

FY3/2024 Q3 RESULTS

弁護士ドットコム

Bengo4.com, Inc.

Feb. 14, 2024

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- 02** **Business Overview (P10-P33)**
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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

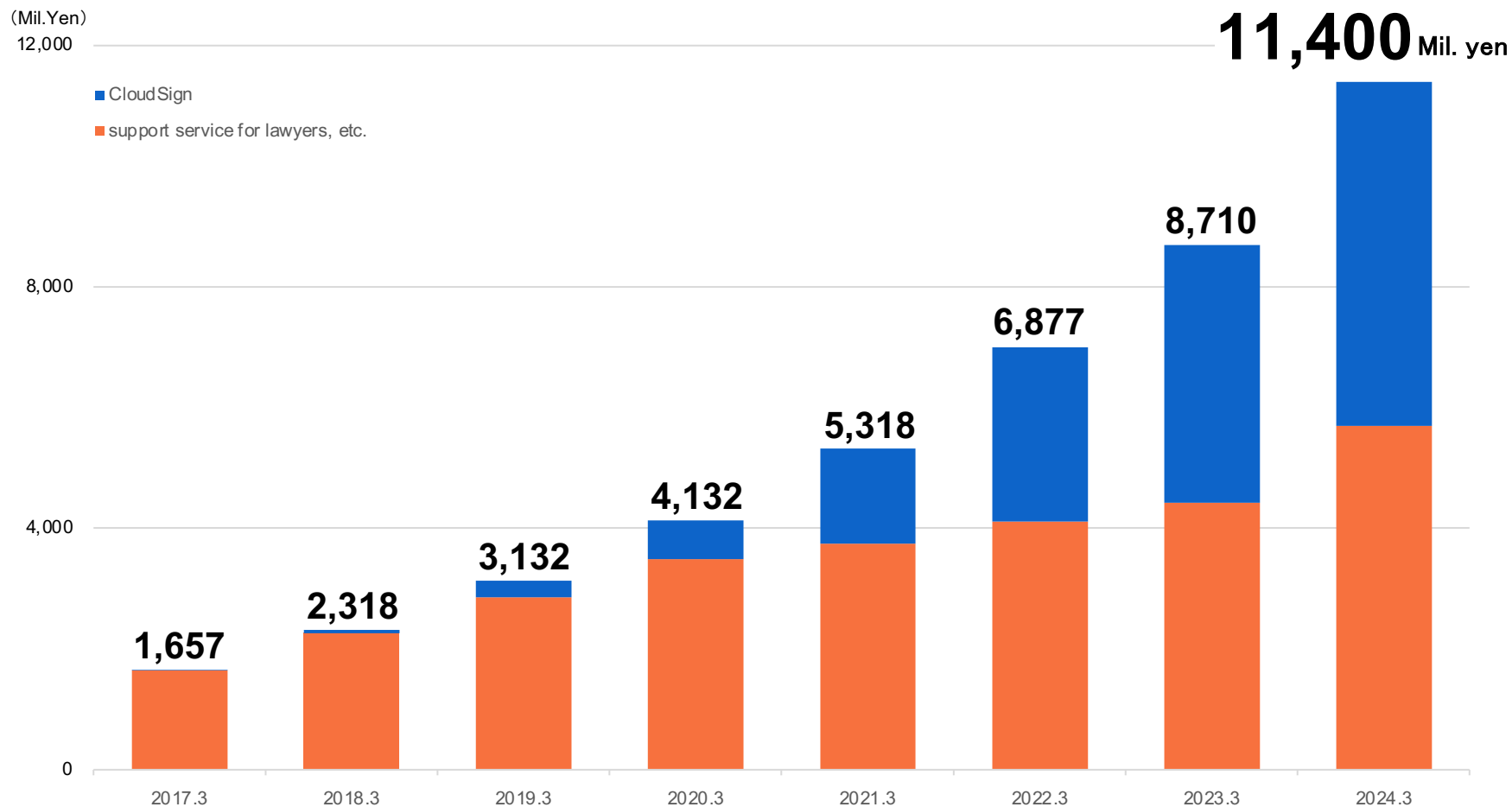
FY3/2024 Q3 Results

FY3/
2024
Q3

Revision of Forecast

Consolidated accounting commenced from Q3.

The business results of LIC CO., Ltd. are included in net sales of support services for lawyers.



Topics for FY3/2024 Q3

Net sales increased **28.0%** YoY. Operating profit rose **27.8%** YoY.

| | | | | |
|------------------|--------------|----------|---|-----------------------|
| Net Sales | 8,020 | Mil. JPY | — | + 28.0 % (YoY) |
|------------------|--------------|----------|---|-----------------------|

| | | | | |
|---------------|--------------|----------|---|-----------------------|
| EBITDA | 1,305 | Mil. JPY | — | + 44.5 % (YoY) |
|---------------|--------------|----------|---|-----------------------|

| | | | | |
|-------------------------|------------|----------|---|-----------------------|
| Operating Profit | 887 | Mil. JPY | — | + 27.8 % (YoY) |
|-------------------------|------------|----------|---|-----------------------|

| | | | | |
|------------------------|------------|----------|---|-----------------------|
| Ordinary Profit | 931 | Mil. JPY | — | + 32.9 % (YoY) |
|------------------------|------------|----------|---|-----------------------|

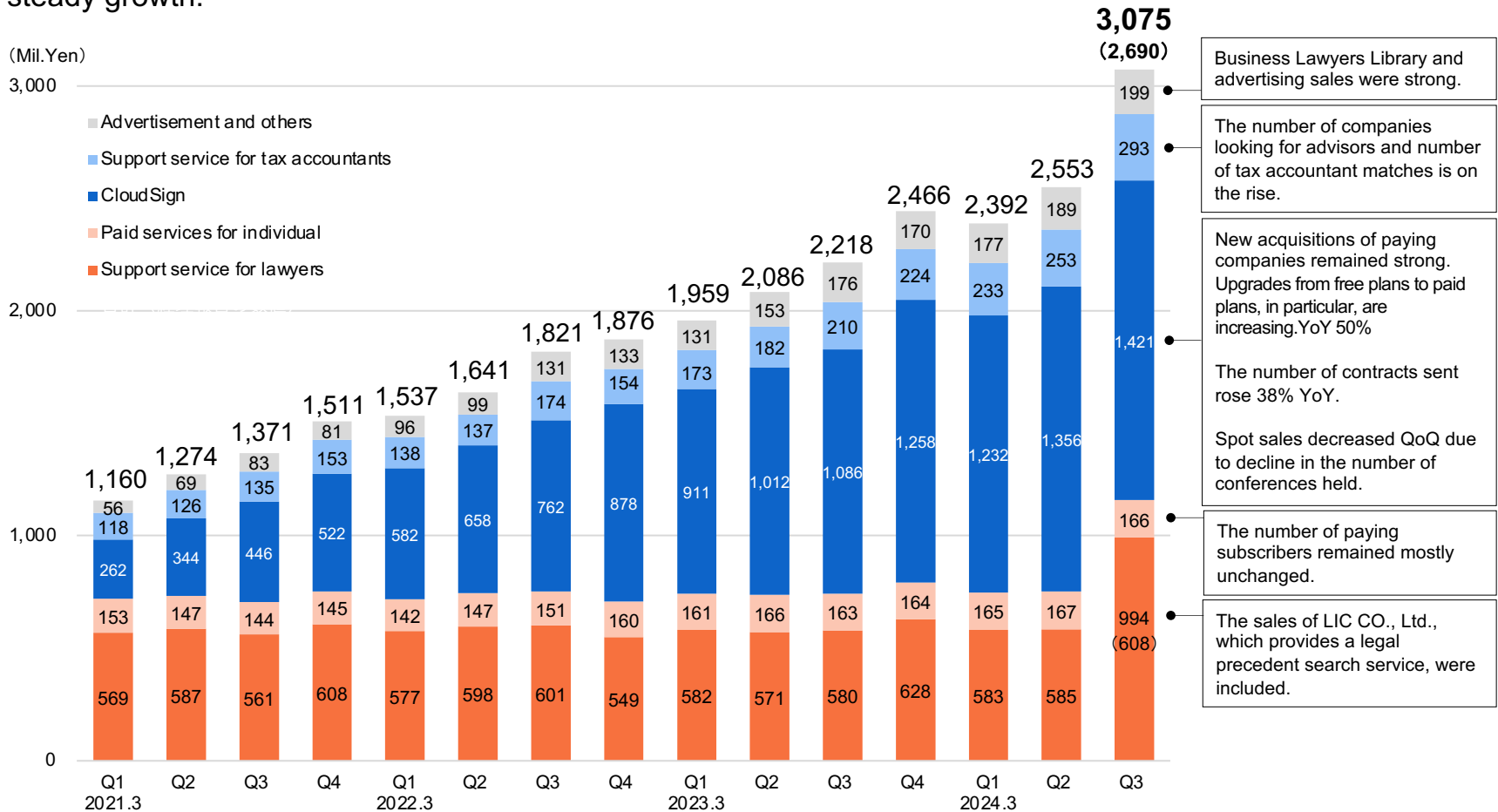
| | | | | |
|-------------------|------------|----------|---|-----------------------|
| Net Profit | 571 | Mil. JPY | — | + 32.7 % (YoY) |
|-------------------|------------|----------|---|-----------------------|

*EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization + Stock-based compensation expense + Equity gains (losses) of affiliated companies

*YoY shows the change compared with the non-consolidated figure for FY3/2023 for reference purposes.

Quarterly trend of Net Sales

In Q3, net sales of support service for lawyers increased due to the commencement of consolidated accounting. The number of new customers using CloudSign and the number of contracts sent using the service showed steady growth.

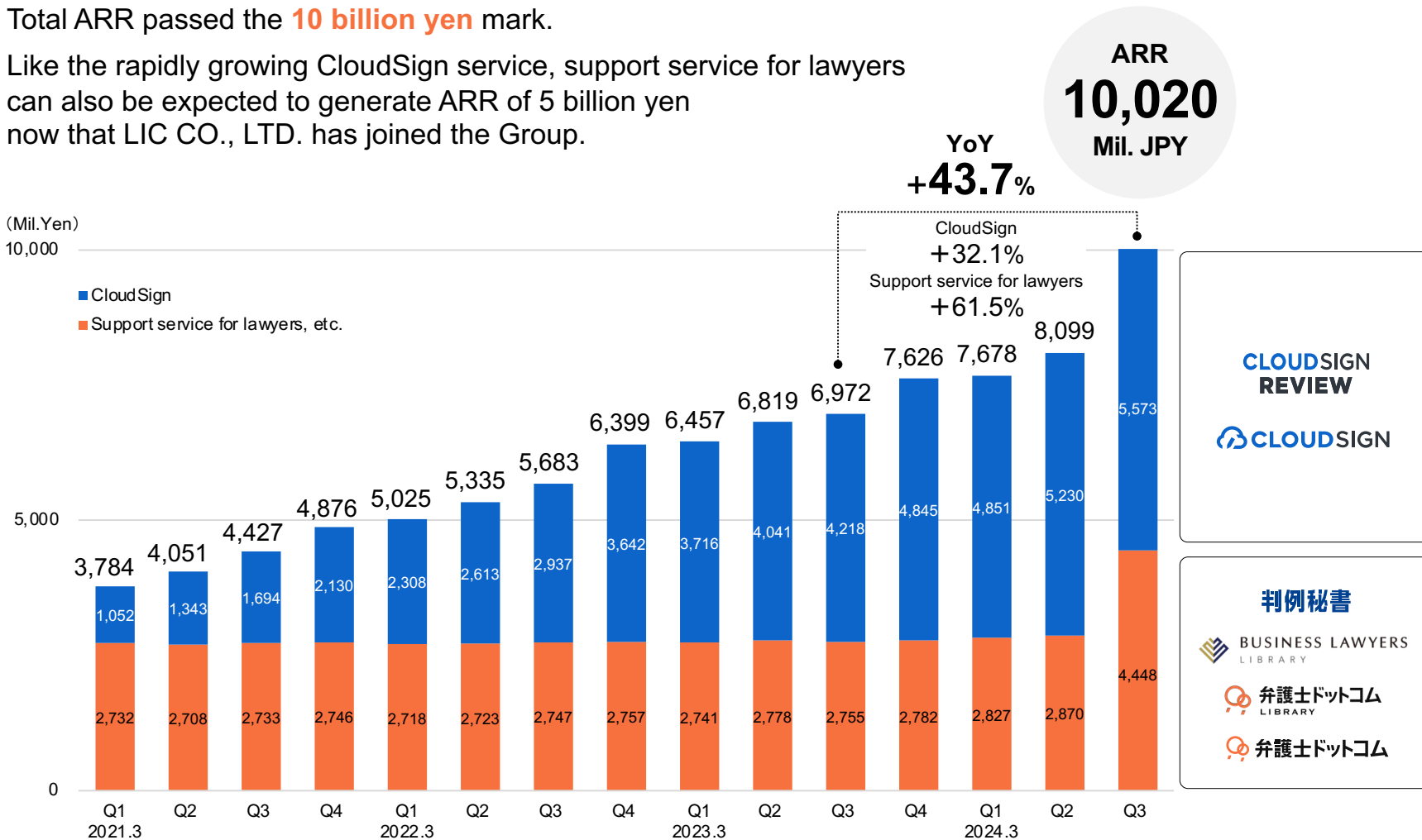


※ () represent non-consolidated results.

Quarterly Trend in ARR

Total ARR passed the **10 billion yen** mark.

Like the rapidly growing CloudSign service, support service for lawyers can also be expected to generate ARR of 5 billion yen now that LIC CO., LTD. has joined the Group.



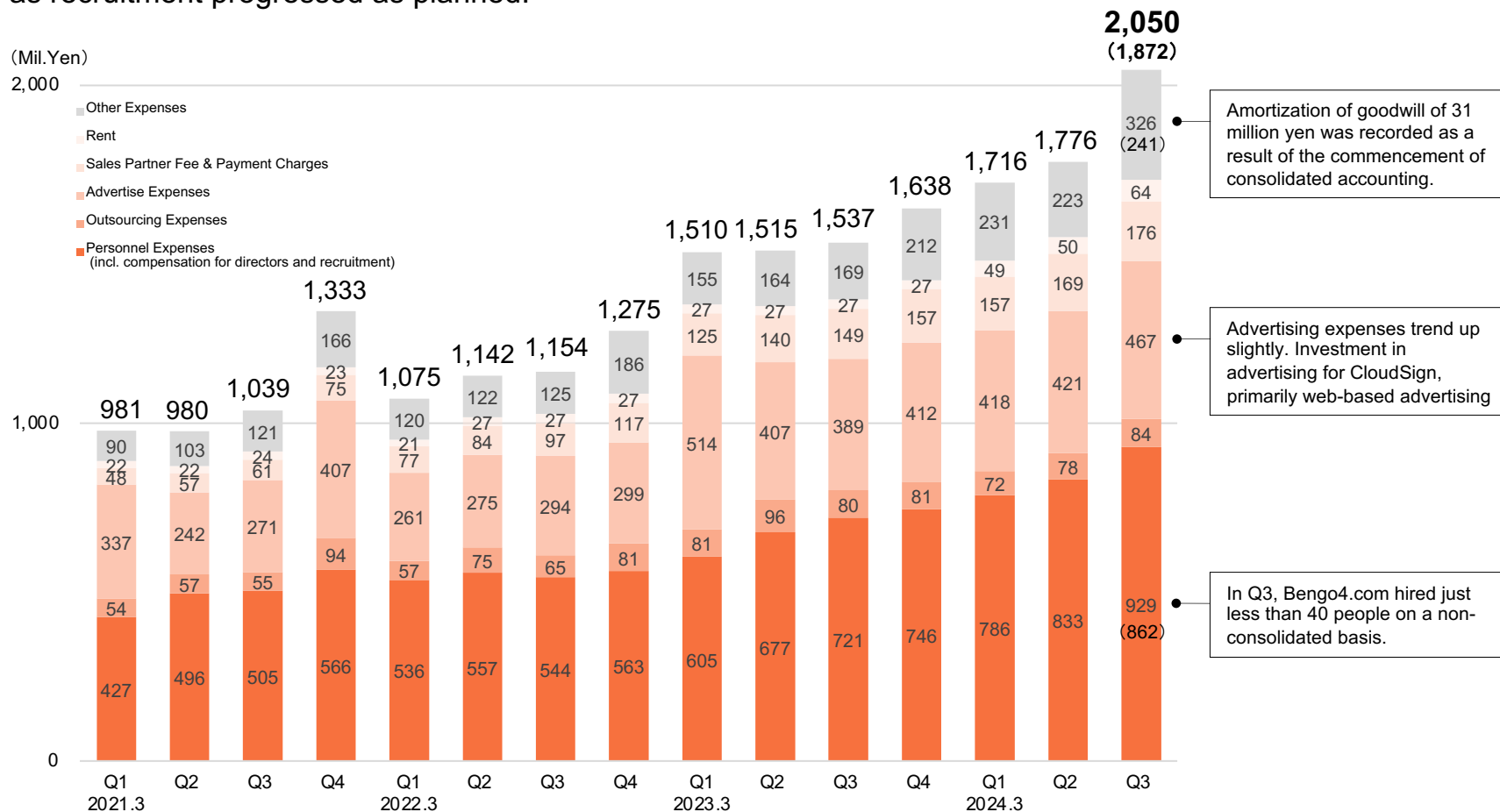
*ARR for support service for lawyers, etc. is total billing revenue excluding Bengoshi.com Career, support service for tax accountants, Business Lawyers Compliance, and advertising sales.

*ARR =Annual Recurring Revenue. Calculated by multiplying Monthly Recurring Revenue at the end of each period by 12.

*YoY shows the change compared with the non-consolidated figure for FY3/2023 for reference purposes.

Quarterly trend of SGA

In Q3, amortization of goodwill was recorded as a result of the commencement of consolidated accounting. Bengo4.com's non-consolidated results showed an increase in SG&A expenses, primarily personnel expenses, as recruitment progressed as planned.

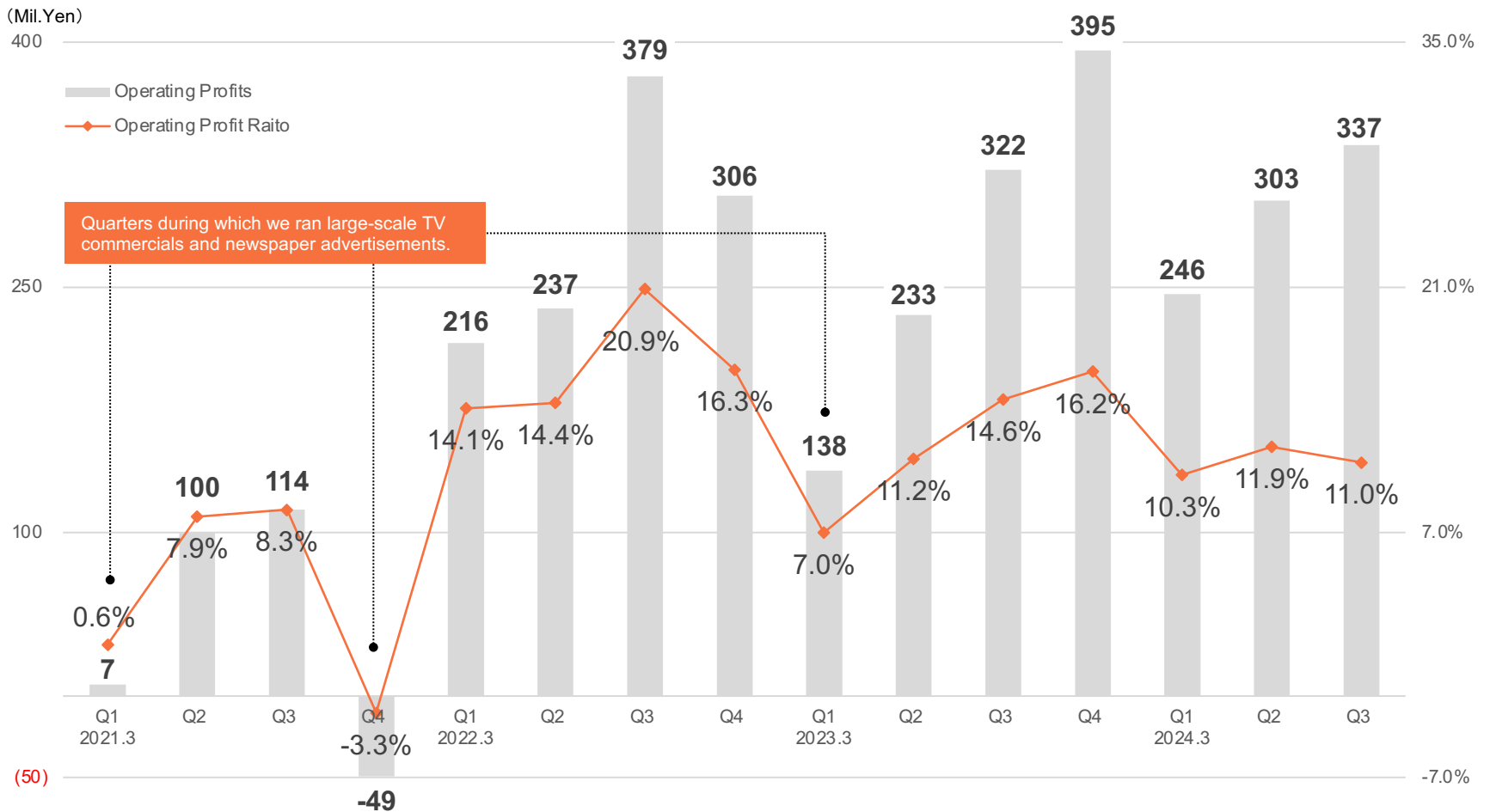


※ () represent non-consolidated results.

Quarterly trend of Operating Profits

Operating profit and EBITDA for Q3 stood at 337 million yen and 511 million yen respectively.

Even excluding goodwill amortization expenses from LIC Co., Ltd's operating profit, LIC Co., Ltd contributed to profitability.



Business Overview

FY3/
2024
Q3

CLOUDSIGN



Trend in net sales

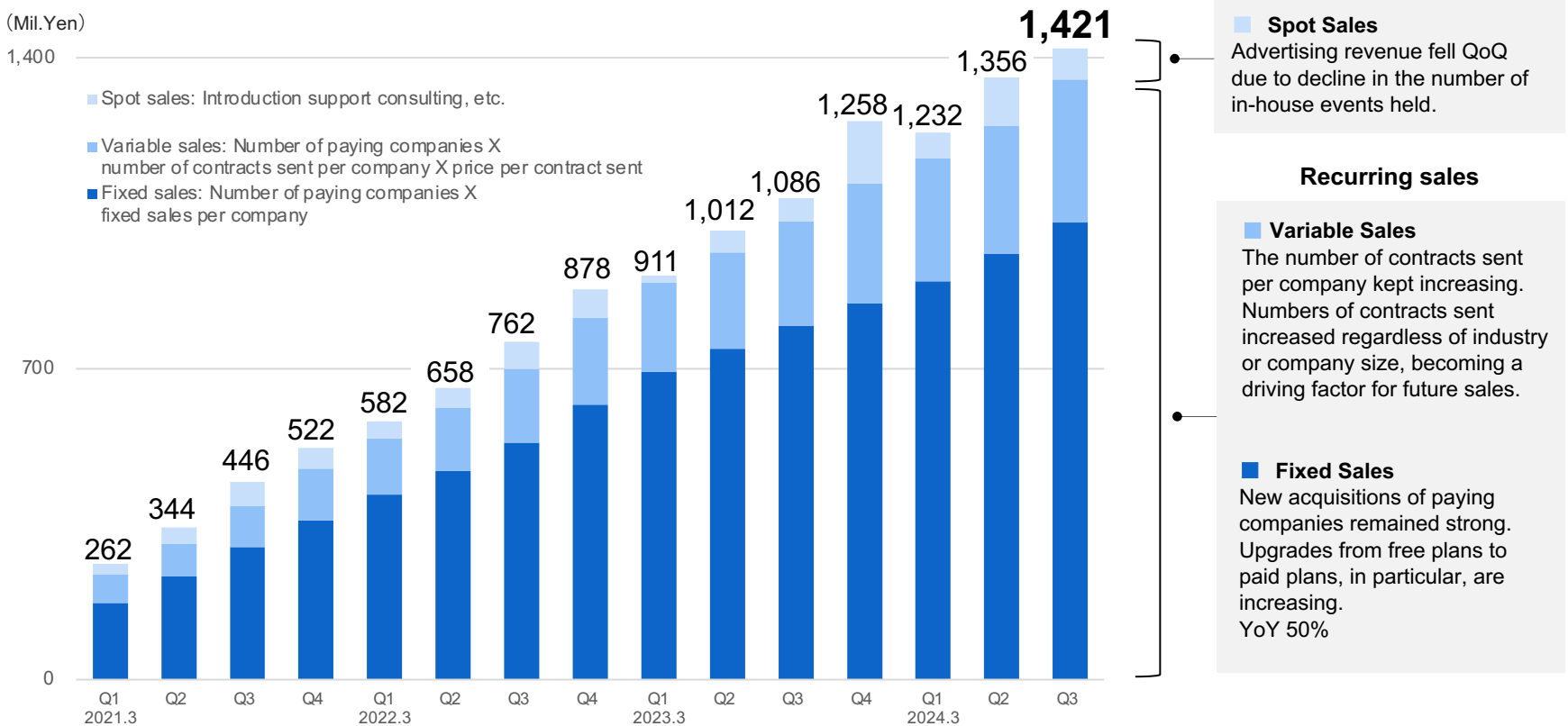
Q3 sales were 1,421 million yen, rising 30.8% YoY.

Variable sales grew 37.1% YoY due to an upswing in the number of contracts, and the ratio of variable sales to net sales increased gradually.



Trend in net sales

(Mil.Yen)

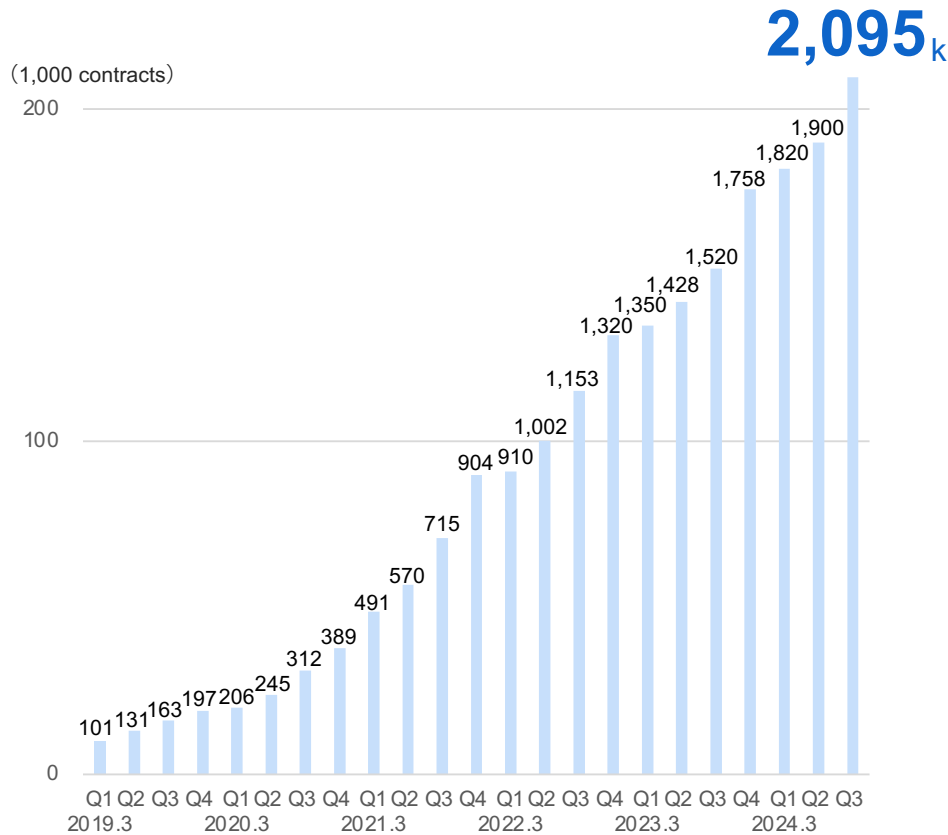


Trend in the number of contracts

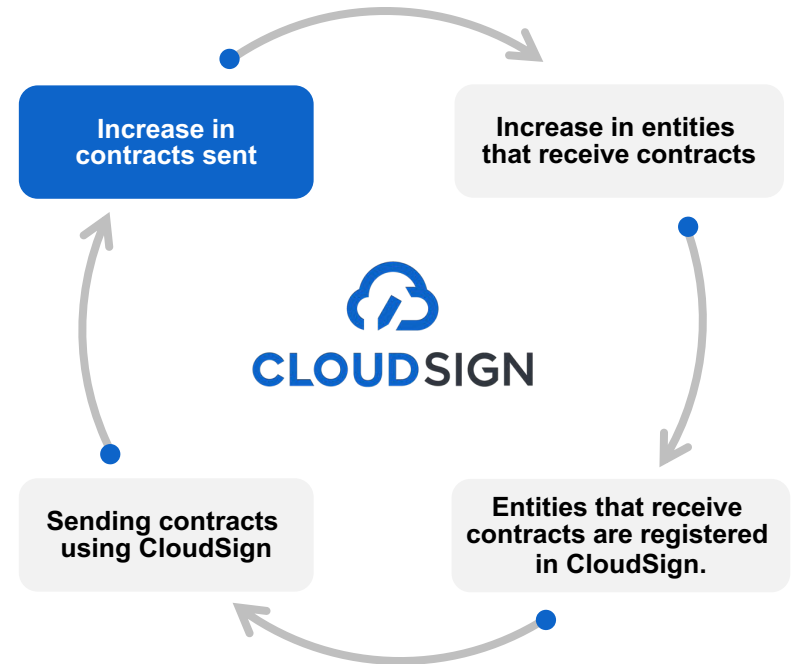
(The number of contracts sent bearing an electronic signature and a timestamp)

The number of contracts sent increased steadily, surpassing 2.09 million in the quarter, Record number of increases from Q2 to Q3

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.

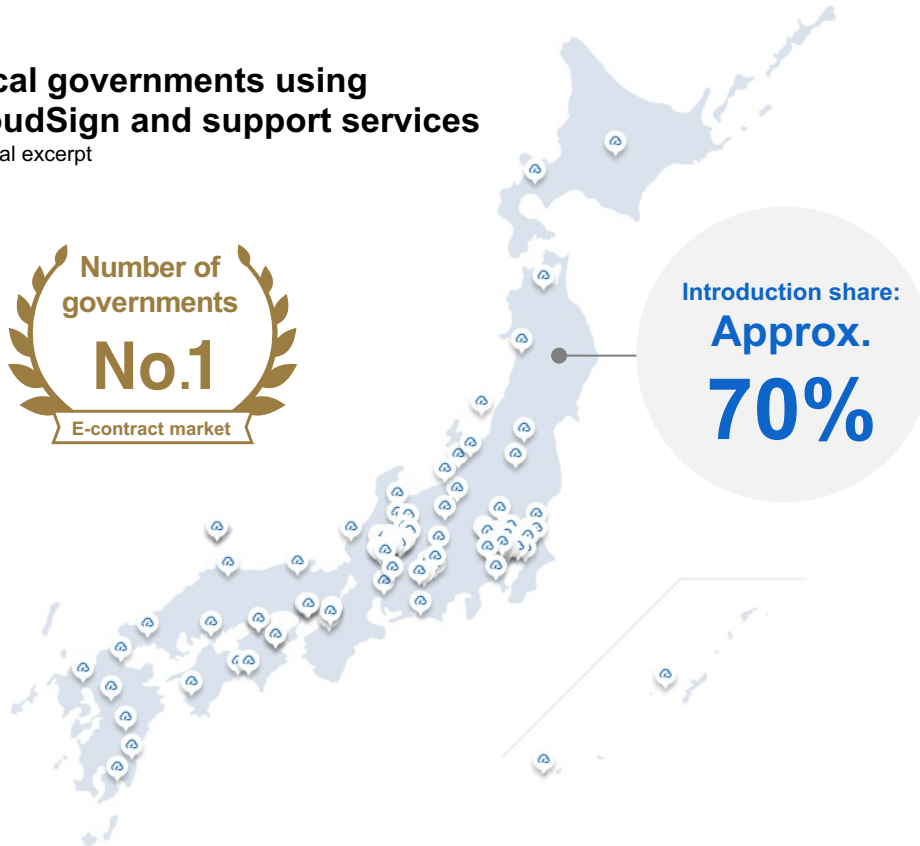
Status of Introduction by Local Governments

Of 211 local governments that have introduced electronic contracts, **147 local governments (approx. 70%) have introduced CloudSign[※]**.

Expanding the number of municipalities introducing the system while maintaining market share.

Local governments using CloudSign and support services

*Partial excerpt



Prefectures

- Tokyo
- Aomori
- Akita
- Tochigi
- Ibaraki
- Chiba
- Saitama
- Niigata
- Nagano
- Aichi
- Toyama
- Gifu
- Hyogo
- Kagawa
- Kochi
- Tokushima
- Saga

Municipalities

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

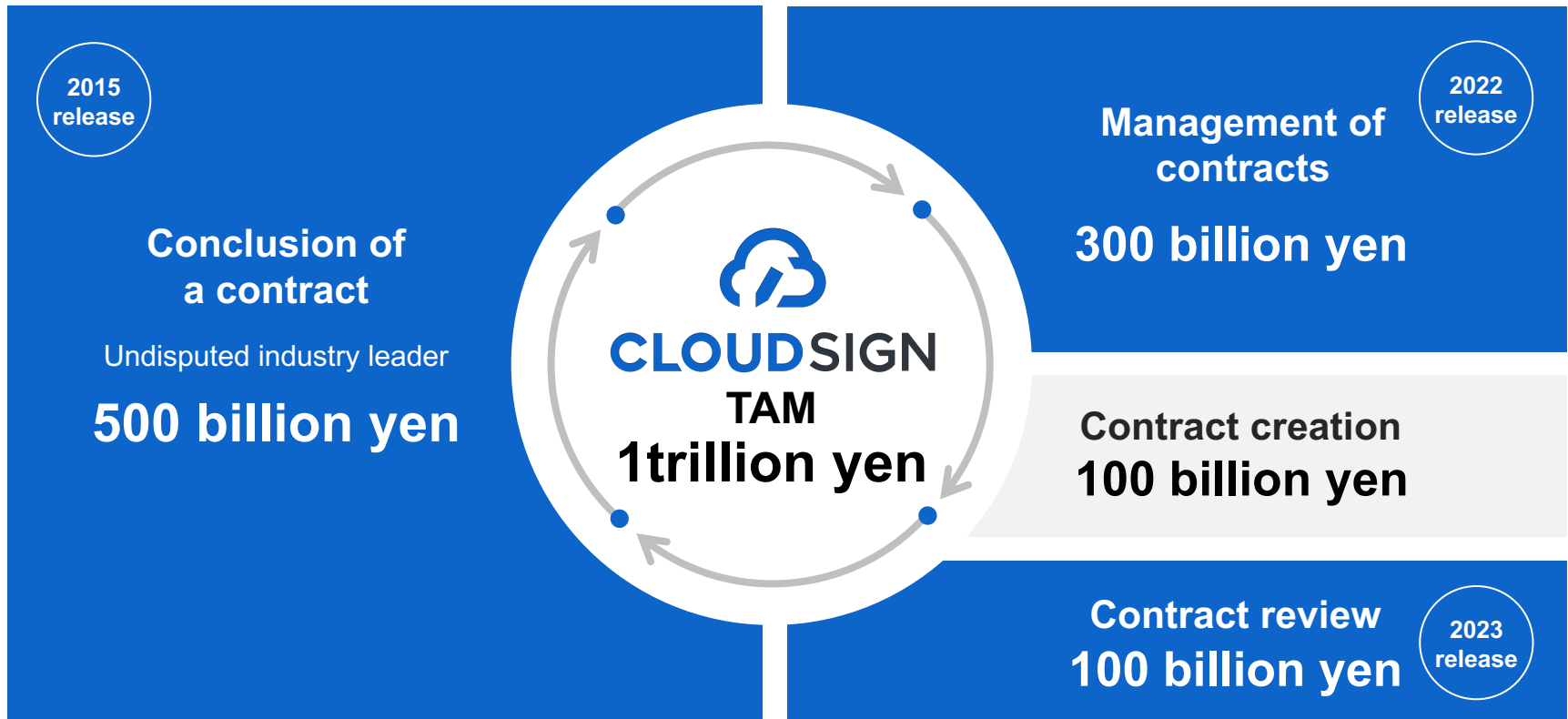
※1 In-house comparison of information on open calls, bids, and proposals published by local governments nationwide, as well as information obtained by contacting local governments

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

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

Realization of multi-product in the area of electronic contracting

Focus on launching peripheral areas such as management of contracts and review, armed with the No.1 position in the contract conclusion market.



※TAM is calculated by dividing domestic companies by the number of employees and multiplying the number of companies in each category by an estimated unit cost based on recent performance. Small (19 or fewer employees), medium (20 to 999 employees), and large (1,000 or more employees) companies

Source: Ministry of Internal Affairs and Communications, "2016 Economic Census".

BENGOSHI.COM

Bengoshi means lawyer



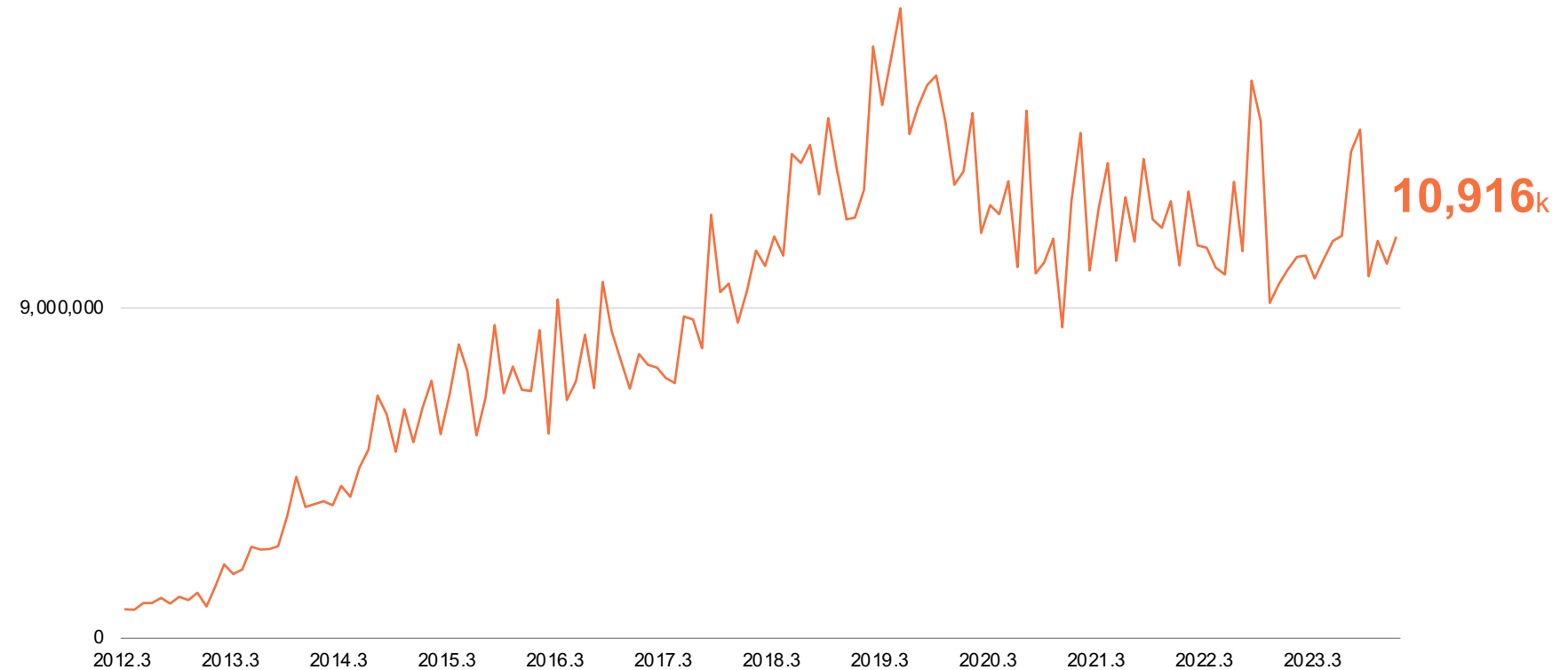
Trend of the number of visitors

The number of monthly site visitors via Google Search remained on a recovery trend, although it depended on whether there were hit articles Bengoshi.com News.

Trend of the number of visitors (monthly)

(visitors)

18,000,000



The number of paid users (Individual)

The number of paid individual users remained flat.

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

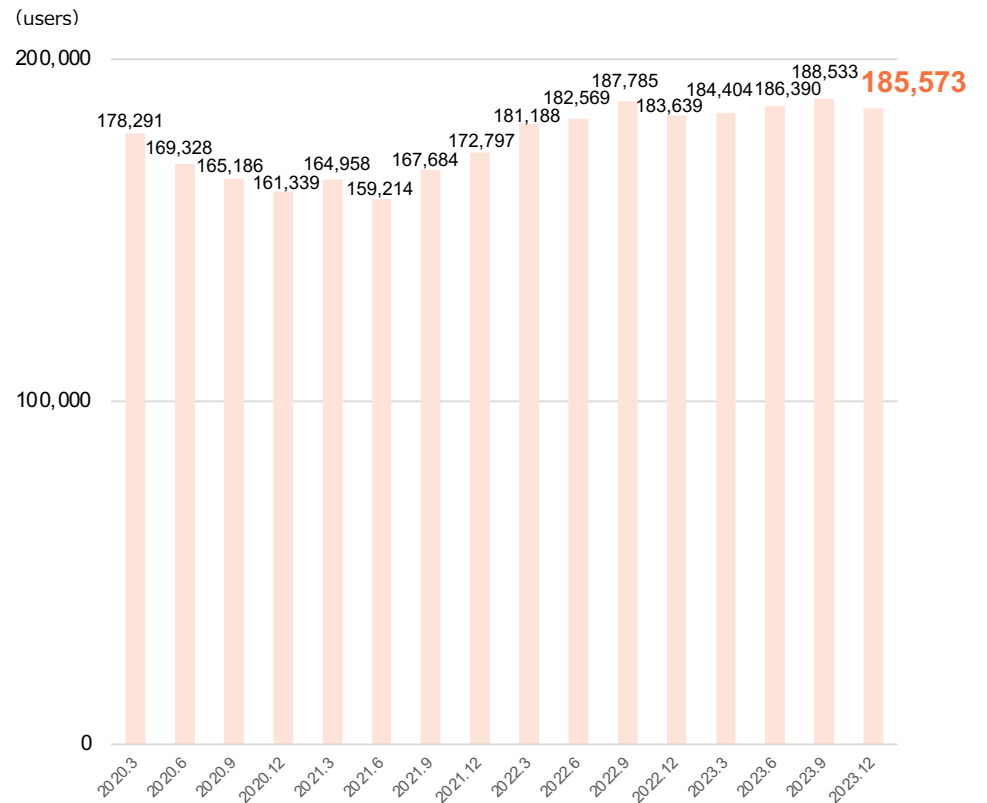
ベストアンサー

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



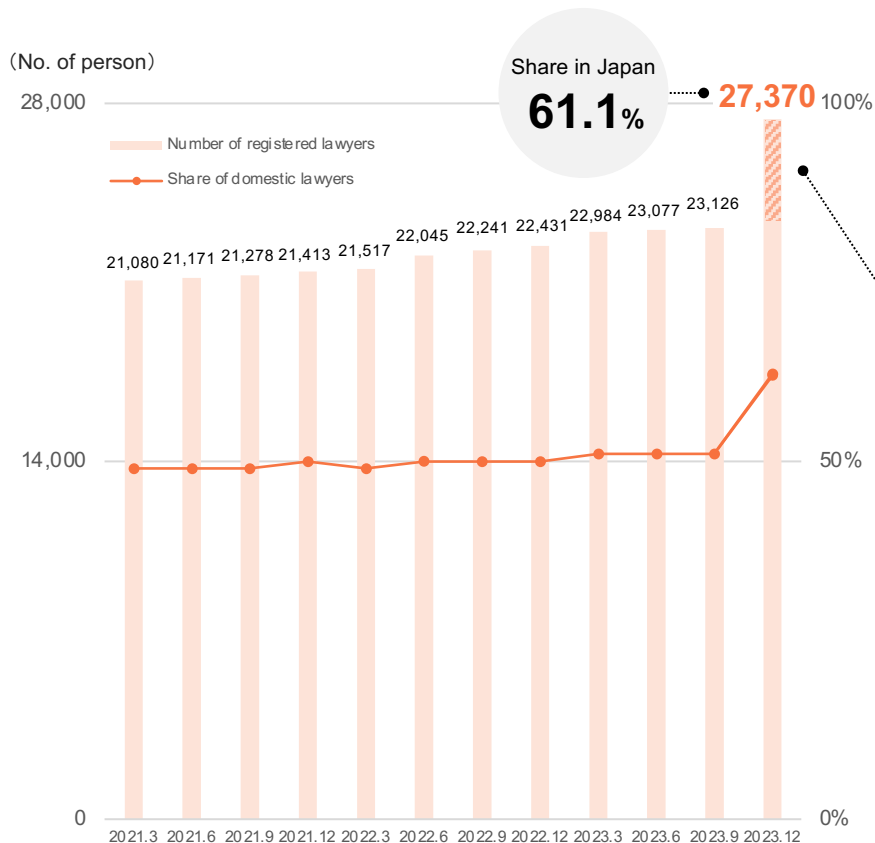
The number of the registered lawyers

The number of registered lawyers reached **27,370**, reflecting the inclusion of Hanreihisho users and accounting for a **61%** share of lawyers in Japan.

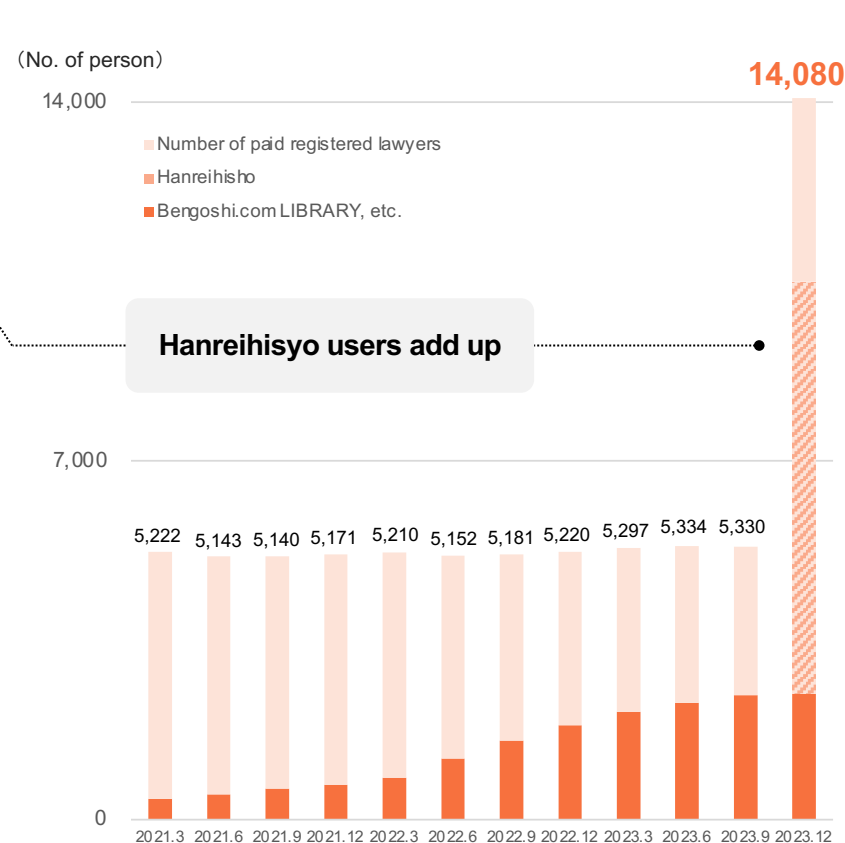
Number of paid lawyers increases to **14,080**.

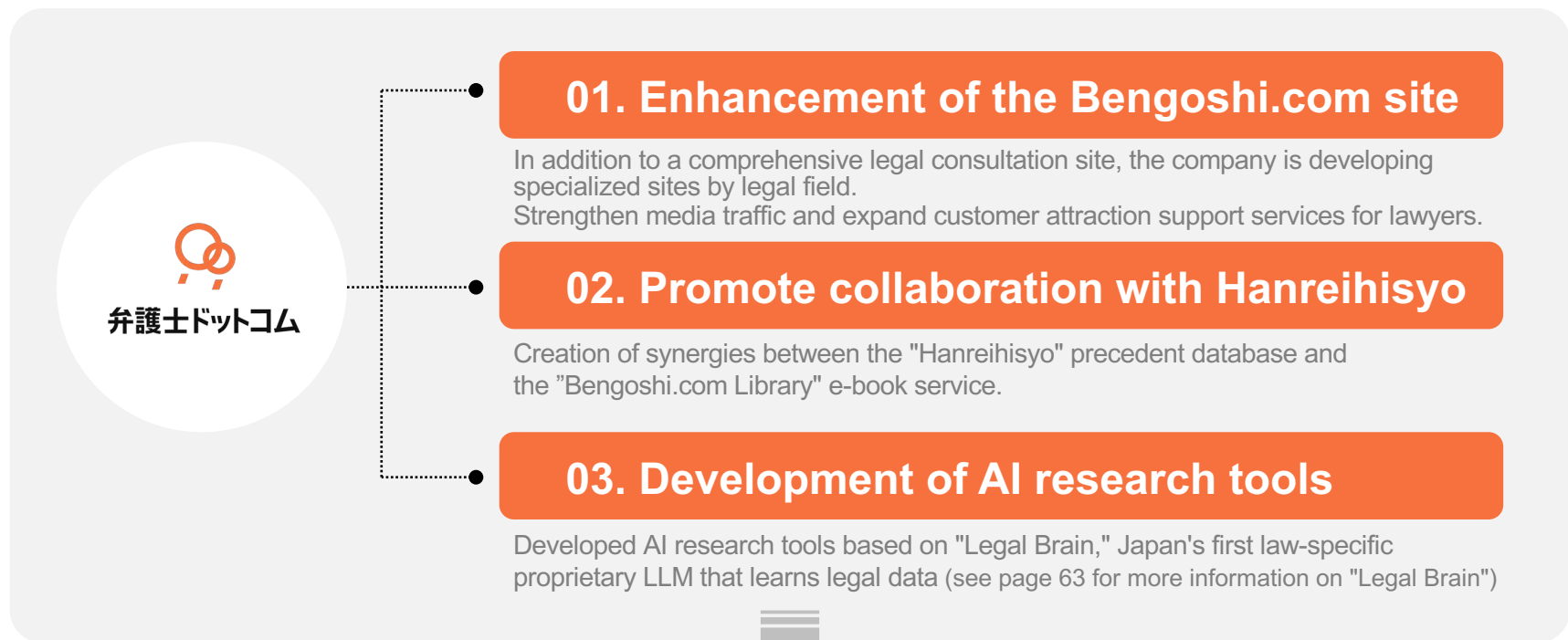
Cross-selling of Bengoshi.com Library, etc. to Hanreihisyo users.

Trend of the number of registered lawyers



Trend of the number of paid lawyers



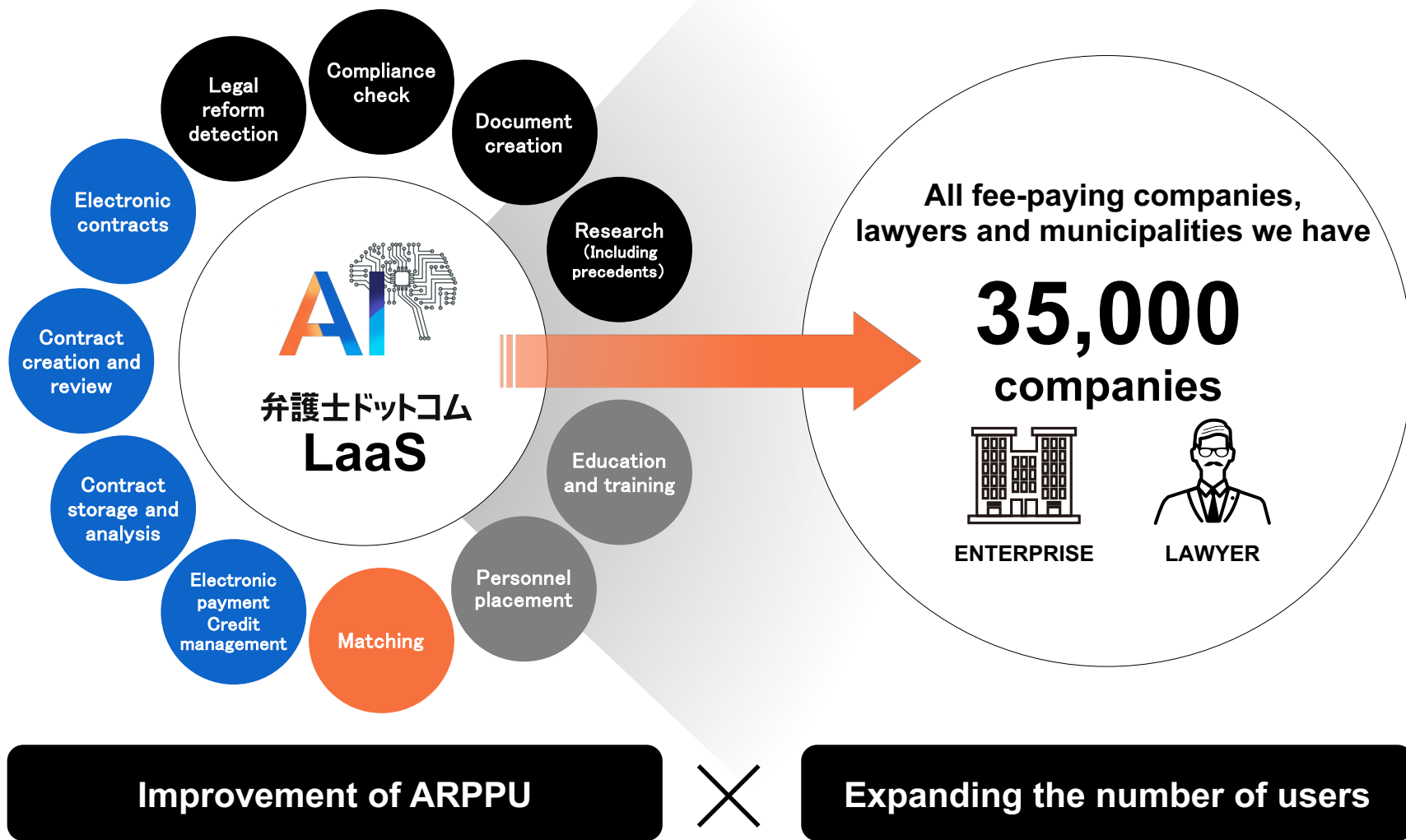


Expanding "AI Research Tools" to "Corporate Legal Departments "
Provide LaaS (Legal as a Service) ※ including CloudSign

※See next page

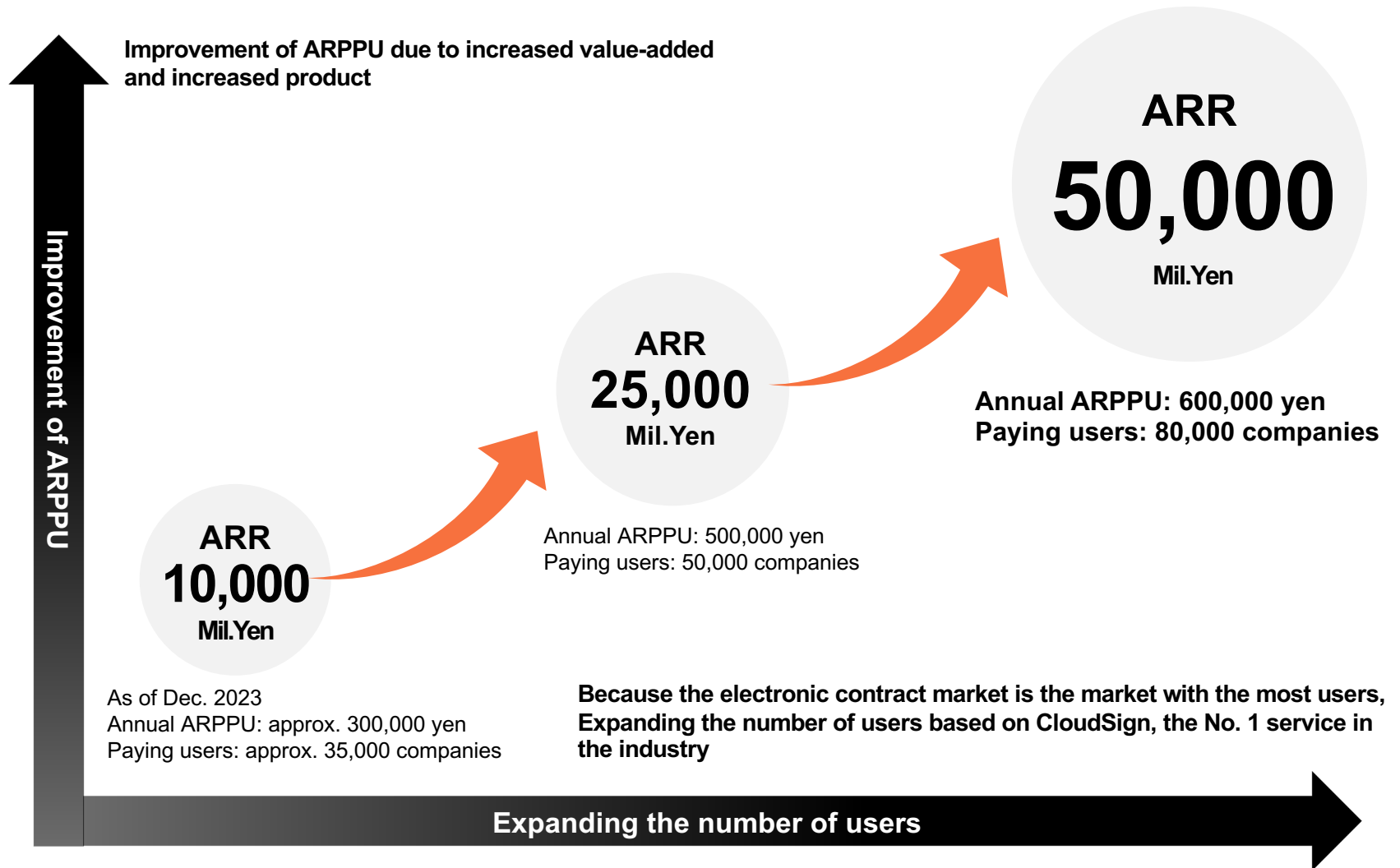
Development and provision of Legal as a Service (LaaSS)

- Integration of all products -



● Priority AI Area ● Contracts and Transactions Area ● Lawyer Area ● Human Resources Education Area

Growth image based on LaaS

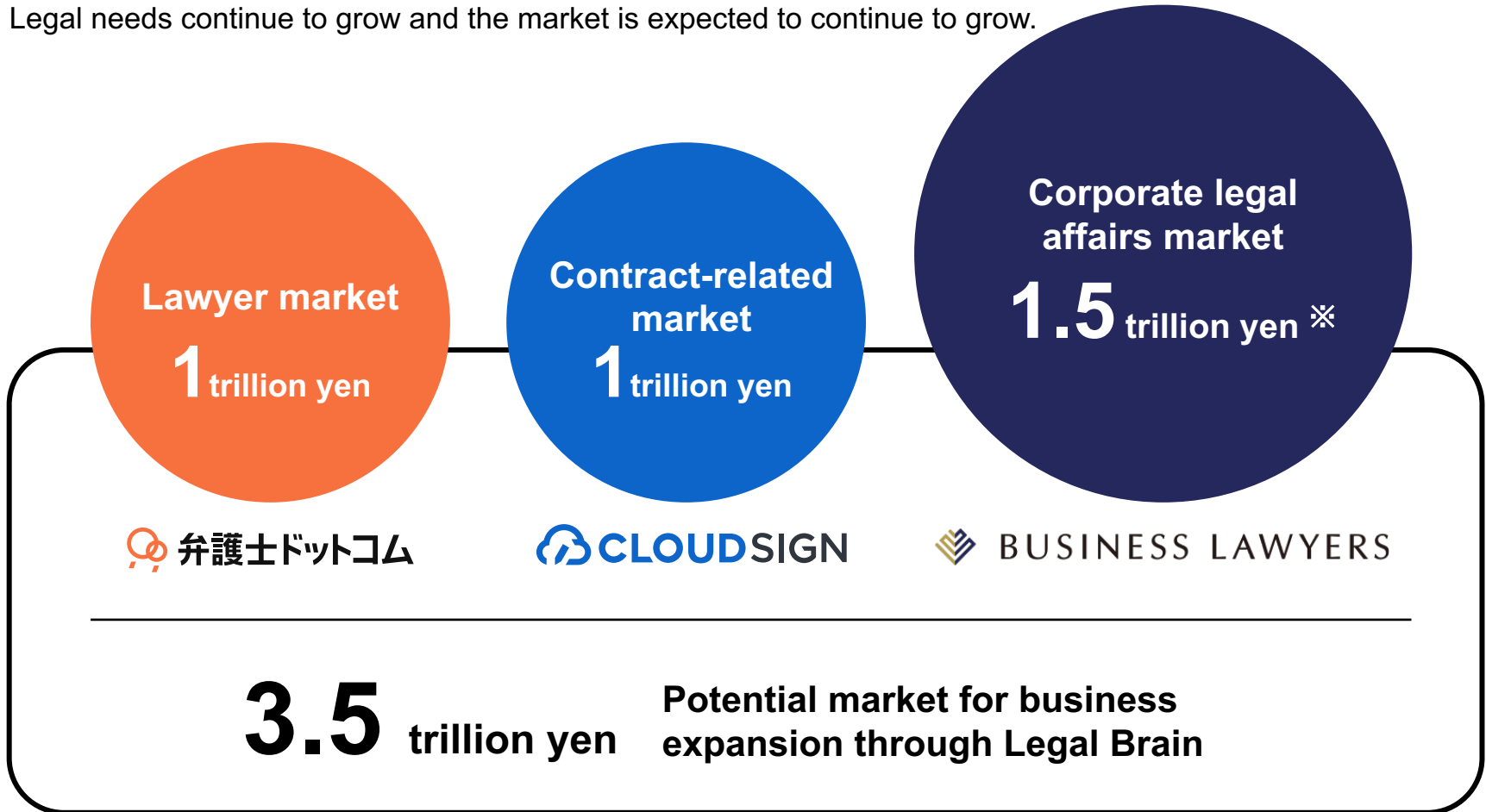


※ARR = Annual ARPPU × Number of paying users

The main users of LaaS are corporate legal departments, and the target market is expanding.

The target market for LaaS has expanded to include the corporate legal affairs market in addition to the lawyer and contract markets.

Legal needs continue to grow and the market is expected to continue to grow.



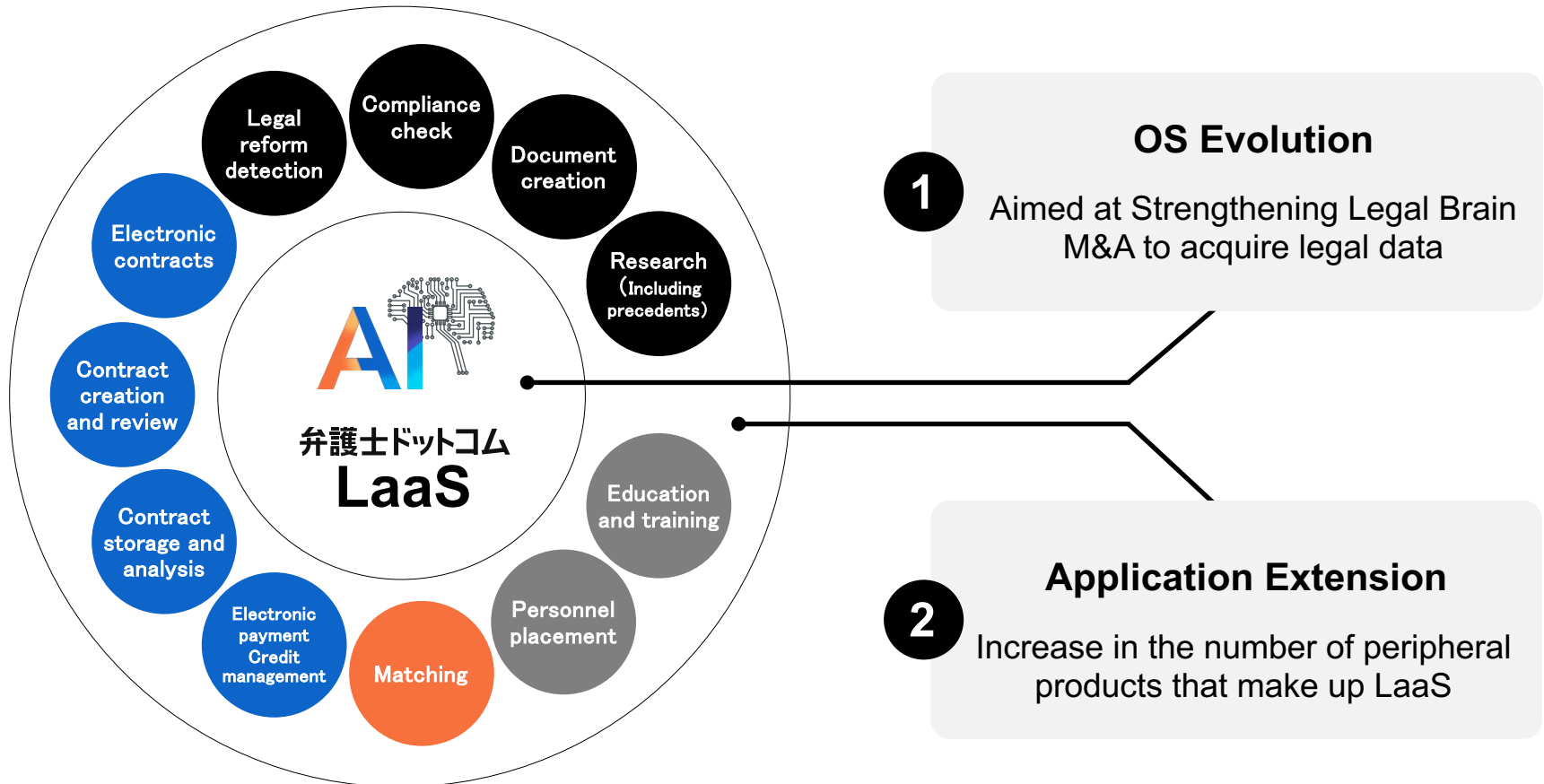
※We estimated the number of legal staff by company size for Japanese companies using our questionnaire. The average annual salary and social insurance premiums were multiplied by the estimated number of legal staff.

Source: Ministry of Internal Affairs and Communications, "2016 Economic Census".

Future M&A Strategy

Our M&A strategy is (1) M&A to acquire Legal Brain data and (2) M&A to increase the number of peripheral products that make up LaaS.

LIC CO.,Ltd acquired in October 2023, (1) acquires precedent data, and (2) provides precedent search services.



ZEIRISHI.COM

Zeirishi means tax accountant



Japan's largest tax consultation portal site which has **1,529k** visitors/month.

1. Tax Accountant introduction service

Provide introduction service by experienced tax coordinators.

They choose the best one for client from among **6,427** 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.



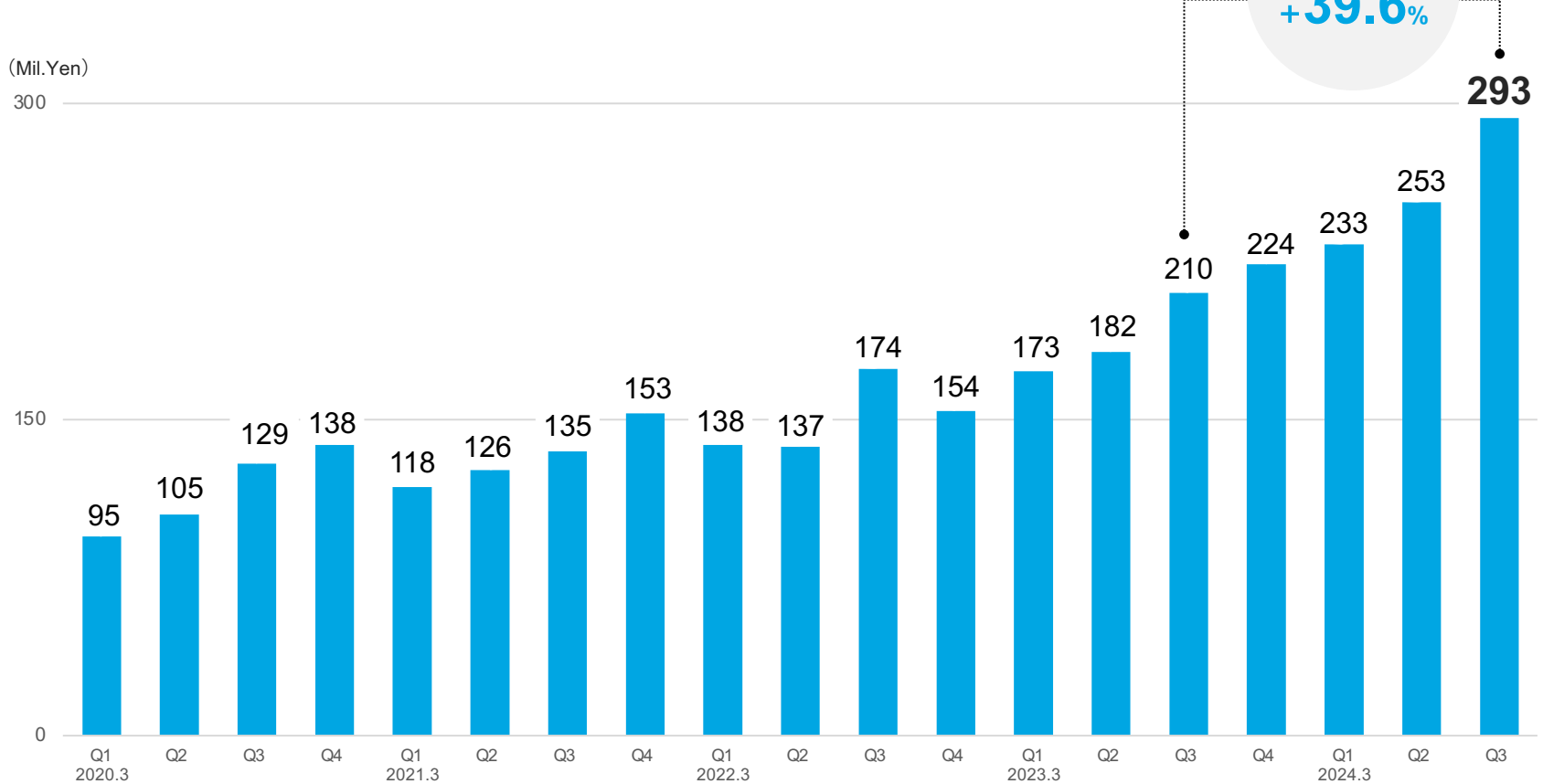
as of Dec. 2023

Trend in net sales

Aggressive marketing investments, such as web advertising, are increasing our positioning in the industry by the day.

Sales grew significantly, increasing 39.6% YoY

Trend in net sales



BUSINESS LAWYERS



Japan's largest Corporate legal portal site which has **515k** 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 1,700 books, 28 legal publishers participate.

3. “Business Lawyers Compliance ”

Supporting the training challenges faced by companies with online videos.



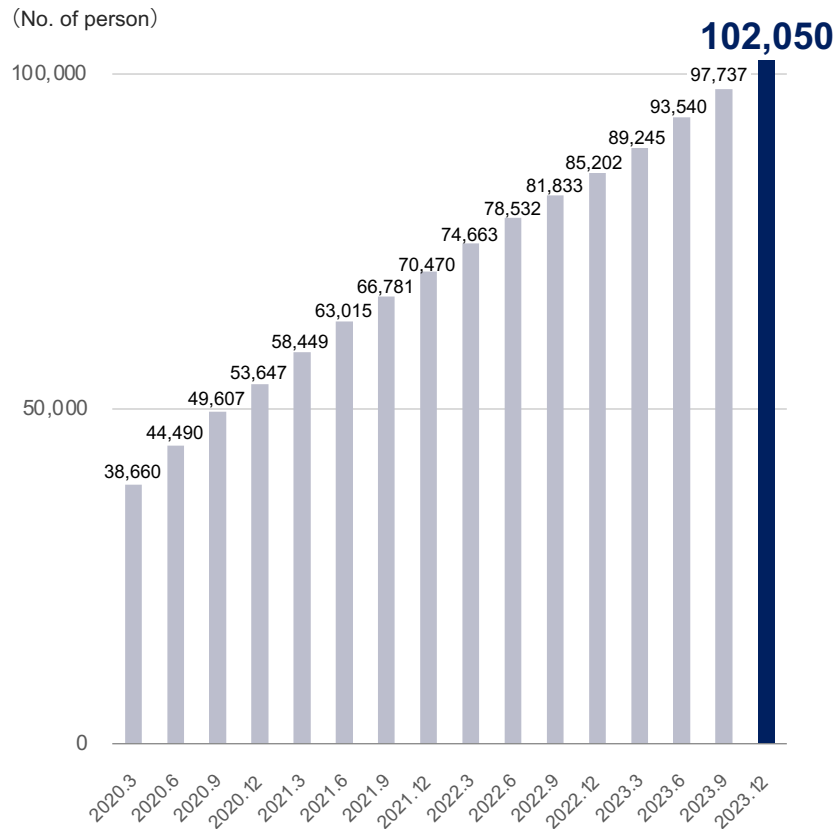
as of Sep. 2023

The number of users of Business Lawyers exceeded 100,000.

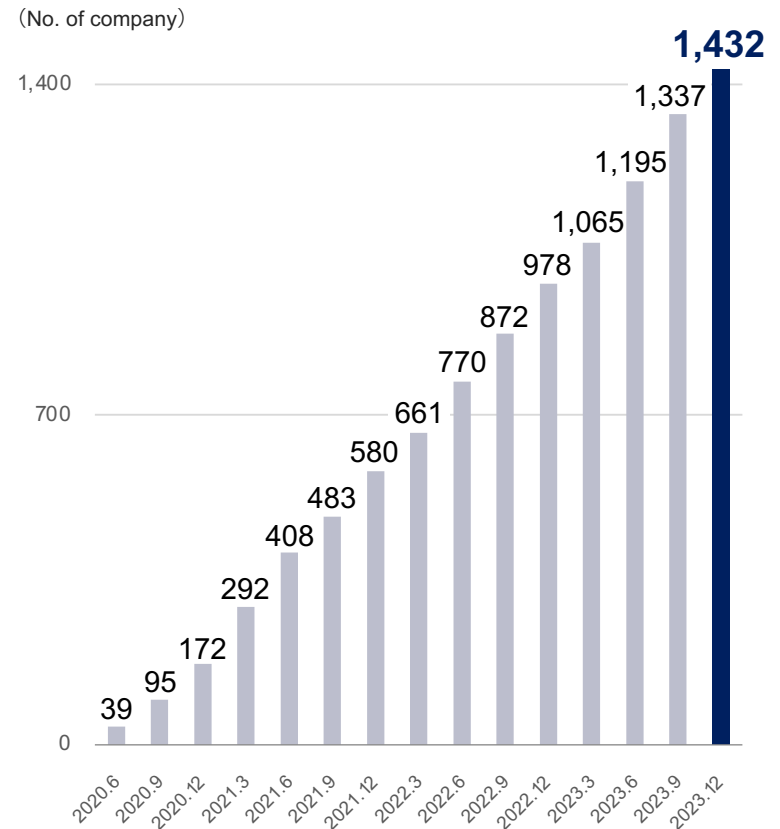
The number of companies that have introduced Business Lawyers Library—a service that allows users to browse legal books and journals—has exceeded 1,400.

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



On December 13, 2023, AI Assistant feature was built into Business Lawyers Library.
Product development for monetization based on user feedback began.



The screenshot shows the Business Lawyers Library interface with several callouts highlighting AI features:

- Question display:** A callout pointing to a text box containing the question: "従業員がインサイダー取引を行ったことが判明した場合、会社がすべき対応とは".
- Automatic generation of summaries by AI:** A callout pointing to a text box containing a detailed summary of the answer regarding insider trading regulations and disclosure requirements.
- LP-based recommendation of pages that will serve as a reference (one book or multiple books):** A callout pointing to a book recommendation card for "新・会社法実務問題シリーズ/9 組織再編 (第3版)".
- Link to pages to be viewed:** A callout pointing to a button labeled "該当箇所を書籍で読む".

At the bottom right of the screenshot, there is a note: "画面は開発中のイメージです" (This screen is an image during development).

Appendix

APPENDIX

NDIX

Summary for FY3/2024 Q3

Net sales increased 38.7% YoY. Operating profit rose 4.4% YoY.

(Mil.Yen)

| | FY3/2024 Q3 Actual | FY3/2023 Q3 Actual | YoY | FY3/2024 Q2 Actual | QoQ |
|------------------------|-----------------------|-----------------------|--------|-----------------------|--------|
| Net Sales | 3,075 | 2,218 | +38.7% | 2,553 | +20.5% |
| CoGS | 688 | 358 | +92.1% | 472 | +45.6% |
| Gross Profit | 2,387 | 1,860 | +28.4% | 2,080 | +14.8% |
| SGA | 2,050 | 1,537 | +33.4% | 1,776 | +15.4% |
| EBITDA | 511 | 396 | +29.1% | 420 | +21.7% |
| Operating Profit | 337 | 322 | +4.4% | 303 | +10.9% |
| Operating Profit Ratio | 11.0% | 14.6% | -3.6pt | 11.9% | -0.9pt |
| Ordinary Profit | 375 | 322 | +16.1% | 309 | +21.1% |
| Net Profit | 233 | 197 | +18.5% | 186 | +25.7% |

*EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization + Stock-based compensation expense + Equity gains (losses) of affiliated companies

*YoY shows the change compared with the non-consolidated figure for FY3/2023 for reference purposes.

Balance Sheet

Net assets increased 343 million yen due to higher retained earnings.

Equity ratio of 42.2% due to M&A

| | FY3/2024 Q3 | FY3/2024 Q2 | QoQ |
|------------------------|--------------|-------------|---------|
| Current Assets | 5,148 | 4,225 | +922 |
| Cash and equivalents | 3,189 | 2,401 | +787 |
| Fixed Assets | 3,920 | 1,577 | +2,343 |
| Total Assets | 9,068 | 5,803 | +3,265 |
| Current Liabilities | 2,508 | 2,270 | +238 |
| Fixed Liabilities | 2,684 | - | +2,684 |
| Net Assets | 3,875 | 3,532 | +343 |
| Capital-to-Asset Ratio | 42.2% | 60.2% | -18.0pt |

(Mil. 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 |
| Employees | Consolidated: 505, Non-consolidated: 479 (As of December 31, 2023) |
| Group companies | LIC CO., Ltd and EOC.com Co., Ltd. |

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

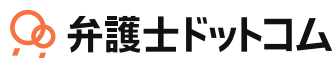
- Promote paperless operations with the non-use of personal seals.
- Promote remote work to reduce energy consumption, including CO₂ emissions, and save resources.

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

Representative Director, President and CEO

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 President and 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

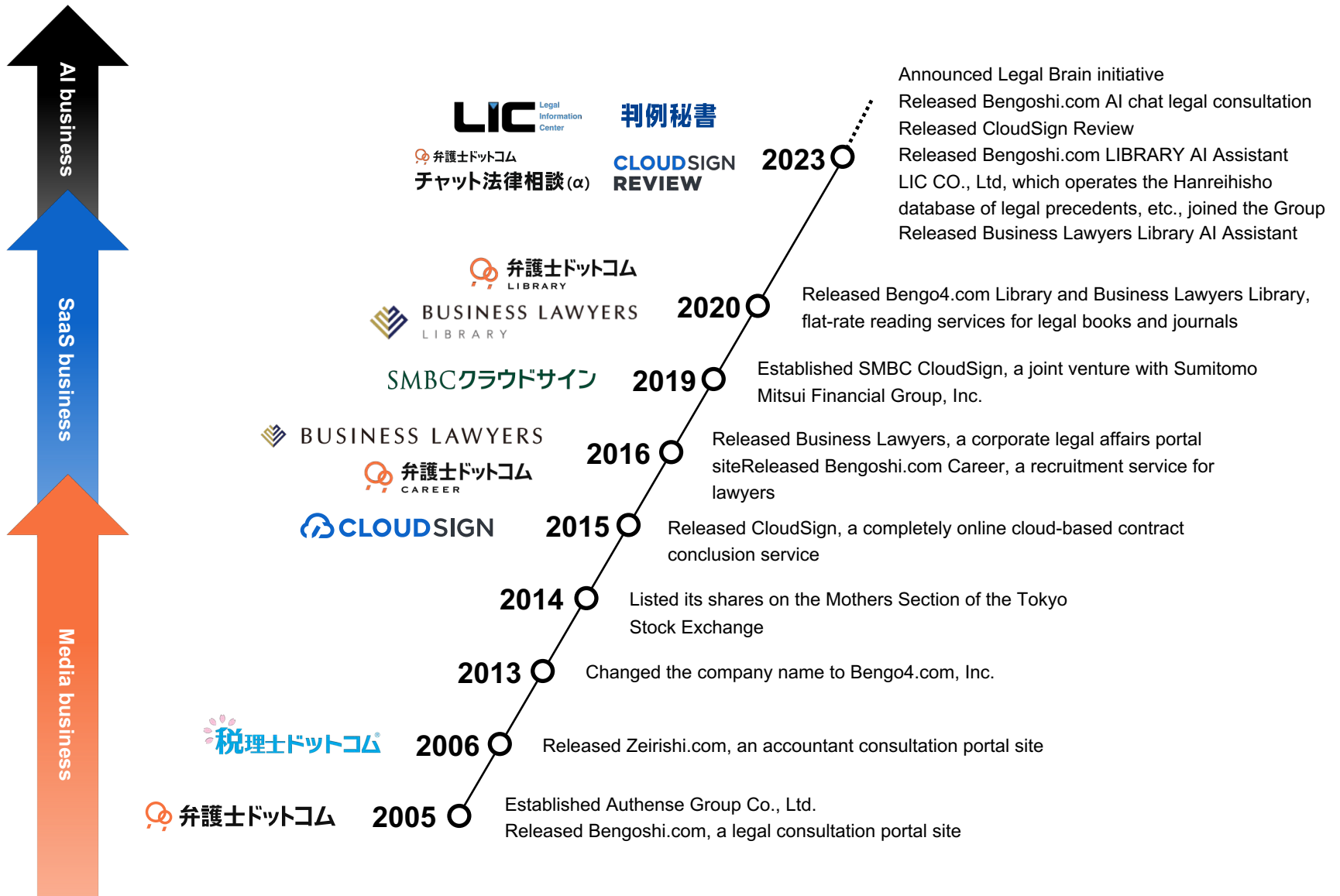
Outside Director

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

会社沿革



BENGOSHI.COM

Bengoshi means lawyer



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

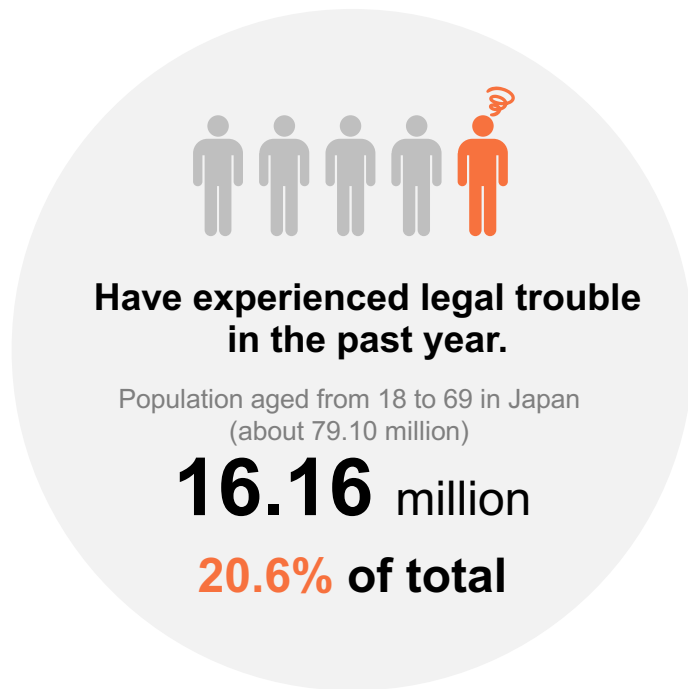
16.16 Million people had troubles / disputes over legal matters in a year

Only 26.7% of these people sought Lawyer's advices

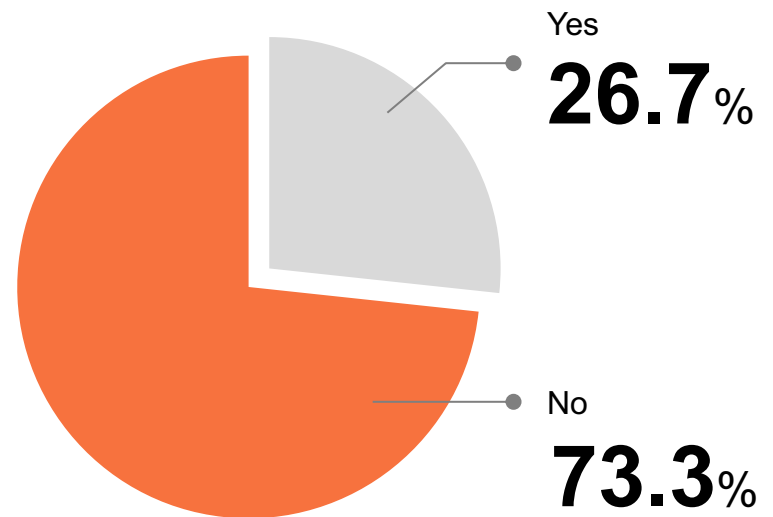
Reasons why they hesitated to ask professional's help were:

Concerns over professional fees 38.9%; / It's a too minor problem to seek professional's help 41.6%;

People who had legal disputes in a year



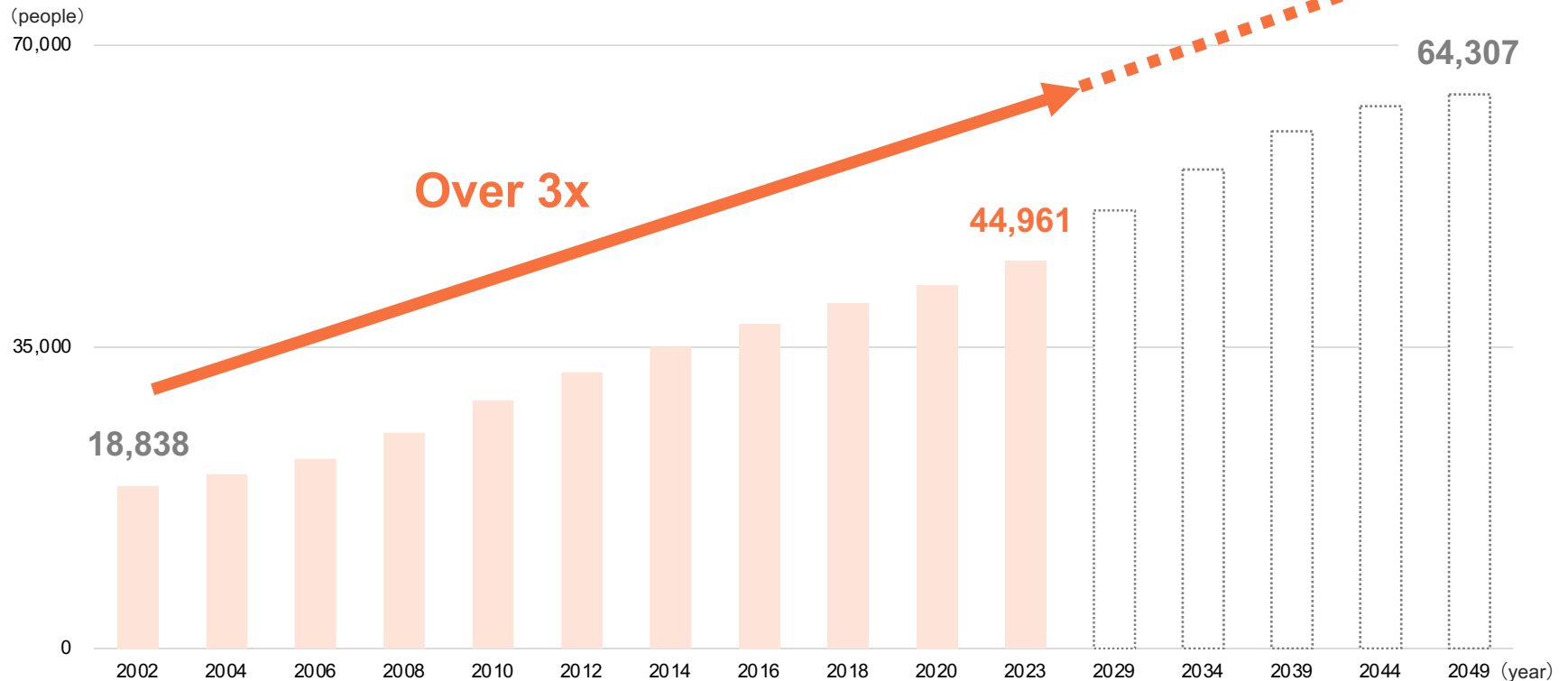
Sought Lawyer's help?



Based on the research conducted by Macromill, Inc in Dec. 2023
Target : Individuals from 18 to 69 years old, respondents of 10,000 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.

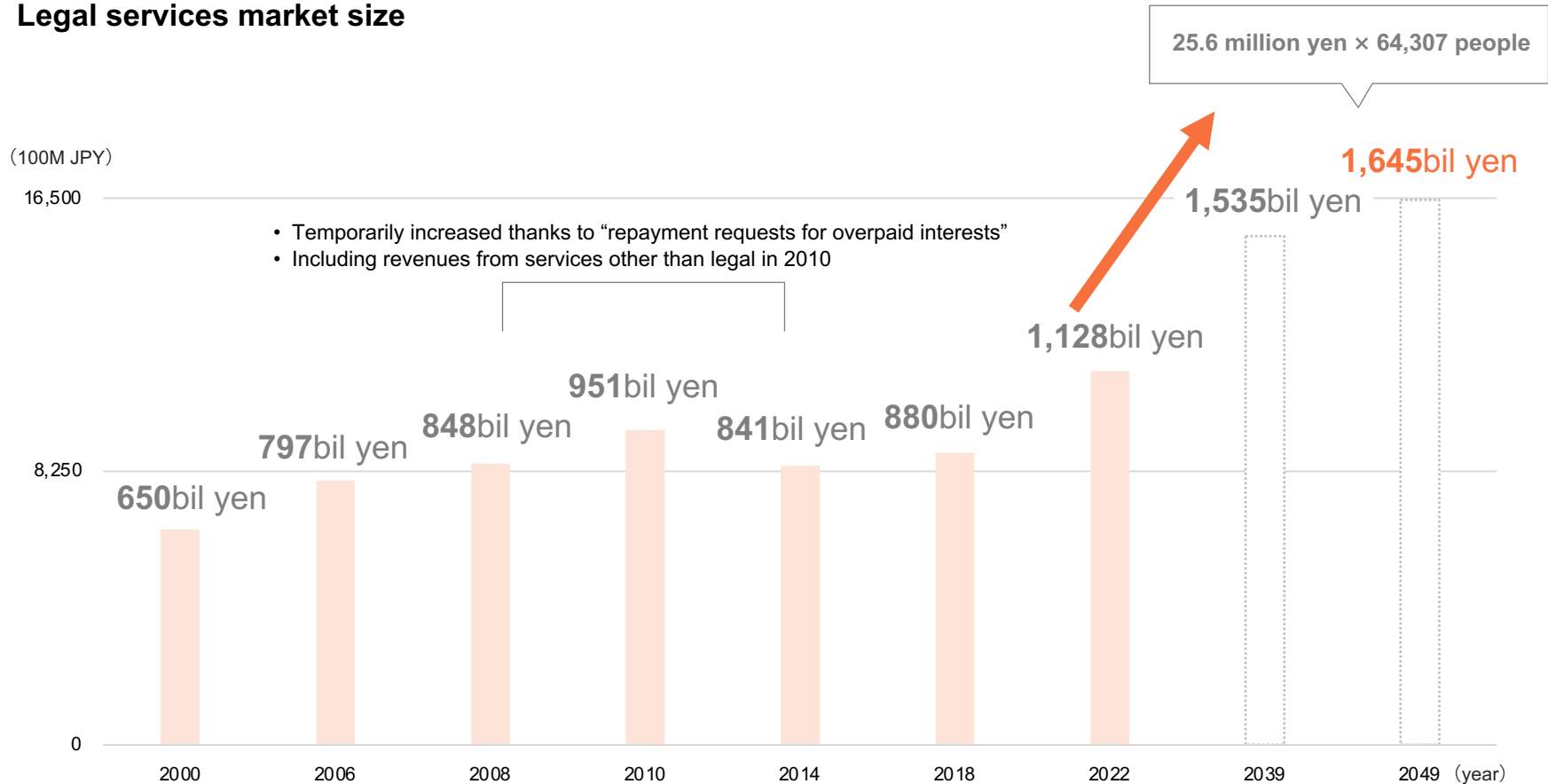
Number of Lawyers in Japan



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 **10.91M** visitors/month*

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

- The outstanding database which has over **1,318k** records of consulting cases*

2. Because it has a substantial database of lawyers

- **23,274** 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.com news” offers articles about legal and business implication of current topics
- More than **8.67M** people visited monthly*, thanks to its distinctive positioning, “Legal × news topics”



*as of Dec. 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

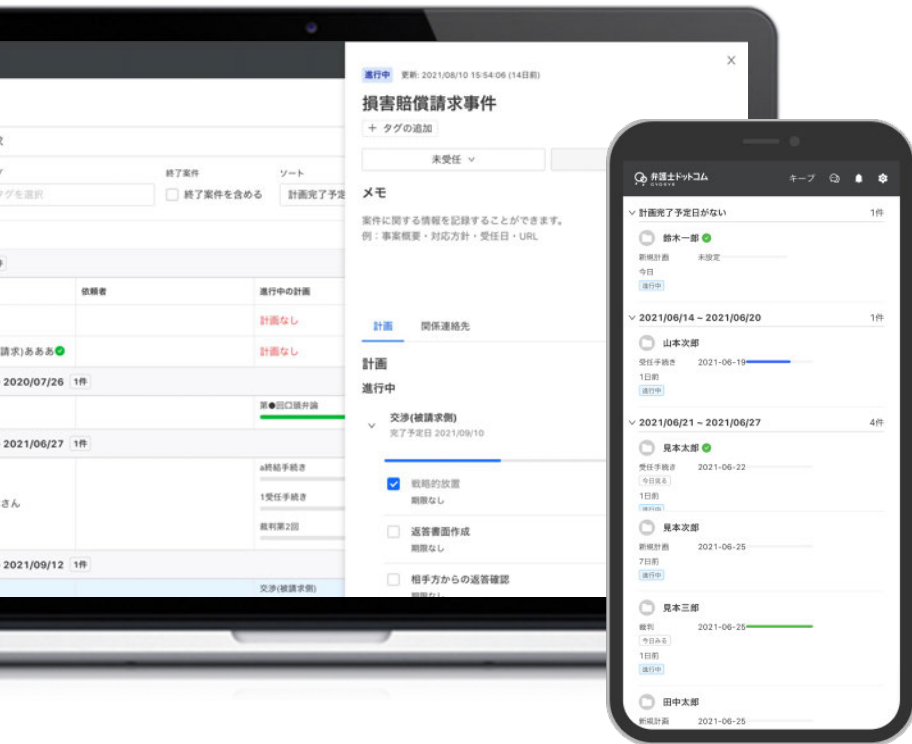
20,000 yen or more per month
(4 plans in total)



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 2,000 books |
| Participating publishers | Legal publishers 31 |



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>

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

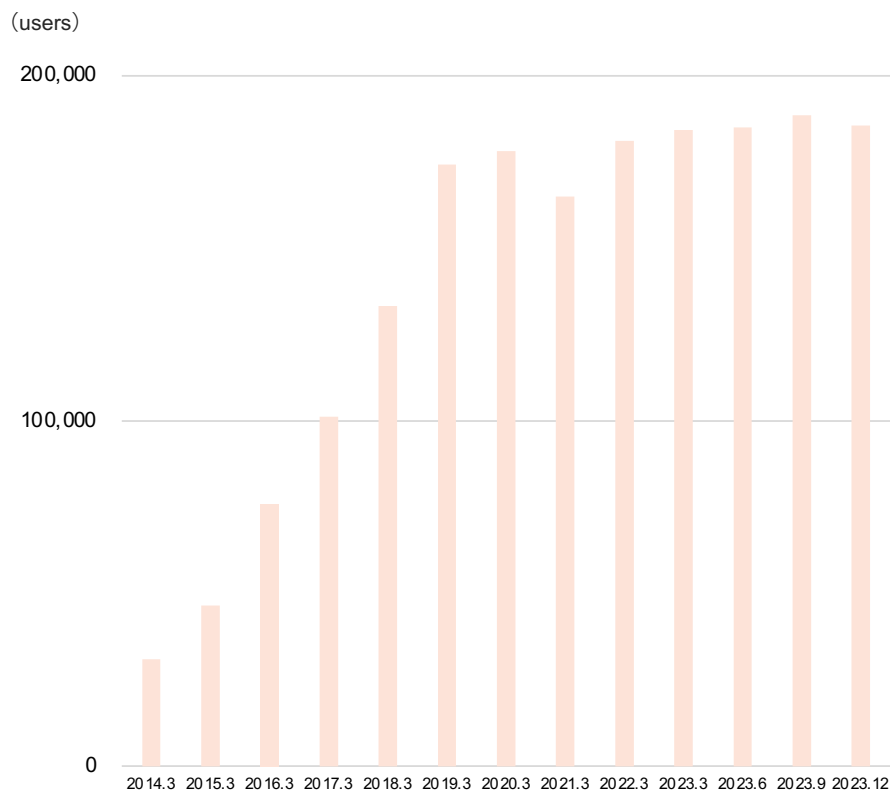
こんにちは。
たとえば、子どもが父親側で長いこと養育されていて、その状況が安定している場合には、あえて環境を変えてまで母親にすることはないでしょう。
また、極端ですが母親が虐待をしているような場合にも、母親を親権者にすることは無いと思います。

2020年10月04日 16時35分

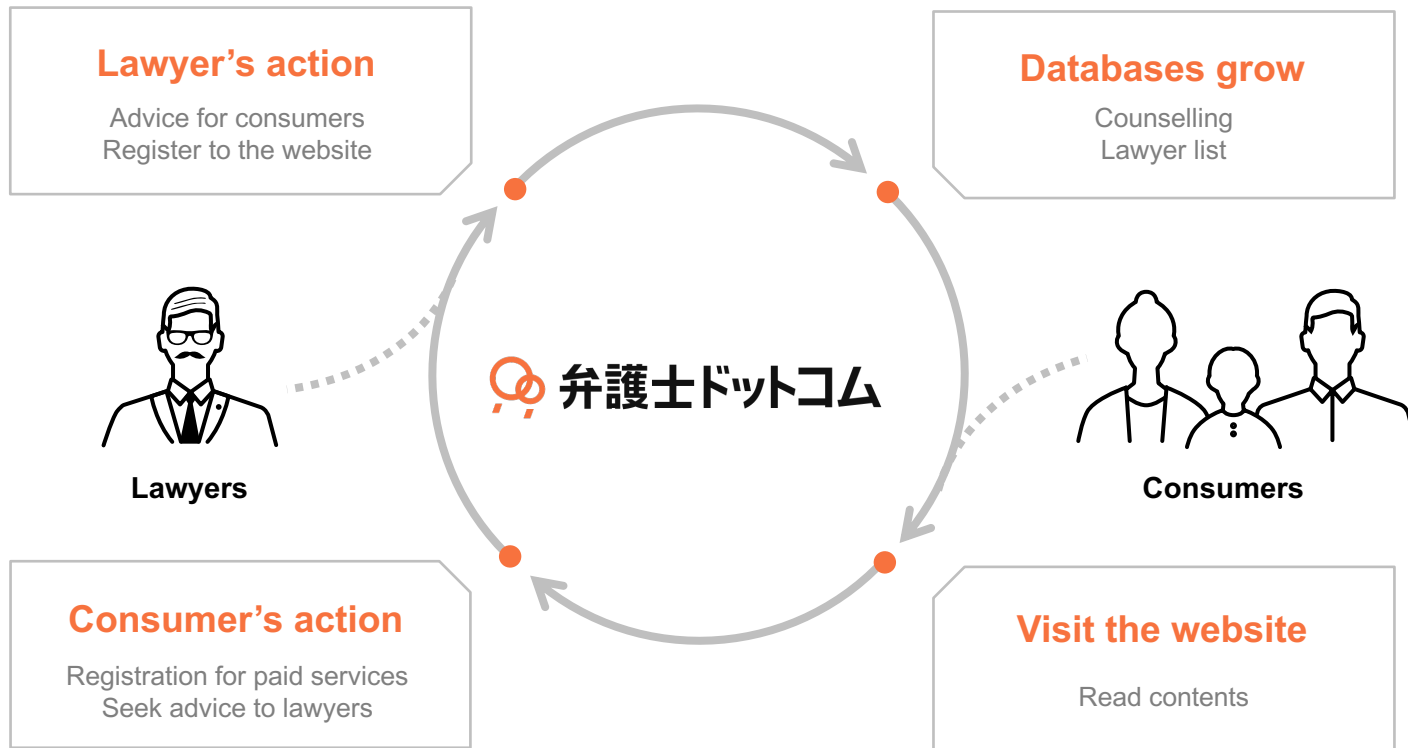
↓

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 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...". 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 弁護士ドットコム". An orange arrow labeled "Advertisements" points from this box to another similar box on the right side of the page. Below the main content, there is a footer with the Bengoshi.com logo and a brief description of the site's services.

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



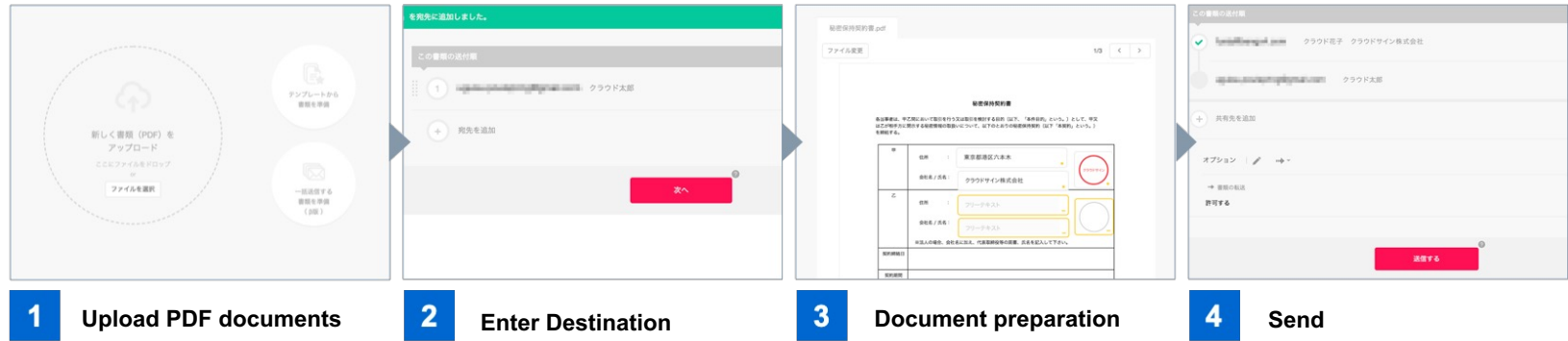
Cloud-based e-contracting service from contract conclusion to contract management.

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.

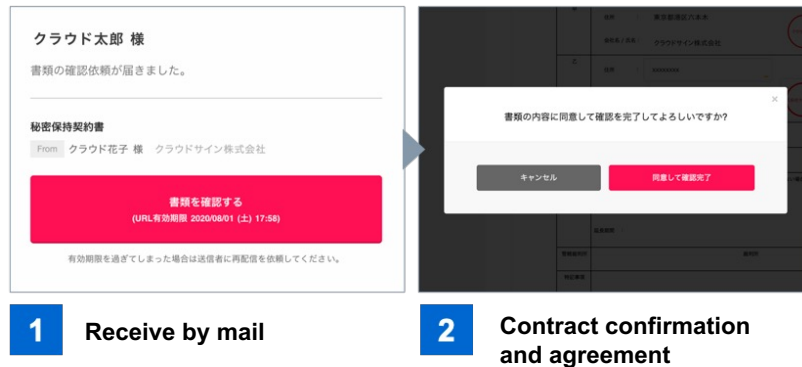


弁護士ドットコム

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 Number of contracts : 3</p> | <p>Plan contents</p> <p>Number of users : Unlimited Number of contracts : Unlimited</p> | <p>Plan contents</p> <p>Number of users : Unlimited Number of contracts : Unlimited</p> | <p>Plan contents</p> <p>Number of users : Unlimited 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.

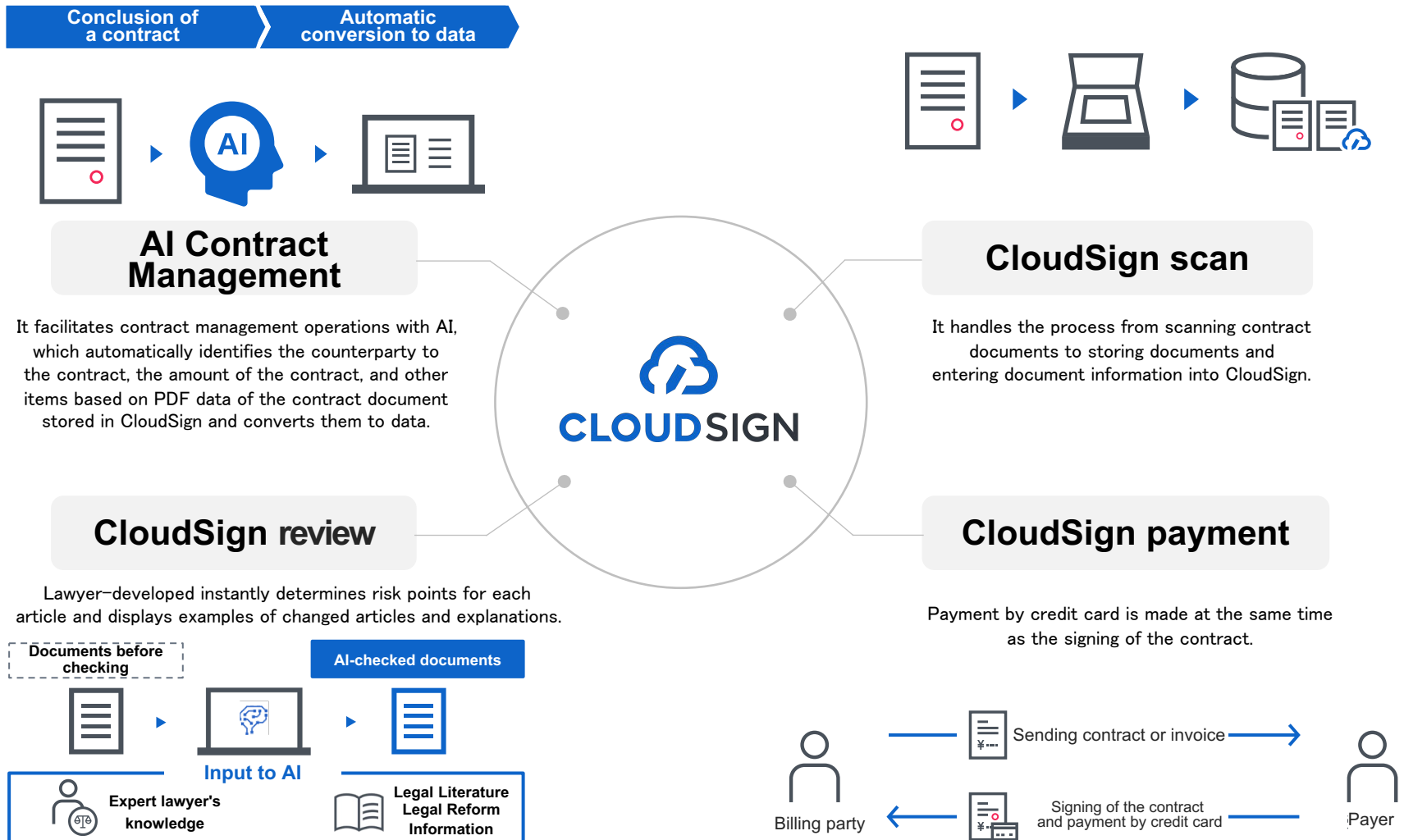
2. Product development in line with Japanese business practices

- 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.





Legal Brain Development Strategy

FY3/
2024

The Legal Brain initiative

**Innovation in AI
Technologies**

November 30, 2022: Arrival of ChatGPT



**Publication of Article
72 Guidelines**※

August 1, 2023 Publication of Guidelines for Article 72
of the Lawyers Act



**Utilizing AI,
providing innovative legal services to society.**

※Article 72 of the Lawyers Act: No person who is not an lawyer or a legal professional corporation may, for the purpose of earning remuneration, engage in the business of handling expert opinion, representation, arbitration, or settlement or other legal services, or providing mediation in connection with litigation, non-contentious cases, and appeals against administrative agencies, including applications for examination, requests for reexamination, and re-examination, and other general legal cases.

Legal Brain Development Strategy



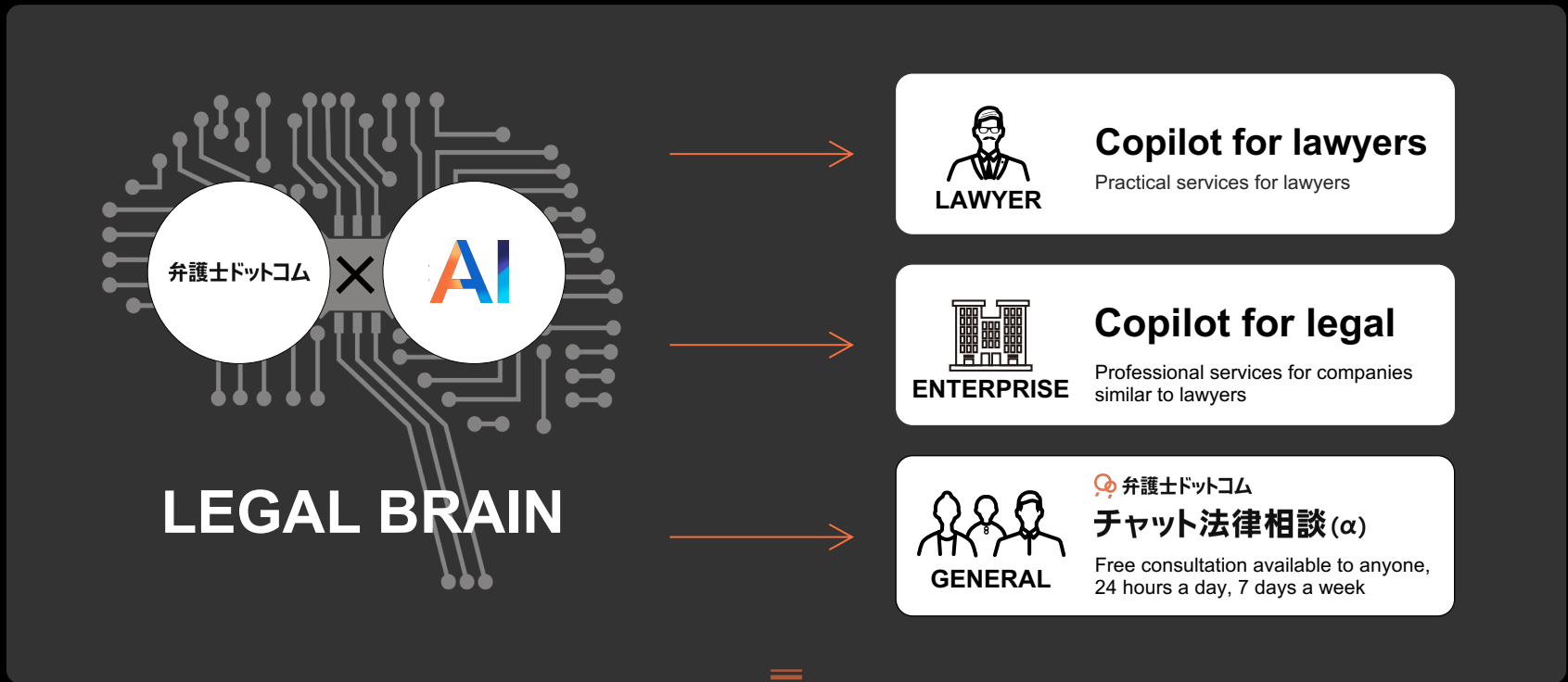
**M&A also utilized
to acquire legal knowledge**

**Strengthen development
capabilities by hiring engineers,
forming alliances, etc.**

Legal Brain Implementation

FY3/
2024

What we hope to accomplish through Legal Brain



Empowering Japanese Society with Legal Services

Expanded legal tech market

Research and due diligence support services

- Cross-sectional research
- Due diligence support

Compliance checking services

- Act against Unjustifiable Premiums and Misleading Representations
- Act on Securing Quality, Efficacy and Safety of Products Including Pharmaceuticals and Medical Devices
- Act on Specific Commercial Transactions
- Act against Delay in Payment of Subcontract Proceeds, Etc. to Subcontractors
- Credit
- Antisocial forces

Services for lawyers (including those in law firms and working in corporations)

- Complaint drafting support
- Litigation support
- Dispute resolution platform
- Damage claims estimation
- Legal finance

Documentation services

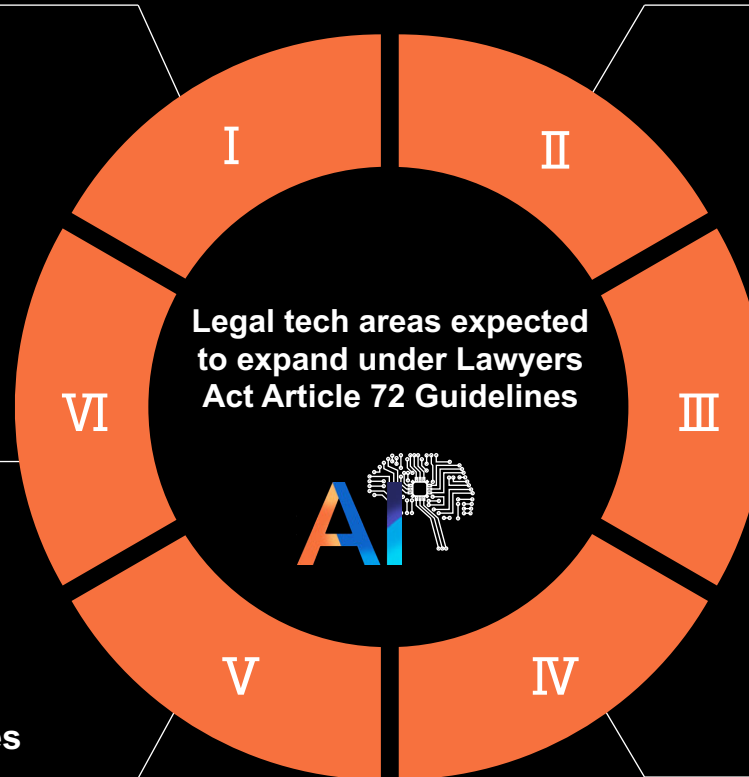
- Terms of use creation
- Creation of internal rules and regulations
- Creation of specific legal notations

Legal consultation services

- AI-based legal consultation
- Legal services for foreigners

Contract work

- AI-based contract review
- AI-based contract creation
- AI-based contract analysis



Product Roadmap

Prioritizing added value

Considering monetization

September 2023

December 2023

March 2024 onward

First product

Bengoshi.com LIBRARY
AI Assistant (α-version)

Second product

Bengoshi.com LIBRARY
AI Assistant (β-version)

BUSINESS LAWYERS
LIBRARY
AI Assistant (β-version)

Third product

Research support

Database

**Utilize and organize existing databases /
acquire new databases**

Why start in the research area?

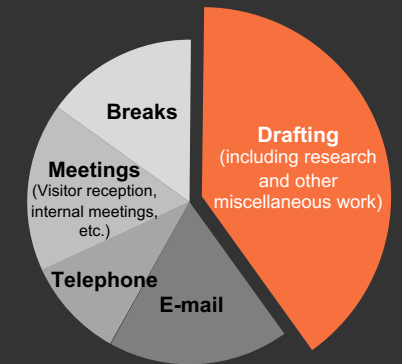
01

Research

as a percentage of operations



Increased lawyer
work productivity



Breakdown of work while at the office

02

Wide target



More users are targeted

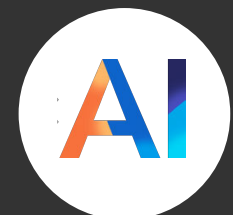


03

Information that is easy to systematize



Structuring the knowledge of the legal system and maintaining it as an internal database will greatly increase the potential for AI to be used in specialized areas



"Workstyle Reform for Lawyers," Daini Tokyo Bar Association (<https://niben.jp/niben/books/frontier/backnumber/202005/post-183.html>)

Launched AI-powered book search service Launched for lawyers on September 28,2023 and for corporate legal services in December.

URL of explainer video: <https://youtu.be/wcronOSD048>

*Screenshot shows service under development.



Bengoshi.com LIBRARY AI Assistant (α-Version)



相続人が一人だけの場合に限定承認する際の注意点とは？

Question display

Automatic generation of supplementary answer by AI

限定承認を行う際には、相続人全員の一致が必要であり、相続開始を知った日から3か月以内に家庭裁判所に「相続限定承認申述書」を提出する必要があります。また、財産目録に記載漏れがあると単純承認とみなされる可能性があるため注意が必要です。限定承認が認められると、家庭裁判所によって相続財産管理人が選ばれ、清算手続きを行います。相続人が一人の場合、原則として、限定承認した相続人が相続財産の管理及び清算手続きを行います。詳しくは、以下の書籍をご覧ください。

NLP-based recommendation of pages that will serve as a reference (one book or multiple books)



第3版 家庭裁判所における遺産分割・遺留分の実務

片岡 武、菅野 真一 | 2017年11月 | 日本加除出版

②限定承認(民922条)

①意義 相続した財産の範囲内で被相続人の債務を弁済し、余りがあれば、相続できるという制度である。被相続人の財産は、限定承認者によって相続債権者に対する弁済に充てられる。

②効果 限定承認者は、相続財産、相続債務を承継する。債務について

該当箇所をすべて表示 (3)

該当箇所を書籍で読む

Link to pages to be viewed

Hanreihisho joins Our Group, enabling cross-research of legal precedents, case commentaries, and legal books

Expanding into areas where other companies cannot follow

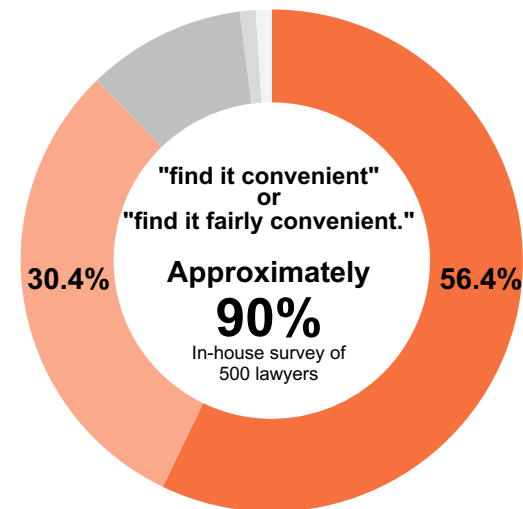
判例秘書



 弁護士ドットコム
LIBRARY

 BUSINESS LAWYERS
LIBRARY

Q. Would you find it useful if there was a service that allowed you to search both legal precedents and law-related books at once?



● Find it convenient ● Find it fairly convenient
● Can't say either way ● Do not find it very convenient ● Do not find it convenient

<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.