FY3/2027 Q2 RESULTS

弁護士ドットコム

Bengo4.com, Inc.

November 11, 2026

Note: This document has been translated from the Japanese original for reference purposes only.
In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

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Social background behind the rapid adoption of LegalBrain Agent

Why is LegalBrain Agent spreading so rapidly across Japan?

01

Shortage of lawyers

- Each lawyer serves approx. 260 people in the U.S., compared with approx. 2,600 in Japan. (Number of lawyers: 1.32 million in the U.S. vs. 48,037 in Japan)
- Over 60% of lawyers in Japan are concentrated in the Tokyo metropolitan area, leading to a serious labor shortage in regional areas

02

Lawyers in their 20s to 50s, who are active in utilizing AI, represent the volume zone of domestic lawyers

- The number of lawyers has increased following the opening of law schools in 2004 due to judicial system reform
- Over 77% of lawyers in Japan are in their 20s to 50s
- In an aging Japan, there are many young-generation lawyers who are active in utilizing AI

Rapid sales growth

LegalBrain™ Agent（エージェント）

Achieved ARR of 1.0 billion yen at the fastest pace among major SaaS products of Japanese listed companies
(See next page)

* Japan Federation of Bar Associations "White Paper on Lawyers 2025", Statistics Bureau of the Ministry of Internal Affairs and Communications "Population Estimates", U.S. Department of Commerce Census Bureau "U.S. Census Bureau, Population Estimates Program"

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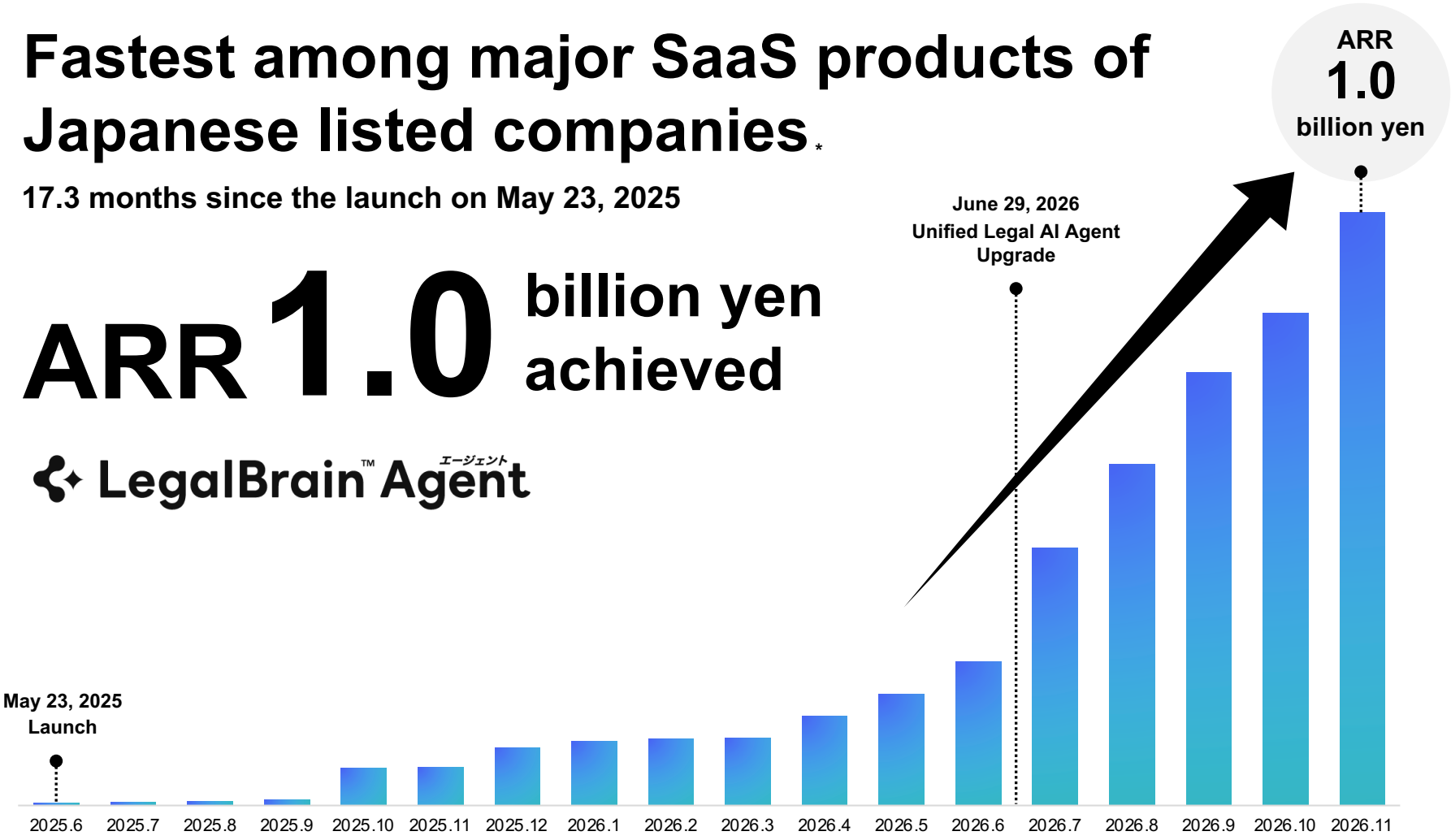
Achieved ARR of 1.0 billion yen at a pace exceeding the initial internal target

Fastest among major SaaS products of Japanese listed companies*

17.3 months since the launch on May 23, 2025

ARR 1.0 billion yen achieved

LegalBrain™ エージェント



*Source: Mitsubishi UFJ Research & Consulting Co., Ltd. (Survey conducted in October 2026 based on publicly available information)

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Global Legal AI Companies

The global legal AI market is expanding rapidly, with companies valued at approx. 40x ARR.
In Japan, the legal AI market is also expanding rapidly due to LegalBrain Agent.

Harvey

- **Established in November 2022**
- **Providing legal-specialized AI agents**
- **Over 3,000 companies introduced, primarily law firms**
- **ARR $400 million** (as of September 2026)
- **Corporate valuation $15.5 billion** (as of September 2026)

LEGORA

- **Established in May 2023**
- **Providing legal-specialized AI agents**
- **Over 2,400 companies introduced, primarily law firms**
- **ARR $200 million** (as of October 2026)
- **Corporate valuation $8.8 billion** (as of October 2026)

*https://www.harvey.ai/blog/harvey-raises-dollar550m-at-a-dollar155b-valuation-to-help-legal-teams-own-their-intelligence
*https://legora.com/blog/series-e

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Competitive Advantages of LegalBrain Agent

Is the entry of global legal AI into Japan a threat to LegalBrain Agent?

No!

01 Customers use LegalBrain Agent concurrently

- Global players target major Japanese law firms that handle cross-border cases
- Major law firms are already using LegalBrain Agent concurrently
- LegalBrain Agent also targets firms other than major law firms

02 Data

- We possess one-and-only legal data in Japan
- Overseas players mainly possess overseas legal data

03 Product & Sales

- User-friendly product through thorough localization
- Possess existing LAWYER and corporate legal affairs users through our own sales organization

04 Service Share

- CloudSign holds a 48% share among the four major E-contracting services
  (Global competitors' share is 30%)
- Hanreihisho holds a 51% share among the four major precedent search services(Global competitors' share is 17%)

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Future Potential of LegalBrain Agent

Could LegalBrain Agent become a business with 100 billion yen or more in net sales?

Yes!

01

Lawyers in Japan: 48,000

- 48,000 lawyers × 500 thousand yen*1 × 12 months
  = **300 billion yen**
- If opposing counsel uses AI, the need for you to use it as well increases

02

Businesses with a Legal Department: 53,000*2

- 53,000 businesses with 100 or more employees that have a legal department × number of legal staff
  Average 4.4 people × 500 thousand yen*1 × 12 months
  = **1.4 trillion yen**
- With legal department labor shortages becoming a business issue, LegalBrain Agent serves as a solution

03

Businesses without a Legal Department: 3.5 million*2

- Even for companies without a legal department, LegalBrain Agent strengthens its legal functions
- Empowering Japanese society as "Japan's Legal Department"

*1 Assumes 500 thousand yen per 1 ID per month
*2 Estimated based on our survey of the number of legal staff by business size in Japan

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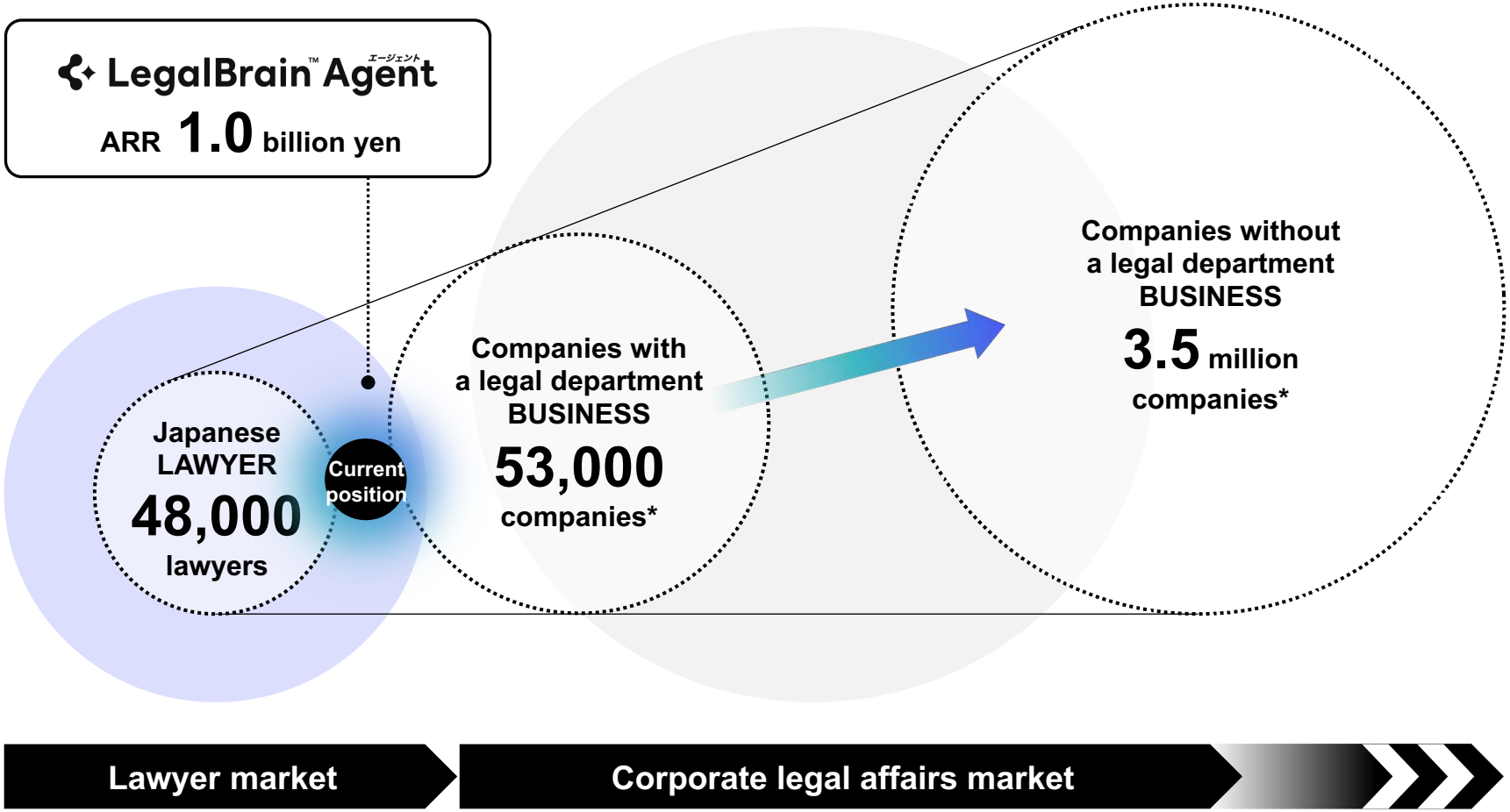
Accelerating Expansion into the High-Potential Corporate Legal Affairs Market

In addition to acquiring targets centered on the lawyer market, we will accelerate our expansion into the higher-potential corporate legal affairs market.



*Estimated based on our survey of the number of legal staff by company size in domestic companies.

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FY3/2027
Q2 Results

FY3/
2027
Q2

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FY3/2027 Q2 Consolidated Financial Results Highlights (April - September)

Net sales increased **27.4% YoY**, **and EBITDA** increased **32.8 % YoY**

All key figures exceeded the planned targets.

Net Sales	**9,888**	million yen	—	YoY	**+27.4** %
EBITDA	**2,039**	million yen	—	YoY	**+32.8** %
Operating Profit	**1,414**	million yen	—	YoY	**+30.5** %
Ordinary Profit	**1,416**	million yen	—	YoY	**+30.5** %
Net Profit	**892**	million yen	—	YoY	**+36.1** %

*EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization +Stock-based compensation expense + Equity gains (losses) of affiliated companies

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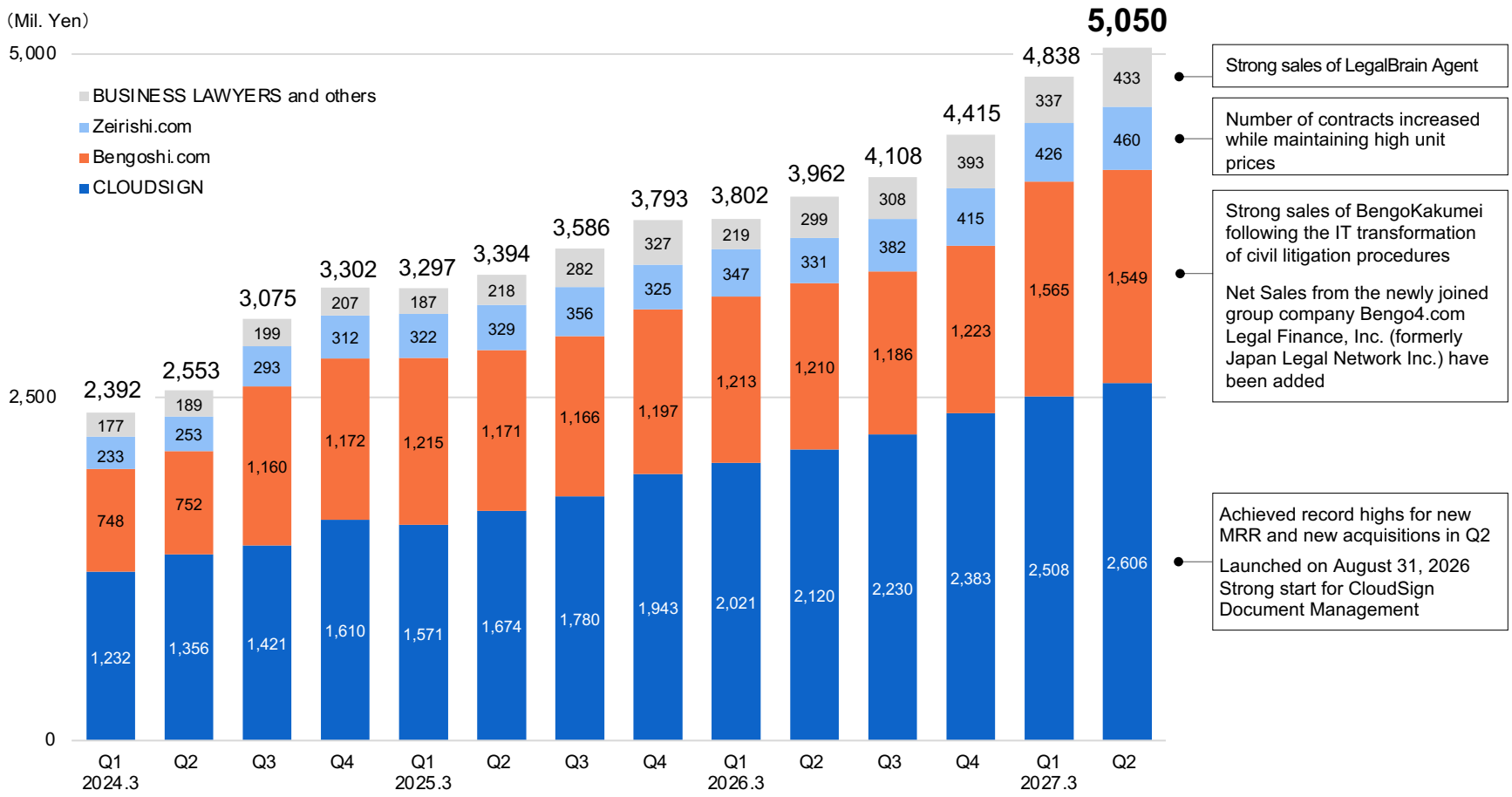
Quarterly trend in Net Sales

Q2 Net Sales achieved high growth of +27.4% YoY

Progress rate of 48.2% against the full-year Net Sales forecast of 20.5 billion yen, exceeding the planned pace



- Strong sales of LegalBrain Agent
- Number of contracts increased while maintaining high unit prices
- Strong sales of BengoKakumei following the IT transformation of civil litigation procedures
- Net Sales from the newly joined group company Bengo4.com Legal Finance, Inc. (formerly Japan Legal Network Inc.) have been added
- Achieved record highs for new MRR and new acquisitions in Q2
- Launched on August 31, 2026 Strong start for CloudSign Document Management

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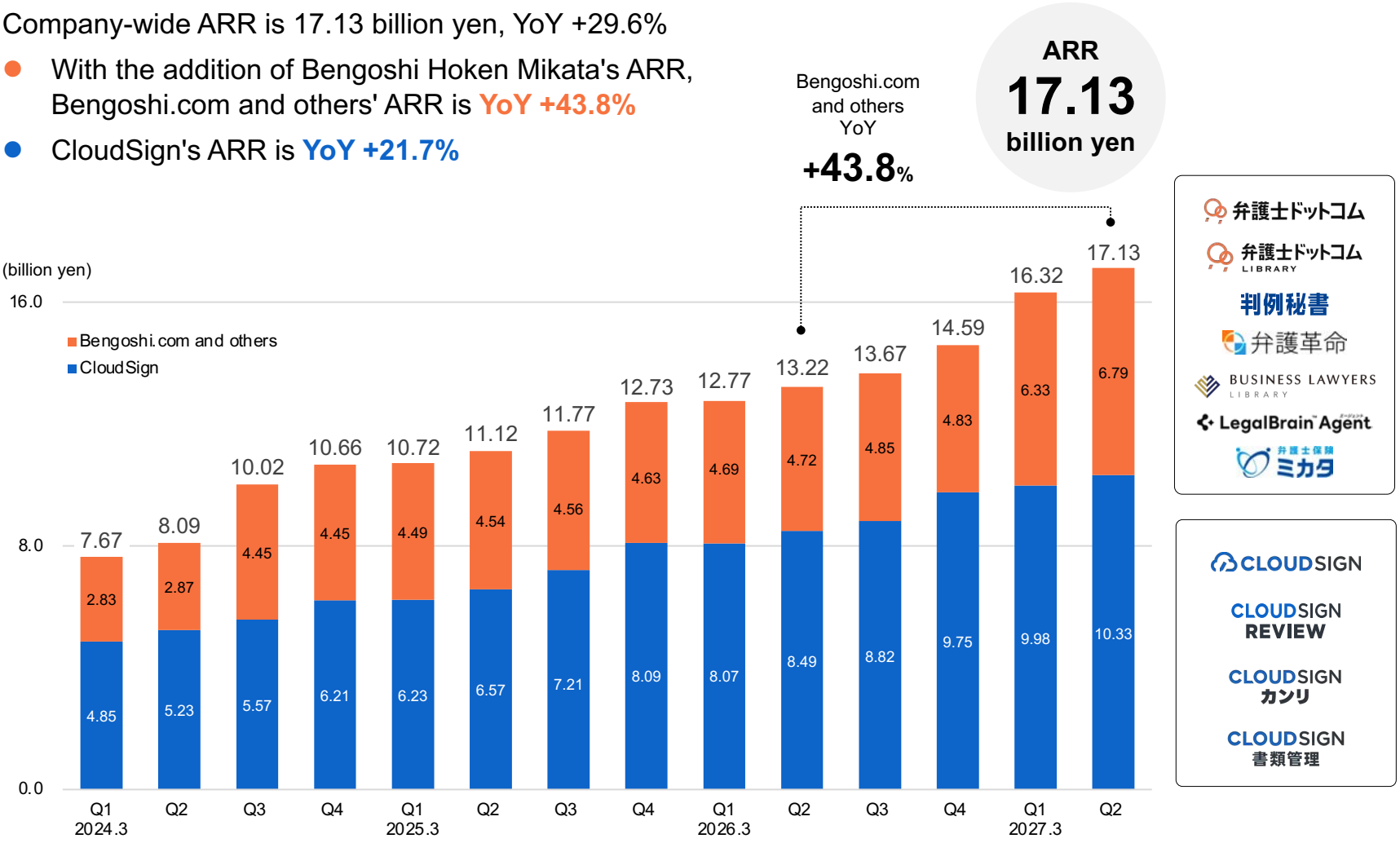
Quarterly trend in ARR

Company-wide ARR is 17.13 billion yen, YoY +29.6%

- With the addition of Bengoshi Hoken Mikata's ARR, Bengoshi.com and others' ARR is **YoY +43.8%**
- CloudSign's ARR is **YoY +21.7%**



* ARR for Bengoshi.com and others is total billing revenue excluding Bengoshi.com Career, Zeirishi.com, Business Lawyers Compliance, and Advertising sales / CloudSign is billing revenue excluding Spot sales
* ARR = Annual Recurring Revenue / Calculated by multiplying Monthly Recurring Revenue at the end of each period by 12

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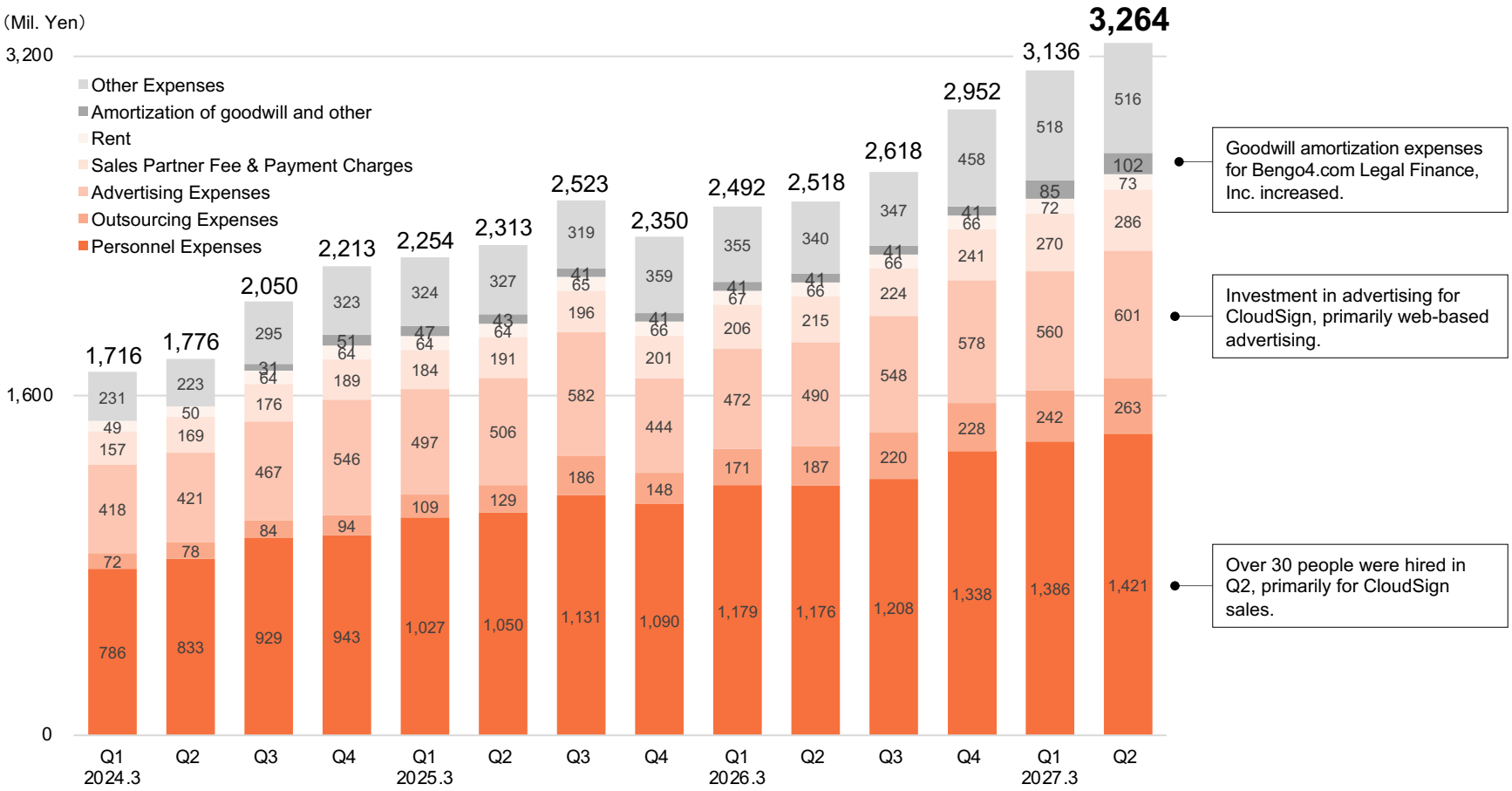
Quarterly trend in SGA

In Q2, expenses increased due to the new consolidation of Bengo4.com Legal Finance, Inc.

For existing businesses, we executed disciplined investments while improving productivity.



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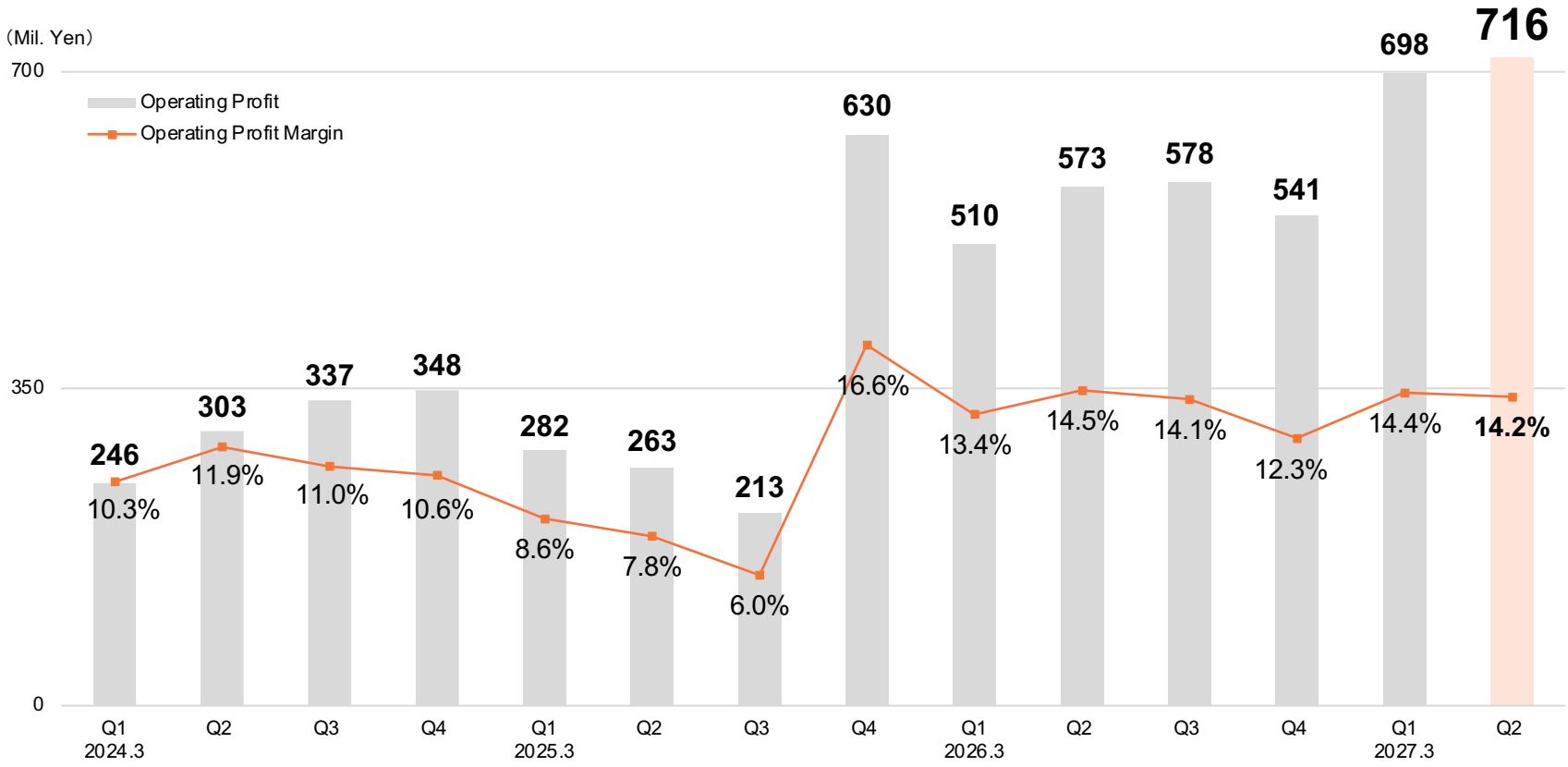
Quarterly trend in Operating Profits

In Q2, we achieved record quarterly operating profit of 716 million yen

Continued to exceed the plan. 47.2% progress against the full-year operating profit forecast of 3.0 billion yen

Balance upfront investment for future growth and productivity improvement.



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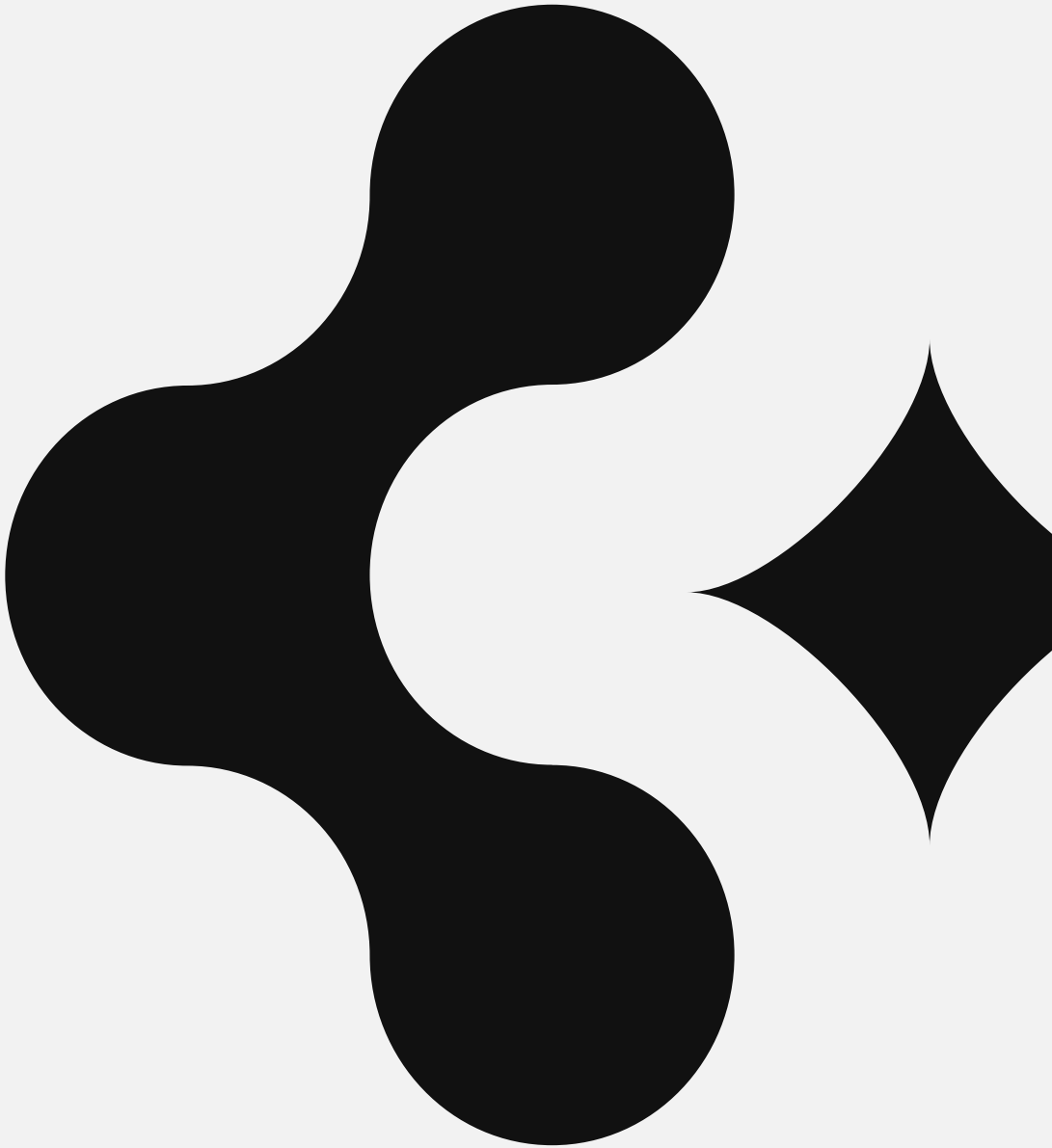
LEGALBRAIN



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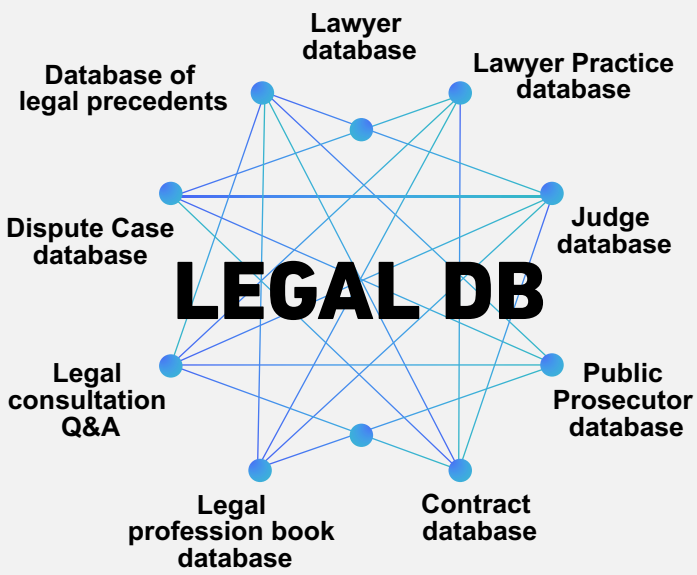
LegalBrain initiative



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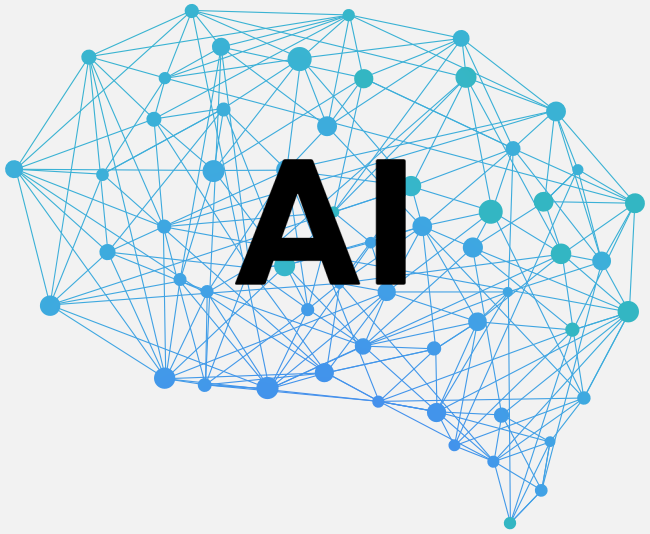

M&A also utilized to acquire legal knowledge

Strengthen development capabilities by hiring engineers, forming alliances, etc.

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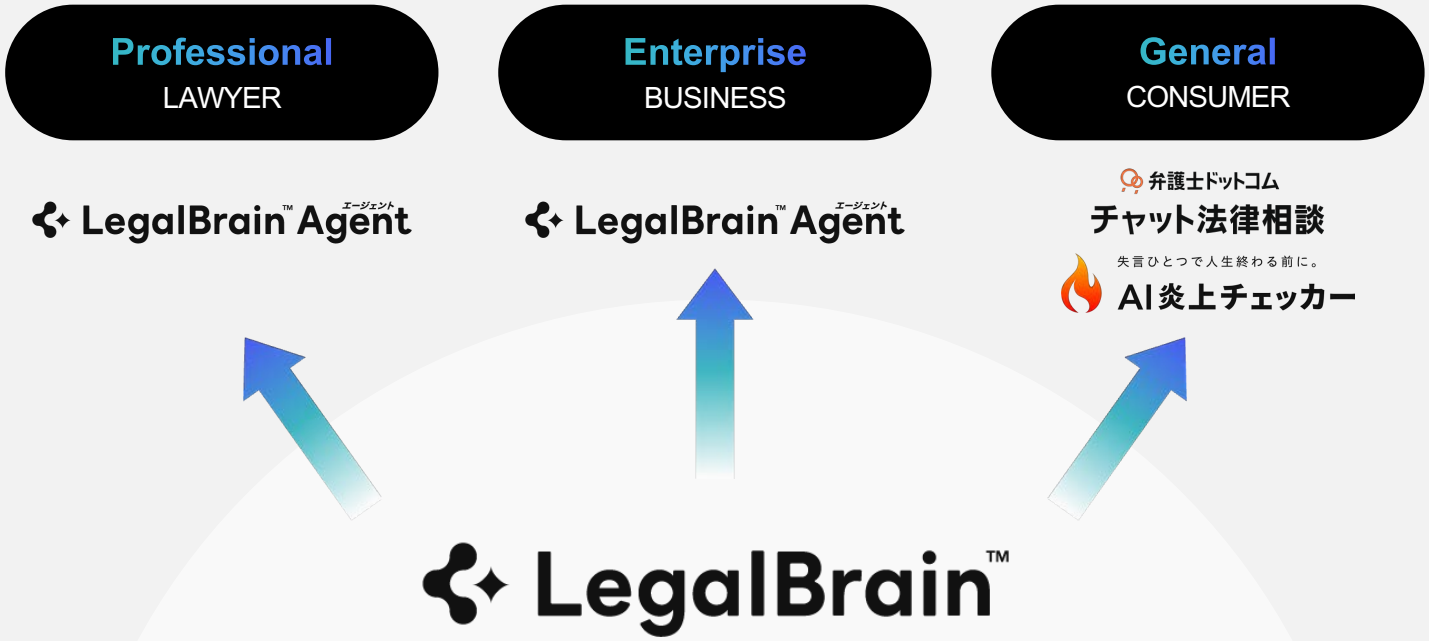
What we hope to accomplish through LegalBrain

LegalBrain™

" Japan's Legal Department "

Empowering Japanese society through legal services



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LegalBrain Agent evolves into Japan's first Unified Legal AI Agent

LegalBrain™

By integrating data from Japanese laws, precedents, guidelines, and specialized legal books, and through iterative dialogue, it becomes possible to advance legal tasks ranging from issue examination to research, analysis, and the drafting of emails and documents.



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LegalBrain Agent Integrates with Claude and Microsoft Copilot

LegalBrain™

Started integration with the widely adopted Claude and Copilot

Enabling users to obtain research results based on Japanese laws, precedents, guidelines, and specialized legal books with citations directly from the Claude and Copilot interfaces



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Nagashima Ohno & Tsunematsu Adopts LegalBrain

Nagashima Ohno & Tsunematsu, a leading law firm in Japan, has adopted LegalBrain Agent across the entire firm, from its lawyers to its paralegals and other staff.

NAGASHIMA
長島・大野・常松 法律事務所

×

LegalBrain™ Agent（エージェント）



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New Guidelines Published on Legal AI and Article 72 of the Attorneys Act

LegalBrain™

On August 21, 2026, the Ministry of Justice published guidelines on Article 72 of the Attorneys Act.

The criteria for determining legality have been clarified, creating an environment in which AI services can be actively deployed.

With the evolution of generative AI, the creation of national-level rules premised on AI utilization is proceeding at a rapid pace

August 1, 2023	The Ministry of Justice published "Regarding the Relationship between the Provision of Contract-Related Business Support Services Using AI, etc., and Article 72 of the Attorneys Act"
January 9, 2026	Keidanren requested a review of the conditions for providing legal tech services utilizing generative AI at the Cabinet Office's Council for Promotion of Regulatory Reform The Ministry of Justice expressed the "necessity to conduct a reorganization in line with current and era needs and to consider necessary measures"
February 26, 2026	The Council for Promotion of Regulatory Reform compiled an interim report and requested the Ministry of Justice to "reach a conclusion in the first half of fiscal 2026, and as soon as a conclusion is reached, take measures"
March 2026	Under State Minister of Justice Hidehiro Mitani(at the time), an internal task force was established to examine the relationship between AI legal tech and the Attorneys Act, as well as the appropriate governance for the utilization of AI legal tech
July 21, 2026	Cabinet decision on the Japan Growth Strategy and Public-Private Investment Roadmap In the "Issues and Policy Package for Promoting Public-Private Investment in 'Vertical AI (Domain-Specific AI)'", the promotion of AI utilization in legal practice is included as a concrete example
August 21, 2026	**The Ministry of Justice published "Regarding the Relationship between the Provision of Legal Business Support Services Using AI, etc., in the Business Field and Article 72 of the Attorneys Act"**

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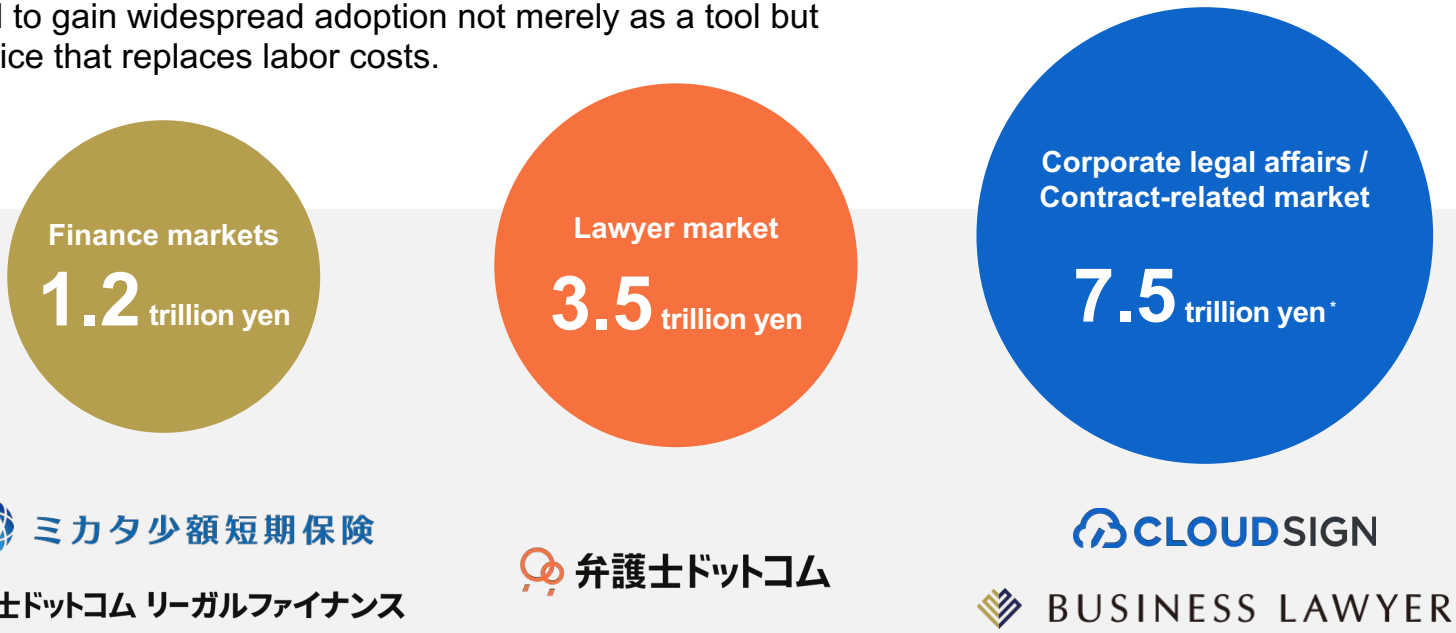
Legal Domain TAM

LegalBrain™

Users of LegalBrain Agent include the lawyer market and contract-related market, as well as the corporate legal affairs market.

Expected to gain widespread adoption not merely as a tool but as a service that replaces labor costs.



12.2 trillion yen **through LegalBrain Potential market for business expansion**

* We estimated the number of legal staff by company size for Japanese companies using our questionnaire. The average annual salary and social insurance premiums were multiplied by the estimated number of legal staff.
Source: Ministry of Internal Affairs and Communications, "2016 Economic Census".

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Business Overview

FY3/2027 Q2

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CLOUDSIGN



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Trend in Net Sales

For Q2, **new MRR and new acquisitions reached record highs**

Net Sales No.1 電子契約サービス市場

Trend in Net Sales



Recurring sales

Growth pace of recurring sales accelerated from the previous fiscal year.

Variable sales

The price increase in April 2026 raised the average contracted transmission unit price per company

which increased total variable sales.

Fixed sales

Achieved record highs for new MRR and new acquisitions in Q2

The launch of CloudSign Document Management in August 2026 is off to a strong start

* ARR = Annual Recurring Revenue. Calculated by multiplying Monthly Recurring Revenue at the end of each period by 12.
* New MRR = Initial monthly recurring revenue generated from new customers (Monthly Recurring Revenue).

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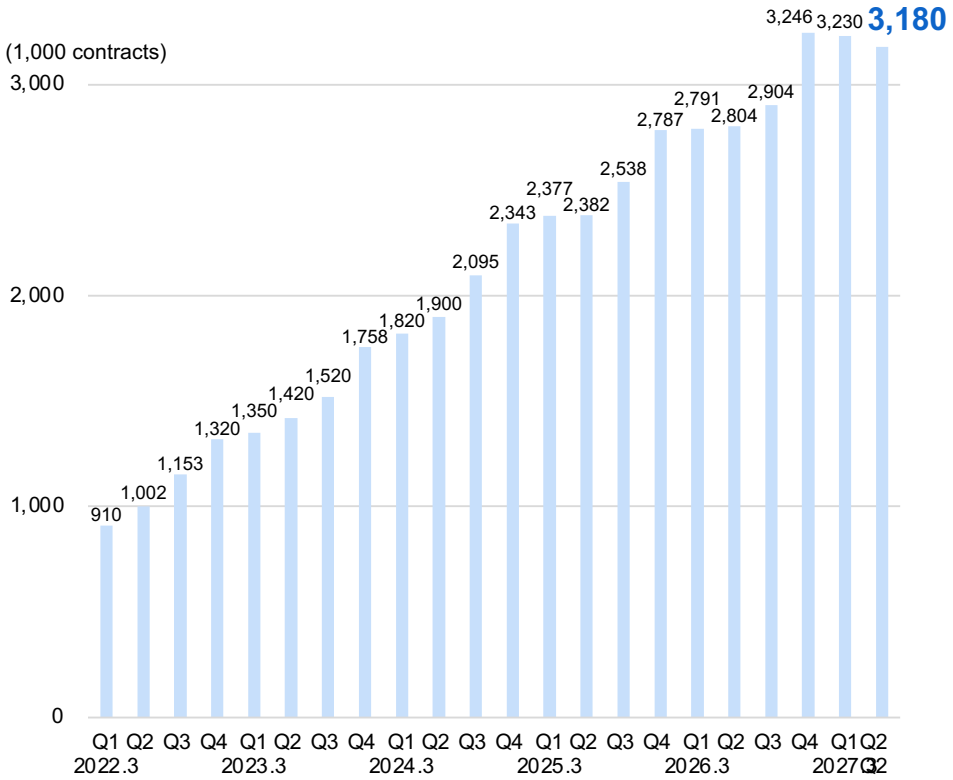
Trend in the number of contracts

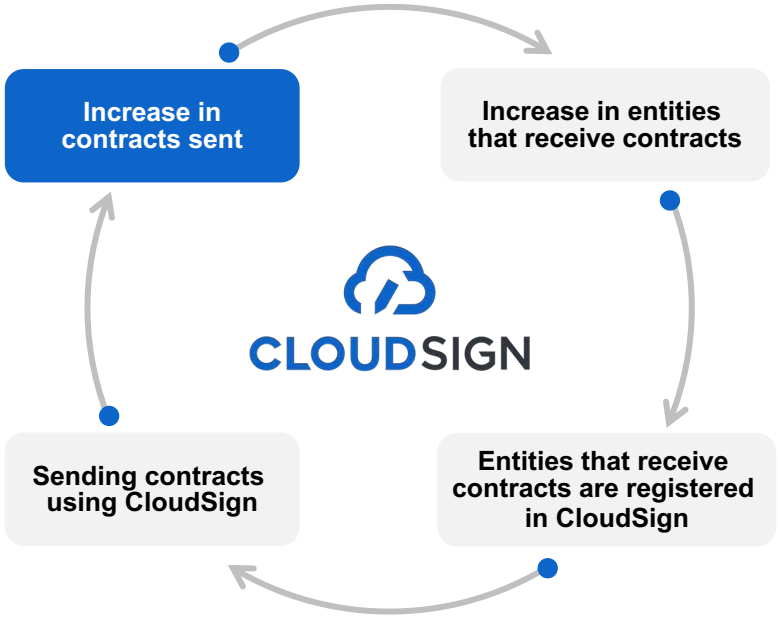
(The number of contracts sent bearing an electronic signature and a timestamp)

The number of contracts sent exceeded 3.18 million in the quarter.

Trend in the Number of Contracts by Quarter



Network effects of electronic contract service



* The number of contracts sent refers to the number of contracts sent bearing an electronic signature and a timestamp in light of requirements for electronic signature under the Act on Electronic Signatures and Certification Business (excludes contracts bearing a timestamp only).

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BENGOSHI.COM

Bengoshi means lawyer



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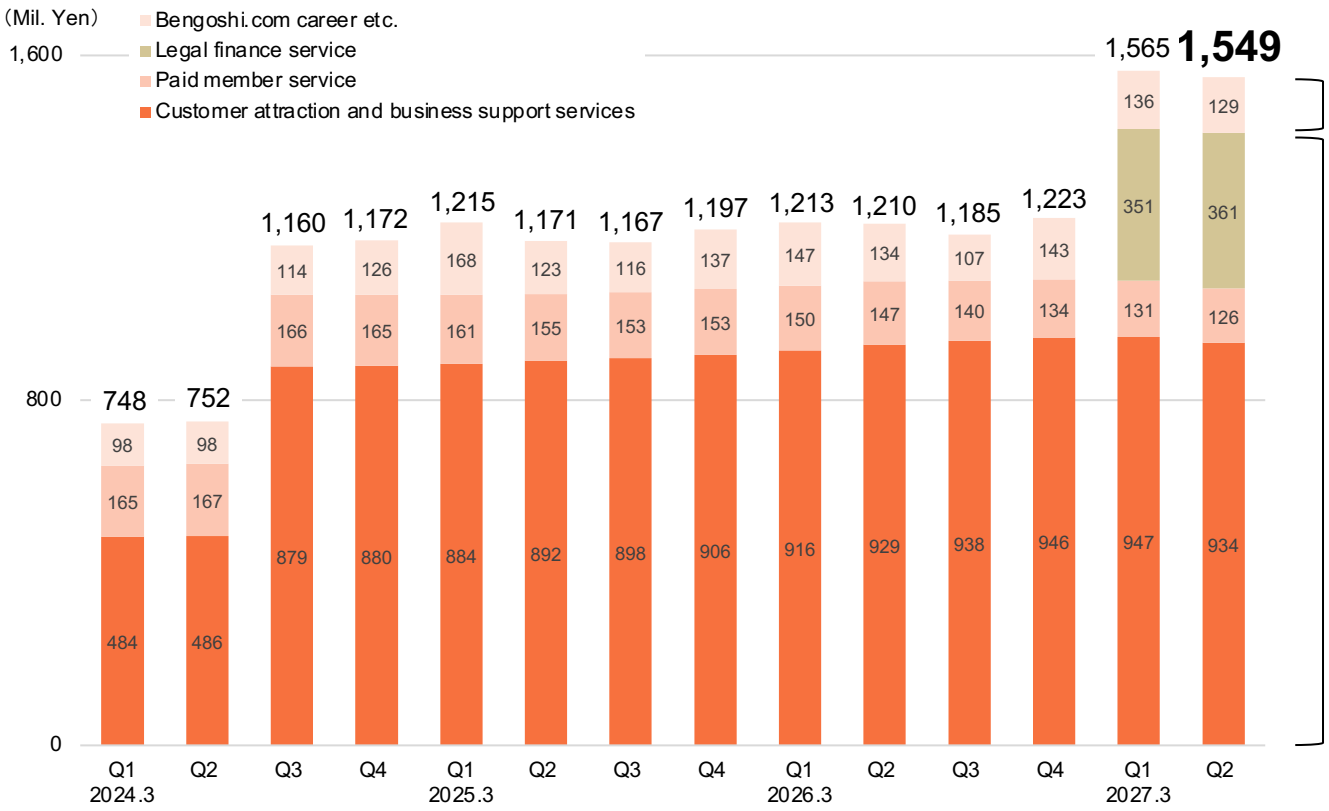
Trend in Net Sales

Sales of BengoKakumei are strong, benefiting from the tailwind of the digitalization of civil court procedures.

Trend in Net Sales



Bengoshi.com career etc.
Career change support service focusing on lawyers and corporate legal affairs.

Revenue increased as a result of the concentration of resources in the legal field. The profit structure improved.

Recurring sales

Legal finance service

Providing insurance services to prepare for troubles before they occur.

Paid member service

The percentage of users paying 500 yen per month increased after the price hike. The unit price is rising.

Customer attraction and business support services

Strong sales of BengoKakumei following the IT transformation of civil litigation procedures

Price revision for customer attraction support services implemented from October 2026.

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Trend in the Number of Registered Lawyers

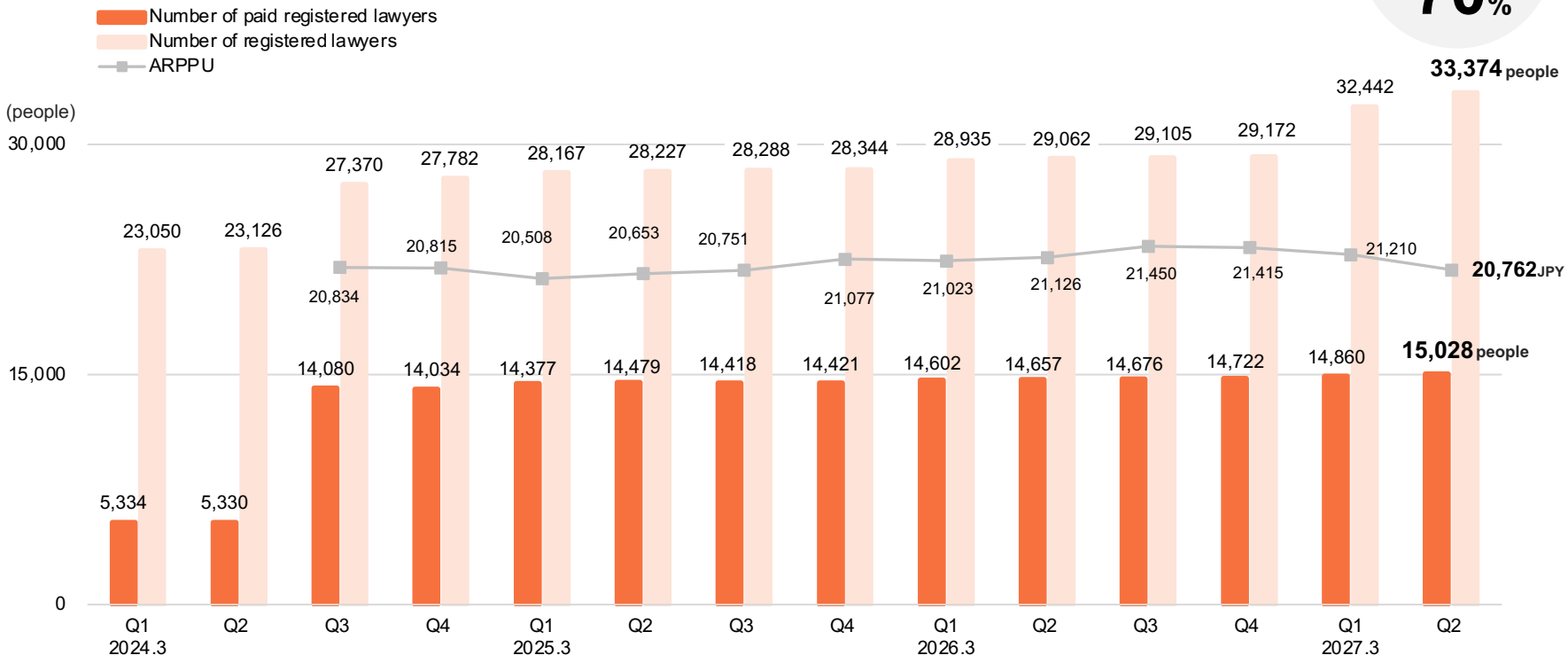
The number of registered lawyers reached 33,374, **accounting for a 70% share of lawyers in Japan.**

Accelerated sales of Hanreihisho and BengoKakumei drove an increase in paid registered lawyers.

Number of lawyers Share of Japanese lawyers *2

70%

Number of Registered Lawyers / ARPPU *1 Trends (at month end)



*1 Sales of customer attraction and business support services excluding spot sales in the last month of each quarter divided by the number of paid registered lawyers.
*2 Share of domestic lawyers is calculated based on the number of lawyers in Japan as of Nov. 1, 2026.
*2 From Q1 of FY3/2027, the number of all lawyers using services of Bengo4.com, Inc. is counted.

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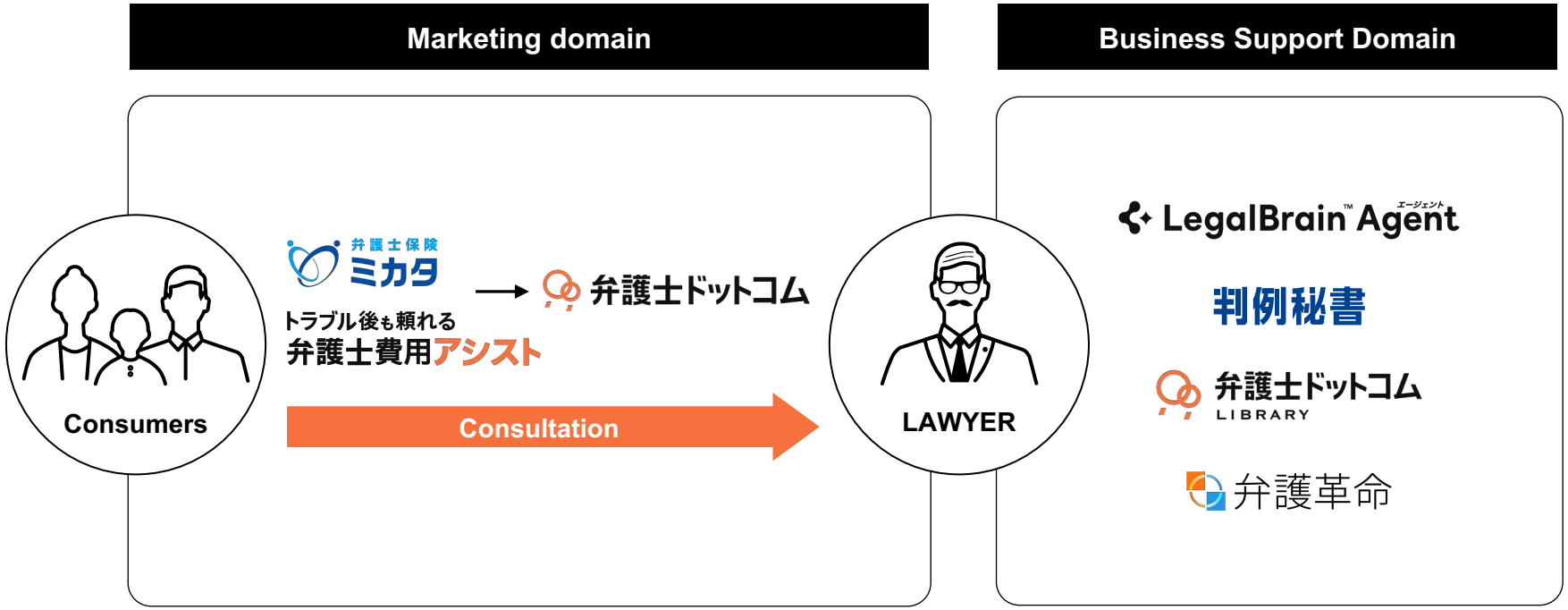
Total support for lawyers from every aspect

Creating synergies by strengthening collaboration between services



Resolving cost-related concerns for consumers through legal finance

Promoting collaboration between products Pursuing optimal UI/UX for lawyers

Net sales of LegalBrain Agent are included in Business Lawyers and others

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ZEIRISHI.COM

Zeirishi means tax accountant



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Zeirishi.com

Approximately **800,000** monthly site visitors, one of Japan's largest tax consultation portal sites

1. Tax Accountant introduction service

- **Registered tax accountants: 7,587**. From among them, experienced tax coordinators introduce the best tax accountant for the client

2. Tax Consultation for Everyone

- A free Q&A service where you can consult with tax accountants about tax matters, **boasting a total number of approximately 160,000 tax consultation cases**

3. Tax Accountant Profile · Tax Accountant Search

- Search for the best tax accountant for yourself from the region, focus areas etc.



The above figures are actual results as of the end of September 2026

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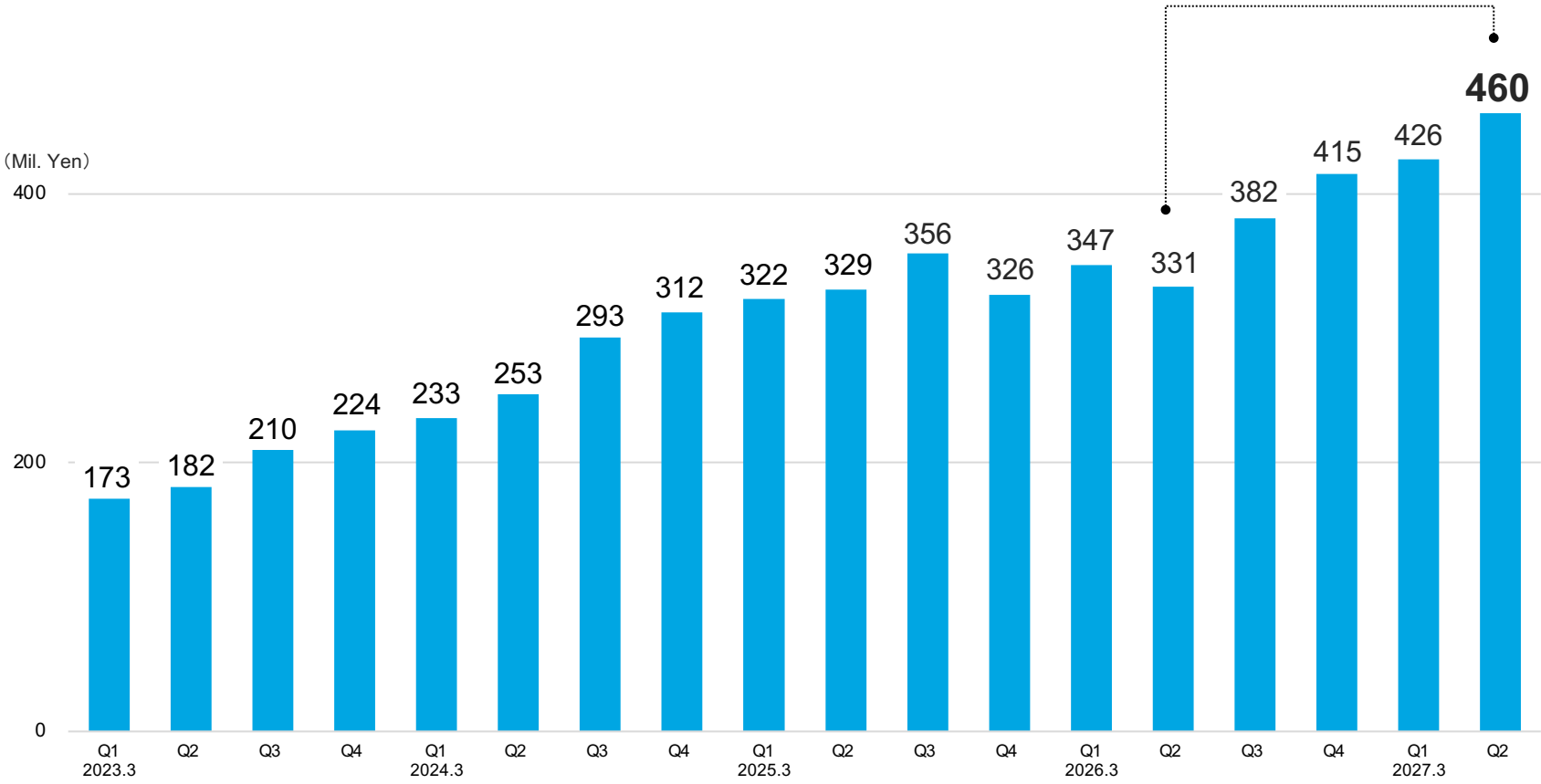
Trend in Net Sales

Net sales **reached record highs,** and the average contract price remained at a high level.

After changes in listing ad operations, operations stabilized and the number of contracts trended upward.

YoY
+39.0 %

Trend in Net Sales



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BUSINESS LAWYERS



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Business Lawyers

BUSINESS LAWYERS

Approx. monthly site visitors **430k**, one of Japan's largest corporate legal portal sites

1. Registered lawyers explain the latest legal amendments and precedents

- Lawyers belonging to Nishimura & Asahi, Mori Hamada & Matsumoto, Nagashima Ohno & Tsunematsu, Anderson Mori & Tomotsune, TMI, etc., who are active at the forefront of corporate legal practice, clearly explain the key points of the latest legal amendments and precedents and timely deliver information on their impact on practice.

2. E-book service “BUSINESS LAWYERS LIBRARY”

- Browse practical books online and streamline your research.

6,300 yen per month~, Over 4,200 books, 45 legal publishers participate

3. Video service “Business Lawyers Compliance”

- Supporting the training challenges faced by companies with online videos.



The above figures are actual results as of the end of September 2026

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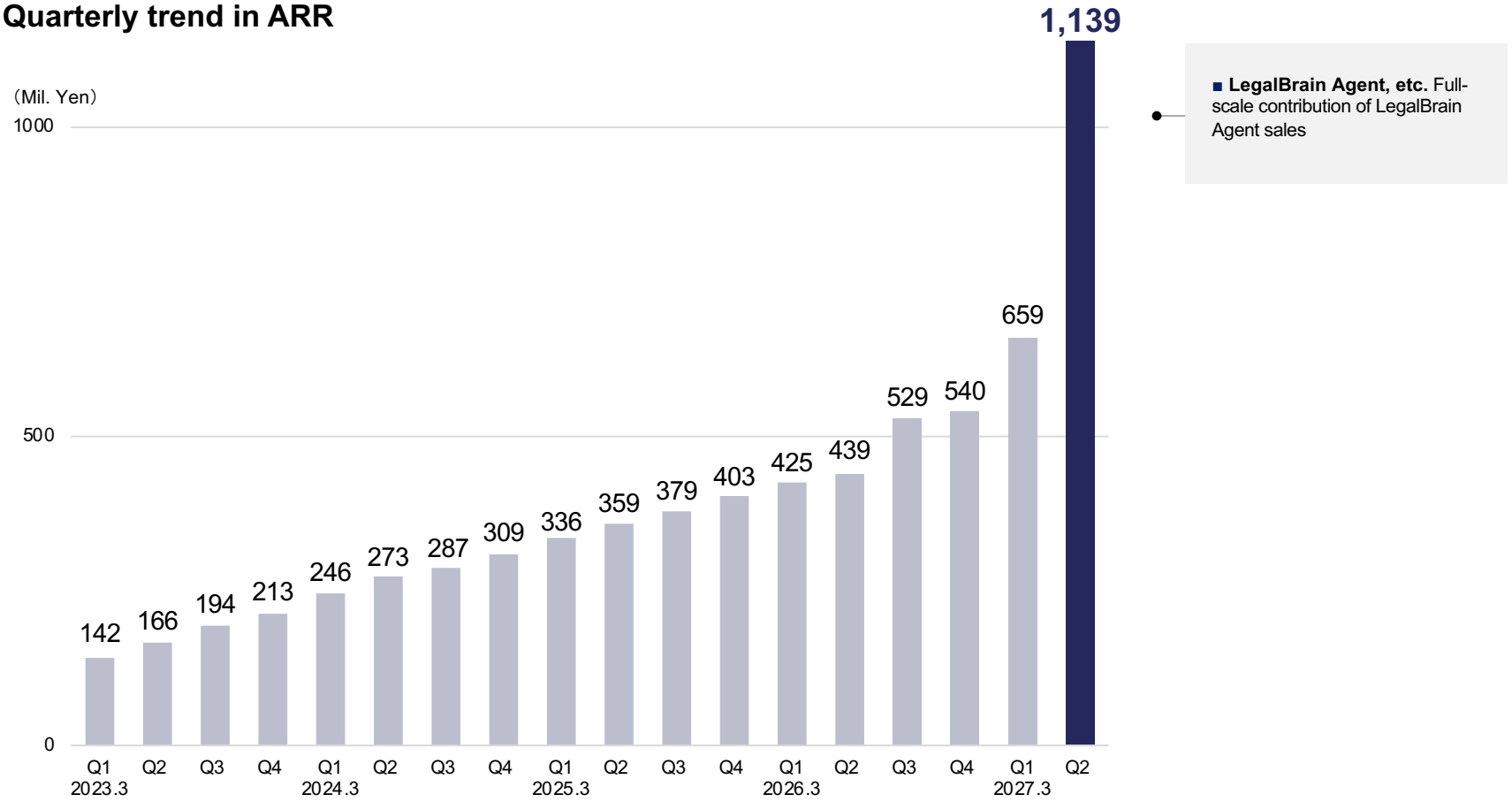
Quarterly trend in ARR

BUSINESS LAWYERS

Significant increase in ARR due to the growth of LegalBrain Agent

Quarterly trend in ARR



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Corporate Topics

FY3/2027 Q2

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Bengo4.com's first user conference Held "Bengo4.com PARADIGM 2026"

In addition to talk programs discussing the future of each business and talk sessions featuring guests active on the front lines of the industry, we set up booths where attendees could experience Bengo4.com products. One of the industry's largest networking events was also held simultaneously.

弁護士ドットコムのユーザーカンファレンス

PARADIGM 2026





■ "Bengo4.com PARADIGM 2026" special website: https://paradigm.bengo4.com/

■ Press release: https://www.bengo4.com/corporate/news/article/nfr5gjj-q/

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Honoring Lawyers Driving Business and Social Change
“BUSINESS LAWYERS AWARD 2026” Held

From a total of 626 entries, Lawyer Naohiro Furukawa (ABEJA, Inc.) from the Advanced Technology category was selected for the Grand Prix. In addition, the best award winners were determined in five categories: Governance Reform, Business and Human Rights, Pro Bono/Social Contribution, Public Policy, and Advanced Technology.

BUSINESS LAWYERS AWARD 2026





■ “BUSINESS LAWYERS AWARD 2026” Official Website: https://www.bengo4.com/award/bl/2026/
■ Press Release: https://www.bengo4.com/corporate/news/article/0p9zx7_dr/

Grand Prix / Advanced Technology Category Best Award
Naohiro Furukawa, Lawyer (ABEJA, Inc. / AI and Law Society

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Appendix

APPENDIX

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Summary for FY3/2027 Q2

*EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization +Stock-based compensation expense + Equity gains (losses) of affiliated companies

(Mil. Yen)

	FY3/2027 Q2 Actual	FY3/2026 Q2 Actual	FY3/2026 Q2 YoY	FY3/2027 Q1 Actual	FY3/2027 Q1 QoQ
Net Sales	**5,050**	3,962	+27.4%	4,838	+4.4%
COGS	**1,069**	870	+22.9%	1,003	+6.6%
Gross Profit	**3,981**	3,092	+28.7%	3,834	+3.8%
SGA expenses	**3,264**	2,518	+29.6%	3,136	+4.1%
EBITDA	**1,037**	810	+28.0%	1,001	+3.7%
Operating Profit	**716**	573	+24.8%	698	+2.6%
Operating Profit Ratio	**14.2%**	14.5%	-0.3pt	14.4%	-0.2pt
Ordinary Profit	**719**	571	+25.8%	697	+3.1%
Net Profit	**453**	334	+35.4%	439	+3.0 %

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Balance sheet

(Mil. Yen)

	FY3/2027 Q2	FY3/2027 Q1	QoQ
Current Assets	**8,079**	7,627	+452
Cash and equivalents	**4,513**	4,193	+320
Fixed Assets	**8,912**	8,946	-34
Total Assets	**16,991**	16,573	+417
Current Liabilities	**4,280**	4,029	+250
Fixed Liabilities	**4,669**	4,928	-259
Net Assets	**8,042**	7,615	+427
Capital-to-Asset Ratio	**45.5%**	44.2%	+1.3pt

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Corporate Profile

Name	Bengo4.com, Inc.
Place	4-1-4 Roppongi, Minato-ku, Tokyo
Date of establishment	4th Jul., 2005
Representative Director	Motoe Taichiro Motoe
Employees	Consolidated: 758, Non-consolidated: 679 (As of September 30, 2026)
Group companies	LIC CO., Ltd Bengo4.com Legal Finance, Inc. Mikata Small Amount and Short Term Insurance Co., Ltd.

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VISION・MISSION

VISION

Drive a paradigm shift for the better world.

MISSION

Be the Professional-Tech Company.

Do what only professionals can do.
Contribute to society using professional knowledge and technologies.

弁護士ドットコム　税理士ドットコム　BUSINESS LAWYERS　CLOUDSIGN　LegalBrain

判例秘書　弁護革命　弁護士保険ミカタ　トラブル後も頼れる弁護士費用アシスト

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Board Members

Representative Director, President and CEO **Taichiro Motoe**

Joined Anderson Mori & Tomotsune Foreign Law Joint Enterprise and subsequently founded Authense Law Office.

Jul. 2005 Established Bengo4.com, Inc., President and CEO/ Jun. 2017 Takes office as Chairman and Co-representative Director / Sep. 2020 Becomes Parliamentary Vice-Minister of Finance and resigns as Chairman/Dec. 2021 Resigns as a Parliamentary Vice-Minister of Finance and becomes Chairman / Jun. 2022 reappointed as a President and Representative Director.

Director CFO **Masaoki Sawada**

Joined SBI Securities Co., Ltd. Engaged in corporate sales, targeting listed and unlisted companies.
Joined Paraca Inc. in 2013. Worked for Paraca to be listed on the First Section of the Tokyo Stock Exchange.

Joined our company in 2014 / Jun. 2022 Inaugurated as a director

Outside Director **Fumihiko Ishimaru**

Representative Director of Accord Ventures, Inc.

Former executive officer of Digital Garage, Inc. and director and COO of DG Ventures, Inc.
Has strong track records of investments

Aug. 2012 Inaugurated as an outside director

Outside Director **Atsuhiro Murakami**

Representative Director, President of Kakaku.com, Inc.

Founded and developed “Tabelog”, the most popular gourmet word-of-mouth website in Japan.
Joined the company as an advisor in 2013

Aug. 2014 Inaugurated as an outside director

Outside Director **Katsuya Uenoyama**

Representative Director of PKSHA Technology Inc.

Worked for a major foreign-affiliated consulting firm, obtained a Ph.D. (in machine learning) at Matsuo Laboratory, 2012 Founded PKSHA Technology Inc.

Jun. 2021 Appointed outside director

Outside Director **Noriko Shiono**

Outside Director of Kirin Holdings Company, Limited and Outside Director, JAPAN POST HOLDINGS Co., Ltd.

Former Marketing and Sales Vice President of The Walt Disney Company (Japan) Ltd.,
former President and Representative Director of SSP CO., LTD., former President and Representative Director of Konami Sports Co., Ltd. held successive positions

Becomes an Outside Director of Bengo4.com in Jun. 2024.

Outside Director **Rie Nakamura**

Director of M3, Inc.

Former Representative Director and President of Demae-can Co., Ltd. and Representative Director and President of M3 Solutions, Inc.

Becomes an Outside Director of Bengo4.com in Jun. 2026.

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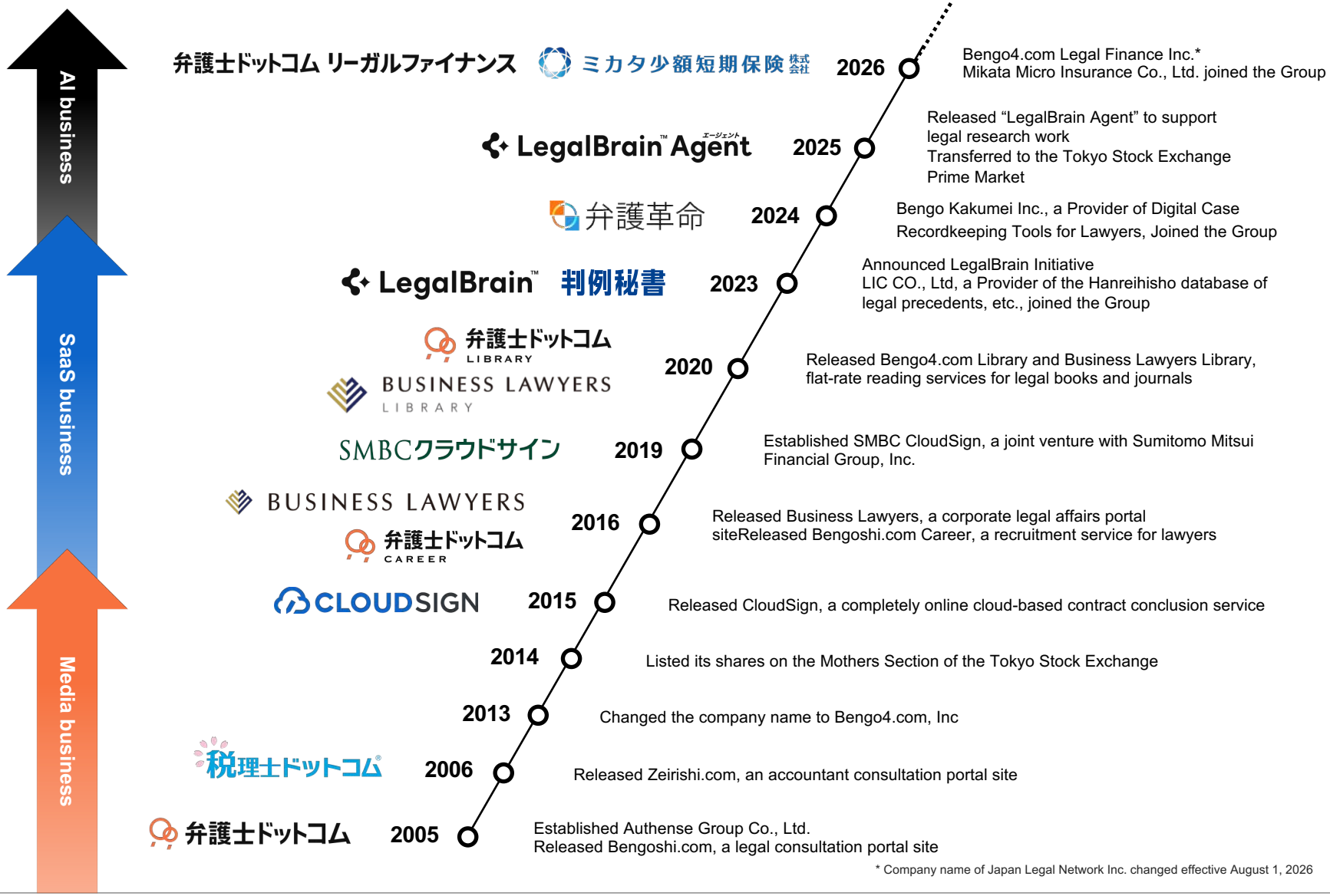
Corporate History



* Company name of Japan Legal Network Inc. changed effective August 1, 2026

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BENGOSHI.COM

Bengoshi means lawyer



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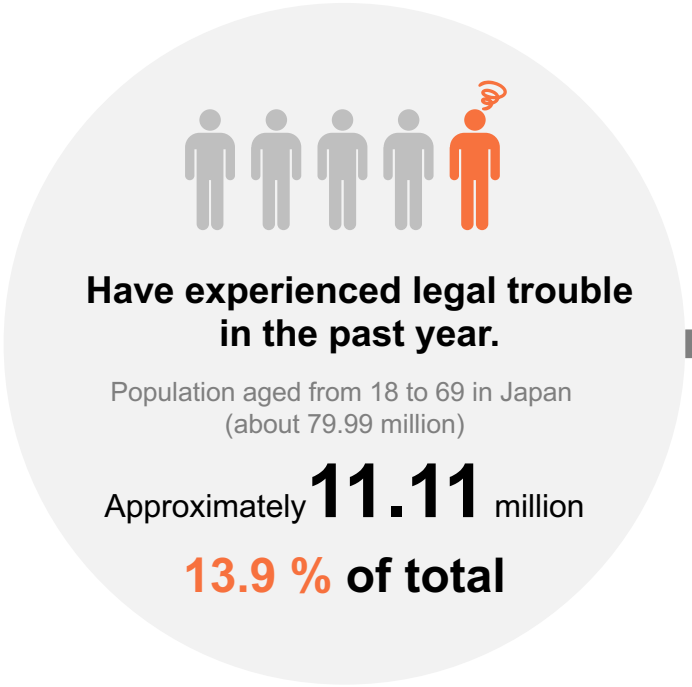
Social background of legal consulting services in Japan

Approximately **11.11 million people (13.9%) have experienced some form of legal trouble in a year**

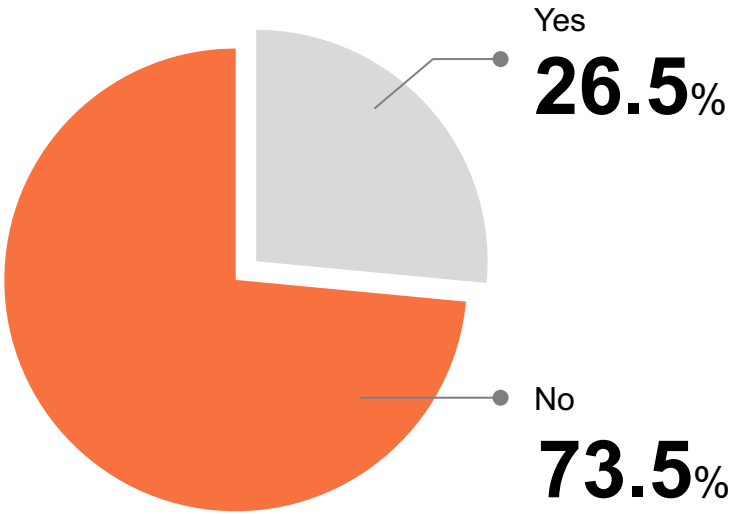
The percentage of people who actually consult a lawyer is **26.5%**

Reasons for not consulting include "concerns over costs" **34.7%**, and "it is not a serious enough matter to request help" **40.1%**

who had legal disputes in the past year



Sought Lawyer's help?



Based on the research conducted by Macromill, Inc in Jan. 2026 (Target: Individuals from 18 to 69 years old, respondents of 10,000 individuals)

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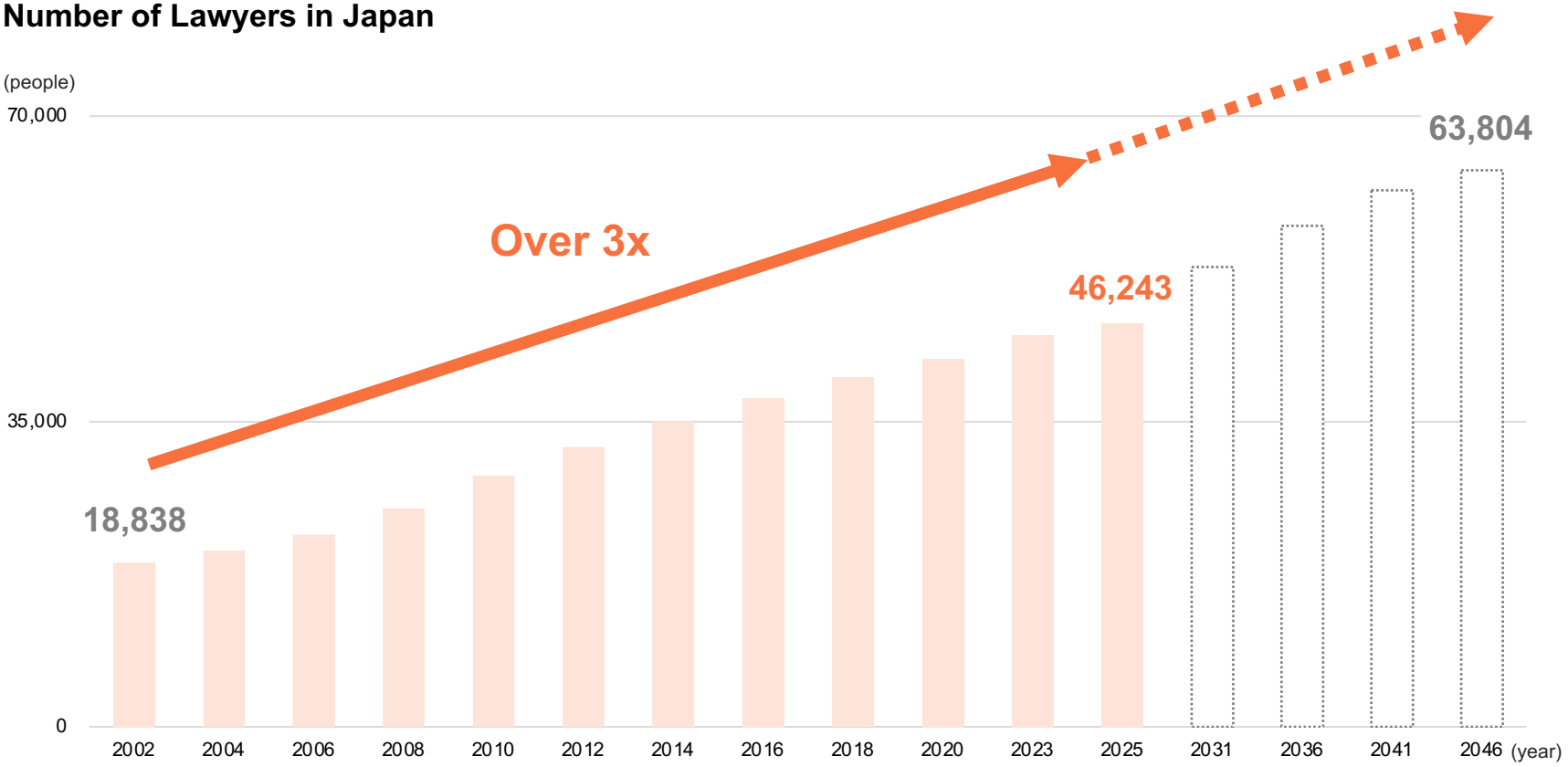
Background of lawyer's business in Japan

Due to judicial system reforms since 2000, including lifting of ban on advertisements, liberalization of fees, and implementation of the first new bar examination,
The lawyer industry is undergoing major changes.

Number of Lawyers in Japan



Source: Excerpted from the forecast of the future lawyer population (if the number of bar examination passers is maintained at 1,500) in the 2025 edition of the White Paper on Lawyers, published by the Japan Federation of Bar Associations.

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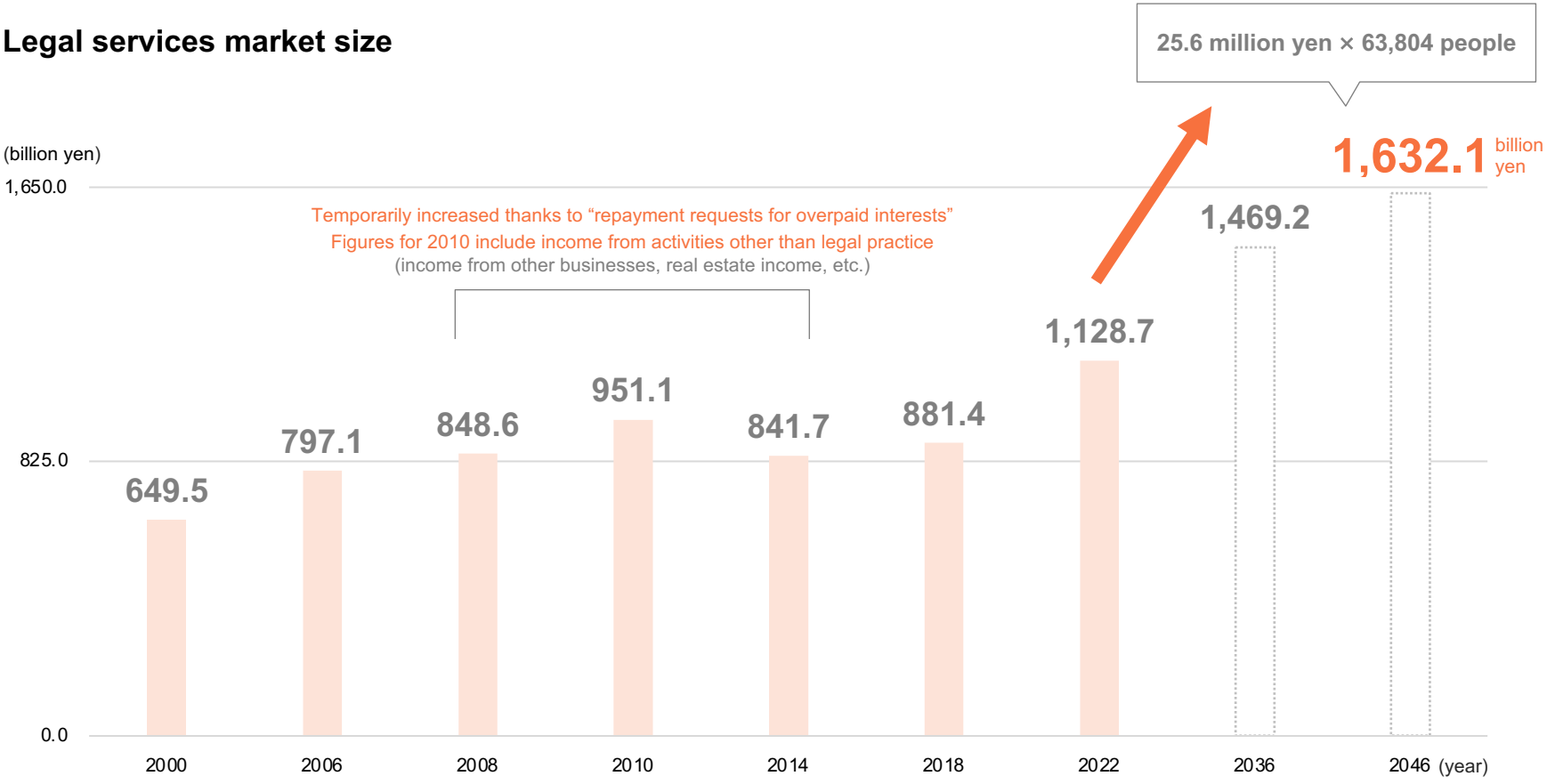
Market Environment of the Legal Services Industry in Japan

The legal services industry has been growing since 2000 due to progress in the development of new customers, as marketing needs for lawyers grow together with the increase in the actual number of lawyers.

Legal services market size



Source：Estimated based on the 2018 and 2024 edition of the White Paper on Lawyers, published by the Japan Federation of Bar Associations

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Value proposition of Bengoshi.com

A web-based platform for consumers and lawyers, to realize “familiar legal service”.

Provides information and services about free legal consulting and detailed information about lawyers for consumers.



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Why Bengoshi.com?

Approximately 6.18 million monthly site visitors, one of Japan's largest free legal consultation portals

1. Free internet legal consultation answered by lawyers

- An overwhelming database with a **total number of approximately 1.5 million** legal consultation cases

2. Extensive lawyer database

- Number of registered lawyers: **30,176**, with **more than half of the approximately 48,000 lawyers in Japan** registered
- Consumers can search lawyers based on their needs
- Lawyers utilize it as a promotion medium to acquire new customers

3. News media that also reaches light users

- “Bengoshi.com News” is a media outlet centered on lawyers’ explanations of current affairs
- Approximately 4.81 million monthly visitors due to our unique positioning of Legal × News



The above figures are actual results as of the end of September 2026

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Services of Bengoshi.com provides

弁護士ドットコム

Provides each kind of contents according to seriousness of issues users have.

Targets	Contents provided	Benefit for users
Consumers who have urgent matters and are willing to seek help to lawyers	**List of lawyers** **Lawyers search**	Profound profile data of lawyers and detailed search options thanks to which, users can search for **the most appropriate lawyer for free**
Consumers who have legal disputes and want to collect information about them	**Legal consulting for everyone**	Users can seek advice on the consulting board to lawyers for free Not only that, **users can read all counselling questions by other users and answers by lawyers as well.**
Consumers who don't have any legal disputes	**Bengoshi.com news**	Users can obtain legal knowledge and **protect themselves by the knowledge from any disputes which may occur in future**

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Overview of “marketing support service for lawyers”



弁護士ドットコム

A marketing support service for lawyers, which helps them acquire clients

- The number of visitors to the site has exceeded 6 million.
- Acquiring potential clients efficiently based on the focus area of each lawyer

Price	**20,000 yen or more per month** (4 plans in total)

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Overview of “research support service for lawyers”



弁護士ドットコム LIBRARY

Making lawyer legal research more comfortable

- Monthly subscription service for law books
- "Book browsing" "research service" functions can be used while working from home

Price	9,000yen per month
Number of books	Over 4,600 books
Participating publishers	47 legal publishers

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Overview of “research support service for lawyers”

弁護士ドットコム



判例秘書

Precedents database with by far the largest share in the industry

- The usage rate of the precedents search service by lawyers is 95%.
- Hanreihisho in particular is used by all judges and prosecutors, and is the dominant service among the three elements of the judicial community

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Overview of Services for Lawyers (Business Support)

弁護士ドットコム



弁護革命

Digital document organization tool developed by lawyers for lawyers

- It supports transition of lawyers' practice style to one that makes efficient use of digitalized documents.
- Empowering Lawyers with the Power of Digital x AI
- It supports the core business operations of lawyers such as case analysis and document creation.

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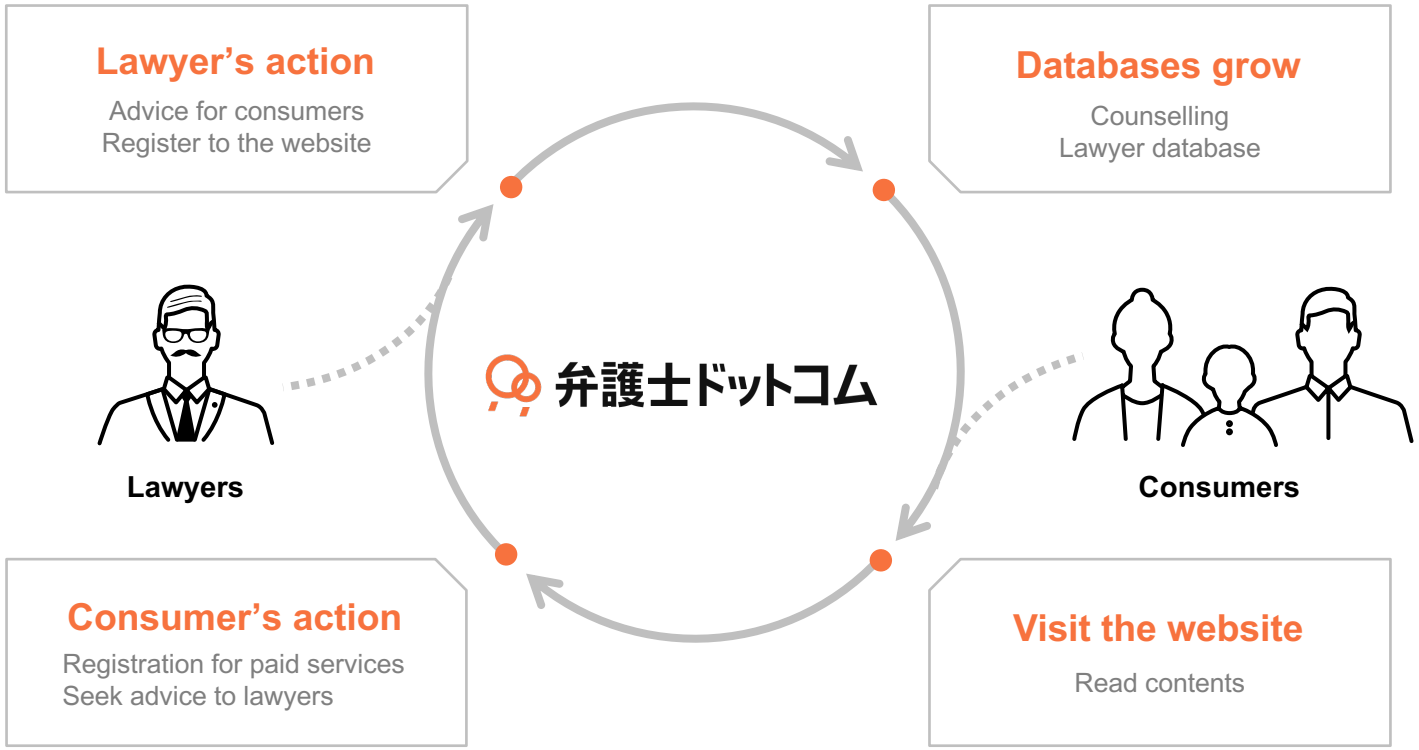
Growth Cycle of — Bengoshi.com

Increased DB draws more visitors,

Due to user-generated content, consultation posts and lawyer responses **automatically increase daily**

A growth cycle where the expanded DB attracts more visitors, and the DB of registered lawyers also expands to meet the inquiries from the increased number of visitors



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CLOUDSIGN



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Overview of CloudSign

CLOUDSIGN

Cloud-based e-contracting service from contract conclusion to contract management.

Upload a completed contract that has been negotiated and approved by the other party, and the contract is concluded. The recipient of the document does not need to be registered with CloudSign.



弁護士ドットコム

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Usage Image

Sender



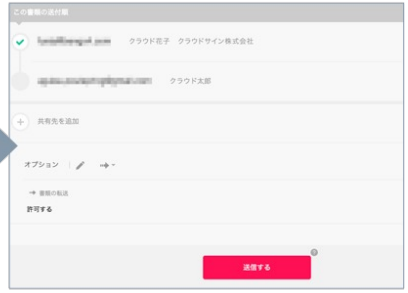
1 Upload PDF documents



2 Enter Destination



3 Document preparation



4 Send

Receiver

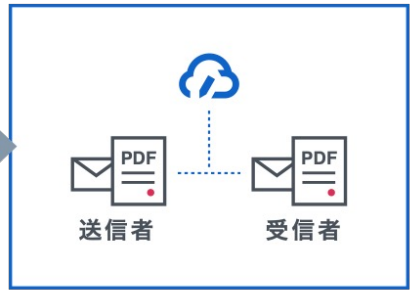


1 Receive by mail



2 Contract confirmation and agreement

Sender・Receiver



Final step after conclusion of agreement

The signed documents will be automatically e-mailed to the sender and receiver.
(It is automatically stored on the CloudSign.)

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Documents used for CloudSign (examples)

CLOUDSIGN

Human Resources

Employment contract
Working conditions notice
Offer of employment
Employment agreement

Sales

Sales Contract
Land purchase agreement
Building Sales Contract
Real estate sales contract

Leases

Building Lease Agreement
Land Lease Agreement
Parking Lot Rental Agreement
Building Use Lease Agreement

Sales and Purchasing

Basic Transaction Agreement
Service Application Form
Order Forms
Purchase Orders
Invoices
Receipts

Loans and borrowings

Loan Agreement
Written acknowledgment of debt
Debt acknowledgment and repayment agreement
Assignment of receivables agreement

Outsourcing and Contracting

Outsourcing Agreement
Construction Contracts
Agency Contract
Merchandise Sales Consignment Agreement
Supply Contract

Others

Nondisclosure agreement　Stock Transfer Agreement　Personal Information Handling Agreement
Contract Modification Agreement　Contract Termination Notification　Estate Division Agreement
Cause of death gift agreement　Copyright Transfer Agreement　Merger agreement
Minutes of board of directors meetings

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Benefits of CloudSign



Speed up process

With CloudSign, contract signing process will be shorten by 1-2 weeks, which boosts up upside of your business.



Reduce cost

Shipping cost, paper cost,printer ink cost, and stamp tax will no longer pressure your business.
Also human resource cost can be reduced who involves around contract signing process.



Strengthening of compliance

No more losing/missing paper or altering of contract.
By managing contract via CloudSign, transparency of business will be improved.

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Price of CloudSign

Free	Light	Corporate	Enterprise
Fixed fee：0 JPY/Month Pay- per-use：0 JPY/Sending	Fixed fee：11,000 JPY/Month Pay- per-use：220 JPY/Sending	Fixed fee：28,000 JPY/Month Pay- per-use：220 JPY/Sending	Fixed fee：To be inquired Pay- per-use：220 JPY/Sending
Plan contents Number of users : 1 user Number of contracts : 2	**Plan contents** Number of users : Unlimited Number of contracts : Unlimited	**Plan contents** Number of users : Unlimited Number of contracts : Unlimited	**Plan contents** Number of users : Unlimited Number of contracts : Unlimited
Features ・Sending, storage and search of contracts ・Two-factor authentication	**Features** ・Functions featured by the Free plan ・Collective creation and sending of documents ・Provision of document templates ・Alerts ・Conclusion of contracts in English and/or Chinese. ・AI contract management	**Features** ・Functions featured by the Light plan ・Creation of audit logs ・Paper document importing ・Web API function ・Recipient Authentication ・Provision of support by telephone	**Features** ・Functions featured by the Corporate plan ・Restriction of contract approvers ・Restriction of internal users ・IP address-based restriction of accesses ・Provision of the Single Sign On functionality ・Multi-department management ・Smart Cabinet ・Provision of support by telephone

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CloudSign introduction in different industries

CLOUDSIGN

Banks, securities, insurance and other financials

SMBC
東京海上日動
NOMURA
SBI Holdings
りそな銀行
三菱UFJモルガン・スタンレー証券
MIZUHO みずほ証券
明治安田生命
農林中央金庫
住友生命
三菱HCキャピタル
東海東京証券
ORIX
CREDIT SAISON

IT services, information, telecommunications, human resources and media

SoftBank
KDDI
フジテレビ
NTT DATA
docomo Business
NTT東日本
パーソル キャリア
en
VISIONAL

Construction / Real estate

100年をつくる会社 in 鹿島
三菱地所
—信用と創造— 住友不動産
野村不動産
大東建託
Daiwa House
すまいとくらしの未来へ 三井不動産レジデンシャル
東京建物
東急不動産
odakyu 小田急不動産

Transportation equipment, food, chemical, pharmaceutical, and other manufacturing

TOYOTA
Marubeni
BRIDGESTONE Solutions for your journey
住友金属鉱山
AISIN
TOYOTA 株式会社 豊田自動織機
RICOH imagine. change.
Nestlé
SUNTORY
今日を愛する。 LION
Calbee
Otsuka 大塚ホールディングス

Transport / Logistics

JR東日本
JR九州
odakyu
LOGISTEED
東京メトロ
SAGAWA
Nishitetsu

Local governments and other

Tokyo
茨城県
Nagano
関西電力 power with heart
関西大学 KANSAI UNIVERSITY
神戸市 Kobe City

* Companies that have introduced CloudSign include OEM products such as SMBC CloudSign.
* Logos and names of companies that have granted individual permission are listed.

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Why CloudSign?

1. Cloud contracting service offered by Bengoshi.com

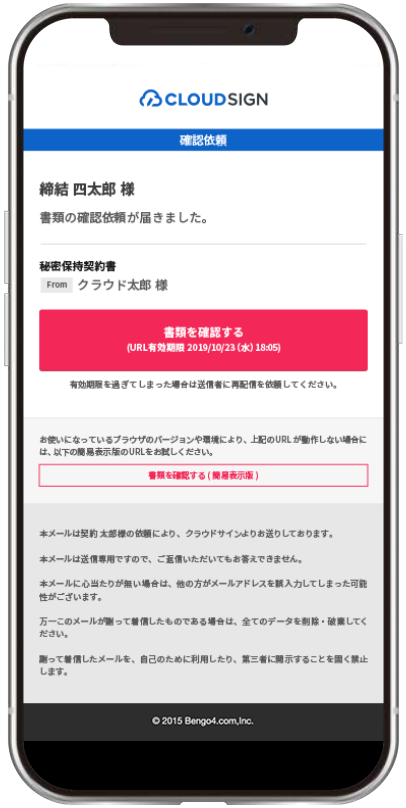
- Our Company, which has a deep understanding and knowledge of Japanese law, provides legally reliable products under the supervision of a lawyer.

2. Product development in line with Japanese business practices

- In order to expand electronic contract services that were not familiar in Japan, we developed a user interface that is easy to understand even for first-time users.
- The best and fastest product development in line with Japanese business practices, while referring to the opinions of many user companies.

3. Industry-standard cloud contracting service

- Proliferation as a standard service in the industry based on the advantages of a first-mover and the network effect of a cloud contracting service.



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CloudSign services

CLOUDSIGN

Conclusion of a contract → Automatic conversion to data





CloudSign Kanri

It facilitates contract management operations with AI, which automatically identifies the counterparty to the contract, the amount of the contract, and other items based on PDF data of the contract document stored in CloudSign and converts them to data.

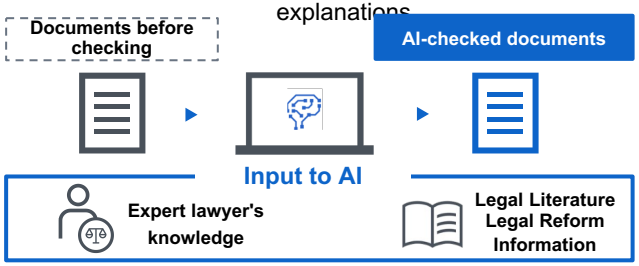
CloudSign scan

It handles the process from scanning contract documents to storing documents and entering document information into CloudSign.

CLOUDSIGN

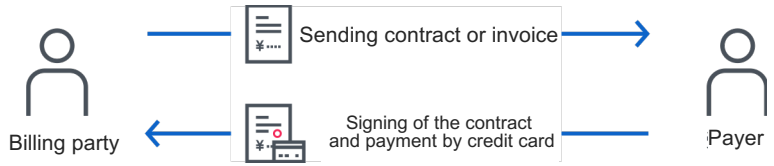
CloudSign review

Lawyer-developed instantly determines risk points for each article and displays examples of changed articles and explanations.



CloudSign payment

Payment by credit card is made at the same time as the signing of the contract.



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BUSINESS LAWYERS



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Business Lawyers Library fee structure

BUSINESS LAWYERS

Business Lawyers Library, an all-you-can-read book service for corporate legal affairs.

Light plan

Enables an individual to conduct minimum research about legal affairs

6,930yen

(tax included) per month

One account (annual subscription)

Invoice Payments (lump sum)

- AI Assistant
- Attending seminars:
  3,300 yen per seminar

Standard plan

A standard plan that includes education and information for legal teams

33,000yen

(tax included) per month

Five accounts maximum (annual subscription)

Invoice Payments (lump sum)

- AI Assistant
- Free Seminar Attendance
- Seminar archives can be viewed
- Explanations about types of contract can be viewed
- Various video content can be viewed
- Compliance training
  ※(Note) Part of the plan can be viewed as a bonus.

Enterprise plan

Includes compliance training for legal departments

Negotiable

The number of accounts is negotiable (annual subscription).

Invoice Payments (lump sum)

- AI Assistant
- Free Seminar Attendance
- Seminar archives can be viewed
- Explanations about types of contract can be viewed
- Various video content can be viewed
- Compliance training
  ※(Note) Need to be discussed

* If a customer wishes to add additional accounts, such as 6 or more accounts in the Standard Plan, a separate charge of 6,600 yen (tax included) per account per month will be incurred.

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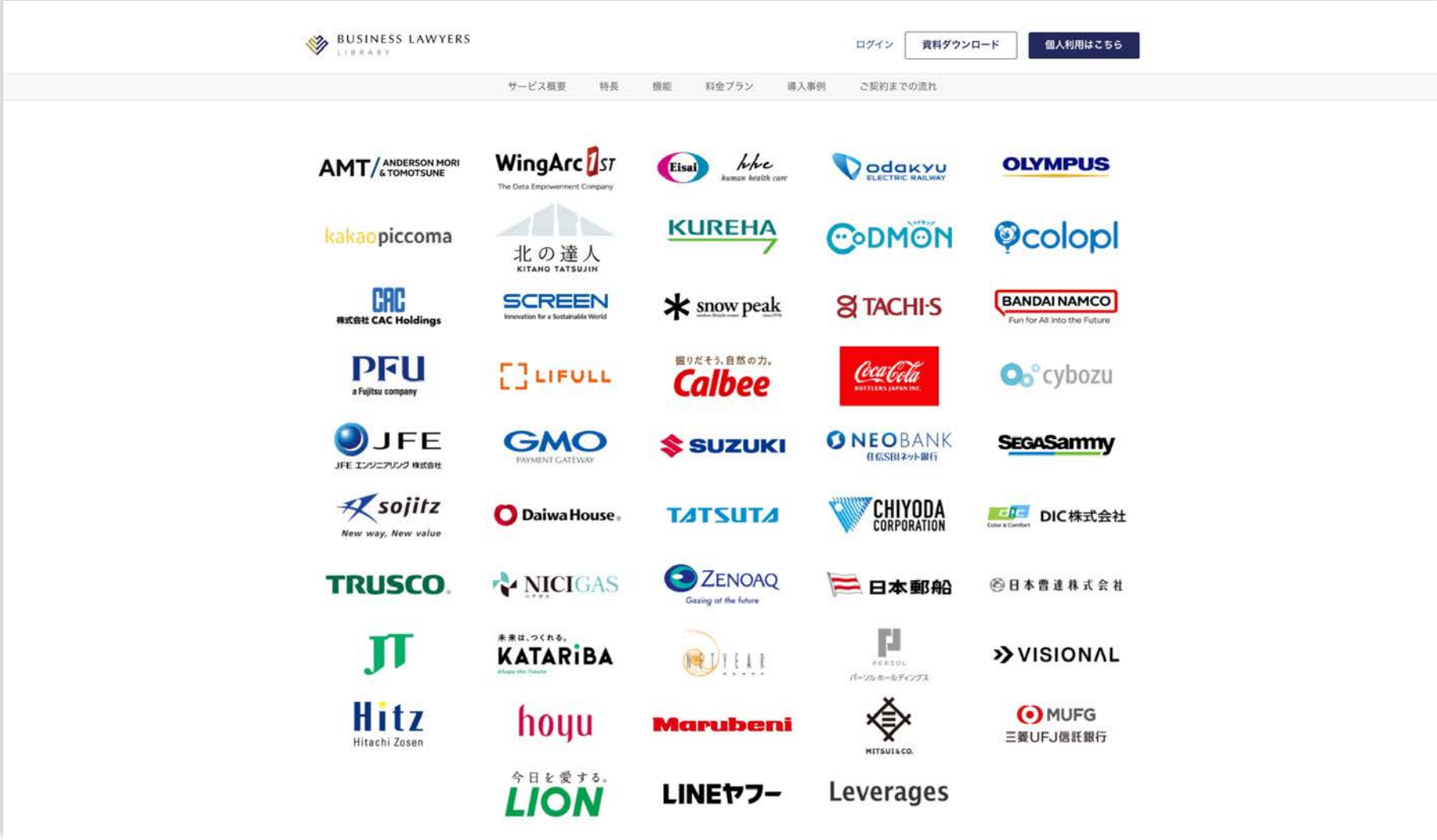
Status of introduction of “ BUSINESS LAWYERS LIBRARY ”

BUSINESS LAWYERS

The service is used by mainly leading law offices and large companies.

From the website of "BUSINESS LAWYERS LIBRARY”
https://services.businesslawyers.jp/lib/about/



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Advertisements on the websites

Advertising sales on the "Bengoshi.com" and "Zeirishi.com" websites, as well as advertising sales associated with the Business Lawyers conference.

Website



Conference





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SUSTAINABILITY

SUS
TAINA
BILITY

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Basic Policy on Sustainability

Three Viewpoints

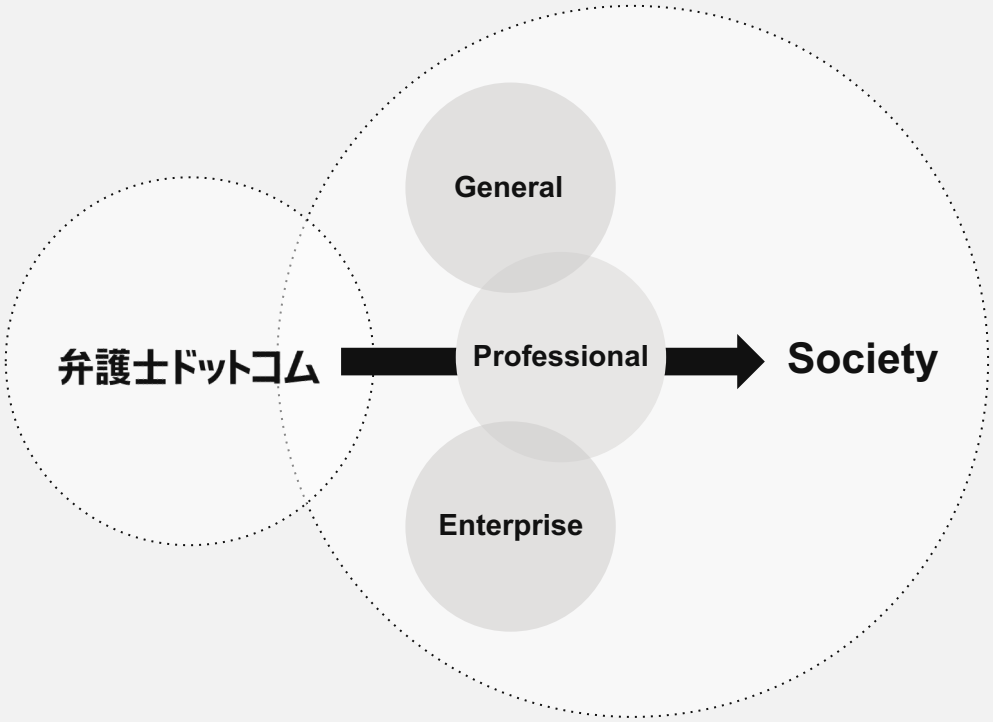
01 For General

02 For Professional

03 For Enterprise

Bengo4.com aims to help everyone, including those in socially vulnerable positions, by enabling the general public to connect quickly with lawyers and other professionals. As law firms and corporations face the challenges of a declining population, we will contribute to improving the competitiveness of companies—and Japan as a whole—by improving productivity and governance, and by reducing legal risk.

Going forward, we will work together with all stakeholders
to drive the creation of a sustainable society, by facing the resolution of social issues from three perspectives, and empowering society.



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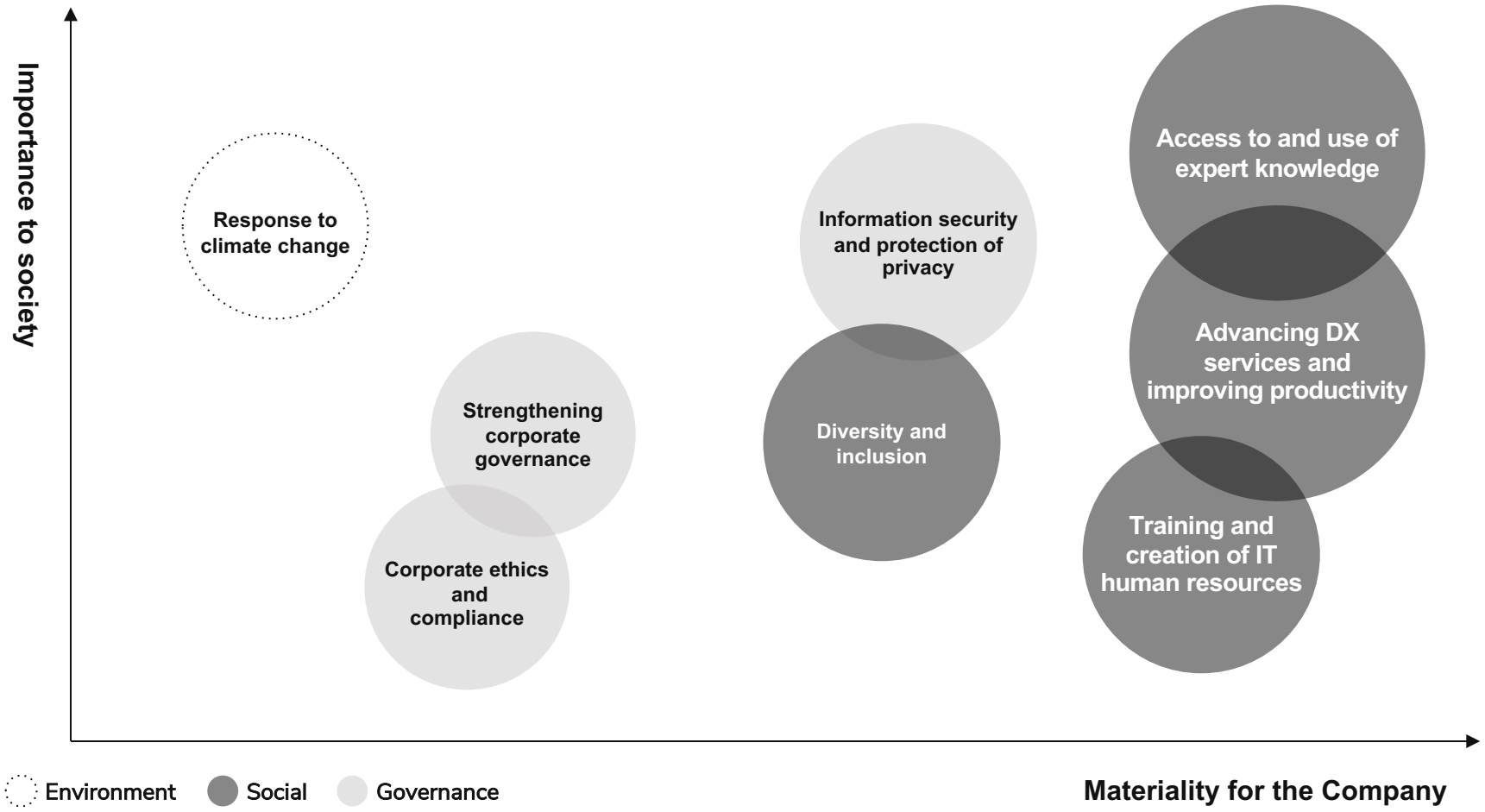
Material Issue Map



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RISK INFORMATION

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Risk Information 1_
Risks identified as having the potential to materially impact future growth

Item	Major Risks	Possibility/Timing	Degree of Influence	Countermeasure
Business Environment **Technological innovation**	Rapid changes that we do not anticipate, and delays in responding to such changes, could cause our services to become obsolete or less competitive, which could affect our business and results of operations.	Medium/Medium - to long-term	Medium	Responding by diversifying our business.
Business Environment **Competitive situation**	If for some reason we lose the support of lawyers for our flagship website, Bengoshi.com, or if a competitor enters the service with a certain level of support from lawyers, competition will intensify and our business and earnings may be affected. In addition, if for some reason the Company loses the support of corporate users for the "CloudSign" contract management platform that it operates, or if competitors other than the Company gain a certain level of support from corporate users, the Company's business development may be hindered due to intensified competition, this could have an impact on our business and financial results.	Medium/Medium - to long-term	Big	Respond by developing products and services that are superior to those of competitors.
Business Environment **Internet market**	Although our business areas are Media business and IT/Solutions business, if the Internet usage environment deteriorates or the steady development of Internet usage is impeded due to new regulations on Internet usage or other unforeseen factors, our business and financial performance may be affected.	Low/ Medium- to long-term	Big	Responding to changes in the business environment by developing diversified services in Internet-related markets.
Business **New business**	The company will continue to diversify its business lines and pursue new business initiatives to expand the scale of its operations and increase earnings, but will incur one-time expenses such as hiring personnel and software. If the new business does not perform as expected, we may not be able to recoup the additional expenditures and our profit margin may temporarily decline.	Medium/Medium - to long-term	Medium	Respond by conducting market research as much as possible in advance, and promote new business only after fully considering the risks.
Business **Soundness of site operation**	The company allows regular users to anonymously consult with experts through “Legal Consultation for Everyone” or “Tax Consultation for Everyone” after registering as a member. The company has established a system to monitor all consultations and responses, and operates the site in a sound manner in accordance with its terms of use. However, in the event that we are unable to adequately respond to inappropriate postings despite the establishment of the system described above, we may lose credibility as a site operator, which may affect our business and performance.	Low/ Medium- to long-term	Big	Respond by building an earnings base that is less susceptible to the impact of the business by diversifying the business while constantly strengthening the monitoring system.
Business **Impairment losses on non-current assets**	The Group has non-current assets such as goodwill and software, and applies accounting standards for the impairment of non-current assets. If the total amount of undiscounted future cash flows to be obtained for an asset or asset group for which impairment loss is recognized is less than its carrying amount, the carrying amount is reduced to the recoverable amount. The carrying amount of the asset or asset group shall be reduced to its recoverable amount and the amount of the reduction shall be recognized as an impairment loss. If it becomes necessary to record impairment losses on non-current assets due to significant changes in the business environment or deterioration in earnings conditions of such assets or asset groups, business and earnings of the Group could be adversely affected.	Medium/Medium - to long-term	Medium	Respond by minimizing risk through thorough investigation and study of the target businesses and the business environment.

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Risk Information 2_
Risks identified as having the potential to materially impact future growth

Item	Major Risks	Possibility/Timing	Degree of Influence	Countermeasure
Business operation structure	As the Group expands its business in the future, it will need to continually recruit and train personnel. If it is unable to recruit and train personnel as planned, its business and earnings could be affected.	Low/Medium- to long-term	Medium	The Group will use a variety of recruiting methods to secure talented human resources, and it will also focus on human resource development through education and training programs.
System	The Group's business is conducted in an Internet environment, and although it has security measures in place to ensure the stable provision of services, its business and earnings could be affected by system failures or other events that it does not anticipate.	Low/Unknown	Big	The Group will monitor systems to detect improper configurations, implement security software, and recruit talent with expertise in new development techniques.
Legal restrictions **Legal restrictions**	The Group provides marketing support services to lawyers and certified tax accountants, and must comply with the Attorneys Act and the Licensed Tax Accountants Act, but if the content or interpretation of these laws were to change, its services could be restricted, which could affect its business and earnings.	Low/Medium- to long-term	Big	When considering new business services and other matters, the Group will check with the Japan Federation of Bar Associations and other organizations with jurisdiction as appropriate, and will manage its business with the utmost care.
Legal restrictions **Management of personal information**	If personal information held by the Group were to be leaked and used improperly, it would be held liable and lose public trust, which could hinder its business operations and negatively impact its business and earnings.	Low/Unknown	Medium	Respond by establishing a strict management system for personal information and confidential information, maintaining regulations for information handling, and enhancing information security through audits by external organizations.
Legal restrictions **Intellectual property rights**	If a third party has established intellectual property rights that the Group is not aware of, and the Group is sued for damages or an injunction for infringing upon those rights, this could negatively impact the Group's business and earnings.	Low/Unknown	Medium	The Group will use intellectual property, properly establish intellectual property rights, and conduct investigations to prevent infringement on the rights of others.
Investment	As part of its growth strategy, the Group may make investments such as through capital contributions, M&A activities, the establishment of joint ventures, or the forming of alliances, both domestically and internationally. It is sometimes difficult to predict with certainty the impact that the businesses it invests in will have on the Group, and if it is unable to recover the amount invested or if the business becomes subject to impairment, the Group's performance and financial position may be affected.	Medium/Medium - to long-term	Medium	Respond by minimizing risk through a thorough preliminary assessment of risk and recoverability.

* Selected major risks affecting the realization of growth and the execution of the business plan from those listed in "Business and Other Risks" in the Annual Securities Report. Refer to "Business and Other Risks" in the Annual Securities Report for other risks.

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＜WARNING＞

This document is meant for explaining the company’s business itself and doesn’t mean any inducement or persuasion for buying stocks or/and bonds of the company.

This document include descriptions about prospects for future which are based on information available as of today, and actual situation mentioned in it would be significantly different from what it was stated, because of change of macro-economic trends, business trends the company faces, intrinsic and extrinsic factors.

Therefore, please note that this document doesn’t guarantee any future of the company as well as other institutions.

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