

Legal finance solves a perennial problem: Waiting for payment.

For legal teams and law firms, waiting to recover monies owed from pending and concluded litigation and legal services is a persistent—but solvable—problem. Legal finance accelerates payment for pending claims, judgments and awards, as well as for outstanding legal receivables—enabling clients to put their dollars to use now rather than waiting for variables outside their control.

Burford's solutions address the range of challenges legal teams face in the timing of litigation and arbitration recoveries. We unlock immediate capital from pending matters with remaining litigation risk, accelerating recoveries and (because our capital is non-recourse) de-risking these matters. We also accelerate receipt of settlement payments and fund enforcement of outstanding judgments.

Burford's capital allows law firms to monetize completed litigation and client work as early as possible, which lowers risk on contingent fee exposure and reduces exposure to variables such as unanticipated delays in the payment process, interest rates and clients' financial health.

SOLUTIONS FOR BUSINESSES

- **Accelerate pending claims:** “Monetize” expected entitlement from pending matters, providing immediate capital from unresolved litigation or arbitration and de-risking matters with remaining litigation or collection risk
- **Turn unenforced judgments from “legal paper” into cash:** Fund enforcement proceedings and/or monetize pending judgments or arbitration awards on a non-recourse basis, providing immediate liquidity
- **Offset litigation costs:** Fund hourly engagements with fees and expenses financing to immediately reduce litigation costs, preserving capital for business-critical initiatives
- **Fund the legal department:** Capital facilities fund multiple plaintiff and defense matters in a single portfolio, transforming the litigation department from cost center to value generator

SOLUTIONS FOR LAW FIRMS

- **Accelerate expected fee income:** Advance pending contingent fee income with remaining litigation risk, providing immediate liquidity to the firm and de-risking these matters
- **Purchase receivables:** Purchase outstanding client receivables from billable engagements to ensure timely year-end collection without write-off or discount
- **Provide client billing solutions:** Act as a hybrid contingency for hourly clients experiencing fee fatigue to ensure that the firm's fees are paid, or convert outstanding contingent fee matters to accelerate fee income
- **Grow high-value practice areas:** Capital facilities fund multiple contingent matters in a single portfolio, unlocking capital to help build practice areas and to manage partner compensation for contingent work

SUCCESS STORY: ACCELERATING PAYMENT FOR A FORTUNE 100 COMPANY

A Fortune 100 company with a global footprint was a claimant in high-stakes, protracted litigation. By providing \$75 million in non-recourse capital that could be used for general business purposes, Burford delivered an accelerated and guaranteed financial result ahead of the resolution of the case, without impacting the client's control of the litigation or settlement. Burford's monetization was a complement to the client's contingency arrangement with outside counsel in that the law firm covered litigation cost, while Burford's financing delivered a timely and substantial cash infusion based on an anticipated value of the claim. This provided the client with a solution that simultaneously offloaded the cost of pursuing the high-value claim while generating significant capital with no downside risk. Flexible deal terms reflected the client's business priorities.

SUCCESS STORY: IMMEDIATE REVENUE RECOGNITION

An AmLaw 50 firm wanted to recognize as much revenue as possible by the end of the current year. Starting in November, Burford worked with the firm to identify billed time and WIP that would likely be outstanding at year end, then negotiated a fixed discount rate for this pool of receivables. With terms and pricing set, Burford and the client waited until the last days of the year to determine the final deal size. On December 31, the firm finalized the amount of outstanding receivables it wanted to sell; deal documents were executed; and Burford wired the sale price to the firm, ensuring receipt of this cash—well into the eight figures—before year end. For the next several months, the law firm went about its normal collections process with its clients, remitting the purchased fees over to Burford after collection.

“As legal finance becomes more accepted, people will find more ways to use it.”

– PARTNER, GLOBAL 200 LAW FIRM

Why Burford?

- **Scale:** As the world's largest legal finance provider, Burford has ample permanent capital to fund clients' commercial litigation, arbitration and enforcement needs
- **Experience:** Burford routinely works with Fortune 500 and FTSE 350 legal teams to finance and monetize high value litigation and arbitration, enforce judgments and maximize return to their companies
- **Team:** Burford's in-house underwriting team is top-ranked by Chambers
- **Responsiveness:** We conduct diligence in-house and draw on multiple funding sources including our own permanent capital as a publicly traded company—speeding our process and optimizing our pricing
- **Professionalism and transparency:** We are the institutional-quality legal finance partner—dual-listed on the New York Stock Exchange (NYSE: BUR) and London Stock Exchange (LON: BUR) and with a track record and reputation that reflect well on our counterparties