

Legal Workflow Engine

Speed with Substance for Legal Workflows
Business Plan & Financial Projections
January 2026





THE PROBLEM

Lawyers Drowning in Administrative Work

Law Firms spend **60-80%** of their time on administrative tasks instead of strategic legal work. This inefficiency costs Hong Kong's **11,800** practicing solicitors across **925** law firms an estimated **10-15** hours per case on repetitive data entry and compliance tracking.

Repetitive Data Entry

- Re-typing data across multiple forms
- Scattered documents everywhere
- High risk of human errors
- Late-night deadline scrambles

Non-Compliance Risks

- Missed deadlines with costly consequences
- Court explanations required
- Potential disciplinary proceedings
- Wasted cost orders against the Law Firms personally
- Client dissatisfaction

Four Pillars of Our Vision

The Opportunity

\$247.8B → \$378.1B

APAC legal services market growth (2024-2030).

Lawyers waste 60-80% of time on admin tasks instead of strategic legal work.

Our Solution

Jurisdiction-specific AI platform with end-to-end workflow automation delivering **65% average time savings** through intelligent document processing and compliance tracking.

Market Entry Strategy

925+ law firms in Hong Kong as beachhead, expanding to UK, Australia, and New Zealand. First-mover advantage in HK legal workflow automation.

Financial Highlights

HK\$150K seed funding secured. Break-even by **Month 15**. Projected **HK\$48M** Year 5 revenue with **50%** net margin and best-in-class unit economics.

AI Paralegal: Four Pillars of Intelligent Automation



End to End Customised Flow Based Case Management

Customised flow for each Law Firm based on their existing practices infused with AI based management



One-Click AI Documents

AI Auto-generates fillable forms, notifications, and letters with all fields populated. 100% accuracy across 15+ document types with instant generation.



AI Based Compliance Tracking

Auto-calculated deadlines with reminders and complete audit trails. Never miss a court direction with intelligent timeline management and notifications.



Smart Intake with AI OCR

OCR extracts data from medical documents, pleadings, and statements automatically. No manual re-typing required—reducing 10-minute tasks to 30 seconds.

65%

Time Saved

Average efficiency gain

0

Missed Deadlines

Good compliance record

30K

Monthly Savings

HK\$ per firm average

95%

Accuracy

Rate
Industry-leading precision

MARKET OPPORTUNITY

Riding the Wave of Legal Tech Innovation

\$247.8B → \$378.1B

APAC Legal Services Market (2024-2030) with **53% growth** and **8.4% CAGR**. AI adoption in legal services projected to reach **47% by 2028**.



Year 1-2: Hong Kong

Market validation and scale to 25+ firms through design partnerships

1

Year 4-5: AU & NZ

Dual market expansion with regional networks, reach 100 firms target

3

Year 3: England & Wales

England & Wales market launch with legal association partnerships,

Scale to 50 firms

2

COMPETITIVE ANALYSIS

Strategic Differentiation in Legal AI

AI Paralegal is the only jurisdiction-specific, end-to-end legal workflow automation platform purpose-built for Hong Kong's unique regulatory

environment.			
Feature	AI Paralegal	Harvey AI / Co-Counsel	Clio
Primary Focus	End-to-end HK automation	Legal AI assistant	Practice management
Geographic Optimization	HK-exclusive with govt APIs	Global/US-centric	International, generic
AI Capabilities	Custom models, 95% accuracy	Advanced LLM research	Basic AI
Workflow Automation	Complete end-to-end	Research only	Manual templates
Court Integration	Direct govt APIs	None	None
Bilingual Support	Multi-language	English only	Multi-language
Pricing Model	\$25000-\$35000/mo subscription	Usage-based (expensive)	\$39-\$129/user/mo

Local Expertise

Only platform with direct HK government API integration ensuring 100% compliance with local regulations.

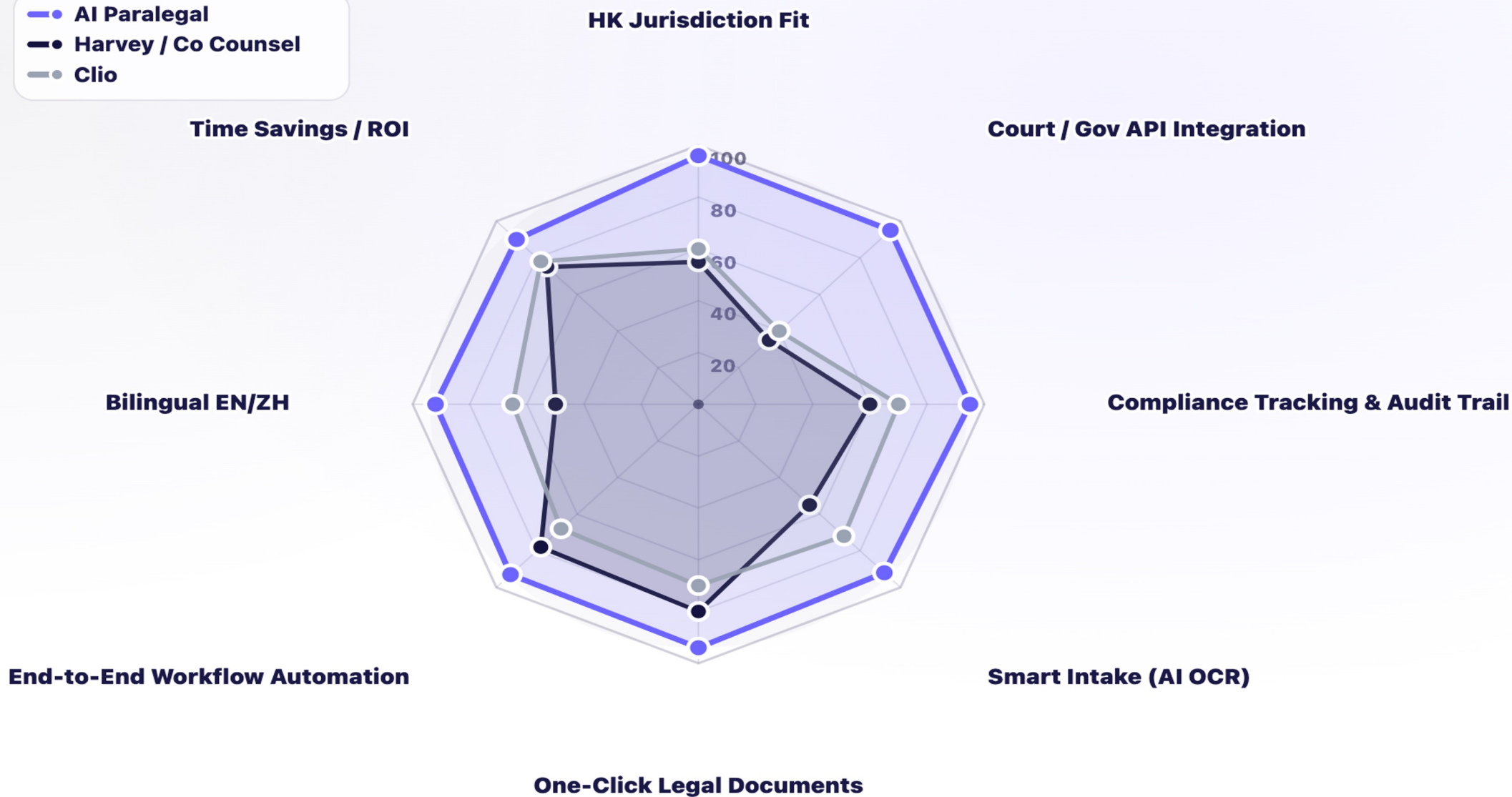
AI Superiority

Custom-trained models for HK legal language achieving 95% accuracy vs 70-80% for generic AI solutions.

Complete Solution

End-to-end workflow automation delivering 65% time savings vs 20-30% for point solutions.

- AI Paralegal
- Harvey / Co Counsel
- Clio



Predictable SaaS Economics

Multiple revenue streams with 85% recurring subscription revenue, implementation fees, and add-on modules. Pricing tiers designed for SME law firms with clear upgrade paths.

Starter

HK\$20,000/month (HK\$240K/year)

- 5 user accounts
- 2 workflows
- Email support (24hr response)
- Basic analytics dashboard

Premium

HK\$30,000/month (HK\$360K/year)

- 10 user accounts
- All workflows
- Priority support (4hr response)
- Advanced analytics & API access

Gold

HK\$40,000/month (HK\$480K/year)

- 15 user accounts
- Custom workflow integrations
- Dedicated account manager
- SLA guarantees (99.9% uptime)

Custom

Custom Quote (15+ lawyers)

- Unlimited user accounts
- Customized workflow development
- White-label options
- On-site training & support

1.44M

LTV

HK\$ 5-year customer value

60K

CAC

HK\$ customer acquisition cost

24

LTV:CAC Ratio

Industry-leading efficiency

3

Payback Period

Months to recover CAC



GO-TO-

MARKET

Methodical Market Entry & Expansion



Phase 1: Discovery (M1-6)

- Validate Proof of concept with HK\$150K seed investment.
- Conduct 20+ law firm interviews, recruit 1-2 design partners,
- Develop core workflows.
- Success: 3 validated workflows, 90%+ satisfaction.



Phase 2: Pilot & Scale (M7-18)

- HK\$600K angel round: Launch formal pilot program, aggressive customer acquisition
- Law Society of HK partnership: Build case studies, credibility
- Scale targets: 25+ paying firms, HK\$9.3M ARR, operational break-even



Phase 3: Regional Expansion (Y2+)

- HK\$3-5M Series A: Expand to UK (Year 3), Australia/NZ (Years 4-5)
- Scale targets: 50+ HK firms → 100 firms total
- Financial goals: HK\$48.6M revenue, 50%+ margins, category leadership

Partnership Ecosystem

Legal Associations: Law Society of Hong Kong, Hong Kong Bar Association, Law Society of England & Wales (End of Year 1)

Government & LawTech: HK DoJ LawTech Initiative, Judiciary integration, Companies Registry APIs

Universities: CUHK LLM, CityU, HKU,
To nurture aspiring Law Professionals

GTM Metrics

Sales Cycle: 3-4 months average

Win Rate: 50% pilot to paid conversion

Expansion Revenue: 10% annually from existing customers

Path to Profitability with Strong Margins

Break-even achieved in Month 18 with 58% EBITDA margin by Year 5. Industry-leading 85% gross margins with declining OpEx as percentage of revenue demonstrating strong operational leverage.

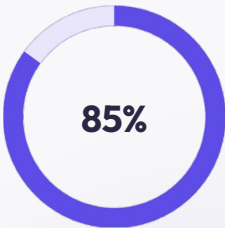
Line Item (HK\$ 000s)	Year 1	Year 2	Year 3
Total Revenue	1,600	9,320	20,910
Cost of Revenue (15%)	240	1,398	3,137
Gross Profit	1,360	7,922	17,773
Gross Margin	85%	85%	85%
R&D / Product	1,356	1,836	1,800
Sales & Marketing	640	2,796	4,182
General & Administrative	320	2,500	3,500
Total OpEx	2,316	7,132	9,482
OpEx as % of Revenue	145%	77%	45%
EBITDA	(956)	790	8,291
EBITDA Margin	-60%	8%	40%

Financial Excellence

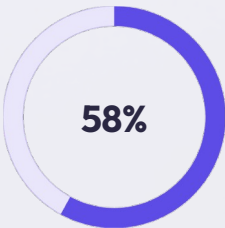
Rule of 40: 102% (Year 5)
CAC Payback: 3 months

Break-Even Achievement

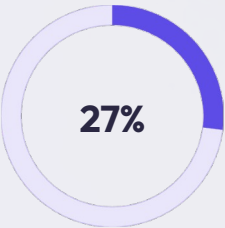
Month 18 - Faster than 80% of SaaS companies. Demonstrates capital efficiency and strong product-market fit with sustainable unit economics.



Gross Margin
Industry-leading SaaS margins



EBITDA Margin
Year 5 profitability target



OpEx Ratio
Year 5 operating efficiency

Capital Efficient Path to Sustainability

Total funding requirement of HK\$750K (seed + angel) to reach break-even in Month 18. Strong cash generation from Year 2 onwards with cumulative cash position of HK\$51M by Year 5.

HSITP Seed Funding

HK\$150K secured for Months 1-6. Product development and design partnerships.

Milestone: Beta product launch.

Angel Round

HK\$1M seeking for Months 7-12. Market entry and customer acquisition. 15% equity dilution.

Milestone: 10 paying customers.

Series A

HK\$3-5M planned for Year 2. Scaling operations and UK expansion prep. 20-25% equity dilution.

Milestone: HK\$9M ARR, break-even achieved.

Use of Funds (HK\$1.3M)

- 40% Product Development:** AI model training, workflow development, API integrations
- 30% Sales & Marketing:** Law firm outreach, content marketing, partnerships
- 20% Operations:** Team salaries, legal, infrastructure
- 10% Working Capital:** Cash reserves and contingency

Funding Efficiency

- Capital Efficiency:** HK\$7.20 revenue per dollar raised (Year 5)
- Burn Multiple:** 0.8 (excellent)
- Runway:** 18+ months with each round
- Total Dilution:** 45-50% (founders retain majority)

Data Security & Confidentiality



Enterprise-Grade Data Security Architecture

Physical Security

- Private and localized GPU Infrastructure
- Air-gapped compute clusters

Technical Security

- End-to-end AES-256 encryption
- Private AI models (no external API calls)
- Isolated tenant environments
- Multi-factor authentication (MFA)
- Role-based access control (RBAC)

Core - Governance

- Dedicated Chief Compliance Officer
- Regular security audits
- Anonymous Data retention policies
- GDPR & PDPO Compliance

AI Security

- Proprietary fine-tuned models
- No data transmission to third parties
- Model training on purely anonymized data
- Adversarial AI defense protocols

"What We DON'T Do"

- ✗ Share data with DeepSeek, ChatGPT, or any external LLM APIs
- ✗ Use client data for model training (without explicit consent)
- ✗ Monetize or sell aggregated data
- ✗ Store data outside region / jurisdiction
- ✗ Access client files without audit trail

Technical Architecture

Clean, technical blueprint aesthetic

Flow-based visualization

Tier 1 - Client Interface Layer

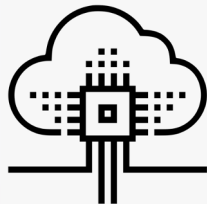
- Web application (responsive design)
- Mobile companion app
- API endpoints for integrations
- Single sign-on (SSO) portal

Tier 2 - AI Processing Layer

- Private LLM Models
- OCR & document parsing modules
- Natural language understanding (NLU)
- Form generation engine
- Trained with specific Law related Big Data
- Bilingual translation models

Tier 3 - Data & Security Layer

- Encrypted PostgreSQL/MongoDB databases
- Document object storage (S3-compatible)
- Blockchain-based audit logs
- Identity & access management (IAM)
- Backup & disaster recovery systems



Technology Stack

- Frontend: React, TypeScript, Tailwind CSS
- Backend: Python (FastAPI), Node.js
- AI/ML: PyTorch, Hugging Face Transformers, Custom NLP
- Infrastructure: Kubernetes, Docker, Private cloud
- Security: HashiCorp Vault, Cloudflare, WAF

Technical Specs

- GPU Setup: NVIDIA / Huawei private cluster
- Model: Custom legal LLM (based on open-source foundations)
- Encryption: AES-256 at rest, TLS 1.3 in transit
- Backup: Immutable, encrypted, geographically distributed
- Monitoring: 24/7 SOC with real-time threat detection

Law Firm Dashboard



- Dashboard
- Clients
- Cases
- Document Center
- Billings
- Reports & Logs
- Teams
- Roles & Permissions
- Subscriptions
- Settings
- Logout

You're on a free trial - 5 days remaining. Add payment method anytime to continue without interruption. Upgrade Now

Faisal Mehmood
FIRM ADMIN

Dashboard

0
Active Cases

0
Total Clients

0.00
Monthly Revenue

0
Pending Payments

Current Active Cases [View All Cases](#)

CASE NO.	CLIENT	TYPE	PROGRESS	PAYMENT	STATUS	ACTION
001/2025	ABC Corporation	Employee Compen...		\$8,500 / \$10,000	Paid	
002/2025	John Smith	Will & Testament		\$1,200 / \$3,000	Near Completion	
003/2025	XYZ Ltd	Mediation		\$5,000 / \$5,000	Pending	

Reminders

DATE	CLIENT NAME	CASE / INVOICE	TYPE	STATUS	ACTION
17 Aug 25	John Michael	Invoice #INV-023	Payment Due	Sent (Email)	Resend
18 Aug 25	Sarah Lee	Will Document	Signature	Dianne Russell	Send Now
19 Aug 25	David Wong	Deedpoll	Signature	Kristin Watson	Resend

Law Firm Case Flow Templates Dashboard

Case Flow Templates

+ Create New Flow

Categories

Injury cases

2

Injury cases

+ Add Template

District Court Personal Injuries

Case flow template: District Court Personal Injuries

1 pages

0 connections

Open Template

District Court Employee Compensation

Case flow template: District Court Employee Compensation

10 pages

9 connections

Open Template

Law Firm Case Flow Template

← Templates

District Court Employee Compensation 

Last saved: 09:14:00

Initial Contact (Start) 

+

Back

 Open

 Preview

 Save

 Export

 Publish



Pages

Components

Flow

All Pages

+

Initial Contact

Start



Questionnaire



Accident Report



Pre-Action Letters



Court Application



Insurer's Reply



Enquiry and Mediation



Settlement Process



Court Process



Final Judgment



Document Collection



Initial document gathering from claimant

HKID Upload



Title: Claimants' HKID Upload

Type: id-card

File Types: PDF, PNG, JPEG, JPG

REQUIRED

OCR Extraction: Enabled

OCR Mapping:

HKID Number (string)

Name (string)

Date of Birth (date)

Gender (string)

Issue Date (date)

Supporting Documents



File Slots: 2

Sick Leave Records

Required

Written Employment Contracts

Authorization Form Signature



REQUIRED

Law Firm Case Flow Template - Components based

← Templates

District Court Employee Compensation

Last saved: 12:18:32

Initial Contact (Start)

Open

Preview

Save

Export

Publish

Back

Pages

Components

Flow

Q

Search Components

Data Collection

Form Builder

Create custom forms to collect case d...

Add

Document Upload

Upload and store client/legal docume...

Add

File Upload

Upload multiple files with custom labels

Add

Signature

Capture digital signatures securely.

Add

Date

Add important dates or deadlines to fl...

Add

Automated & AI Blocks

AI Document Generator

Auto-generate legal documents with...

Add

Supporting Documents

File Slots: 2

Sick Leave Records

Written Employment Contracts

Authorization Form Signature

REQUIRED

Law Firm: Choy Yung & Co.

Signature Types:

Generate Initial Documents

Title:

Authorization Letters

Input Sources:

HKID Upload

Supporting Documents

Drag and drop blocks from component library

Generate Initial Documents

Block Title *

Give a title for this block

Authorization Letters

Template Selection

Select the base template to generate this document

Choose Template from Library

Input Dependencies

Select the data inputs required to merge into this template

☐

Select All (40)

☒

HKID Upload document-upload • Initial Contact

☒

Supporting Documents file-upload • Initial Contact

Authorization Form

Law Firm Case Flow Template - Flow control

← Templates

District Court Employee Compensation 

Last saved: 12:14:47

Initial Contact (Start) ▾



Back

Open

Preview

Save

Export

Publish



Pages

Components

Flow

Drag pages to arrange. Click and drag from connection points to link Canvas pages.

Connections

Initial Contact →
Questionnaire

Complete Ir



Questionnaire →
Accident Report

Questionna



Accident Report → Pre-
Action Letters

Reports Ob



Pre-Action Letters →
Court Application

Pre-Action !



Court Application →
Insurer's Reply

Application



Insurer's Reply →
Enquiry and Mediation

Response F



Enquiry and Mediation →
Settlement Process

Liability Adr



Court Process → Final
Judgment

Trial Compl



Settlement Process →
Court Process

Label



+

75%

-



Initial Contact

Start

1 section(s)
4 component(s)

Questionnaire

8 section(s)
10 component(s)

Accident Report

4 section(s)
13 component(s)

Pre-Action Letters

1 section(s)
5 component(s)

Court Application

1 section(s)
4 component(s)

Insurer's Reply

1 section(s)
3 component(s)

Enquiry and Mediation

1 section(s)
2 component(s)

Settlement Process

3 section(s)
8 component(s)

Court Process

4 section(s)
14 component(s)

Final Judgment

1 section(s)
3 component(s)

Law Firm Case Flow Renderer

PreviewBack

1Initial Contact

2Questionnaire

3Accident Report

4Pre-Action Letters

5Court Application

6Insurer's Reply

7Enquiry and Mediation

8Settlement Process

>

PAGES & SECTIONS

1Initial Contact

1Section to be completed

1Document Collection

2Questionnaire

8Sections to be completed

3Accident Report

4Sections to be completed

DELAY

4Pre-Action Letters

1Section to be completed

REMINDERDELAY

5Court Application

1Section to be completed

REMINDER

Document Collection

Claimants' HKID Upload

Drag & drop a file here or click to browse

Supported Files: .pdf, .docx, .jpg, .png | Max 10 MB | Only 1 file allowed

+ Upload File

Sick Leave Records *Multiple

Click to upload files

Choose File

Written Employment ContractsMultiple

Click to upload files

Law Firm Case Document Management

Document Management [Back](#)

Active Documents
1

File Uploaded
1

AI Generated
0

Recently Modified
1

Category:Mediation Awards ✓ Mediation Awards

Search by category or fi

Mediation Awards											
DOC DESCRIPTION	FILE NAME		VERIFIED	GENERATED	UPLOADED	OCR	CREATED AT	MODIFIED ON & BY	LOCK STATUS	ACTIONS	ACTION DATE & TIME
HOA 3311 3312.2025 Award.docx	HOA 3311 3312.2025 Award.docx	  ✓ Verified	--	--	Yes	--	09 Jan 2026 09:16 By Current User	09 Jan 2026 09:16 By Current User	 ▾	⋮ Action	▾ Draft

Add new category

Select category from library ▾

Select template ▾

+ Add Category

Law Firm Document Editor

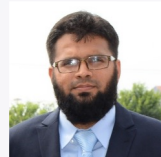
[illegible]

CORE TEAM

Experience Where It Matters Most

CTO & Co-Founder

Faisal Mehmood



- Experienced in AI systems development
- Background in NLP and workflow automation
- Experienced with law firm automation systems
- Responsible for architecture and security
- Expertise in model integration and technical roadmap

Head of Operations

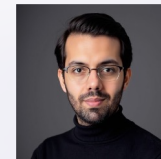
Sabree Ismeth



- Technical Operations Manager with 5+ years accelerating R&D via academic collaborations and institutional partnerships
- boosting global visibility
- securing funding frameworks
- leading IP strategies

Advisory on Legal Content

Mike Nanwani



- +11 years of experience in the legal industry
- Connections with the Legal Academia
- Guidance on legal standards and ethics
- Regulatory compliance and quality assurance
- Network connections to the law firms and chambers

Transforming Legal Practice

Empowering law firms worldwide to reclaim their time from paperwork and refocus on strategic legal thinking.

Starting with Hong Kong

Expanding to UK, Australia, New Zealand

65%

Time Saved

Proven with design partners

378B

Market Size

\$ APAC legal services 2024-2030

49M

Year 5 Revenue

HK\$ with 100 paying law firms

Contact Us

Investment Inquiries: invest@aiparalegal.hk

Product Demonstrations: demo@aiparalegal.hk

Supported By

HKSITP Partner • Law Society Affiliated • DoJ LawTech Initiative

Thank you for your time and consideration. We look forward to partnering with you in transforming legal practice.