

Building the future of legal review





## Lawyers are the **second most stressed professionals**

Thanks to **tight deadlines**, working **long hours** and fear of **making mistakes**

**63%** are reporting stress on a daily basis.



<sup>(1)</sup> This does not include losses and inefficiencies surrounding claims, litigation and regulatory requirements.



The complexity of legal documents also makes it difficult to  
**make the right business decisions**

## Document complexity increases business risk



Businesses need access to legal and business information to make informed decisions. If it is too difficult to find information in contracts, businesses have to take risks, they don't like not knowing how big the risk is.

**Compliance:** Difficulty of verifying all the anti-corruption clause in the firm's documents

**Legal risk assessment:** Complexity of identifying all risks in legal documents

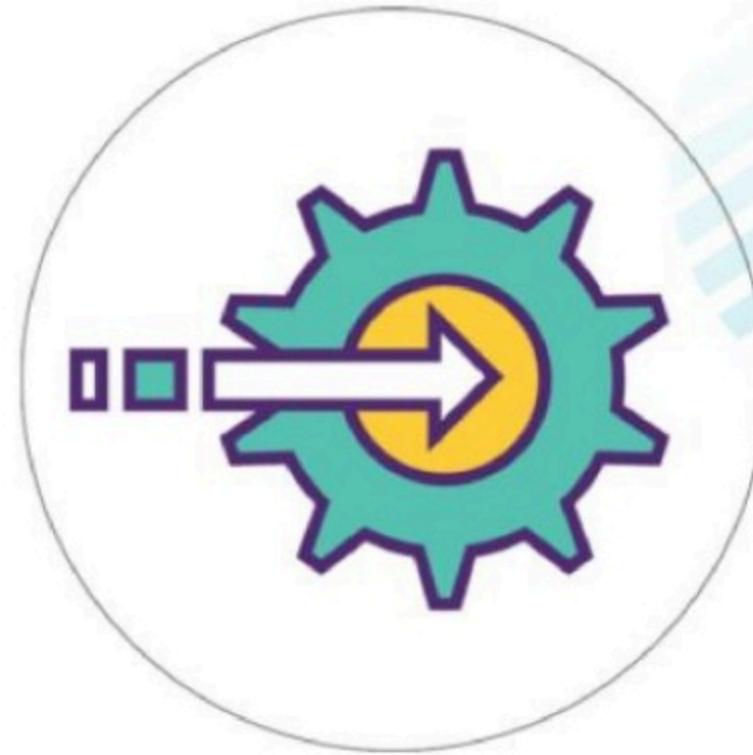
**Due diligence:** Unlimited liability, ownership of IP / data, Data processing



The norm is a **manual legal document review** process

### The 5 pitfalls of manual doc review:

1. Puts pressure on people
2. Room for errors
3. Dependent on individual brilliance
4. Time consuming with no easy way to drive efficiency
5. No data and costly to produce reports





There is huge demand for a solution that simplifies legal document review **offering a significant market opportunity**

**\$1 billion**

Total addressable market <sup>1</sup>

**\$2 billion**

Legal AI software market by 2026 <sup>2</sup>

**30%**

Projected annual growth

**60,000**

Large businesses <sup>2</sup>

**2.3 million**

Lawyers <sup>3</sup>

\* In Europe and the US only

#### Sources

1. [MarketsandMarkets™](#) and [ResearchAndMarkets.com](#)
2. [38,000 law firms with over 250 employees – europa.eu](#) & [20,000 firms with over 500 employees – census.gov](#)
3. [Stats in Europe and the US ccbe.eu](#) & [statista.com](#)



## Existing approaches struggle to adapt to complex problems: the AI is not trained to respond to unique and unusual situations

### Existing Legal AI focus on limited, simple use cases

Either extracting information for 10,000 similar documents.

Or, focusing on in depth analysis of simple documents (ie. NDAs).

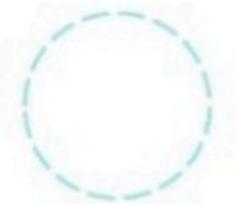
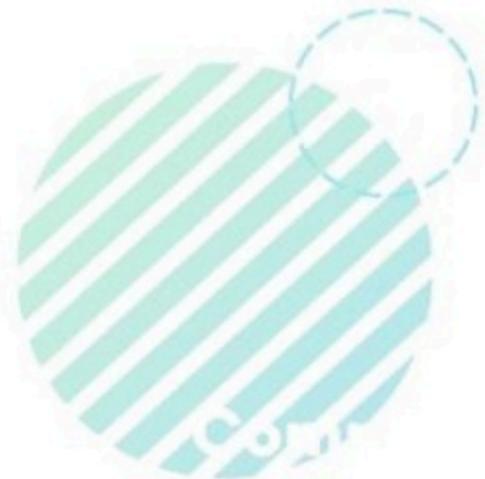
### ... they sell AI capabilities rather than solving the user's problem end to end

Data extraction is often the first task in a longer process.

They create pre-trained models for common use cases using similarity detection. The model is trained on specific legal terms and cannot be adapted easily for business needs.

### ... And they are costly to adapt to new projects

Requiring days if not weeks of work before knowing if the AI solution can even help.





# Our mission

To offer a solution that allows legal professionals to continuously improve their legal document review processes.

We provide a unique and scalable approach to contract review using AI that is simple to manipulate, and focuses on solving problems end to end.

Law firms

Legal departments



# Our approach

Unique and scalable coupled with a systematic **data-driven strategy** to **maximise** value

**Junior**

\$

Know what to look for

**Associate**

\$

Know what is important

**Senior**

\$

Know what to say to client

**Partner**

\$

Focus on client value

Scalable Data extraction  
(with question/answering)

Detect red flag, predict  
questions to ask

Produce legal commentary

Is it market? Is there  
something worth noting?



# We currently focus on:

Helping structure and accelerate legal document review work

We target two primary use cases:

**Help review legal documents  
as quickly as possible**  
as part of due diligence or internal audit

**Summarize long documents**  
& Create explanatory documents or reports in Excel,  
Word or PDF



# Go-to-market strategy

We are selling a SaaS platform and working directly with companies or their professional services providers.

## COMPANIES

Large legal departments

## PROFESSIONAL SERVICES PROVIDERS

Top law firms



# Our future story



# Our winning strategy

Our approach is to target and support clients reviewing complex documents

## PROVIDE AN EASY-TO-USE AND INTUITIVE SOFTWARE

Della's question answering approach is refreshing and extremely easy to use and adapt by lawyers.

## OUR AI LEARNS FROM ALL OF OUR CLIENTS

Our approach to AI creates a fantastic network effect and reduces the cost of solving complex problems using AI.

## OUR AI GETS SMARTER OVER TIME

The network effect is beneficial not only to the user but also the AI. Every single question corrected on our platform makes it smarter and more accurate for everyone.



## A diverse and multinational **leadership team**



**CHRISTOPHE FRÈREBEAU**  
**CEO, Serial Entrepreneur**

Executive @eVestment  
*acquired by Nasdaq in 2017*

CEO & Founder @Fundspire  
*acquired by eVestment in 2012*

Telecom ParisTech - 2005



**NICOLAS CHAUVILLE**  
**CTO, AI & NLP Expert**

Quant @Nomura Alternative IM

Quant @RBS

Data Scientist

Telecom ParisTech - 2005



**HUGO SEYMOUR**  
**COO, Product & Legal Expert**

Founder @Signet Systems

Corporate Solicitor @Withers

Trained @Freshfields

Oxford 2011



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