



Law. Simple. Understood.

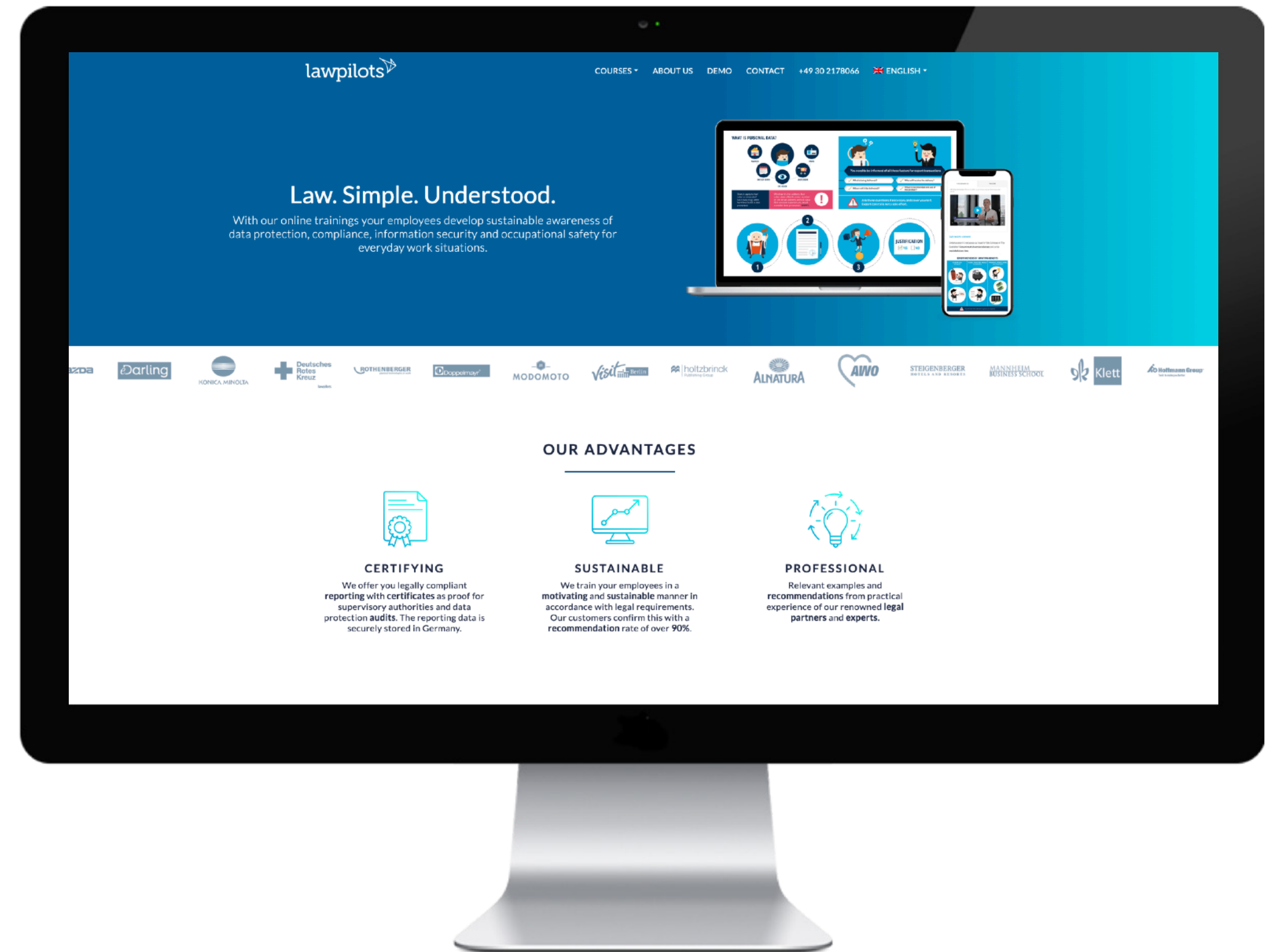
Smart Legal Solutions in Europa

Legal Revolution — December 5, 2019

lawpilots  academy

SUMMARY I

- / Founded in 2017
- / lawpilots provides training, certification and platform with a global reach
- / Online learning which is fun and provides a lasting learning effect for employees
- / Easy and fast setup for clients
- / Legally compliant reporting for audits and supervisory authorities



SUMMARY II

- / Break-even after 12 months
- / High six-digit revenue in 2018, seven-digits in 2019
- / More than 850 customers
- / 25+ trainings with over 30 language/country versions
- / Steadily increasing revenue share via sales team and online shop
- / 25 employees in Berlin



PRODUCT



Online store
Easy and fast booking
of courses online



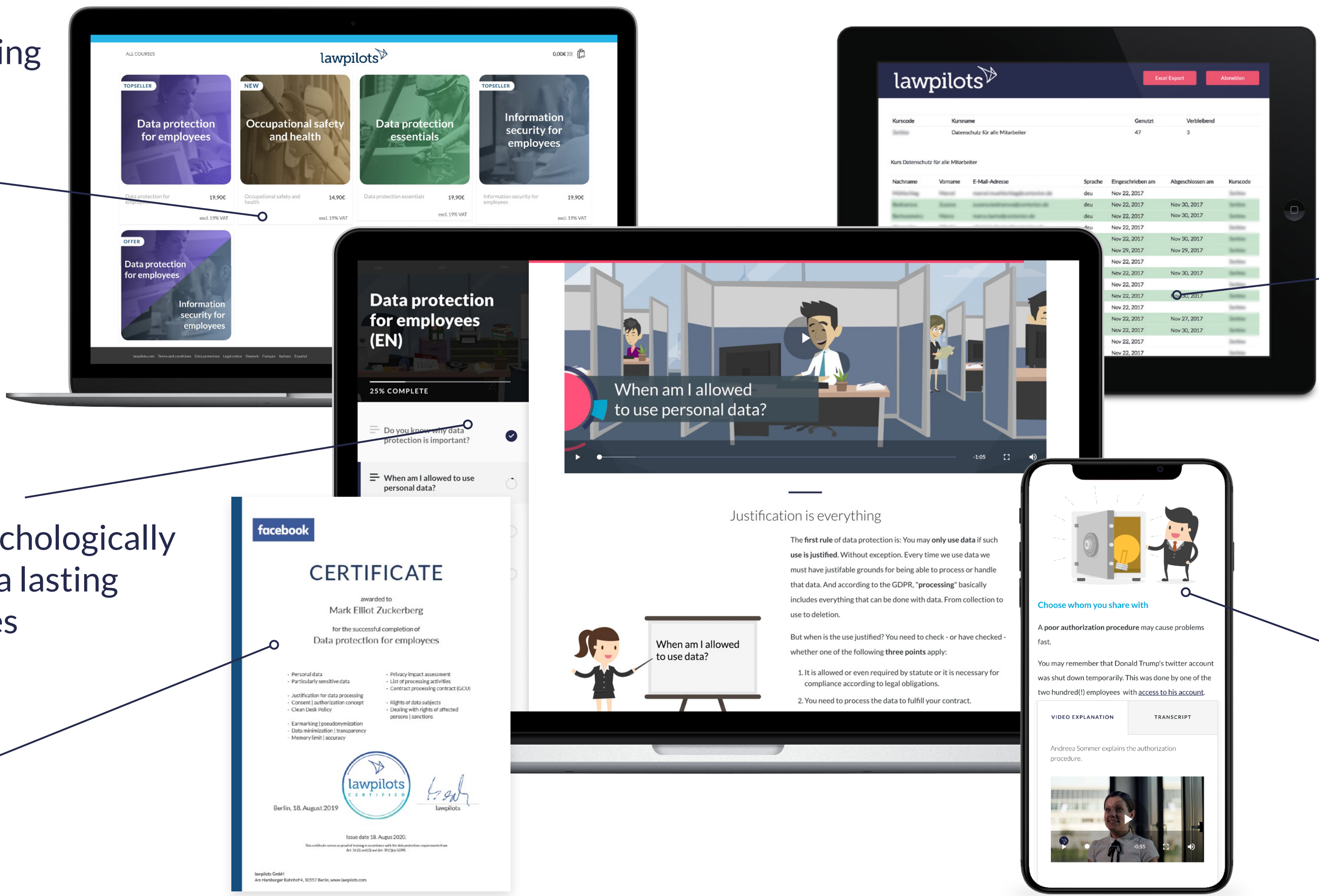
Training certificate
Legally compliant reporting
as proof for supervisory
authorities, audits and
certifications



Innovative
Fun e-learning, psychologically
optimized and has a lasting
effect on employees



Customization
Adjustable course
content & design



International
Available in over 30 country
and language versions



PRODUCT



Compliance

- / Compliance basics
- / Anti corruption
- / Antitrust
- / Anti money laundering
- / Equal treatment
- / Anti corruption for sales, purchasing and marketing
- / Export control



Data Protection

- / For employees
- / Essentials
- / For managers
- / In HR
- / For public institutions
- / In health care
- / For journalists
- / For artisans



Information Security

- / Information security for employees
- / Information security essentials
- / Password security
- / Phishing
- / Social engineering
- / Social media
- / Information classification
- / Work remotely



Occupational Safety and Health

- / In manufacturing
- / In logistics
- / In the office
- / Fire hazard
- / First aid

CUSTOMERS



lawpilots  solutions

SUMMARY

- / The increasing regulatory complexity especially regarding data protection laws has made **compliance** more **relevant** and **costly** than ever before
- / With the **GDPR** in the EU we have seen a steep increase **in fines** that is expected to continue
- / We see an opportunity to disrupt the compliance business with simple and ready to use tools that will allow companies to save **money** and **time** while **feeling safe**

MISSION

We are building a comprehensive **ecosystem of intelligent, reusable tools** to tackle the **compliance** challenges of your business.

Like an Alexa for compliance.

PROBLEM

/ Uncertainty: Regulation is becoming increasingly complex

Uncertainty

/ Cost: Steep increase in fines

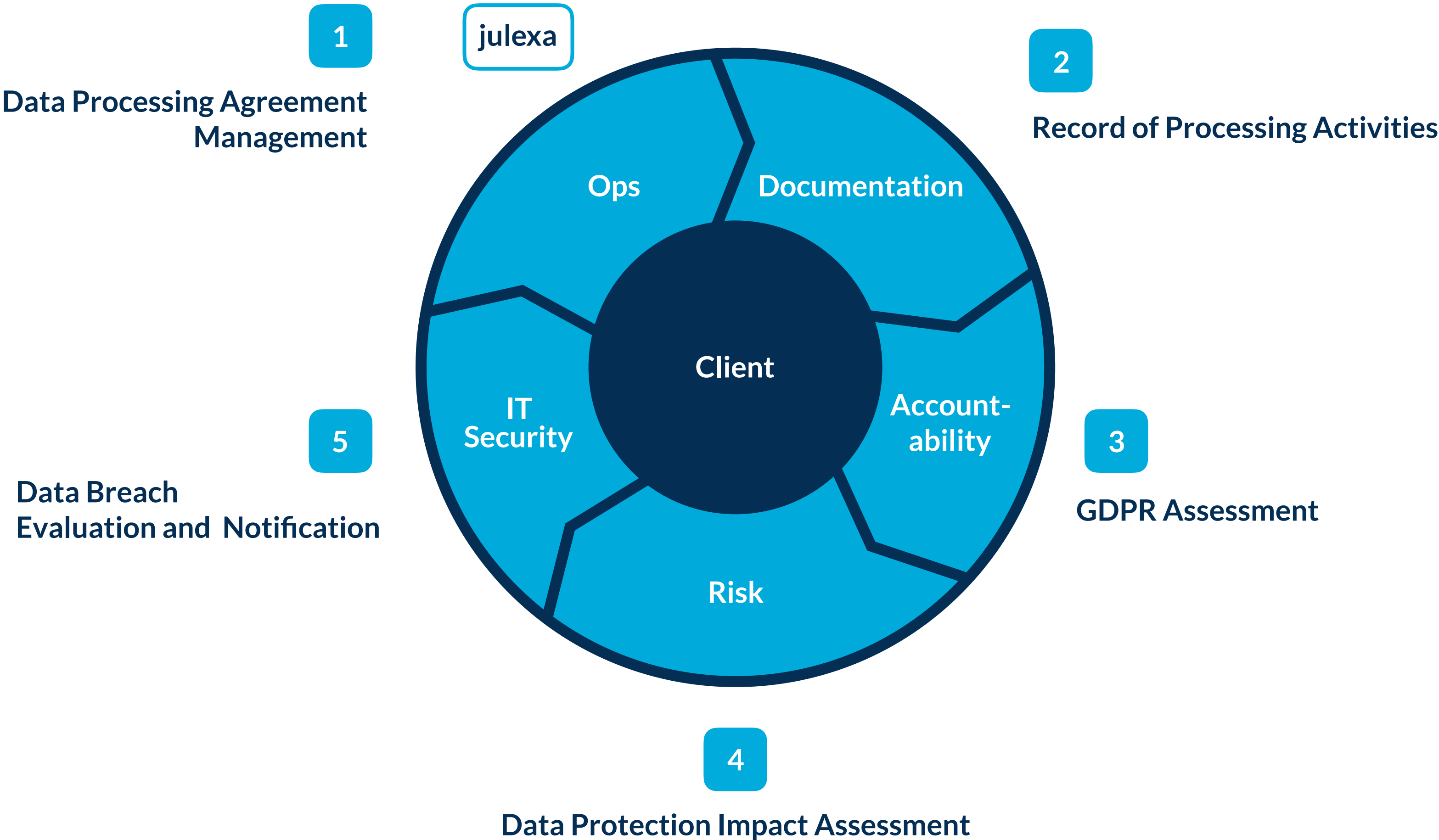
High cost in implementation and fines

/ Inefficient management: The field is characterized by a **lack of automation** and **undefined processes**

Lack of automation, undefined processes

Automated
solution
needed

SOLUTION



PRODUCT – JULEXA

julexa will ask you questions until she has sufficiently determined your case

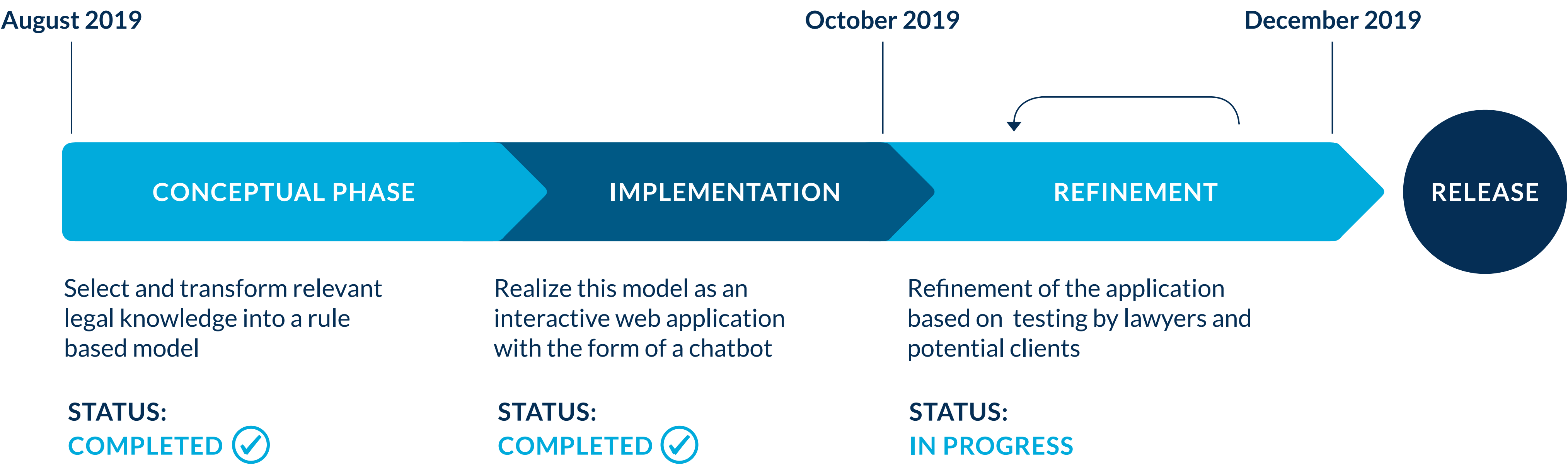
Info box that appears when you hover over selected questions and answers



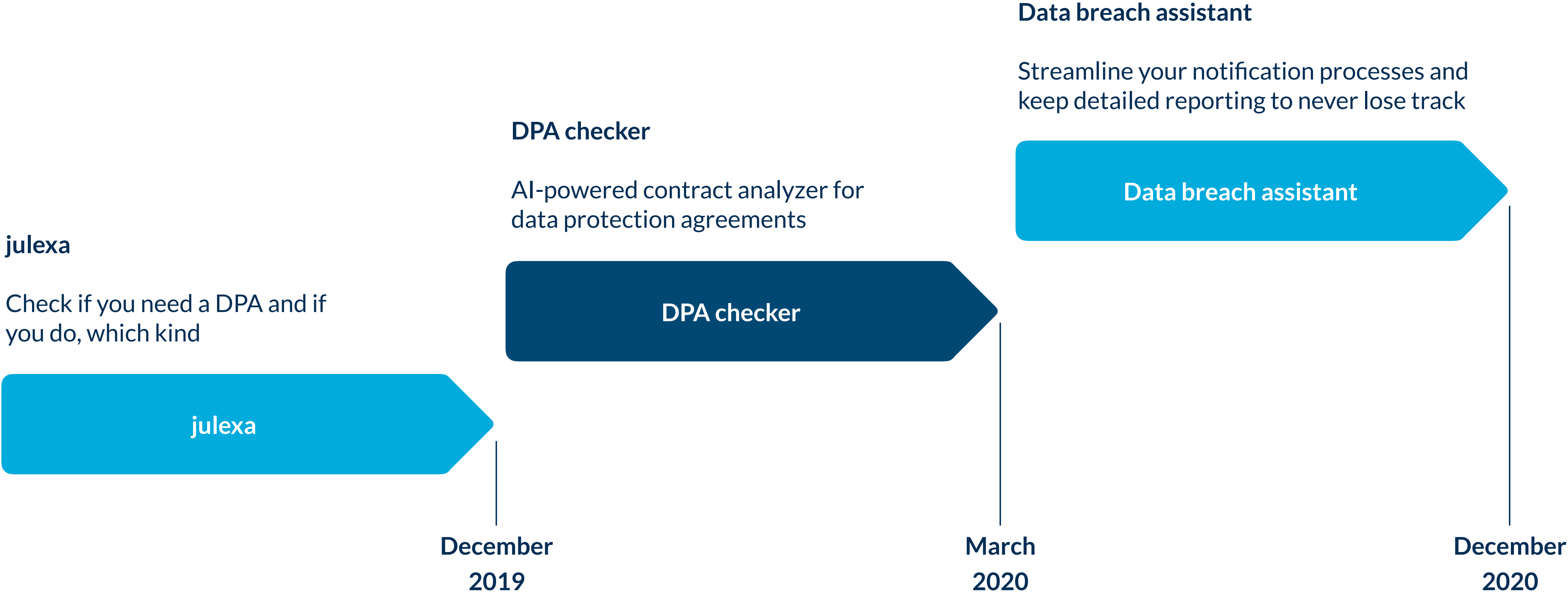
At this stage julexa will have finished her assessment and you will be able to download a full report of it

Clickable answers for the MVP, free text input for the next iteration

PRODUCT – JULEXA



PRODUCT ROADMAP



BUSINESS MODEL

We offer two kinds of products:

I. Individual modules

We offer single modules as SAAS applications

II. Platform

We offer access to our comprehensive SAAS platform with a single access to all its modules

MARKET LANDSCAPE

There are two kinds of competitors:

I. Legal operations tools

Description:
Legal operations tools on the market that help solve **some of the challenges** we aim to tackle.

Examples:
Intelliant, otris or preeco.

- ▶ We offer legal services, not just a management software.

II. Contract analyzers

Description:
AI-powered contract analyzers. They also help **solve some of the challenges** we aim to tackle.

Examples:
Examples for such competitors would be *LawGeex* or *rfrnz*, so called contract intelligence platforms.

- ▶ But that is not a comprehensive, integrated solution for compliance.

- ▶ There are no competitors that provide quite what we aim to do — only aspects of it

ABOUT US



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CONCLUSION



OUTLOOK

- / Compliance is here to stay: it has become too costly to ignore and there is no end to the increase in regulatory activity in sight
- / We have to find smarter ways to tackle it, to avoid unexpected costs and getting distracted from the core business.
- / We have to really ask ourselves if our old workflows and processes are still valid
- / Technology is the answer: we have let technology improve thousands of aspects of our lives — why not also apply it to this challenge?

QUESTIONS AND ANSWERS

/Thank you for listening — we look forward to your questions



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