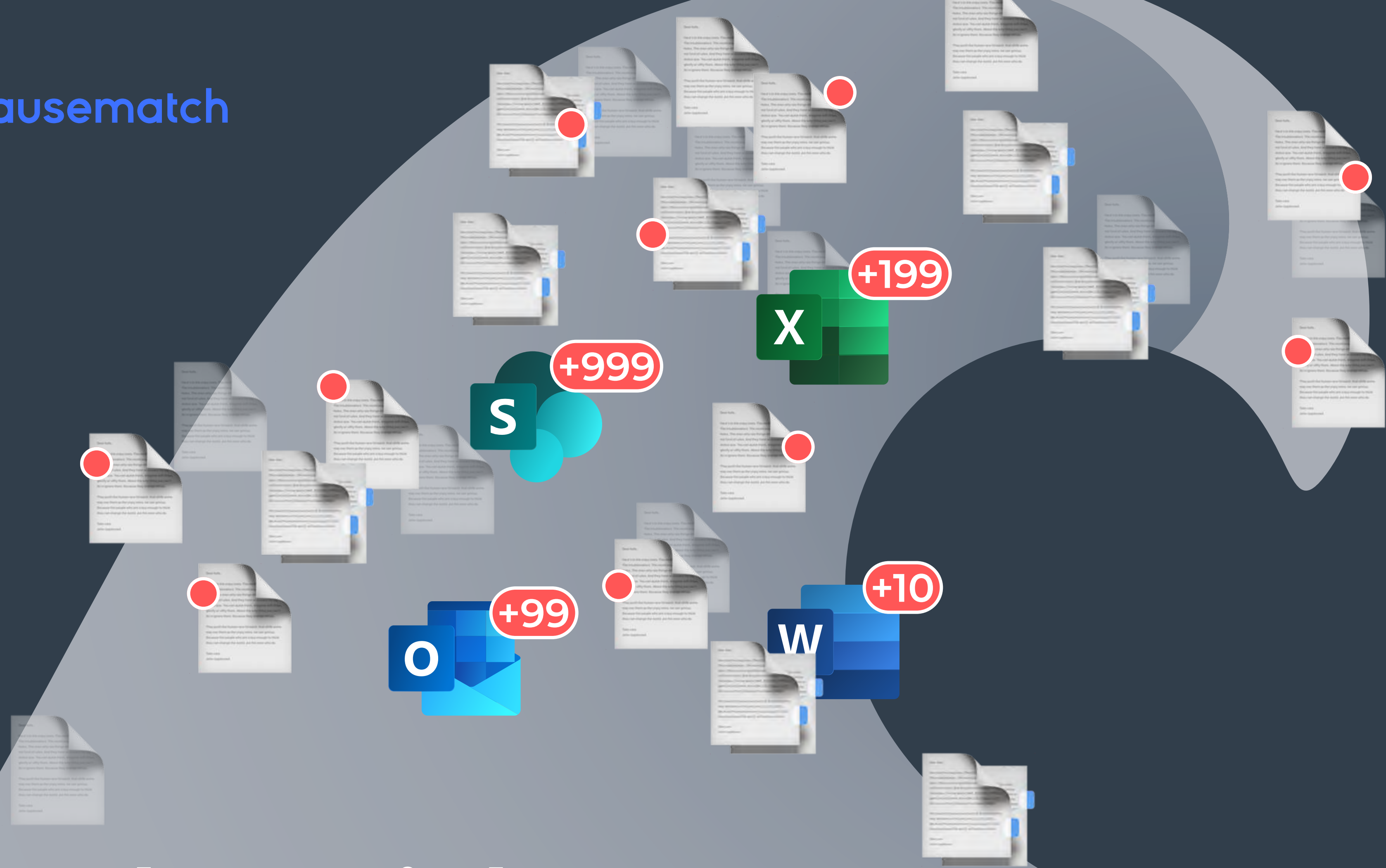


clausেমatch

Simplifying compliance for the world

Series B Round



**Tools can't keep up.
Silos kill speed**



Comply or be doomed



Regulatory fines

\$400bn
since 2008
Regulatory fines
paid by banks



\$6bn since 2018
Fines paid by
companies guilty
of data breach

Insolvency and criminal
charges

Customer complaints



**Millions of angry
customers** had their
details hacked

REPUTATIONAL DAMAGE
LOSS TO FINANCIAL INCREASED
CAPITAL OPERATING COSTS
CRIMINAL CHARGES RECORD
\$400 BILLION FINE FRAUD FINES
VULNERABILITY DATA BREACH

Simplicity is our ultimate tool

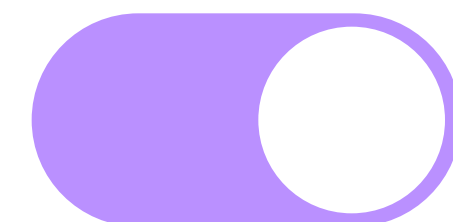
Manage documents
in one place



Collaborate and
engage in real-time

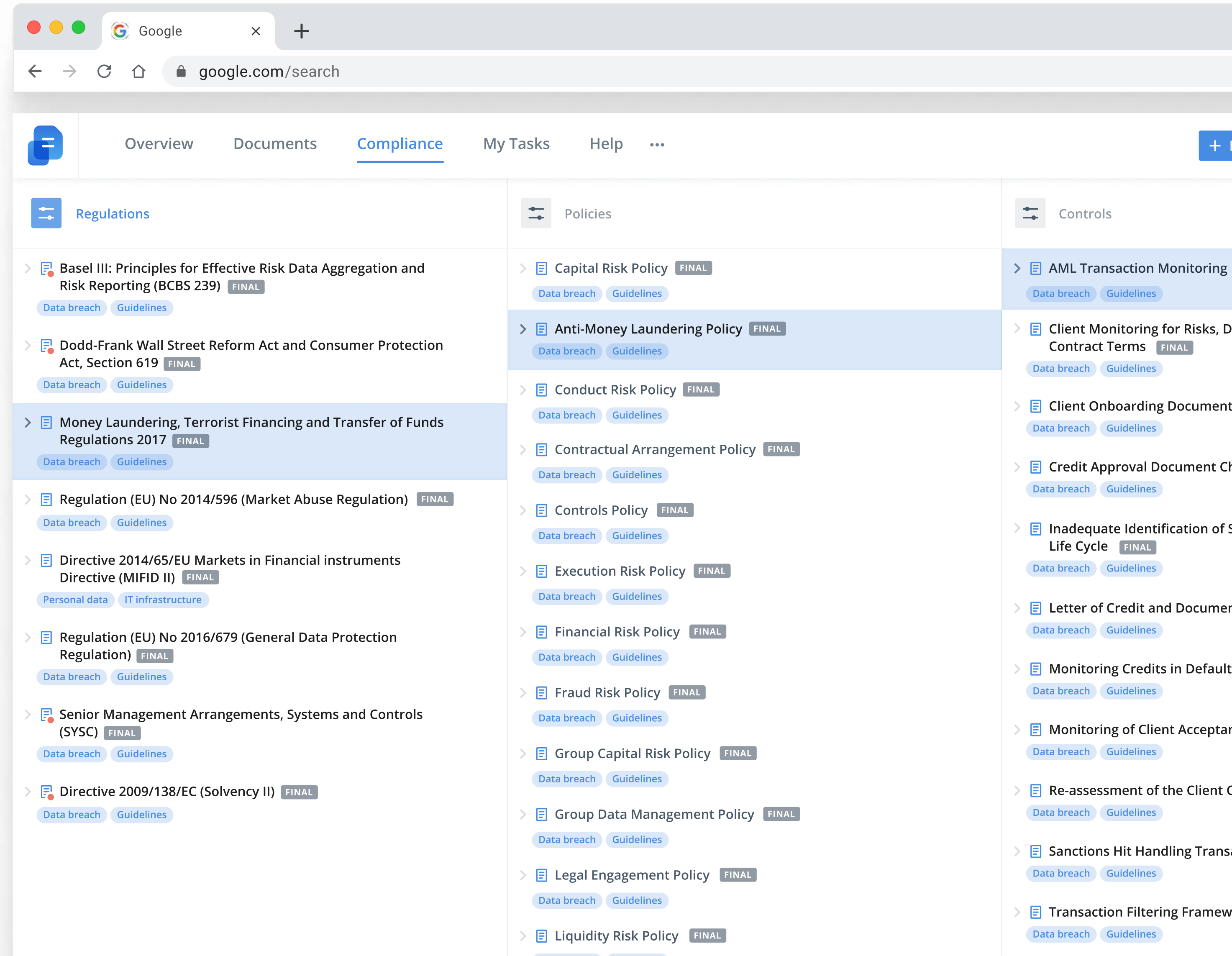


Keep everyone up to date



Manage documents in one place

Staff can access policies and procedures anytime, from a single, up-to-date portal



Collaborate in real-time

The screenshot shows the ClauseMatch web interface. The browser address bar displays 'clausেমatch.com'. The document title is 'v2.1 Anti-Money Laundering Policy'. The interface includes a menu bar (File, Edit, Format, Insert, Audit, Data connections, Help) and a rich text editor toolbar. The document content is visible, with sections for 'Introduction' and 'This Policy:'. A 'Manage users' popup is overlaid on the right side of the editor, showing a list of users online:

- Glenn G. (glenn@cm.com) - READ PUBLISHED
- Cordelia M. (cordelia@cm.com) - EDITOR
- Birdie B. (Birdie@cm.com) - EDITOR

The 'DOCUMENT ACTIVITY' sidebar is shown in detail. It has tabs for 'Timeline', 'Approvals', and 'Custom Permissions'. The 'Timeline' tab is active. Below the tabs, there is a 'Show: Everything' dropdown and a search icon. A text input field prompts the user to 'Write a comment on the document here'. The activity feed is organized by date:

- TODAY**
 - Cordelia M.** was added to paragraph approvers by Richard C. 23:03
 - Duane W.** was removed from paragraph approvers by Richard C. 23:03
 - Richard C.** approved paragraph 23:03
 - Richard C.** rejected paragraph 23:03

Rejected based on the prior discussion about the need to outline specifically which legislations this document is related to.
 - Richard C.** set paragraph status to pending 23:03
- 14 APRIL**
 - Richard C.** commented on paragraph 23:03

May be worth considering introducing local requirements specific to geographies where we are operating.

Reply to Everyone

Clear rules for everyone

ClauseMatch x +

clausematch.com/portal

Anti-Money Laundering Policy ★

Introduction

The bank is committed to acting with integrity in all our business dealings and conducting our global activities in accordance with applicable laws and regulations relating to Money Laundering, Terrorist Financing and Proliferation (together, for the purposes of the Anti-Money Laundering Policy, "Money Laundering").

The global Anti-Money Laundering Policy ('this Policy') establishes the control objectives to evaluate, respond to and monitor Money Laundering Risk within appetite. Money Laundering is a conduct risk and as such risk appetite is detailed in the Conduct Risk Management Framework.

Money Laundering risk is the risk that the Bank's employees, third parties or products and services are used to facilitate Money Laundering. This may undermine market integrity, resulting in regulatory breaches and/or detriment to Customers/Clients ("Customers"), counterparties or Employees. Money Laundering risk events may also result in financial penalties, diminished market performance and damage to reputation.

This Policy:

I agree that I have read and understood the information

Confirm

is based on applicable legislation, regulatory rules, and best practice guidance. It is designed to ensure that the Bank and its Employees know how to detect, prevent and manage Money Laundering risk, and the legal and regulatory risks associated with the failure to comply with Anti-Money Laundering (AML) requirements. These risks could occur as a result of the actions of our Employees, our Customers, or Third Parties, or as a result of our failure to establish and maintain an effective control environment to

INFO

SUMMARY

Published

Latest version

Access

Category

Views

FILTER DOCUMENT CONTENT BY:

Large Supplier Small Supplier

Gas Network Operator Gas Network Operator

Electricity Network Operator Other SEC Party

KEY CONTACTS

Martin Dunn

Steve Olsen

Rik Harrison

ACTIVITY

Show: Everything By: All users

TODAY

Jorge Russell viewed this document

Savannah Webb viewed this document

Diane Nguyen viewed this document

Angel Bell has passed the attestation

Shawn Cooper viewed this document

Diane Nguyen downloaded this document

Angel Bell downloaded this document

Shawn Cooper viewed this document

14 APRIL

Angel Bell viewed this document

Diane Nguyen downloaded this document

Diane Nguyen downloaded this document

Angel Bell downloaded this document

Shawn Cooper viewed this document

← UPDATE ATTESTATION DEADLINE

IT Risk attestation

Due 19 March 2018

Search users or groups

C Cordelia M. cordelia@cm.com PENDING

G Glenn G. glenn@cm.com PENDING

Security department 1 / 3

G John D. john@cm.com COMPLETED

G John D. john@cm.com PENDING

G John D. john@cm.com PENDING

Marketing COMPLETED

Cancel Save

From banking and fintech, to insurance and beyond



ADGM

INTESA SANPAOLO

BARCLAYS

Charco & Dique

Keepabl

Revolut

BlackRock

MAP
Underwriting at Lloyd's

Gemserv

direct line

Griffin

worldpay

FIS

INGENIA

CINCINNATI
FINANCIAL CORPORATION

PensionBee

DIGINEX

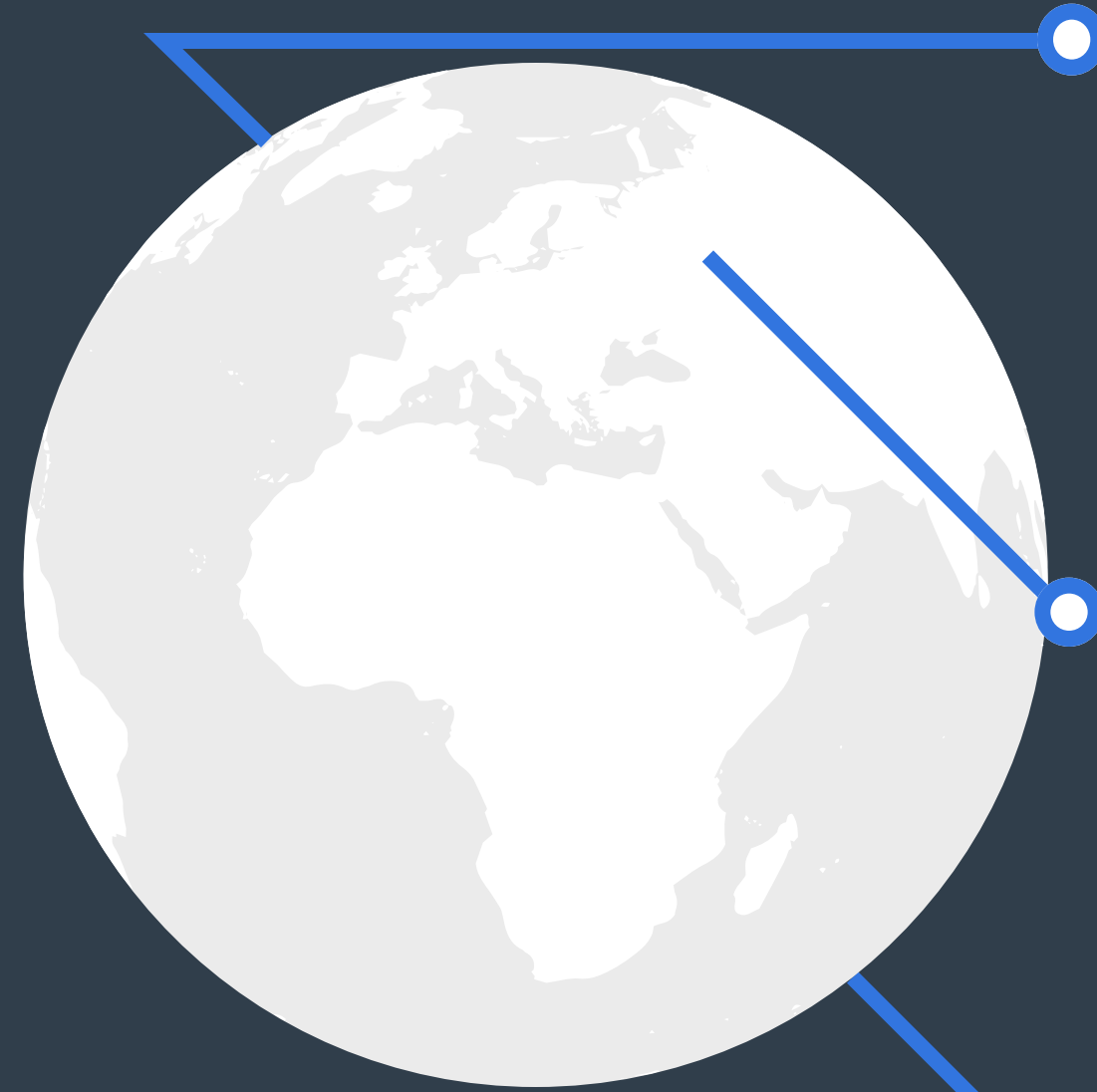
Certainty

Scotiabank



ATRIUM

Simplifying compliance for the world



North America

Users: **88,413**
 ARR: **\$ 1.1m (41%)**
 Clients: **6**

EMEA

Users: **83,740**
 ARR: **\$1.5m (46%)**
 Clients: **12**

APAC

Users: **183**
 ARR: **\$67k (3%)**
 Clients: **3**

Industry	ARR	ARR%	Clients
Banking	\$2,138,921	80%	6
FinTech	\$101,959	4%	4
Consultancy	\$315,278	12%	5
Insurance	\$67,958	3%	3
Regulators	\$26,000	1%	1
Payments	\$29,640	1%	1
Total	\$2,679,756	100%	20

Why our clients choose us

“ClauseMatch technology surpasses anything on the market today.”

BlackRock

“Makes life so much easier. I don’t know what I would do without it.”

 **BARCLAYS**

“Being able to audit text at the paragraph level is a game changer.”

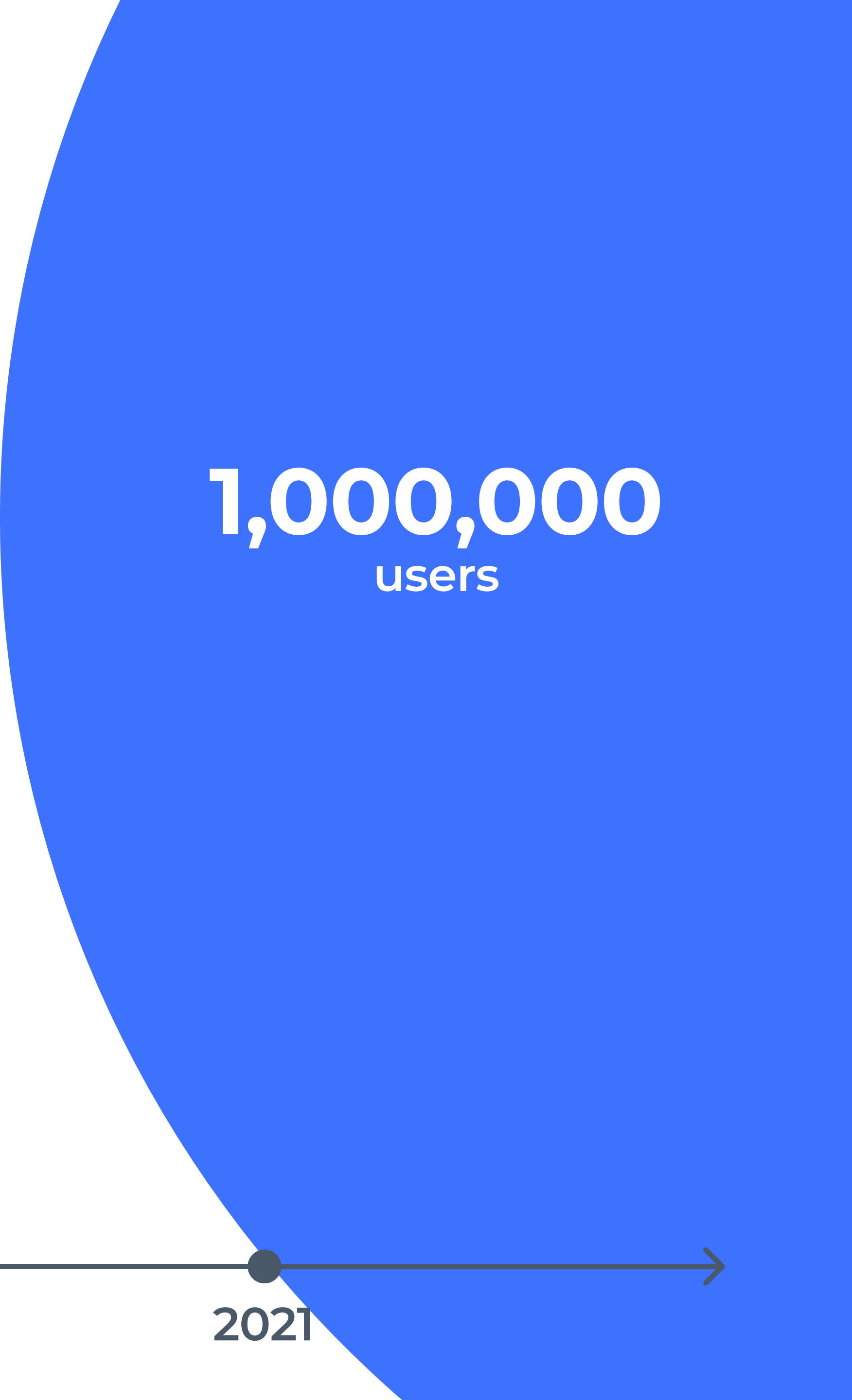
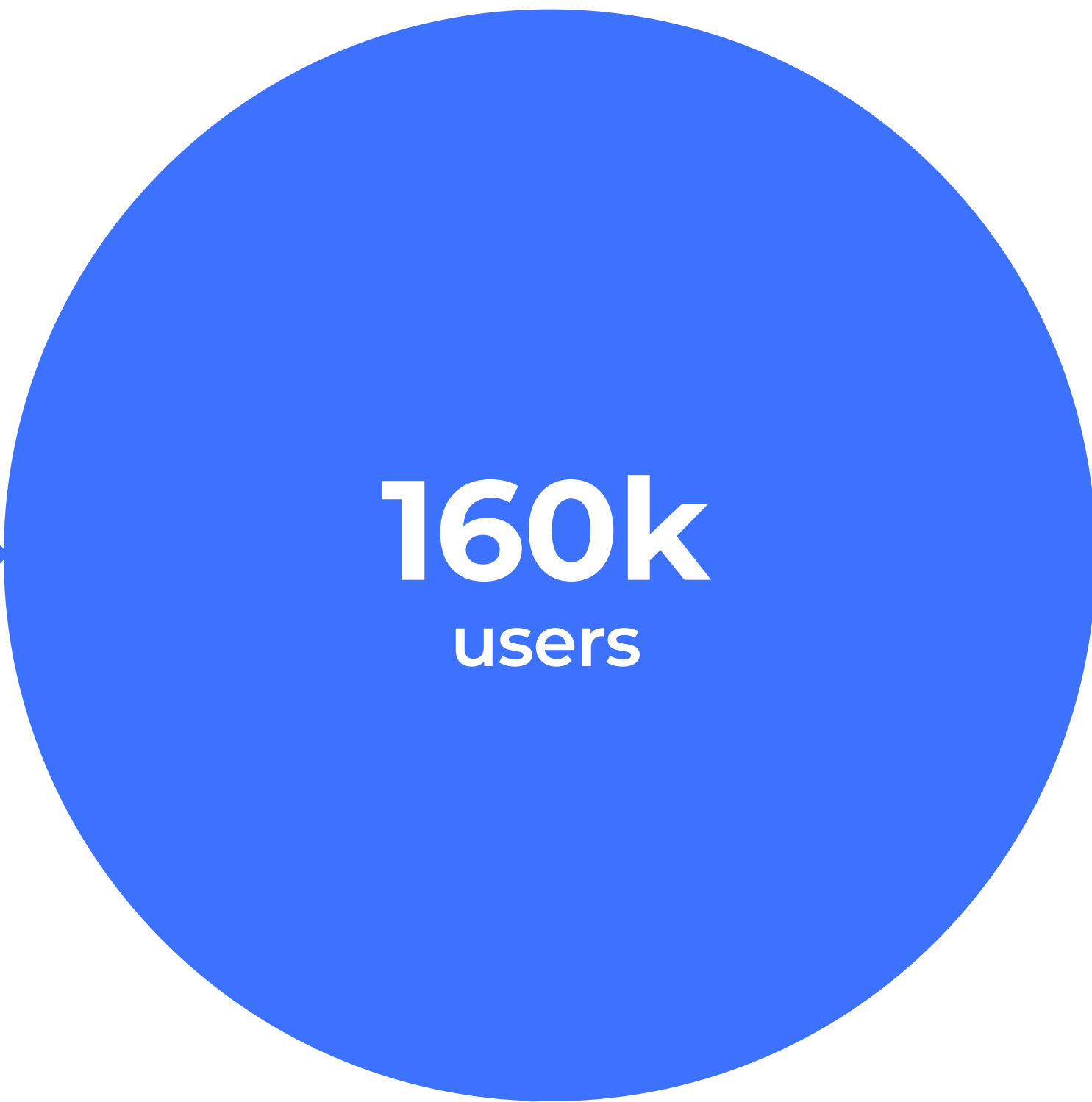
 **BNY MELLON**

“Users can link information logically – that’s better than basic, bi-directional hyperlinking.”


Gemserv



Users grew
by 7405%



**Explosive growth
amid a pandemic**

2019

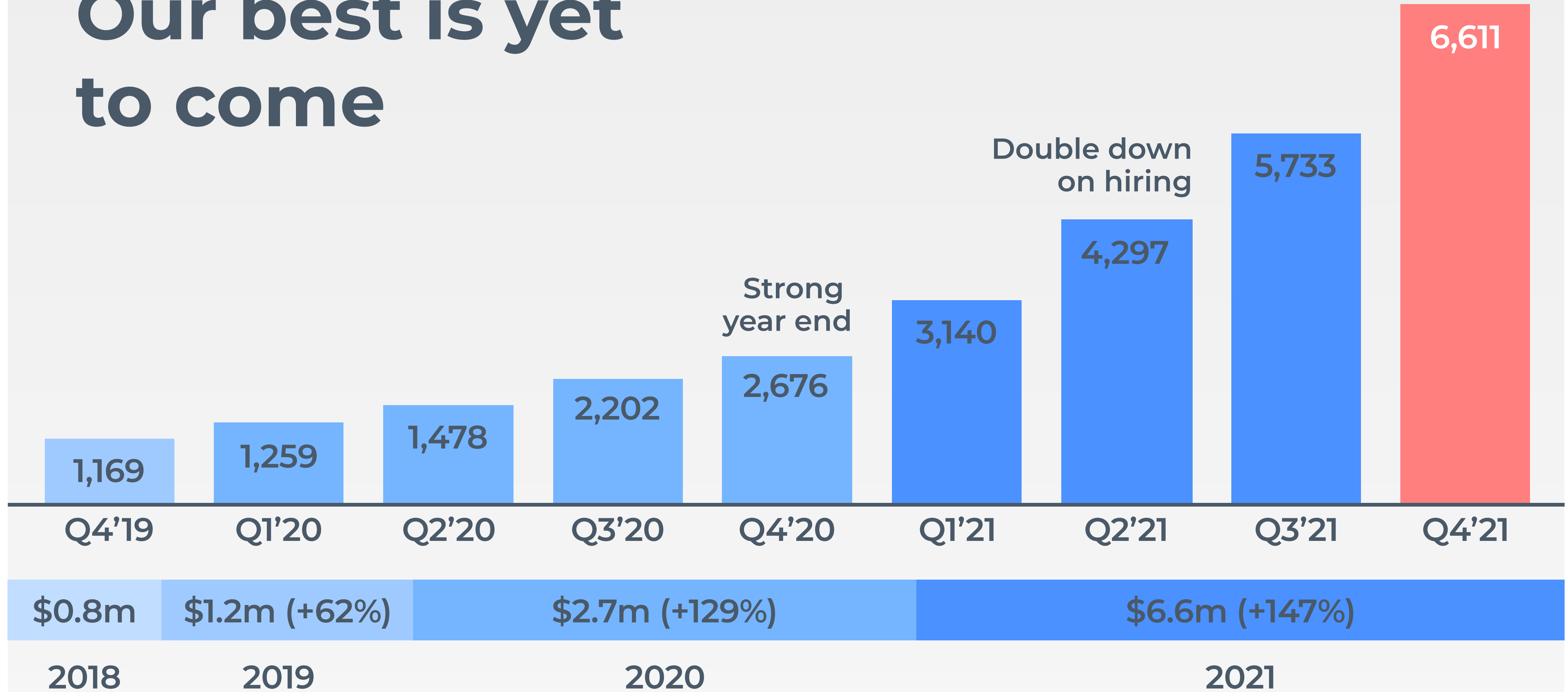
2020

2021



Our best is yet to come

Ready to take off



Strong foundations

Average ARR
per account

\$83K

CAC

\$61K

Gross
margin

73%

LVT / customer

\$527K

LVT / CAC

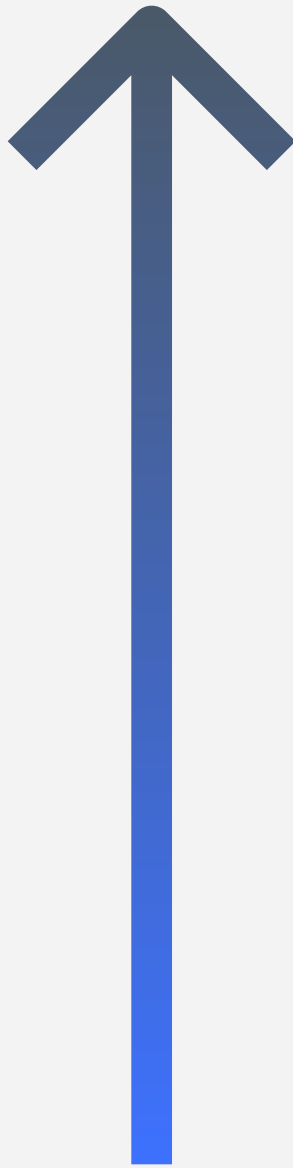
9

CAC payback
period

0.74



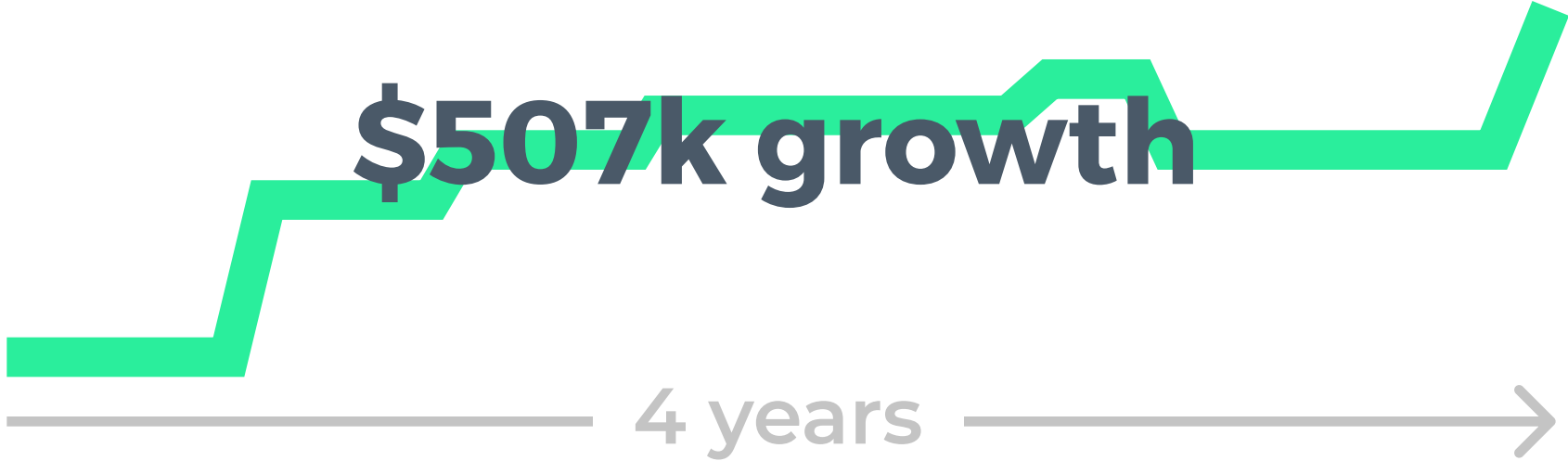
to STRENGTH



From strength

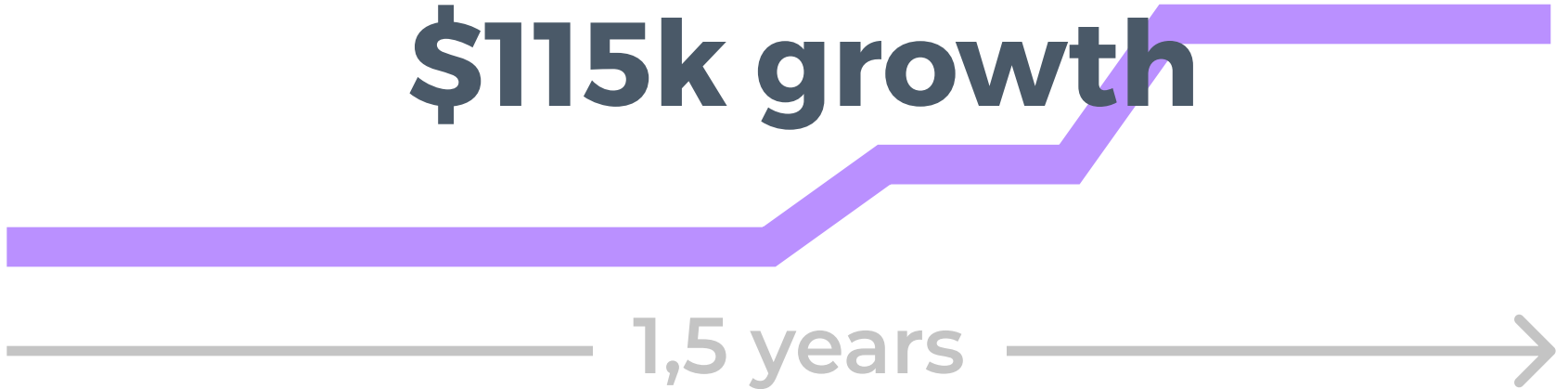
Tier 1 bank

After launching our new portal and gaining additional users we increased our ARR from \$334k to \$841k.



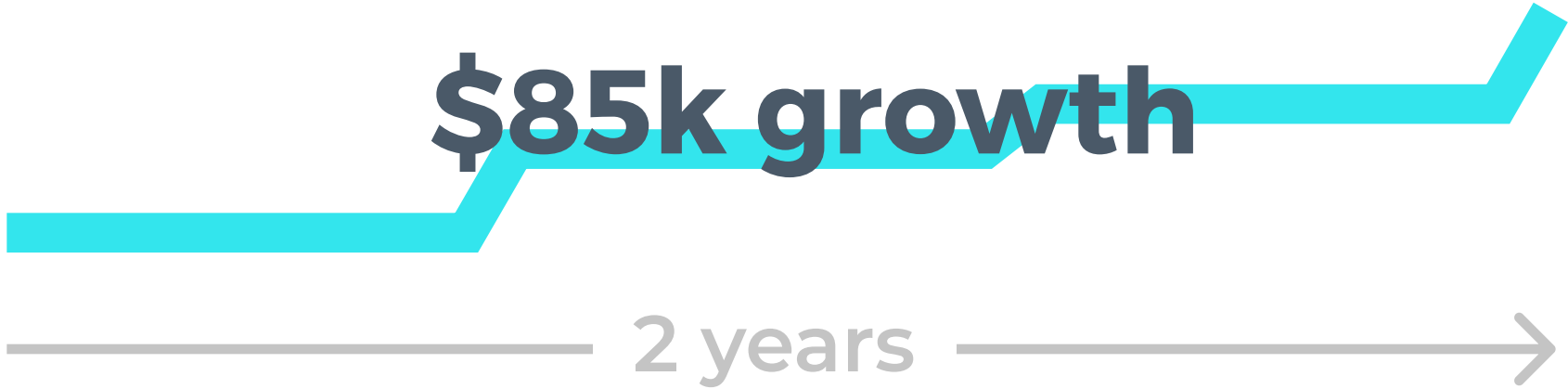
Consultancy firm

Our ARR grew from \$117k to \$232k after launching an additional whitelabel module.



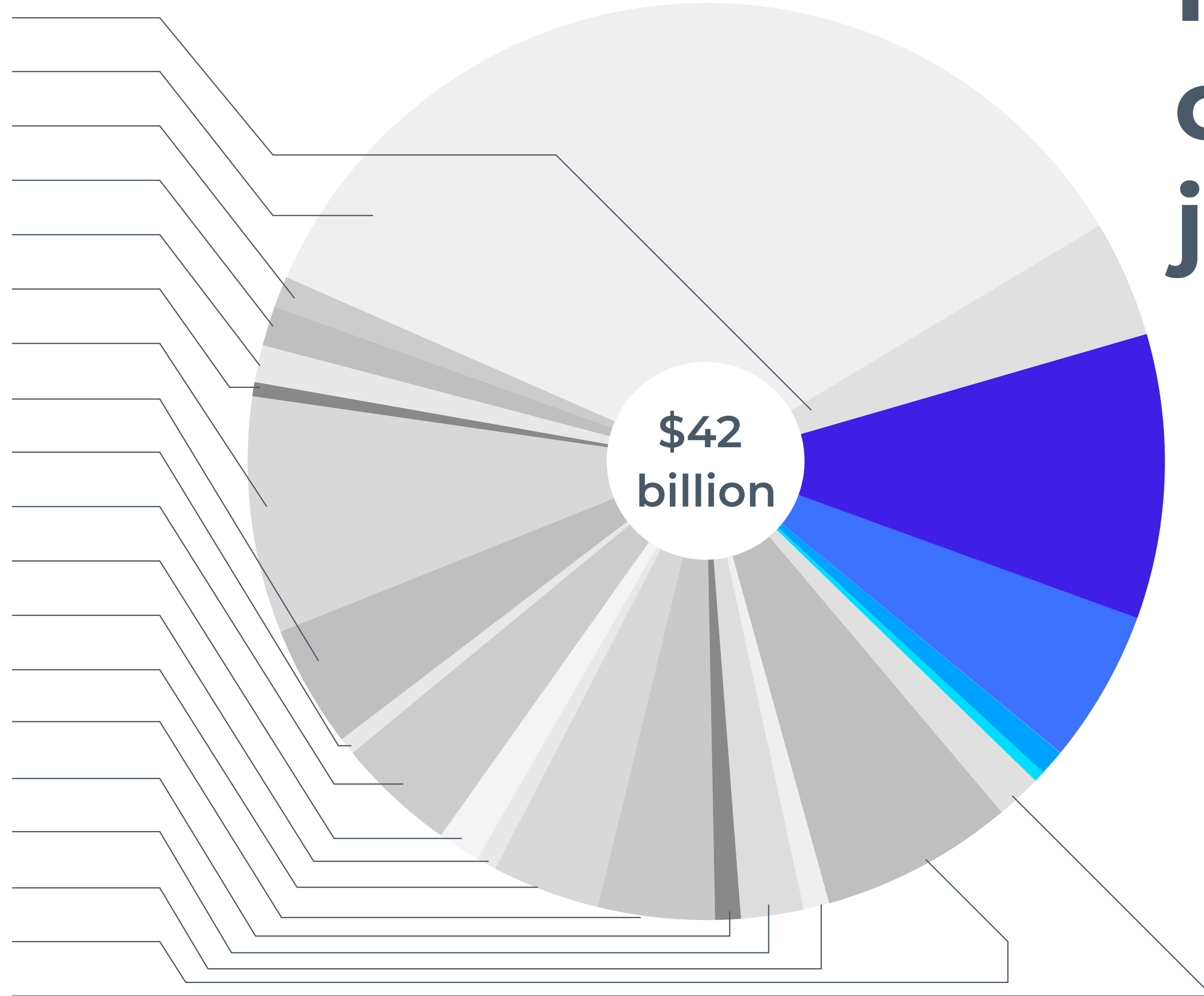
Regional bank

We gained additional users and increased our ARR from \$176k to \$261k.



Huge opportunity just ahead

- Other \$1.7 billion
- Manufacturing \$14.5 billion
- Media \$476.378.459
- Mining \$602.987.830
- Not for Profit \$533.214.747
- Oil and Gas \$203.136.222
- Retail \$3.5 billion
- Technology \$1.8 billion
- Telecom. \$268.010.445
- Transportation \$1.7 billion
- Utilities \$627.910.186
- Hospitality \$277.808.165
- Healthcare \$1.6 billion
- Food \$1.7 billion
- Entertainment \$394.952.748
- Education \$927.549.193
- Life Siences \$388.627.036
- Construction \$2.8 billion
- Chemicals \$661.821.712



- Consulting \$4.2 billion
- Finance \$2.23 billion
- Government \$179.069.978
- Insurance \$381.683.021

Total Addressable Market* \$42b.

*Source GRC 2020 (TAM at 100% saturation)

Time to step up

Expand

Widen our reach

In 2020 ClauseMatch launched in North America, where we predict revenue will reach 60%.

Sell

Build our sales team and GTM strategy

12% of our revenue will come from partnerships.

Develop

Launch new products

Roll out new product modules, which will reach 1 million users by the end of 2021.

Retain

Create great experiences

Work with experts to convert customers and create long-term brand loyalty.

Acquire

Find new segments

Tap into new industries and expand beyond financial services.

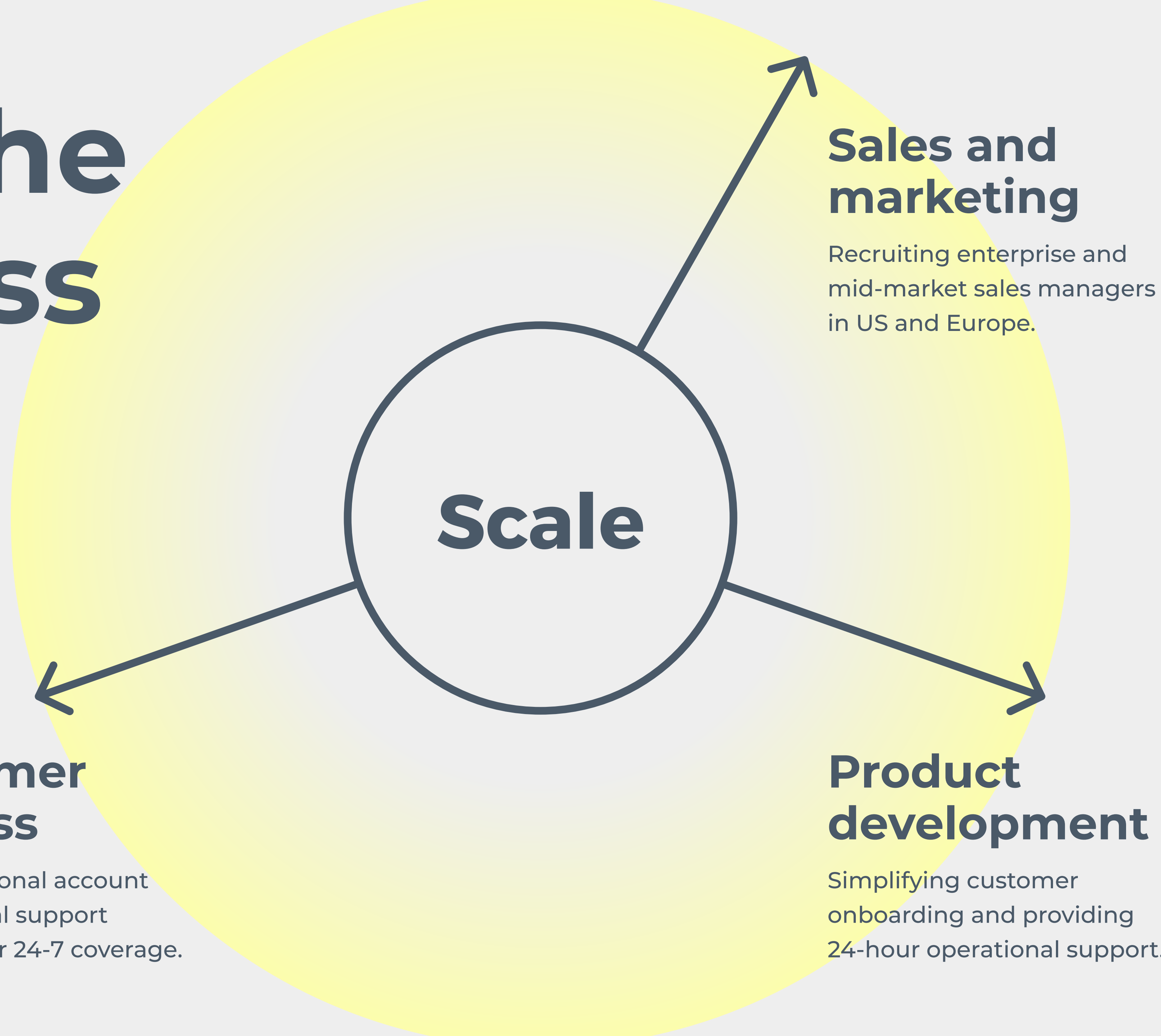
Invest

Land and expand

Develop new modules, attract new clients, and invest in a customer success plan.

Scale the business

Series B funding round



Sales and marketing

Recruiting enterprise and mid-market sales managers in US and Europe.

Customer success

Hiring additional account and technical support managers for 24-7 coverage.

Product development

Simplifying customer onboarding and providing 24-hour operational support.

Simplifying compliance together



**Evgeny Likhoded,
Chief Executive Officer and Founder**

As Chief Executive Officer, Evgeny is responsible for the vision, strategy, culture and funding. Prior to founding ClauseMatch he was Vice President of Morgan Stanley. Evgeny attended University of Exeter and studied Law. He also attended University of Rennes 1 for his master's degree in European Law.



**Andrey Dokuchaev,
Chief Operating Officer and Founder**

As Chief Operating Officer Andrey is responsible for all areas of administration. Previously, he has been with KPMG Moscow as Senior Auditor, and PWC as an Associate. Andrey attended University of Texas at Dallas and has a BSc and MSc in Accounting.



**Slava Sabinin,
Chief Technology Officer**

Slava is passionate about technology and has over eight years of expertise in solution design, product development, and software technology. Prior to joining ClauseMatch, Slava worked for Deutsche Bank and De-Mail.



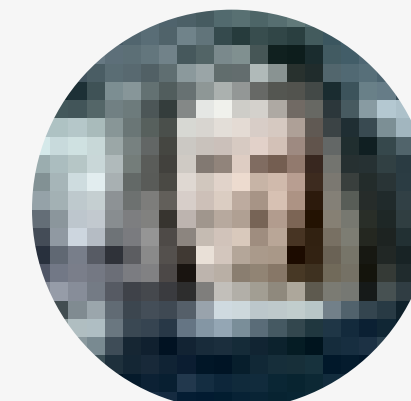
**Danny Gal,
Chief Revenue Officer**

Danny brings a wealth of experience from large organisations and start-ups. He previously worked at Microsoft, Thomson Reuters, and the cloud-based business solution, Validis.



**Nicholas Melas,
Head of Services**

Nicholas is passionate about working on policy projects that promote law reform and systemic changes. He loves helping financial services firms anticipate, understand and respond to regulatory developments. Previously, Nicholas was Senior Global Policy Manager at Revolut and Consultant for EY.



**Anastasia Dokuchaeva,
Head of Partnerships**

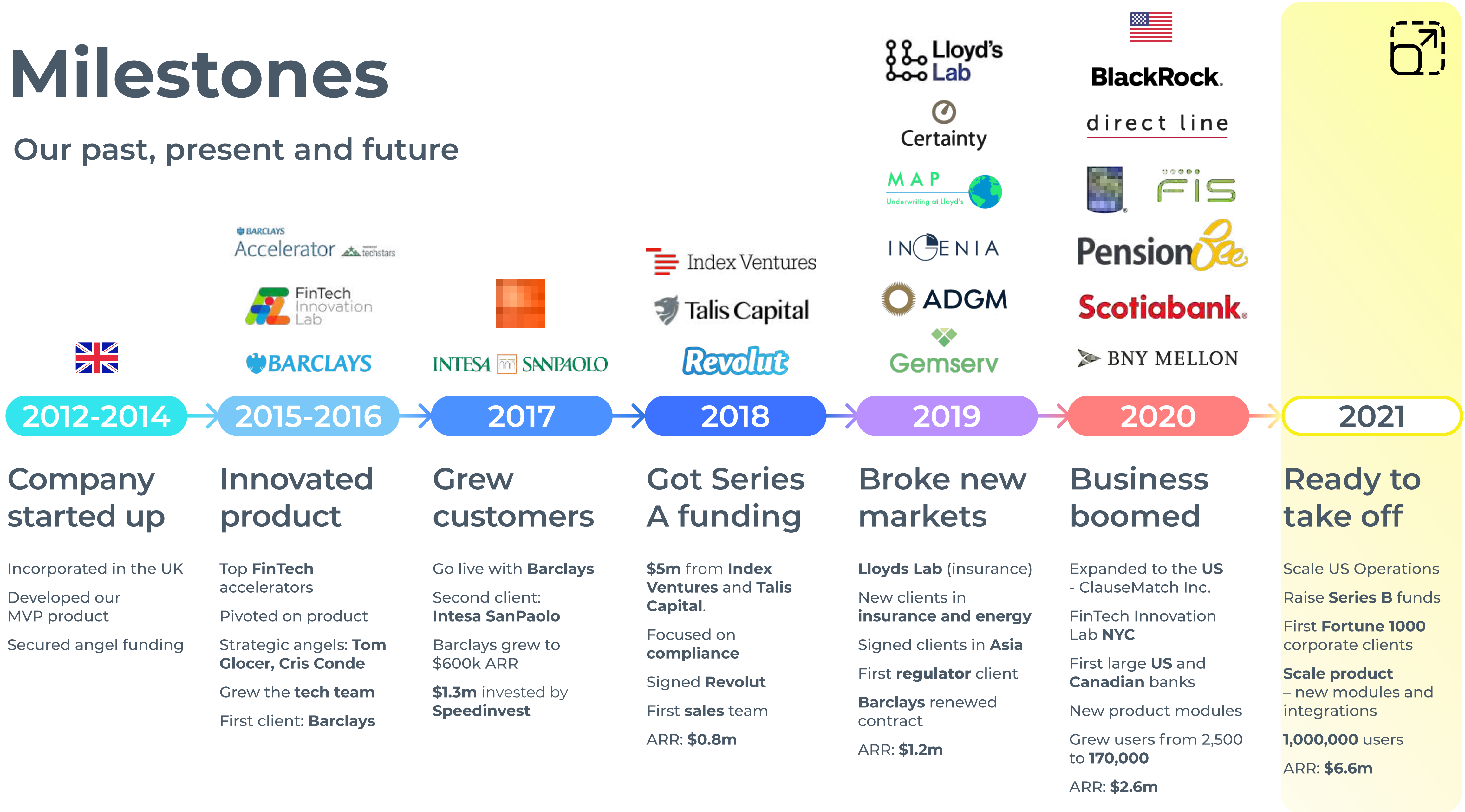
Anastasia looks after strategic partnerships and projects around recent and upcoming regulations, regulatory change and compliance management automation. Prior to ClauseMatch, Anastasia was Director of Global Regulatory Solutions at FactSet.

Winning awards



Milestones

Our past, present and future



A view of the Earth from space, showing the horizon and a starry background. The Earth's surface is visible as a curved horizon line, with a dark, starry sky above and below. The text "Ready to take off" is overlaid in a large, bold, yellow font, and "clausematch" is overlaid in a smaller, blue font below it.

**Ready to
take off**

clausematch