



Legaltech: making intelligent investments

Karen Kerrigan
Chief Operating Officer
Seedrs

Briefing Strategic Leaders Conference
05 March 2019

A BIT ABOUT SEEDRS AND ME

SEEDRS IS A PLATFORM FOR INVESTING IN THE EQUITY OF AMBITIOUS STARTUPS AND SCALEUPS

The screenshot displays the SEEDRS platform interface. At the top, there is a navigation bar with the SEEDRS logo and menu items: INVEST, RAISE, and MORE. Below the navigation bar, the main content area is titled "Investment opportunities" and includes a search icon and filters for "Showing All" and "Ordered by Trending".

There are six investment opportunity cards displayed in a grid:

- Den:** A startup from the United Kingdom that has built the next generation of light switches and plug sockets. It offers 20.44% equity for an investment of £2,057,426, with 922 investors. It is 206% funded and open for investment.
- Eat Square:** A startup from the United Kingdom that supplies free range quality pies. It offers 10.00% equity for an investment of £40,003, with 74 investors. It is 94% funded and has 45 days to go.
- Talentry:** A startup from Switzerland that empowers employers and talent suppliers. It offers a convertible investment of €400,000 with 19 investors. It is 46% funded and has 59 days to go.
- Humble Grape:** A startup that grows wine, has a bar, and imports. It is marked as a "Follow-on" opportunity.
- SPCE:** A startup that aims to connect students to landlords quickly. It is marked as a "Follow-on" opportunity.
- Hummus Bros:** An award-winning chain of restaurants. It is marked as a "Follow-on" opportunity.

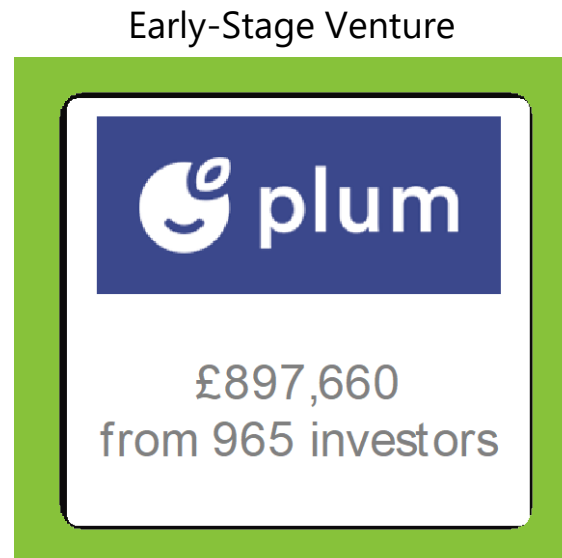
WE FACILITATE INVESTMENTS FROM SEED TO PRE-IPO



Seed



Late-Stage Venture



WE ARE SECTOR-AGNOSTIC



WE'VE HAD A GOOD BIT OF SUCCESS SO FAR



£520M

invested on
Seedrs
to date



>750

deals funded by
Seedrs
to date



1st

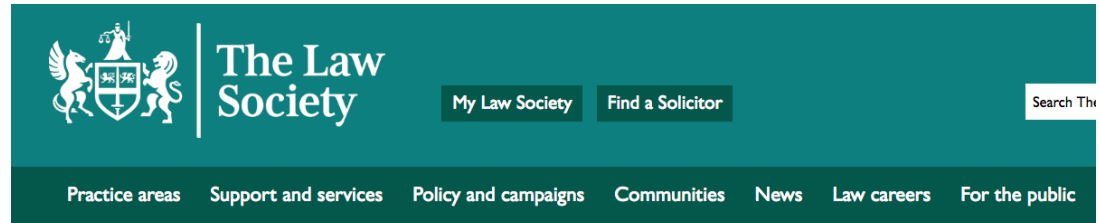
fully-functional
and active
secondary market



1st

dedicated
AutoInvest
feature

AND WE'VE PARTNERED WITH THE LAW SOCIETY ON A LEGAL TECH INITIATIVE



Law Society partners with Seedrs to support LegalTech

> [Advice and practice notes](#)

> [Brexit and the legal sector](#)

The Law Society partners with Seedrs to support the UK's thriving lawtech ecosystem

> [Events](#)

> [Help for solicitors](#)

> [Library services](#)

This law company just partnered with Seedrs to help legaltech startups

The Law Society has partnered with Seedrs to connect its members with innovative legaltech startups looking for investment.

> [Risk and compliance](#)

services > [Membership Extra](#) > [Lifestyle benefits](#) > [Seedrs](#)

Seedrs - early stage investment platform



Seedrs makes it simple to invest in early-stage businesses and share in their success.

Our portfolio companies span a diverse range of sectors from Financial Technology and Artificial Intelligence to Food and Beverage and Legal Technology (legaltech) and most are eligible for the tax relief incentive, Enterprise Investment Scheme.

As well as providing financial backing for ambitious entrepreneurs, opportunities also exist for investors to provide support and mentorship to portfolio companies.

[Learn more](#) about the partnership and legaltech startups over on [Seedrs](#).

E-mail support@seedrs.com with any questions or for further information.

THIS IS ME

- KAREN KERRIGAN, CHIEF OPERATING OFFICER
- PREVIOUSLY CHIEF LEGAL OFFICER
- PREVIOUSLY SIMMONS & SIMMONS LITIGATOR

AKA RECOVERING LAWYER TURNED TECH EVANGELIST



THE CASE FOR LEGAL TECH

UK LEGAL TECH WAS SLOW TO GET OFF THE GROUND

General timeline:



BUT IT IS NOW THRIVING

The Legal Geek Thomson Reuters Lawtech Start-up Map

The Lawtech Start-up Map is a collaboration between Legal Geek and Thomson Reuters.

Based on the iconic London Underground map, we have developed a map to give an overview of the lawtech start-up scene in the UK. The map uses different "Tube" lines to indicate the various categories or market segments that start-ups are operating in.

Main criteria considered for inclusion on the map:

1. Technology-based, targeting rapid growth
2. Operating in the UK
3. Founded less than 7 years ago
4. Believed to have generated <c.£5m in funding / revenue (exact figures usually unavailable)

Category Lines

- Marketplace
- Law for Good
- Practice Management
- Contracts
- Risk and Compliance
- Analytics and Search

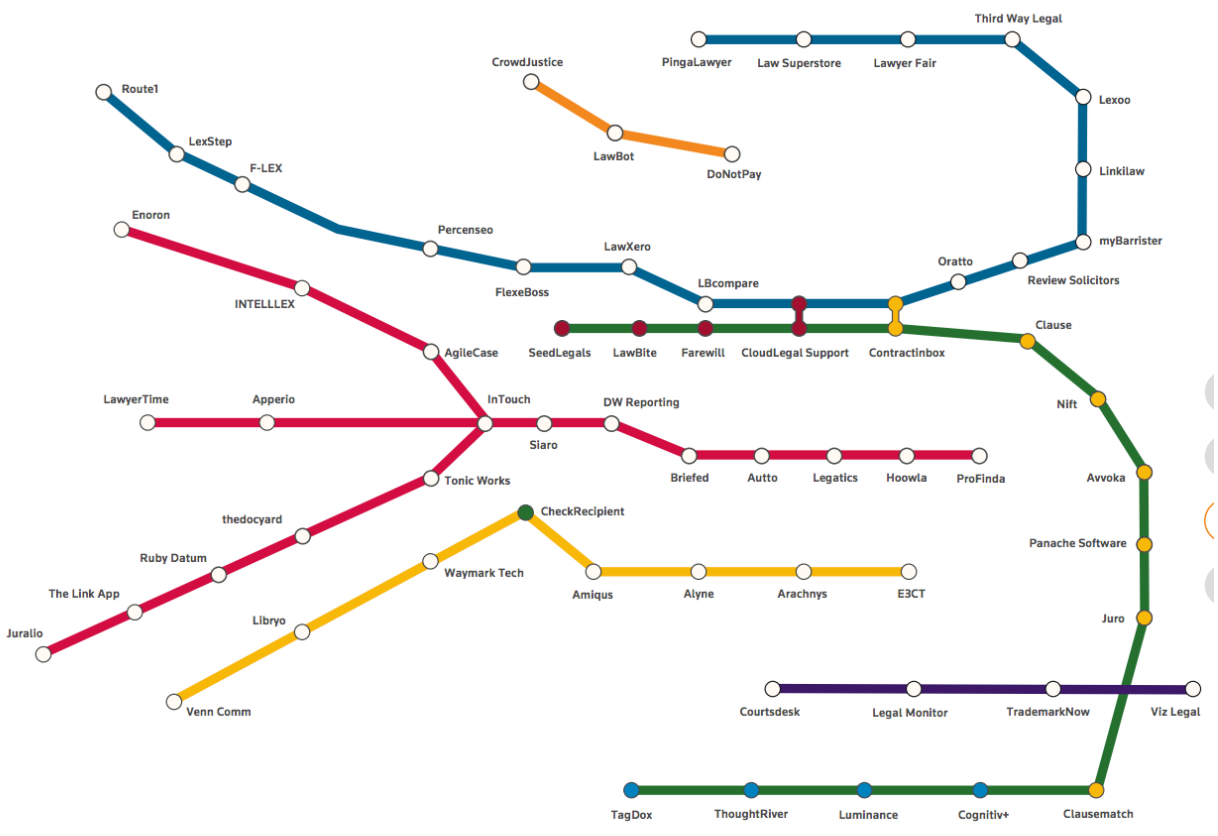
Subcategory Stations

- Contract Management
- Legal Docs as Service
- Contract Analysis
- Cybersecurity

Graduates

Legal Engineers

Every journey matters



HERE ARE SOME USE CASES

LEXOO

Provides a lawyer-matching online marketplace, enabling businesses to find a lawyer by providing multiple quotes from specialised solicitors.

IRONCLAD

Contract management and workflow automation through a platform that integrates with CRM, storage, and e-signature providers, and extracts the meta data for metrics tracking.



LexShares

An online marketplace for investing in litigation. It connects claimants in commercial legal disputes with investors to fund their cases.



Clausebase

An innovative document drafting software, which turns clauses into intelligent building blocks. By stacking these building users can in a fraction of the time and with less risk.



SIBYL

Intelligent claims handling

A platform that uses machine learning to predict outcomes and deliver savings on legal claims, insurance claims and complaints.




SEEDLEGAL

Allows founders to create all the legals they need to build and close their funding round, integrating every component of a round into an automated process.

AND HERE'S WHY THE LAW SOCIETY GOT INVOLVED

**LEGAL
GEEK**



A core aim... Impact and influence the development of LegalTech so our members benefit from the opportunities it offers

Our aspiration: building bridges...

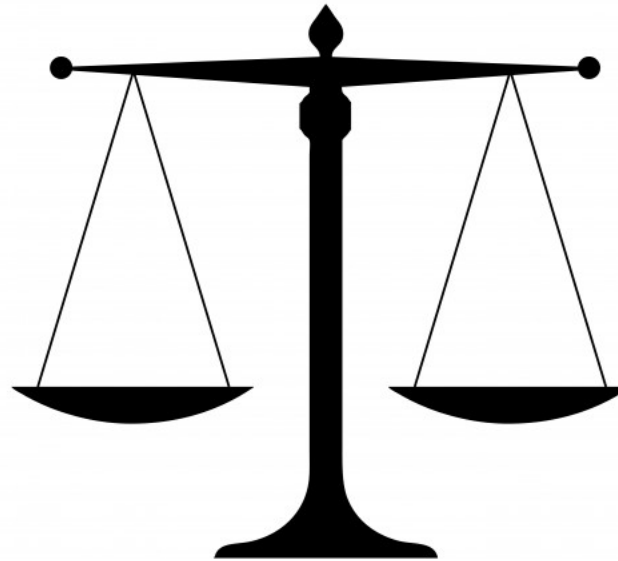
To place ourselves at the heart of the ecosystem and use our brand and position to build bridges wherever there are gaps!



WILL THE UK BECOME LAWTECH'S GLOBAL HUB?

SUPPORTING EVIDENCE

- LEADER IN TECH – OUTSIDE OF US AND CHINA HAS THE MOST UNICORNS
- GOVERNMENTAL AND REGULATORY GOODWILL
- SUPPORT OF LAW SOCIETY
- OPPORTUNITY FOR THE UK IN BREXIT



COUNTER – EVIDENCE

- LEADER IN TRADITIONAL LEGAL SERVICES
- REQUIRES FIRMS TO WORK WITH CLIENTS ON CHANGE
- RE-LOOK AT LEGAL SERVICES AND HOW FIRMS CHARGE
- NEED SUPPORT (AND ££) FROM THE TOP

WHAT FIRMS SHOULD DO

CONSIDER THE ADVANTAGES

- SPEED OF SERVICE
- QUALITY / CONSISTENCY OF SERVICE
- PRICE OF SERVICE
- FLEXIBILITY
- COMPETITION
- NEW SERVICES
- BRAND
- ACQUISITION OF NEW CLIENTS
- RETENTION OF OLD CLIENTS
- ACQUISITION OF NEW STAFF
- RETENTION OF OLD STAFF....



DON'T BE PETE'S FIRM



SOME FIRMS ARE LEADING THE CHARGE

大成 DENTONS

NEXTLAW Labs
HighQ

ALLEN & OVERY

Fuse

Mishcon de Reya

MDR LAB

- **NEXLAW LABS:** OWNED BY DENTONS, FOCUSED ON DEVELOPING, DEPLOYING, AND INVESTING IN TECHNOLOGIES TO TRANSFORM THE PRACTICE OF LAW. (2015)
- **HIGHQ:** USE OF INTELLIGENT WORK PLATFORM TO ENHANCE THE WAY IT ENGAGES CLIENTS AND TRANSFORM ITS DELIVERY OF LEGAL SERVICES AROUND THE GLOBE. (2018)
- **FUSE:** A THE TECH INNOVATION INCUBATION SPACE WHERE TECH COMPANIES, ALLEN & OVERY LAWYERS, TECHNOLOGISTS AND THEIR CLIENTS CAN COLLABORATE TO EXPLORE, DEVELOP AND TEST LEGAL, REGULATORY AND DEAL-RELATED SOLUTIONS. (2017)
- **MLD LAB:** INCUBATOR THAT GIVES LEGAL TEACH COMPANIES THE OPPORTUNITY TO WORK WITHIN THEIR TARGET MARKET TO PILOT AND IMPROVE PRODUCTS AND GAIN A BETTER UNDERSTANDING OF HOW SERVICES ARE PROVIDED AND WHERE LAWYERS AND CLIENTS – WOULD BENEFIT FROM NEW TECHNOLOGIES. . 2017

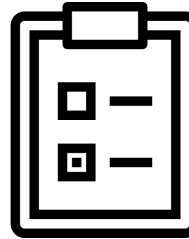
BUT THERE ARE STILL MANY MORE OPPORTUNITIES



HOST A
HACKATHON



ASK THE
YOUNG PEOPLE



SURVEY
CLIENTS



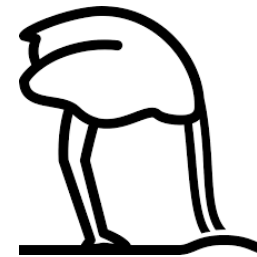
SET ASIDE
RESOURCE



RE-THINK
VALUE AND
BILLING



MEASURE,
IMPACT



CONSIDER
WHAT IF
YOU DON'T



QUESTIONS?





THANK YOU

Karen Kerrigan
Chief Operating Officer
karen.kerrigan@seedrs.com

Seedrs Limited is authorised and regulated by the Financial Conduct Authority

www.seedrs.com
[@seedrs](#)