

# Filevine Company Overview

November 2021

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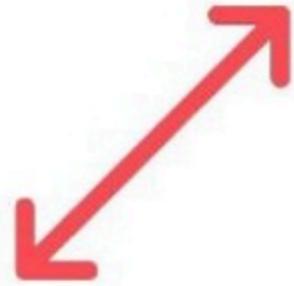


# AGENDA

- Use of Capital & Leadership Team
- Tremendous Market Need
- Winning Solution
- Compelling Business Results

# Raising Capital to Grow to \$100M+ ARR

Filevine | The most powerful Legal Work Platform



## Product

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Expanded legaltech and fintech product suite



## Sales Capacity

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Growth of Sales Team from 20 to 80+ account executives



## Customer Resources

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Introduction of channel implementations, community development

# We Have the Right Team to Drive Success



**RYAN ANDERSON**  
Co-Founder/CEO



**NATHAN MORRIS**  
Co-Founder/  
Chief Culture Officer



**IAN CHARLES**  
Chief Financial Officer



**SCOTT BROWN**  
Chief Technology Officer



**ALISON HOLMLUND**  
Chief Customer Officer



**SEAN DOWDLE**  
EVP of Sales



**JEN GRAY**  
SVP of Marketing & Strategy



**ALEX PEARSON**  
General Counsel



**DR. CAIN ELLIOTT**  
Head Legal Futurist



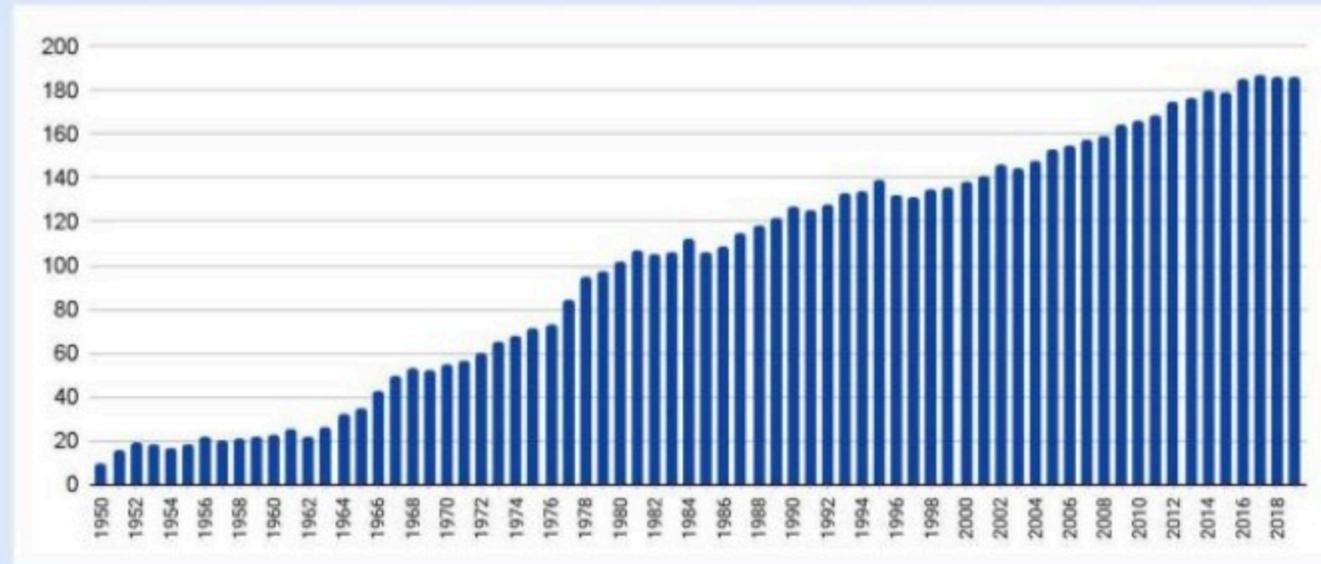
**MICHAEL ANDERSON**  
EVP of Product



# There is Too Much Legal Work and Too Few Lawyers

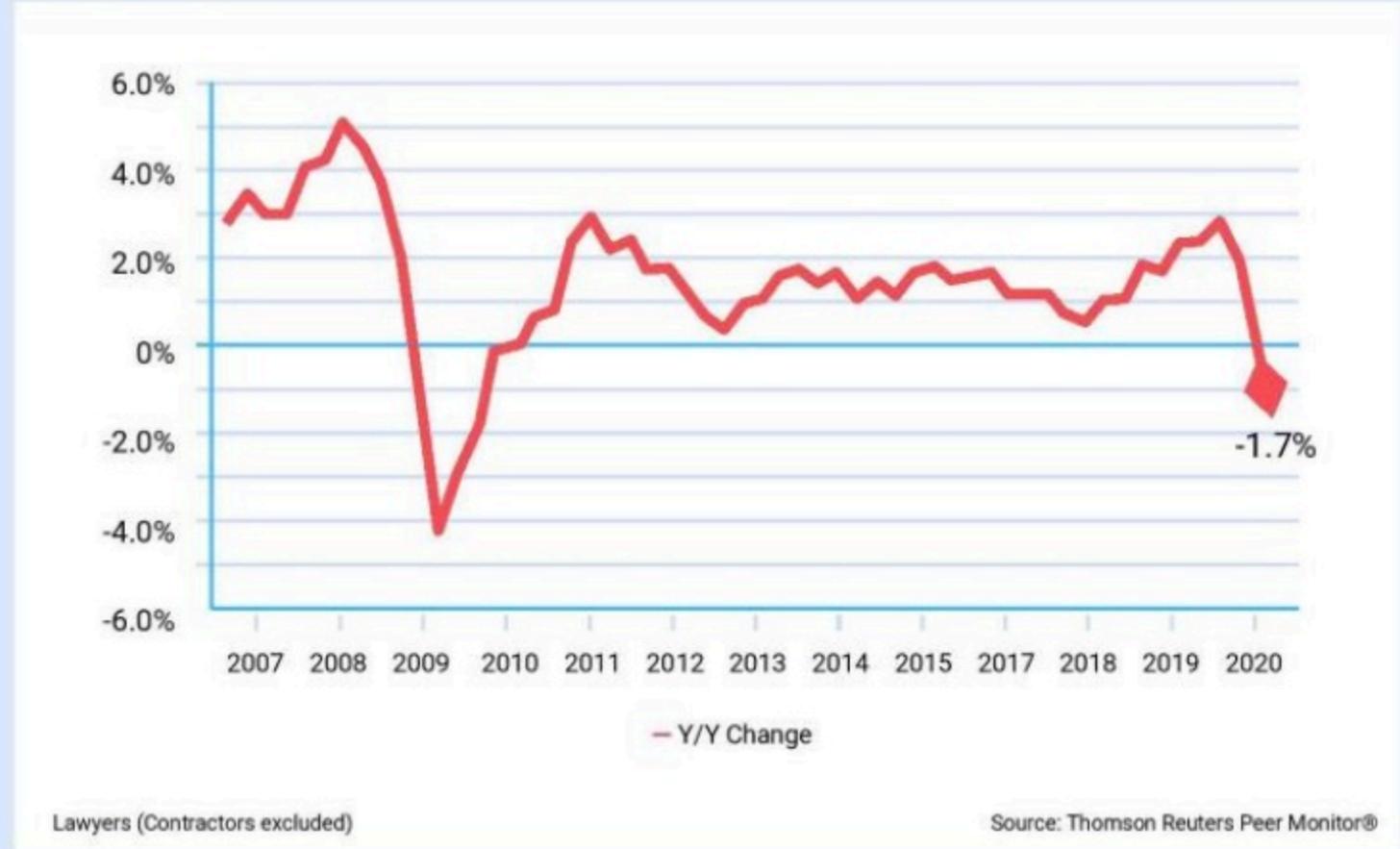
## Excess Regulation

Total Pages Published in the Code of Federal Regulations (1950-2019)

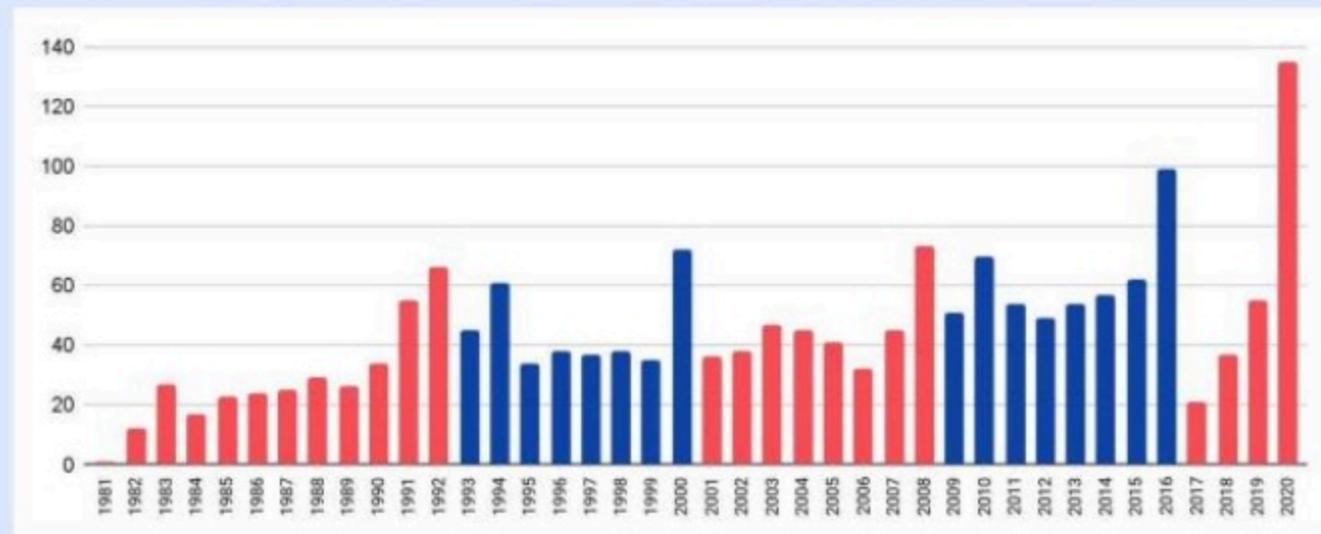


## Shortage of Legal Workers

Lawyer FTE Growth



Economically Significant Final Rules Published by Presidential Year



# Resulting in Massive Problems in the Legal System



Premium HOME > LAW

## Inside the Big Law labor shortage: firms are turning away clients, partners are taking on grunt work, and deal bottlenecks are growing

Jack Newsham and Yoonji Han Aug 31, 2021, 6:04 AM

NEWS > COURTS > News

## Colorado's courts grapple with COVID-19 trial backlog that could take years to clear

Some judicial districts renting extra space, bringing back retired judges to speed pace of jury trials

NEWS > CRIME AND PUBLIC SAFETY

## Deadlines extended in LA County courts as officials work through COVID-related case backlog

## The Labor Shortage May Be Permanent

**Patrick W. Watson** Senior Contributor   
Markets  
Senior Editor at Mauldin Economics

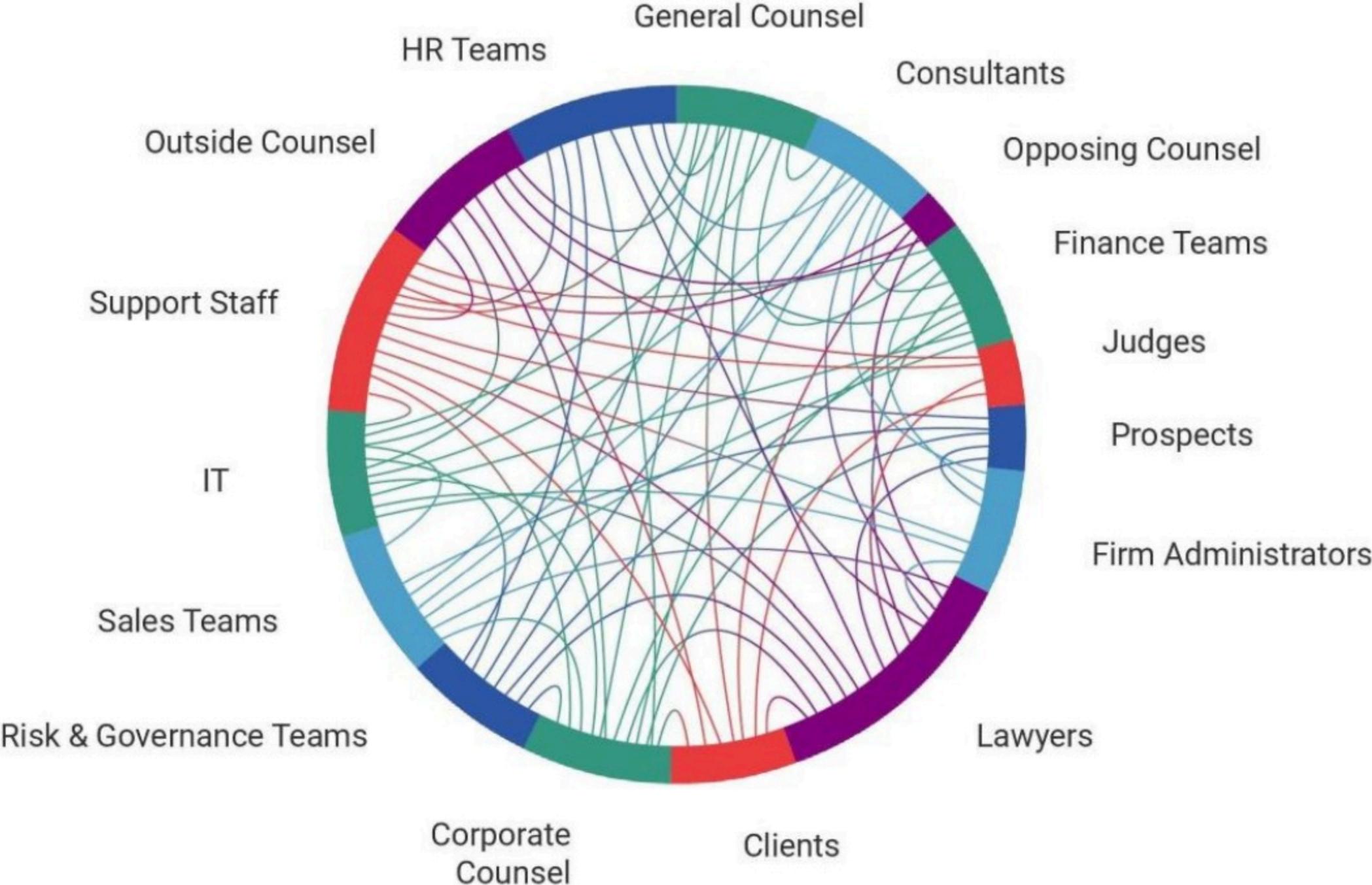
News

## Justice delayed: Philly courts' backlog leaves many jailed for months without a hearing

"Nearly all court hearings and trials have either stopped or slowed to a trickle," the Defender Association of Philadelphia wrote. Hundreds of its clients have been jailed for months with no hearing.



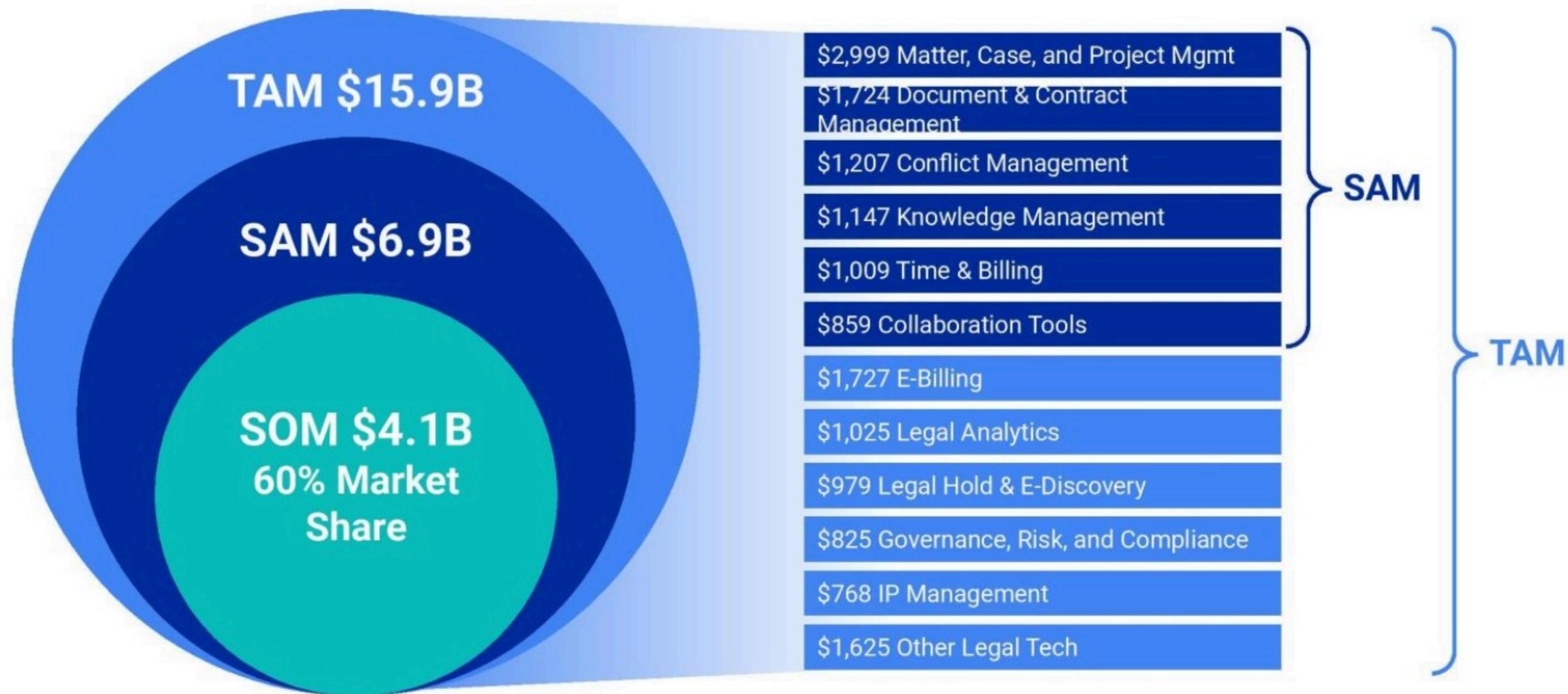
# Legal Work is the Intersection Between a Huge Variety of Stakeholders



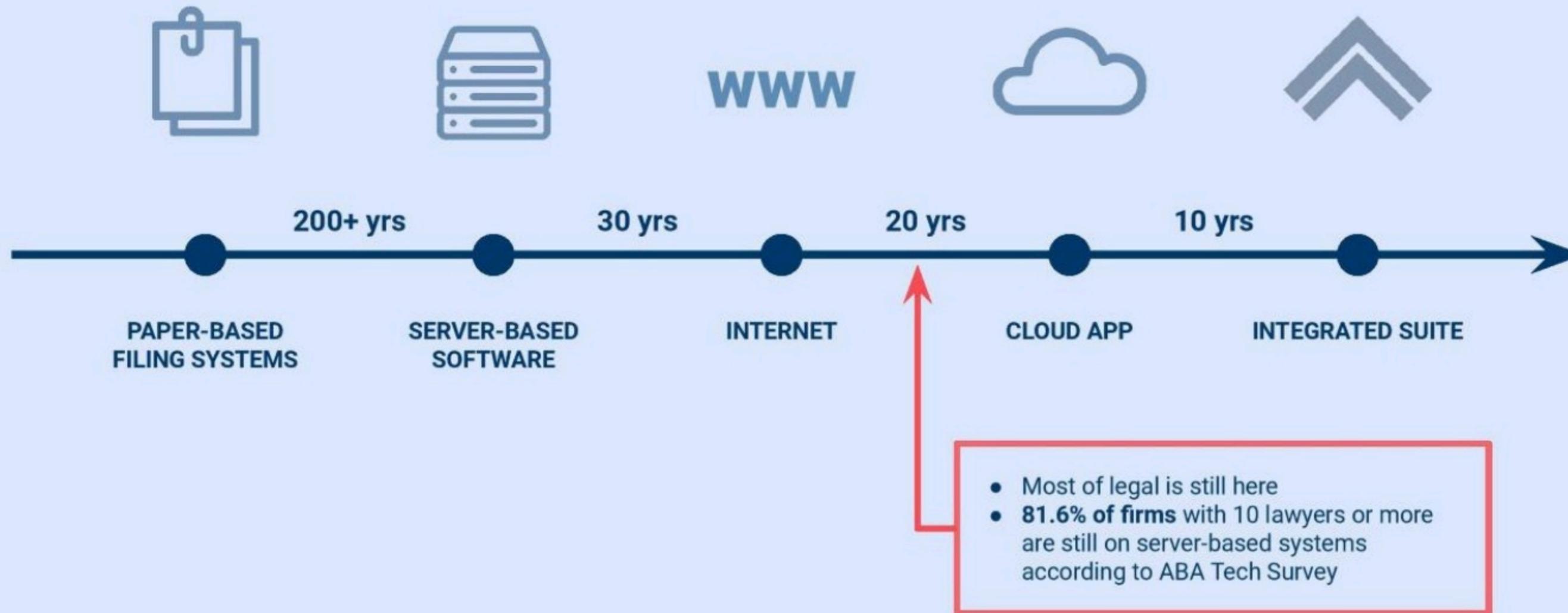
# In the Middle Lies an Equally Large Variety of Tasks



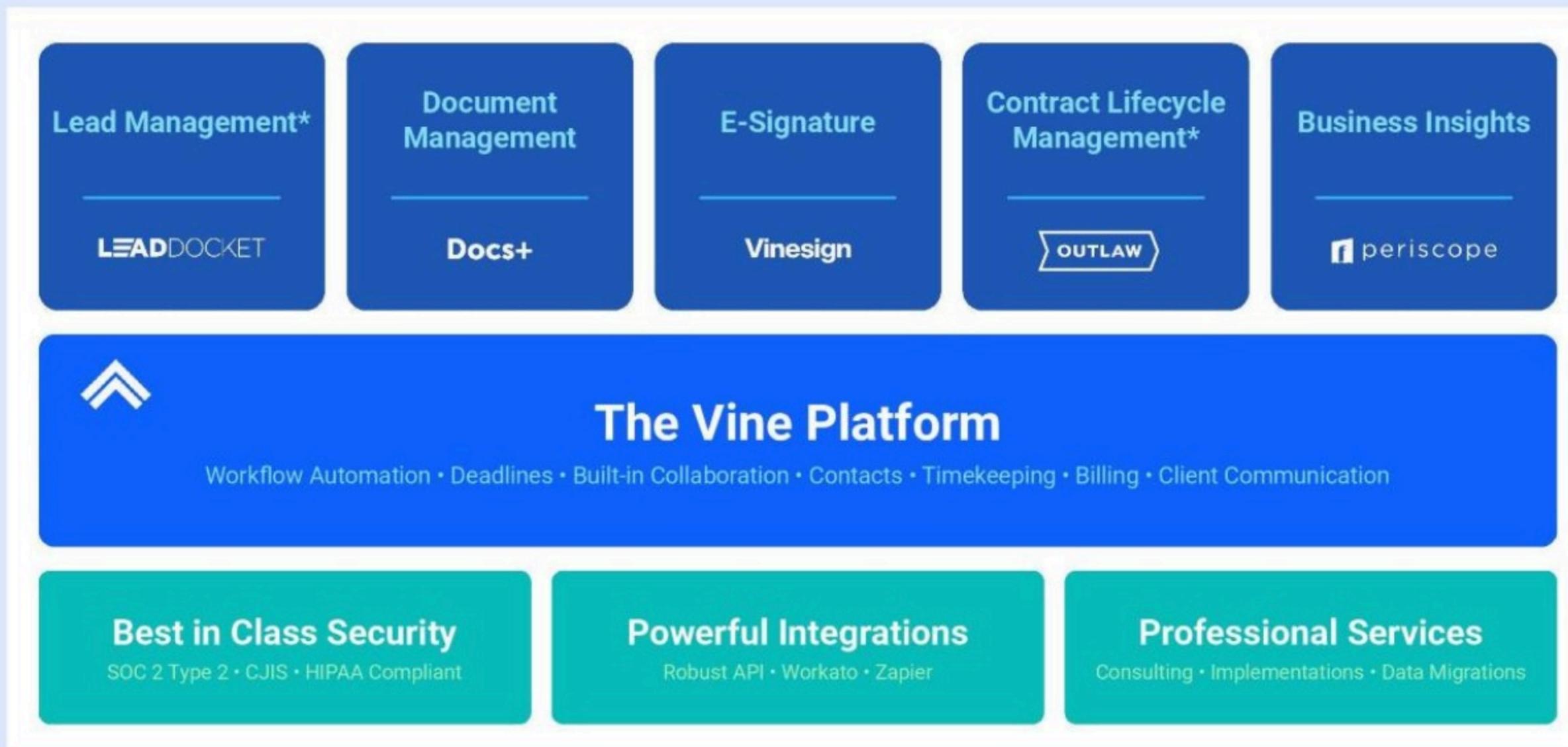
## Creating a Huge Market Need for Each of These Connections



# Decades of Legal Systems Are in a Once-In-A-Generation Shift to the Cloud



# Filevine is the Most Powerful Legal Integrated Suite



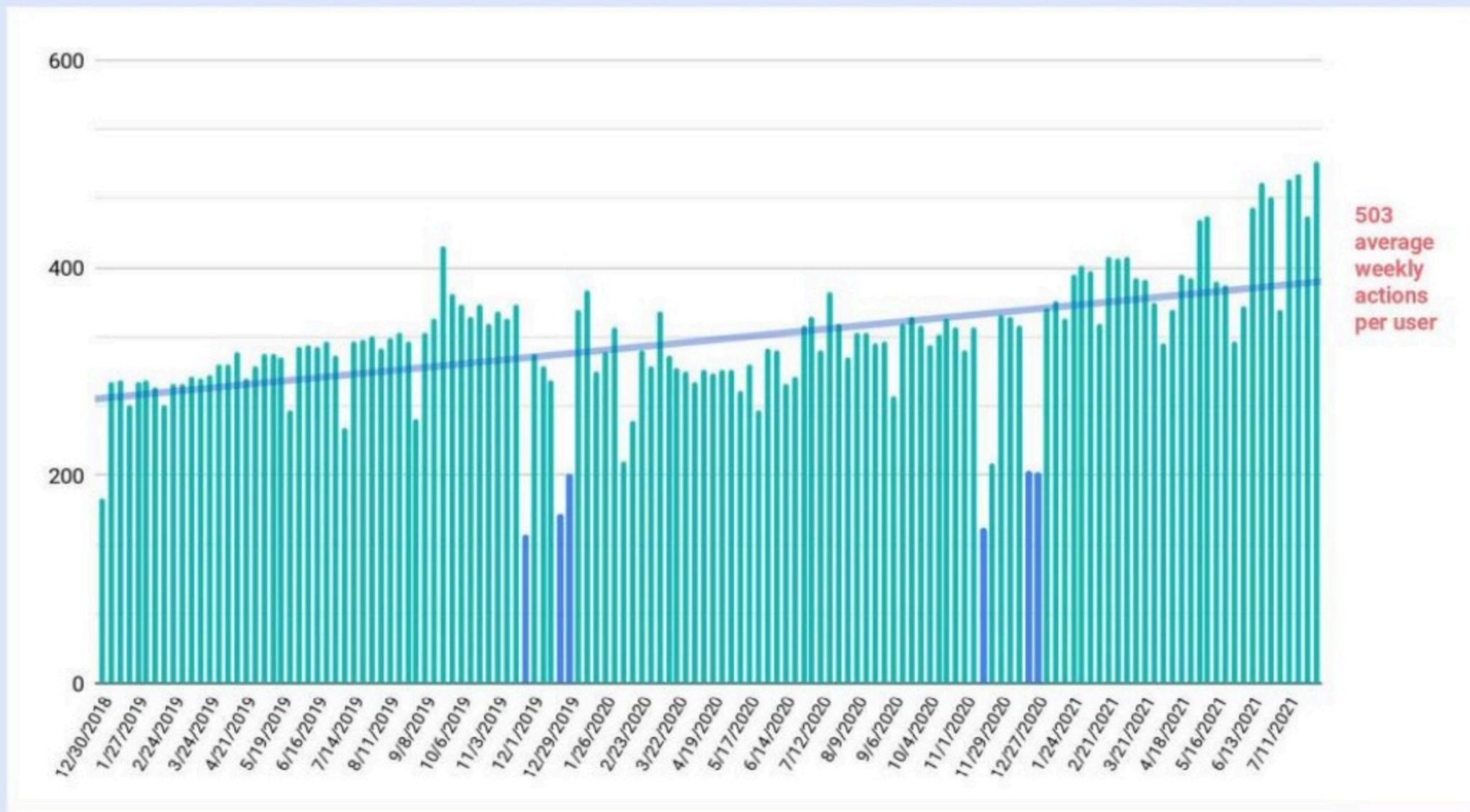
\*Acquired 2020 and 2021 respectively.



# Ecosystem of Corporate Law



# We've Made Something Our Customers Use in Meaningful Ways, All Day, and Love



# 1.2 million

Actions Per Day

Average weekly actions **per user**, shown by week. Actions represent **meaningful work** such as generating a document, creating a note, or completing a task.



## ... And It Works!

**1.2 million**

Actions Per Day on Average

**20 million**

Emails Received in Filevine

**1.6 million**

Faxes Sent

**3.7 million**

Texts Sent and Received

**292,885,237**

Documents Generated

**580,000+**

Documents Signed



# The Results for Customers Have Been, in a Word, Amazing

ROI and Improvement Results	Delighted Customers
<p>Converted an <b>Excel workbook with 14 sheets</b> of clauses, commentary, and considerations into a single project</p>	<p><i>"Our department was able to eliminate a number of other applications and redundancies that didn't belong in our legal tech stack. We significantly reduced the administrative time that was required to run manage our complex clauses and agreements."</i></p>
<p>Seamless <b>collaboration</b> between internal teams and <b>outside counsel</b>.</p>	<p><i>"Filevine has given clarity to our cases that we've never had before. We are able to seamlessly collaborate internally and externally with our team and outside counsel. Most importantly we can see case data that helps us make critical decisions."</i></p>
<p>80% faster <b>deal cycle</b> 8,000+ contracts <b>auto-generated</b> Multi-million dollar increase <b>in revenue</b></p>	<p><i>"In two months, we were able to sign thousands of contracts and generate annual revenue in the millions of dollars by leveraging Outlaw."</i></p>
<p>4x increase <b>in referrals</b> 133% increase <b>in daily staff activity</b> 25% of business <b>is handled by 3 people</b></p>	<p><i>"Having Filevine is just like having three other people working for you in the background at all times."</i></p>
<p>433 hours <b>saved per year</b> 4x increase <b>in case load and revenue</b> \$6500 saved <b>in staff wages</b></p>	<p><i>"Something that used to take somewhere between 10 and 20 minutes to complete now takes 1 minute."</i></p>

