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NEWSLETTER

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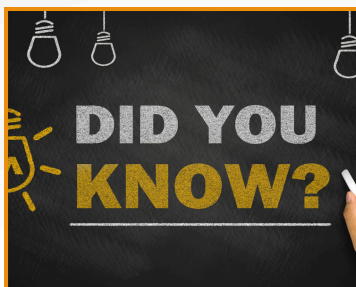
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Did You Know?



LEGALTECH – WHERE LAW MEETS INNOVATION

Let's be honest—when you think of innovation, the legal industry isn't the first thing that comes to mind. But that's exactly why LegalTech is one of the most exciting spaces to watch right now. It's transforming an age-old system, one digital solution at a time.

💡 For the Curious Investor:

Have you ever waited weeks for a simple contract to be reviewed? Imagine replacing that wait with an AI tool that does it in minutes—with better accuracy. That's LegalTech in action.

This space isn't just ripe for disruption—it's already happening. Startups are streamlining legal research, automating documentation, and even enabling virtual courtrooms. And the best part? The demand is massive and growing. Whether it's small businesses navigating compliance or law firms looking to cut costs, the customer base is wide—and hungry for tech.

For investors, that means early entry into a market that's just opening up. Recurring revenues, B2B stickiness, and real-world impact? That's a rare combination. LegalTech offers it.

🚀 For the Ambitious Startup

If you're a founder building in this space—you're not just starting up, you're standing at the crossroads of justice and technology. And that's powerful.

The opportunities are endless:

- Can you simplify legal language for everyday users?
- Can you help startups manage IP without needing a full legal team?



CA MAYANK DESAI

Co-Founder, Unisync Angels
Partner, Y.B. Desai & Associates

- Can you bring faster resolution to property disputes with tech-first tools?

Yes, the law is complex—but that's exactly why your innovation matters. Build trust. Be compliant. Make it user-friendly. And never underestimate the power of partnerships—with lawyers, firms, even bar councils.

⚖️ The Final Word

LegalTech is growing fast. It's changing how people solve legal problems—making things quicker, easier, and more affordable.

Right now, there's a big chance for investors and startups to lead the way. The Indian market is full of opportunities, and the demand for smart legal solutions is only getting bigger.

If you're an investor, this could be the right time to support the next big idea. If you're a startup founder, this is your chance to build something that really matters.

The future of law is digital—and it's just getting started.

Are you ready to be part of it?

Best Regards

CA Mayank Desai



LEGALTECH REVOLUTION: TRANSFORMING LEGAL SERVICES THROUGH INNOVATION AND AI

The legal sector is experiencing a huge transformation with a new wave of legal tech startups at the driving seat that are redefining how legal services are delivered, accessed, and managed. It is not only for the clients to access, but also for the legal professionals. Startups like SCC Online and Manupatra for Indian jurisdiction and Jus Mundi and Hein Online for foreign jurisdictions have proved to be very helpful for the legal professionals. Coming from the legal background, I have personally used and witnessed the legal tech field grow at an arm's length.

Law firms and legal departments are always looking to replace time and labor consuming processes with automated ones which offer better speed, accuracy, and efficiency. Although, that is not the only thing it is aimed at. Legal tech is meant to be transformative, not just for legal professionals, but for clients as well.

WHAT IS LEGALTECH AND WHAT ARE THE DIFFERENT TYPES?

Legal Technology or Legal Tech could be a software or an application that helps streamline and improve legal services. It allows lawyers to tackle and avoid basic but time-consuming workloads such as contract analysis and case-law research. It also helps clients in saving their time when it comes to dispute resolution, as platforms such as Presolve360 and other such startups have provided an online dispute resolution mechanism.



Written by,

NITYA DESAI,

Student, BBA LLB (H)

There exist various types of legal tech that you need to know about:

1. Legal Research – SCC Online, Manupatra, WestLaw, Hein Online and many such tools that help lawyers research that perfect case law or that particular provision in a quick and efficient way compared to the traditional book-based research. Saves time, saves energy, and keeps lawyers sane.
2. Document automation – Startups such as Leegality, docusign, and Signdesk have eased the documentation process so much so that every single firm and every single business has shifted to online documentation. No tedious paperwork is necessary and efficient working.
3. Contract review and management – Lawyers must balance contract review with effective management to avoid oversights and guarantee comprehensive agreements. Traditionally, this process could be labor-intensive and time-consuming, involving meticulous manual work to identify potential issues and ensure compliance with laws and regulations.

THE AI REVOLUTION IN LEGAL TECH

Artificial intelligence has emerged as the defining technology in the latest wave of legal tech innovation. Emergence of various AI tools such as ChatGPT and Deepseek has only increased further development into the convergence of AI and Law. This has precipitated increased investment in legal tech startups, with many focusing on applying advanced language models to various aspects of legal practice.

The initial AI applications in legal tech centered primarily on automating back-office functions, particularly contract drafting, negotiations, and document redlining⁴. However, the focus is now shifting toward more transformative applications that change fundamental legal workflows and service delivery models. Investors and industry leaders are increasingly interested in solutions that leverage AI to automate entire workflows rather than just discrete tasks, potentially reshaping the economics of legal service provision. Some examples of emerging legal-AI tech are aithemis and Lexis+ AI.

CONCLUSION

Legal tech is no longer a niche trend-it is fundamentally reshaping the legal industry for professionals and clients alike. By automating repetitive tasks, streamlining research, and harnessing the power of AI, LegalTech tools are making legal services more efficient, accurate, and accessible. As the sector continues to innovate, both law firms and clients stand to benefit from faster, smarter, and more client-centric solutions. The future of law will be defined by those who embrace this technological transformation, ensuring they remain competitive and responsive in an ever-evolving landscape.



LEGAL TERMINOLOGY:

1 Case Management:
Tools/systems that help law firms manage cases, documents, deadlines, and tasks.

E-Discovery:
Process of collecting, processing, and reviewing electronic data for legal cases.

3 Legal Research Automation:
AI tools used to scan legal databases for precedents, statutes, or case laws.

Contract Lifecycle Management (CLM):
Managing contracts from initiation to execution and renewal.





Global View: How LegalTech is Changing the World

Across the globe, LegalTech is making a big impact. In countries like the **United States, the UK, and Europe**, startups are using technology to solve common legal problems—making legal services faster, cheaper, and easier to access.

Big companies like **Ironclad, Clio, and Everlaw** have raised millions of dollars from investors. They offer tools for things like contract management, case tracking, legal research, and online dispute resolution. These tools save time for lawyers and help people solve legal issues without going to court.

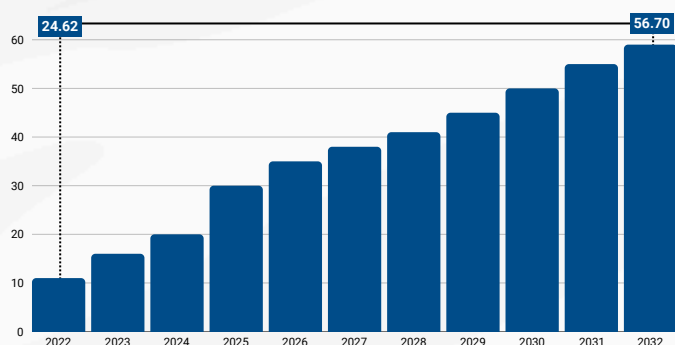
One of the most exciting trends is the use of **Artificial Intelligence (AI)**. AI can now help draft legal documents, review contracts, and even do legal research. Some startups are also using **Generative AI**, which can write legal summaries or answer legal questions, just like a human assistant. This is still new, but it's growing fast.

So far, only a few LegalTech startups have reached **unicorn status** (valued at over \$1 billion), but the industry is growing quickly. With more people and businesses looking for digital legal solutions, the future looks bright.

For investors, this is a great time to support innovation in the legal space. And for startups, it's a chance to solve real problems on a global scale.

How Fast is LegalTech Growing Globally?

The Global LegalTech Market Size



The LegalTech industry is booming worldwide.

In 2022, the market was valued at \$24.6 billion — and by 2032, it's expected to soar to around \$56.7 billion.

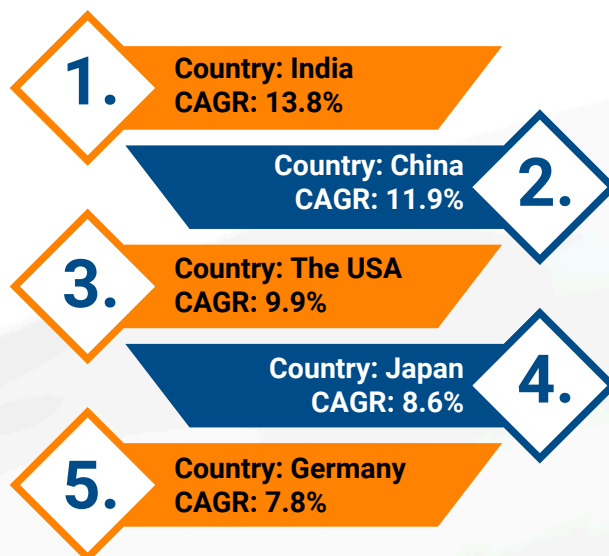
This isn't just a passing trend; it's a fast-moving sector packed with opportunities for startups and investors alike.

As businesses and law firms seek smarter, more affordable legal solutions, LegalTech startups are leading the charge with fresh ideas and breakthrough technologies.

Now is the perfect time to keep an eye on this space — and be part of the exciting growth ahead.



COUNTRY-WISE GROWTH IN LEGALTECH



The LegalTech revolution is picking up speed all over the world!

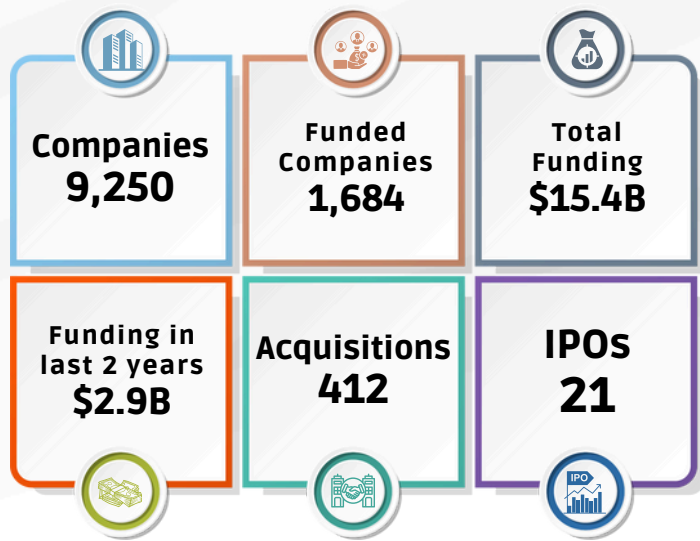
Here's a quick look at how some major countries are racing ahead:

- 🇮🇳 **India** is leading the pack with an impressive **13.8%** growth rate.
- 🇨🇳 **China** is not far behind, growing steadily at **11.9%**.
- 🇺🇸 **The USA** continues to expand its strong LegalTech sector with **9.9% growth**.
- 🇯🇵 **Japan** is also showing good momentum at **8.6%**.

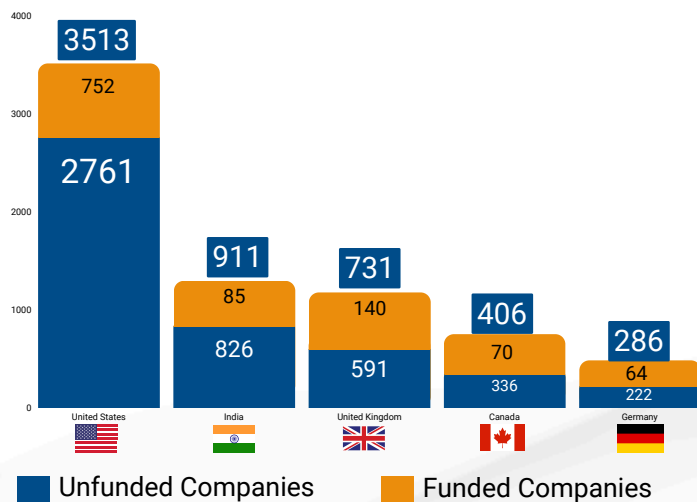
- **Germany** keeps moving forward with a solid **7.8%** growth rate.

It's exciting to see India and China taking bold steps in digitalizing legal services, while mature markets like the USA, Japan, and Germany are also embracing innovation to stay ahead.

Key Stats



Top Geographies by Companies



Let's take a look at the top geographies by the number of companies.

Leading the chart is the United States with a massive 3,513 companies, where 2,761 are unfunded and 752 have secured funding.

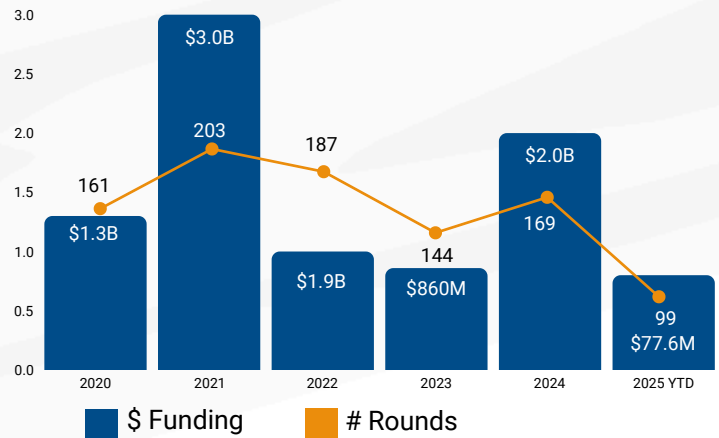
India follows at a distant second with 911 companies — 826 unfunded and 85 funded.

The United Kingdom holds third place with 731 companies, but interestingly, it shows a relatively higher proportion of funded companies — 140 out of 731.

Next is Canada with 406 companies and Germany with 286, both showing similar trends of majority unfunded but a significant presence of funded ventures.

Overall, the United States remains the dominant leader, with India and the UK competing closely for the next spots.

YOY FUNDING



Now shifting focus to the year-on-year funding trends. Since 2020, a total of \$15.4 billion has been poured into the ecosystem. Funding peaked in 2021 at \$3 billion with 203 rounds — the highest activity recorded. 2022 saw a dip to \$1.9 billion, and by 2023, it shrank further to \$860 million. Interestingly, 2024 showed some recovery with \$2 billion raised, but 2025 year-to-date has seen a sharp slowdown — only \$77.6 million raised so far. Clearly, funding rounds have mirrored this trend, falling sharply from their peak.

TOP INVESTORS

Stage	Investor	# Portfolio
Seed Stage	Techstars	20
	Y Combinator	20
	Alumni Ventures	8
Early Stage	Y Combinator	10
	LegalTech	9
	Techstars	7
Late Stage	Tiger Global Management	5
	Tencent	4
	CapitalG	3

At the seed stage, Techstars and Y Combinator lead with 20 portfolio companies each, followed by Alumni Ventures with 8. In the early stage, Y Combinator, LegalTech, and Techstars continue their dominance. At the late stage, heavyweights like Tiger Global Management, Tencent, and CapitalG top the list, focusing on fewer but larger bets. The data paints a clear picture — while the enthusiasm was sky-high in 2021, the market has become much more cautious in recent years.

Out of these, **85 companies** have attracted a combined **\$773 million** in venture capital and private equity funding.

So far, the sector has witnessed **6 acquisitions**, showcasing the rising maturity of the space.

LegalTech in India offers technology solutions for **law firms and corporate legal departments**, making legal services smarter, faster, and more accessible.

KEY FEATURES DRIVING INDIA'S LEGALTECH BOOM

Online Dispute Resolution (ODR):

Platforms like Presolv360, SAMA, and Resolve Disputes Online help resolve civil and commercial disputes online, reducing the burden on courts.

E-Signatures:

Solutions like SignDesk and SignEasy allow legal documents to be signed and verified online, saving time and effort.

Legal Research and Analysis:

Startups like LegitQuest, CaseMine, and SCC Online make legal research faster, simpler, and more effective.

Online Contract Management:

Platforms like SpotDraft, Legal Capsule, and Konkord Law streamline contract drafting, management, and sharing.

Legal Marketplaces:

Just like shopping online, platforms like LawRato, Legistify, and MyAdvo help clients find the right lawyer based on their budget and location.

Managing Intellectual Property:

Startups offer unified systems to manage IP documents and data securely and efficiently.

E-Discovery:

LegalTech tools assist in investigations, legal data storage, and information exchange processes.

Managing Legal Functions Digitally:

Platforms like Practice League, Clio, and Lawcus help law firms manage clients, cases, and documents digitally.

WHY LEGALTECH STARTUPS ARE RISING FAST IN INDIA

Cost-Effective:

Technology-driven solutions reduce costs, making legal services affordable for individuals and small businesses.

Changing Consumer Expectations:

Clients now expect transparency, efficiency, and real-time updates—something LegalTech platforms deliver.

Boost in Efficiency:

Boost in Efficiency:
Automation of routine tasks saves law firms time and resources.

Wider Accessibility:

Wider Accessibility:
Online legal services reach even remote areas, breaking geographical and financial barriers.

Data-Driven Decisions:

Data-Driven Decisions. AI and analytics help lawyers and clients make smarter legal strategies.

Regular Updates:

Regular Updates:
Video conferences and online platforms keep clients informed at every stage.

Access to Diverse Opinions:

Access to Diverse Opinions. Clients can now consult multiple lawyers, including international experts.

Increased Productivity:

Digital management of data and workflows boosts overall efficiency in legal practices.

COMPANIES INCLUDED IN LEGAL TECH:

Legal Practice Management, eDiscovery, Lawyers' Marketplace, Dispute resolution platforms, legal contract management, legal research, legal consultation and Intellectual Property Management

TOP LEGAL TECH COMPANIES IN INDIA

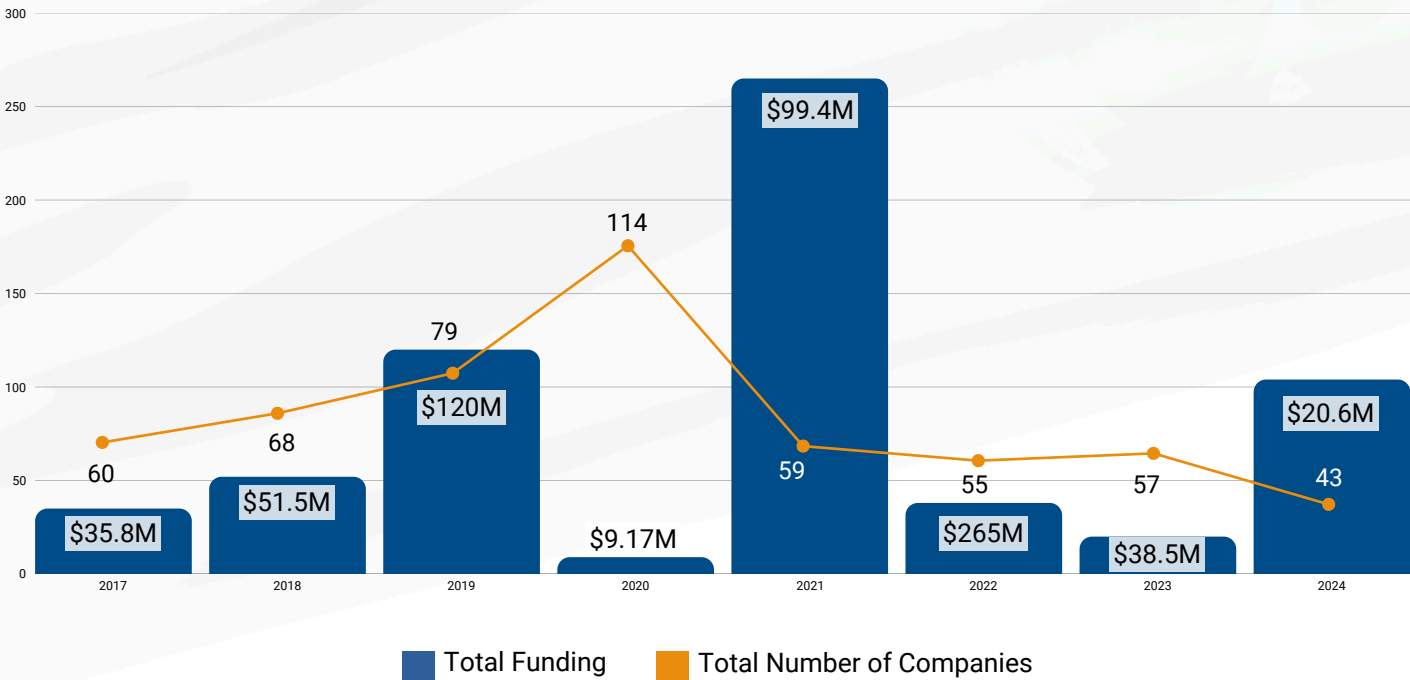
There are more than 938 companies in Legal Tech in India. [Zoho](#) is the top Legal Tech company in India, ranked using Tracxn Score [\(what's this?\)](#).

Here are 5 of the top Legal Tech companies in India



COMPANIES FOUNDED YEAR-ON-YEAR IN THE LEGAL TECH SECTOR IN INDIA

114 Legal Tech startups in India were founded in 2020 - this is the most number of startups founded in any year in the last 10 years.





VENTURE CAPITAL FIRMS AND ACCELERATORS + THEIR LEGAL TECH INVESTMENTS:

VC/Accelerator	Key Legal Tech Investment(s)	Notes
Waterbridge Ventures	MyAdvo, LegitQuest	Strong sector-driven approach. Only female leadership partner: Anjali Sosale.
Microsoft Accelerator	Vakilsearch, Surukam	14-week upskilling accelerator; Bangalore based.
Singapore Angel Network (SGAN)	SpotDraft	Early-stage focused, part of Thakral Group.
500 Startups	SpotDraft	Global VC with strong success metrics (Canva, Udemy portfolio).
TitanCapital	Legistify	Vision-driven investments (Snapdeal, Ola portfolio).
FasterCapital	Ink India Legal	"Work for equity" online incubator / accelerator
IdeaTree Inc	mVakil	Based in LA, hybrid incubator + accelerator.
GenNext Ventures	LegalDesk	Reliance Industries-backed VC/PE fund.
MGA Ventures	PreSolv360	Focused on dispute resolution; MGA run by Ashra family.
Google for Startups Accelerator (GFSA)	LegitQuest	Equity-free, growth-stage support.
Kalaari Capital	Vakilsearch	Bangalore-based early-stage focused VC.
LetsVenture	MyAdvo	Online platform for startup funding and mentoring.

While no dedicated LegalTech startup in India has reached the \$1 billion unicorn mark yet, several innovative companies are actively attracting investment and expanding their footprint. For example, SpotDraft, a leader in contract automation, has already raised an impressive \$105 million in funding, signaling strong investor confidence in the sector.

Here's a closer look at some of the key players driving the LegalTech revolution in India:

Contract Management & Automation:



SimpliContract

Funding: \$6.2 million (Series A)

Co-founders: Amit Kumar & Amit Jain

SimpliContract offers AI-powered contract lifecycle management solutions, helping businesses automate and streamline their contract processes. Backed by funding from top investors, they aim to digitize the legal process with ease.



SpotDraft

Funding: \$105 million (Series B)

Co-founders: Shashank Bijapur & Madhav Bhagat

SpotDraft provides an AI-driven contract management platform that automates the creation, analysis, and management of legal contracts, aiming to reduce legal expenses for businesses.



Zoho

Funding: Privately held (Founded in 1996)

Founder: Sridhar Vembu

Though not exclusively a LegalTech player, Zoho offers a suite of software solutions used for legal purposes. The company is a well-established software giant known for helping businesses optimize their operations across various sectors, including legal.



Leegality

Funding: \$6.63 million (Series A)

Co-founders: Shivank Agarwal & Deepak Gaur

Leegality is a trailblazer in contract review and analytics, providing a platform that automates legal document review processes for organizations, making legal work more efficient and transparent.

Dispute Resolution & Legal Information:



Presolv360

Funding: Undisclosed (Bootstrapped)

Co-founders: Harsh Singh & Anshika Agarwal

Presolv360 is an online dispute resolution platform that helps businesses resolve conflicts outside the courtroom, saving time and legal costs.



Prarambh

Funding: N/A (Incubator)

Co-founders: Cyril Amarchand Mangaldas (Incubator Team)

Launched by the prestigious law firm Cyril Amarchand Mangaldas, Prarambh is a legal technology incubator nurturing future LegalTech entrepreneurs by providing mentorship, resources, and funding.

MikeLegal
Your AI powered Legal Associate

MikeLegal
Funding: Undisclosed (Bootstrapped)
Co-founders: Unknown

MikeLegal is an AI-powered legal assistant that automates legal tasks and assists with legal research, aiming to enhance efficiency in legal workflows.

Notable LegalTech Players:

 **Icertis**

Icertis
Funding: \$497 million (Series F)
Co-founders: Samir Bodas & Manish Darda

Icertis is a global leader in contract lifecycle management, providing cloud-based software solutions to manage contracts for enterprises worldwide.

 **SPOTDRAFT**

Lawyer Desk
Funding: Undisclosed (Bootstrapped)
Co-founders: Unknown

Lawyer Desk is a unique platform that connects advocates with clients and provides legal resources to the general public. It is an accessible legal aid tool, designed to democratize legal information and services for all.

AI-Driven LegalTech:

 **jhana**

Jhana.ai
Funding: \$1.6 million (Seed Stage)
Co-founders: Em McGlone, Hemanth Bharatha Chakravarthy & Benjamin Hoffner-Brodsky

Jhana.ai is at the forefront of the AI-powered LegalTech wave. Offering AI-driven assistants to lawyers, Jhana.ai helps legal teams automate document review, analysis, and various legal tasks—transforming the legal workflow with cutting-edge technology.

THE ROAD AHEAD:

LegalTech in India is still in its early growth stages, but with innovative solutions and rising investment, the sector is poised for expansion. Keep an eye on these startups as they continue to break new ground and redefine the future of legal services.

TERMINOLOGIES:

 **LEGAL TERMINOLOGY (RELEVANT TO LEGAL TECH)**

1

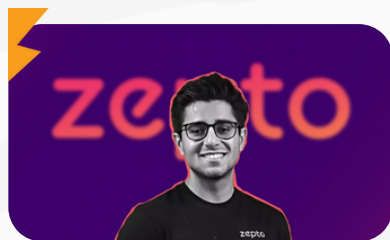
Legal Analytics:

Using data analytics to predict legal outcomes or trends.

Compliance Tech:

Tools to ensure adherence to regulations (e.g., GDPR, HIPAA).

2



Zepto nears Rs 1,500 Cr structured debt deal ahead of IPO: Report Quick commerce startup Zepto plans to raise ₹1,500 crore (\$175 million) in structured debt from Edelweiss Alternative Asset and others to buy back shares from foreign investors, aiming to boost Indian ownership ahead of its mid-2025 IPO. The deal, valued at \$5 billion, will increase the founders' stake to ~20% and may raise Indian ownership above 30%, in line with FDI rules. Zepto is also close to a \$250 million secondary share sale and has an annualized GOV of \$4 billion, with approval to move its base to India.



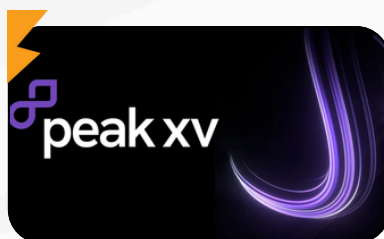
Boult Audio revenue jumps 40% to over Rs 700 Cr in FY24: Boult Audio saw a 40% rise in revenue to ₹697 crore in FY24, outpacing rivals boAt and Noise, but **net profit dropped 37% to ₹2.5 crore** due to rising costs. Domestic sales led growth, while high ad spends and discounts squeezed margins. Inventory surged 63% to ₹964.5 crore, hinting at future launches. Still **bootstrapped**, Boult remains profitable unlike its larger, funded peers.



D'Decor crosses Rs 800 Cr revenue in FY24; profits spike 20%: D'Decor posted a 4.2% revenue rise to ₹816 crore in FY24, while **profit grew 20.5% to ₹53 crore** amid controlled costs. Total income stood at ₹853 crore. Despite a 173% jump in ad spend, expenses rose just 4%. With strong margins (**EBITDA: 17.8%, ROCE: 14.09%**), D'Decor remains profitable but faces stiff competition and limited near-term breakout potential.



Zoho halts semiconductor project citing tech uncertainty: Zoho Corporation has halted its \$400 million semiconductor plant plans in Karnataka due to lack of technological clarity and a suitable partner. Co-founder Sridhar Vembu cited concerns about using public funds without a clear roadmap. The plant, approved in Dec 2024, was expected to generate 460 jobs. This follows Adani Group's pause on its \$10B chip venture. India still lacks a functional semiconductor fab despite government incentives.



Peak XV to raise \$1.2–\$1.4 Bn for new fund: Peak XV Partners, formerly Sequoia Capital India, is raising a new \$1.2–\$1.4 billion fund—its first since rebranding in 2023. The fund will focus on early-stage investments in India and Southeast Asia. This comes amid IPO preparations by its portfolio firms like Meesho, Zetwerk, and Groww. Despite flat Q1 2025 startup funding, VC activity remains strong, with A91 Partners, Accel, Bessemer, and Fireside Ventures also raising significant funds.



THE FUTURE OF THE PROFESSIONS" BY RICHARD SUSSKIND AND DANIEL SUSSKIND

INTRODUCTION

In the world of legal technology, staying ahead of trends and innovations is crucial. A book that provides invaluable insights into the changing landscape of professions, including law, is *The Future of the Professions* by Richard Susskind and Daniel Susskind. This book explores how technology, AI, and automation will disrupt traditional professional services, particularly in law.

KEY TAKEAWAYS FOR LEGAL TECH

- **Disruption of Traditional Roles:** The authors argue that technology will reshape traditional professional roles. Law, like medicine and accounting, will no longer be a human-dominated profession. AI systems, automation, and data-driven platforms are already providing more efficient and cost-effective solutions for clients.
- **Access to Justice:** One of the most significant shifts discussed is how legal tech can democratize access to justice. Tools that provide automated document generation, legal research, and even AI-driven legal advice can enable underserved populations to access affordable legal services.
- **The Rise of Legal Tech Startups:** Susskind highlights the opportunity for startups to offer innovative solutions in areas like contract management, compliance, and legal research, areas traditionally dominated by large law firms.
- **New Business Models:** The traditional billable hour model is under threat. The book proposes that firms will need to embrace new business models to stay relevant, including subscription-based services, fixed fees, and performance-based pricing—all areas where legal tech companies can thrive.

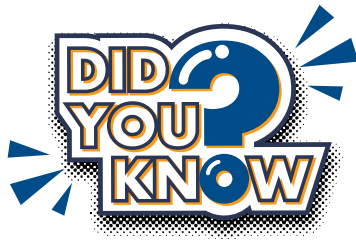
IMPLICATIONS FOR YOUR LEGAL TECH STARTUP

For legal tech entrepreneurs, this book offers profound insights into the opportunities and challenges in the industry. As you develop solutions, consider the following:

- **Scalability:** Focus on creating scalable tools that can serve both large organizations and individual clients.
- **Automation:** Look for ways to automate repetitive, low-value tasks in legal processes, freeing up human resources for higher-level work.
- **Client Education:** Since legal tech is still a relatively new concept to many, educating your clients on the value and potential of your product will be key to adoption.

CONCLUSION

The Future of the Professions offers a compelling look at the legal landscape and how it's evolving through technological innovation. For anyone in legal tech or considering entering the field, this book is a must-read to understand the forces driving change and how to capitalize on the transformation in legal services.



Did you know LegalTech is transforming the legal industry?

LegalTech refers to the use of technology and software to provide legal services, automate processes, and improve access to justice.

Did you know contract automation is reducing legal costs?

With tools like smart contracts and AI-powered drafting software, businesses are cutting contract turnaround times and minimizing human errors.



Did you know e-discovery is accelerating litigation?

AI-powered e-discovery tools can process and analyze terabytes of legal data in hours instead of weeks, speeding up case preparation.

Did you know online dispute resolution is growing?

Platforms offering online mediation and arbitration are making dispute resolution faster, cheaper, and more accessible globally.



Did you know LegalTech is making legal help more affordable?

AI chatbots, virtual legal assistants, and automated document review are lowering costs for individuals and small businesses seeking legal support.



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empowering startups by providing growth capital and connect.**

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