

# How law firms use equity investments to grow

*Financing solutions from Burford help law firms meet their business goals.*

**Investors are showing increasing interest in law firms, with most pursuing control transactions. Burford offers an alternative.**

We provide minority equity investments that allow firms to make long-term investments without sacrificing post-tax partner capital. As a long-term partner—not exit-focused like traditional private equity—Burford offers patient capital that supports growth while preserving the independence, culture, and strategic direction of the firm.

An equity investment from Burford provides growth opportunities for large and specialist law firms to:

- Make key hires
- Invest in technology
- Facilitate growth in new sectors and jurisdictions
- Trigger equity release
- Help restructure the partnership without disadvantaging newer partners
- Incentivise and retain existing talent
- Execute M&A strategies
- Access a strategic partner with market leading experience in legal service delivery

## **CASE STUDY:**

### Equity financing for a boutique law firm

A top-tier UK specialist law firm wanted to enhance the partnership by developing its existing core areas of expertise—expanding the services it offered—and taking advantage of market opportunities in newer areas.

Burford's financial capacity and expertise offered a natural complement to the firm and set Burford apart from other generalist investors. With the firm moving to an ABS structure, in a market first, Burford took a passive equity stake in the firm. The structure left the firm ultimately with total control of its cases and business, including a merger with another top-tier UK boutique, while injecting immediate liquidity to supercharge growth.

With the new equity structure in place, the firm was able to invest not only in its core areas of expertise, but also in an emerging practice area. With Burford's capital and expertise, the firm is well positioned to offer new and existing clients attractive risk-sharing arrangements, all while retaining control of the business portfolio.

# How we help law firms

## BUSINESS NEED

## THE BURFORD SOLUTION

### Maximise certainty of revenue

Legal finance creates certainty that helps firms manage risk and plan for profitability. We provide capital that offsets the risks associated with uncertain case outcomes or future law firm revenue.

### Retain control

Raising private capital, including through minority equity investment, allows firms to pursue new opportunities without ceding control to outsiders.

### Investment capital

Legal finance gives firms cash and flexibility to invest in further revenue-generating practices and opportunities without added risk to the firm.

### Retain and acquire talent

Outside finance creates the scope to manage partner compensation for contingent work in a primarily hourly firm. Likewise, finance provides the flexibility to offer competitive compensation to key talent.

### Accelerate client receivables

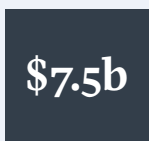
Financing for outstanding client receivables removes pressure to discount fees or harm relationships. Burford can advance fee receivables, allowing immediate revenue recognition; financing is invisible to firms' clients.

## WHY BURFORD?



### Reputation:

As the only dual-listed commercial legal finance provider (NYSE:BUR, LSE:BUR), Burford is an institutional quality partner to clients.



### Scale and permanence:

As the largest legal financier with our own readily available permanent capital, we're equipped to close substantial deals quickly and to be a partner for the long term. We do not rely on an exit like a traditional private equity investor.



### One-stop shop:

We conduct our own diligence, enabling us to respond quickly to clients' needs.



### Excellence:

We've built the industry's best team. 92% of Global 100 firms have sought our capital for their firms or clients.

as of 30 June 2025

To learn more about working with Burford, reach out to any member of our team or email us at [info@burfordcapital.com](mailto:info@burfordcapital.com).