



Legal Analytics Teach-in

10 November 2021

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# Agenda

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Legal overview and strategy

Mike Walsh  
Chief Executive Officer, Legal

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Customer use cases and product demos

Jeff Pfeifer, Daniel Lewis, Angela Bozzuti  
Product Management

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Concluding remarks

Mike Walsh  
Chief Executive Officer, Legal

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Q&A

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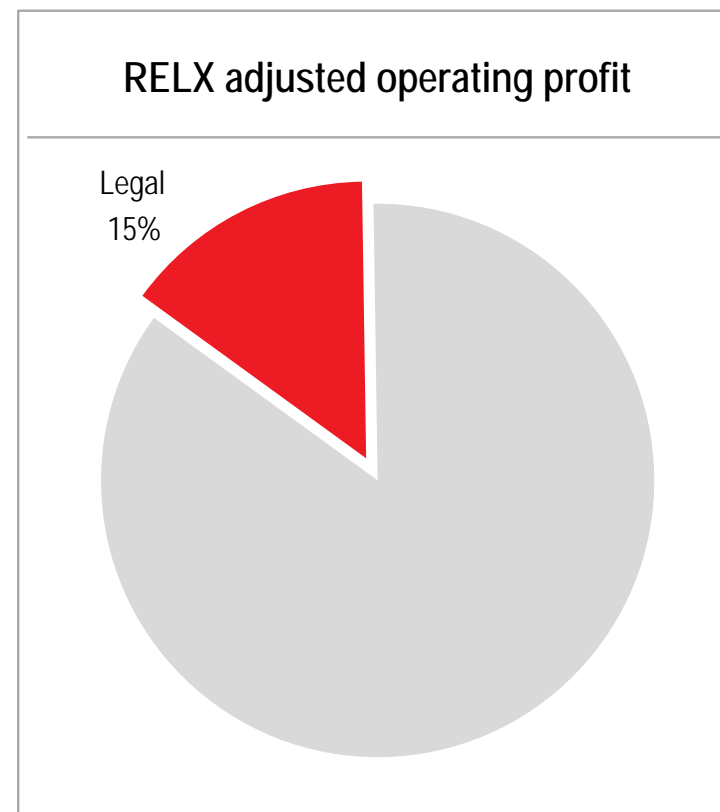
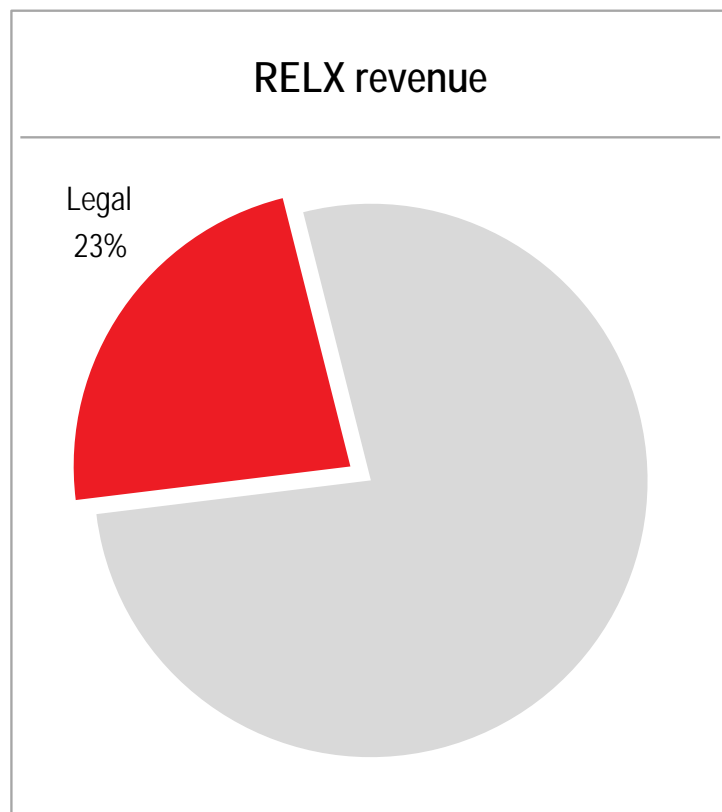
# Legal overview and strategy

Mike Walsh

Chief Executive Officer, Legal

# Legal position within RELX

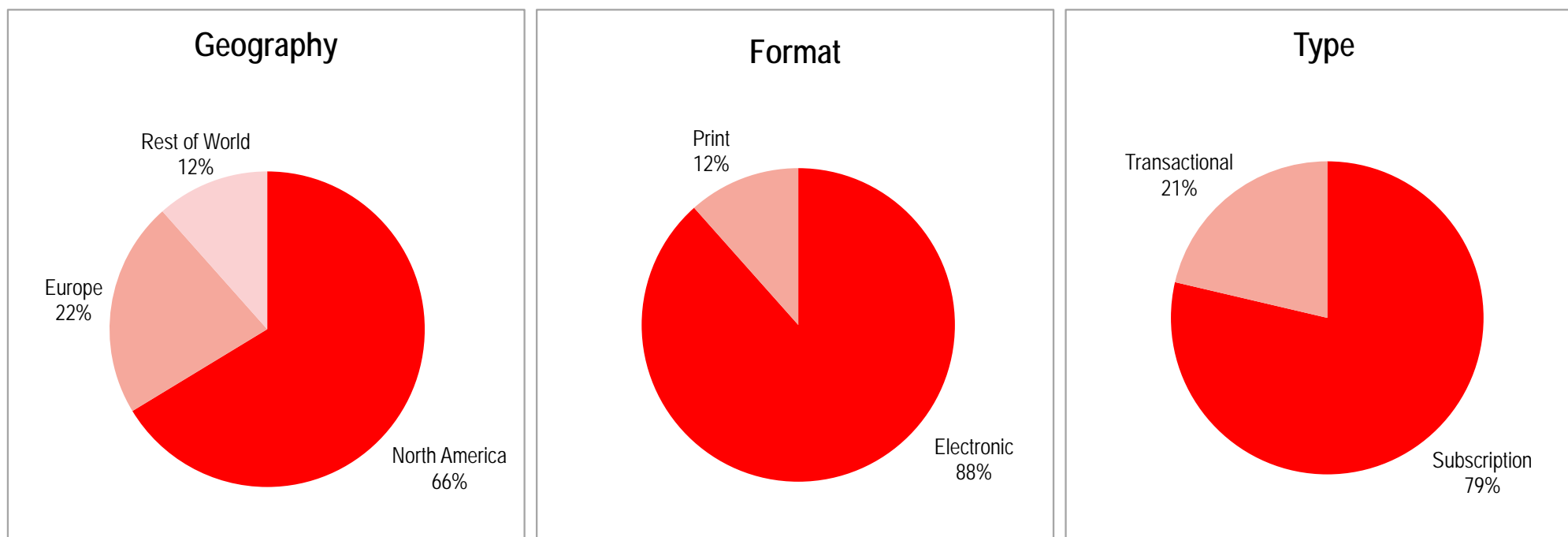
## H1 2021



- LTM Legal revenues for June 2021: £1.6bn (\$2.2bn)

# Legal revenue by type

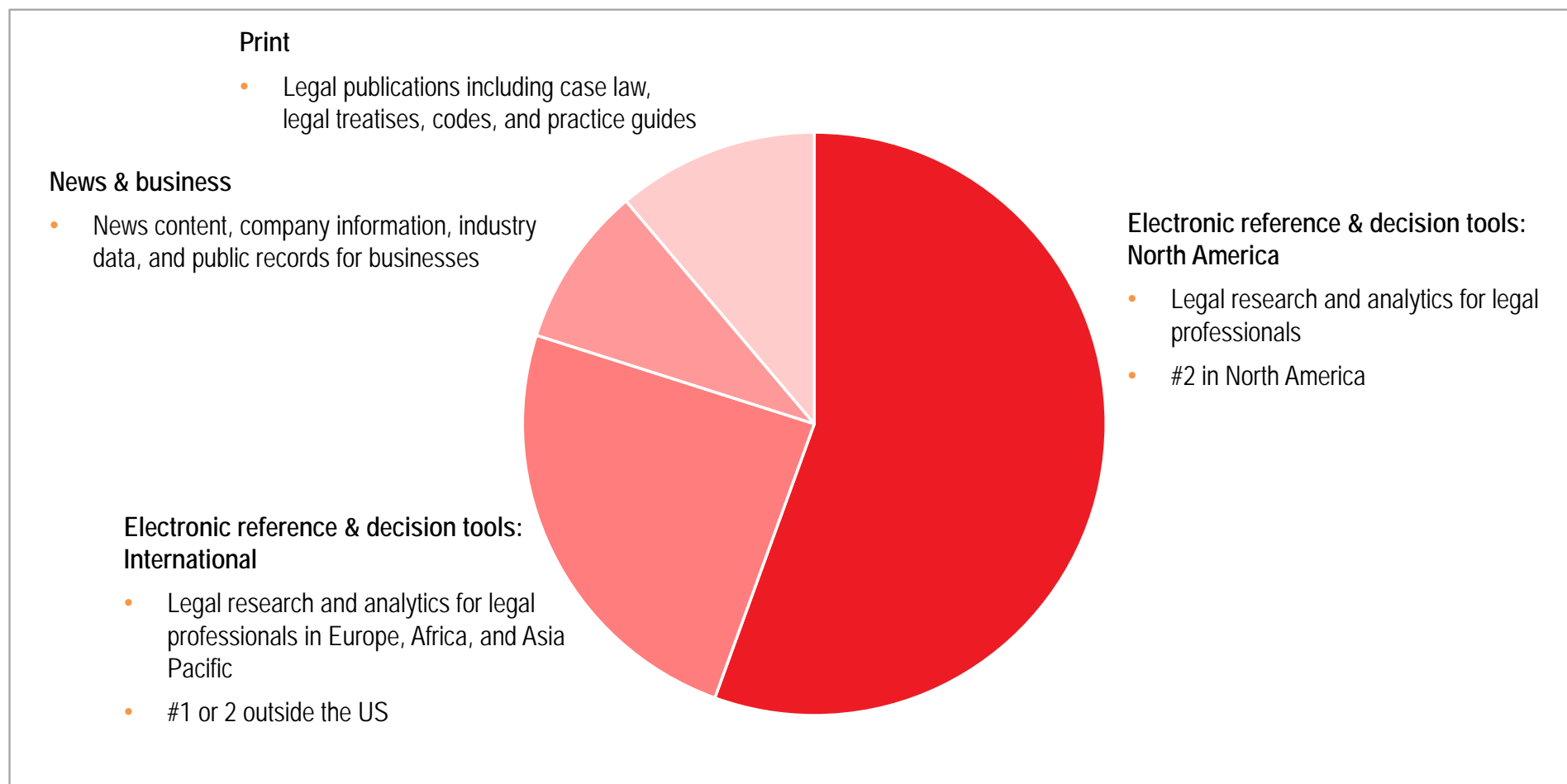
## H1 2021



- LTM Legal revenues for June 2021: £1.6bn (\$2.2bn)

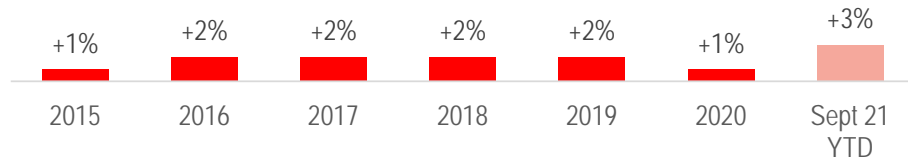
# Legal revenue by segment

## H1 2021

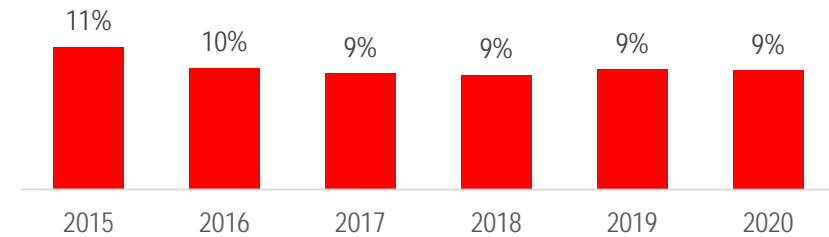


# Delivering improved revenue growth and margins

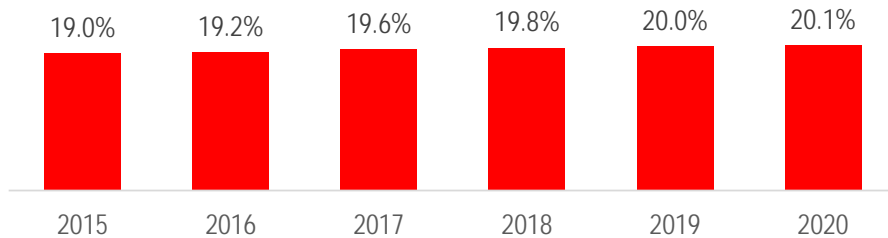
Underlying revenue growth



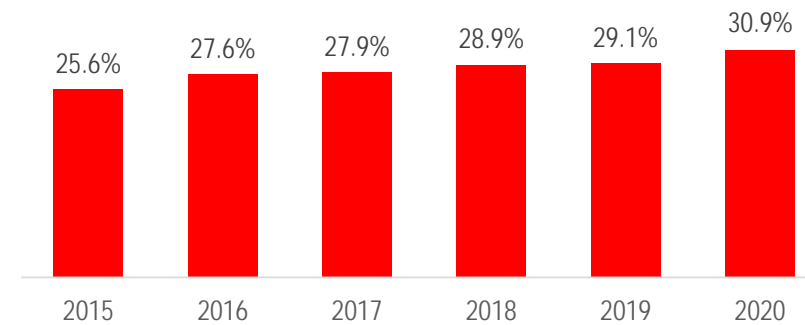
Capital expenditure as a % of revenue



Adjusted operating margin



EBITDA margin





# Strategic priorities

## **Drive improved organic revenue growth through further development of legal analytics**

- Expand our portfolio of information-based solutions, analytics and decision tools that deliver enhanced value to our customers

## **Pursue growth in adjacent use cases**

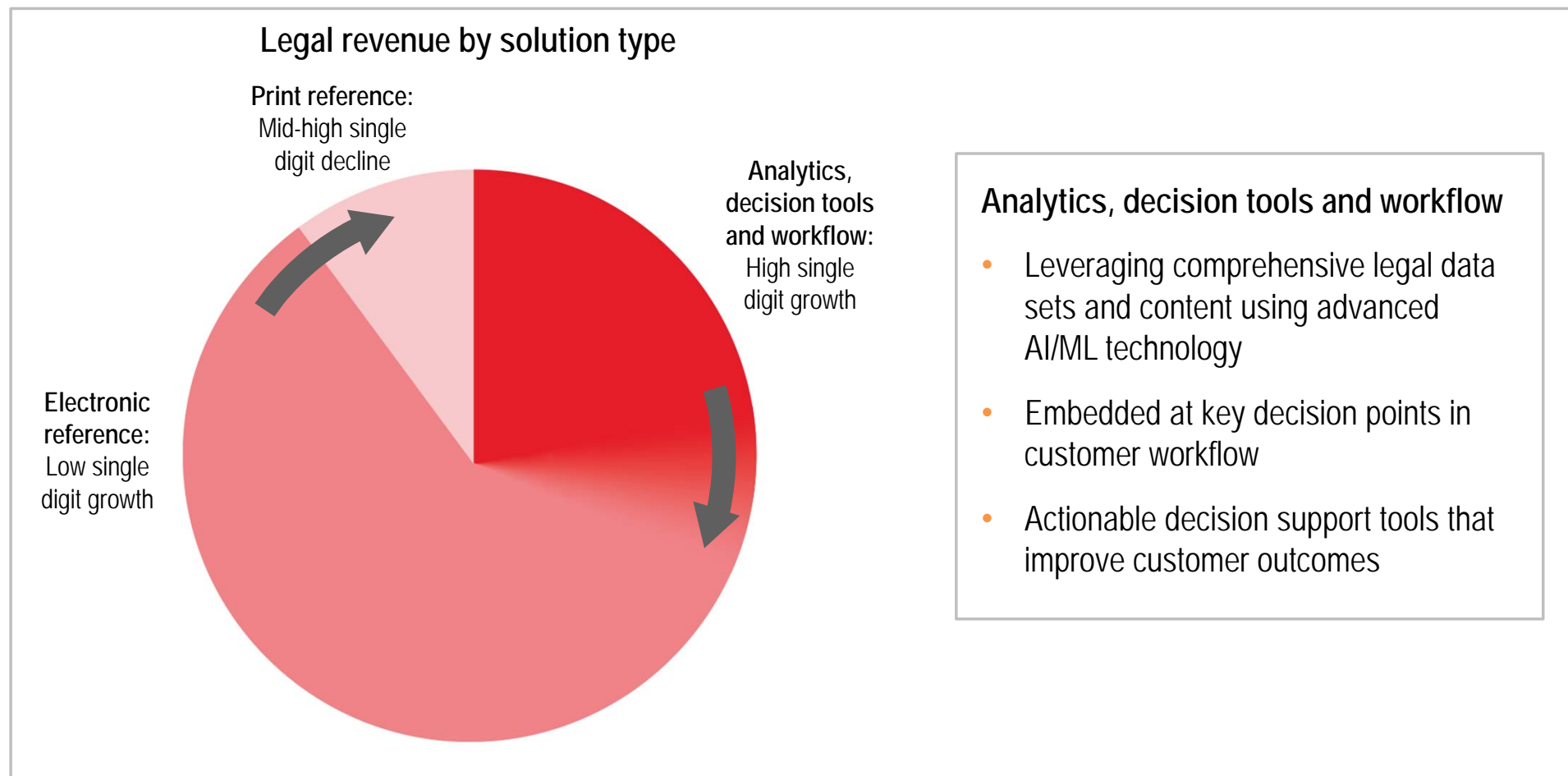
- Create new product use cases across lawyers' key decision points and expand products globally

## **Leverage our global, modular legal technology platform**

- Continue to invest in and leverage our scalable and modular technology platform

# Analytics, decision tools and workflow driving growth

H1 2021



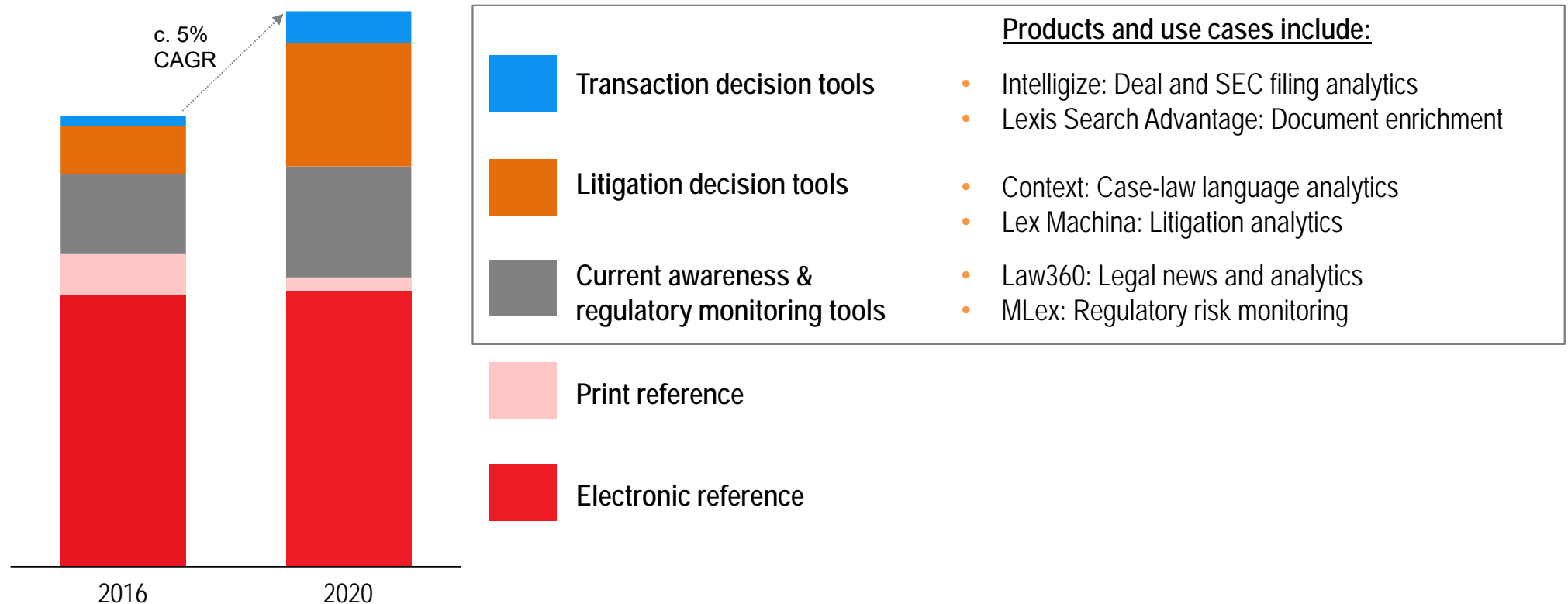
# Application of analytics to use cases beyond research

Illustrative lawyer workflow	Current Awareness	Predict Outcomes	Case Analytics	Research	Practical Guidance	Productivity Tools	Business Development
Use case	<ul style="list-style-type: none"> <li>Stay up to date with legal and regulatory news and analysis</li> </ul>	<ul style="list-style-type: none"> <li>Predict outcomes via legal language analytics, data mining across legislation and settlement data</li> </ul>	<ul style="list-style-type: none"> <li>Develop case strategy with litigation analytics</li> </ul>	<ul style="list-style-type: none"> <li>Leverage data-driven insights via extensive collection of case law, expert commentary, and company information</li> </ul>	<ul style="list-style-type: none"> <li>Complete legal work with practice guides, forms, and checklists</li> <li>Benchmark deal terms and find precedent language</li> </ul>	<ul style="list-style-type: none"> <li>Draft legal documents</li> <li>Manage and extract key data from law firm documents</li> </ul>	<ul style="list-style-type: none"> <li>Pitch new clients using law firm and attorney intelligence</li> <li>Manage law firm customer relationships</li> </ul>
Example solutions	<ul style="list-style-type: none"> <li>Law360</li> <li>Law360 Pulse</li> <li>MLex</li> <li>Newsdesk</li> </ul>	<ul style="list-style-type: none"> <li>Context</li> <li>Legislative Outlook</li> <li>Judicial Brief Analyzer</li> <li>MedMal Navigator</li> </ul>	<ul style="list-style-type: none"> <li>Lex Machina</li> <li>Ravel</li> <li>Verdict &amp; Settlement Analyzer</li> <li>Litigation Analytics</li> </ul>	<ul style="list-style-type: none"> <li>Lexis+</li> <li>Lexis</li> <li>Lexis Answers</li> <li>Shepard's citator</li> <li>State Net</li> </ul>	<ul style="list-style-type: none"> <li>Lexis Practical Guidance</li> <li>Lexis Market Standards</li> <li>Intelligize</li> <li>Automated forms</li> </ul>	<ul style="list-style-type: none"> <li>Lexis Create</li> <li>Lexis Search Advantage</li> <li>Product Liability Navigator</li> <li>Lexis Microsoft Office (LMO)</li> </ul>	<ul style="list-style-type: none"> <li>Lex Machina</li> <li>InterAction</li> <li>Law360</li> <li>Nexis Dossier</li> </ul>

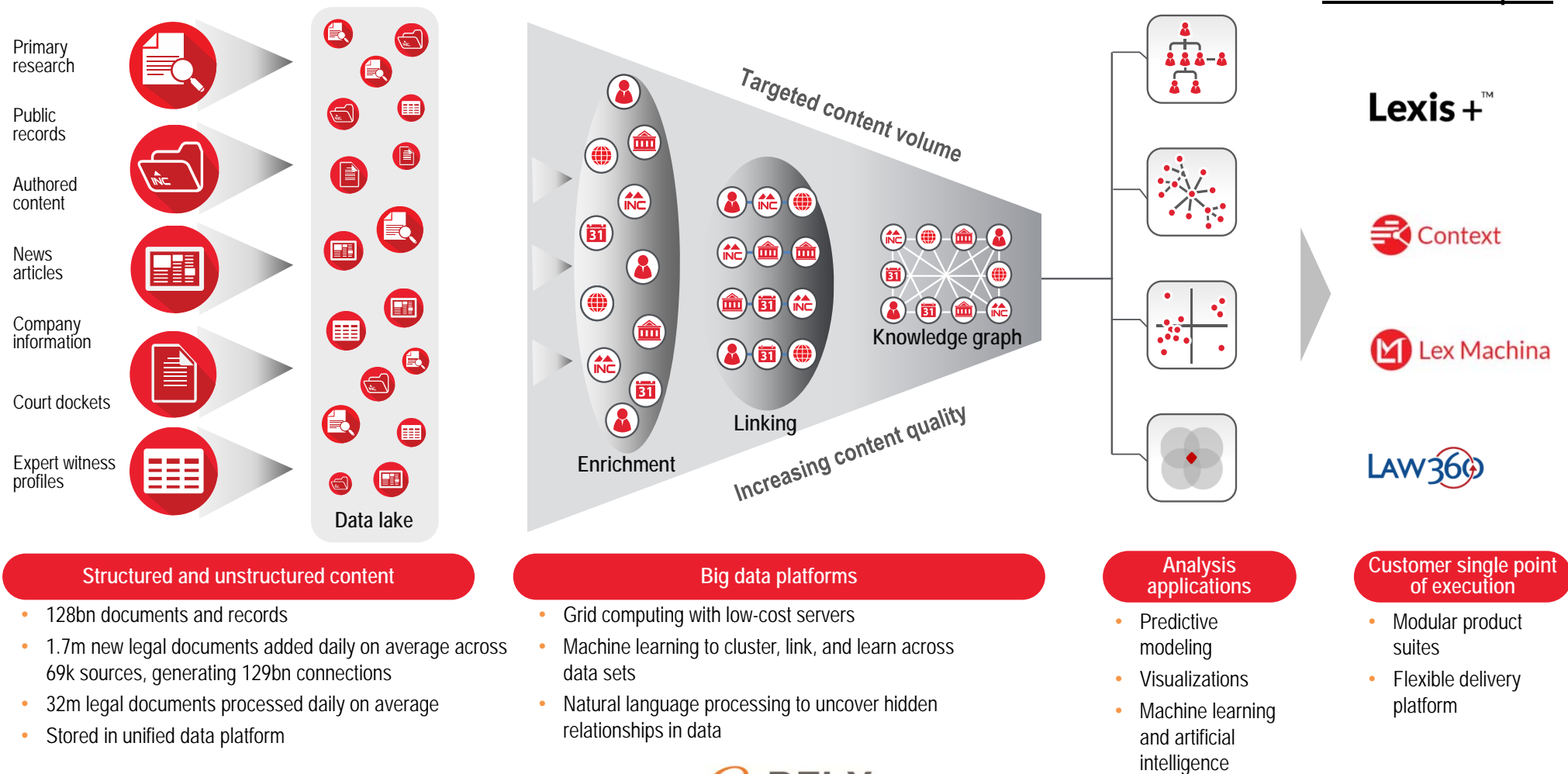
# Customer impact case study

## Large law customer spend example (AmLaw top 20)

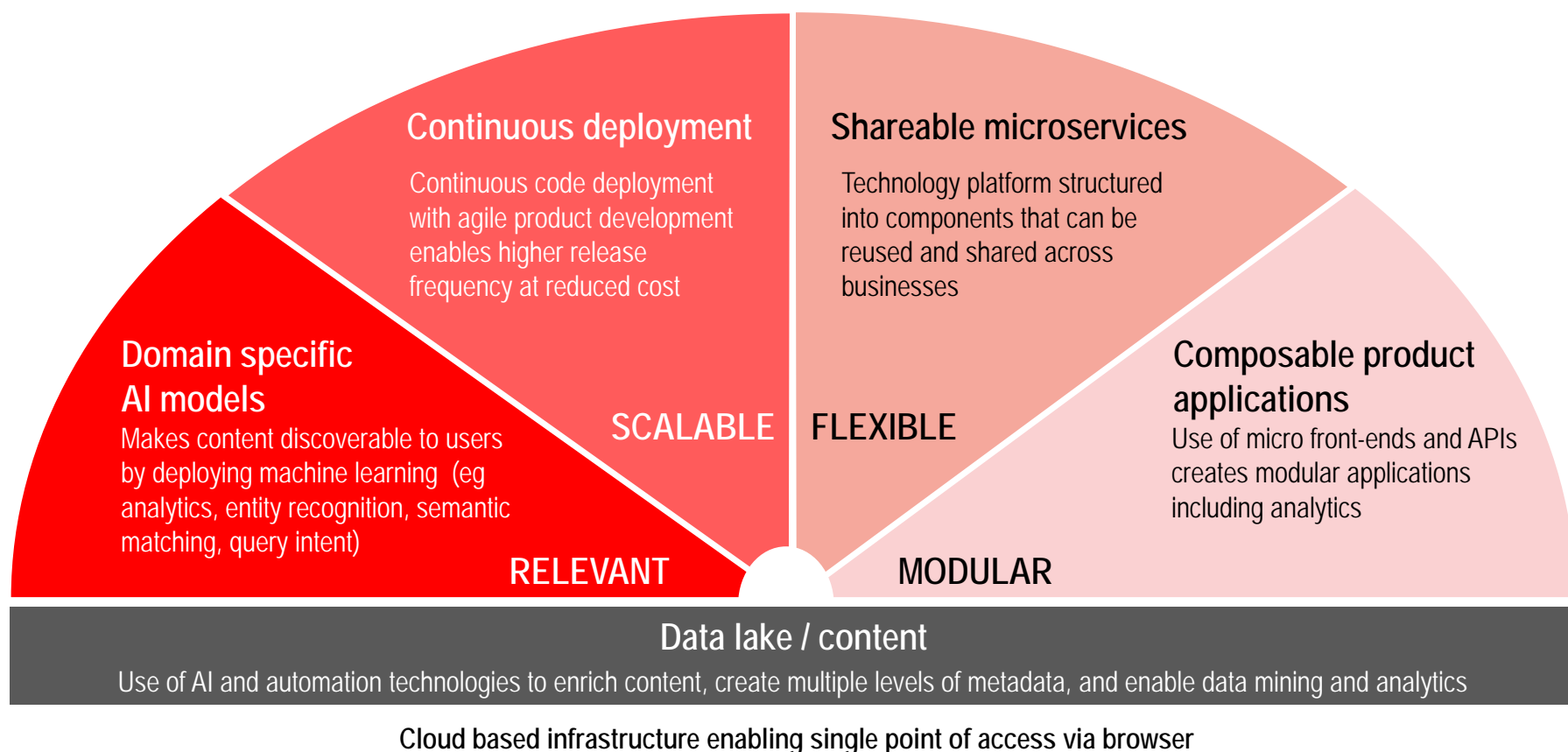
### *Expanded use cases*



# Leveraging global scale and technology



# Modern, fast and lightweight legal technology platform

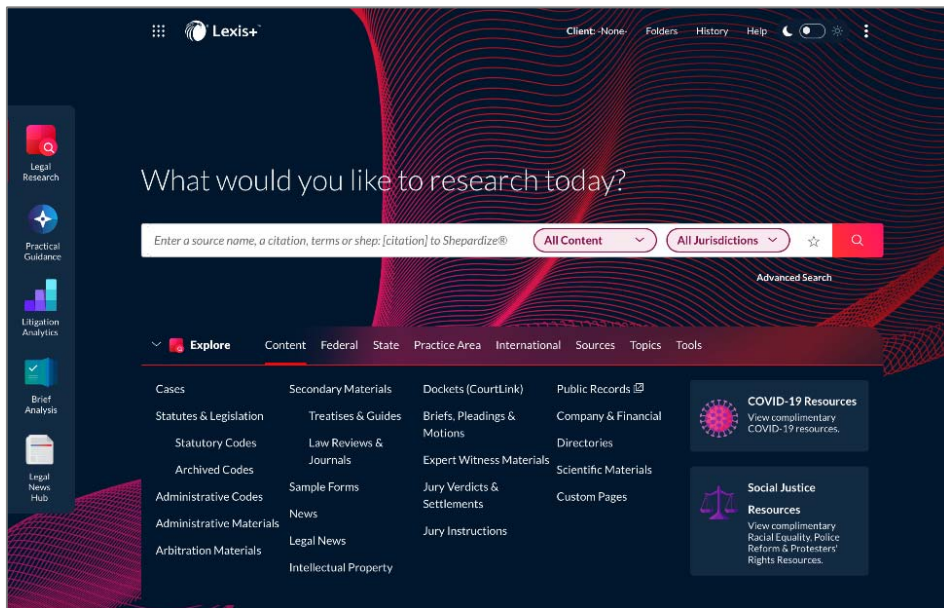


# Customer use cases and product demos

Jeff Pfeifer, Daniel Lewis, Angela Bozzuti

Product Management

# Lexis+ is an integrated legal research and analytics application



- **Integration:** Unified application, combining research, guidance, analytics, and news and minimizing context switching
- **Legal analytics:** Research enhanced with Practical Guidance across 21 practice areas and analytics to support attorneys at key decision points
- **Enhanced Search:** Powered by machine learning and new features including Search Tree, Missing and Must Include, and expanded Search Term Maps
- **Modern Design:** Bold interface that establishes a clear visual hierarchy, aligned with legal professional workflow



# 12 new capabilities integrated in Lexis+

## Lexis Answers

- Resolve legal questions and find citable authority through natural language search

## Missing and Must Include

- Highlight terms from your search query that are missing from a specific document

## Search Tree Boolean

- Understand how your Boolean language search was applied through a graphical representation

## Search Tree Natural Language

- Visualize how your natural language search was applied through a graphical representation

## Search Term Maps

- Identify patterns in the location and distribution of your search terms within legal documents

## Shepard's At Risk

- Identify cases at risk of being overruled within your legal documents

## Code Compare

- Identify changes in the law or legislative intent through side-by-side version comparisons

## Enhanced Ravel View

- Identify citing patterns and trends across time and jurisdictions with data visualizations

## Legal News Hub

- Stay up-to-date with breaking legal news stories from Law360 within Lexis+

### *Analytics capabilities highlighted in today's session*

## Litigation Analytics

- Gain insight on the behaviors and trends of judges, courts, attorneys and law firms

## Brief Analysis

- Build stronger arguments with targeted research recommendations and Shepard's® analysis

## Market Standards

- Search, compare and analyze publicly filed transactions to benchmark deal provisions

# Product demo #1: Litigation use case

## Customer

- Attorney at a large US law firm beginning a new matter with a client responding to an employment class action lawsuit

## Key questions

- How should the client plan for this matter (eg outcomes and durations)?
- Who should the client engage as their expert witness?
- How should the team optimize their strategy against opposing counsel?

## LexisNexis products and use cases

- **Litigation Analytics:** Leverage judge analytics to anticipate case timelines and outcomes based on prior case history and build case strategy
- **Context:** Find strong witness for client's matter based on witness analytics, including comparison of witnesses and analysis of prior testimony outcomes
- **Brief Analysis:** Conduct a smart review of legal documents, including opposing counsel arguments, for case and guidance recommendations

# Product demo #2: Transaction use case

## Customer

- Associate at a major law firm, who focuses on Mergers and Acquisitions, working on a buy-side merger

## Key questions

- What is the market standard on indemnification clauses for deals similar to the client's potential merger?
- How do prior deals structure and define them?

## LexisNexis products and use cases

- **Market Standards**
  - Identify similar deals (eg based on industry) from a database of 37,000 publicly filed deals
  - Extract and analyse over 150 key deal terms
  - Access underlying deal documents to find precedent language and case examples for drafting

## Concluding remarks

Mike Walsh

Chief Executive Officer, Legal

# Positive impact on society

## Case study: Rule of Law



Through our content, data, and analytics, we support the four components of the Rule of Law: transparency of law, equality under the law, independent judiciaries, and accessible legal remedy



We advance the Rule of Law through our commercial capabilities (eg publishing laws, providing legal insights), as well as through our Rule of Law Foundation non-profit initiatives



Our work to extend the Rule of Law has a global impact, reaching 2m+ legal professionals as well as the general public in more than 160 countries

# Summary

- Accelerating revenue growth through further development of higher value legal analytics and decision tools
- Expanding use cases we address and providing users with a unified and integrated product experience
- Leveraging legal technology platform to enable rapid product development and drive cost innovation
- Continuing on improved underlying revenue growth trajectory with operating profit growth ahead of revenue growth

# Q&A

Sell side analysts and institutional investors wishing to ask a question please dial in using the number and conference code below:

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