



# Euroz Hartleys Rottnest Island Institutional Investor Conference 2021

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# Agenda

Business drivers for the global leader  
in financing and managing legal risks

- Financial capital
- Market opportunity
- Geographic footprint and origination network
- Human capital
- Products
- Relationships
- Investment model
- ESG / Corporate Social Responsibility



# Financial Capital

## Increased capital available

- Growing 'Alternative asset' investment sector (\$15 trillion+)<sup>1</sup>
- Attractive alternative asset class
- Institutional investors, family offices, HNW individuals
- Potential superior, uncorrelated returns
- Attractive investment cycle
- Potential realisations sooner than traditional private equity investments



## Increased demand for 'alternative' capital

- More Flexible
- Non-recourse
- Reduced sources for traditional, recourse-finance

<sup>1</sup>. Figures are US\$ and reflect industry capital. Source: Global legal asset finance market, [PwC](#).

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# Market-leading geographic footprint and origination network

- 80+ specialists focused on origination and investment management
- Scale and depth of origination network
- Immediate access to quality investments
- Jurisdictional know-how
- Local market knowledge
- Marketing intensity, brand preference and loyalty
- Speed of response
- Personal relationships
- Cultural and linguistic sensitivity



Omni Bridgeway footprint

Current locations ●  
 Proposed locations ● Organic ● Currently serviced by remote / agents / other arrangements

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# Unmatched Human Capital

World's largest dispute finance team

Deep industry and asset class expertise

Employer of choice brand

Agile workforce able to transition to WFH



175+  
Specialists

30+  
Languages

# Sophisticated products

## Dispute finance

### Single-case

Capital for legal fees or expenses to support a single case or arbitration. Includes working capital, debt satisfaction and other items

### Portfolio

Capital for legal fees to support multiple cases or arbitrations of a law firm or company

### Multi-party

Finance for an action against a defendant by group (or its representative/s) with the same or similar claims (non US)

## Working capital

Up-front finance for law firms and corporates (with optional claims management services) with a limited recourse return from the prosecution of pre-identified legal claims

## Enforcement

Finance and management to enforce a client's existing legal rights

## Claims monetisation

Purchase of (full/partial) legal rights from counterparty, monetising the legal asset (eg portion of favourable judgment/award while appeal pending), becoming owner of asset with rights to prosecute/ recover

## Future

### Downside risk management

Indemnity cover for potential case costs or access to ATE insurance. Contingent, 'back-end loaded' finance

### Defence-side funding

Funding the defendant (as opposed to claimant)



# Key Relationships

- Fund investors
- Equity investors
- Professional advisers (law firms, insolvency practitioners)
- Industry experts (arbitrators, mediators, barristers market analysts, economists, etc)
- External vendors



# Robust investment model

- Innovative investment and co-investment model
- Robust investment practices
- Disciplined investment approach
- Integral risk management
- Well-balanced and diversified portfolio
- Diversified sources of capital
- Strategy





# ESG / Corporate Social Responsibility

- Access to justice for impecunious
- Public interest cases / compensation for victims of mass wrongs (eg environmental torts)
- Deterrent to potential wrongdoers
- ESG-screening criteria preventing investments with negative ESG footprint
- Light environmental footprint
- ESG reporting and accreditation
- Research to advance access to justice
- Diversity and inclusion



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