

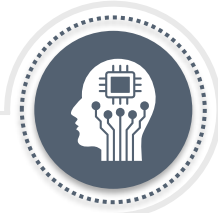


Legal Technology Sector Brief

Harris Williams | 2H 2024

Legal Technology Sector Observations and Key Trends

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



Adoption of Artificial Intelligence

ChatGPT and GenAI are revolutionizing the legal industry at an accelerated pace by increasing productivity and providing significant time and financial savings. Seventy-nine percent of legal professionals are leveraging GenAI tools to eliminate routine tasks, review documents, automate contracts, and conduct predictive case analysis

GenAI solutions that can be easily integrated and adopted into existing systems can have a profound impact, with 84% of law firms believing that GenAI usage will continue to increase over the next year

Changes in Billing Processes

Time savings from automation of repetitive tasks have created challenges and opportunities for firms that have traditionally billed clients on an hourly basis

GenAI paves the way for increased adoption of flat fee or hybrid billing models as firms align their service delivery and GenAI capabilities to enable any time savings to be used on the most profitable billable work



Building a Leading All-in-One Solution

The legal technology sector remains a highly fragmented market, lacking many all-in-one solutions. Law firms have lots of very separate legacy solutions that are a pain to use and rarely talk with each other

The ability to develop, deliver, or package multiple-point solutions into a singular value proposition or, at a minimum, have them seamlessly integrate via the cloud, will be a key differentiator

Prioritization of Research and Library Support Functions

Law firms have hired increasing numbers of legal research, library, and knowledge management staff with a focus on highly specialized roles that cannot be automated

This is viewed as a preemptive move by law firms to create a clean and secure information library as a solid foundation upon which GenAI research tools can be built



Helping Customers React and Navigate the Shifting Regulatory Landscape

The compliance and regulatory landscapes, both domestically and internationally, are currently unpredictable and subject to frequent changes. This dynamic environment necessitates that legal stakeholders remain adaptable and proactive in their legal risk management strategies

Legal technology products that provide real-time actionable solutions to help customers react to shifting regulations and navigate uncertainty have a significant runway for growth



The Enduring Value of Data

Data has become increasingly important to the legal sector as firms work to manage growing complexities. Despite this, the impetus on privacy and security has never been stronger

Models that can protect and consolidate vast quantities of data into valuable and trustworthy insights for its customers are well-placed to gain market share, particularly those with GenAI-driven information collection and search capabilities



Legal Technology Sector Observations and Key Trends: GenAI Spotlight

GenAI is spreading across the full legal ecosystem but requires an accurate and up-to-date database to fully unlock its potential

Top Areas of the Legal Ecosystem Ready for GenAI-Driven Automation

Documenting Information

- Many aspects of legal document preparation can be repetitive and standardized making them ripe for automation – commonly used GenAI tools (e.g., ChatGPT) are already highly advanced at drafting written content, provided they follow certain rules and use specific source data
- Generating concise contract and terms summaries as well as outputs for reporting purposes
- Improving legal document drafting capabilities by continually learning from an extensive database of previously analyzed legal documents
- Automating legal and compliance risk assessments in highly regulated industries (e.g., finance and healthcare)

Key Automatable Activities

Obtaining Information

- The data-heavy nature of obtaining information makes these activities particularly open to automation – GenAI will become increasingly powerful as it learns from processing a growing proprietary legal database
- Streamlining legal research workflows by using GenAI to seamlessly integrate multiple legal research tools and databases into a unified system
- Rapidly processing vast amounts of legal data, significantly speeding up the legal research process and providing recommendations to support the decision-making process
- Extracting and storing relevant information that can be automatically categorized and kept up-to-date

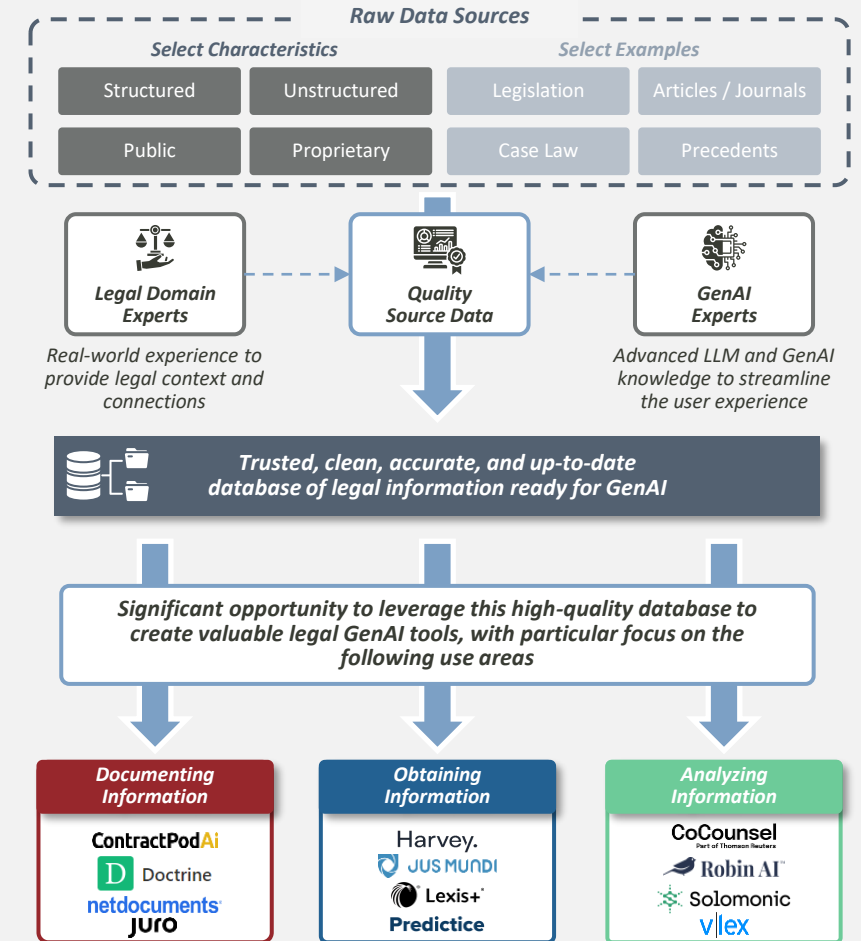
Key Automatable Activities

Analyzing Information

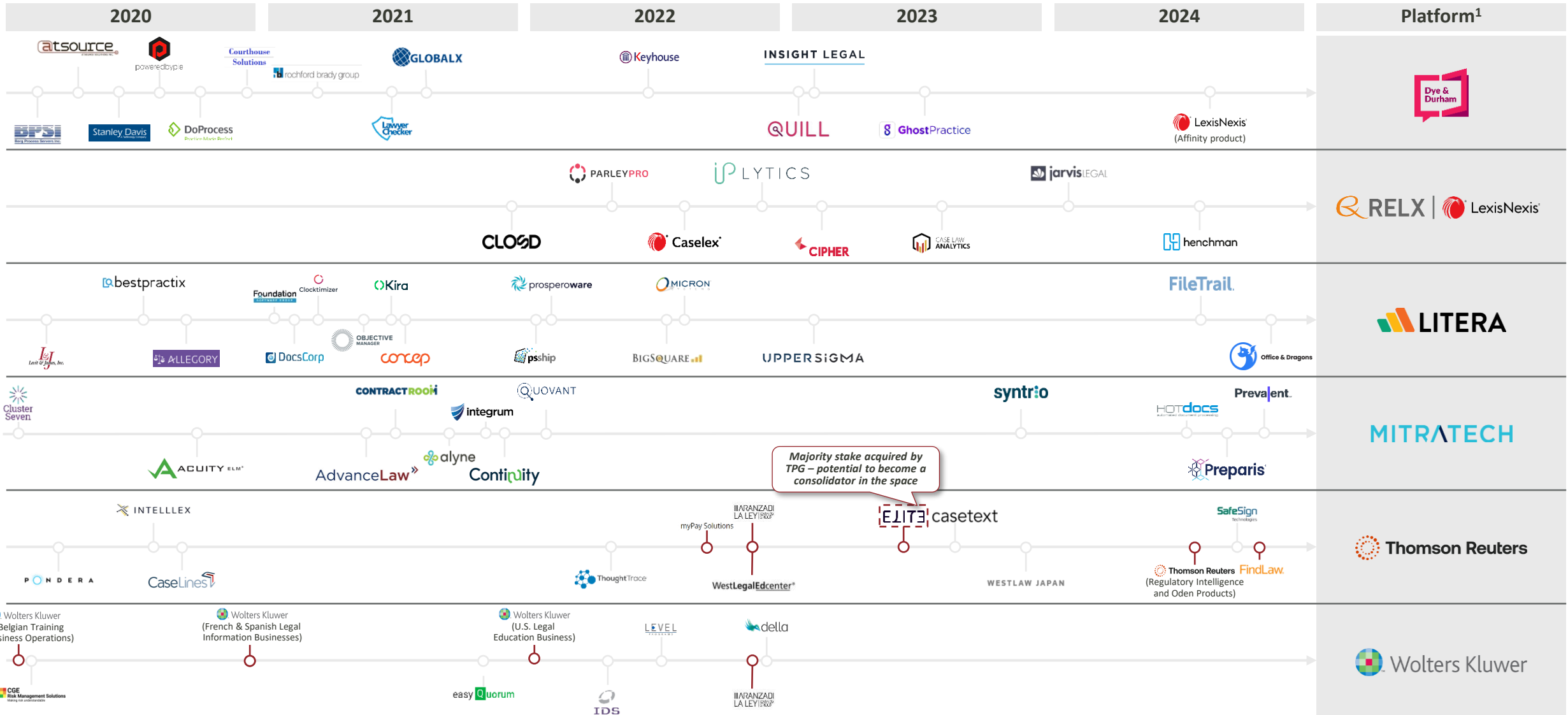
- GenAI can help with identifying trends, patterns, and correlations to help legal professionals gauge performance and understand appropriate next steps
- Identifying potential areas of ambiguity, missing details, or inconsistencies in a legal dataset
- Generating insights on how to optimize client outreach processes and general engagement strategies
- Analyzing patterns in internal legal information, past legal decisions, and other available information to help predict potential outcomes and aid the formulation of legal strategies

Key Automatable Activities

The Importance of Data Quality for Legal GenAI Use Cases



Select Legal Technology Consolidation Activity



Perspectives on the Legal Technology Sector

Law Firms



Case Management

Practice Management

Search, Analytics, and Reporting

Select Market Participants



Key Trends

- Law firms seeking to increase own efficiencies through legal technology products, ideally all from one service provider
- Increasing public cloud adoption to facilitate case collaboration
- Lawyers gaining comfort with and seeking improvements to non-legal-specific technology, including document automation and reporting tools
- Increased adoption of GenAI tools to automate routine law firm tasks

Corporates



Global Legal Compliance

GenAI and Advanced Analytics

E-discovery

Select Market Participants



Key Trends

- Corporates increasingly seeking automation of basic administrative work
- Increased legal, regulatory, and cybersecurity risks as GenAI continues to permeate into businesses
- Strong focus on communication and improving client experience, particularly in hybrid and remote working environments
- Increased use of GenAI tools to assist with processing large amounts of data

SMEs



Workflow and Automation

Contract Life Cycle Management

Collaboration Tools

Select Market Participants



Key Trends

- Difficulties in managing compliance and legal costs
- Increasing number of legal technology products available with integrated payment tools
- Increasing focus on mobile-friendly functionality for legal tech
- Increased use of GenAI to assist with compliance and document management

Intellectual Property



Select Market Participants



Key Trends

- Focus on protection against counterfeit goods and pirated content
- Increased use of GenAI 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

SMB legal tech boom: Insights into legal practice management solutions

Stax

The legal tech sector has seen significant investment over the past few years, with particular interest in legal practice management (LPM) solutions that serve the SMB market (i.e., firms with fewer than 20 attorneys). There has been much discussion around how much remaining runway is left for vendors to capture, what the drivers for differentiation are across the landscape, and if there is room for multiple winners.

Read the full article [here](#).

Guide sets out “consistent process” for AI approach to e-discovery

Legal Futures

The International Legal Technology Association (ILTA) has published a draft best practice guide for the use in e-discovery of active learning (AL), a form of machine learning which can update and change its predictions as additional documents are reviewed.

Read the full article [here](#).

How is legal tech empowering in-house legal teams?

LexisNexis

In the fast-paced world of customer service and back-office processing, staying ahead of legal complexities is crucial. For our valued customer, a global leader in delivering award-winning customer service and innovative public sector solutions, this challenge is met head-on with the expertise of their Legal Executive and Internal Auditor.

Read the full article [here](#).

Generative AI for legal professionals: What to know and what to do right now

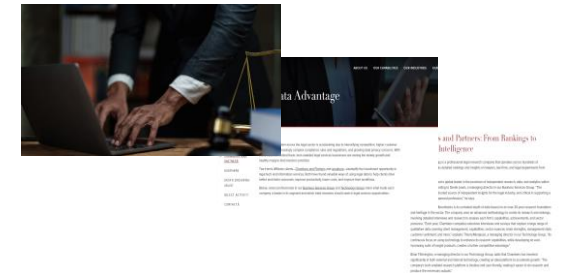
Thomson Reuters

This technology is reshaping the legal landscape by providing invaluable support across various roles in law firms and legal departments. Rather than replacing legal professionals, GenAI enhances efficiency, accelerates tasks like summarizing legal content and contract analysis, and enables lawyers to focus on applying their expertise.

Read the full article [here](#).

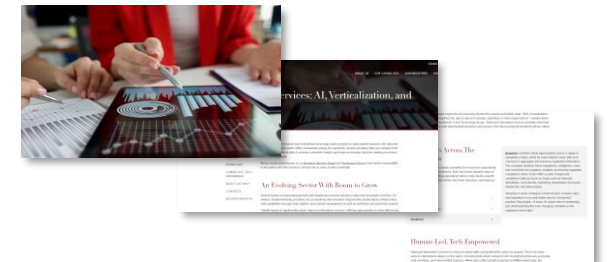
Select Recent HW Industry Updates

- **Legal Services: The Data Advantage**



[Link to Read](#)

- **Data & Information Services: AI, Verticalization, and Actionable Insights**



[Link to Read](#)

[Access All Harris Williams Insights Here](#)

Select H2 2024 and Recent Legal Technology Transactions

TSCP invests in National Arbitration & Mediation



Target



Investor

July 2024

- National Arbitration & Mediation is a provider of alternative dispute resolution (ADR) services intended to resolve litigation issues in appellate, commercial, construction, employment, insurance, and other sectors
- The investment will help NAM take advantage of its defensible market position and strong secular tailwinds in ADR services to help the business grow both organically and through M&A into new geographies and offerings

Clio receives \$900m investment by an NEA-led consortium



Target



Investor

July 2024

- The Series F investment round led by NEA with participation from Goldman Sachs Asset Management and Sixth Street valued Clio at ~\$3bn, representing the largest transaction ever in the cloud legal technology space
- The investment aims to help Clio expand its multi-product platform, particularly its GenAI portfolio and integrated legal payments solutions, as well as broaden its international presence

Harvey receives \$100m investment from Google Ventures-led consortium



Target



Investor

July 2024

- The Series C round led by Google Ventures with participation from OpenAI and Sequoia Capital valued Harvey at ~\$1.5bn, and will look to drive international growth and expand integrations with third-party cloud-based models
- The raise will enable Harvey to continue to collect and curate the data needed to build and train domain-specific models while growing the team globally

Expert Institute acquired by LLC



Target



Acquirer

September 2024

- Expert Institute is a provider of outsourced legal services using expert witness connection and intelligence tools to help attorneys identify and collaborate with specialists for litigation support, case consultations, and testimony
- Outsourced legal services has been a core LLC investment vertical, with the new ownership likely to bring extensive experience in accelerating Expert Institute's international growth

Quantios acquires Klea



Target



Acquirer

October 2024

- Klea provides a Belgium-based GenAI-powered legal entity management and collaboration platform that enables internal legal teams to streamline corporate secretarial work and access real-time legal entity intelligence
- The combination of Klea with Quantios will provide corporate legal teams and multi-client service providers with an array of digitalized, GenAI-driven corporate services tools for a comprehensive entity management experience

Nordic Capital acquires Anaqua



Target



Acquirer

November 2024

- Anaqua is a provider of a cloud-based intellectual property (IP) management platform that helps corporate and law firm clients streamline their IP operations and enhance strategic decision-making through well-integrated solutions
- Nordic Capital typically supports industry-transforming businesses, with its investment in Anaqua aiming to help accelerate international expansion through its global network

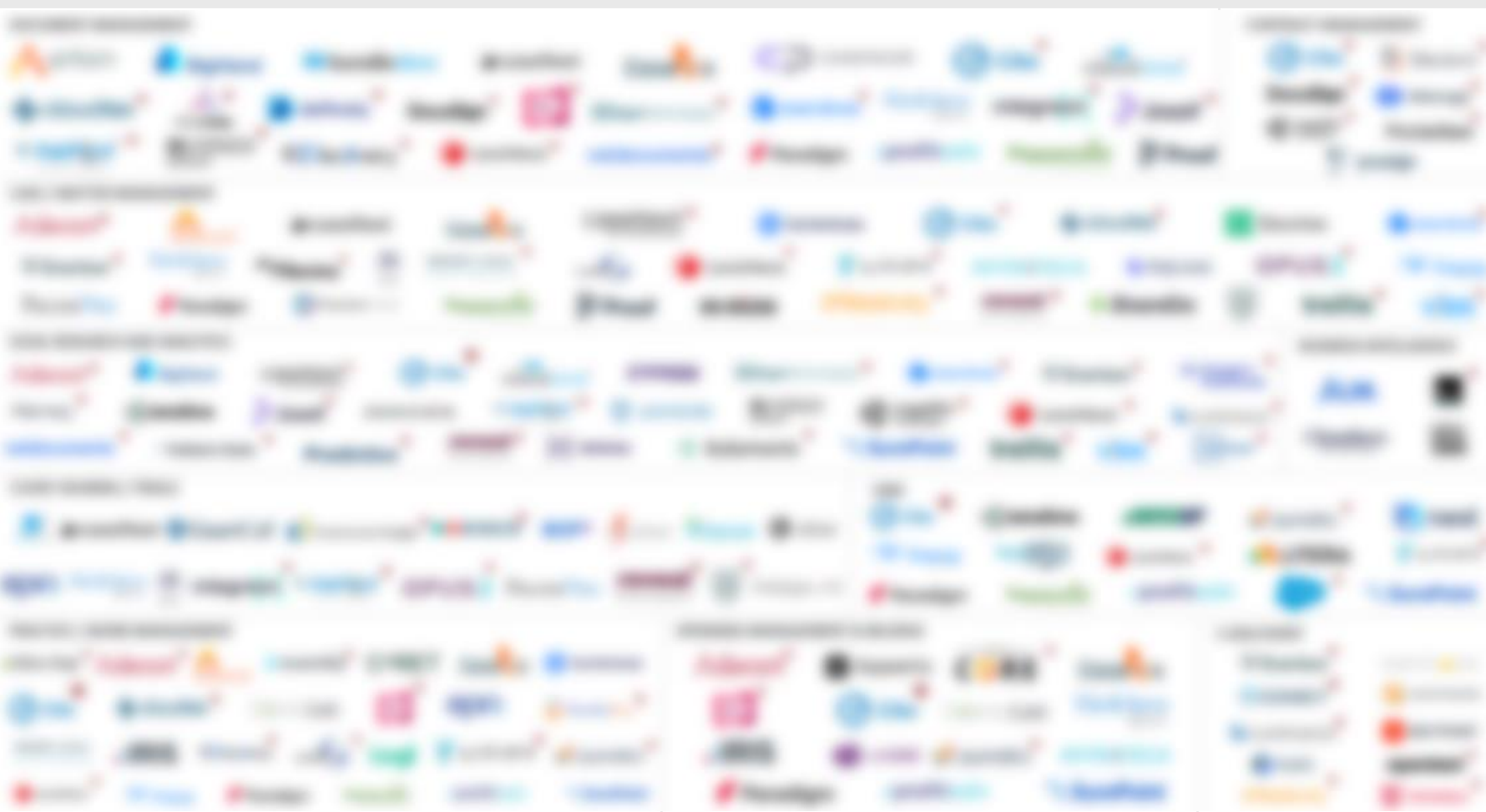
Legal Technology Market Landscape

To view full market map, please contact technologyinsights@harriswilliams.com

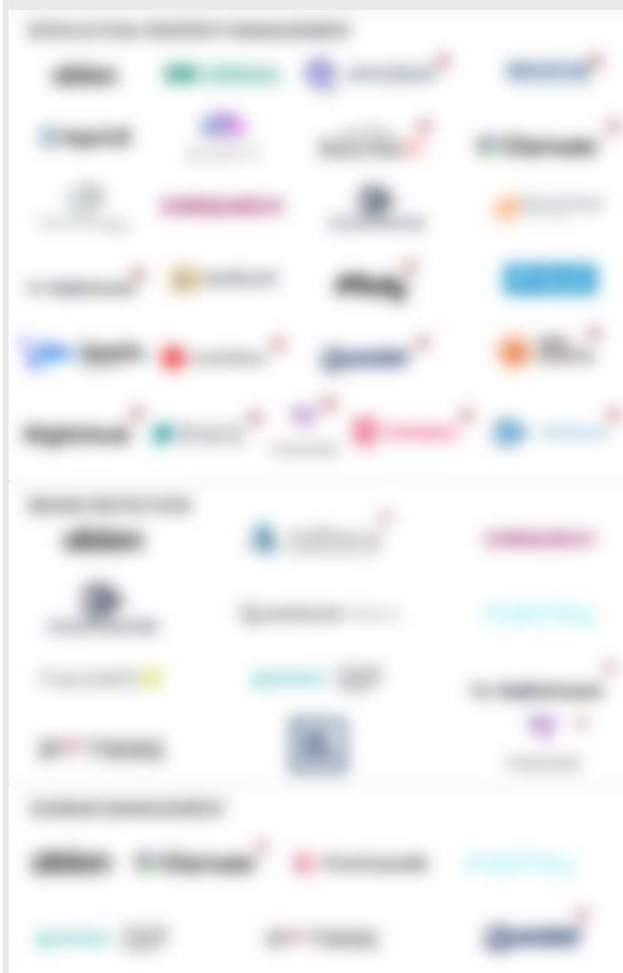
DIVERSIFIED PLATFORMS



LAW FIRMS

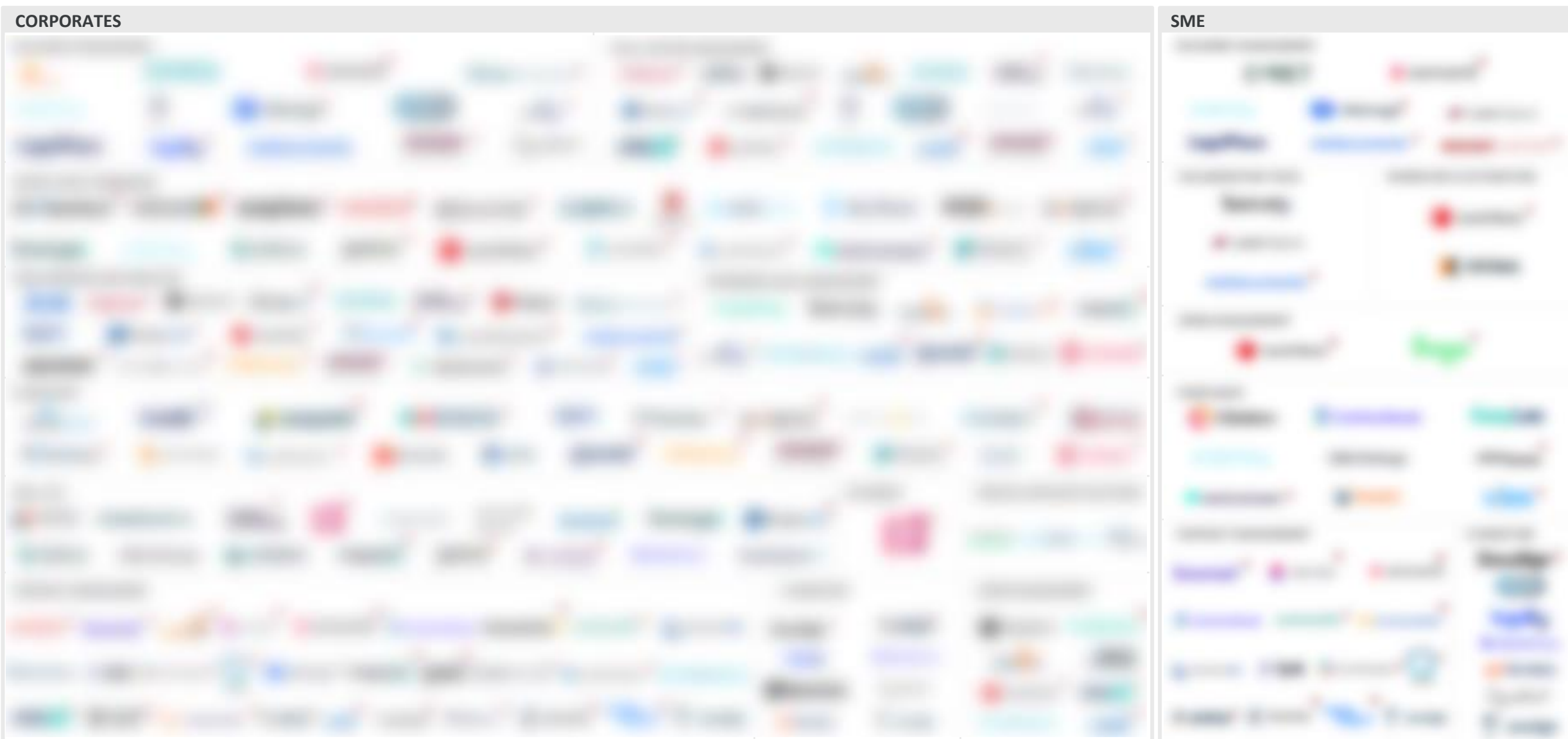


INTELLECTUAL PROPERTY



Legal Technology Market Landscape

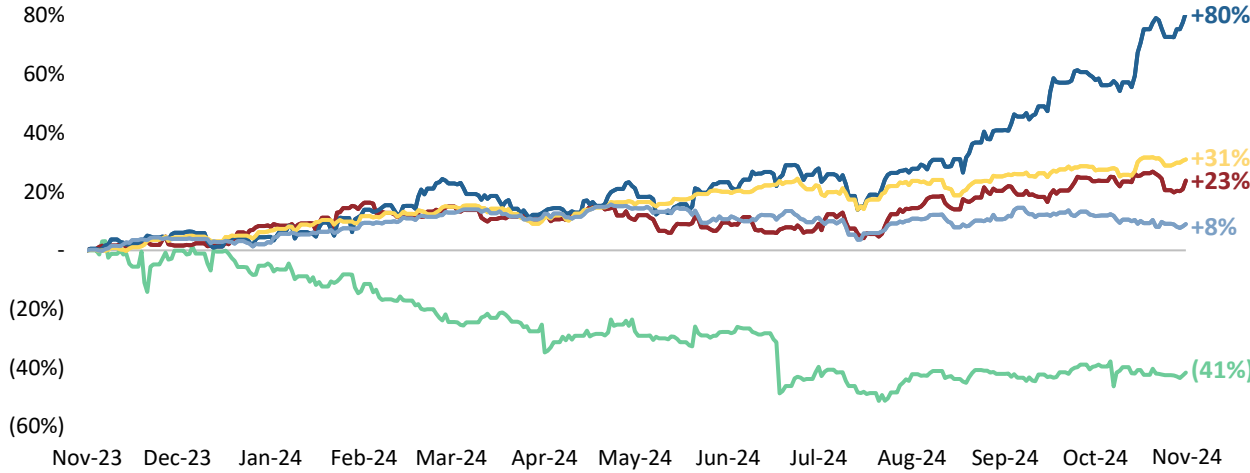
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Legal Technology Public Company Trended Stock Performance

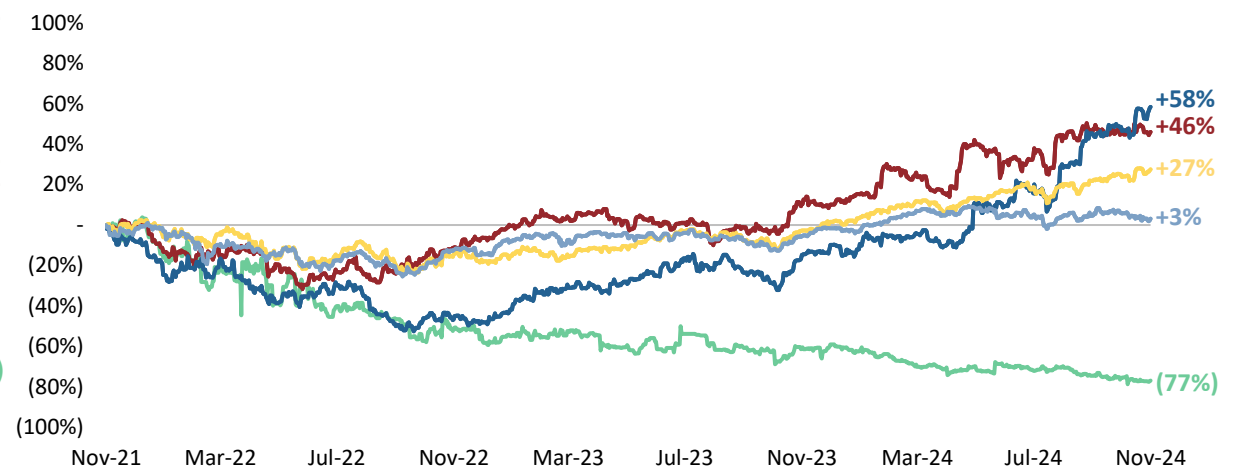
Public Company Stock Performance – Last 12 Months¹

Indexed stock price performance for the period November 2023 – November 2024



Public Company Stock Performance – Last 3 Years¹

Indexed stock price performance for the period November 2021 – November 2024



Legal Technology

Non-Pure-Play Legal Technology

Adjacent Tech-Enabled Legal Services

S&P 500

EUROSTOXX



Legal Technology

Clarivate™

DISCO



intapp

KARNOV GROUP³

RELX

THOMSON REUTERS

Wolters Kluwer



Non-Pure-Play Legal Technology

Cellebrite

DocuSign

nuiX

opentext™

ORACLE®

Roper TECHNOLOGIES



Adjacent Tech-Enabled Legal Services

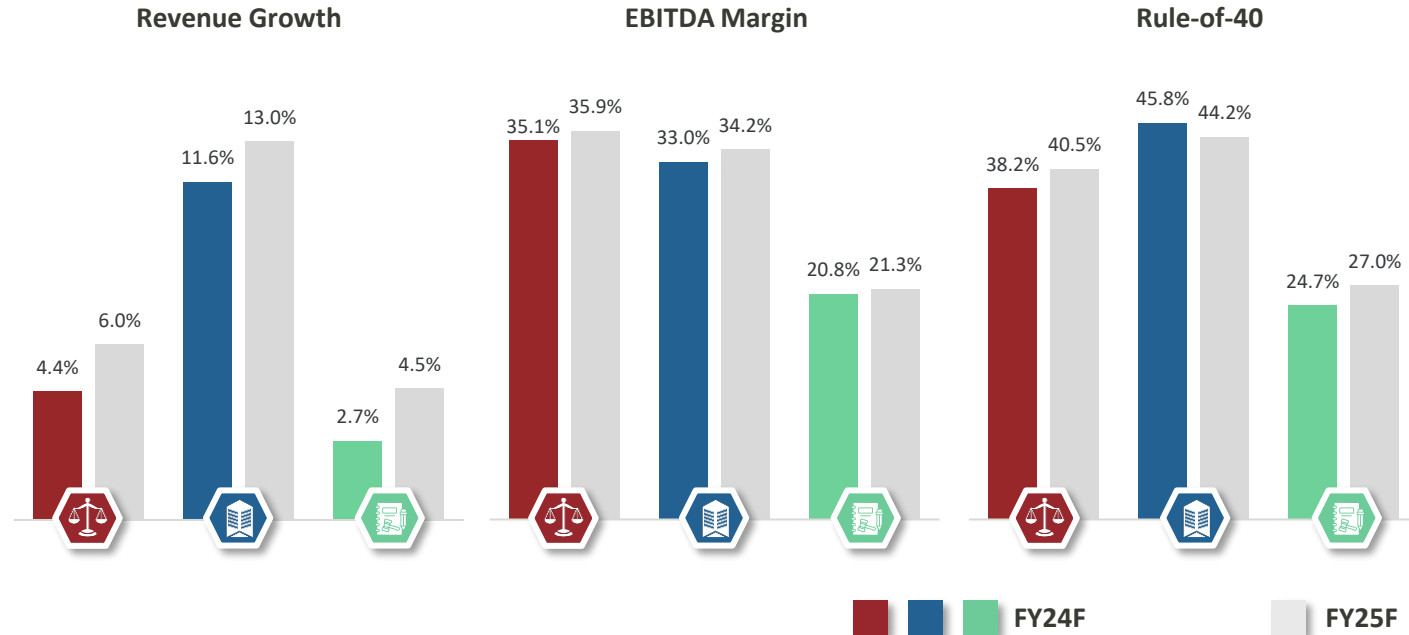
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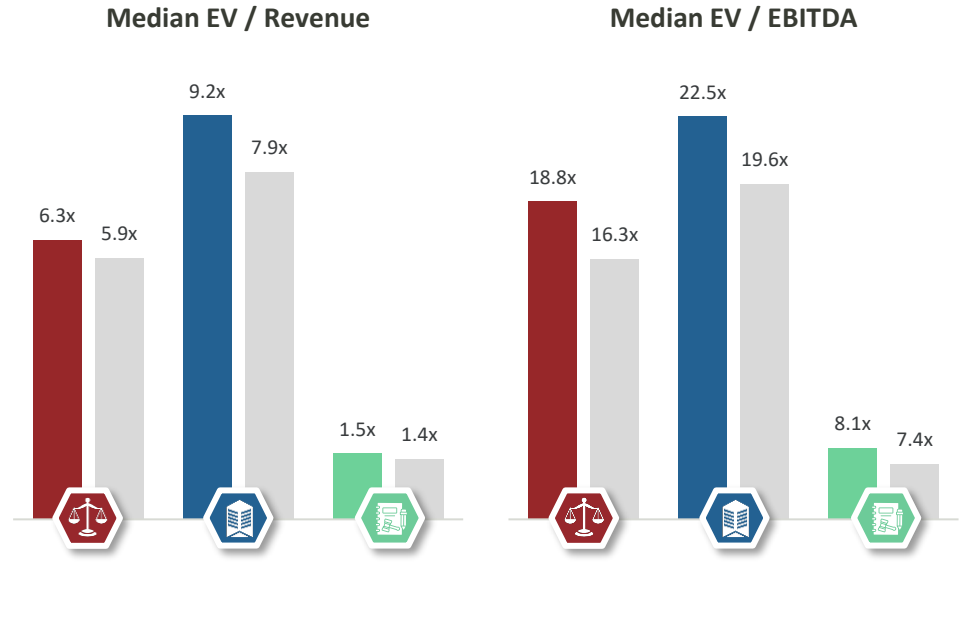
RWS

Legal Technology Public Company Operating and Valuation Metrics

Public Company – Operating Metrics¹



Public Company – Valuation Metrics¹



Legal Technology

Non-Pure-Play Legal Technology

Adjacent Tech-Enabled Legal Services

Source: S&P Capital IQ
 Notes: (1) As of November 22, 2024; (2) Dye & Durham received informal takeover approach in November 2024; (3) Karnov Group was subject to a public-to-private takeover offer in May 2024

Harris Williams Legal Sector Experience

Selected Legal Sector Transaction Experience

Chambers AND PARTNERS
a portfolio company of
inflexion
has been acquired by
abry partners

inflexion
has made a strategic investment in
aosphere
an affiliate of
ALLEN & OVERY

ULTRA | Forensic Technology 30
a business unit of
ULTRA
a portfolio company of
Advent International
has been acquired by
LeadsOnline
a portfolio company of
TA ASSOCIATES

MAGNA >
LEGAL SERVICES
a portfolio company of
CIVIC PARTNERS
has been acquired by
Odyssey Investment Partners

OPUS2
a portfolio company of
Five Arrows
Principal Investments
has been acquired by
astorg.

CORSEARCH[®]
a portfolio company of
Audax Private Equity
has been acquired by
astorg.

ECLIPSE
Part of Capita
a division of
Capita
has been acquired by
access
a portfolio company of
TA ASSOCIATES **Hg**

ontellus
a portfolio company of
CAP STREET
has received an investment from
AQUILINE
CAPITAL PARTNERS LLC

iContracts
SUSQUEHANNA GROWTH EQUITY, LLC
PREFERRED PARTNER
a portfolio company of
SGE
has been acquired by
RLDatix[™]
a portfolio company of
TA ASSOCIATES **FIVE ARROWS**

VERITEXT
LEGAL SOLUTIONS
a portfolio company of
PAMPLONA
CAPITAL MANAGEMENT
has been acquired by
LGP

n Court
a portfolio company of
Mainsail Partners
has been acquired by
PROVIDENCE EQUITY
GSV GREATER SOUTHERN VENTURES

Consilio
a portfolio company of
SHAMROCK
CAPITAL ADVISORS
has been acquired by
GI PARTNERS
and merged with
ADVANCED DISCOVERY

Harris Williams Transaction Spotlight

Chambers AND PARTNERS
a portfolio company of
inflexion
has been acquired by
abry partners

Company Background

With a 30-plus-year foundation of research, Chambers has been a global leader in the provision of independent research, data, and analytics across 200 jurisdictions, delivering detailed insight to the world's leading lawyers and law firms. Chambers is deeply embedded in the fabric of the legal ecosystem, empowering the legal market to make the most informed decisions with invaluable data and insights. The company has continued to build strong momentum and progress on an upward trajectory, with multiple levers for future growth.

Successful Outcome

The acquisition delivered a successful outcome for Inflexion and the company. Following this acquisition by Abry Partners, Chambers will leverage Abry Partners' deep expertise and resources to continue to accelerate growth in the legal services market.

Harris Williams Transaction Spotlight

inflexion
has made a strategic investment in
aosphere
an affiliate of
ALLEN & OVERY

Company Background

Aosphere is a leading provider of online legal analysis across a range of key compliance topics in complex areas such as financial derivatives, shareholder disclosure requirements, cross-border marketing, and data privacy. Aosphere maintains up-to-date, high-quality information by working with local counsel across the globe.

Successful Outcome

The acquisition delivered a successful outcome for Allen & Overy and the company. Following this investment by Inflexion, the partnership with Allen & Overy and Inflexion will see aosphere create a scaled, global regulatory data business across a range of cross-jurisdictional topics.

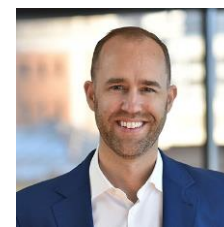
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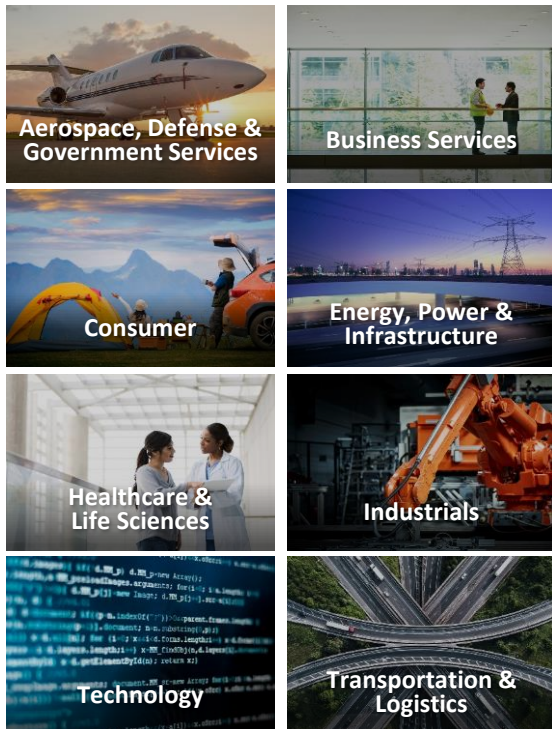
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HW Harris Williams / GLOBAL INVESTMENT BANK

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Deep Industry Experience



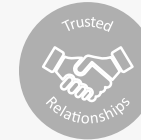
Proven Expertise

MERGERS & ACQUISITIONS

PRIVATE CAPITAL SOLUTIONS

PRIMARY FUND PLACEMENT

Core Values That Drive Success



75% Revenue from repeat clients

87% Managing Directors promoted from within

30+ Year history

Sources, Disclosures, and Disclaimers

Sources

1. Clio
2. Mergermarket
3. PitchBook
4. S&P Capital IQ

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Appendix

Legal Technology Market Landscape

DIVERSIFIED PLATFORMS

Large, established, well-diversified platforms offering a range of different legal solutions and tools across the legal technology universe

LAW FIRMS

DOCUMENT MANAGEMENT

Software that allows users to store, find, share, automate, and collaborate on documents

CASE / MATTER MANAGEMENT

Software that allows users to manage all legal cases and clients through a digital platform

LEGAL RESEARCH AND ANALYTICS

Software that enables the process of identifying and retrieving information necessary to support legal decision-making

COURT HEARING / TRIALS

Software that facilitates the digitalization of any aspect of a court trial

PRACTICE / WORK MANAGEMENT

Solutions to help law firms manage back-office services, including billing, time, and contract management tools

E-DISCOVERY

Software that facilitates the identification, collection, review, and analysis of electronically stored data for use as evidence in a civil or criminal case

CONTRACT MANAGEMENT

Software that supports the management of contracts through each stage of a contract life cycle

SPENDING MANAGEMENT AND BILLINGS

Software that automates the process of reviewing, tracking, analyzing, and reporting on legal costs

CRM

Client relationship management (CRM) solutions to manage contacts and provides software to help law firms track leads, prospects, and clients efficiently

BUSINESS INTELLIGENCE

Software used to collect, process, and analyze vast amounts of data and generate insights from the data to support business decision-making

INTELLECTUAL PROPERTY

INTELLECTUAL PROPERTY MANAGEMENT

Software tools that assist in the tracking and management of trademarks, copyrights, patents, and other intellectual property

BRAND PROTECTION

Software risk management tools that allow companies to protect their IP and brand against infringements

DOMAIN MANAGEMENT

Software that offers digital risk protection and management of domain names and platforms

CORPORATES

DOCUMENT MANAGEMENT

Software that allows users to store, find, share, automate, and collaborate on documents

GLOBAL LEGAL COMPLIANCE

Software tools used by multinational companies to monitor internal systems and controls, to comply with required standards and regulations

LEGAL RESEARCH AND ANALYTICS

Advanced technological solutions to support legal operations and provide deeper insights

E-DISCOVERY

Software that facilitates the identification, collection, review, and analysis of electronically stored data for use as evidence in a civil or criminal case

SPEND MANAGEMENT

Software that automates the process of reviewing, tracking, analyzing, and reporting on legal costs

VERTICAL SPECIALIST SOLUTIONS

Software solutions focused on providing deep insights and intelligence into a particular vertical end-market

CASE / MATTER MANAGEMENT

Software that allows users to manage all legal cases and clients through a digital platform

ENTERPRISE LEGAL MANAGEMENT

Software tools that allow corporate enterprises to run their legal operations and integrate legal operations with the wider business

CONTRACT MANAGEMENT

Software that supports the management of contracts through each stage of a contract life cycle

AML / KYC

Analytical software tools that evaluate and mitigate strategic business risks

E-SIGNATURE

Software that enables the electronic signature of documents

PAYMENTS

White label payment processing services with respect to tax, bill payment, and fund transfer services for financial institutions

SME

DOCUMENT MANAGEMENT

Software that allows users to store, find, share, automate, and collaborate on documents

COLLABORATION TOOLS

Software tools that allow legal teams to work more effectively together

CONTRACT MANAGEMENT

Software that supports the management of contracts through each stage of a contract life cycle

E-SIGNATURE

Software that enables the electronic signature of documents

WORKFLOW AND AUTOMATION

Software that allows work to be automatically routed to the appropriate team in a company and monitored through to completion

COMPLIANCE

Software tools used to monitor internal systems and controls, to ensure compliance with required standards and regulations

SPEND MANAGEMENT

Software that automates the process of reviewing, tracking, analyzing, and reporting on legal costs

Recent Sector Transactions Detail (Investment Rounds)

| Closed Date | Target | Headquarters | Investor(s) | Round | Amount Raised ¹ | Description |
|-------------|-----------------|---------------------|--|----------|----------------------------|---|
| 07/15/2024 | Legalfly | Ghent, Belgium | Notion Capital Partners-led consortium | Series A | €15m | Legalfly offers a GenAI copilot platform designed for legal teams that leverages proprietary data to help law firms and others enhance their operational efficiency across litigation, contract review, and drafting |
| 07/17/2024 | Leya | Stockholm, Sweden | Redpoint Ventures-led consortium | Series A | \$25m | Leya is a provider of an AI-powered workspace tool designed for legal professionals to automate the reviewing, searching, and drafting processes by leveraging its strong integrations with internal and external legal sources |
| 07/23/2024 | Clio | Burnaby, Canada | New Enterprise Associates-led consortium | Series F | \$900m (\$3bn) | Clio is a global software provider across the full legal ecosystem, with its solutions including a comprehensive case management suite, document management tools and other cloud-based integrated solutions |
| 07/24/2024 | Harvey | San Francisco, U.S. | Google Ventures-led consortium | Series C | \$100m (\$1.5bn) | Harvey is a developer of a GenAI platform designed to help law firms and other professional service providers answer complex legal issues through its extensive database of stored and analyzed documents |
| 07/30/2024 | ByStamp | Vannes, France | Seed funding from various investors | Series A | \$1m | ByStamp is a provider of secure digital authentication, stamp, and signature solutions designed for smartphones and tablets helping enterprises and law firms sign documents on the move |
| 09/11/2024 | Jus Mundi | Paris, France | Acton Capital and True Global Ventures co-led consortium | Series B | \$22m | Jus Mundi is a developer of an AI-powered search tool and associated database for international law and arbitration, featuring multilingual collaboration capabilities |
| 09/24/2024 | Qura | Stockholm, Sweden | Cherry Ventures-led consortium | Series A | \$2m | Qura offers an LLM-powered search engine to help legal professionals more effectively find relevant laws and regulations from its growing legal database |
| 10/01/2024 | DocJuris | Houston, U.S. | Silverton Partners-led consortium | Series A | \$8m | DocJuris is a provider of AI-powered contract negotiation software with data-driven tools to help with contract comparison, screening, redlining, and drafting to help streamline the full contract lifecycle process |
| 10/02/2024 | Fynk | Vienna, Austria | 3VC and 10X Founders co-led investment | Series B | \$4m | Fynk is a provider of contract management software that helps upload, analyze, and recreate agreements using its comprehensive GenAI workflow collaboration platform |
| 10/02/2024 | Formality | Paris, France | Partech, Serena, and BPI | Series A | €8m | Formality is the developer of an GenAI-powered contract efficiency platform that automates contract management, centralizes key documentation, and enables real-time deadline tracking |
| 10/08/2024 | Case Status | Charleston, U.S. | Grayhawk Capital and Topmark Partners co-led consortium | Series B | \$20m | Case Status is a provider of mobile customer engagement software enabling law firms to provide real-time updates and transparent communications to their clients |
| 10/09/2024 | Document Crunch | Atlanta, U.S. | Titanium Ventures-led consortium | Series B | \$22m | Document Crunch is a provider of GenAI tools for the construction industry that enable streamlined contract risk identification, review, and compliance management |
| 10/10/2024 | Noetica | New York, U.S. | Lightspeed Venture Partners-led consortium | Series A | \$22m | Noetica provides GenAI-centered tools to help law firms benchmark deal terms in corporate transactions by aggregating, analyzing, and indexing transactions in real time |
| 10/10/2024 | EvenUp | San Francisco, U.S. | Bain Capital Ventures-led consortium | Series D | \$135m (\$1bn+) | EvenUp is a developer of an AI-driven claims intelligence platform that provides injury lawyers with case preparation, negotiation and settlement repository tools to help create best-in-class legal documentation |
| 10/23/2024 | Genie AI | Cambridge, U.K. | Google Ventures-led consortium | Series A | \$18m | Genie AI is a provider of a legal assistant tool designed to draft, edit, compare, and review contracts and agreements for in-house legal teams and law firms |
| 11/04/2024 | JustFund | Sydney, Australia | Xilium Capital-led consortium | Series E | \$92m | JustFund is a social lender that provides innovative and flexible credit support for the payment of legal bills for family-related legal matters |
| 11/13/2024 | Robin AI | London, U.K. | Customer-led consortium | Series C | \$25m | Robin AI is a developer of legal copilot software to help streamline the drafting and editing of contracts using GenAI for both law firms and in-house legal departments |

Sources: Mergermarket, PitchBook
 Note: (1) Amounts in parentheses indicate implied valuation estimates

Recent Sector Transactions Detail (Mergers)

| Closed Date | Target | Headquarters | Buyer(s) | Description |
|-------------|----------------------------------|---------------------|----------------------------------|--|
| 07/04/2024 | Data Legal Drive | Paris, France | EQS Group | Data Legal Drive is a developer of an online governance platform designed to ensure GDPR and anti-corruption compliance through its centralized digital database |
| 07/17/2024 | National Arbitration & Mediation | New York, U.S. | Thompson Street Capital Partners | National Arbitration & Mediation is a provider of alternative dispute resolution (ADR) services intended to resolve litigation issues in appellate, commercial, construction, employment, insurance, and other sectors |
| 07/22/2024 | Rowan TELS | Washington, U.S. | Clarivate | Rowan TELS is a provider of fully integrated end-to-end patent software that supports attorneys with invention management, patent drafting, patent reviewing and case prosecution |
| 07/22/2024 | Henchman | Ghent, Belgium | Lexis Nexis | Henchman provides a platform that centralizes all written legal clauses and definitions across a business into a single knowledge base to help streamline the full contract drafting process |
| 07/29/2024 | FileTrail | Austin, U.S. | Litera | FileTrail is a provider of information governance and record management that helps law firms and corporates automate the disposition process and optimize legal document storage |
| 08/21/2024 | SafeSign Technologies | London, U.K. | Thomson Reuters | SafeSign Technologies is a developer of an LLM engineered specifically for the legal domain by leveraging industry experts and the highest quality proprietary legal datasets |
| 09/16/2024 | Novitas Data | Portland, U.S. | Proteus Discovery Group | Novitas Data is a provider of litigation and e-discovery solutions including advanced digital forensics, Relativity server hosting, and scanning services |
| 09/16/2024 | Databall | Dover, U.S. | Nexl | Databall is a provider of revenue optimization software for law firms leveraging AI-driven insights to maximize client engagement |
| 09/17/2024 | Evisort | San Francisco, U.S. | Workday | Evisort is a provider of end-to-end AI-powered contract lifecycle management that helps customers automatically identify language risks, spot revenue opportunities, and track contractual obligations |
| 09/24/2024 | Redgrave Data | Chantilly, U.S. | Elevate | Redgrave Data is a legal GenAI consulting and technology services company that provides solutions to customers relating to e-discovery and legal data governance |
| 09/25/2024 | doeLEGAL | Wilmington, U.S. | DiliTrust | DoeLEGAL is a provider of legal operations software and services helping in-house legal teams with matter management, e-billing, e-discovery, and IP asset management solutions |
| 09/30/2024 | Expert Institute | New York, U.S. | LLCP | Expert Institute is a provider of outsourced legal services using expert witness connection and intelligence tools to help attorneys identify and collaborate with specialists for litigation support |
| 10/03/2024 | FindLaw | Eagan, U.S. | Internet Brands | FindLaw is a developer of an information platform that provides legislative updates, legal market news, and a comprehensive attorney database to match customers with the most relevant lawyers |
| 10/04/2024 | Klea | Brussels, Belgium | Quantios | Klea is an AI-powered legal entity management and collaboration platform that enables internal legal teams to streamline corporate secretarial work and access real-time accurate legal entity data |
| 10/16/2024 | oneNDA | London, U.K. | Law Insider | OneNDA is a provider of legal consulting services and open-source NDA standards solutions |
| 10/22/2024 | Chapter 11 Dockets | Chicago, U.S. | Stretto | Chapter 11 Dockets is a provider of a comprehensive and up-to-date research system and accompanying database relating to corporate bankruptcy cases |
| 10/22/2024 | LexCloud | Toronto, Canada | Uptime Legal Systems | LexCloud is a private cloud service provider for the legal industry hosted on its secure, responsive, and reliable Canadian data centers |
| 10/22/2024 | Contract Logix | Lowell, U.S. | LegalSifter | Contract Logix is a developer of data-driven contract lifecycle management software that streamlines workflows and helps mitigate risks across the full contract process |
| 10/24/2024 | WeberMark | Denver, U.S. | Alt Legal | WeberMark is a provider of trademark paralegal services, helping companies conduct trademark searches and prepare and file documents when needed |
| 11/18/2024 | Anaqua | Boston, U.S. | Nordic Capital | Anaqua is a provider of a cloud-based IP management platform that helps corporate and law firm clients streamline IP operations |
| 11/26/2024 | Office & Dragons | London, U.K. | Litera | Office & Dragons is a provider of mass drafting and editing tools leveraging intuitive automation and GenAI that helps streamline document workflows for lawyers |

Sources: Mergermarket, PitchBook

Public Market Operational and Valuation Metrics¹

(GBP in thousands)

| Company | Market Capitalization | Enterprise Value | Multiples Summary | | | | Growth Rates | | Margins Summary | | Rule-of-40 | |
|---|-----------------------|-------------------|-------------------|-------------|------------------|--------------|--------------|--------------|-----------------|--------------|--------------|--------------|
| | | | EV / Revenue | | EV / Adj. EBITDA | | Revenue | | Adj. EBITDA | | | |
| | | | FY24F | FY25F | FY24F | FY25F | FY24F | FY25F | FY24F | FY25F | FY24F | FY25F |
| Legal Technology | | | | | | | | | | | | |
| RELX PLC | 69,096,627 | 75,887,627 | 8.0x | 7.6x | 20.3x | 19.2x | 4.0% | 5.3% | 39.2% | 39.4% | 43.3% | 44.7% |
| Thomson Reuters Corporation | 57,904,371 | 58,959,541 | 14.2x | 13.6x | 37.2x | 34.9x | 7.0% | 4.6% | 38.1% | 38.9% | 45.2% | 43.5% |
| Wolters Kluwer N.V. | 31,217,727 | 33,656,065 | 6.8x | 6.4x | 21.4x | 19.5x | 6.1% | 6.4% | 32.0% | 32.9% | 38.1% | 39.3% |
| Clarivate Plc | 2,980,749 | 6,460,909 | 3.2x | 3.1x | 7.7x | 7.7x | (2.8%) | 0.7% | 41.2% | 41.0% | 38.4% | 41.7% |
| Intapp, Inc. | 3,726,916 | 3,543,385 | 9.6x | 8.3x | NM | NM | 18.7% | 15.2% | 12.9% | 16.3% | 31.6% | 31.5% |
| Dye & Durham Limited ² | 702,042 | 1,576,053 | 5.8x | 5.4x | 10.3x | 9.6x | 4.2% | 7.3% | 56.4% | 56.8% | 60.6% | 64.1% |
| Karnov Group AB (publ) ³ | 623,410 | 800,664 | 4.3x | 4.1x | 17.4x | 13.5x | 4.2% | 5.6% | 25.0% | 30.5% | 29.2% | 36.1% |
| CS Disco, Inc. | 277,223 | 182,129 | 1.5x | 1.4x | NM | NM | 4.6% | 7.0% | (11.5%) | (6.0%) | (6.8%) | 1.0% |
| Median | 3,353,832 | 5,002,147 | 6.3x | 5.9x | 18.8x | 16.3x | 4.4% | 6.0% | 35.1% | 35.9% | 38.2% | 40.5% |
| Average | 20,816,133 | 22,633,297 | 6.7x | 6.2x | 19.0x | 17.4x | 5.8% | 6.5% | 29.2% | 31.2% | 34.9% | 37.7% |
| Non Pure-Play Legal Technology | | | | | | | | | | | | |
| Oracle Corporation | 425,857,231 | 485,044,326 | 10.8x | 9.8x | 21.3x | 18.5x | 8.2% | 11.0% | 51.0% | 52.8% | 59.2% | 63.8% |
| Roper Technologies, Inc. | 48,003,219 | 54,482,415 | 9.6x | 8.3x | 23.8x | 20.7x | 15.0% | 15.0% | 40.4% | 40.4% | 55.4% | 55.4% |
| DocuSign, Inc. | 13,467,220 | 12,825,653 | 5.5x | 5.2x | 17.0x | 15.2x | 6.9% | 5.9% | 32.2% | 34.0% | 39.1% | 39.9% |
| Open Text Corporation | 6,166,172 | 10,707,042 | 2.4x | 2.5x | 7.1x | 7.3x | 8.1% | (3.0%) | 33.9% | 34.4% | 42.0% | 31.4% |
| Cellebrite DI Ltd. | 3,438,707 | 3,117,965 | 9.8x | 8.4x | 39.7x | 33.9x | 22.8% | 16.4% | 24.6% | 24.7% | 47.4% | 41.1% |
| Nuix Limited | 1,045,645 | 1,030,998 | 8.7x | 7.4x | 31.7x | 25.0x | 16.7% | 17.7% | 27.5% | 29.6% | 44.1% | 47.3% |
| Median | 9,816,696 | 11,766,348 | 9.2x | 7.9x | 22.5x | 19.6x | 11.6% | 13.0% | 33.0% | 34.2% | 45.8% | 44.2% |
| Average | 82,996,366 | 94,534,733 | 7.8x | 6.9x | 23.4x | 20.1x | 12.9% | 10.5% | 34.9% | 36.0% | 47.9% | 46.5% |
| Adjacent Tech-Enabled Legal Services | | | | | | | | | | | | |
| LegalZoom.com, Inc. | 1,081,489 | 998,028 | 1.8x | 1.7x | 8.1x | 7.4x | 2.7% | 4.5% | 22.0% | 23.0% | 24.7% | 27.6% |
| RWS Holdings plc | 535,334 | 604,034 | 0.8x | 0.8x | 4.0x | 3.8x | 1.2% | 3.2% | 20.8% | 21.3% | 22.0% | 24.5% |
| KLDiscovery Inc. | 35,575 | 490,711 | 1.5x | 1.4x | 8.3x | 7.6x | 8.9% | 8.9% | 18.1% | 18.1% | 27.0% | 27.0% |
| Median | 535,334 | 604,034 | 1.5x | 1.4x | 8.1x | 7.4x | 2.7% | 4.5% | 20.8% | 21.3% | 24.7% | 27.0% |
| Average | 550,800 | 697,591 | 1.4x | 1.3x | 6.8x | 6.3x | 4.3% | 5.6% | 20.3% | 20.8% | 3.5% | 26.4% |
| Total Median | 3,438,707 | 3,543,385 | 5.8x | 5.4x | 17.4x | 15.2x | 6.9% | 6.4% | 32.0% | 32.9% | 39.1% | 39.9% |
| Total Average | 39,185,862 | 44,139,267 | 6.1x | 5.6x | 18.3x | 16.2x | 8.0% | 7.8% | 29.6% | 31.1% | 37.7% | 38.8% |

Source: S&P Capital IQ

Notes: (1) As of November 22, 2024; (2) Dye & Durham received informal takeover approach in November 2024; (3) Karnov Group was subject to a public-to-private takeover offer in May 2024