LegalXGen

Vertical SaaS Technology Platform for Law Firms

The **Problem**

1

Day-to-Day Manual Processes & Workflow

- Productivity & Revenue Leakage 35%
- Lack of Collaboration
- Time Taking & Human Errors

2

Documents – Generation & Synthesis

- Repetitive Work, Storage & Retrieval, Time taking

40% of the Matters in a FY Remain Unbilled

The **Solution**

LEGALXGEN

1

Workflow Automation

- Single solution with multiple apps
- Client & Matters, Time & Billing, HRMS Tools, Analytics

- **30%** Increased – **Productivity, Profitability & Collaboration**
- **30% Less – Revenue Leakage**

Specialized **LegalTech** Platform.
~~Another CRM or Time & Billing System~~

2

AI/ML Solution for Documents

- Template Based Document Generation (Fast & Accurate)
- Document Analysis & Synthesis

- **20 Times Faster – Document Generation & Analysis**
- Accurate & No Human errors

Guaranteed **4X ROI**

Case Study – **Billing Automation**

MANUAL PROCESS

Mid Sized firm **XYZ Legal** created

- 139 Invoices in 5-7 days
- Value: 2.5 – 3.0 Cr

Key Issues:

- Time Taking
- Revenue Leakage 30%.
  (Either Bills Not Created Or Unpaid Invoices)

v/s

BILLING AUTOMATION

- **192 Invoices** Created **Automatically**
  (On any Scheduled date)
- Value: **4.0 CR** + (**25% Up**)
- Invoice **Reminder/ Follow-up Rules**

  for **Unpaid Invoices**

Invoice Value Increased by **37%.**

Recovery Increased by **31%**

Current **Traction**

Revenue: **1.2 CR+**

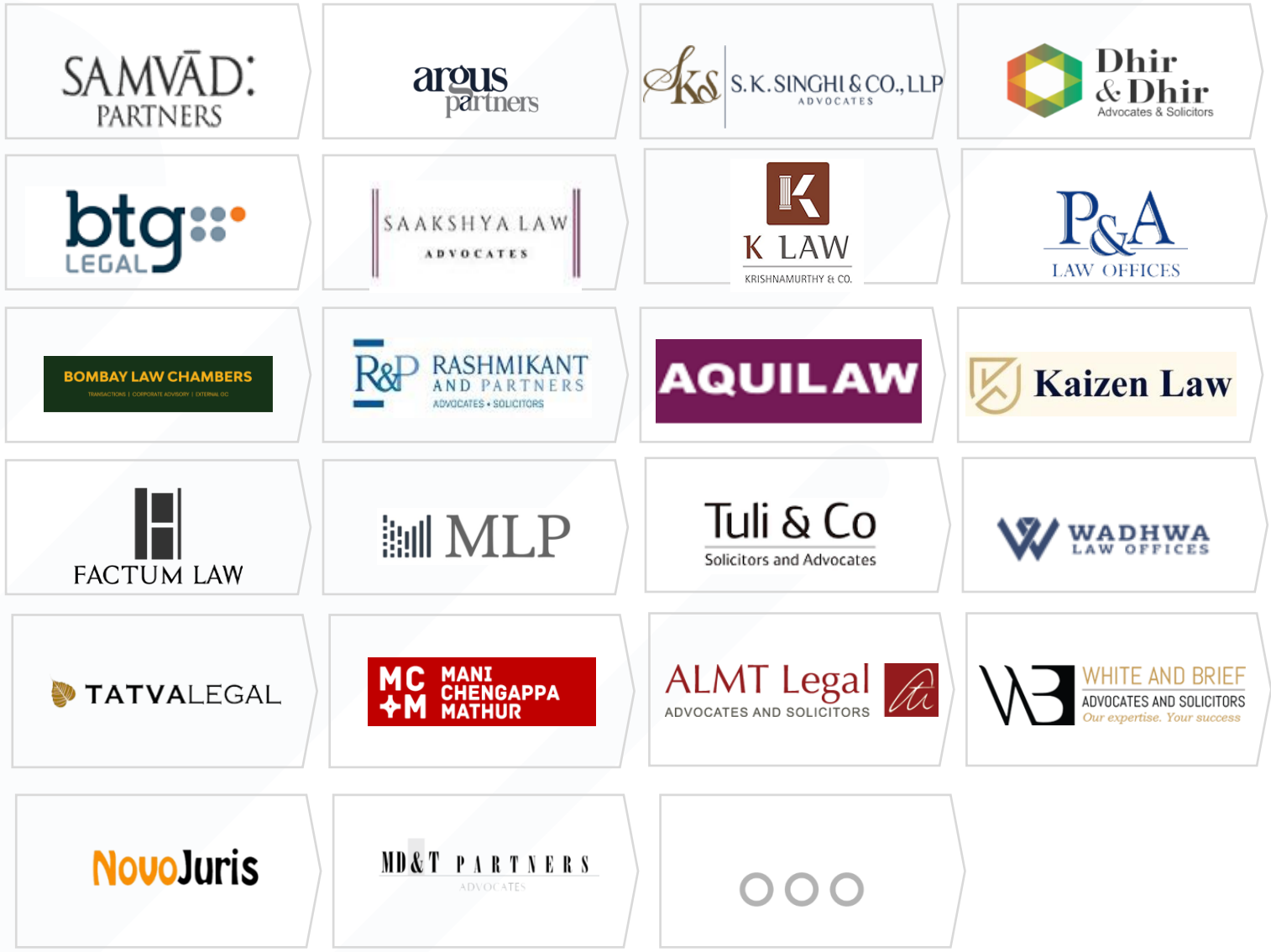
1000+ Paying Users (25 + Clients)

PAN India & UAE

Next: US, Singapore & Malaysia ….

Pricing:

- Basic: **Rs. 2,000**/ user/month
- Premium: **Rs. 2,500**/ user/month



Market **Analysis**

- **Market Value (2022)**
  - US$ 29.8 Bn
- **Projected year (2032) Value**
  - US$ 69.7 Bn
- **CAGR% (2022-2032)**
  - 8.9%
- **Top 5 Vendor Market Share**
  - Around 45%



India is a **Fastest Growing** Market at a **CAGR of 10.5%**

Competitive Landscape

Global (Mostly US Based)

Clio
THOMSON REUTERS
mycase
PRACTICEPANTHER
CosmoLex
AMICUS ATTORNEY
zola SUITE
rocket matter
Wolters Kluwer

India

Practice league Legal Technology
provakil

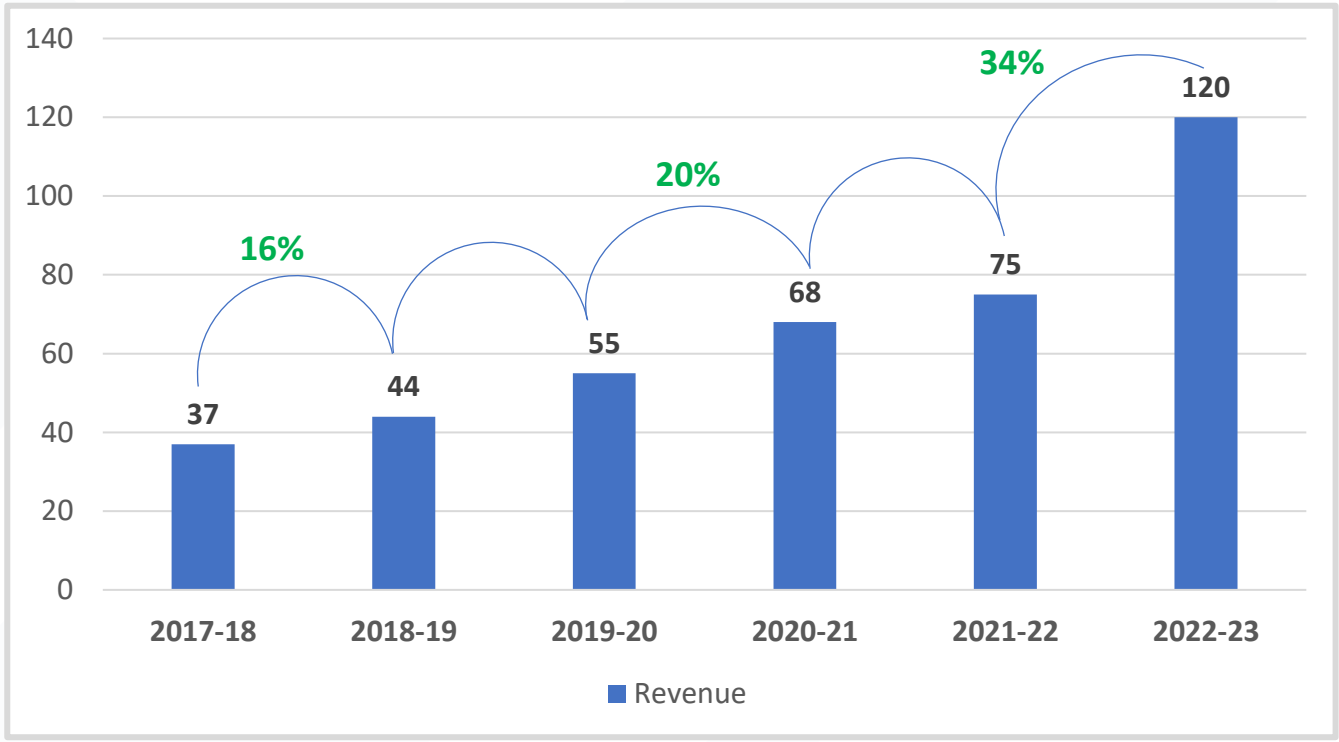
We've many Clients Who Shifted to

LegalXGen

Because they find it!

- Easy to Use
- Comprehensive
- Best Customer Support
- Cost Effective

LegalXGen **Journey & Growth**



Idea

Product

Startup with Revenue

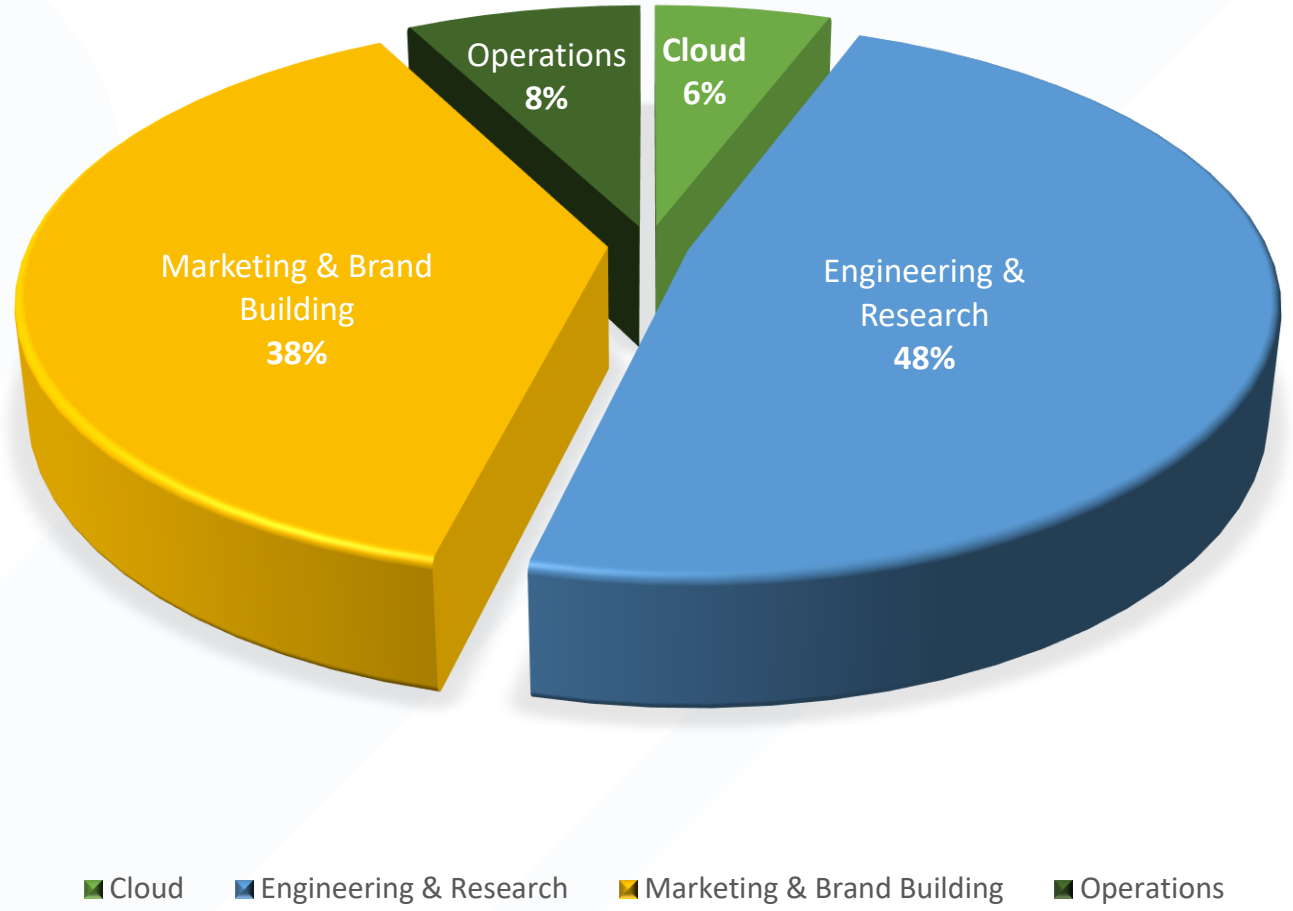
YoY Growth > 20 %

We are **Asking**

We need 2CR

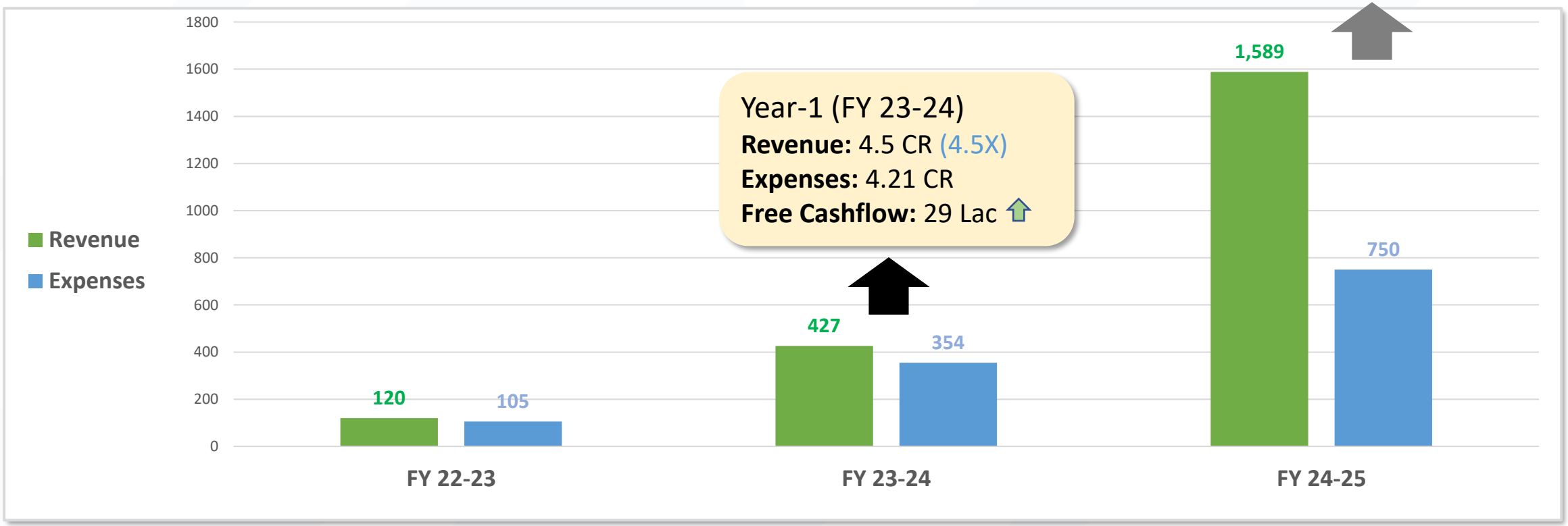
To finance our:

Marketing, Sales, R&D, Engineering, Support



Projection – **Growth Plan**

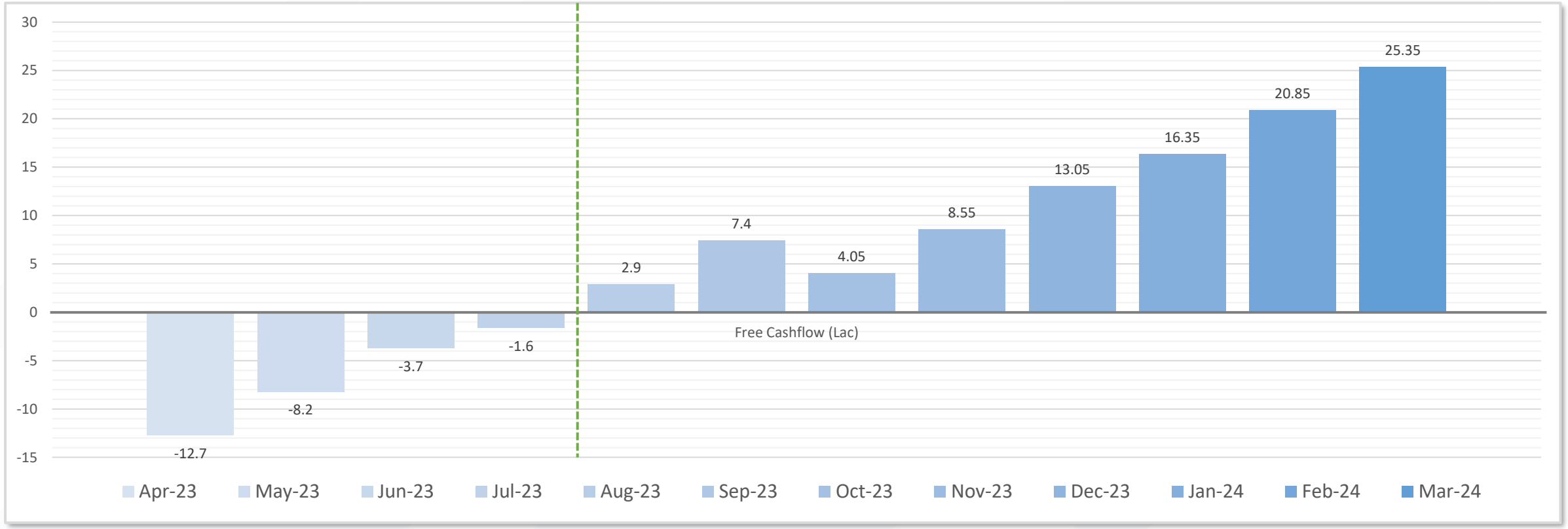
Year-2 (FY 24-25)
Revenue: 16 CR (3.5X)
Expenses: 8.7 CR
Free Cashflow: **7.29 Cr (Profitable: 45%)** ⇧



Year-1 (FY 23-24)
Revenue: 4.5 CR (4.5X)
Expenses: 4.21 CR
Free Cashflow: 29 Lac ⇧

3X ROI in 2 Years

We've plans to **Break-even in Y1**



Break-even in first 5 months only

The **Team**



ASHISH TRIPATHI | Co-Founder & CEO

ashish@legalxgen.com

91 98809 46821

Experience:

17+ Years in Software Development/ Design

M.Sc. (Mathematics & Computing) IIT-Dhanbad



IRAYYA MADLI | Co-Founder & COO

irayya@legalxgen.com

91 98804 42324

Experience:

18+ Years Experience. Product Design Expert.

Diploma in Computer Science & Engineering

Mentor & Angel Investor



Manoj Kumar| Co-Founder, CEO, SOCIAL ALPHA

manoj@socialalpha.org

Our **Advisors (Industry Experts)**



Sharda Balaji | Managing Partner Novojuris Legal

sharda@novojuris.com



SR Arun | Senior Partner ALMT Legal

srarun@almtlegal.com

THANK YOU

LEGALXGEN

#1 in Law Firm Management Software

ashish@legalxgen.com,
irayya@legalxgen.com

www.legalxgen.com

