Lawren.AI

LAWREN AI

Legal & Compliance
Intelligence for Enterprises

Starting with Romania · Expanding across the EU

The bridge between AI adoption and decision-ready legal accountability.

Legal work is more than just complex. It's emotionally heavy.

Fear of liability.

Fear of signing the wrong thing.

Fear of not knowing what you don't know.

Now AI is moving faster than legal certainty and that gap creates real exposure.

Why now?

EU AI Act turns ungoverned AI use into an audited discipline.

AI moved from tool → regulated system.

AI Act is the clearest deadline; the same auditability expectation is spreading across regulation, procurement, and boards.

Reality check:

- Companies **already use AI** informally
- A **market** already exists
- **What's missing:** audit logs, traceability, policy alignment

AI usage for organisations must be:

Documented

Explainable

Controllable

Lawren turns AI usage from a liability into a compliant asset.

Trusted legal AI is no longer optional

What has shifted

Regulation is accelerating

Privacy, ESG, sector compliance — and AI governance — expand faster than teams can absorb.

Legal & compliance block execution

Revenue depends on approvals, reviews, and checks.

Generic AI cannot be trusted

Hallucinations, no traceability, no auditability.

Compliance now requires technical facts + legal judgment

Risk classification and obligations depend on how systems actually work.

How we answer

Purpose-built for regulated environments

Designed specifically for legal & compliance operations.

Evidence-first outputs

Every answer grounded in in-force law and internal policy.

Governance-by-design

Approvals, roles, decision logs, traceability.

Workflow modules (wedge today)

EU AI Act compliance pack: inventory -> classify -> evidence -> audit trail (+ contract clauses).

The Problem

Legal is a bottleneck and a risk surface for people

Enterprises lose time, money, and take avoidable risk

Revenue delays

Sales cycles slow down due to contract review and compliance checks.

SG&A bloat

High-cost legal effort spent on repetitive research and drafting.

Compliance uncertainty

Decisions made without proof create audit and regulatory exposure.

Why generic AI fails for legal operations?

AI chatbots can sound right, but the law demands proof.

No audit trail

You carry the risk.

Shallow retrieval

Ignores jurisdiction & in-force dates.

One-shot results

You can't rely on them twice.

Opinion-based responses

No legal grounding, no evidence.

Generic AI leaves enterprises without defensible decision processes.

Enterprises can’t afford that.

The Fix: Answer. Draft. Govern.

Lawren.AI turns legal complexity into decision-ready execution. Every output **cited, auditable, and policy-aligned — so decisions can be defended.**

In-force law
+ case law

Internal policies,
templates, contracts

System facts
(owners, purpose,
data, deployment)

Decision-ready
answers + drafts

Compliance packs +
clause updates

Traceability across
time (audit-ready)

Decision-ready
answers + drafts

Compliance packs
+ clause updates

Traceability
across time
(audit-ready)

Answer with evidence. Draft with context. Govern with traceability.

The Product In Action

From question to decision-ready output

Before Lawren

"Can we deploy an AI assistant that drafts customer support replies using our CRM data for EU users?"

Typical outcome:

- ✗ unclear risk classification
- ✗ legal/tech ping-pong
- ✗ checklists without substance
- ✗ no reusable evidence pack
- ✗ decision delayed

After Lawren

"I know this is correct and I can prove it."

Decision-ready output

- ✔ **Inventory entry** (purpose, owner, model/vendor, data)
- ✔ **Risk classification + rationale memo**
- ✔ **Obligations checklist + owners** (oversight, logging, monitoring)
- ✔ **Evidence pack generated** (tech doc, risk mgmt, procedures)
- ✔ **Contract clause addendum** (vendor/model terms)
- ✔ Audit trail: who approved, when, based on what

Next actions

1) Assign owners + approvers
2) Implement required controls
3) Re-assess on changes

Legal AI is already in motion.

The question is who owns the framework.

Lawren defines the governed framework for legal work. Enterprises pay for risk reduction; law firms validate and scale delivery.

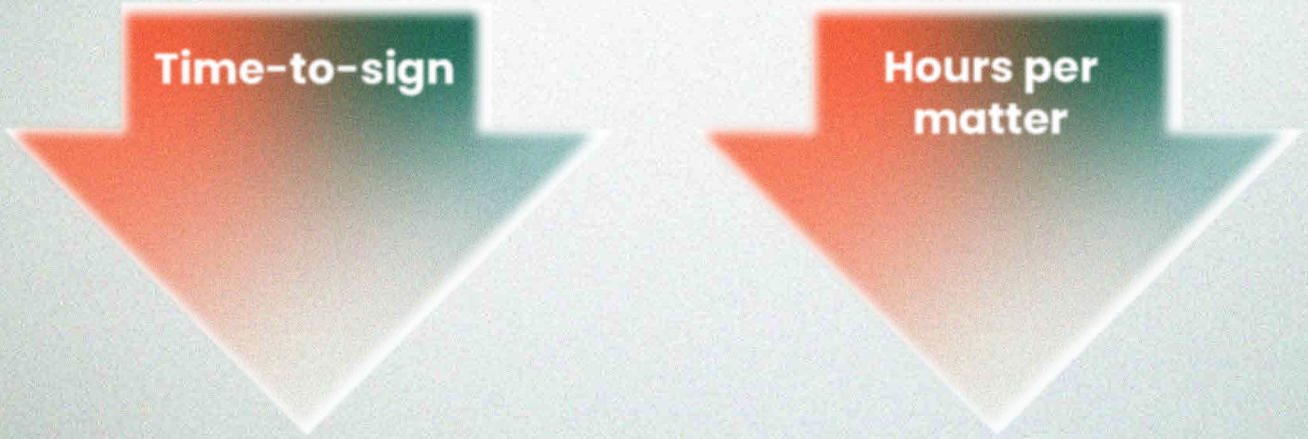
Why Enterprises Pay

Faster revenue execution

Fewer blocked decisions.

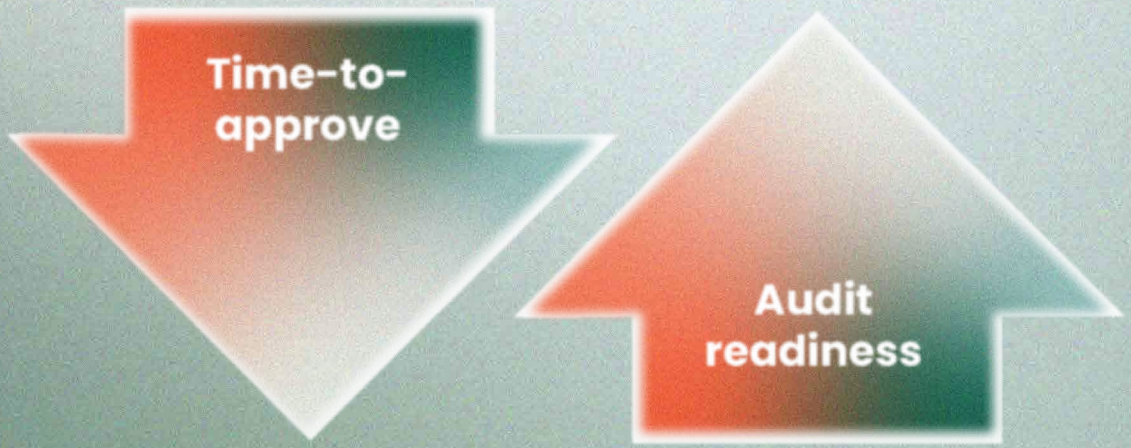
Lower legal cost-to-serve

Less repetitive reassurance work.



Faster AI enablement

Approvals for AI use cases move faster.



Buyer Alignment:

CFO, GC, Compliance all win.

Lawren embeds defensible legal quality into governance, reporting, and enterprise workflows — including AI-enabled ones.

The Market Opportunity

Legal & compliance intelligence is a large, growing, and under-digitized enterprise market.

AI governance is becoming a mandatory layer inside this spend.

$26B
TAM
enterprise legaltech spend

$2B
SAM
AI-native workflows

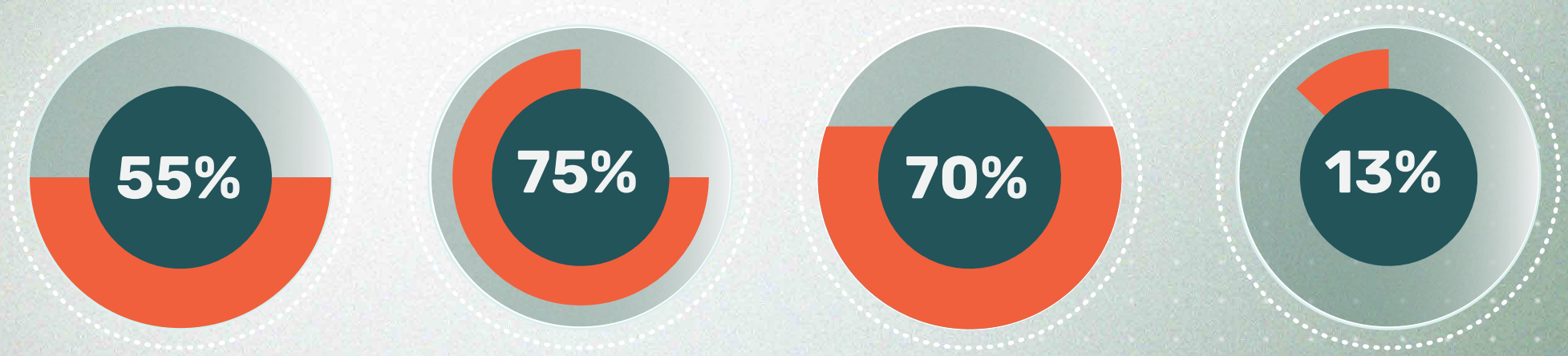
$500M
Initial wedge
Romania -> EU regulated

+20%
CAGR
Legal AI is accelerating

The wedge is geographic; the category is global.

Traction & Signals

B2C engagement today and early B2B validation



Activation rate | Retention (day 2) | Monthly returning | Deep engagement

B2B signals

Enterprise traction across regulated industries.

Construction · Insurance · Energy

Regulatory-grade PoCs delivered.

National gambling compliance (ONJN)

Cross-border expansion in motion.

Moldova: local partner + legislation PoC

Unit economics improving with scale

Cost-to-serve per department ↓

Ideal Customer Profile

Who pays, who stays, who expands.

Paid pilot

- General Counsel
- CFO / COO (risk + predictability)

"Legal uncertainty creates business risk, and we need predictable, auditable decisions we can stand behind."

Key gatekeepers

- CISO / Security
- AI owner / Product

"We work under pressure and personal liability, and we need clear, evidence-based guidance we can trust and reuse."

Core users

- Legal ops
- In-house counsel
- Compliance

"We need fast legal orientation to move forward, without blind approvals or AI hallucinations."

Distribution / multipliers

- Law firms
- Compliance consultants

Pricing & Unit Economics Path

Predictable ACV with expansion upside. Clear use of funds.

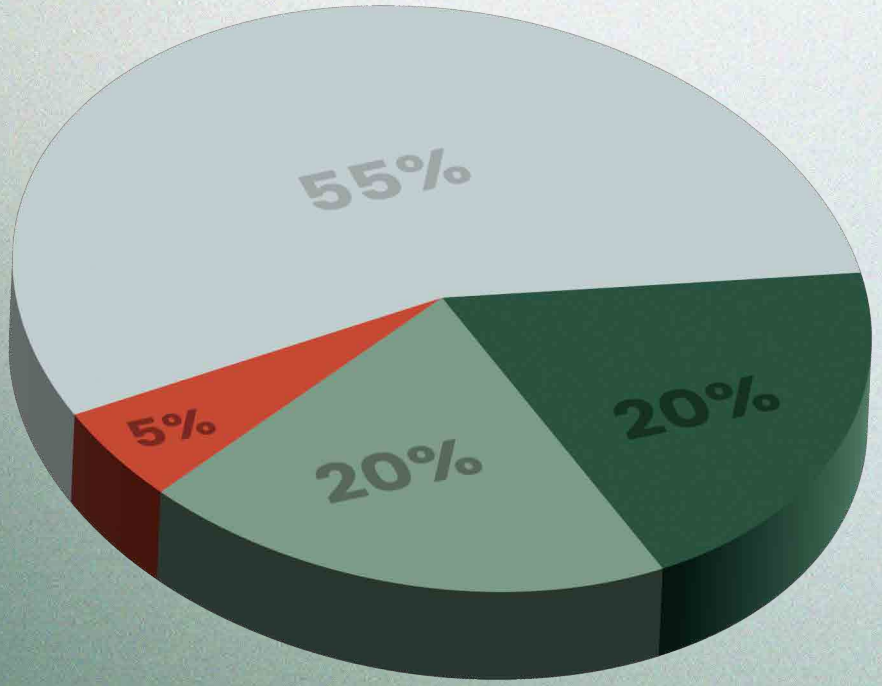
Pricing ladder (example)

1) Paid pilot
- fixed scope + success KPIs

2) Enterprise annual subscription
- seats or department
- usage tiers

3) Expansion add-ons
- clause playbooks
- BI dashboards
- integrations & workflow automation

Use of funds



55% Product development (multi-jurisdiction expansion)

20% B2B partnerships and sales

20% user acquisition

5% infrastructure and scaling

Raise: €X (placeholder)
Runway: ~18 months
Milestones: Enterprise pilots →ARR →EU expansion

Go-to-market

Pilot Is the Proof. Expansion Is the Business.

Target accounts → Discovery → Quantified pilot → Security & procurement → Rollout + expansion

Sales motion

Pilot removes fear

- 1 workflow module, limited scope. EU AI Act pack: inventory → classify → evidence → audit trail
- Success metrics defined upfront
- (time saved · approvals faster · audit readiness)
- Security & procurement included

Expansion embeds trust

- Rollout across departments
- (legal to compliance to operations)
- Add playbooks, approvals, and BI
- Deepen integrations into workflows

Sales motion

Regulated industry focus

Insurance · Energy · Finance

Partner-led distribution

Law firms · compliance consultants

Workflow integrations

Microsoft Office · Google Workspace

Enterprise legal teams & firms

Microsoft Office · Google Workspace

The Technology and the Moat

Compliance compiler: multi-agent, evidence-first orchestration with governance

Defensible architecture

A multi-agent, evidence-first system:

- Supervisor-led orchestration
(Plan → Act → Verify → Finalize)
- Schema-first prompting for consistent outputs
- Knowledge graph grounding (statutes + case law)
- Guided Q-flows for compliance packs
- Auditability by design (traceable footprint)

Moat layers

Operational defensibility compounds over time:

- Local legal corpus + continuous updates
- Internal policy & contract playbooks + feedback loops
- Governance UX (approvals, roles, audit logs)
- Integrations → workflow adoption → switching costs

It's not about having smarter answers. It's about decisions you can still defend two years later

Competitive Landscape

HIGH

Legal Complexity & Compliance

LOW

Harvey LEGORA

Law-Firm Copilots

- **Great at:** drafting, research, internal legal productivity
- **Typically optimized for:** lawyer workflows, not deployer compliance operating models
- **Often missing (for EU AI Act):** → End-to-end AI system inventory → classification → obligations mapping → exportable evidence pack

LAWREN AI

Lawren

Governed AI for EU Act compliance (deployer-first)
Attestation-grade workflow outputs: Inventory → classification → obligations → evidence pack
Evidence-first reasoning: no-source/no answer; in-force law + internal policy

- **We don't just answer, we produce audit packs.**

ChatGPT Gemini

Generic LLMs

- **Great at:** speed, brainstorming, flexible Q&A
- **Not designed for:** controlled evidence, approval gates, compliance-grade traceability
- **Risk:** confident outputs without a compliance-ready dossier

OneTrust LOGICGATE

GRC Tools

- **Great at:** controls, policies, questionnaires, workflows, reporting
- **Weak at:** nuanced legal reasoning + statute grounded interpretation + drafting from law text
- **Result:** checklists without "why + cite + interpret

LOW **Attestation Readiness** (evidence pack export) HIGH

The Vision

From Assistant to a Legal & Compliance Intelligence Platform

Next product layer: Legal/Compliance BI

Today

Humans execute legal work step by step.
Check. Review. Approve. Repeat.

Next

Humans define **intent, constraints, and risk tolerance.**
Systems **execute, verify, log and escalate.**

Lawren enables

Legal work becomes **observable.**
Risk becomes **measurable.**
Control and accountability are built in.

Outcome

Management gains visibility into legal and compliance execution, not just advice.

Global scale

From Assistant to a Legal & Compliance Intelligence Platform

Lawren expands through a repeatable, jurisdiction-by-jurisdiction playbook:

1. Ingest and continuously update local legal corpus
2. Launch pilots with regulated enterprises
3. Deploy baseline playbooks and templates
4. Expand usage through governance features and BI

Initial wedge:
Romania

Expansion:
EU → additional regulated markets

The future of legal workflows is here

Legal intelligence is moving from answers to action.

What's changing

Legal workflows become structured and repetitive
Control, traceability and delegation become critical

What we're building

EU AI Act compliance workflows today: classification, evidence packs, approvals

An operating system for legal agents tomorrow, where every action is traceable, auditable, reversible.

Why we're winning

We start from decision-ready, governed outputs.
Agentic execution is a natural extension, not a pivot.

Lawren.AI is the infrastructure future legal teams run on.

Legal AI is moving from answers to auditable outcomes.

Lawren produces the audit packet.

End-to-end.

Audit-ready confidence
will become the new premium.

The Team

CORE

Catalina Popescu
Co-founder & CEO
- Computer Science at Imperial College London
- Former quant building high-stakes systems.

Alex Murtaza
CTO
- Rust engineer with 10 years' experience.
- Leads core system and infrastructure.

Victor Buju
Legal Lead
- Commercial & fintech lawyer.
- Founder of his own law firm.

Marius Stanciu
- Expert in technology law and complex regulatory frameworks.

SUPPORT

Ștefania L. Moroianu
AI & ML Advisor
- PhD Candidate at Stanford University, researching AI for Radiology Applications
- BSci & MSci in Physics, University of Cambridge

Paul Muscă
- Cambridge alumnus. Entrepreneur with 7 years' experience in product-market fit and growth.

BSA
Legal partner
- Fintech-driven law firm supporting legal depth and execution.

Why we are a safe bet

Built at the intersection of AI + law

Our team combines production-grade AI engineering with hands-on legal practice.

Lawren is shaped by people who have built systems and signed legal opinions, not observers of either field.

End-to-end ownership. From core infrastructure to legal accountability

We don't depend on third-party abstractions for critical decisions.

The same team owns the AI core, product logic, and legal interpretation, enabling auditable, repeatable outcomes.

Proven in high-stakes environments: finance, production systems, regulation

From quant finance to core infrastructure and regulated legal work, we've operated where mistakes are expensive.

That's why Lawren is designed for correctness, traceability, and risk

Evidence-driven mindset. Systems, not opinions

Our background favors proof over intuition.

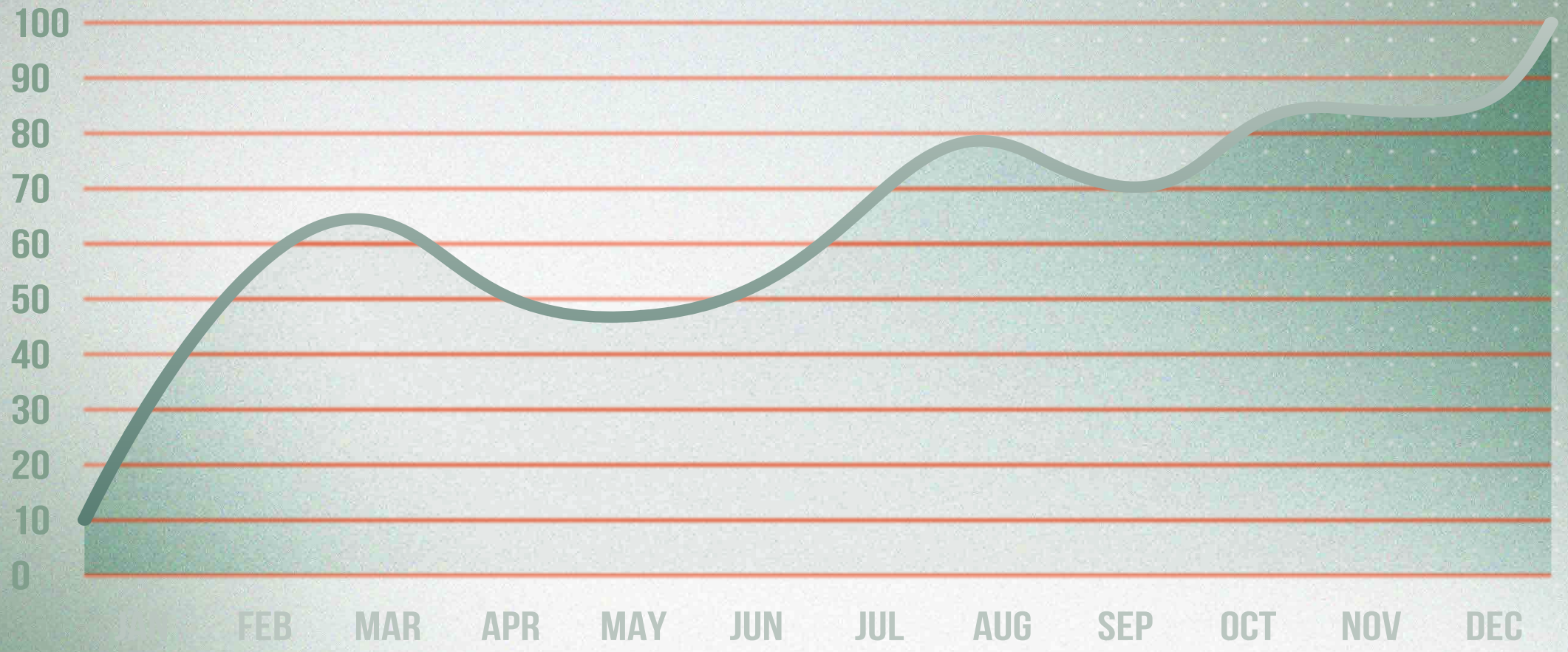
Every output is built to be verifiable, explainable, and defensible, the standard required by enterprises and regulators.

Raising €X

to fund Y months of runway

Milestones:

Enterprise pilots → ARR → EU expansion



Thank you.

Legal work is changing.

The operating system is being defined now.

LAWREN AI