

Legal Technology Update

Harris Williams | Q2 2022

Legal Technology Sector Observations and Key Trends

Robust market tailwinds and pandemic-induced pressures have led to an increasingly competitive and digitized legal environment.

Happening in the Legal Sector Right Now



- Asking more-for-less and increased commitment to outcome / transparency
- Corporates are increasingly using inhouse counsels instead of hiring law firms, plus focusing on value-add by growing in-house LegalOps discipline
- Law firms and corporates want a single provider of holistic LegalTech solutions



- Big Four and ALSPs¹ are now competing in traditional law firm market
- Innovator ALSPs, such as Ontra and Juro (automating the management of legal documents) are differentiating through new solution-based service models and usage-based charging models



- Increasing recognition that cloud-based software has equivalent, if not superior, levels of protection
- Realizing added benefits for remote access and collaboration, with the pandemic accelerating adoption of these technologies by c.5 years
- This has in turn led to an increase in cybercrime and thus a greater need for corporates to detect, respond to, and recover from threats, made easier through singular technology providers



- Increasingly global view of brands and level of global compliance and risk
- Global push to strengthen IP legislation and laws
- Faster pace of IP registration and monitoring requires integrated global technology platforms
- Enforcement of IP breaches requires advanced and holistic solutions to scour and identify threats across all online platforms (e-commerce, social media, etc.)



- Law firms are shifting to a fixed revenue model as clients push back on billable hour model, leading them to seek efficiencies through a singular LegalTech product
- Corporate legal budgets are under pressure due to an increased drive for efficiency
- Focus on tech enabling higher client / lawyer ratios to drive efficiency and revenue

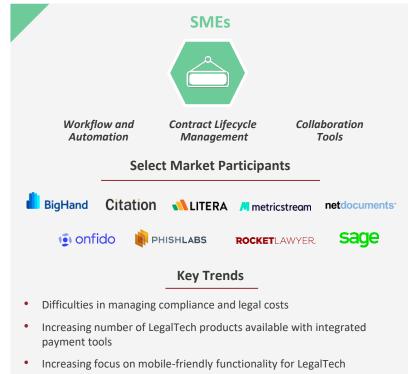
Perspectives on the Legal Technology Sector





Strong focus on communication and improving client experience,

particularly in hybrid and remote working environments



Intellectual Property



Select Market Participants









Key Trends

- Focus on protection against COVID-related counterfeit goods, including vaccines and PPE
- Increased use of AI for IP searches, including by USPTO and EPO
- IP-based regulatory product focus in light of newer IP-based hurdles, such as live selling and influencer marketing

What We're Reading

Law Firms: Leveraging Technology for Ultimate Productivity

Legal IT Insider

The benefit of optimizing resources inside and outside the firm within a structured, repeatable, and auditable process is that it leads to consistent improvement that effectively reduces insurance expenses and losses – protecting the firm's profitability and boosting client confidence.

Read the full article here.

How to Strengthen Legal Entity Management for 2022 and Beyond

Lawyer Monthly

As legal teams struggle to keep their footing in a world of shrinking budgets and growing regulatory burdens, legal entity management tech is rapidly becoming a must-have.

Read the full article <u>here</u>.

5 Technology Trends Changing In-House Legal Departments

Gartner

The trend of increasing workloads and flat budgets puts a premium on efficiency. This means that legal departments must improve their processes, legal technology implementation, analytics, and other digitalization strategies to support this increased workload.

Read the full article here.

How Can 'No Code' Digitally Transform the Legal Sector?

Lawyer Monthly

No-code enterprise development can modernize processes one-by-one, at minimal cost, risk, and deliver outstanding customer experiences. Read the full article <u>here</u>.

Recent Harris Williams Technology and LegalTech Content

Harris Williams Technology Group 2022 Outlook



Read Here

Digitizing the Legal Sector: Opus 2, Eclipse and Corsearch



Read Here

Select Q1 2022 and Recent Legal Technology Transactions

Aderant's acquisition of American LegalNet



Aderant

January 5, 2022

Acquirer

- · American LegalNet is a provider of court forms, eFiling, calendaring, and docketing solutions
- Aderant plans to strategically combine the best features of American LegalNet to create a native cloud calendaring and docketing solution

CS Disco acquires legal workflow products from Congruity 360





February 24, 2022

Acquirer

- Hold360 and Request360 provide legal hold and workflow solutions
- These legal workflow capabilities will integrate with CS Disco's cloud-based e-discovery platform and provide a modern, digital solution for corporate legal hold obligations and legal request compliance

Septeo's acquisition of Foederis

fœderis Target **Septeo**Acquirer

April 1, 2022

- Foederis is a France-based provider of talent management and human resources software for legal professionals,
 IT directors, and real estate managers
- The acquisition positions Septeo within the fast-growing HR cloud market as a leader in HR solutions for SMBs and mid-caps as well as for legal and real estate professionals

Lexly's acquisition of LegalHero



LEXLY
LAW MADE EASY

Acquirer

February 7, 2022

Target

- LegalHero is a Denmark-based online legal advisory platform for SMEs
- The acquisition will bolster Lexly's international expansion strategy as a preferred digital platform for advisory services in Europe

Main Capital Partners launches GRC Software Group with acquisition of Blika and audimex







Investor

March 28, 2022

Targets

- Main Capital Partners launched an international governance, risk, and compliance software group by acquiring and combining Blika Solutions and audimex
- Blika provides data management and compliance regulation solutions for legal departments of large multinationals; audimex provides internal audit and compliance solutions

Centerbase's acquisition of Legalfit





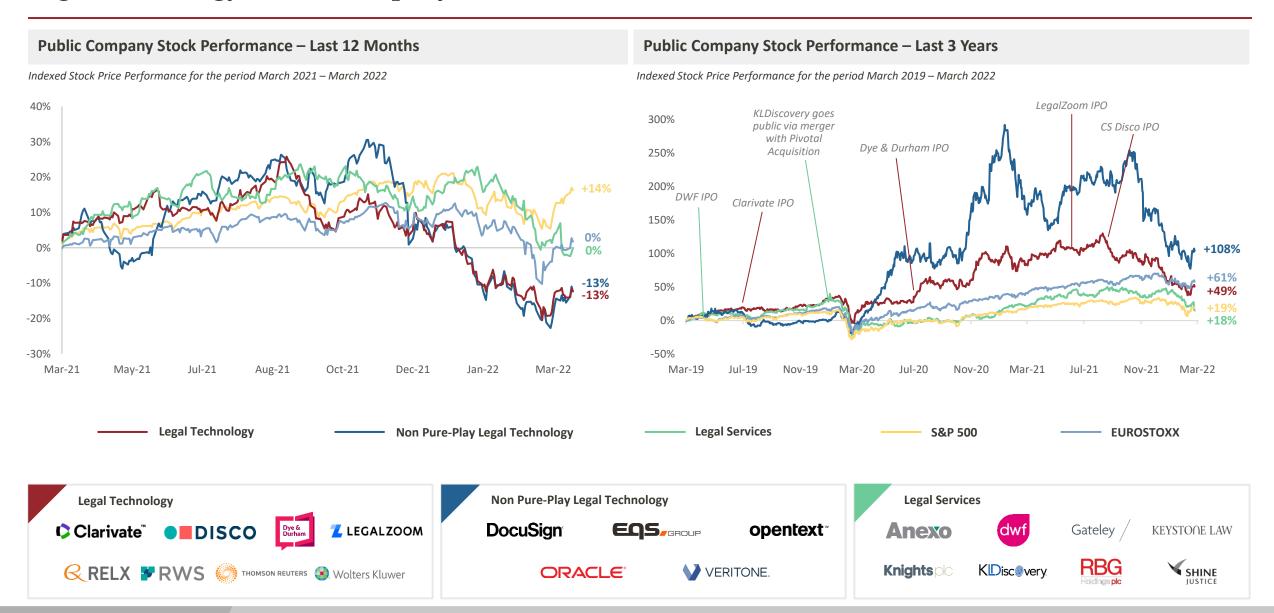
April 7, 2022

Acquirer

- Legalfit is a web marketing platform and content management system built specifically for law firms
- The acquisition adds a robust, scalable website content management system to the practice management and billing suite capabilities Centerbase provides to law firms

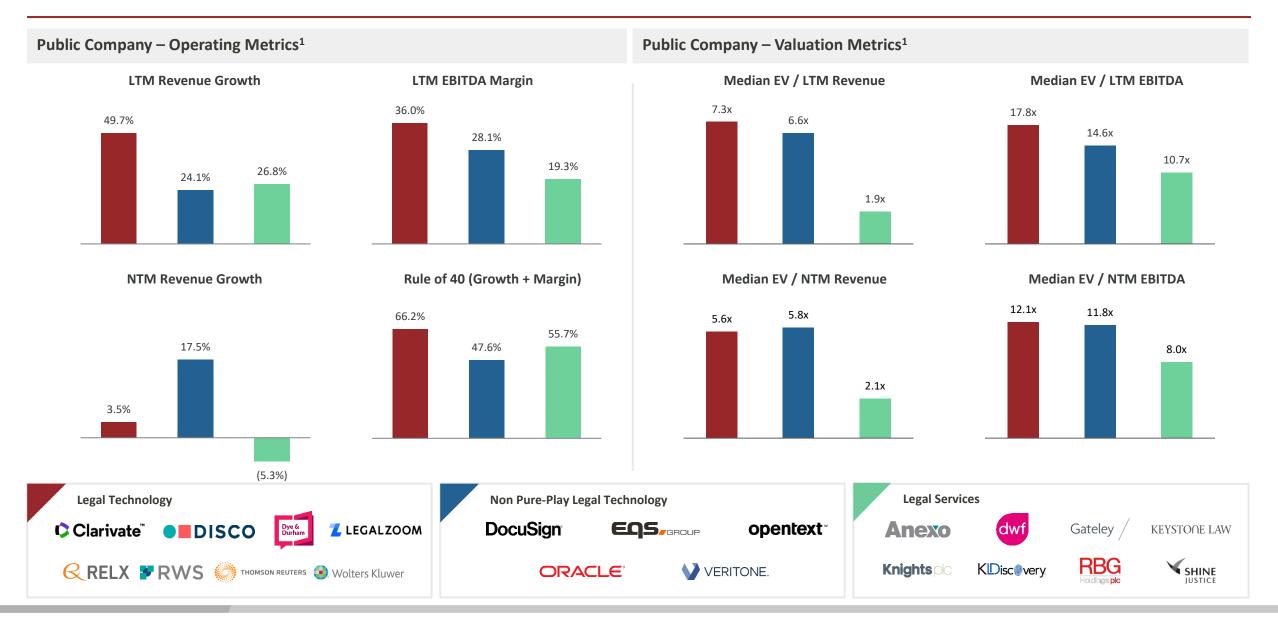


Legal Technology Public Company Trended Stock Performance





Legal Technology Public Company Operating and Valuation Metrics



Harris Williams: At a Glance













- 30 years and thousands of deals closed
- 100% of revenue is from M&A advisory
- 10 industry groups with deep sector expertise
- 70% of revenue from repeat clients
- 8 offices across the U.S. and Europe

The Harris Williams Technology Group

48+ closed technology transactions since March 2020

Technology Coverage Areas

- Application Software
- Infrastructure & Security Software
- IT & Managed Services

Sector Coverage Areas

- · Architecture, Engineering, & Construction
- Education
- Human Capital Management
- Pharma

- Compliance
- Government & Public Sector

• Real Estate & Property Tech

- Industrial
- Legal

- eCommerce & Retail
- Healthcare
- Office of the CFO
- Supply Chain & Logistics

Thematic Focus Areas

- SaaS/Cloud
- Integrated Payments
 Digital Transformation
 AI/Machine Learning

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Harris Williams Legal Technology Experience

Selected Legal Technology Transaction Experience

























Harris Williams Transaction Spotlight



March 30, 2021

Company Background

Opus2 is a leading provider of integrated software and services for the legal disputes market, serving a global blue-chip customer base. The company hosts a cloud-based collaboration software designed for case preparation and multiparty hearings, as well as providing technology-enabled services.

Successful Outcome

The acquisition delivered a successful outcome for Five Arrows and the company. Following this investment by Astorg, Opus2 will continue deploying a strategy to further develop in the UK market and expand internationally in litigation, arbitration, and other legal practice areas.

Harris Williams served as exclusive financial advisor to Opus2, a portfolio company of Five Arrows, in this transaction.

Harris Williams Transaction Spotlight

CORSEARCH®

a portfolio company of

△ Audax Private Equity

has been acquired by

astora.

April 20, 2021

Company Background

Through solutions such as brand protection and anti-piracy, Corsearch provides a comprehensive suite that enables businesses to protect IP and secure brand value. The company operates through 14 global offices to serve 5,000+ customers worldwide.

Successful Outcome

The transaction delivered a successful outcome for Audax and the company. Following the acquisition by Astorg, Corsearch will strengthen its brand risk and performance solutions and actively monitor M&A opportunities.

Harris Williams served as lead financial advisor to Corsearch, a portfolio company of Audax, in this transaction.



Harris Williams Capabilities and Locations



Harris Williams has a broad range of industry expertise, which creates powerful opportunities. Our clients benefit from our deep-sector experience, integrated industry intelligence and collaboration across the firm, and our commitment to learning what makes them unique. For more information, visit our website at www.harriswilliams.com.



Aerospace, Defense & Government Services



Business Services



Building Products & Materials



Consumer



Energy, Power & Infrastructure



Healthcare & Life Sciences



Industrials



Specialty Distribution



Technology



Transportation & Logistics

Office Locations

United States

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Cleveland

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Sources and Disclosures

Sources

- S&P Capital IQ
- Mergermarket

Disclosures and Disclaimers

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Appendix



Public Market Operational and Valuation Metrics¹

As of March 31, 2022									
\$ in Thousands	Market	Enterprise	% of 52-Week	LTM	LTM		Enterpris	e Value/	
Company	Capitalization	Value	High	Gross Margin	EBITDA Margin	LTM Revenue	NTM Revenue	LTM EBITDA	NTM EBITDA
Legal Technology									
RELX PLC	\$60,309,674	\$8,196,122	95.1%	64.6%	30.5%	0.8x	0.8x	2.7x	2.2x
Thomson Reuters Corporation	52,945,292	56,216,292	86.7%	34.8%	25.1%	8.9x	8.4x	35.3x	24.5x
Wolters Kluwer N.V.	27,497,048	29,920,567	91.8%	71.2%	29.8%	5.5x	5.6x	18.5x	17.7x
Clarivate Plc	11,447,561	18,024,244	48.2%	66.6%	32.0%	9.6x	6.4x	30.0x	15.3x
RWS Holdings plc	1,893,808	1,902,179	52.8%	45.1%	17.4%	2.0x	2.0x	11.7x	9.0x
Dye & Durham Limited	1,422,881	2,163,722	50.9%	86.5%	42.9%	7.3x	4.9x	17.0x	8.6x
CS Disco, Inc.	1,977,944	1,723,456	48.9%	72.8%	NM	15.1x	11.5x	NM	NM
LegalZoom.com, Inc.	2,805,710	2,566,413	34.5%	67.1%	NM	4.5x	3.9x	NM	53.1x
Median	\$11,447,561	\$8,196,122	52.8%	66.6%	30.2%	7.3x	5.6x	17.8x	12.1x
			Non Pur	e-Play Legal Technolog	у				
Oracle Corporation	\$220,736,629	\$276,245,629	77.8%	79.4%	44.0%	6.6x	6.3x	15.0x	12.7x
DocuSign, Inc.	21,412,896	21,492,305	34.0%	78.2%	0.7%	10.2x	8.7x	NM	NM
Open Text Corporation	11,435,732	14,418,385	76.7%	75.6%	29.4%	4.2x	4.0x	14.3x	10.9x
Veritone, Inc.	640,901	587,614	49.2%	80.8%	NM	5.1x	3.2x	NM	NA
EQS Group AG	345,879	429,963	67.5%	25.4%	NM	7.2x	5.8x	NM	NM
Median	\$11,435,732	\$14,418,385	67.5%	78.2%	29.4%	6.6x	5.8x	14.6x	11.8x
				Legal Services					
KLDiscovery Inc.	\$277,558	\$744,801	72.2%	48.9%	17.6%	2.3x	2.2x	13.2x	2.2x
DWF Group plc	446,237	659,253	87.9%	59.3%	6.0%	1.2x	1.5x	19.6x	7.9x
Knights Group Holdings plc	183,287	274,844	35.0%	39.2%	20.0%	1.7x	1.7x	8.6x	8.0x
Keystone Law Group plc	265,159	256,940	70.9%	26.3%	12.9%	2.9x	3.0x	22.3x	21.4x
Gateley (Holdings) Plc	314,824	343,318	76.7%	35.0%	18.6%	1.9x	2.0x	10.1x	9.8x
Anexo Group PIc	208,609	269,921	84.1%	77.7%	21.9%	2.0x	2.1x	9.1x	6.6x
RBG Holdings plc	140,978	182,289	66.6%	42.0%	25.4%	2.9x	3.1x	11.2x	10.0x
Shine Justice Ltd	156,834	191,849	74.8%	47.7%	23.5%	1.3x	1.3x	5.5x	4.3x
Median	\$236,884	\$272,383	73.5%	44.8%	19.3%	1.9x	2.1x	10.7x	8.0x
Total Comp Set Median	\$1,031,891	\$1,234,129	71.6%	62.0%	23.5%	3.5x	3.1x	13.7x	9.4x



Recent Sector Transactions Detail^{1,2}

Closed Date	Target	<u>Headquarters</u>	Buyer (s)	Transaction Type	<u>Description</u>
03/29/2022	Agreemint	United States	Information Services Group (Forum Ventures)	Merger/Acquisition	Agreemint is a platform that provides Al-based mediation of legal agreements
03/28/2022	Blika & audimex	Sweden	Main Capital Partners	Merger/Acquisition	Blika provides data management and compliance regulation solutions for legal departments of large multinationals; audimex provides internal audit and compliance solutions
03/23/2022	Liones Holding	The Netherlands	RWS Holdings	Merger/Acquisition	Liones Holding is a developer of a content management platform, including font editing, font review, font content quality, and font document history
03/08/2022	Athennian	Canada	Centanna Growth Partners	Private Placement	Athennian is a developer of a legal entity management software designed to organize and automate entity management
03/02/2022	FreeWill	United States	Bain Capital Double Impact	Private Placement	FreeWill is a legal services provider with an online suite of tools to address estate planning needs and make charitable, tax-advantaged donations
02/24/2022	Hold360 and Request360 (Congruity 360, LLC)	United States	CS Disco	Merger/Acquisition	Hold360 and Request360 provide legal hold and workflow solutions
02/14/2022	iubenda	Italy	Hg	Merger/Acquisition	iubenda is a compliance platform designed to help with online privacy laws
02/07/2022	LegalHero	Germany	Lexly	Merger/Acquisition	LegalHero is a Denmark-based online legal platform advisory for SMEs
02/04/2022	SAJ ADV	Brazil	SoftPlan	Merger/Acquisition	SAJ ADV provides legal management software for law firms
02/01/2022	Iridium Technology	United States	BigHand (LLCP)	Merger/Acquisition	Iridium Technology is a developer of business intelligence software for legal and professional service firms
01/20/2022	Canyon	France	Yousign	Merger/Acquisition	Canyon helps SMBs execute agreements in a fast and secure way by offering them a highly-secured contract automation platform
01/19/2022	Once For All	France	Fortius	Merger/Acquisition	Once For All, with brand name Attestation Legale, is a France-based administrative platform in construction and related sectors
01/18/2022	Prosperoware	United States	Litera (Hg)	Merger/Acquisition	Prosperoware is a provider of a privacy and regulatory compliance platform
01/18/2022	Juro	United Kingdom	Eight Roads	Private Placement	Juro is an all-in-one contract automation platform enabling legal counsel and their teams to manage contracts in a single web browser



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Recent Sector Transactions Detail^{1,2}

Closed Date	<u>Target</u>	<u>Headquarters</u>	Buyer (s)	Transaction Type	<u>Description</u>
01/14/2022	LegalOS	Germany	Gradient Ventures	Private Placement	LegalOS helps lawyers, legal teams and law firms build and release legal services as software
01/14/2022	LawTrades	United States	Four Cities Capital	Private Placement	LawTrades is a developer of a legal platform created to find, hire and work with professional lawyers
01/12/2022	SoftOuest	France	Septeo (Hg)	Merger/Acquisition	SoftOuest is a developer of software intended for the judicial officers
01/05/2022	American LegalNet	United States	Aderant	Merger/Acquisition	American LegalNet provides litigation workflow solutions that includes eDockets, Docket Direct, Forms Workflow, Smart Dockets, Docket Alerts, and eFiling Portal



Source: MergerMarket, Pitchbook

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