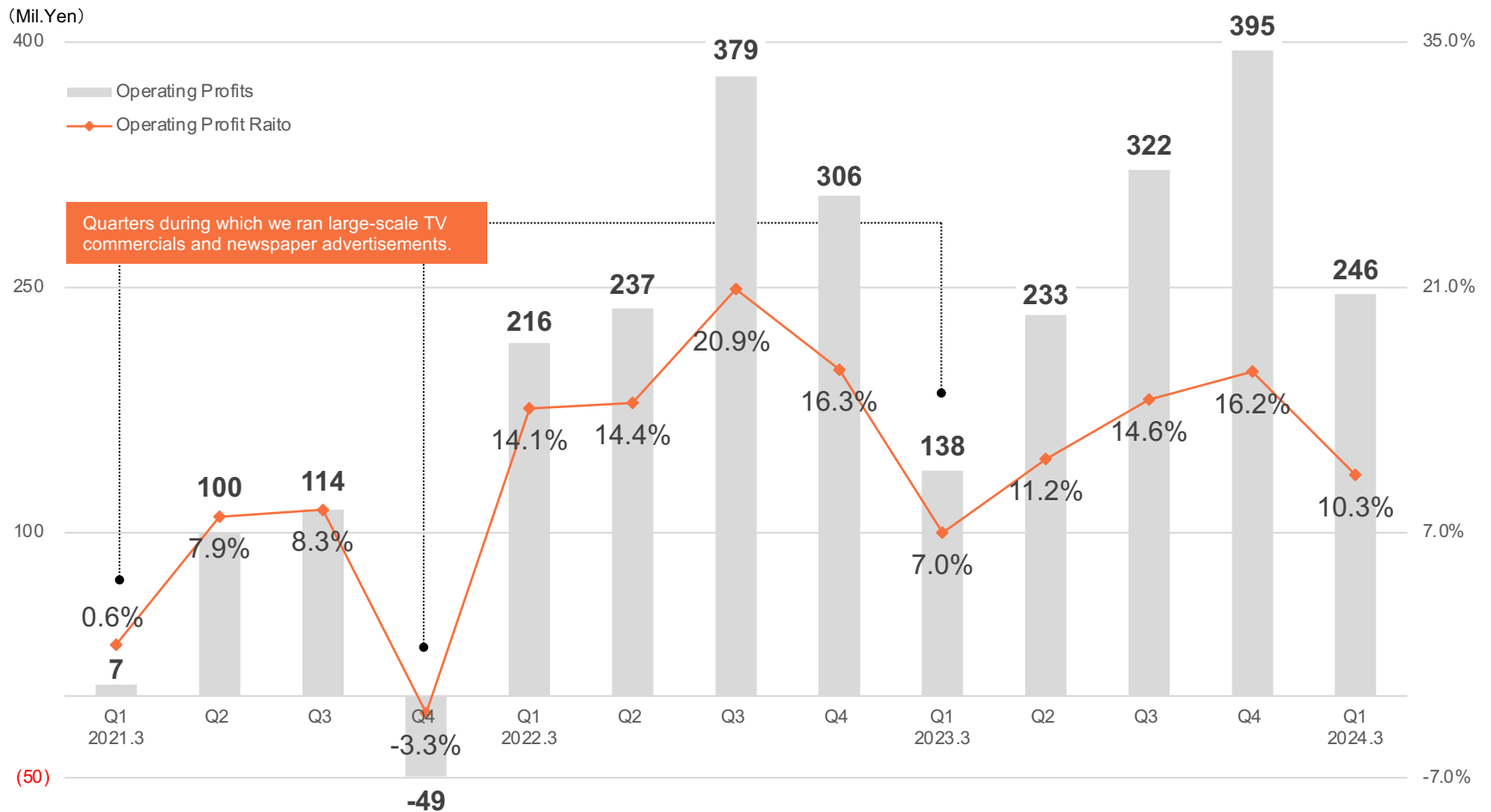
(Mil.Yen)

1,800



Quarterly trend of Operating Profits

In Q1, operating profit stood at 246 million yen. EBITDA was 346 million yen.



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	441 (as of Jun. 2023)

VISION・MISSION

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.



BUSINESS LAWYERS



CLOUDSIGN

ESG policy

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



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

Our history

- 2005 July** Authense Group Co., Ltd. established at Aobadai 3-chome, Meguro-ku, Tokyo
- August** Started operation of legal consultation portal site Bengoshi.com
Lawyer profile and lawyer search services released on Bengoshi.com site
- 2006 August** Started operation of tax accountant consultation portal site Zeirishi.com
- 2007 May** Free legal consultation service (legal consultation for everyone) released on Bengoshi.com site
- 2012 April** Bengoshi.com Topics service for distributing law-related articles released on the Bengoshi.com site
- 2013 October** Changed the company name to Bengo4.com, Inc.
- 2014 September** Bengoshi.com Topics renewed as Bengoshi.com News
- December** Listed its shares on the Mothers Section of the Tokyo Stock Exchange.
- 2015 October** Released CloudSign—Japan's first completely online cloud-based contract conclusion service
- 2016 March** Released Business Lawyers, a corporate legal affairs portal site that provides easy-to-understand explanations of the latest legal revisions and practices
- May** Released Bengoshi.com Career, a recruitment service for lawyers and legal personnel
- 2018 February** Started operation of EXCAREER, a career change support service for corporate management departments
- 2020 March** Released Business Lawyers Library, a flat-rate reading service for legal books and journals
- May** Released Bengoshi.com Library, a flat-rate reading service for legal books and journals for lawyers
- July** Released Bengoshi.com Business System to support lawyers' planned case management



BUSINESS LAWYERS



CLOUDSIGN

BENGOSHI.COM

Bengoshi means lawyer



Social background of legal consulting services in Japan 弁護士ドットコム

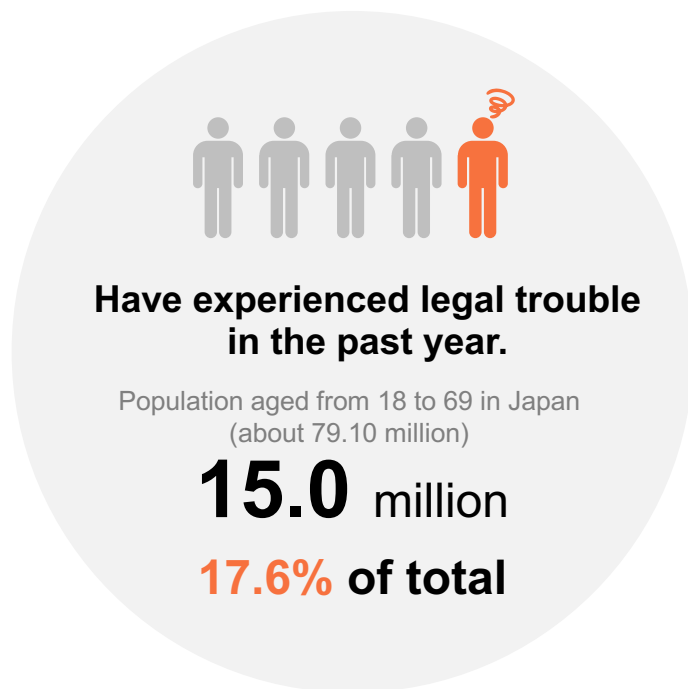
15.0 Million people had troubles / disputes over legal matters in a year

Only 25.7% of these people sought Lawyer's advices

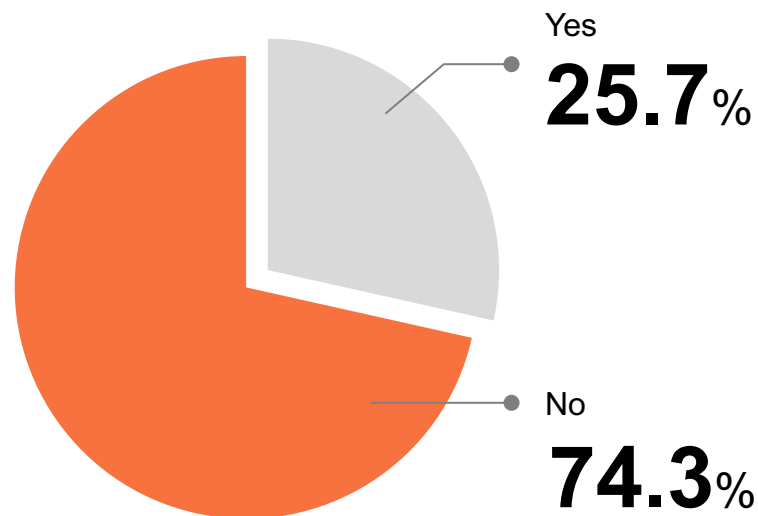
Reasons why they hesitated to ask professional's help were:

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



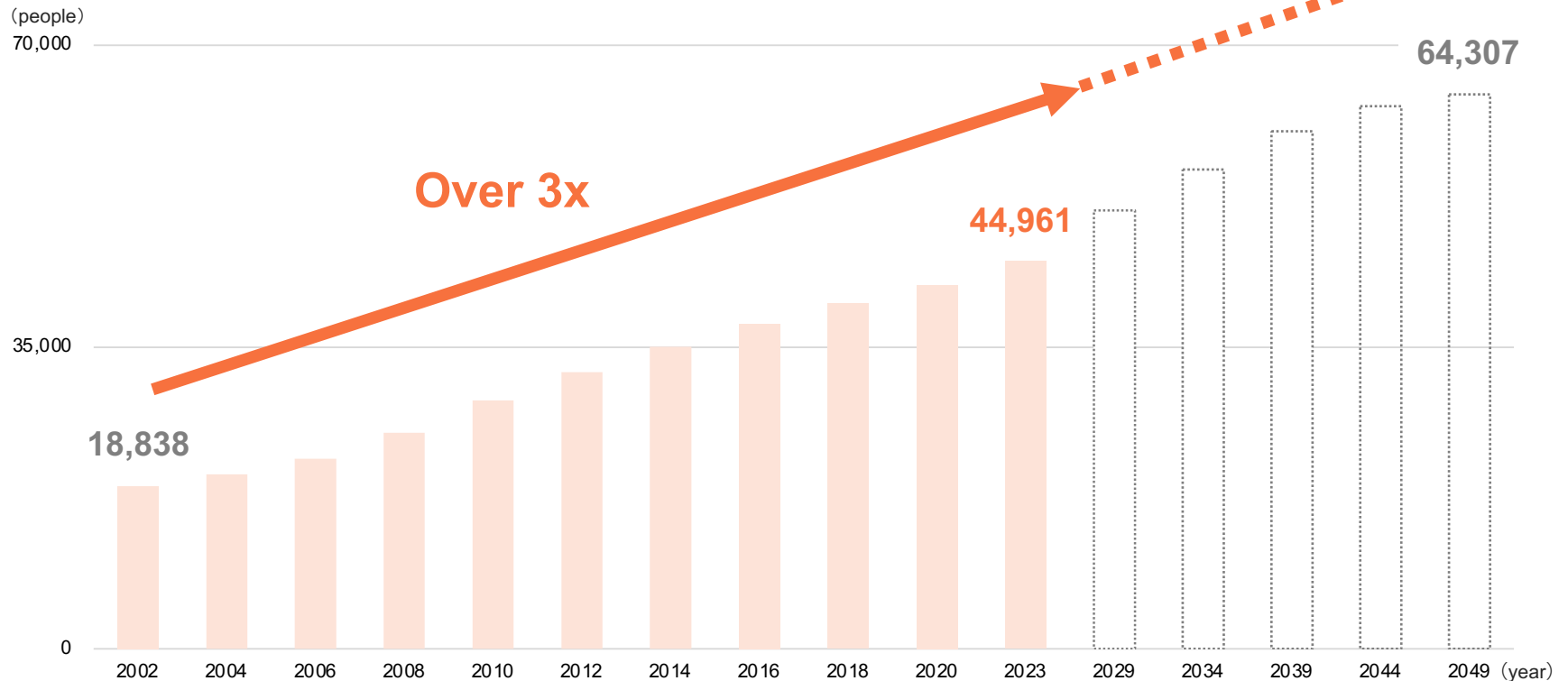
Sought Lawyer's help?



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

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.

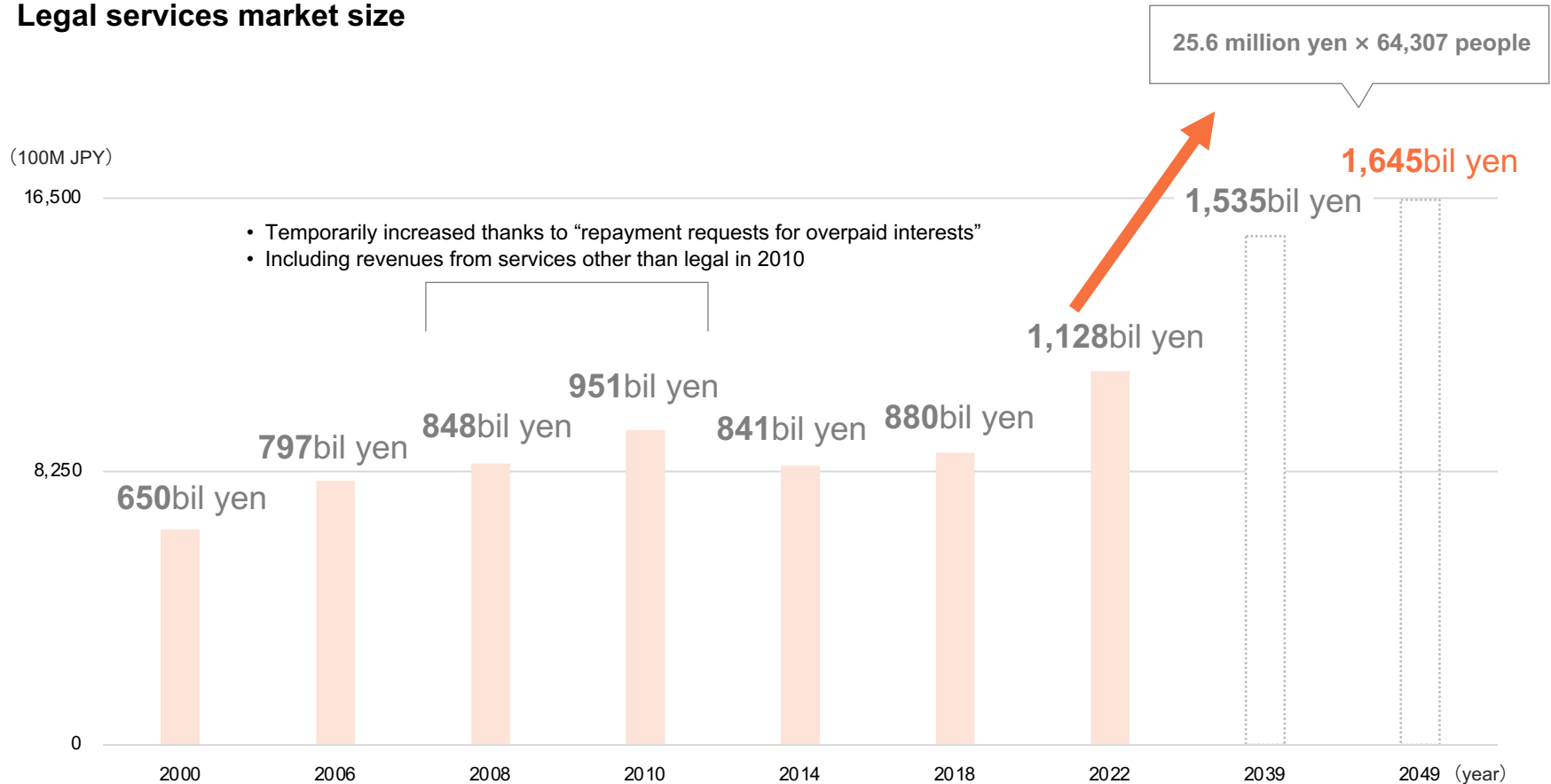
Number of Lawyers in Japan



Source : Excerpted from the 2022 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)

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 and 2022 edition of the White Paper on Lawyers, published by the Japan Federation of Bar Associations

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.



The largest free legal consultation portal in Japan which has **10.97M** visitors/month*

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

- The outstanding database which has over **1,266k** records of consulting cases*

2. Because it has a substantial database of lawyers

- **23,077** 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 **7.41M** people visited monthly*, thanks to its distinctive positioning, “Legal × news topics”



*as of Jun. 2023

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



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

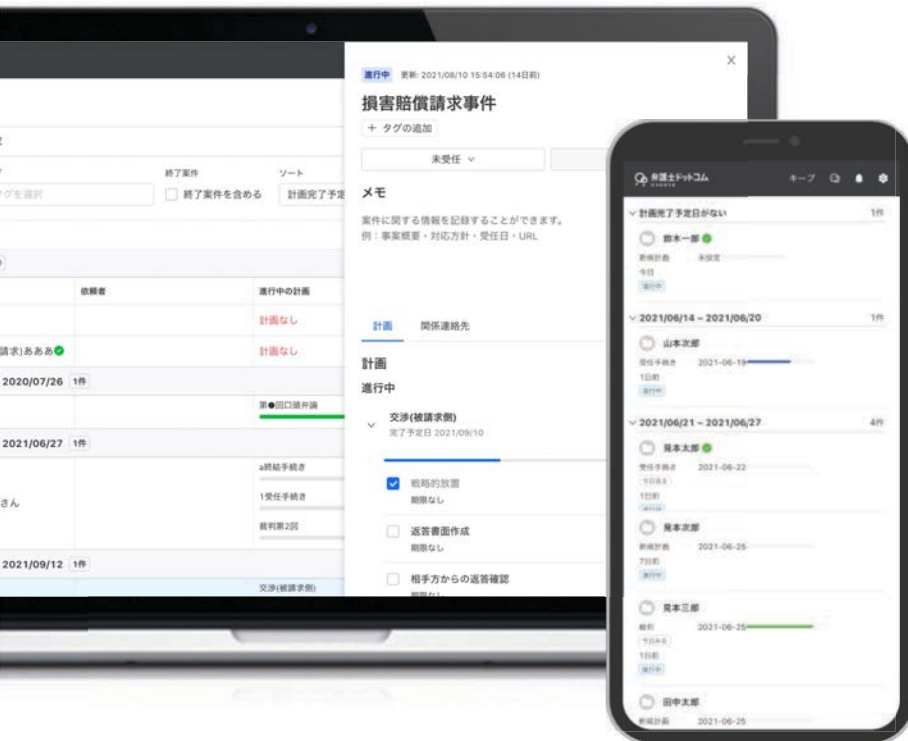
20,000 yen or more per month
(4 plans in total)



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



All case can be planned.

- 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

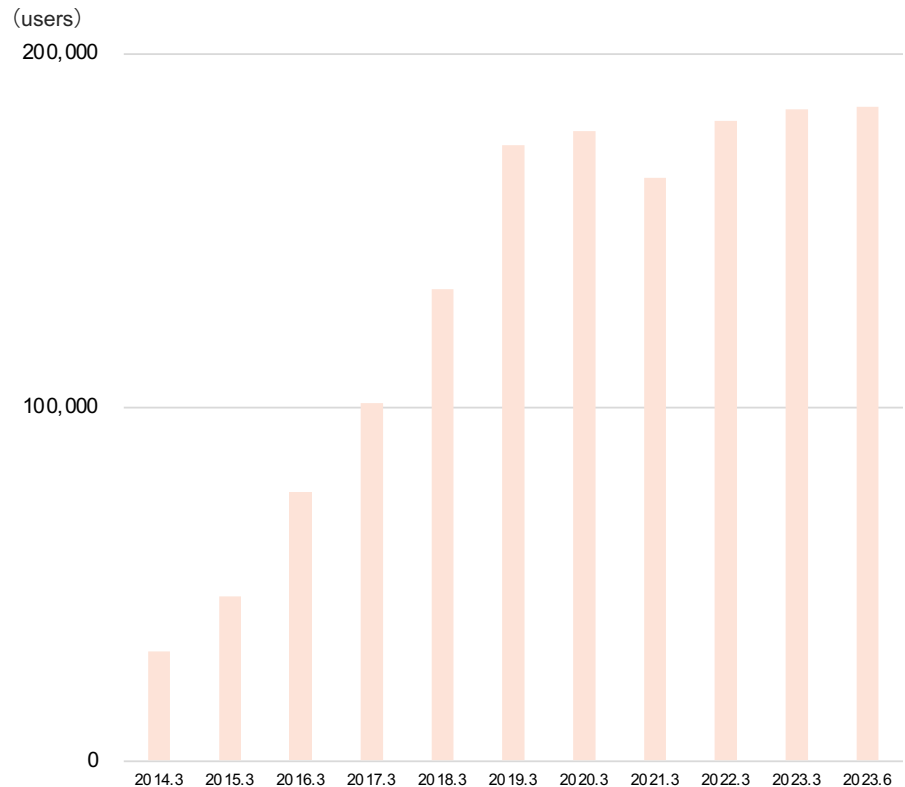
ベストアンサー

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。

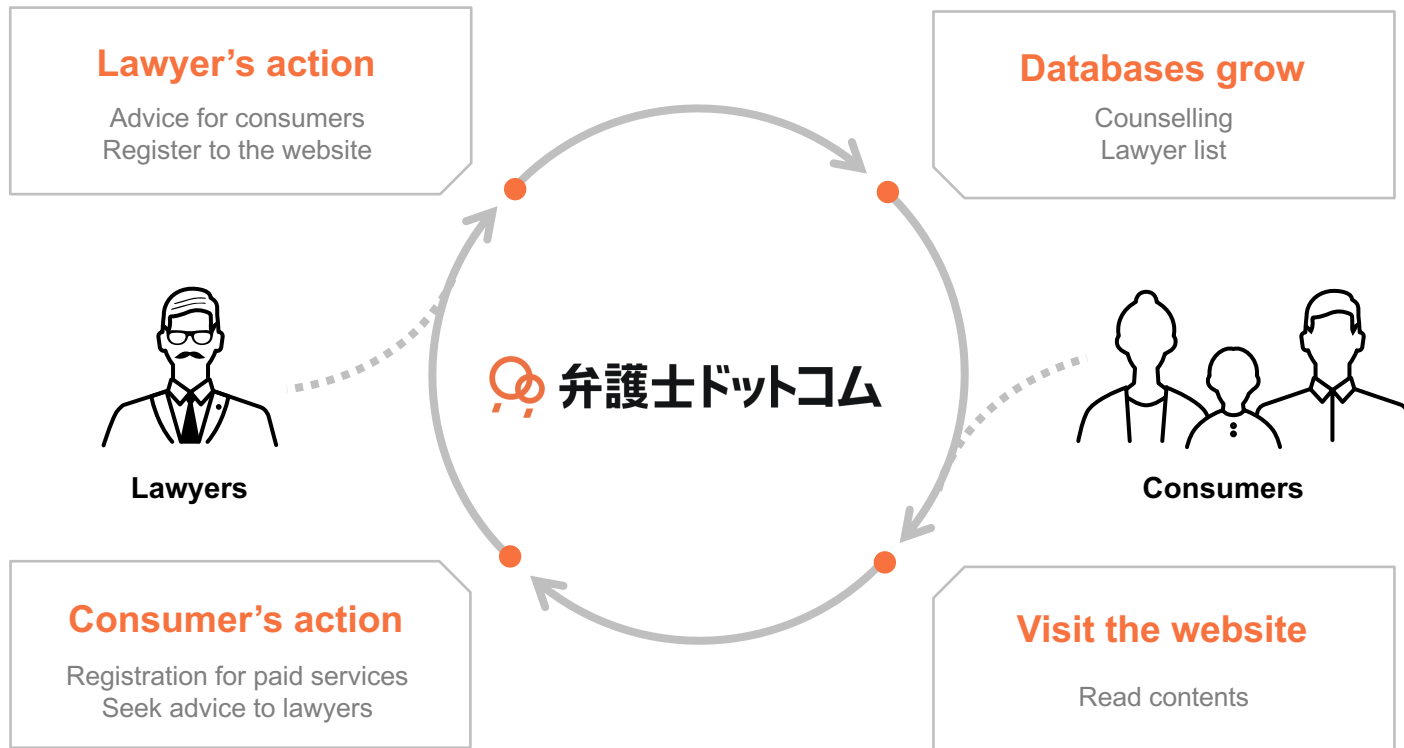
2020年10月04日 16時35分

Answers by lawyers are available only for paid users

Trend of the number of paid users



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



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 several article teasers with images and text. The main content area displays a grid of search results for lawyers, with one result highlighted in a red box and labeled 'Advertisements'. Below the grid, there is a large advertisement for divorce lawyers, also highlighted in a red box and labeled 'Advertisements'. The advertisement text includes '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'.

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



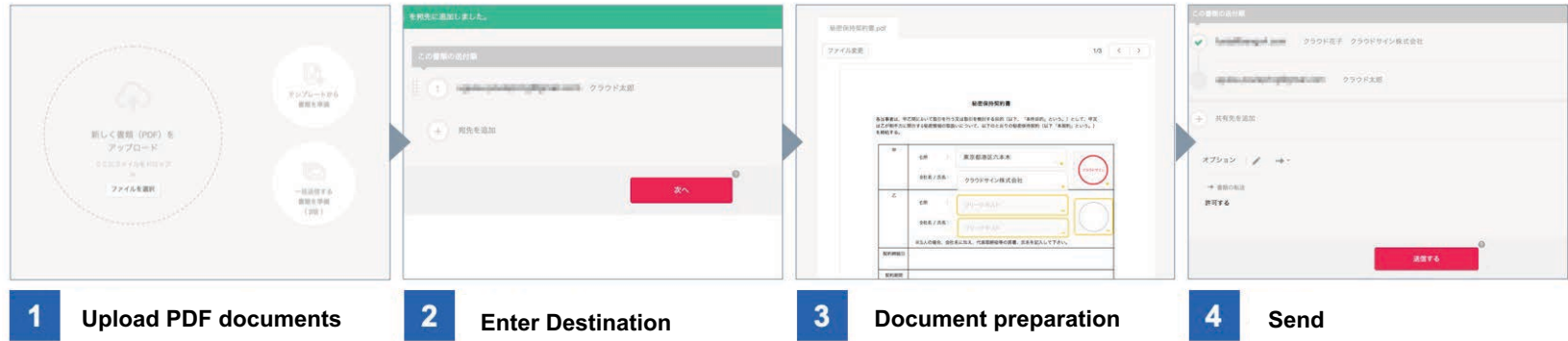
Cloud-based e-contracting service from contract conclusion to contract management.

Upload a completed contract that has been negotiated and approved by the other party, and the contract is concluded. The recipient of the document does not need to be registered with CloudSign.

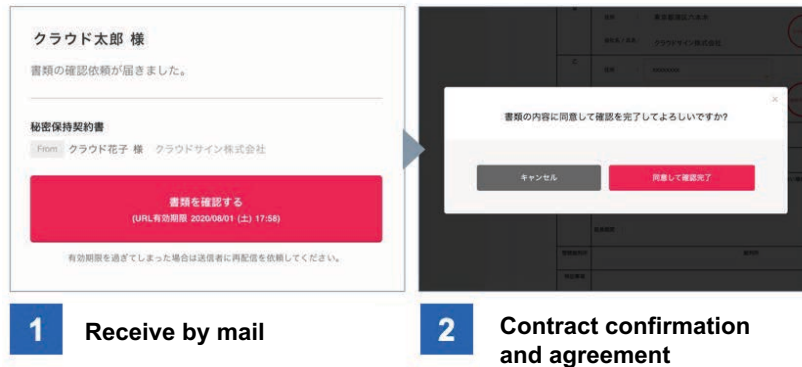


弁護士ドットコム

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.)

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



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.

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 : 3</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.

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.

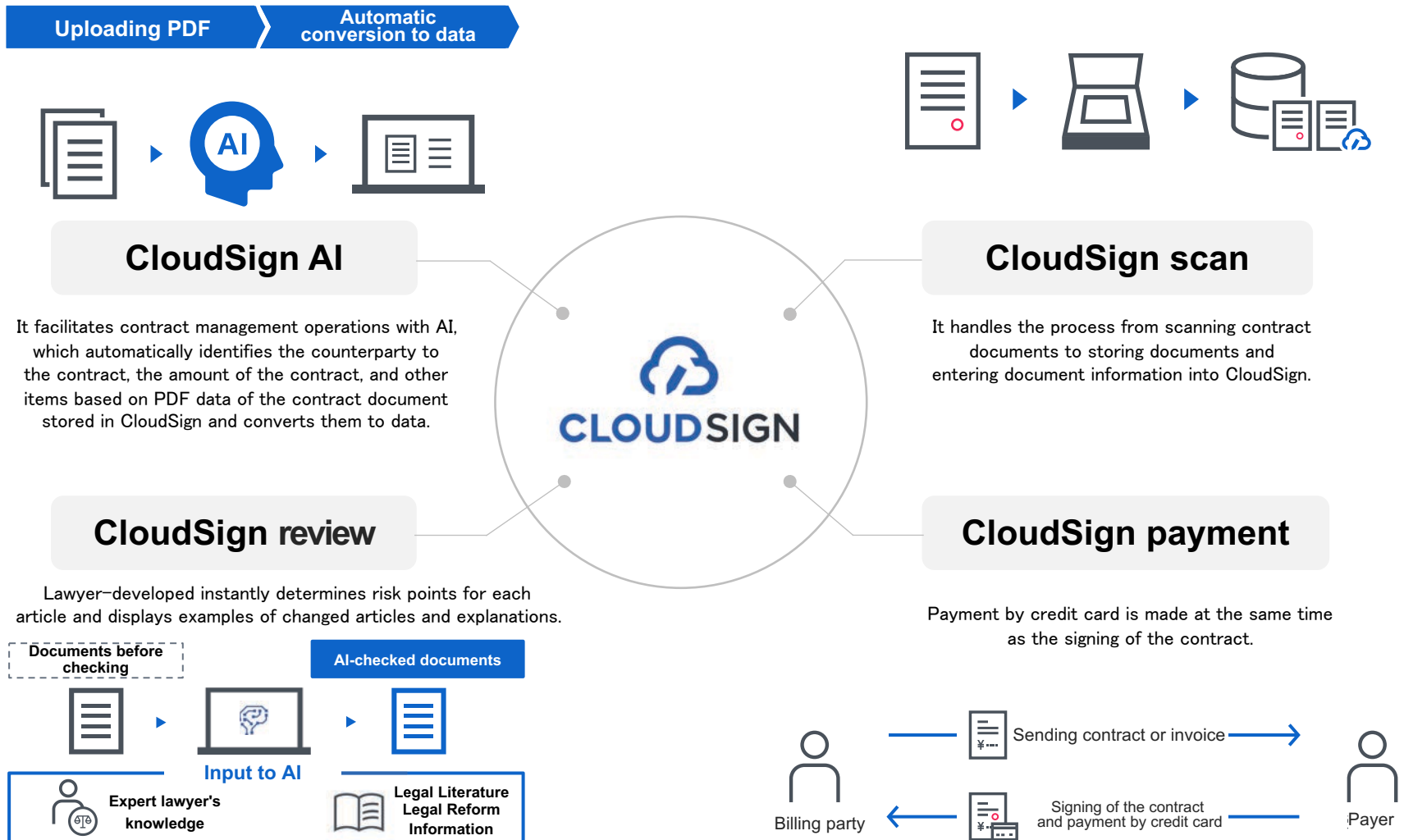
2. Product development in line with Japanese business practices

- 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.





<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.