CIESCO

Sector Spotlight: Legal Tech

September 2026

Sector Insights

Consolidated Market Statement

LegalTech has transitioned from AI experimentation to platform consolidation. Following a record funding year in 2025, capital, customers, and M&A activity are increasingly concentrating around a small number of scaled platforms.

Competitive advantage is shifting from model access toward proprietary legal data, workflow integration, and enterprise distribution. The sector is increasingly exhibiting winner-takes-most dynamics, with category leaders using significant funding to accelerate product expansion and acquisition-led growth

Key Investment Themes

1. **AI Platform leaders are consolidating the market**
   - Legora and Harvey have emerged as the primary AI-native consolidators, using recent capital raises to fund expansion and acquisitions
   - The acquisition of vLex by Clio for $1.0bn represents the largest announced M&A transaction in LegalTech history
   - Buyers are increasingly acquiring proprietary datasets, legal workflows, and specialist AI talent rather than standalone software products
   - Scale, distribution, and data ownership are becoming more important than feature differentiation

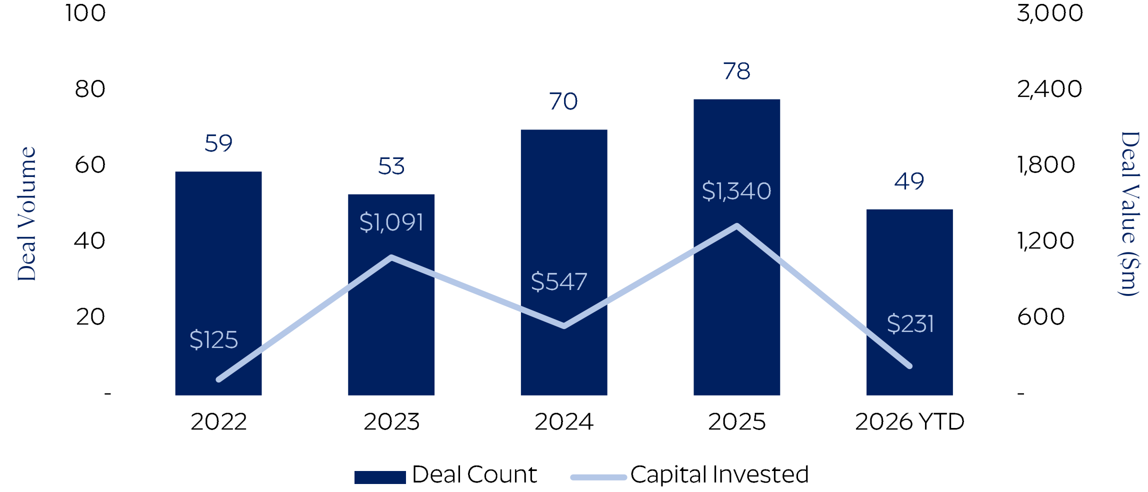
2. **Capital is concentrated around a small number of winners**
   - Funding remains robust but increasingly concentrated among a handful of category leaders
   - , Legora, and Harvey have accounted for significant amount of funding raised in 2026 by companies in the sector
   - Mega-rounds continue to command investor attention while median round sizes remain comparatively modest
   - Valuation premiums are accruing to businesses that combine proprietary legal content with embedded AI workflows

3. **Data and workflow integration have become the competitive moat**
   - The strategic focus is shifting from access to foundation models toward ownership of legal data and workflow infrastructure
   - Industry incumbents like Thomson Reuters, RELX / LexisNexis, and Wolters Kluwer continue investing to strengthen data assets and defend distribution advantages
   - Corporate legal departments are increasingly consolidating spend around integrated platforms rather than point solutions
   - Contract lifecycle management, legal operations, and knowledge management remain among the most active areas for investment and innovation

Sources: *PitchBook, Crunchbase, Tracxn, company releases, Legalcomplex*

Legal Tech M&A Deal Activity

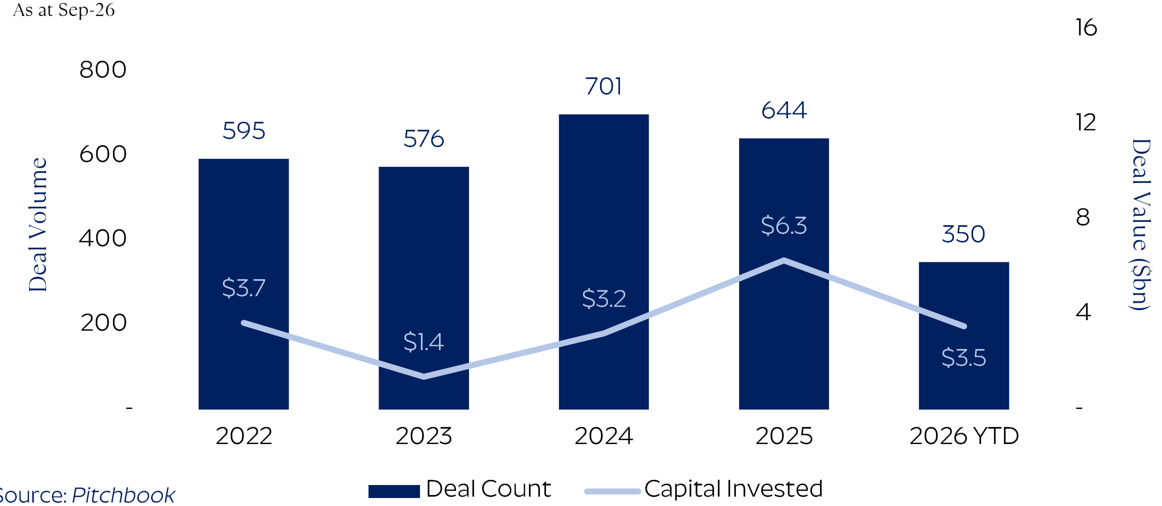
As at Sep-26



M&A deal value hasn't been reported for a large number of transactions

Legal Tech Fundraising Deal Activity

As at Sep-26



Source: *Pitchbook*

Recent M&A Transactions

Target	Buyer	Date	Target Subsector	Buyer sector
Guardrails AI	Harvey	Sep-26	Agent Security	Legal AI Platform
lupl	elevate	Aug-26	Project & Task Management	Legal Services / Tech
ayora	BigHand	Aug-26	Legal Pricing	Practice Management
UnifiedPatents	ANAQUA	Aug-26	Patent Risk / IP	IP Management
wexler.ai	LEGORA	Jul-26	Litigation Fact Intelligence	Legal AI Platform
gavel	Relativity	Jun-26	Document Review	eDiscovery
JURISAGE part of Clio	Clio	Jun-26	Legal Data	Practice Management
Cadastral	LEGORA	Jun-26	CRE Lease & Document	Legal AI Platform
Graceview	LEGORA	May-26	Regulatory Scanning	Legal AI Platform
AVANTIA	carta	May-26	Legal & Compliance	Cap-Table Management
QURA	LEGORA	Apr-26	Legal Research	Legal AI Platform
Doctrine	RELX	Apr-26	Legal Research & Analytics	Legal Info & Data
Walter	LEGORA	Mar-26	Agentic Legal Tools	Legal AI Platform
Noetica	Thomson Reuters	Feb-26	Deal Intelligence	Legal Info& Data
sirion	HAVELI	Feb-26	Contract Lifecycle Management	Private Equity
PINCITES	Filevine	Jan-26	Contract Drafting	Practice Management
hexus	Harvey	Jan-26	Enterprise Onboarding	Legal AI Platform

Source: *PitchBook*

Most Acquisitive Buyers

Harvey | **Founded in 2022** | **EV: $15.6bn (2026)** | **San Francisco, US** | **1800+ Employees**

Notable acquisitions: Guardrails AI, hexus, Lume

LEGORA | **Founded in 2021** | **EV: $5bn (2026)** | **Stockholm, SE HQ** | **800+ Employees**

Notable acquisitions: wexler.ai, Cadastral, Walter

RELX / LexisNexis | **Founded in 1970** | **MCap $45.5bn** | **London, UK HQ** | **36,000+ employees**

Notable acquisitions: Doctrine, henchman, Jarvis Legal, Case Law Analytics

Wolters Kluwer | **Founded in 1836** | **MCap $16bn** | **Netherlands HQ** | **20,000+ employees**

Notable acquisitions: brightflag, Libra, della

LITERA | **Founded in 2001** | **Not disclosed** | **Chicago (IL), USA HQ** | **1,500+ employees**

Notable acquisitions: Peppermint Technology, Litera Office & Dragons, FileTrail

Recent Fundraises

Target	Investor	Date	Target Subsector	Deal Value
Harvey	Lightspeed	Sep-26	Legal AI Platform	$550m $15,5bn valuation
LUMINARY	TEN COVES CAPITAL	Sep-26	Wealth Transfer / Legal	$22m Series A
xapien	spectrum equity	Sep-26	Due Diligence	$56m Series B
WORDSMITH	Intact Ventures Index Ventures	Aug-26	In-House Legal Software	$84m $316 valuation
Norm Ai	khosla ventures	Jul-26	Compliance & RegTech	$120m $1.2bn valuation
LEXROOM	LEFT LANE	May-26	Legal Research & Drafting AI	$50m Series B
ENTER	FOUNDERS FUND SEQUOIA	May-26	Enterprise/in-house litigation management	$100m Series B $1.2bn valuation
MANIFEST OS	MENLO VENTURES	Apr-26	AI-Native Legal Services	$60m $750m valuation
Harvey	SEQUOIA GIC	Mar-26	Legal AI Platform	$200m Later Stage $11bn valuation
LEGORA	Accel	Mar-26	Legal AI Platform	$550m $5.5bn valuation
STENO	SCP SAVANO CAPITAL PARTNERS	Mar-26	Litigation Support / Deposition Tech	$49m Series C
DeepIP	serena	Mar-26	IP & Patent AI	$25m Series B
Lawhive	danaher	Feb-26	AI-Powered Legal Services Marketplace & Consumer Law	$60m Series B
Summize	MAVEN YFM Equity Partners	Jan-26	Contract Lifecycle Management (CLM)	$50m Growth Funding
Orbital	BRIGHTON PARK CAPITAL	Jan-26	Real Estate Legal	$60m Series B
ivo	BLACKBIRD	Jan-26	Contract Lifecycle Management	$55m Series B $355m valuation

Source: *PitchBook*

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Select Active Investors

Investor	Founded	AUM	Location
SEQUOIA	Founded in 1972	AUM: $56bn	Menlo Park, US
andreessen horowitz	Founded in 2009	AUM: $100bn+	Menlo Park, US
Index Ventures	Founded in 1996	AUM: $4bn	London, UK
INSIGHT PARTNERS	Founded in 1995	AUM: $92.2bn	New York, US
Bessemer Venture Partners	Founded in 1911	AUM: $20bn	California, US

SEQUOIA – Notable investments: Harvey, Sandstone, Ironclad, casetext

andreessen horowitz – Notable investments: Harvey, Stilta, Everlaw, EvenUp

Index Ventures – Notable investments: WORDSMITH, DraftWise, Hebbia, CROSBY

INSIGHT PARTNERS – Notable investments: FILEVINE, Flank*, LAWVU, LEAH

Bessemer Venture Partners – Notable investments: EvenUp, LEGORA, LITIFY, DISCO

Leadership

Chris Sahota
Founder & CEO

15+
years of leading Ciesco

22+
years of corporate leadership

MW McCANN WORLDGROUP IPG

Board Advisory Member: Palantir accenture

Sector Team

Ateesh Srivastava
Managing Director

16+
years of Investment Banking experience

>£7bn
deal value executed

Morgan Stanley Arma partners DC advisory

Matt Bruun
Senior Advisor

20+
years of experience

SaaS
Enterprise Sales Expert

SailPoint Delinea Forcepoint Symantec

Will Oldcorn
Associate

4+
years of experience

BSc
Accounting & Finance

STIFEL

Jamie Conway
Analyst

2+
years of experience

BSc
Finance

BENCHMARK INTERNATIONAL J.P.Morgan EFG

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Select Ciesco Deals

connective3 Foresight

SELL SIDE – **DIGITAL MARKETING AGENCY / PRIVATE EQUITY**

AiViDENS RECVUE

SELL SIDE – **RECEIVABLES INTELLIGENCE PLATFORM / REV OPS PLATFORM**

MCA YFM Equity Partners

SELL SIDE – **PRODUCTION CONSULTANCY / PRIVATE EQUITY**

Media Marketing Compliance HWFisher

SELL SIDE – **ENTERPRISE CONTRACT COMPLIANCE / PE-BACKED, ACCOUNTANCY & ADVISORY SERVICES**

ELEMENT34 SOLUTIONS banyan SOFTWARE

SELL SIDE – **AUTOMATED TESTING SOLUTIONS / GLOBAL SOFTWARE GROUP**

Our team has built strong relationships and worked with transformative Technology businesses:

Palantir accenture RELX Wolters Kluwer
Everway (formerly Texthelp) bright data septeo

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