

THE PLATFORM THAT POWERS NETWORK-DRIVEN LEGAL KNOWLEDGE ECOSYSTEM

FACTS

INDUSTRY	LegalTech
STAGE	Pre-seed
STATUS	Selling Ready Product Paying clients +130 clients on waitlist
INCORPORATION	September 2023
ETP	9 (16 employees in total)
FUNDRAISING	CHF 400k – 800k

FOUNDERS

Kyriaki Bongard - Co-CEO - Lawyer

+7 years of prof. exp. (Credit Suisse & top tier law firms)

Bachelor of Science of Economics, Master in Law & Economics (HEC Lausanne), Bachelor in Law, CAS in Financial Regulation

Zoé Berry - Co-CEO - Tax law specialist

+18 years of prof. exp. (KPMG, PwC & Deloitte)

Bachelor of Science in Economics, Head of tax & Professor

Thomas Seze - CTO - AI Architect & Senior Data Scientist

+7 years of prof. exp. (Chanel innovation lab)

Bachelor of Science in Mathematics, AI and Neurosciences, Bachelor of Science in Informatics & Management + Stanford certification

PITCH

AI adoption isn't stopping anytime soon, with AI solutions focusing on processes enhancement.

Yet, the ability to accurately and reliably manage legal knowledge itself is lacking.

The barriers to accessing legal knowledge are significant, leaving many unable to easily find and use essential information.

As data volume and legal complexity grow, qualitatively managing this information becomes a challenge.

Restrictions on legal advertising deepens the disconnection between B2B and B2C, leading to difficulties for citizens seeking legal assistance.

Our solution connects and integrates legal knowledge, making it easily accessible and actionable for all users, while leveraging network effects for enhanced value.

Our platform will eventually become the ultimate legal ecosystem where both professionals and citizens seamlessly interact, generating network effects that foster a robust, social network-like community of legal knowledge and resources

PRODUCT

B2B: A savant assistant**B2C: A virtual lawyer**

Built upon a groundbreaking database of legal sources - an unprecedented development in Switzerland and beyond - our product offers a sophisticated solution structured around 7 essential pillars.

The 1st pillar is operational, and clients are already on board. This 1st pillar allows the user to ask a complex legal question and to get in few second a complete answer respecting legal reasoning and legal methodology, quoting all the relevant sources and guiding the user through procedural or substantive law elements.

As part of this round, we are shipping the functional v1 of the 6 remaining pillars and distributing it to legal professionals.

TECHNOLOGY HIGHLIGHTS

- 1st EPFL LegalTech startup: Research-based AI
- Proprietary database: Unique sources (international + exclusivity agreements)
- Scalability: Designed for robust and scalable architecture.
- Extraction system (ETL): Proprietary custom extraction and pre-processing pipelines
- Elimination of Hallucinations
- Proprietary legal translation model (niche)
- Full IP ownership & Swiss-based

MARKET FOCUS

First B2B, then B2C

B2C is the logical next step as our technology evolves, setting the stage for advanced legal services, while we still rely on legal professionals to ensure the system's reliability before it is made available to citizens

B2B targets legal professionals in a broad sense; not only lawyers or jurists but also legal protection services, member of courts and public prosecutor, legal and compliance departments of corporation as well as universities with law students.

Switzerland, then UE & Romano-civilist countries

We are set for international expansion across all countries with Romano-civilist systems, leveraging pipelines designed to ingest and process new data.

TRACTION & REVENUE

We sell monthly/annual subscription to our software. The price increases as the development goes on.

The price of our B2B product will be CHF 999.- per month per user (CHF 11'988.- per year). As for B2C it will be a per-service fee.

We expect a MRR of 12m with 12'000 B2B users.

At the current stage of our product, the price is CHF 120 per month (CHF 1,440/year) per user, allowing us to already generate revenue.

COMPETITIVE ADVANTAGE

- One stop shop ecosystem with network effects.
- Multidisciplinary & complementary team with deep understanding of the target market and client's needs.
- Extensive network of target customers.
- Benefit from barriers to entry due to data access (exclusive contracts for doctrine & database constitution) as well as qualitative advancement in our models.
- First-to-market and rapid deployment of our solution (scalability due to existing pipelines)

COMPETITIVE LANDSCAPE

- **DeepJudge** (10.7m Seed round)
B2B AI-powered document search
No legal knowledge
- **Casetext** (650m exit)
B2B AI-legal assistant
Common-law (US)
- **DoNotPay** (210m valuation)
B2C robot-lawyer
Common-law (US)
- **Doctrine** (100m exit)
B2B Document analyzer and AI-powered search (France)
- **Harvey AI** (1,5b valuation)
B2B AI-automation
Common-law (UK)
- **Jurata**
Directory connecting citizens with lawyers
- & others

CONTACT INFORMATION

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