



MERIDIAN CAPITAL

Legal Technology Market Update

Q3 2026



MERIDIAN CAPITAL

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CLA Meridian Capital Technology Investment Banking

CLA Meridian Capital leverages deep industry knowledge to execute complex and important transactions for middle market founder-focused clients

CLA Meridian Capital by the Numbers

450+ transactions completed

50+ finance professionals

\$20M - \$500M transaction size range

30+ countries via REACH M&A Partners

CLA Meridian Technology Practice Areas



Legal Technology



Tech-Enabled Services



Hardware / Systems



Vertical Software



IT Services

Representative Transactions

Inteum



- Acquired by -



Compli



- Acquired by -



AbsenceSoft



- Received an investment -



CosmoLex



- Acquired by -



O'Connors



- Acquired by -



Software Technology



- Acquired by -



Amicus



- Acquired by -



WeComply



- Acquired by -



Meet the Technology Team

Team Leads



Matt Rehtin
Managing Director
15+ years experience



Teague Collins
Managing Director
15+ years experience



Patrick Ringland
President & Managing Director
15+ years experience



Tim Johnson
Vice President



Kendell Jensen
Vice President

* Includes transactions completed by current employees while at previous firms

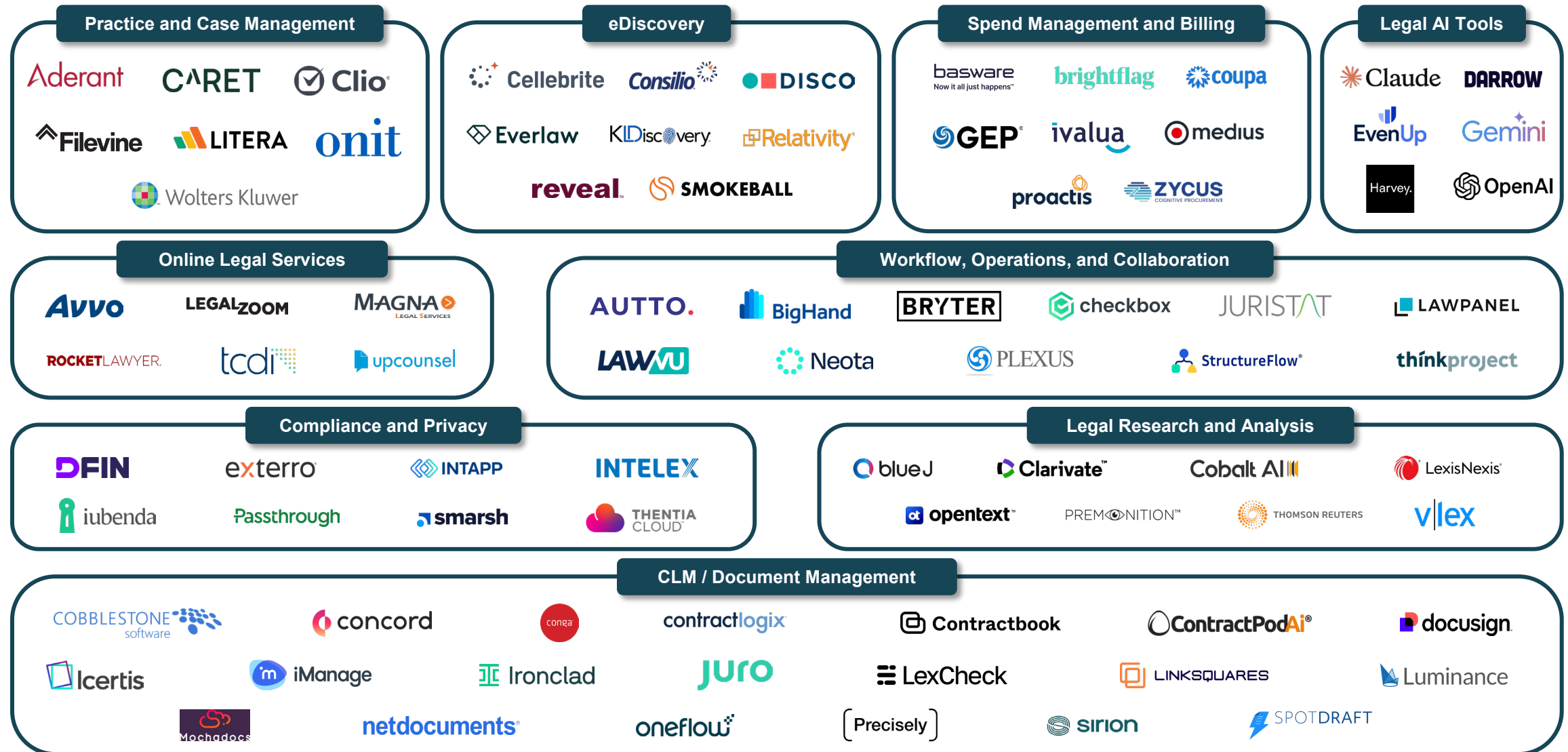
Significant Experience in LegalTech

CLA Meridian's bankers bring deep, multi-year experience in the LegalTech sector, having advised on more than 10 completed transactions across a range of case management, documentation, and compliance software

Inteum  - Acquired by - 	Compli  - Acquired by - 	Credence  - Acquired by - 	AbsenceSoft  - Received an investment - 	Cosmolex  - Acquired by - 	O'Connors  - Acquired by - 
Workplace Answers  - Acquired by - 	Software Technology  - Acquired by - 	Amicus  - Acquired by - 	WeComply  - Acquired by - 	Intapp  - Received an investment - 	New Dawn  - Acquired by - 

* Includes transactions completed by current employees while at previous firms

LegalTech – Representative Competitive Landscape



LegalTech Market Update: In This Issue



1. LegalTech Market Trends

2. LegalTech Sector Valuation Environment

3. Recent LegalTech Transaction Activity

4. CLA Meridian Capital Technology Investment Banking Overview



SECTION 1.

LegalTech Market Trends

LegalTech Market Update

LegalTech Industry Overview & Trends⁽¹⁾



LegalTech Enters Maturity Growth

The market is shifting from broad experimentation to disciplined adoption, with buyers favoring proven, integrated platforms over point solutions and investors rewarding defensible data, clear ROI, and durable margins over feature breadth.



Accelerating M&A Consolidation

Deal activity is intensifying as strategic buyers, PE-backed platforms, and enterprise software entrants compete to acquire AI-native legal tools. Financial sponsors are rolling up a fragmented mid-market, while non-traditional acquirers move in as part of a broader enterprise software push



AI-Powered Automation

Legal Firms are integrating numerous use cases for LMMs including research, drafting, document review and increased efficiency. AI is slowly changing the traditional legal cost model, from billable hours to a new value delivery structure

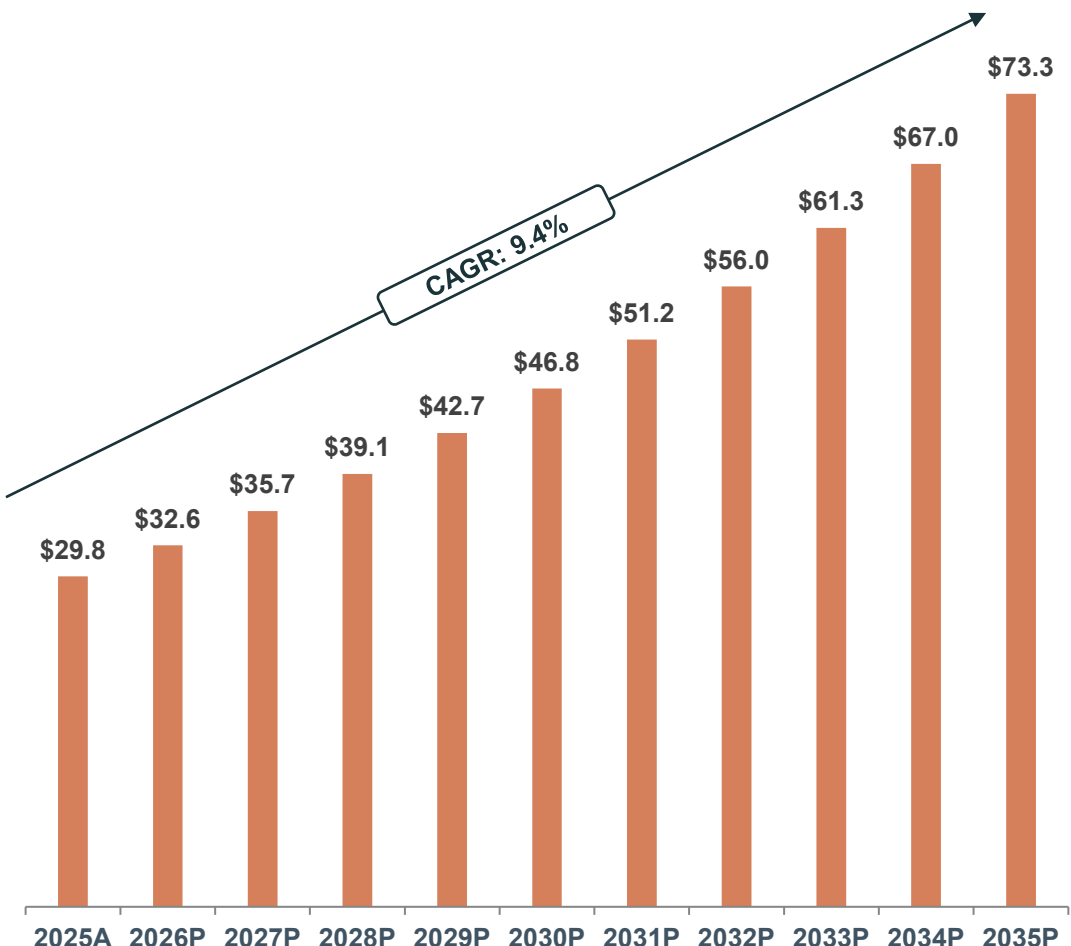


Demand Outpacing Capacity

Regulatory, compliance, and cybersecurity obligations are climbing far faster than legal headcount and budgets. With teams staying lean, firms are turning to governance tooling and contract lifecycle automation to absorb the rising workload without proportional hiring

Global LegalTech Market Size⁽²⁾

\$ in Billions



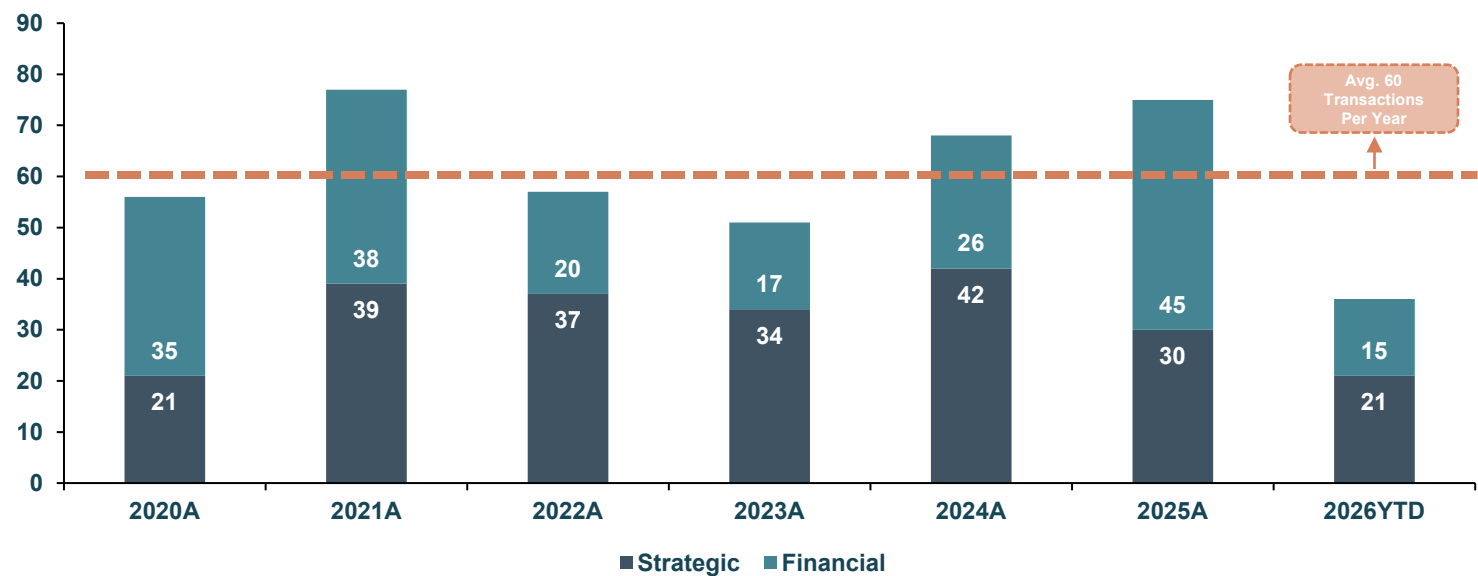
Source: (1) AGC AI in LegalTech Report, Thomson Reuters - 2026 Report on the State of the US Legal Market, (2) Precedence Research, Pitchbook as of (06/30/2026)



LegalTech M&A Market Trends

LegalTech M&A is accelerating into a consolidation cycle defined by AI-driven value creation, with legacy information providers, PE-backed Roll-Ups, and Enterprise SaaS leaders competing to acquire AI-Native legal tools

Legal Industry Transactions by Type⁽¹⁾



Key Takeaways⁽¹⁾

LegalTech deal volumes remain elevated, catalyzed by accelerating AI adoption and aggressive strategic consolidation

Financial-backed investors are increasingly consolidating fragmented areas of the LegalTech industry into integrated mid-market platforms, with recent strategic median deal value being ¼ of 2025

Non-traditional buyers like Microsoft, Workday, Docusign, and Carta are entering legal tech, signaling its absorption into the broader enterprise software stack

Active Strategic Investors

- Legal Information Incumbents
- AI Legal Role-Up Platforms
- Practice Management Consolidators
- Mega-Cap Tech Entrants

2026 Target Sub-Sectors

- Generative AI Legal Software
- Practice Management Platforms
- eDiscovery and Litigation Support
- Contract Lifecycle Management (CLM)

Primary Financial Buyers

- Hg
- K1 Investment Management
- Vista Equity Partners
- TA Associates

AI in LegalTech

AI adoption in legal is redefining how core work is performed, with firms leveraging tools to automate document-related tasks and shift attorney attention towards higher-value advisory work

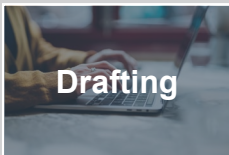
AI Adoption & Integration⁽¹⁾⁽³⁾

- Core performance metrics are moving towards productivity and output, with firms focusing on minimizing time spent on drafting, proofing, and any research tasks
- As AI automates legal work traditionally performed by junior lawyers and paralegals, value is being driven by platforms that improve speed, accuracy, and consistency, while preserving proper human oversight
- Automation has placed pressure on legal firms to shift away from traditional billing models towards pricing structures that reflect value delivered for clients
- Anthropic continues to put pressure on the broader legal industry, with 12 new plugins for different practice areas



Research

- **74% Adoption**
- Faster Case Law Retrieval
- Advanced Analytics



Drafting

- **59% Adoption**
- **65% save ~5 hours per week**



Document Review

- **63% faster**
- Accelerates discovery and due-diligence



Efficiency

- **~240 hr/year freed**
- Unlocks ~\$19,000 value per professional

LLM-Backed VC Funding & Investment⁽²⁾

- Harvey and Legora have emerged as leading platforms in legal AI, collectively raising over \$2B in venture funding and serving more than half of the largest 100 US law firms
- Kirkland & Ellis is estimated to spend \$500 million on LLMs internally, with other firms such as Freshfields partnering with Anthropic to create customized tools

Structural Shifts in Legal Service Delivery⁽¹⁾

- Client expectations are shifting toward faster turnaround, greater transparency, and clearly demonstrable value, challenging the traditional billable-hours model
- **Alternative-Fee-Arrangements (AFA)** are becoming more popular, with models that include flat fees, capped fees, and hybrid models

Labor-Based Model

- Leverage labor
- Bill hours worked
- Time-intensive manual tasks
- Time-constrained delivery

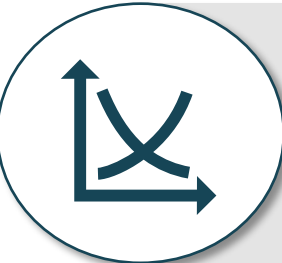
AI-Enabled Model

- Leverage automation
- Value/Outcome based pricing
- AI assisted document production
- Quick iteration and scale

Workload Demand Outpacing Resources

Rising regulatory and cybersecurity demands are outpacing flat legal headcount and budgets, accelerating adoption of AI, GRC, and contract lifecycle automation

Shifting Environment⁽²⁾



Rising Capacity Pressures

Most legal departments are experiencing workload growth from compliance and cybersecurity demands, but fewer expect corresponding increases in budget or staffing, forcing teams to absorb more work with limited additional resources



Forecasted Headcount

CLOs expect for firm headcounts to stay within their current range, with 63% anticipating no or small increases yet large evolution of role responsibilities given the increased adoption of LMMs



AI Market Penetration

Only 45% of legal firms have implemented or rolled out generative AI, with future deployment transitioning from typical chat bots to agentic uses, indicating a large penetrable market is still available

Forward Facing Workload Increases⁽¹⁾

Increasing
Regulatory
Workloads



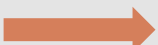
+63%

Increasing
Cybersecurity
Workloads



+58%

Firms
Increasing
Headcount



+37%

Beneficiaries

- ✓ Legal AI & Productivity Software
- ✓ Governance, Risk & Compliance (GRC) Software
- ✓ Contract Lifecycle Management (CLM) Automation

Source: (1) CLOC – Rising Legal Demand Outpaces Budget & Staffing Growth, (2) ACC – CLO Survey

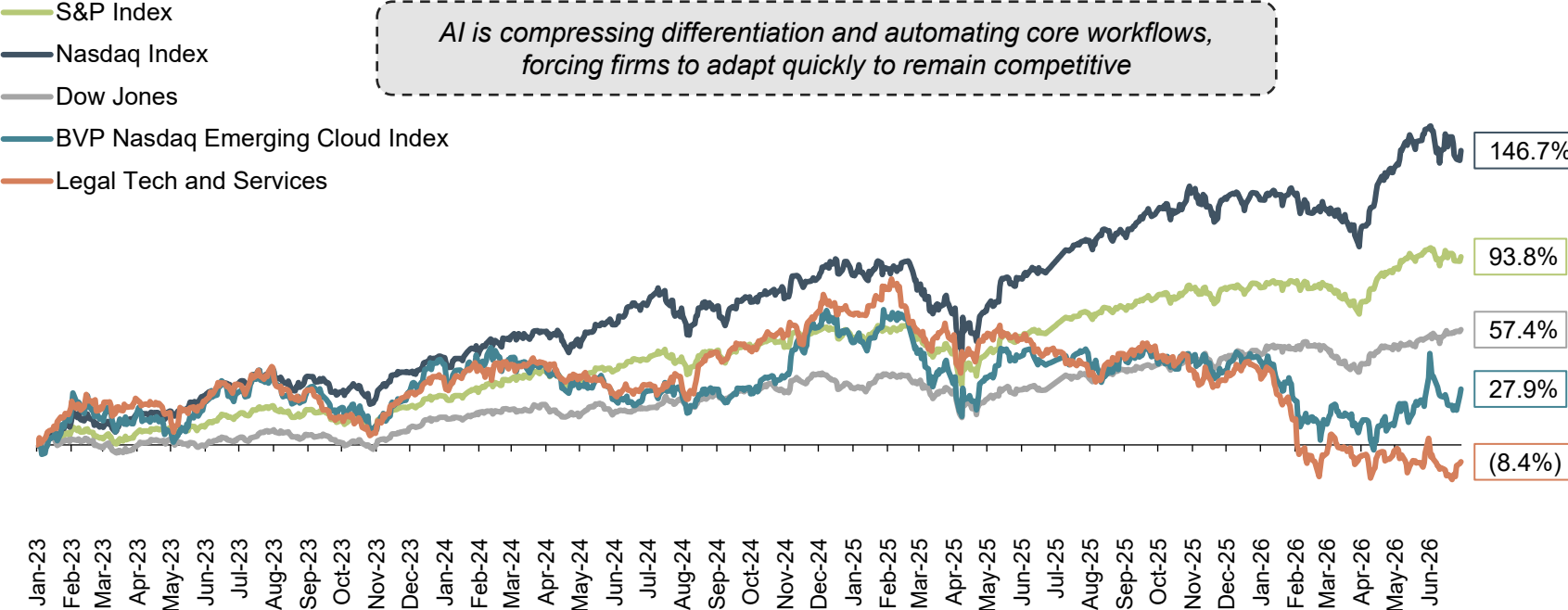
A hand is pointing towards a digital interface. The interface features several glowing blue hexagonal icons connected by lines, representing a network or system. The icons include an open book, a gavel, a pair of scales, a document, a classical building with columns, and a person in a suit. The background is a dark blue gradient.

SECTION 2.

LegalTech Sector Valuation Environment

LegalTech Public Market Performance

Public Market Index Performance, % Change since Jan-23



Select Market Trends

- **LegalTech valuations remain under pressure** despite improving operating fundamentals, with the peer index declining 42.6% on an LTM basis as investors reassess growth expectations and competitive positioning
- **Performance across public LegalTech companies has become increasingly bifurcated**, with mission-critical workflow, information services, and practice management platforms generally demonstrating greater resilience than more transactional or point-solution providers
- **AI functionality is no longer a standalone differentiator**, as investors increasingly prioritize measurable ROI, customer adoption, and demonstrated productivity gains over AI-related product announcements alone
- **Long-term sector fundamentals remain favorable**, supported by continued legal operations digitization, growing demand for productivity-enhancing software, and increasing adoption of AI-driven tools across law firms and corporate legal departments

LegalTech and Services

S&P Index

Nasdaq Index

Dow Jones Index

BVP Emerging Cloud Index

Public LegalTech Company Valuations

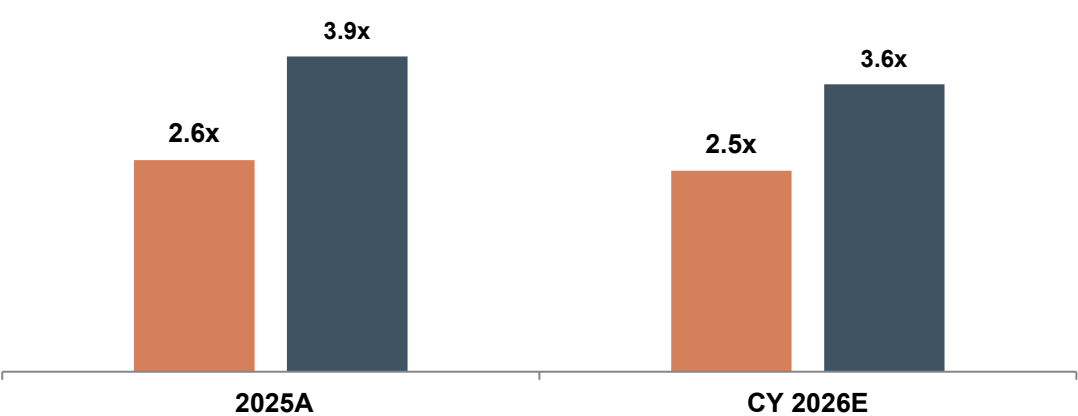
(\$ in millions, except for share data) Company Name	As of Jun 30, 2026				EV / Revenue			EV / EBITDA			Revenue Growth			TTM	
	Share Price	LTM Change	Market Cap	Enterprise Value	CY 2024A	CY 2025A	CY 2026E	CY 2024A	CY 2025A	CY 2026E	CY 2024A	CY 2025A	CY 2026E	Gross Margin %	EBITDA %
	LegalTech and Services														
 RELX	\$31.36	(41.8%)	\$54,977	\$64,619	5.4x	5.1x	4.8x	13.6x	13.4x	11.8x	5.9%	4.8%	7.2%	66.3%	40.1%
 Wolters Kluwer	\$64.45	(60.4%)	\$14,390	\$19,090	3.0x	2.8x	2.7x	9.1x	7.7x	7.6x	5.9%	7.9%	4.0%	73.5%	32.8%
 opentext™	\$22.09	(24.0%)	\$5,360	\$10,522	1.9x	2.0x	2.0x	5.7x	6.2x	5.8x	(5.0%)	(4.9%)	0.1%	73.1%	35.3%
 docusign™	\$44.42	(42.6%)	\$8,482	\$7,851	2.6x	2.4x	2.2x	8.3x	7.3x	6.7x	7.8%	7.8%	8.9%	79.4%	33.0%
 Clarivate™	\$2.16	(52.1%)	\$1,381	\$5,483	2.1x	2.2x	2.3x	5.2x	5.6x	5.5x	(2.7%)	(4.5%)	(4.1%)	66.5%	41.3%
 Cellebrite	\$14.60	(7.7%)	\$3,642	\$3,236	8.1x	6.8x	5.7x	32.6x	25.7x	21.3x	23.4%	17.9%	20.1%	83.9%	27.1%
 INTAPP	\$25.21	(48.4%)	\$1,943	\$1,810	3.9x	3.4x	3.0x	26.6x	19.1x	19.8x	18.6%	14.9%	14.8%	75.0%	16.7%
 Dye & Durham	\$0.97	(86.2%)	\$65	\$985	3.0x	3.1x	3.6x	5.1x	6.2x	5.2x	(1.8%)	(2.5%)	(14.0%)	64.5%	48.8%
 LEGALZOOM	\$6.13	(31.9%)	\$1,052	\$884	1.3x	1.2x	1.1x	6.0x	5.2x	4.5x	3.2%	10.1%	9.5%	65.9%	22.0%
 nuix	\$0.84	(41.7%)	\$283	\$259	1.7x	1.6x	1.4x	6.2x	6.3x	4.6x	16.9%	6.8%	19.1%	89.3%	21.9%
 DISCO	\$3.78	(14.3%)	\$242	\$146	1.0x	0.9x	0.8x	NM	NM	NM	4.9%	7.4%	12.6%	74.9%	(5.3%)
Mean	\$21.22	(43.7%)	\$9,157	\$11,474	3.3x	3.1x	2.9x	11.8x	10.3x	9.3x	7.2%	5.8%	6.6%	73.7%	31.9%
Median	\$18.34	(42.2%)	\$2,792	\$4,359	2.8x	2.6x	2.5x	7.3x	6.8x	6.3x	5.9%	7.3%	8.1%	73.3%	32.9%

Source: Pitchbook as of (06/30/2026)

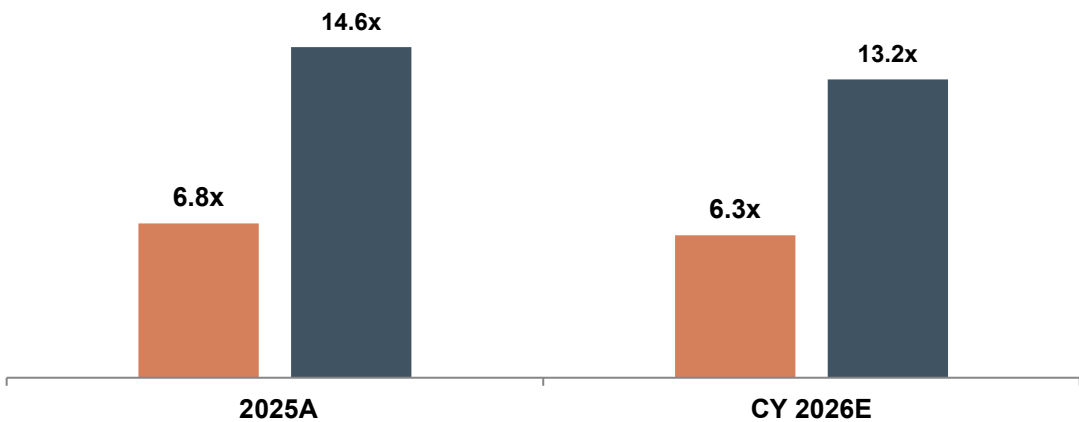


LegalTech Public Comparable Benchmarking

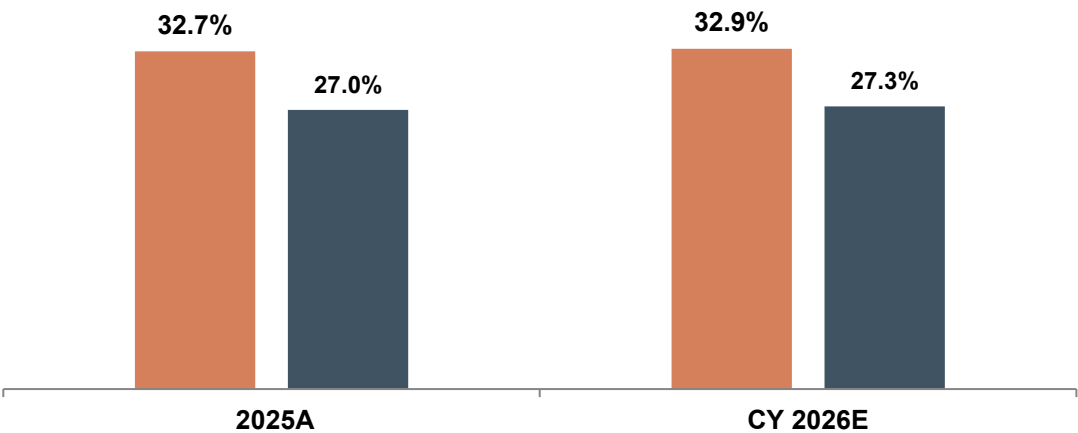
EV / Revenue



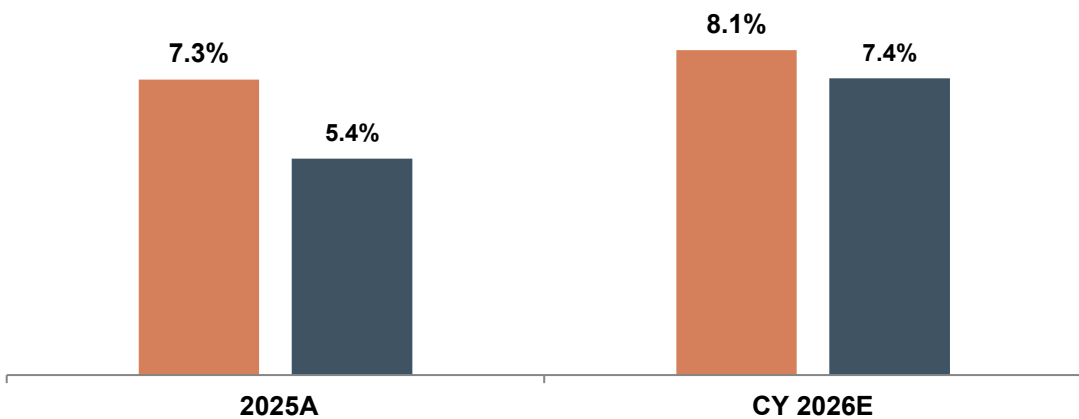
EV / EBITDA



EBITDA Margin %



Revenue Growth %



■ LegalTech and Services ■ S&P 500 Index

Source: Pitchbook as of (06/30/2026)

A hand is pointing towards a digital interface. The interface features a network of glowing white lines connecting various legal icons: an open book, a gavel, scales of justice, a document, a person in a suit, and a classical building. The background is a dark blue gradient.

SECTION 3.

Recent LegalTech Transaction Activity

Select Strategic Investors – LegalTech

Investor	# of Investments	Representative Target	Target Description	Investor	# of Investments	Representative Target	Target Description
 Wolters Kluwer (Alphen aan den Rijn, Netherlands)	12	 Libra. Nov 2025	Developer of tailor-made legal AI platform	 MITRATECH CaseCloud™  ONTARIO TEACHERS' INNOVATION FUND (Austin, TX)	8	 HOTdocs Jun 2024	Developer of a law practice and legal matter management platform
 LexisNexis® (New York, NY)	9	 Doctrine May 2026	Developer of legal research and analytics platform	 BigHand  LEVINE LEICHTMAN CAPITAL PARTNERS (London, United Kingdom)	4	 Aug 2022	Developer of cost analytics and practice management software
 Dye & Durham (Toronto, Canada)	9	 GhostPractice May 2023	Developer of law practice management software	 KIDiscovery. (McLean, VA)	4	 cenza Nov 2023	Provider of contract lifecycle management services
 LITERA (Atlanta, GA)	9	 Peppermint TECHNOLOGY Feb 2025	Developer of legal and dispute management platform	 CARET  THL Thomas H. Lee Partners (San Diego, CA)	3	 zolaSUITE Jul 2021	Provider of end-to-end legal practice management software
 Aderant (Atlanta, GA)	8	 V2 VIRTUAL PRICING DIRECTOR Oct 2025	Developer of cloud-based legal pricing software	 Clio ®  BVP Forge  JMI  TCV (Burnaby, Canada)	10	 gavel Jun 2026	Provider of legal document automation software

Select Financial Investors – LegalTech

Investor	# of Investments	Representative Target	Target Description	Investor	# of Investments	Representative Target	Target Description
 (London, United Kingdom)	27	 Oct 2025	Developer of legal compliance software	 (Chicago, IL)	6	 Nov 2024	Provider of legal practice management software; acquired through ParkerGale's portfolio company SurePoint
 (Austin, TX)	11	 Nov 2025	Provider of online legal services	 (Boston, MA)	5	 Dec 2020	Provider of electronic signature software
 (Manhattan Beach, CA)	12	 May 2024	Designer of legal technology solutions	 (Washington, DC)	8	 Jan 2026	Developer of a business formation and management platform
 (Boston, MA)	11	 May 2024	Integrated case management platform	 (London, United Kingdom)	4	 Jun 2022	Operator of a cloud-based legal practice management platform
 (Boston, MA)	6	 Jul 2019	Provider of eDiscovery software; acquired through previous portfolio company KLDISCOVERY	 (San Francisco, CA)	4	 Dec 2025	Developer of time and billing software

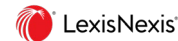
Recent LegalTech Transactions

Date: Apr-26
Target: Vultron
Acquirer: pWin.ai
Target Description: Developer of artificial intelligence-native infrastructure

Date: May-26
Target: Legalstart
Acquirer: Legalplace
Target Description: Provider of online legal services

Date: May-26
Target: Doctrine
Acquirer: LexisNexis Group
Target Description: Developer of legal research and analytics platform

Date: Jun-26
Target: Regology
Acquirer: Bloomberg Industry Group
Target Description: Developer of a regulatory compliance software

Date: Jun-26
Target: Gavel
Acquirer: Relatively ODA
Target Description: Developer of a legal documentation automation platform

Date: Jun-26
Target: LeBonBail
Acquirer: Expertym
Target Description: Developer of a legal automation platform

Date: Apr-26
Target: DQS
Acquirer: Montagu Private Equity
Target Description: Provider of management system certification

Date: May-26
Target: Avantia Law
Acquirer: Carta
Target Description: Provider of law services & outsourcing legal technology

Date: Jun-26
Target: Cadastral
Acquirer: Legora
Target Description: Developer of an artificial-intelligence software

Date: Jun-26
Target: Jurisage
Acquirer: Clio
Target Description: Developer of a machine learning and applied artificial intelligence specialist software

Date: Jun-26
Target: Lega
Acquirer: BARBRI
Target Description: Developer of LLM governance software

Date: Jun-26
Target: WE-Nup
Acquirer: Blackfinch Investments
Target Description: Developer of a collaborative nuptial agreement platform

Source: Pitchbook as of (06/30/2026)

Recent Legal Technology Transactions

Date	Target	Target Description	Investors
Jun-26	WE-NUP	Developer of a collaborative nuptial agreement platform	Blackfinch Investments
Jun-26	LeBonBail	Developer of a legal automation platform	Expertym
Jun-26	Lega	Developer of LLM (Large Language Model) governance software	BARBRI, Francisco Partners, LGT Capital Partners
Jun-26	Gavel	Developer of a legal document automation platform	Relativity ODA
Jun-26	Jurisage	Developer of a machine learning and applied artificial intelligence specialist software	Clio
Jun-26	Regology	Developer of a regulatory compliance software	Bloomberg Industry Group
Jun-26	Cadastral	Developer of an artificial-intelligence software	Legora
May-26	Doctrine	Developer of legal research and analytics platform	LexisNexis Group
May-26	Avantia Law	Provider of law services & outsourcing legal technology	Carta
May-26	Legalstart	Provider of online legal services	LegalPlace
Apr-26	DQS	Provider of management system certification	Montagu Private Equity
Apr-26	Vultron	Developer of artificial intelligence-native infrastructure	pWin.ai
Apr-26	Qura	Developer of a legal research platform	Legora
Apr-26	WebTMS	Developer of an intellectual property management platform	Alt Legal
Apr-26	Kanoon	Developer of a digital legal and human resources management platform	Mubadala Investment Company, Silaexpert, Silver Lake
Apr-26	HyperLaw	Developer of legal software	Legal Ready
Apr-26	Referens	Provider of legal advisory services	TGS France Avocats
Mar-26	Robin AI	Developer of artificial intelligence-based legal software	Microsoft (NAS: MSFT)
Mar-26	Legal Mind	Developer of an AI-powered legal technology platform	Mees Holding
Mar-26	Edilex	Developer of cloud-based legal software	Kohlberg Kravis Roberts (NYS: KKR), SOVRA

Recent Legal Technology Transactions, Cont.

Date	Target	Target Description	Investors
Mar-26	Walter	Provider of legal technology solutions	Legora
Feb-26	Catalex Network	Operator of a legal network platform	Shore Capital Partners
Feb-26	Lexverify	Operator of an artificial intelligence compliance and risk management platform	Trust Stamp (NAS: IDAI)
Feb-26	Decision Focus	Developer of governance, risk management and compliance software	Keensight Capital
Feb-26	LEX247 Cloud Service	Provider of cloud-based legal enterprise practice management solutions	EG Danmark
Feb-26	Maite.ai	Developer of a generative artificial intelligence (GenAI) platform	Doctrine
Feb-26	Clara (Business/Productivity Software)	Developer of a legal operating platform	Ascentium
Feb-26	Japan Legal Network	Provider of legal financial services	Bengo4.com
Feb-26	Noetica	Developer of a data analysis platform	Thomson Reuters Ventures
Jan-26	Traced Technologies	Developer of timekeeping and billing software	Actionstep, Serent Capital
Jan-26	OpenText (eDOCS)	Provider of legal technology services	Cove Hill Partners, NetDocuments, Warburg Pincus
Dec-25	ClauseBase	Developer of a document automation	LawVu
Dec-25	DataGavel	Developer of a legal technology platform	Renvent
Dec-25	Pincites	Developer of a contract review platform	Filevine
Dec-25	Robin AI	Developer of artificial intelligence-based legal software	Scissero
Dec-25	TestaViva	Provider of legal documentation services	Dansk Ejerkapital
Dec-25	Bill4Time	Developer of time and billing software	Investcorp
Nov-25	Openli	Developer of a consent management platform	Risma Systems, Triple Private Equity
Nov-25	LawBase	Developer of legal technology solutions	Onit
Nov-25	Plural Policy	Developer of public policy intelligence software	SAI360, Sixth Street Partners, STG Partners

A hand is shown on the right side of the image, pointing towards a series of glowing blue hexagonal icons. The icons include a book, a gavel, scales of justice, a document, a classical building, and a person in a suit. The background is a dark blue gradient.

SECTION 4.

CLA Meridian Capital Technology Investment Banking Overview

Select Technology Transactions

CLA Meridian's bankers have significant experience across many years and technology transactions

Project Stockbridge IP Management Software Platform	Hostwinds  - Acquired by - 	Vertical Raise  - Acquired by - 	LegitScript  - Recapitalized by - 	Hilti*  - Buy-side Advisory - 	Office Ally  - Acquired by - 	Nirvana Soft  - Acquired by - 
Crosslake Technologies  - Acquired by - 	OneStream*  - Received an investment by - 	AgencyZoom*  - Acquired by - 	TimeClock Plus*  - Received an investment by - 	Rainmaker LRO*  - Acquired by - 	OSI*  - Acquired by - 	Accelalpha  - Recapitalized by - 
Frontdesk*  - Received an investment by - Investor Consortium	AbsolutData*  - Acquired by - 	QuickFee* QuickFee. - Established an asset-backed financing with - 	Imprev  - Acquired by - 	TINYpulse  - Strategic Advisory - 	American Megatrends*  - Received an investment by - 	SphereBuilder  - Strategic Advisory - 

* Includes transactions completed by current employees while at previous firms

Deep Relationships with Private Equity Funds Investing in LegalTech

Deep Investor Connectivity

Founder-Focused

CLA Meridian Capital leverages its connections with financial investors to exclusively work on behalf of founders

Longstanding Relationships

Through decades of relationship building, CLA Meridian Capital's senior bankers have direct connections with principal decision makers at leading PE funds

Storied Heritage

CLA Meridian Capital's reputation for representing best-in-class companies ensures our clients have every opportunity to interact with investors

Select Relationships with LegalTech Investors



Select CLA Meridian Capital Transactions with Key Technology Investors

Office Ally - Acquired by -	Health Perspectives Group - Acquired by -	OneStream* - Received an investment by -	LegitScript - Acquired by -	TimeClock Plus* - Received an investment by -	Crosslake Technologies - Acquired by -	American Megatrends* - Received an investment by -
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* Includes transactions completed by current employees while at previous firms

Local Attention, National Coverage, Global Capabilities

CLA's 130+ offices across the U.S. support national and global transaction engagements across all industry sectors.
CLA Meridian Capital has a presence in 8 strategic locations across the country.

9,000+

People

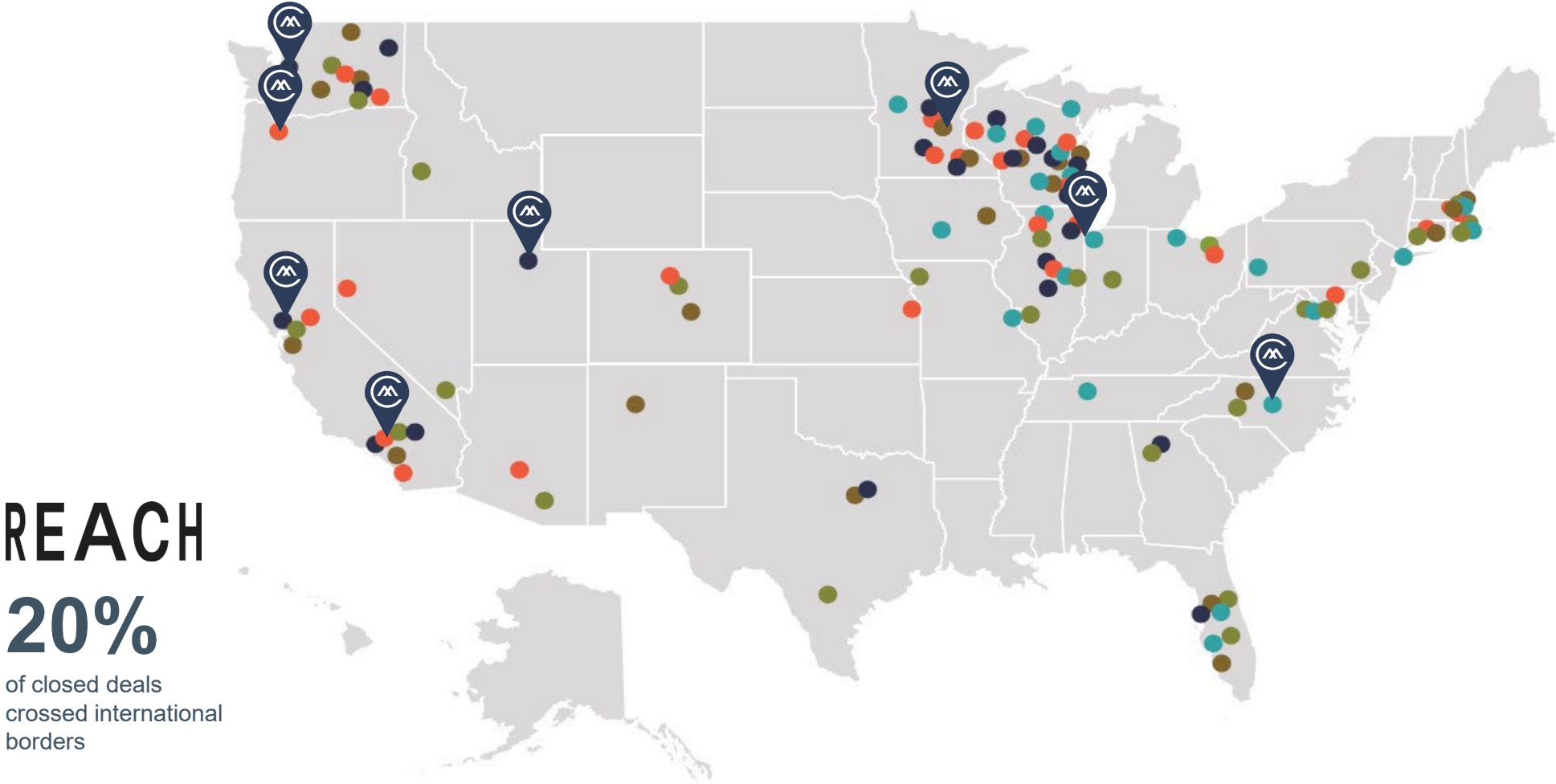
14+

Industries

130+

Offices





What Our Clients are Saying

Subsplash

SUBSPLASH*

- Growth equity
financing by -



Enterprise
Software
Investors

“



“CLA Meridian is a true partner. We asked a lot of our bankers and CLA Meridian went above and beyond to deliver for us. Not only was the economic outcome exceptional, but CLA Meridian was also able to help us find the right partner that was aligned with our culture and values. They listened and delivered.”

Tim Turner

Subsplash – CEO and Founder

Office Ally



- Acquired by -



“



“For many of us, this was our first experience in a sale process and the CLA Meridian Capital team’s hands-on approach helped get the deal to the finish line successfully. They worked tirelessly alongside us, providing guidance and support every step of the way.”

Gloria Chung
Office Ally– COO

Apollo Video
Technology



- Acquired by -



“



“CLA Meridian Capital, with its experience and deep knowledge of our industry and the private equity universe, not only helped us find the ideal cultural and strategic fit in Audax/Luminator, but also provided a highly customized solution to meet all of the deal term goals and objectives that were important to us.”

Rodell Notbohm
Apollo Video Technology – Founder and CEO

Thank you

CONTACT INFORMATION

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