



The LegalTech Fund

Presentation for LexMundi
January 2021

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ASSUME WE ARE CONFLICTED ON EVERY MENTION OF EVERY COMPANY



Hello.



We are a strategic venture capital fund that invests
in companies **transforming the world of law.**

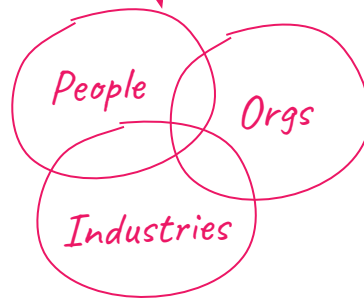


The LegalTech Fund Lense

Our advisors are experts that help us grow our companies.

We are a **strategic** venture capital fund that invests in **companies** transforming the **world** of law.

Pre-Seed - Series A





Our real job (as venture capital investors)

Sift through the noise.

- Find companies that users love and we believe can grow to be large businesses.

Invest capital with founders so they can be successful.

- Provide dollars (in exchange for ownership), relationships, and experience.

Help the company reach its full potential.

- From a mission (driving impact) and financial perspective (sale, IPO, etc.)

Sift through the noise





What We're Seeing

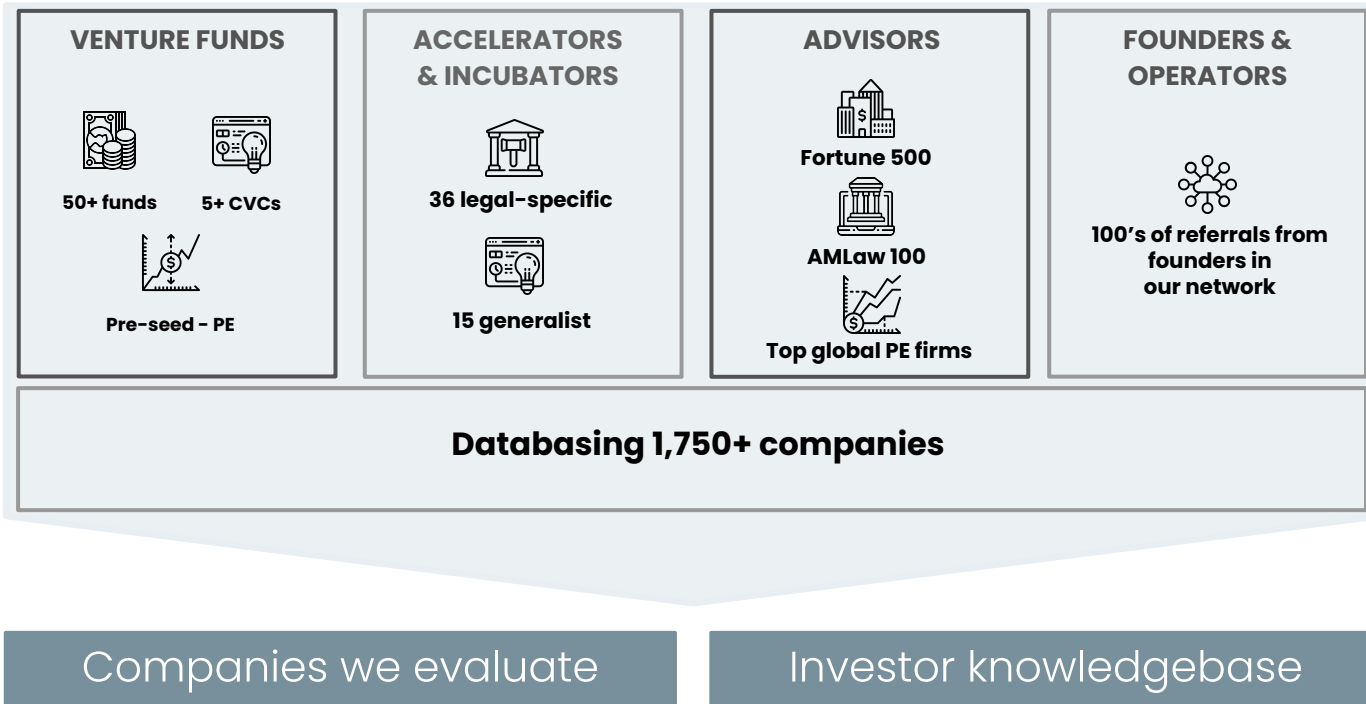


Lots of Noise....

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We see a lot..

100+
Companies
a month





Shameless plug: **LEGALTECH.COM**

\$1.6B+ invested in Q4

\$225M+ invested in
the past month

Nate's News

From The LegalTech Fund

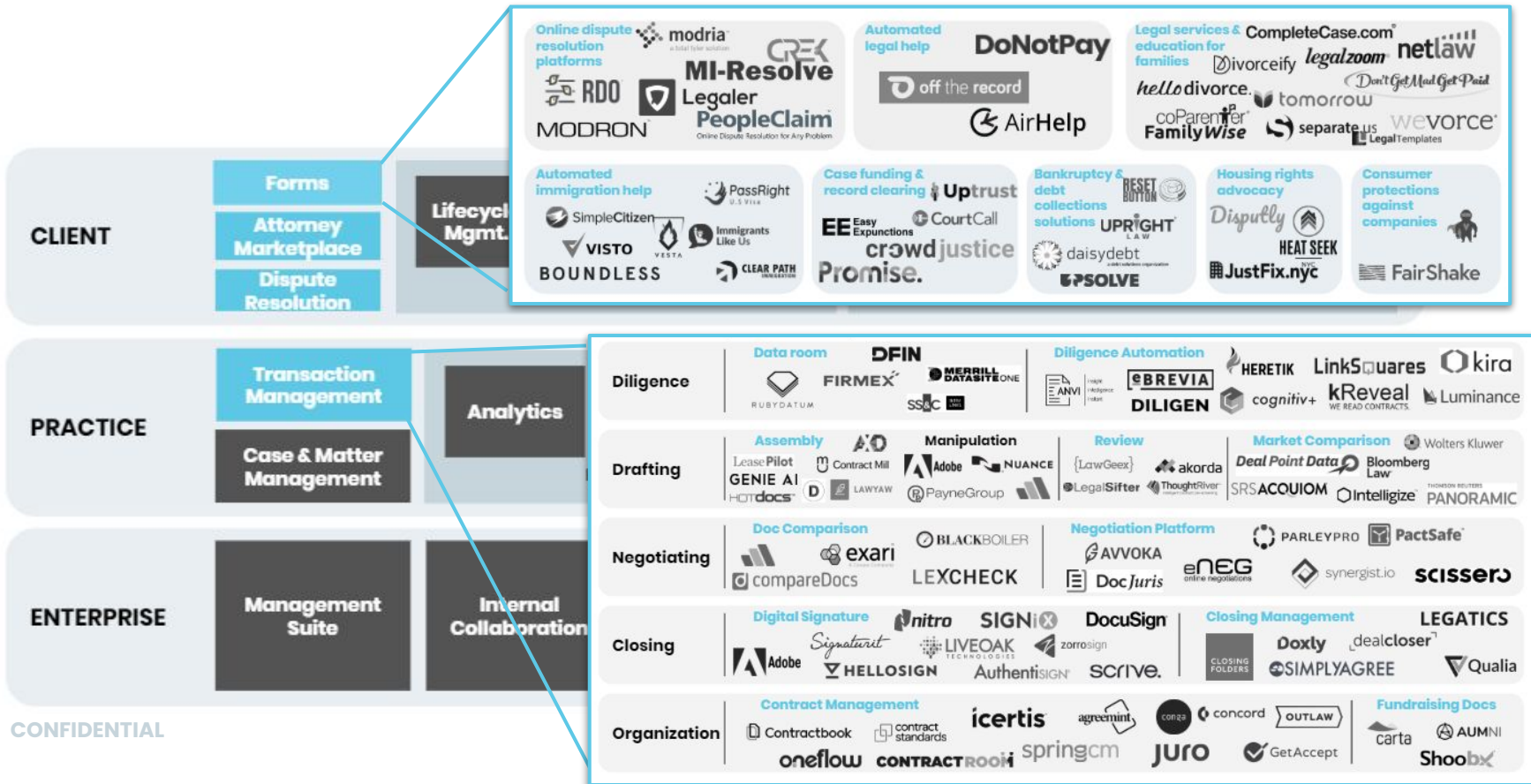


In the Money: Fundings

Founders and investors interested in the space: [tell us about your work](#).

- [BundleDocs](#), which digitally indexes and groups documents, [raised €600K](#).
- [ChargeBee](#), a subscription management, billing automation, and tax compliance platform, [raised a \\$55M Series F](#) led by [Insight Partners](#).
- [Clairvolex](#), a provider of IP management software, [raised \\$2.1M in funding](#).
- [Corporify](#), a platform for structuring legal data, [raised €1.2M in funding](#).
- [Contractify](#), a contract lifecycle management platform, [raised €1.3M in funding](#).
- [Deel](#), which manages compliance and payroll for distributed international workforces, [raised a \\$30M Series B](#) led by [Spark Capital](#).
- [EasySend](#), a no-code automation platform helping insurers build user-facing forms, [raised \\$11M in funding](#) led by [Hanaco Ventures](#), in addition to \$5M in previously unannounced funding.
- [eFileCabinet](#), a provider of document management solutions, [raised a \\$11.5M Series C](#) led by [Allegis Capital](#) and [Signal Peak Ventures](#).
- [EverC](#), an electronic money laundering monitoring and prevention platform, [raised \\$35M](#) led by [Red Dot Capital Partners](#).

We organize the chaos



Most Cover “Legal Technology”

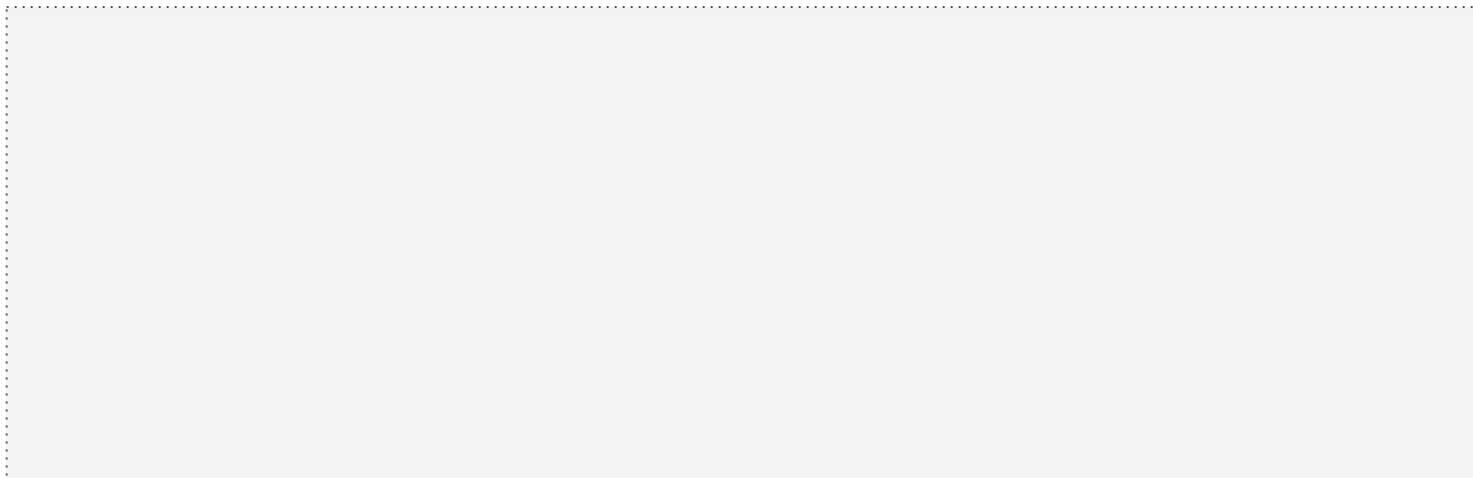
Examples include:

ENTERPRISE FIRM IT

Analytics, doc review,
DMS, legal research

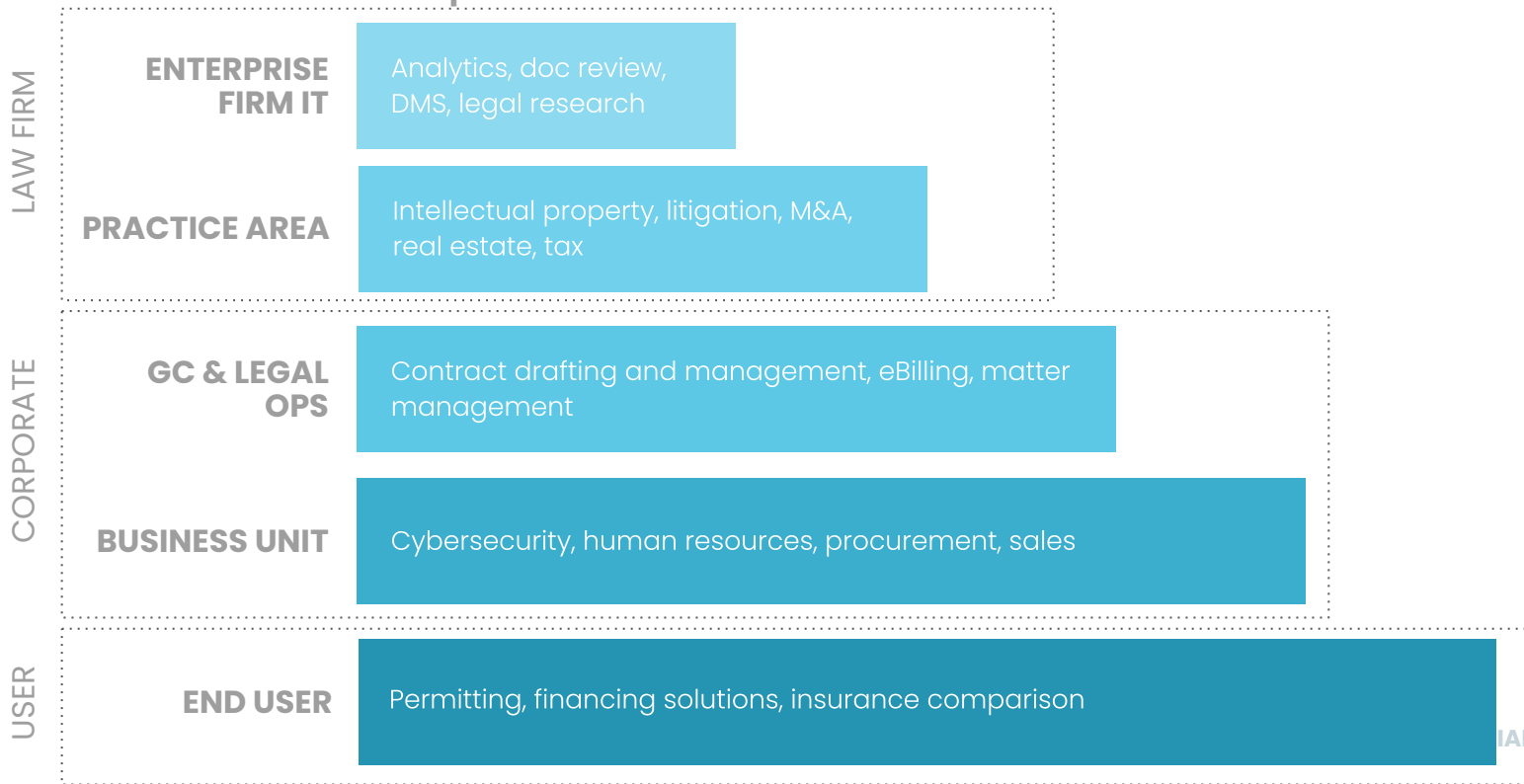
PRACTICE AREA

Intellectual property, litigation, M&A,
real estate, tax



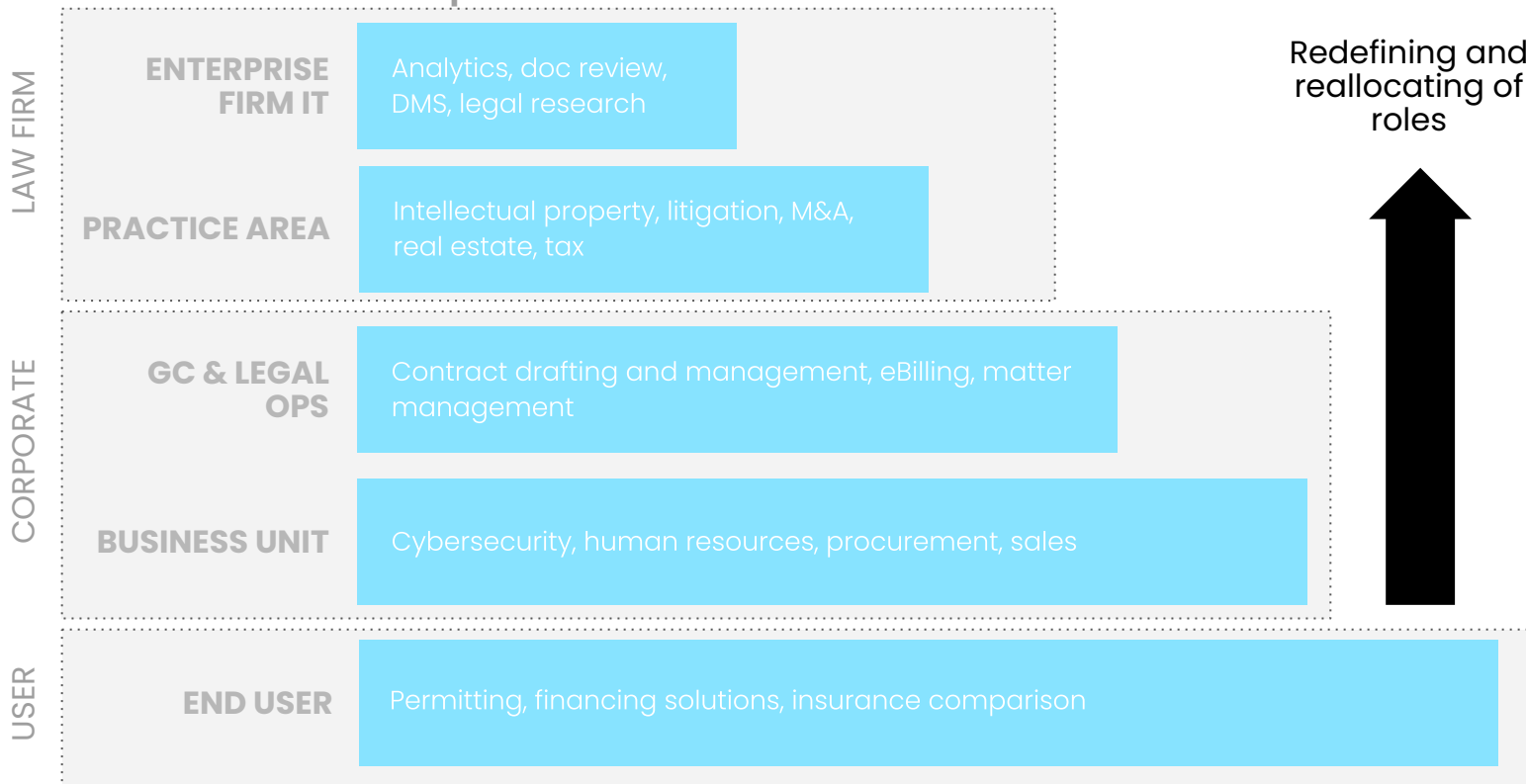
We Cover the Full Ecosystem

Examples include:



We Cover the Full Ecosystem

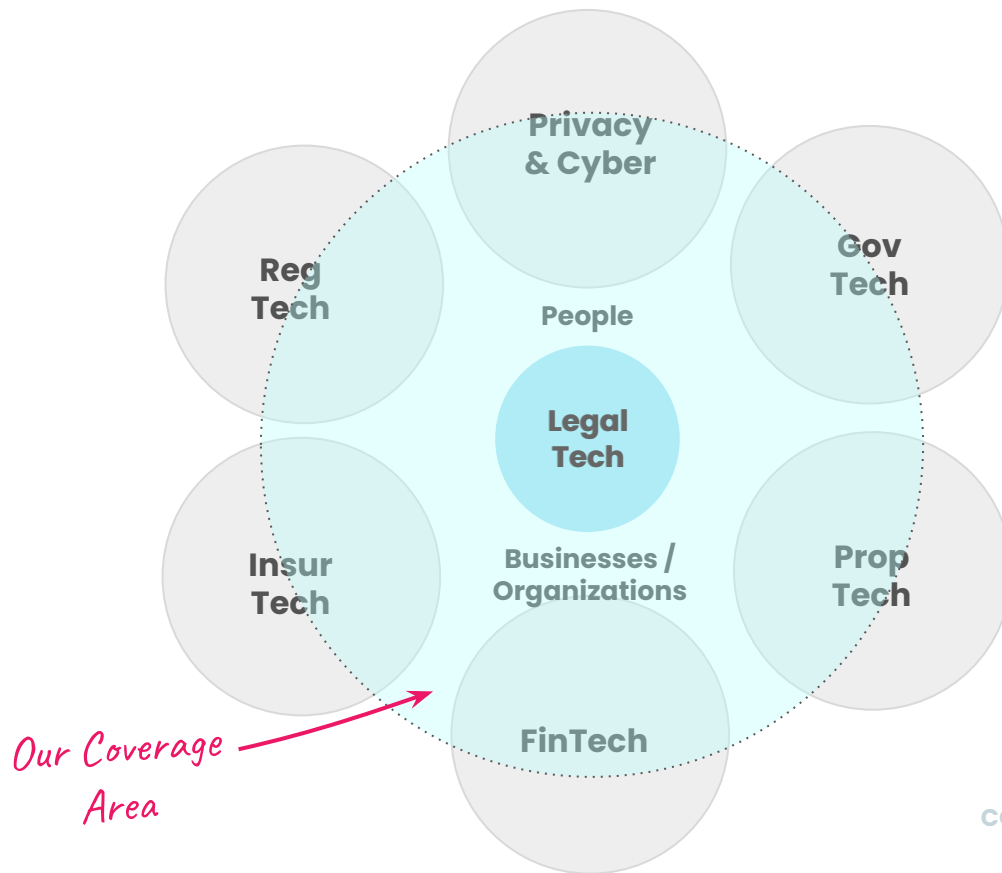
Examples include:





The First & Only Dedicated Legaltech Fund

Legal affects all **people** and is at the **center** of all industries



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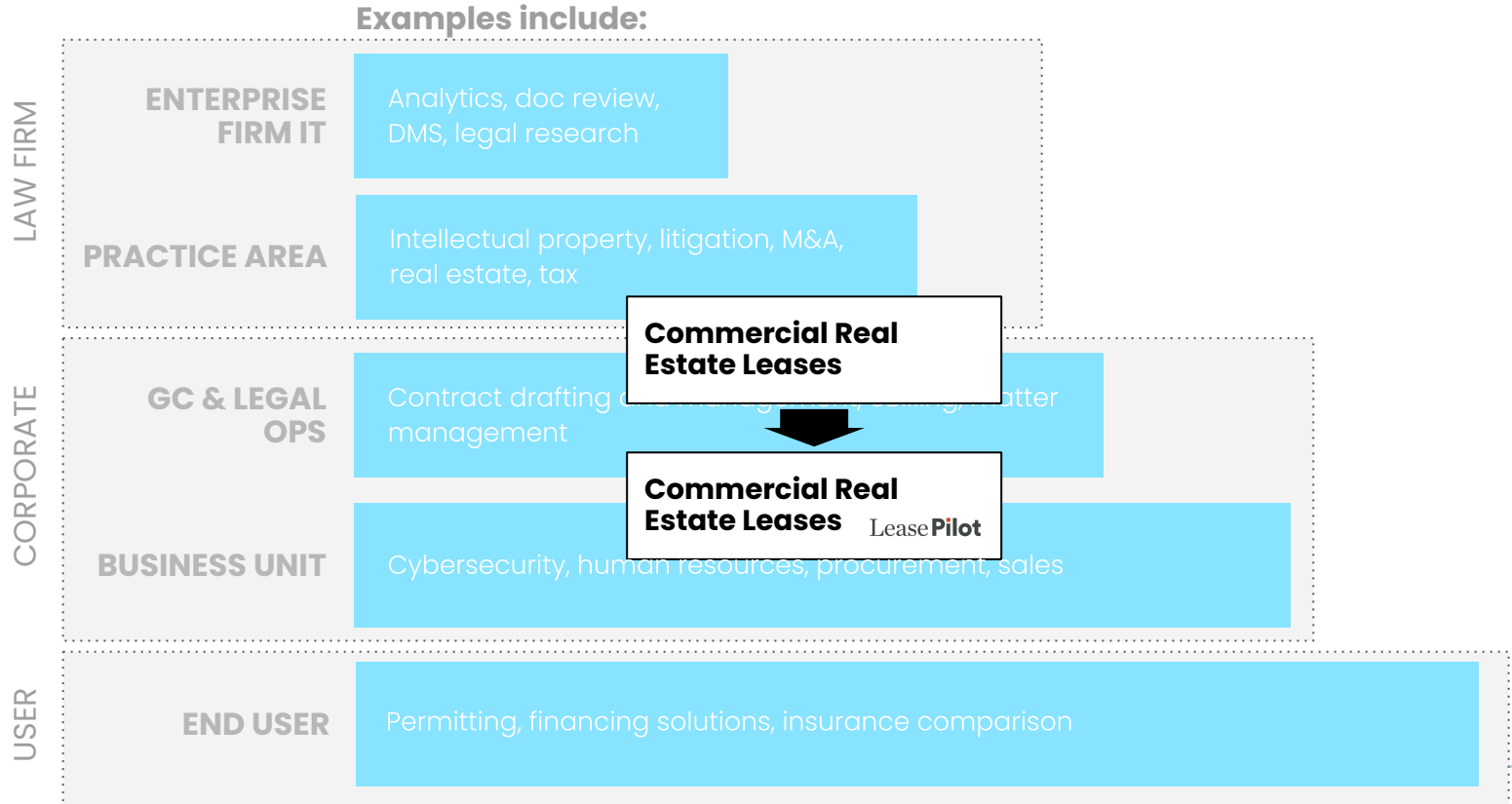
Pockets of the Future (2021)



2021 Trends

- Data exhaust turns into gold
- Tech spurs reallocation of legal work
- Rise of the [legal] citizen developer
- Streamlining communication
- Low-end disruption for consumers' legal needs

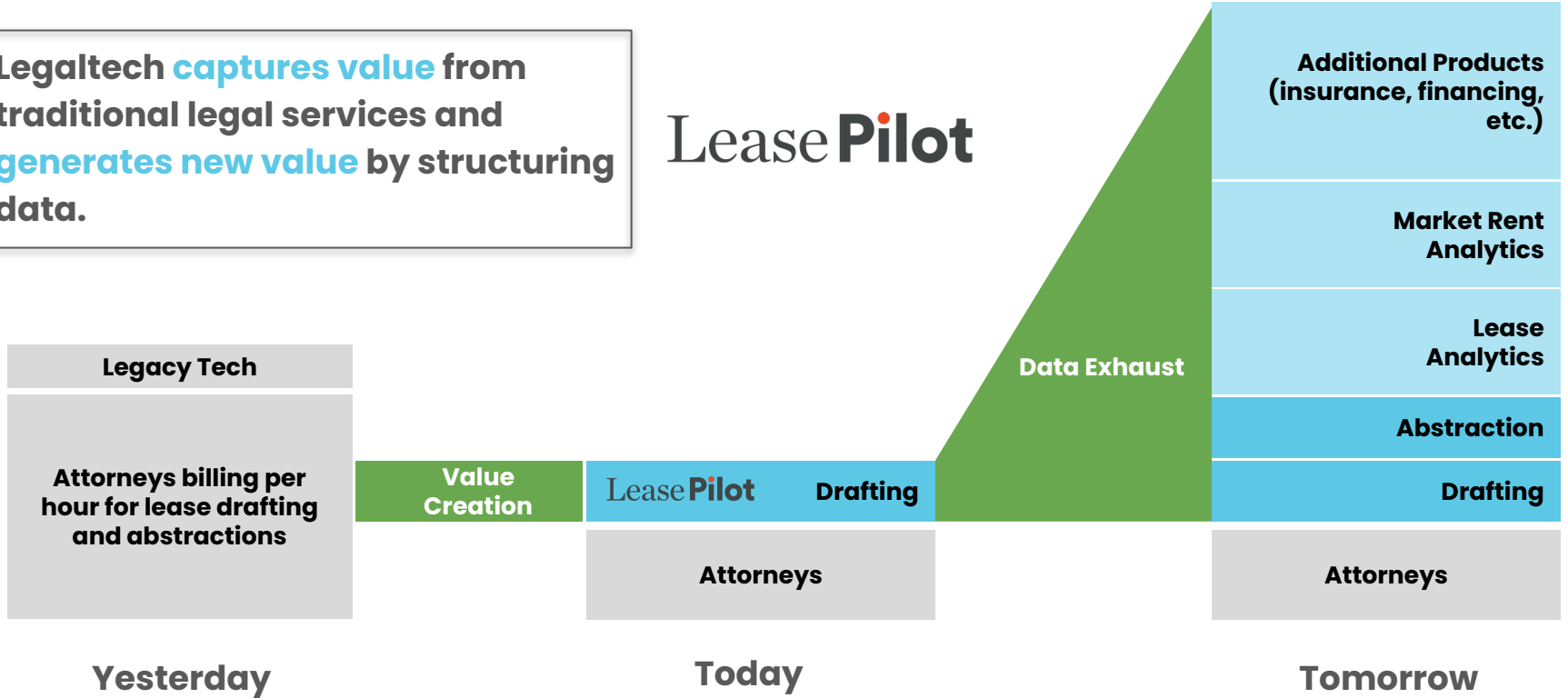
Data exhaust turns into gold



Data exhaust turns into gold

Legaltech **captures value** from traditional legal services and **generates new value** by structuring data.

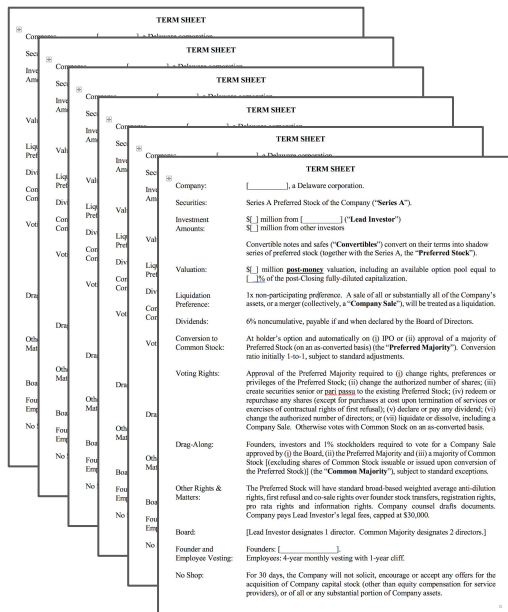
LeasePilot





Tech spurs reallocation of legal work

Traditional method



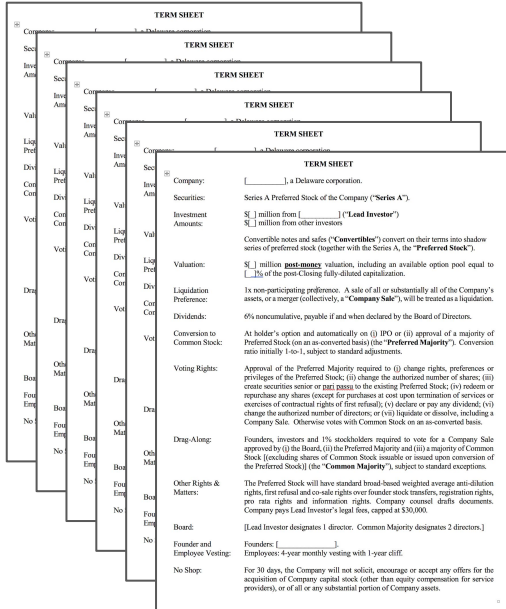
Lawyers read through PDF term sheets to provide guidance

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Tech spurs reallocation of legal work

Traditional method



Lawyers read through PDF Deal Docs to provide guidance

Tech-enabled method

The screenshot shows the AUMNI interface with a table of Portfolio Companies. The table includes columns for Fund, Portfolio Company, HY FDN, HY Board Seats Count, Board Size, and Protective Provisions Section Reference. The data is as follows:

FUND	PORTFOLIO COMPANY	HY FDN	HY BOARD SEATS COUNT	BOARD SIZE	PROTECTIVE PROVISIONS SECTION REFERENCE
Heavenly Ventures I, L.P.	Nostromo Tech	17.06%	1	4	Charter Article VI.B.6
Heavenly Ventures Fund I, L.P.	Insigna EDU, Inc.	15.82%	0	4	Charter Article VI.B.3.3
Heavenly Ventures I, L.P.	Madrigal Electromotive, Inc.	14.29%	1	3	Charter Article IV.B.3.3
Heavenly Ventures Fund II, L.P. Heavenly Ventures Fund I, L.P.	Chapterhouse, Inc.	14.01%	1	4	Charter Article IV(B)6
Heavenly Ventures I, L.P.	Oceanic Airlines, Inc.	12.82%	1	5	Charter Article VI.B.6
Heavenly Ventures I, L.P.	Monsters, Inc.	11.61%	0	4	Charter Article IV.B.3.3



Deal Docs are entered into a vertical specific database

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Tech spurs reallocation of legal work

Example: SBA Loan Eligibility for Startups

Menu
Cooley

CARES Act: PPP Impact on Venture-Backed Companies

Thursday, April 2, 2020 • 9:00 am – 10:00 am
Pacific Time

The CARES Act is a \$2 trillion economic relief package to help individuals and businesses in the severe financial impact of the COVID-19 pandemic. A key feature of the relief package is the creation of the Paycheck Protection Program (PPP), which will allow Small Business Administration (SBA) 7(a) business loan regime. PPP loans...

Update

GD

GUNDERSON
DETTMER

CARES Act: Small Business Loan Program Update

SBA and Treasury Provide Additional Guidance on Necessity Certification for Paycheck Protection Program (PPP)

On April 23, 2020, the U.S. Small Business Administration (SBA), in consultation with the Department of the Treasury, issued new guidance on the certification required of all PPP borrowers that "[c]urrent economic uncertainty makes this loan request necessary to support the ongoing operations of the Applicant."



UPDATE: Aumni can now help determine SBA Loan eligibility
Click here to learn more.

Ve
Bo

Aumni monitor legal rights faster decisions

AUMNI
Portfolio Companies

Manage Views CSV

FUND	PORTFOLIO COMPANY	HY FDN	HY BOARD SEATS COUNT	BOARD SIZE	PROTECTIVE PROVISIONS SECTION REFERENCE
Heavenly Ventures L.L.P.	Nastrome Tech	17.08%	1	4	Charter Article V.I.B.6
Heavenly Ventures Fund I L.L.P.	Insignia EDU, Inc.	15.82%	0	4	Charter Article V.I.B.3.3
Heavenly Ventures L.L.P.	Madrigal Electromotive, Inc.	14.29%	1	3	Charter Article V.I.B.3.3
Heavenly Ventures Fund II L.L.P. Heavenly Ventures Fund I L.L.P.	Chaplehouse, Inc.	14.01%	1	4	Charter Article V.I.B.6
Heavenly Ventures L.L.P.	Oceanic Airlines, Inc.	12.82%	1	5	Charter Article V.I.B.6
Heavenly Ventures L.L.P.	Monsters, Inc.	11.61%	0	4	Charter Article V.I.B.3.3

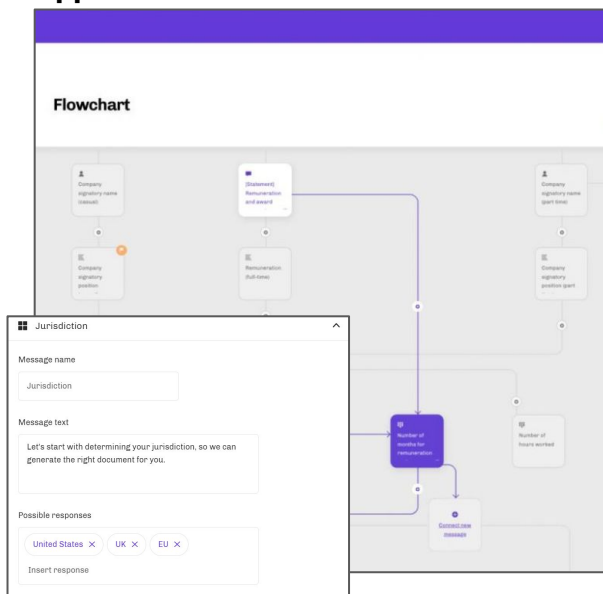
Funds need **lawyers for insight**

Funds provide **their own insight** by using **tech**

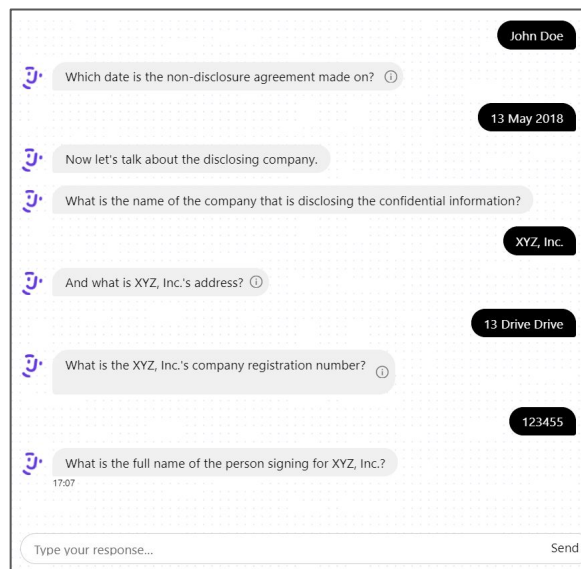
Rise of the [legal] citizen developer

Lawyer-built tools provide **efficient workflows** and **more responsive tools** for potential clients

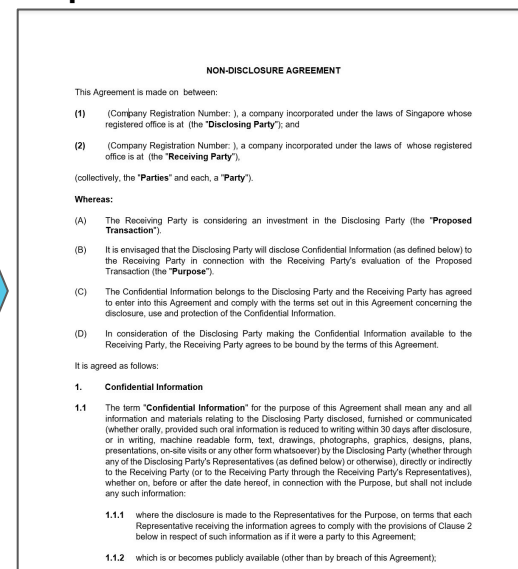
App Builder



Chatbot

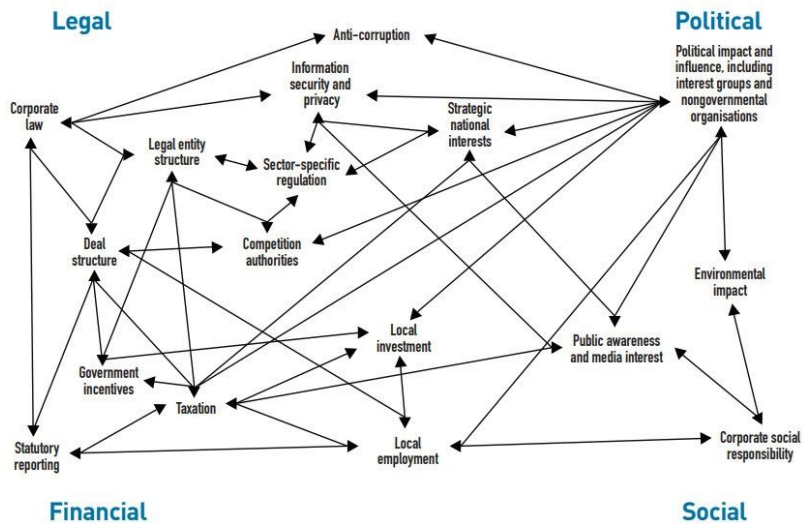


Output



Streamlining communication

Scattered Communication



Source: Global PMI Partners.

Centralizing communication



lupl

joinder

BREACHRX

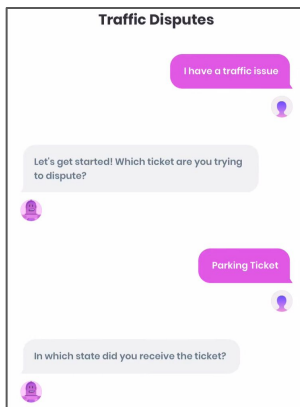
SIMPLYAGREE

Tools are **orchestrating dozens of stakeholders** to respond to legal matters.



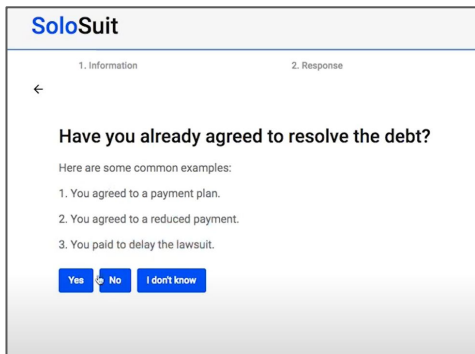
Low-end disruption for consumers' legal needs

Tech helping individuals with low-dollar legal needs gains wider adoption.



DoNotPay

Fight traffic tickets and platform subscriptions.



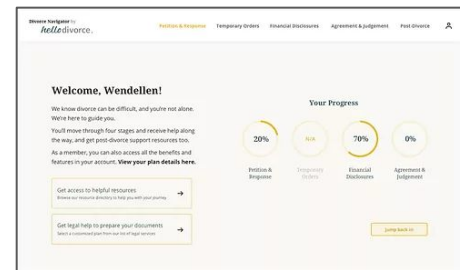
SoloSuit

Draft responses to debt collection lawsuits.



EE Easy Expunctions

Clear eligible criminal records automatically.



hello divorce.

Self-guided docs and tech for divorce.



Questions?

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