

Altus

The Sovereign Legal Operating System for Europe.



Investment Memorandum



November 2025



Confidential

Market Fracture

The ecosystem is paralyzed by Accessibility, Risk, and Efficiency gaps.



Accessibility Gap

25 Million SMBs excluded. Standard contracts cost €1,500 and take 3 weeks to draft.



Shadow AI Risk

Usage of **ChatGPT** exposes firms to hallucinations and US Cloud Act data leaks.



Inefficiency

Lawyers waste **60% of time** on non-billable tasks and repetitive, low-value drafting (standard contracts).

The Hybrid Approach

Combining Vertical AI accuracy with Human assurance.



Vertical AI

Trained on Local Laws.
EU Hosted.



Trinity Scoring™

Instant Risk Analysis.
Legality Checks.



Marketplace

"Human-in-the-loop"
Validation < 24h.



Regulatory Firewall

The interface strictly positions AI outputs as **Documentary Information** (risk scoring).
Personalized Legal Advice is exclusively provided by Marketplace Partners (Lawyers).

Proprietary Technology

The "Altus Engine": A grounded AI pipeline designed for zero-hallucination.



1. GROUNDING (RAG)

Retrieval from official sources (Legifrance, BOE). No invention, only citation.



2. VERTICAL MODELS

Fine-tuned LLMs (Mistral/Llama) specialized in legal reasoning & clause logic.



3. TRINITY CHECK

Real-time verification layer: Legality, Robustness, and Clarity scoring.



4. RLHF LOOP

"Data Flywheel": Every lawyer correction re-trains the model for higher accuracy.

∞ **The Unfair Advantage:** Our model gets smarter with every interaction, creating a defensible moat against generic AI.

Market Opportunity

Addressing the "Blind Signing" crisis across Europe.

25M

Entities in Europe

Massive Volume

4.1M active SMBs in France + 2.9M in Spain alone.

High Frequency

Average of 5 to 50 contracts signed per year per entity.

Urgent Need

Companies are choosing between "Blind Signing" (Risk) or High Costs.

** Projected figures subject to consolidation.*

Customer Segmentation

Serving a diverse ecosystem from "General Business" to "High Velocity" players.



CORE TARGET (VOLUME)

SMBs & VSBs

Pain: No budget for lawyers. Fear of errors.

Use: Standard drafting (NDA, Services).



VELOCITY TARGET

Scale-ups & SaaS

Pain: Deals stuck in legal. Slow closing.

Use: Negotiation Copilot & Compliance.



ASSET MANAGERS

Real Estate & Retail

Pain: Managing renewal deadlines.

Use: "Intelligent Wallet" & Auto-Alerts.



PARTNERS & USERS

Legal Professionals

Pain: 60% non-billable time.

Use: Productivity tool & Qualified Leads.

The Lawyer Advantage

How we transform "wasted time" into high-margin revenue for legal professionals.



Instant Revenue

We deliver pre-processed, qualified leads. No prospecting cost.



Radical Productivity

AI does 90% of the drafting. Lawyers focus on the high-value 10% (Validation).

Real Hourly Rate: x4



Zero Admin

Automated billing and collection via Stripe Connect.

TRUST-BASED ONBOARDING

- 1 Identity Check (KYC) ✓
- 2 Bar Verification (API) ✓
- 3 Insurance Check (RCP) ✓
- 4 Quality Charter Sign-off ✓

Traction & Roadmap

Moving fast from validation to market leadership.



Current Status: PROTOTYPE & POC

UX/UI Validated. Technical Proof of Concept. Pre-Seed Phase.

Q1 2026

Validation

- Concept Validated
- **Interactive Prototype**
- Waitlist & Pre-seed

Q2 2026

Beta Launch

- Launch in France/Spain
- Onboard 50 Partner Lawyers
- First Revenue

Q4 2026

Scale

- Public Launch
- Intelligent Wallet Release
- 1,000 Paying Users

2027

Expansion

- API Integrations
- New Jurisdictions
- Procedural Acts

Competitive Landscape

We win on Accuracy and Liability.

Feature	ALTUS	ChatGPT / LLMs	Legacy LegalTech
Legal Accuracy	Vertical (Local Laws)	Hallucinates	Static Templates
Sovereignty	EU (SecNumCloud)	US Cloud Act	EU Hosted
Liability	Lawyer Validation	User at Risk	Disclaimer Only
UX	Dynamic Chat	Chat-based	Rigid Forms

Business Model

We monetize the "Fear of Signing" through recurring SaaS and high-margin transactions.

1. SaaS Subscription



Freemium (Acquisition)	€0
Pro (SMBs)	€60/mo
Enterprise (Scale)	€450/mo

Recurring revenue for drafting & AI analysis.

2. Marketplace Commission



We take a **50% commission** on every lawyer review booked via the platform.

50%

Dynamic Upsell Logic

Review pricing scales based on page count, complexity & risk score to maximize GMV.

Standard NDA	LOW RISK	€150
Employment Contract	MED RISK	€300
Complex SaaS MSA	HIGH RISK	€850

Leadership Team

Deep expertise in AI, Law, and Operations.

CO-FOUNDER

Adam Baali

IT & AI

CO-FOUNDER

Alexandre Lepage

Business & Law

CO-FOUNDER

Sam Hughes

Operation & Data

The Ask

Raising €2.5M Seed to define the category.



- Ops & Founders (26%)
- R&D & Tech (25%)
- Cash Buffer (23%)
- Growth (20%)
- Legal (6%)

Target Valuation (3 Yrs)

€30M

Exit via ERP Giants or US LegalTech.