Athennian

Digital
legal entity
management

Series A Deck - 2020

www.athennian.com

OLD WAY

Legal departments and law firms are trying to manage high volumes of legal entity data and workflows on pre-internet software, binders and spreadsheets.
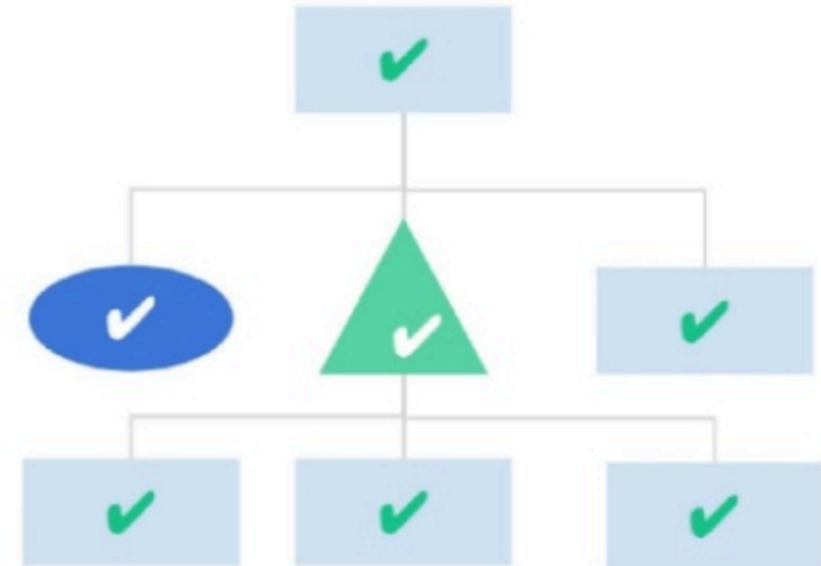
Risks of bad entity data:

✖ Delays transactions
✖ Tax liabilities
✖ Audit & government friction
✖ Reputational risk

NEW WAY

Athennian is the first cloud-based global entity management system that unites entity data with workflow and document automation.

Automate good entity data to:

✔ Accelerate transactions
✔ Defend tax planning
✔ Avoid audit & government friction
✔ Reduce reputational risk

Athennian is the first global entity management software built this century.

Governance

Ownership

Compliance

Data Reporting

Tax

Integrations

Year	Event
2017	Athennian launched — Athennian
2007	Netflix streaming launched — NETFLIX
2000	USB drive launched
1990s	Computershare, CT hCue and CSC launched — GEMS, Wolters Kluwer CT Corporation, CSC
1980s	Diligent/Blueprint and Secretariat launched — Diligent, BRIDGEWAY

2020 Revenue Performance

2020 Exit ARR	########
2019 Exit ARR	########
ACV	########
Avg. Contract Length (yrs)	########
Lifetime value	########
CAC	########
Velocity: days to close won	########
Lead > MQL	########
MQL > SQL	########
2021 Entry Pipeline	########

Active Entities vs. ARR

■ Entities   ■ ARR

10/1/2019   1/1/2020   4/1/2020   7/1/2020   10/1/2020
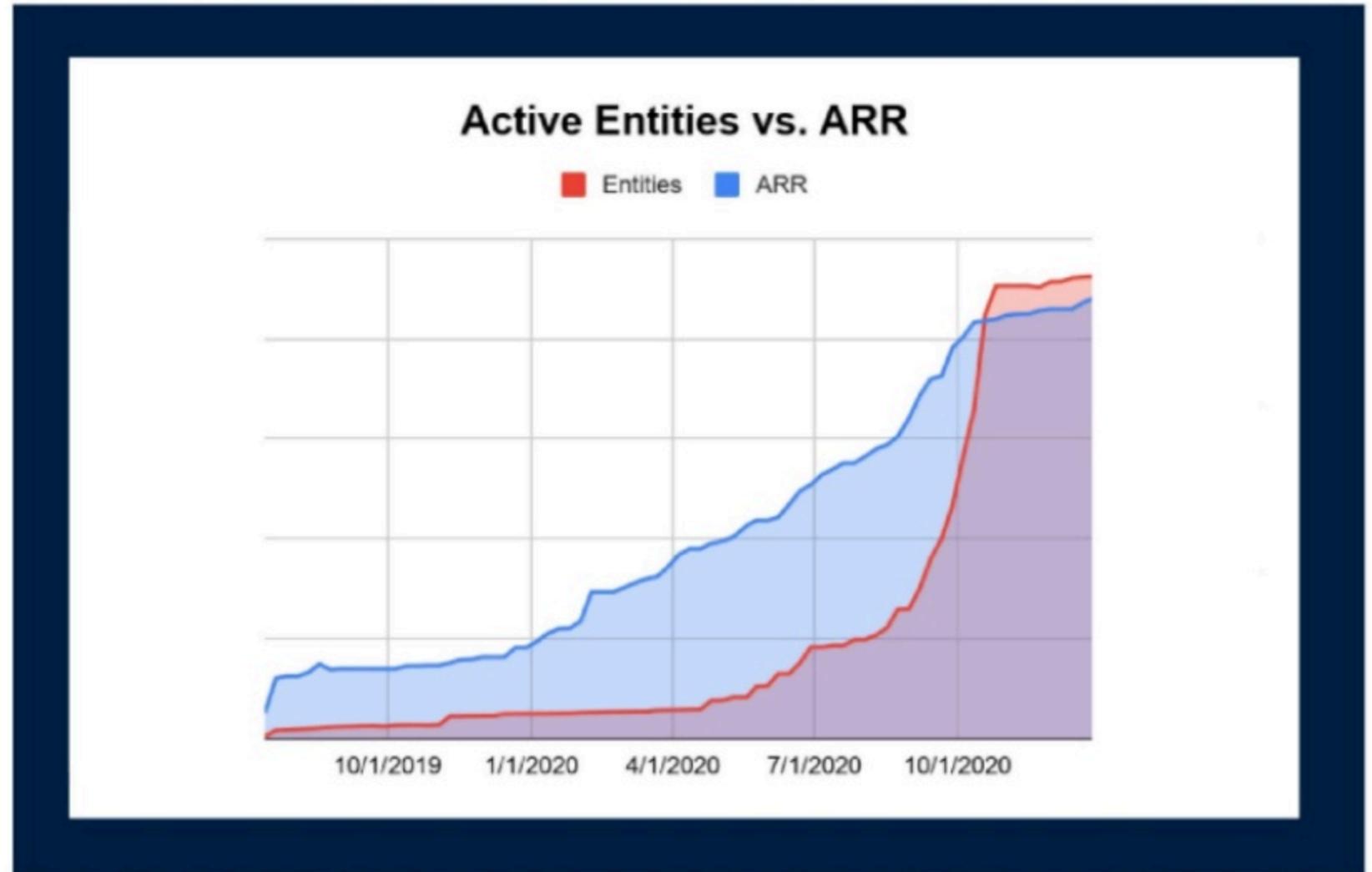
Addressable Market

- **NA Software TAM:** $2.5B (2018) and growing at CAGR of 13.18% (2014-18).

- **NA CoSec Services TAM:** US$835.5M (2017) and growing at CAGR of 7.3% to US$1.44B by 2025.

- Market dynamics similar to eDiscovery.

- Workflows consistent globally.

US$3.5B+ spent annually on legal entity management software and CoSec services

Entity Software

Professional Services Firms

Corporate Teams

EMS used as common data platform by all parties
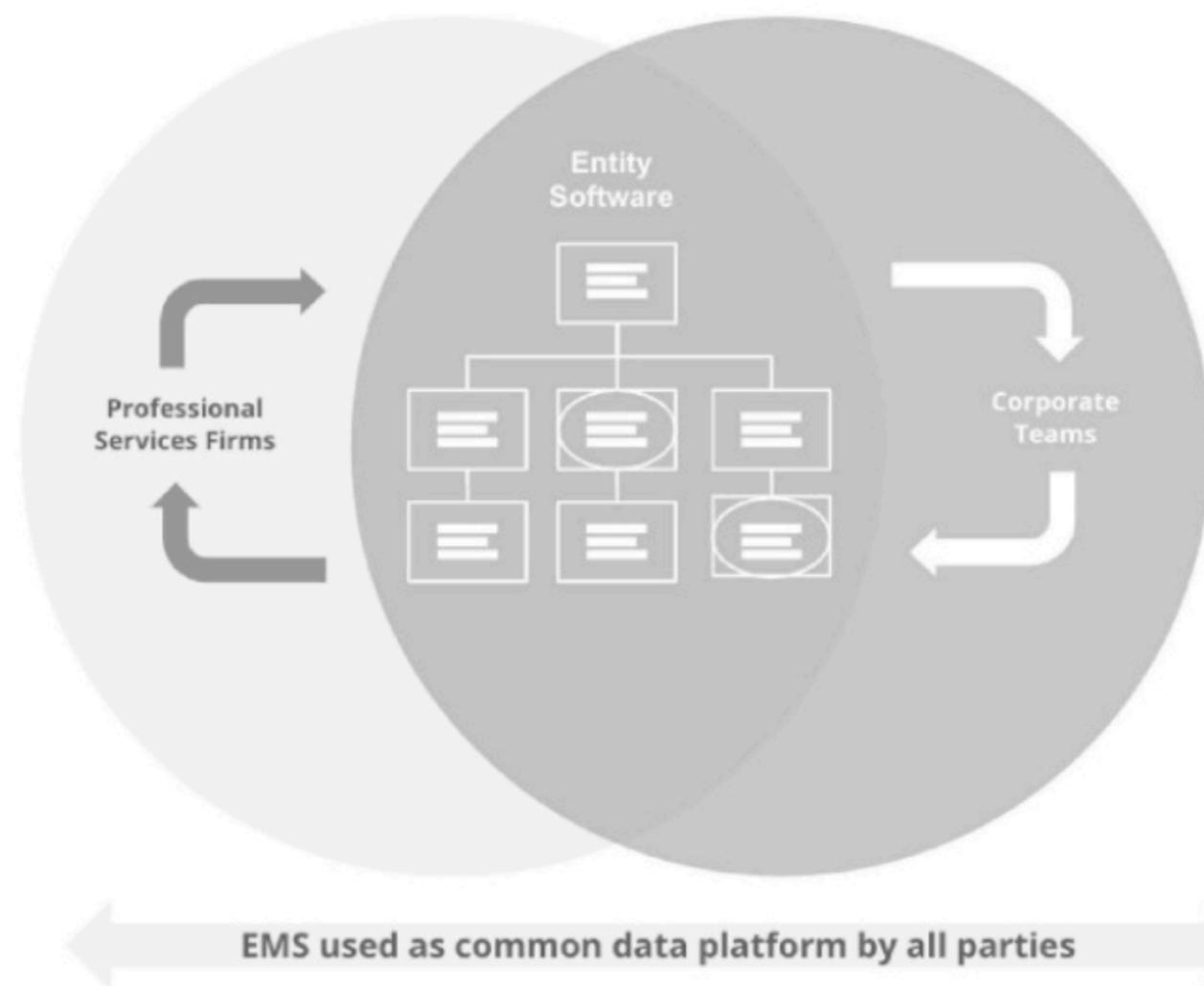
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