



HUGO.legal

Justice Made Possible

LegalTech Polska Meetup

GLOBAL SOCIO-ECONOMIC PROBLEM



80%

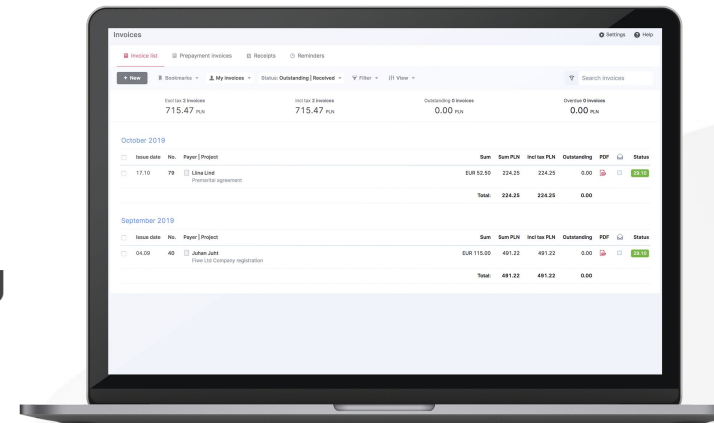
of population has
NO meaningful
access to justice

Altered communications.
Increased efficiency.



For LAWYERS

- ✓ Efficient Client Acquisition.
- ✓ Hustle free virtual law office with Big Law benefits.
- ✓ Focus on billable hours
- ✓ Integrations with your favorite Practice Management CRMs:



Scoro

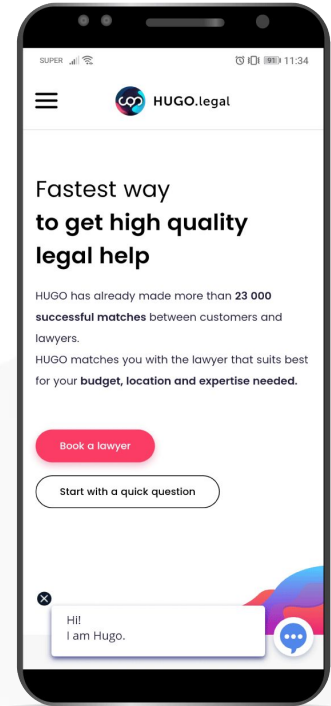
amberlo

Get quality legal help.
Wherever you are.

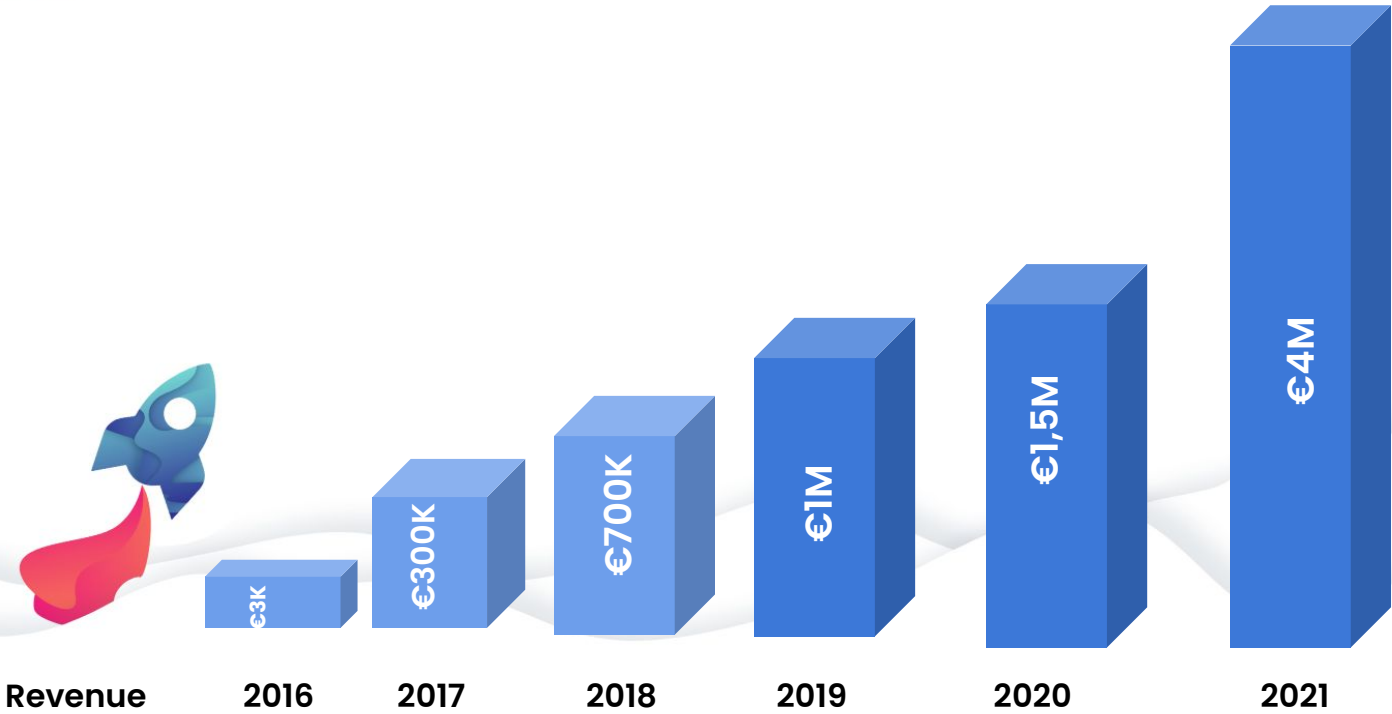


For CLIENTS

- ✓ Access to High Quality Lawyers on demand
- ✓ Competitive prices.
- ✓ Vetted lawyers with ranking.
- ✓ Easy to use as talking to a friend on Messenger.
- ✓ Robot Lawyers for common and widespread legal cases.



TRANSACTIONAL BUSINESS MODEL



Clients

Revenue

2016

2017

2018

2019

2020

2021

EXECUTIVE SUMMARY

- ✓ 30K+ paying customers
- ✓ €2,5M total revenue with 35% gross profit
- ✓ TRUST: 92% customer satisfaction
- ✓ Widespread problems solved by robot lawyer saving €500K
- ✓ Largest legal service platform in Estonia within a year





Artur Fjodorov
CEO & Founder

13+ years profound experience building companies.



Erki Pisuke
COO & Co-founder

11+ years experience in business, in finance and in legal.
MA in Law from Tartu University.



Age Viks
CMO & Co-founder

15+ years in movie industry & marketing.
MA from Baltic Movie & Film School.

Backed by **SUPERANGEL**



Rain Rannu
Fortumo Founder



Marko Aavik
Long term Vice Chancellor
Ministry of Justice



Tytus Cytowski
Co-Director Startup
Grind & US attorney



Winner of B2C category at
TechChill 2020



Winner of 2019 Legal Tech
startups in the Nordics



TOP 5 among the Baltic startups

400+ Media coverage in Estonia

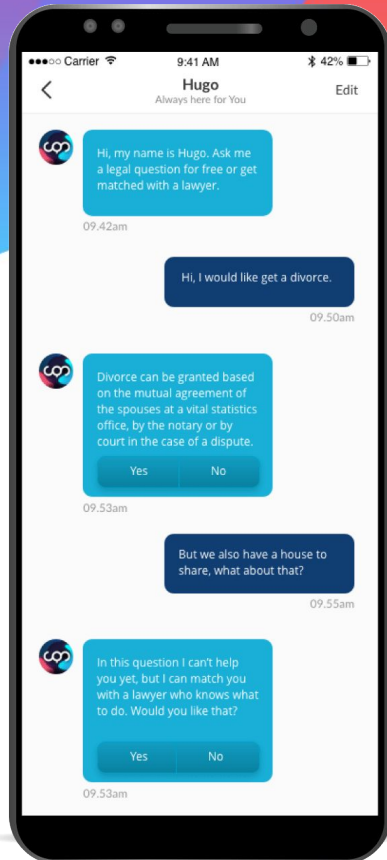
Universal robot lawyer HUGO

Most common cases solved by AI

More complex cases matched **with lawyers**

HUGO.legal = legal marketplace + robot lawyer = **HUGO**

The New Legal World = Sharing Economy + Artificial Intelligence



We are here? :)



1960
1%?



Traditional Law Firms

2020
20%

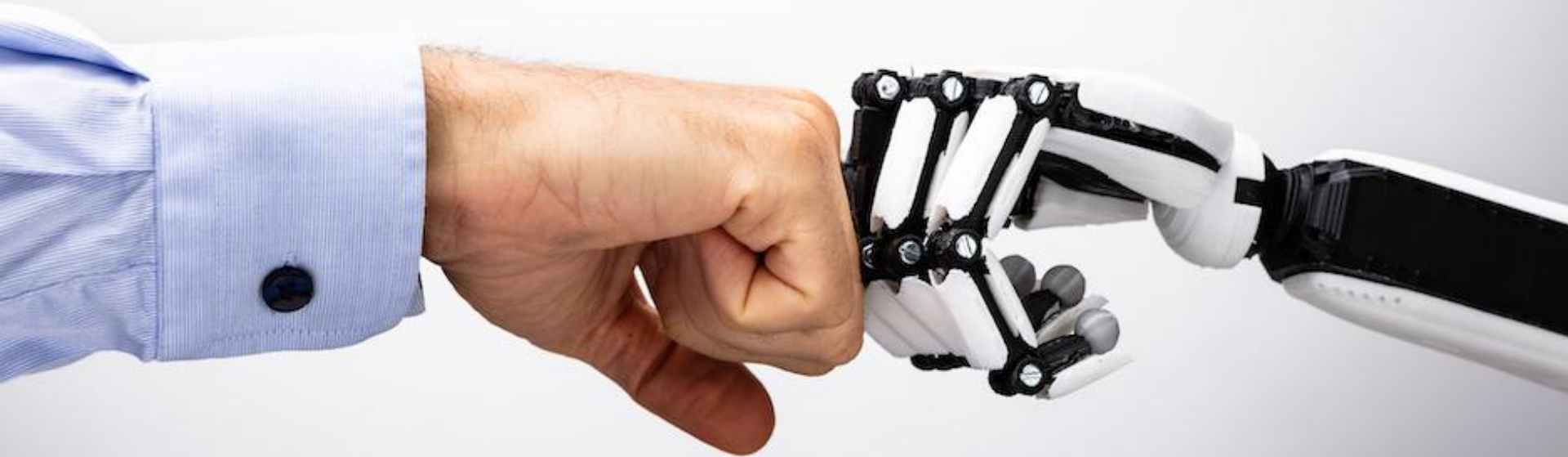
Modern Law Firms

**2030
80%!**

**Redesigned legal
marketplace.**

**Combined with
the best in Artificial
Intelligence
Technology with
the power of the
sharing economy.**

Robot Lawyer as a Lawyer Enhancement



HUGO's LawBot as a Service Product



LawBot as a Service

Q3
2020

FrankBot Poland

2019
Dec

Winner of LegalTech Polska
Chatbot Competition

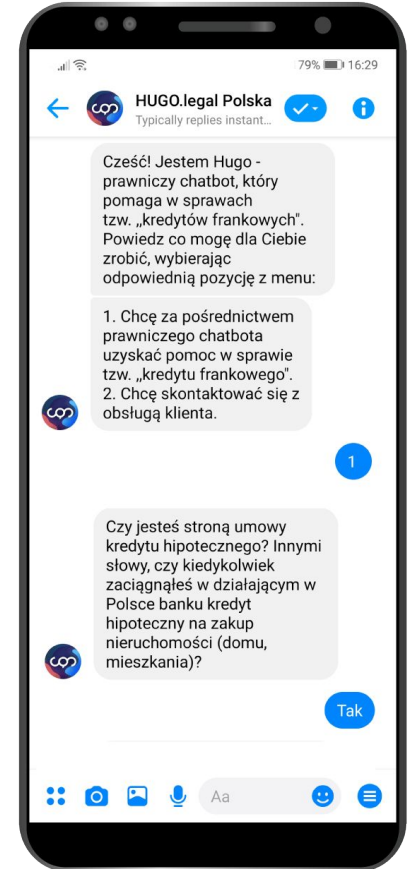
ElatisAbi Estonia

2018
Dec

InkassoAbi Estonia

2018
Sep

Estonia's 1st robot lawyer



Modern Lawyer?

OR

**Next Generation
Lawyer?**

powered by LawBot



Join Our Mission!




20%

High Quality leads for lawyers

80%

Solved by robot lawyers

And Let's Make Justice Possible!

A group of approximately 20 people are gathered for a party, posing for a group photo. The room is decorated with numerous balloons in shades of purple, pink, and blue. The people are dressed in semi-formal attire. The text 'THANK YOU FOR YOUR ATTENTION!' is overlaid at the top, and 'QUESTIONS?' is overlaid in the center. The overall atmosphere is festive and celebratory.

THANK YOU FOR YOUR ATTENTION!

QUESTIONS?

Join HUGO: https://hugo.legal/udziel_pomocy_prawnej



HUGO.legal

Justice Made Possible

Artur Fjodorov

Founder & CEO



+372 5563 0915
artur@hugo.legal