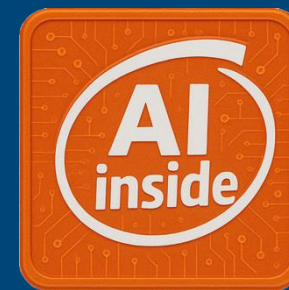


Shareforce



AI powered operating system for Modular Contracting



CONTRACT PROCESSES ARE STUCK IN THE PAST

While the legal profession is expected to embrace AI

**Legacy contract processes are INEFFICIENT
and SLOW**

- Manual drafting in Word & exchanged via email
- Knowledge hidden in people's heads
- Contract data locked in static documents
- Buried in PDF archives and in separate silos

**AI creates new use-cases, but needs
STRUCTURE**

- Trust and reliability are crucial in contracts
- GenAI use-cases fail because of GIGO
- No access to expert-curated Ground Truth



**The legal and operational complexity of
contracting is a trillion-dollar market challenge.**

CAUSING MANY PROBLEMS



Non-compliant contracts

- Outdated clauses
- No audit trails
- Risk of fines and penalties



High legal costs

- Manual, costly, error-prone contract process
- Overloaded teams, too reliant on external counsel



Poor unstructured contract data

- No insight in critical data in contracts
- No Ground Truth for AI applicability



Delayed or lost business

- Slow contract cycles
- Legal dependency
- Repetitive contract processes



Wasted time updating and searching

- Disorganized, scattered content
- Slow and decentralized content updates
- IT dependency

“On average, companies lose 190K hours annually due to disconnected agreement management workflows, totalling 55 billion hours globally and contributing to \$1.8 trillion in economic value destruction.”

(Infosys BPM)

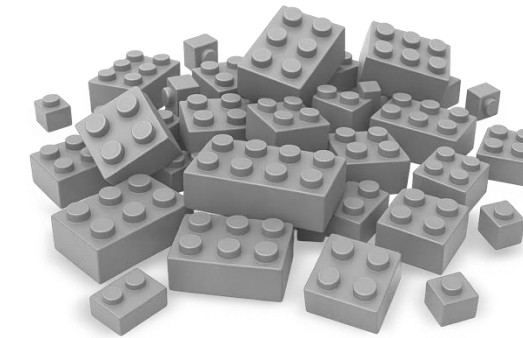
WHAT IF CONTRACTS WERE BUILT LIKE SOFTWARE?

Developers build smarter: structured, modular, reusable, version-controlled, searchable and dynamic.

Today



Traditional contracts



Mixed bag of clauses

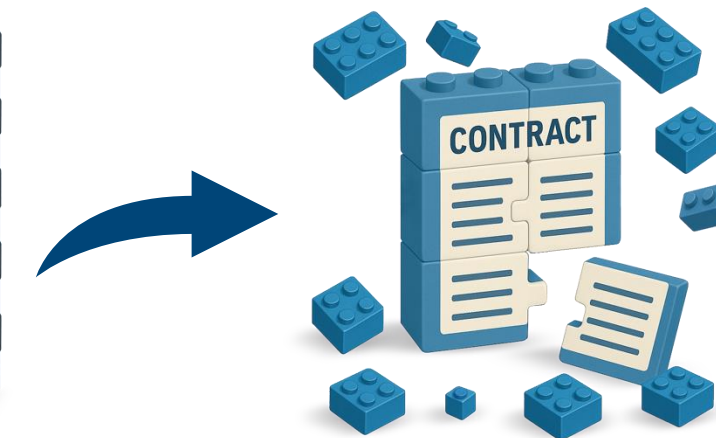


Unstructured, not AI-ready

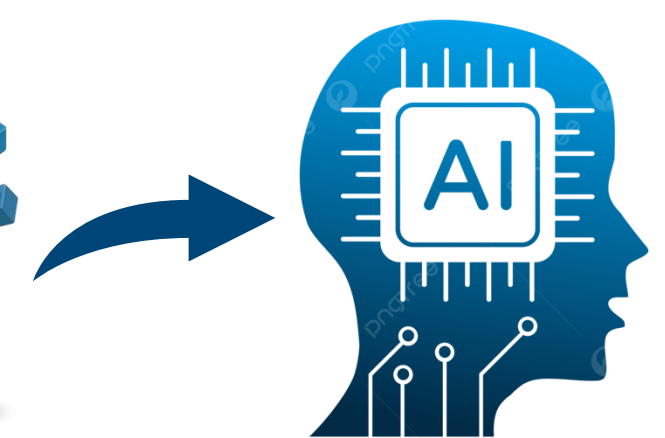
The Future: treating clauses like code



Organised, modular, reusable, searchable
Clause Library



Dynamic assembly



Structured, AI ready

Legal and business teams assemble trusted contracts from building blocks, creating the next major enterprise dataset: structured contract data.

INTRODUCING SHAREFORCE

The world's first clause-based platform for legal content management

- **Lego-style drafting** – build any contract in minutes with approved reusable, modular clauses.
- **One firm-wide Clause Library** – every provision, version-controlled and centrally accessible.
- **Total control, zero coding** – legal teams create, manage and automate content, without IT.
- **Each clause becomes data**
 - Reusable → lightning-fast workflows
 - Standardised → lower legal risk
 - Structured → unlock analytics & AI
- **Turnkey**: off-the-shelf solution with minimal implementation costs

BENEFITS



10x Faster contract generation

- Scale output with bespoke, automated contract generation.
- Enable teams: legal guardrails without bottlenecks.



AI-ready contracts from Day One

- Instant access to legal content goldmine
- Deep insights in clause usage and deviations, risks and critical data.



Contract compliance at the touch of a button

- Through standardisation, automated updates & distribution.



Large time savings

- Immediate access to Golden Source: always up-to-date, accurate contract content.
- Uniform, compliant templates

TWO YEARS OF RIGOROUS BUILD WITH ABN AMRO

Case study Corporate Credits

Pre-Shareforce

- Manual, time-consuming, error-prone updates
- Sprawl of overlapping templates, no governance
- No clause reuse, no audit trail, no approval history
- Inability to demonstrate compliance to ECB
- Dependent on ContractExpress & external law firm for document automation

With Shareforce

- Unified templates into a structured Clause Library
- Legal teams achieved full self-service automation
- Reduced contract drafting time by more than 75%
- Updates auto-propagate across all dependent templates
- End-to-end traceability and ECB-proof audit trail
- Integration with archiving & loan origination systems

Our partnership with ABN AMRO enabled us to:

- Master the exact problem, solution & processes to scale our business model
- Meet the highest technical, regulatory and security standards
- Navigate and win over multiple stakeholders and tough procurement
- Gain unique domain expertise and strong enterprise client reference case



FUELS MARKET BREAKTHROUGH



ABN AMRO

- First upsell: ABN is co-funding additional features
- Land & Expand: additional departments coming forward

Followed by Nedap USA

- Simplifying and accelerating bespoke contract generation with legal guardrails, for their Commercial team

Accelerating client traction

- Pilots with Prosus, Wansa, QUBE, Spirax, Greenchoice
- Advanced discussions with AXA, NN and Riverbank

Broadening our client focus outside Finance:

- Commodities, Technology, Industrials, Utilities

You ain't seen nothing yet!

Our foundational platform has several additional meaningful growth drivers:

- **Automated contract content harmonisation**
- **Legacy contract portfolio migration**
- **Third party contract analysis**

SOLVING A CORE PROBLEM

Unstructured, outdated & fragmented legal content

Requires two ingredients:

Human-in-the-loop: lawyers curate, structure and centralise contract intelligence at contract inception

Task-oriented AI: precise and focused; engineered to complete specific, well-defined tasks

Why task-oriented AI?

Trustworthy, fast to deploy, aligned with real business workflows

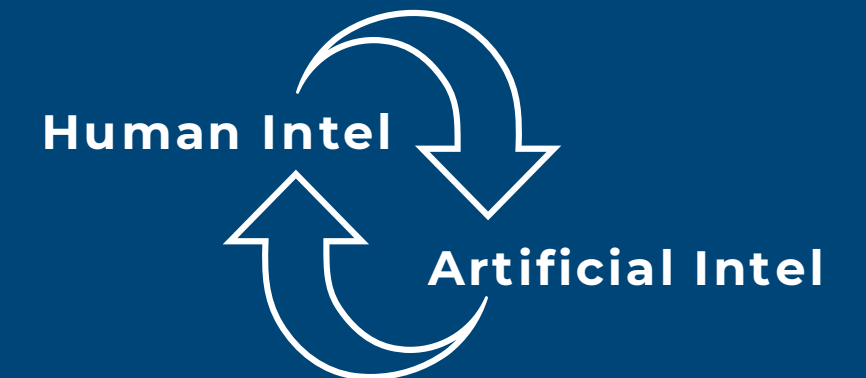
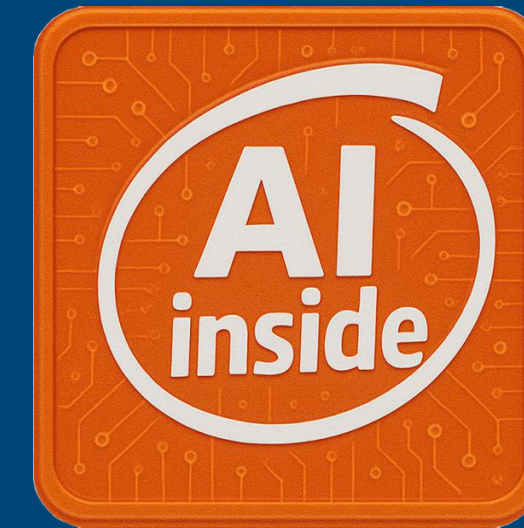
We use it for:

- Ingestion, decomposition, categorisation
- Analysing large collections of contracts
- Comparing contract content
- Insights into legal and business risks

End result: building 'stickiness'

- Contract experts transfer collective trusted knowledge
- Creating structured contract data from inception
- Embedding our solutions in all contract processes

USING THE BEST OF HUMAN AND ARTIFICIAL INTEL



While others build AI philosophers, we build AI surgeons.

IN OUR PLATFORM



Add Legal Content

- Upload legal documents
- Document, language and platform agnostic



Create Building Blocks

- Unique clause-components
- Granular & Reusable
- Version Control

Modular & Dynamic

- Modular Documents: assembled from clause-components
- Dynamic Documents: real-time retrieval

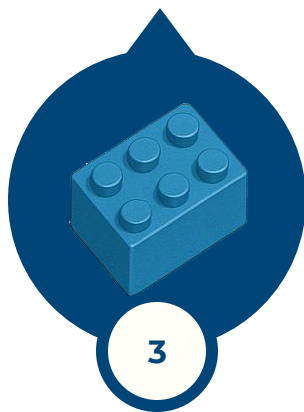
Automated Content Distribution

- Automated updating of embedded clauses
- Single point of change and distribution



Contract Data Analytics

- Full insight in critical data in contracts
- Understanding legal risks at enterprise level



Standardise & Harmonise

- Insights into clause types and usage
- Duplicates and variations

Build Clause Library

- **Orchestration of clause-components**
- **Updates across all documents & organisation**
- **Single-Source-of-Truth**

Update Approval Workflow

- Concurrent multiple users
- Role-based access/approval
- Full audit trail



Automated Doc Generation

- No code
- Bespoke scenarios
- Unlimited flexibility
- MS Word integrated

OUR WINNING TEAM

Deep experience in legal, tech, sales, and finance



WOUTER OFNER

CEO, Co-founder

Ex-M&A lawyer at leading law firms A&O and Nauta who sold his first legal tech company to Wolters Kluwer.



MARK WILLEMEN

CTO, Co-founder

Enterprise Architect with extensive AI/ML experience in building sophisticated content management and workflow tools for corporates.



JASPER BOERSMA

CRO, Shareholder

25 years sales and management background at leading global investment banks JPMorgan & Barclays.



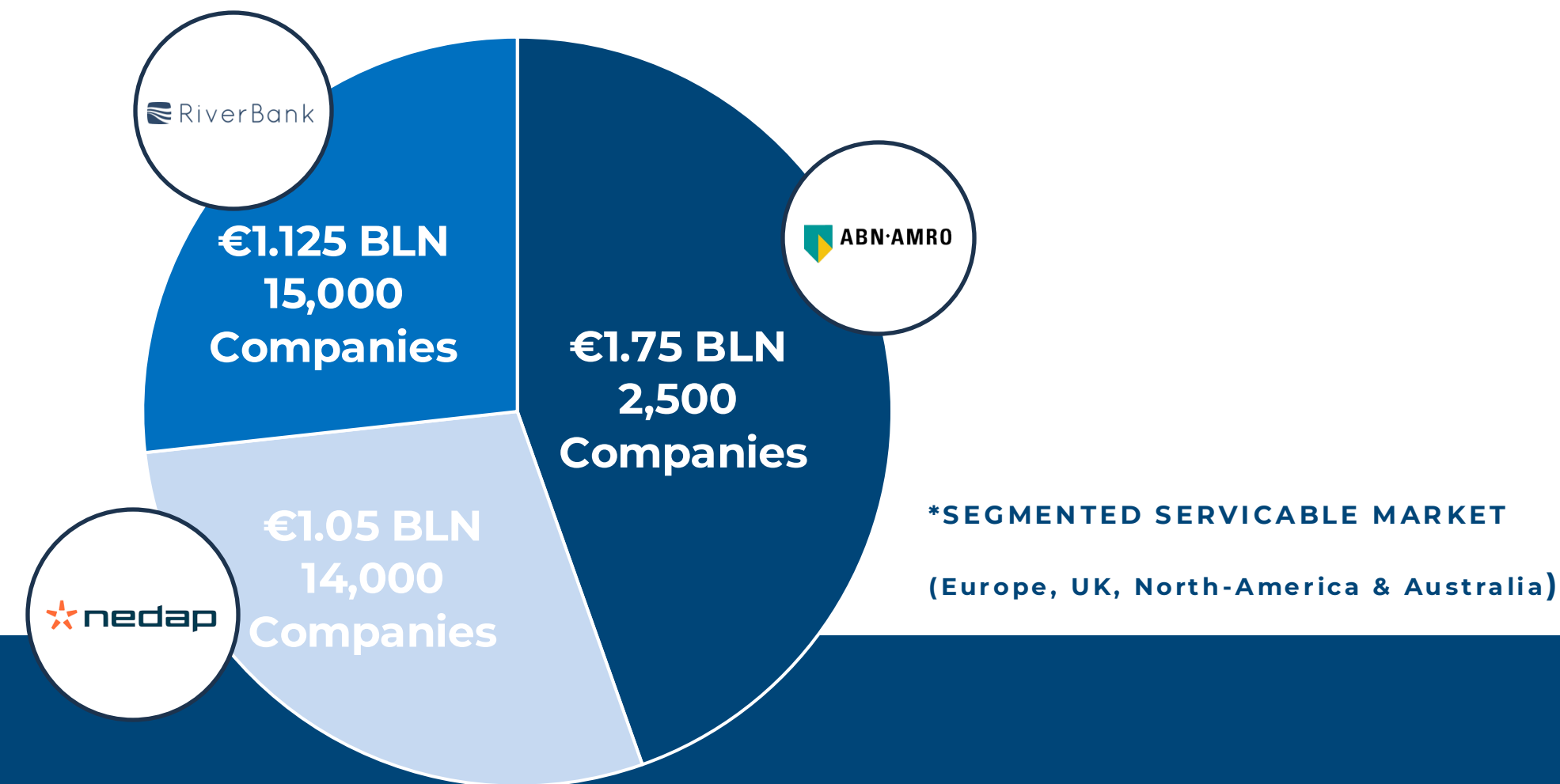
ARJAN SLOBBE

CFO, Shareholder

Investor, seasoned CFO (RA & RV), post-doctorate in Data & Business Analytics, several supervisory board positions.

BUILDING THE CORE INFRA FOR A €4+BLN* LEGAL TRANSFORMATION

- **Large Financial Companies**
 - >1,000 Employees
- **Medium Size Financial Companies**
 - Between 100 – 1,000 employees
- **Contract-heavy Non-Financials**
 - Legal team of 5 or more



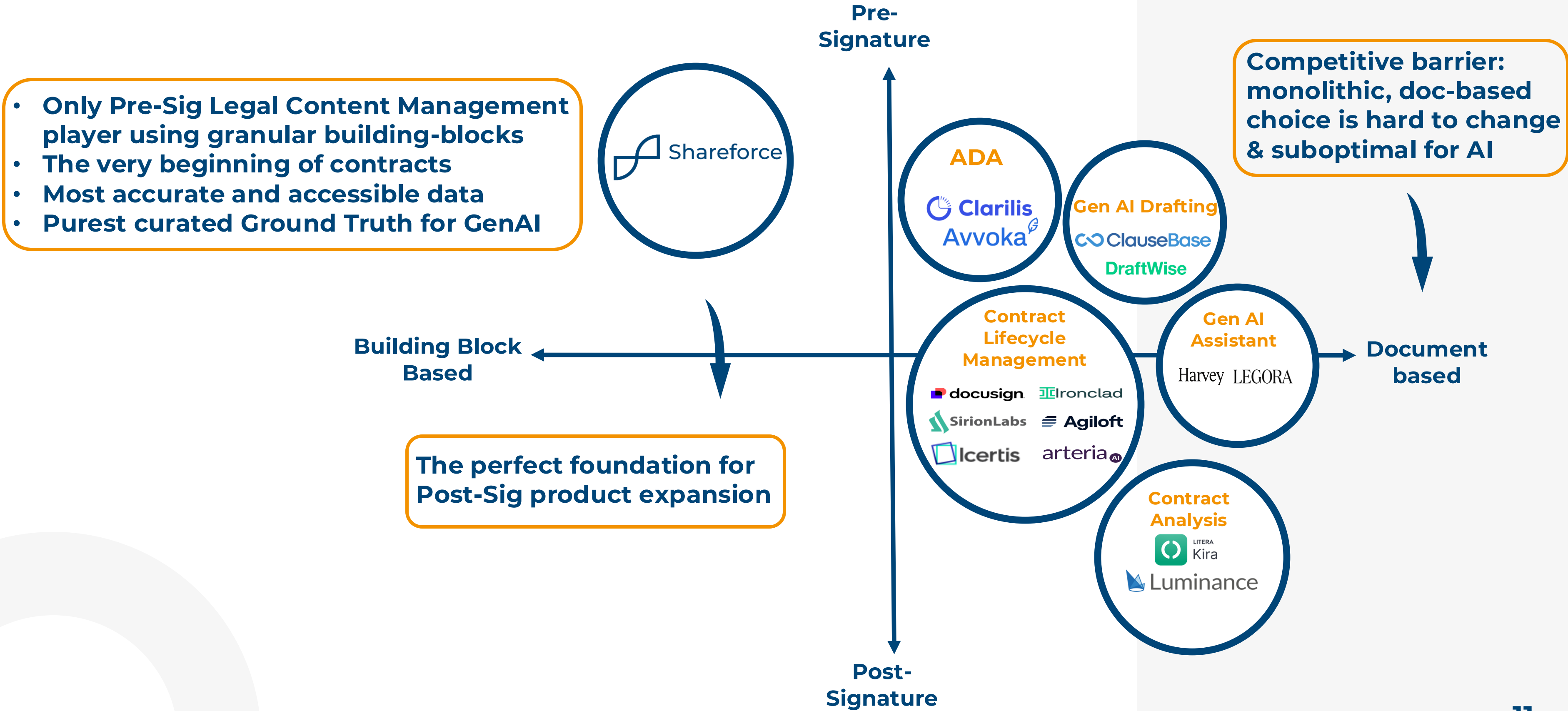
Our Business Model

Revenue generation through a multi-stream model designed for long-term value:

- Annual recurring platform fees
- Annual recurring user licenses
- Consulting services

The legal tech sector is experiencing rapid and sustained growth, making it a highly attractive space.

BEATING THE COMPETITION



THE NUMBERS



Stealth Sales

- First 5-10 clients
- €750k ARR
- Commercial strategy enhanced through ABN learnings
- Refine enterprise solution
- Strong referral focus

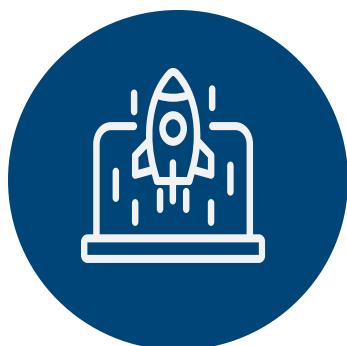
2024-2025



Broaden Reach

- Increase to 15-20 clients
- €1.5mIn ARR
- Build Direct Sales
- Initiate Indirect Sales
- Build Expert presence
- Ecosystem integrations

2025-2026

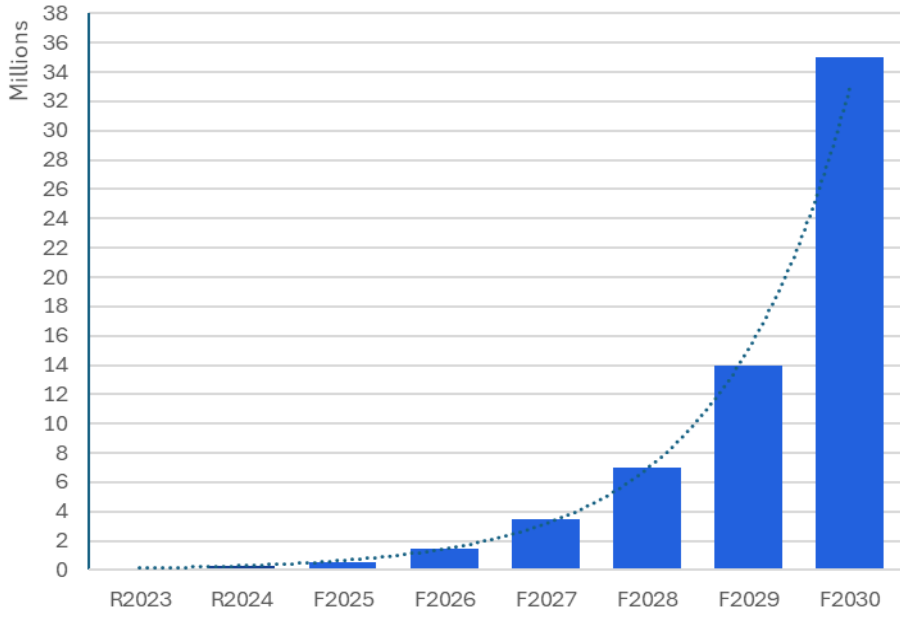


Scaling Sales

- 200 Clients
- €35mIn ARR
- Heavy Sales investment
- Scale Channel Partners
- Marketing ramp
- Account-based marketing

2026-2030

Projected Revenue 2025-2030



THE ASK

€ 1M

We are raising €1M to accelerate our growth, scale our market footprint, and hit break-even in 18 months, on track for €1.5M in ARR and 15 enterprise clients.

Use of proceeds

65%	Product Development
25%	Hiring & Expansion Sales
5%	Offices
5%	Other

Development to-date

- 60,000 development hours
- Enterprise-ready Modules:
 - Clause Library
 - Workflow Tools
 - Automated Document Creation
 - Contract Data Dashboards

Development Roadmap

- Automated contract content harmonisation
- Legacy contract portfolio migration
- Third party contract analysis

OUR MISSION



Our mission is to become the go-to legal software infrastructure for dynamic commerce, starting with tools that empower AI and remove friction from one of the most overlooked bottlenecks in modern trade: inefficiency and slowness of traditional contract processes in B2B relationships.

We're not just solving a legal pain point. We are building the rails for faster, safer, and more adaptable global trade and business contracts standards, transforming the way businesses create contracts and manage legal risk. A future where legal complexity no longer slows down business, and B2B contracts evolve as fast as the markets they serve.

We are building something transformative, and we would love to make you part of it.

THANK YOU

Shareforce B.V.

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K.v.K. – 75158221

www.shareforce.ai

www.shareforcelegal.com



**Shareforce is ISO/IEC
27001:2022 certified**

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