

# SInvestor Day

27 March 2024

All figures are in Australian Dollars (AUD, A\$) and financial information is at 31 December 2023 unless otherwise stated.



## Introduction



#### Raymond van Hulst Managing Director and CEO



#### Mark Wells Global Head of Portfolio Management



Guillaume Leger Global Chief Financial Officer



#### Clive Bowman Global Chief Investment Officer



#### Jeremy Sambrook

Global General Counsel and Company Secretary



#### Tom Glasgow

Managing Director and Chief Investment Officer – APAC Portfolio Manager – Global International Arbitration

#### Mel Buffier Global Head of Investor Relations



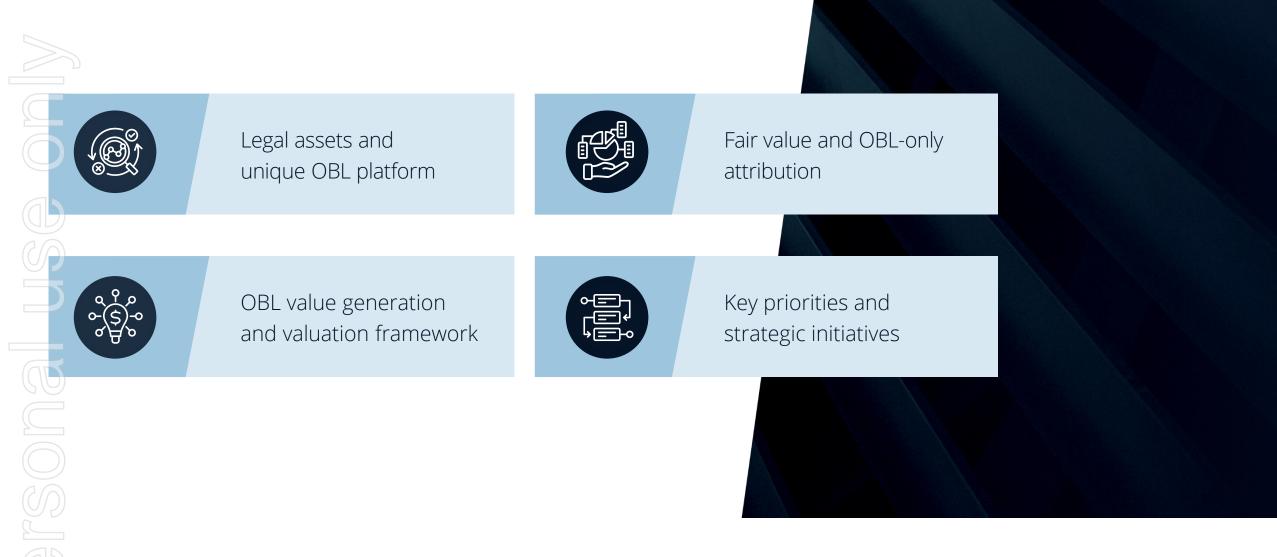
#### Kristen Smith

Portfolio Manager – Australia





## Key takeaways and objectives





## Mission for OBL

To leverage our **leading alternative fund management platform** for diversified legal assets globally, realising stable and **superior investment returns**, which form the basis for **accretive equity returns** to shareholders.



## Transition to global fund management platform

									Future OBL	
$\geq$				OB	L today (3	1-Dec-23)			ernative fund manag rm for legal assets	gement
	IMF Bentham (30-Jun-15)				<b>3</b>	-	aor	Focus on operat	penefits	
					Global, legal asset fund manager 213 headcount   15 countries			Broadened LP base		
	Legal fi	inance provid	der	Full scope	Full scope of expertise (merits, enforcement, IP)			Management and performance fee economics		
	30 heado	30 headcount   4 countries			314 inves	tments		Cumulative funds <sup>1</sup>		Aspirational target
	Meri	Merits funding only 30 investments		Third gene	eration funds w	vith \$3.2bn cum	ulative			\$5.0bn
	30			\$380m	\$380m market cap • \$190m drawn debt					
	Balance	sheet funding o	only						\$3.2bn	
	\$296m marke	t cap • \$50m dra	awn debt		\$2.2bn	\$2.2bn	\$2.2bn	\$2.5bn		
				\$1.2bn						
		\$0.2bn	\$0.4bn							
		FY17	FY18	FY19	FY20	FY21	FY22	FY23	Dec-23	Medium term
	Cumulative investment commitments	\$106m	\$253m	\$476m	\$789m	\$1,202m	\$1,665m	\$2,209m	\$2,469m	
	Cumulative management fees	<\$0.1m	<\$0.1m	\$0.1m	\$8m	\$26m	\$42m	\$59m	\$70m	
	Cumulative cash performance fees	-	-	-	\$0.8m	\$1.2m	\$4.3m	\$7.6m	\$13.8m	

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## Lifecycle of our platform – private equity comparison

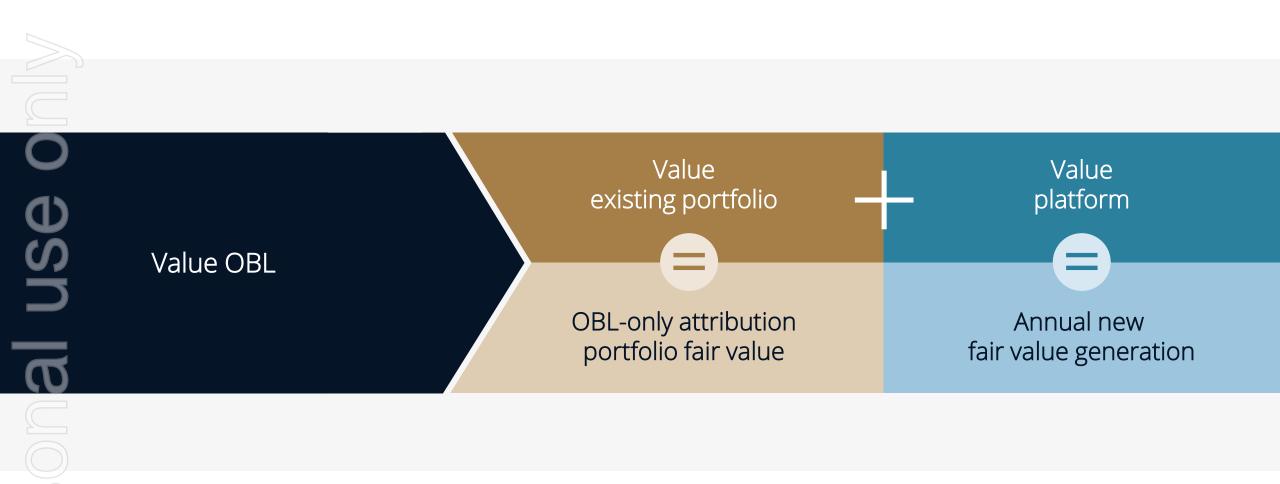
OBL entering the 'maturing' stage

Source: KKR Inve	estor Day presentatior

How Do We View the Lifecycle Of a Platform?							
	Early Platform Formation	Developing Product Buildout	Maturing Building Scale	Scaled Scale Benefits			
Fund	Ι	II / III	III / IV	IV+			
Management Fees	Modest	Growing	Begins to impact management fee line item	Meaningful			
Capital Markets Fees	Modest	Episodic	Begin to see consistency	Portfolio companies + syndication + third party + on a global basis			
Performance Income		Modest	Growing	Meaningful			
Investment Income	Draw on capital	Draw on capital	Begin to see return of capital	Source of yield and gains			
Focus	<ul> <li>Attract leading talent</li> <li>Establish track record</li> </ul>	<ul> <li>Geographic expansion</li> <li>Adjacencies</li> <li>Credentialize leadership</li> <li>Increase LP visibility</li> </ul>	<ul> <li>Harvest LP relationships</li> <li>Increase market share</li> <li>Proactively drive operational leverage</li> </ul>	Scale benefits			
				KKF			



## Value generation and valuation framework





## Platform value generation – business model

Hypothetical example based on FY24 targets

		OBL fund management model	
Annual commitments		625	Commitments in this hypothetical example are based on our FY24 target.
Pricing (fair value per dollar of commitment)		100%	The fair value / commitment pricing ratio equals the fair value we expect to generate
Fair value generation (NPV investment profit)		625	at the fund level per dollar of these new commitments. It reflects how the commitments are priced versus the key investment risks specific to these new commitments.
Co-investment	20%	125	The attribution percentages in this example are based on our fund 4/5 terms, which
Performance fees (on LP share)	20%	100	- have a 20% co-investment and a 20% base performance fee.
Total attribution	36%	225	OBL attribution represents the part of fair value generated at the fund level that will
			flow to OBL as co-investment profit, performance fees and other profit entitlements.
Platform opex		95	Platform costs in this example are based on our FY24 target.
Management fees (% deployed, 4-year duration)	2.0%	-20	
Transaction fees (% committed)	0.0%	0	
Net opex		75	
Cost coverage %		21%	The cost coverage ratio equals the part of platform opex covered by management fees and transaction fees, excluding performance fees and investment profits.
Steady state – net annual OBL-only fair value generated (pre-tax and pre-interest)		150	



## Agenda

Panel 1 Tom Glasgow Clive Bowman Mark Wells Kristen Smith	Introduction to Legal Finance and OBL Q&A
Panel 2 Raymond van Hulst Guillaume Leger Mark Wells Tom Glasgow	Fair value Q&A
Panel 3 Raymond van Hulst Guillaume Leger Mark Wells Jeremy Sambrook	Strategic update Q&A





## Cornerstone of the business

Our track record of generating consistent and high investment returns over multiple decades and economic cycles is the cornerstone of the business and future growth.

## Investment performance – full history

• Overall MOIC of completed investments at 2.2x. More than 40% of investments delivering a MOIC >2.0x. Positive investment returns in 75% of investments on a dollar weighted basis.

		A	В	С	D	E	F			
9.0x -		Negative return	1-2x MOIC	2-3x MOIC	3-4x MOIC	4-5x MOIC	>5x MOIC	Total		
3.0x -	# completions	106	81	70	39	29	58	383		
	% total deployed	25%	31%	19%	9%	10%	5%	100%		
7.0x -	Cohort MOIC	0.2x	1.5x	2.5x	3.4x	4.4x	8.8x	2.2x		
	Average duration	3.4 yrs	3.5 yrs	3.2 yrs	3.4 yrs	2.6 yrs	2.7 yrs	3.2 yrs		
6.0x -										
5 Ox -										
4.0x -										
4.0x - 3.0x -	Matters with negativ	ve return								
5.0x - 4.0x - 3.0x - 2.0x - 1.0x -		/e return								

#### MOIC distribution for completed investments<sup>2</sup>

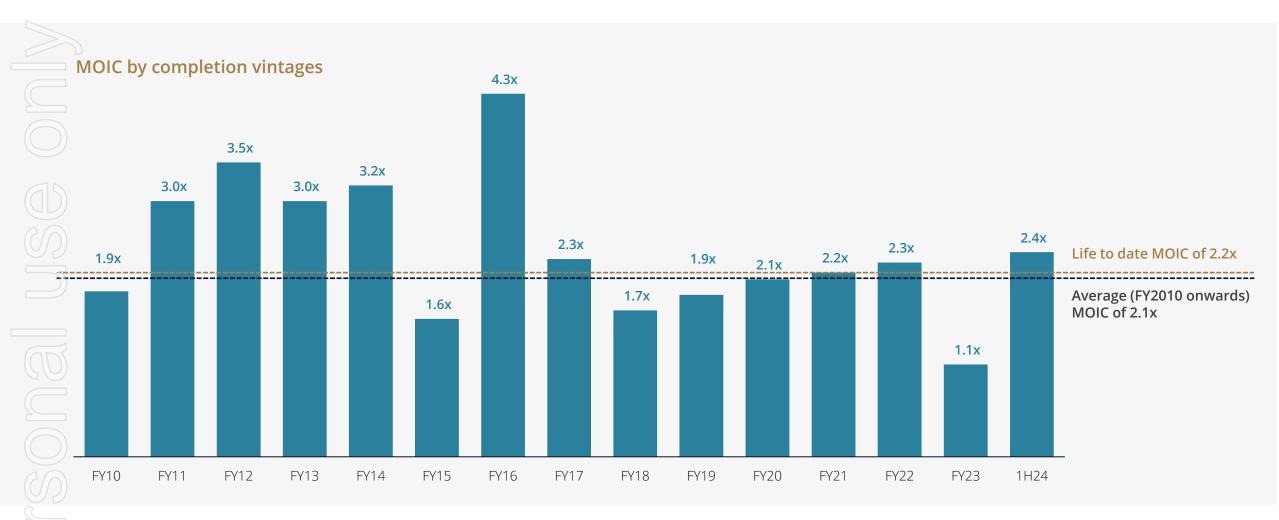


Matters with >10x MOIC



## Investment performance by completion vintage

Fully completed investments<sup>3</sup>



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## Session 1

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## Introduction to Legal Finance and Omni Bridgeway

#### Panel:



#### Tom Glasgow

Managing Director and Chief Investment Officer – APAC Portfolio Manager – Global International Arbitration



#### Mark Wells

Global Head of Portfolio Management



## Kristen Smith

Portfolio Manager – Australia



Clive Bowman Global Chief Investment Officer



## What is legal finance?

Rapidly growing alternative asset class that is uncorrelated to economic trends

## Overview

- Provides capital to litigants, usually the claimant, in exchange for a
   pre-determined portion of the monetary recovery from the lawsuit.
- Funds lawyers' fees, investigative fees, expert witness fees and other court expenses plus operational expenses incurred by the funded party.
  - Limited recourse to the dispute recoveries; the funder incurs the full loss as a write-off of invested capital.
  - Providing cover for adverse costs, in cost shifting jurisdictions, is a benefit to the claimant and is often an incentive to seek funding.
- Litigation funders do not provide legal advice but engage with law firms who represent funded claimants.
- Offers alternatives to self-funding and traditional bank financing for legal actions, improving legal system accessibility.
- Allows corporate claimants to outsource management and financing of litigation assets similar to other non-core assets.

### Who uses litigation funding?





## Growth of legal finance as an asset class

Legal finance has received increasing attention from global capital allocators and investors

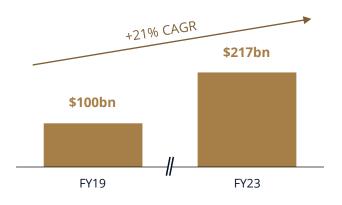
Unique class within alternative assets offering superior risk adjusted returns given its binary and asymmetric risk profile.

Underlying assets are subject to a shorter and more well-defined time horizon relative to traditional alternative assets, including private equity and real estate which are dependent on macroeconomic factors.

Significant market growth in recent years due to its potential to generate returns uncorrelated to other asset classes.

Higher barriers to entry compared to other alternative investments, and ultimately less competition.

#### Growth in legal finance TAM<sup>4,5</sup>





## An underpenetrated market with high barriers to entry



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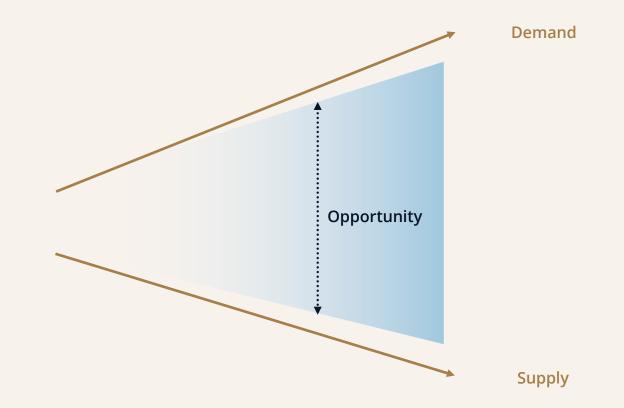
## Current supply / demand dynamics

#### Increasing demand

- Broader awareness and deeper penetration
- Rising interest rates higher cost of self-funding
- Escalating costs of litigation
- Emerging areas of litigation data breaches,
   cybersecurity, etc.

### Reducing supply

- Reduction of competition, principally due to insufficient returns
- Hedge funds returning to core strategies, away from litigation finance





## Regulatory landscape

including considering the abolition of maintenance and

champerty torts and offences.

Maturing industry pattern – overall supportive regulatory developments

date.



arbitration and insolvency related claims

in Singapore and Hong Kong, correcting

and positively expanding on historically

restrictive litigation funding policies.

#### UK

- In July 2023, in PACCAR Inc vs. Competition Appeal Tribunal, the UK Supreme Court ruled that litigation funding agreements (LFAs) at issue were considered damages-based agreements (DBA) under English law, and subject to the DBA Regulations 2013, rendering the agreements non-compliant and unenforceable in that case.
- The UK government is now introducing corrective legislation to address the impacts of the UK Supreme Court judgment in PACCAR that will restore the position that existed before the Supreme Court ruling and ensure cases can continue to be funded.

#### Australia

 In December 2022, the Australian government exempted litigation funders from holding an Australian Financial Services Licence and other financial services regulations for funded class actions, overturning previous government implementations.



## Our differentiators in the global litigation finance market

Competitive advantage

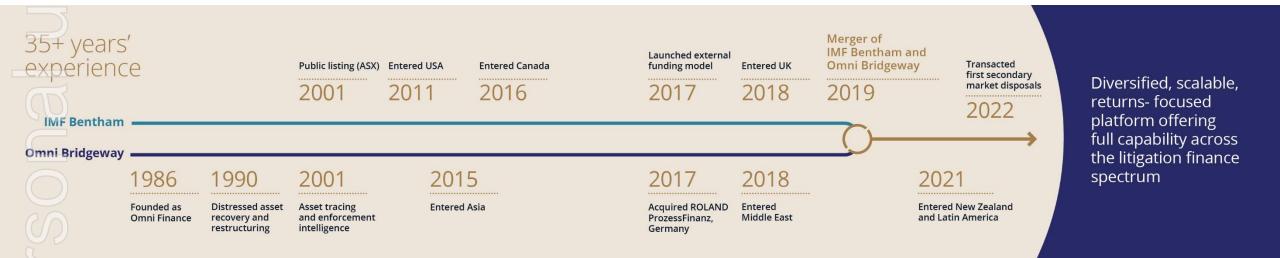
Unmatched expertise and experience	<ul> <li>Pioneers of global litigation finance industry</li> <li>500+ years' collective litigation and finance experience</li> <li>Un-matched know-how in case selection and management</li> <li>Investment Committees comprising industry leaders and former judges</li> </ul>
Geographic footprint and origination network	<ul> <li>120+ specialists focused on origination and investment management</li> <li>Scale and depth of origination network</li> <li>Immediate access to quality investments</li> <li>Resources on the ground; jurisdictional know-how, local market knowledge, networks, cultural and linguistic sensitivity</li> </ul>
Track record	<ul> <li>Success rate; total investments, total completions</li> <li>Fair returns to claimants</li> <li>Over multiple decades and economic cycles</li> </ul>
Strong and transparent financial position	<ul> <li>ASX listed 2001</li> <li>Transparent reporting and corporate governance</li> <li>Robust balance sheet and cash position</li> <li>Significant funds to invest</li> </ul>



## Evolution of the OBL platform

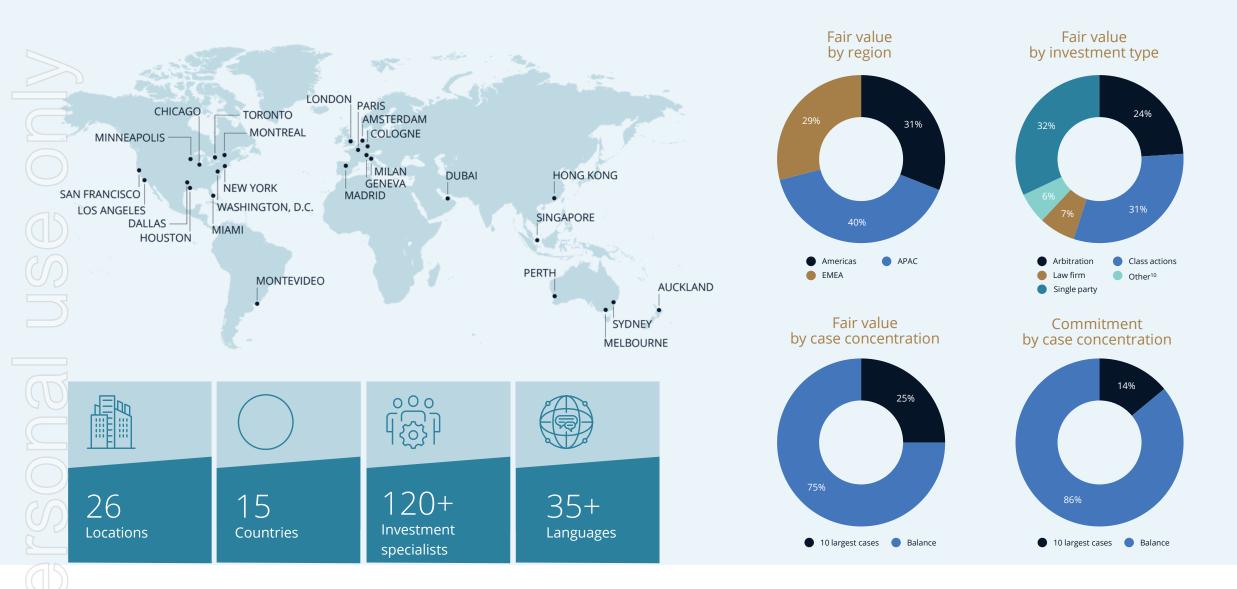
- IMF Bentham established in 1998 in Australia, listed on the ASX in 2001.
- First publicly listed legal financier to specialise in large scale non-insolvency litigation.
- Expanded its international footprint starting in 2011 to locations across the Americas, the UK, Asia and the Middle East.
- Merged with Omni Bridgeway Europe (OBE) in 2019:
- Founded in 1986 in the Netherlands with a focus on distressed assets
- A leading funder of litigation, arbitration and legal enforcement proceedings, with a pre-eminent enforcement and legal recovery investment business
- Claim values under management of ~€2.5bn with five locations across Europe and the Middle East.

Following the merger, IMF Bentham rebranded globally as Omni Bridgeway Limited and became one of the largest diversified legal asset funding platforms across common and civil law jurisdictions, by AUM and strategy, operating in developed and emerging markets, and all relevant areas of law.





## Global leader in financing and managing legal risk





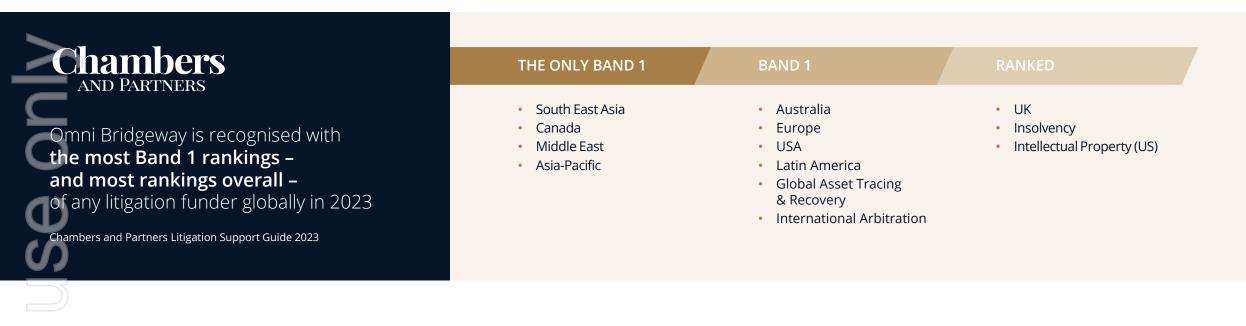
## The leading international origination platform in legal finance

Expansive origination network provides immediate access to quality investments, augmented by our expertise in various jurisdictions, marketing efforts, proven track-record, and invaluable personal relationships

	Potential claimants	<ul> <li>Direct approaches to the group for funding</li> <li>Either claimant or law firm seeking funding for single claims or portfolios of cases</li> </ul>	Presence in every relevant time zone with funding capabilities in nearly every region.	
ا	Advisors	Including lawyers, insolvency practitioners, accountants and financial planners	Led by specialists focused on origination and investment management. 	
	Other third parties	Includes litigation finance brokers, stockbrokers, journalists, regulators, politicians, or OBL investors	regional chairs supported by multidisciplinary in-house damages experts, intelligence, asset-tracing and legal professionals.	



## Industry acknowledgement: #1 or #2 in all relevant markets



Highly rated and consistently recognised by clients and peers across other respected third-party industry rankings such as:

#### iil WWL

WHO'S WHO LEGAL THOUGHT LEADERS More team members recognised than any other funder (since 2020)

WHO'S WHO LEGAL ARBITRATION Team members recognised (since 2020)



LITIGATION FUNDERS Ranked 'leading', 'excellent', 'highly recommended' and 'recommended' for litigation and arbitration funding in the UK, US, LATAM, Spain and Europe (since 2019)

#### ARBITRATION & DISPUTE RESOLUTION Team members recognised

GLOBAL 100 LEADERS IN LITIGATION FINANCE Team members recognised (since 2016)

LAWDRAGON

THE LEGAL 500 (LEGALEASE) LITIGATION FUNDING RANKINGS Top ranked litigation funder in 2024



## Distillation of the investment process and objectives

Generate opportunities



Select the right deals at the right price

Size appropriately – diversification vs efficiency



Monitor to maximise outcome



## Risk underwriting and structuring

## Key risks

Win / loss probability

#### Budget



Range of likely damages and recoverability





Duration

#### Core pricing principles

Priority return of OBL invested capital

**Return structured as:** Percentage, and/or Multiple Greater of / additive

Returns should reflect risk

Protect downside but participate in upside

#### Additional structuring levers

Capped budget

Increase returns over time

Risk sharing to ensure alignment

Avoid overfunding

Commitment-based profit terms

Milestone the investment



## Duration is a key risk – how we protect returns

Nearly all funders have success ratios >50% but many have disappointing returns due to:	<ul> <li>OBL approach</li> <li>Realistic assumptions informed by data: both OBL proprietary and market sourced</li> </ul>
Optimistic duration and damages assumptions	<ul> <li>Fair value protection through pricing:</li> <li>Increasing multiples or percentages over time</li> </ul>
	<ul> <li>Compounded interest and IRR based pricing</li> </ul>
Underpricing of risk	<ul> <li>Deal sizing and portfolio diversification</li> <li>Secondary market to accelerate cash conversion</li> </ul>
$(\mathcal{Q}\mathcal{D})$	



## Risk underwriting and structuring

The Group evaluates each opportunity in depth by assessing several qualitative and quantitative factors

#### Application review & underwriting

- IMs determine whether to progress a funding application. Term sheet may be offered after review by the portfolio manager and Pricing and Structuring team.
- If term sheet is accepted, the due diligence process is started. The aim is for the process to take no longer than one month.
- After the initial phase of due diligence, a draft Investment Committee (**IC**) memorandum is prepared by the IM with input from portfolio manager and Pricing and Structuring.
- If approved by the regional portfolio manager and Pricing and Structuring the investment is submitted for consideration by the IC.

#### Assessment criteria

- Type and strength of case: win/loss
- Defendant's ability to satisfy a judgment
- Range of likely damages
- Likely length of time to resolution
- Capital requirement (incl. adverse costs)
- Investment / return metrics

#### Assessment inputs

Obtain relevant documentation from the claimant and other sources.

Factual research, legal analysis and verification of assumptions – including independent expert input if needed. Discuss with the potential claimant's lawyers and experts.

Check defendant(s) have the capacity to pay and judgment can be enforced.

Investigate financial health of the claimant and other stakeholders.

Due diligence results inform fair value assessment of expected return and risk metrics.

Investment process and portfolio risk management

1,723 applications

Origination

Opportunities are primarily originated through potential clients, advisors, and other third parties.

Investment selection

Portfolio construction

A disciplined approach to the assessment of financial and legal risks

#### 505 reviewed

**Risk underwriting and structuring** 

Opportunities are evaluated based on legal and financial risk criteria, including legal merits, budget, range of damages outcomes and likely duration.

CIO

Portfolio

manager / CIO

39 funded 18 IC approved & conditionally funded

#### Funding decision

PS

Pricing and

structuring team

Investment Committee (IC)

A due diligence report is presented to the IC. The IC determines and recommends (by unanimous approval) the investment to the fund. Monitoring and realisation

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An investment typically takes between 1 and 5 years to complete.

The IM will monitor developments in the investment as it progresses and receive periodic updates from the lawyers.

In certain jurisdictions, we may provide insight and strategic guidance concerning the investment and settlement opportunities.

IM

Investment

Manager (IM)



## Platform drives origination: illustrative case studies

Omni Bridgeway team has the range of skills to compete beyond price

#### Portfolio corporate deal, international arbitration and enforcement

#### Overview

- PE-owned media company seeking public listing or acquisition.
- Two large international arbitration claims, seated in London and Singapore.
- Multi-jurisdictional enforcement risk, in Asia and Africa.
- Originated in Singapore (M&A lawyer)
- Underwritten by IA specialists in Singapore and London, global enforcement team and asset-tracing / intelligence.

- Cross-collateralised portfolio funding deal, with partial monetisation:
- Increased cash on balance sheet no liability associated with monetisation
- Cash available to support listing or transaction costs
- On-going cost defrayed and significant enforcement concerns de-risked
- Positive messaging to potential investors claims represent potential upside only, downside de-risked
- Reduced funding risk through cross-collateralisation
- Business sold in private M&A deal
- Both claims successful, one successfully enforced and one with settlement imminent
- OBL MOIC ~5x within 4 yrs.

#### IP infringement case

#### Overview

- Spin out from prestigious European University holds US & European patents in respect of foundational innovation underpinning network switching technology.
- The spin out suspects widespread infringement but needs financial and project support.
- Initial point of contact with German OBL team who expanded the deal team to include our Global IP Head and IMs with a scientific and legal background.
- OBL secured the deal with a combination of:
  - local relationship and communication in local language
  - ability to support infringement actions in Europe & US
  - deep technical understanding of the patents.

Wide and deep platform of OBL drives investment origination



## Platform drives origination: indicative case studies (cont'd)

Omni Bridgeway team has the range of skills to compete beyond price

#### Australian class action

#### Overview:

Claim concerning a defective medical device. The device, intended for use in surgical procedures, experienced significant issues that affected patients worldwide. A class action was commenced in the US, prompting OBL to conduct due diligence on the possibility of funding parallel proceedings in Australia.

In assessing the viability of the proceedings in Australia and NZ, US based OBL Investment Managers assisted their Australian counterparts in procuring US court filings and introductions to lawyers and potential expert witnesses, fast tracking the due diligence process, with superior depth of information.

OBL's Pricing & Structuring team, together with our in-house research capabilities, were involved in assessing the number of device sales in Australia and whether the potential damages were sufficient to make the claim viable to fund.

Wide and deep platform of OBL drives investment origination

# Fair value **USe** onal

Session 2

#### Panel:



#### Mark Wells Global Head of Portfolio Management

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## Guillaume Leger

Global Chief Financial Officer



#### Raymond van Hulst Managing Director and CEO

#### Tom Glasgow

Managing Director and Chief Investment Officer – APAC Portfolio Manager – Global International Arbitration



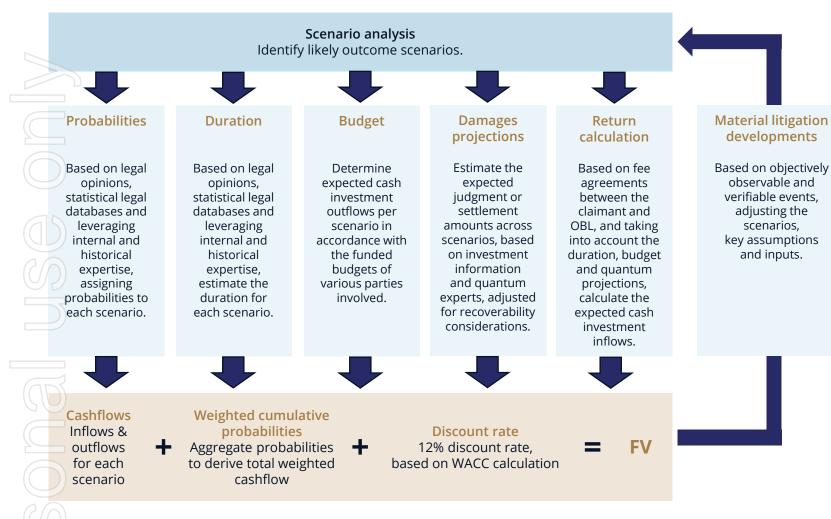
## Fair value

Fair value is the net present value of the expected loss-adjusted and probability-weighted investment cash flows

- Omni Bridgeway is replacing estimated portfolio value (EPV) and implied embedded value (IEV), with fair value (FV) as its key investment value metric going forward.
- Fair value, based on probabilistic scenario analysis, better captures the multiple outcome scenarios – including losses – of legal assets, compared to the more static and binary nature of the EPV/IEV methodology.
- Fair value also better captures the duration, pricing and other value and risk drivers of legal finance investments.
- Fair value is widely used and better understood by the capital markets, and it aligns better with disclosures of our peers.
- (Non-IFRS) fair value reporting to fund investors mitigates the J-curve effect of legal assets and is therefore supportive of fund capital raising.



## Fair value methodology: how much, when and how likely?



#### Additional concepts

**Monte Carlo Analysis** – Deployed for investments with complexities such as cross-collateralized portfolio investments, and investments with multiple defendants or proceedings.

#### Assumptions

• **Outcome scenarios** – the points during the life of an investment when it may complete in whole or in part

.....

- **Cash flows** the amount and timing of outgoing and incoming cash flows over the life of the investment
- **Probabilities** the probability of each cash flow arising

#### Data inputs

**Observable data inputs** are used in addition to management assessment:

- Investment fact base
- External legal advice
- External expert advice
- Third party investment budgets
- Fee arrangements
- Market data
- Statistical legal databases
- Internal and historical expertise

There remains a significant amount of judgment which is inherently subjective when assessing probabilistic future cash flows for a legal risk investment.



## Fair value framework

Omni Bridgeway's fair value approach is based on probabilistic scenario analysis

#### At inception the fair value of an investment is determined:

- As the net present value of the future loss-adjusted probability-weighted investment cash
   flows for the likely outcome scenarios (including loss) for the investment.
- Using informed assumptions for outcome scenarios, probabilities, cash inflows and cash outflows, which rely on inputs around the key risk factors for legal investments: loss risk, duration risk, budget risk, quantum risk and recoverability risk (credit risk).

## In subsequent periods the fair value of an investment is adjusted, positively or negatively, based on the combination of:

- Deployments made for the investment during the period.
- The unwinding of the discount due to the passage of time.
- Changes in the discount rate.
- Material litigation developments, which are objectively verifiable events leading to changes in assumptions or inputs.

#### **Discount rate**

- A discount rate of 12% is used, based on the weighted average cost of capital (WACC) for the legal finance asset class, which closely aligns with the WACC for OBL and with the hurdle rates for our third-party fund capital.
- All main investment risks associated with legal investments, including loss risk, duration risk, budget risk, quantum risk and credit risk are reflected in the probabilistic scenarios, and therefore fall outside the scope of risks determining the required discount rate.

#### Material litigation developments

There are many possible material litigation developments, with some generally applicable to most litigation investments and others more investment specific. A material litigation development is always objectively verifiable and not just based on a subjective reassessment of an investment.

Typical material litigation developments include:

- Judgments, arbitral decisions, new relevant case law, mediations, partial settlements or recoveries, new legal opinions (eg. as a result of changes to fact base or legal discovery), new expert opinions (eg. on damages)
- Changes to expected duration (eg. following case management hearings, court timetables or observed delays), book-building results, budget changes, asset freezes, new recoverability intelligence, etc.

#### **Governance and Context**

- The valuation process is embedded in a governance framework, including a valuation policy, implemented by the Pricing & Structuring (P&S) team, with Valuation Committee oversight, and quarterly reporting to Audit & Risk Committee.
- The P&S team, with members in each of the regions and reporting to the Global Head of Portfolio Management, builds and maintains the fair value models for all (prospective) investments until completion of the investments. These models are guiding the pricing, term sheet and investment management decisions, as well as feeding into investment reporting. The team closely collaborates with the investment managers, but independently verifies and benchmarks the assumptions.
- Omni Bridgeway has been using the described valuation framework in EMEA from the inception of Fund 6 in 2016-2017.
- In evaluating our framework, we also benchmarked with industry peers, to align where possible in methodology.
- Key similarities in methodology include the use of probabilistic modelling, discounted cash flow analysis, material litigation developments (also called litigation milestones or litigation events) and making informed assumptions around inputs such as discount rates, timing and risk factors.
- The framework and discount rate was reviewed by BDO who concluded that using a probabilistic cash flow approach is an appropriate methodology to employ for determining cash flows for the purposes of calculating the fair value of litigation assets.





## Simplified illustrative fair value case study

#### Investment information

The case study involves investment in a merits dispute with an estimated claim value (quantum) – based on expert reports – of up to \$60m. Based on legal statistics for the relevant jurisdiction, the estimated timeline for receiving a judgment is approximately two years, with an additional two years potentially required for the appeal process. The total budget – based on a fee arrangement with the law firm – is \$4m. Scenarios and probabilities are established based on legal on legal opinions, historical data on similar investments and investment team experience and assessment.

#### Process

Based on the investment information, the fair value model at inception is established as per the next slide, which for this purpose is highly simplified with only 7 scenarios. The table to the right summarises the key metrics as produced by the model, which are key drivers for our pricing, term sheet, and investment decisions throughout the life of an investment.

#### **Example set of scenarios**

- . Pre-trial settlement
- 2. First instance win, followed by settlement
- 3. First instance win, followed by appeal win
- First instance win, followed by appeal lossFirst instance loss, followed by withdrawal
- 5. First instance loss, followed by withdrawar First instance loss, followed by appeal win
- First instance loss, followed by appeal loss
   First instance loss, followed by appeal loss

Our real-life models will typically include many more scenarios, to reflect duration and quantum uncertainties, as well as enforcement risks.

Forward looking metrics	Base	Sensitivity 2Yr duration	Sensitivity -20% quantum
Total commitment	4,000,000	4,000,000	4,000,000
Expected total investment	3,330,000	3,330,000	3,330,000
Expected total proceeds	10,580,000	14,010,000	8,464,000
NPV discounted at 12% (fair value)	5,064,920	5,908,327	3,422,302
Pricing (NPV to commitment)	1.27	1.48	0.86
MOIC of expected cashflows	3.09x	4.13x	2.47x
IRR of expected cashflows	114.2%	66.9%	83.5%
Probability of total loss	32.0%	32.0%	32.0%
Expected duration (years)	3.11	5.11	3.11
Maximum scenario duration (years)	4.00	6.00	4.00

## Simplified fair value case study – Case start

**Outcome Scenarios** 

**Scenarios Cashflows** 

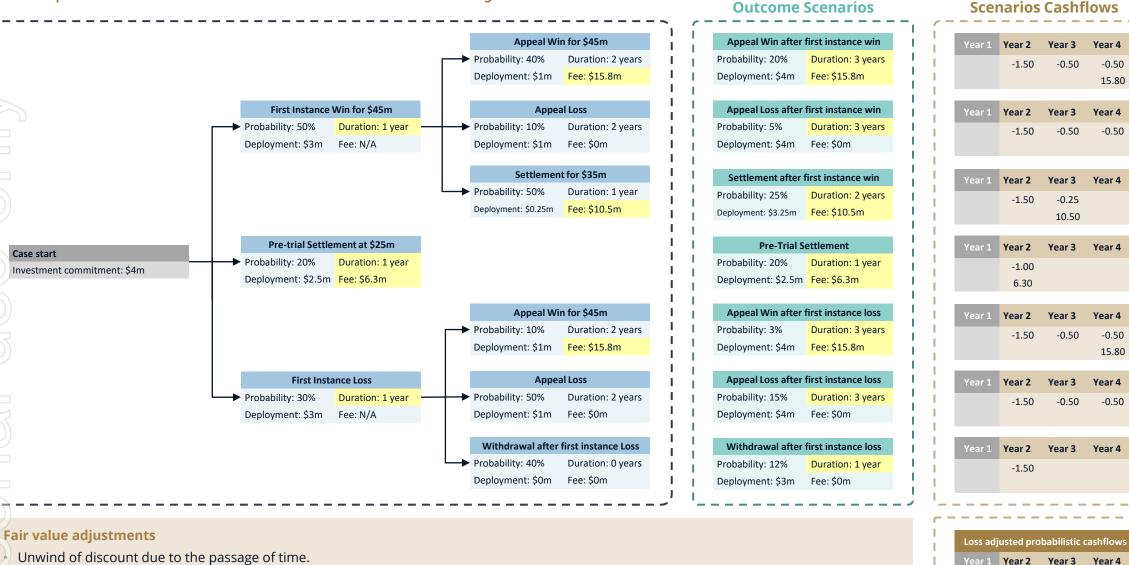
Fair value (NPV@12%)

ſ		Appeal Win for \$60m	Appeal Win after first instance win	Year 1 Year 2 Year 3 Year 4
		Probability: 40% Duration: 2 years	Probability: 20% Duration: 4 years	-1.50 -1.50 -0.50 -0.50
i		Deployment: \$1m Fee: \$21m	Deployment: \$4m Fee: \$21m	21.00
				1
	First Instance Win for \$60m	Appeal Loss	Appeal Loss after first instance win	Year 1 Year 2 Year 3 Year 4
	Probability: 50% Duration: 2 years	Probability: 10% Duration: 2 years	Probability: 5% Duration: 4 years	-1.50 -1.50 -0.50 -0.50
	Deployment: \$3m Fee: N/A	Deployment: \$1m Fee: \$0m	Deployment: \$4m Fee: \$0m	1 i -
				1
		Settlement for \$50m	Settlement after first instance win	Year 1 Year 2 Year 3 Year 4
		Probability: 50% Duration: 1 year	Probability: 25% Duration: 3 years	-1.50 -1.50 -0.25
		Deployment: \$0.25m Fee: \$15m	Deployment: \$3.25m Fee: \$15m	15.00
Cover start	Pre-trial Settlement at \$40m		Pre-Trial Settlement	Year 1 Year 2 Year 3 Year 4
Case start	→ Probability: 20% Duration: 2 years		Probability: 20% Duration: 2 years	-1.50 -1.00
Investment communent. 34m	Deployment: \$2.5m Fee: \$10m		Deployment: \$2.5m Fee: \$10m	10.00
60			i	1
U.J.		Appeal Win for \$60m	Appeal Win after first instance loss	Year 1 Year 2 Year 3 Year 4
		Probability: 10% Duration: 2 years	Probability: 3% Duration: 4 years	-1.50 -1.50 -0.50 -0.50
		Deployment: \$1m Fee: \$21m	Deployment: \$4m Fee: \$21m	21.00
				1
i l	First Instance Loss	Appeal Loss	Appeal Loss after first instance loss	Year 1 Year 2 Year 3 Year 4
	Probability: 30% Duration: 2 years	Probability: 50% Duration: 2 years	Probability: 15% Duration: 4 years	-1.50 -1.50 -0.50 -0.50
65	Deployment: \$3m Fee: N/A	Deployment: \$1m Fee: \$0m	Deployment: \$4m Fee: \$0m	
$(\mathcal{G}(\mathcal{O}))$				1
		Withdrawal after first instance Loss	Withdrawal after first instance loss	Year 1 Year 2 Year 3 Year 4
		Probability: 40% Duration: 0 years	Probability: 12% Duration: 2 years	-1.50 -1.50
		Deployment: \$0m Fee: \$0m	Deployment: \$3m Fee: \$0m	
			/ '	; '
				<pre>c</pre>
				Loss adjusted probabilistic cashflows
				Year 1 Year 2 Year 3 Year 4
				-1.50 0.60 3.44 4.62
				-1.50 0.60 5.44 4.62



\$5.06m

# Simplified fair value case study – Year 1



Material Litigation Event: new expert evidence has come in reducing quantum from \$60m to \$45m.

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### **Scenarios Cashflows**

-0.14

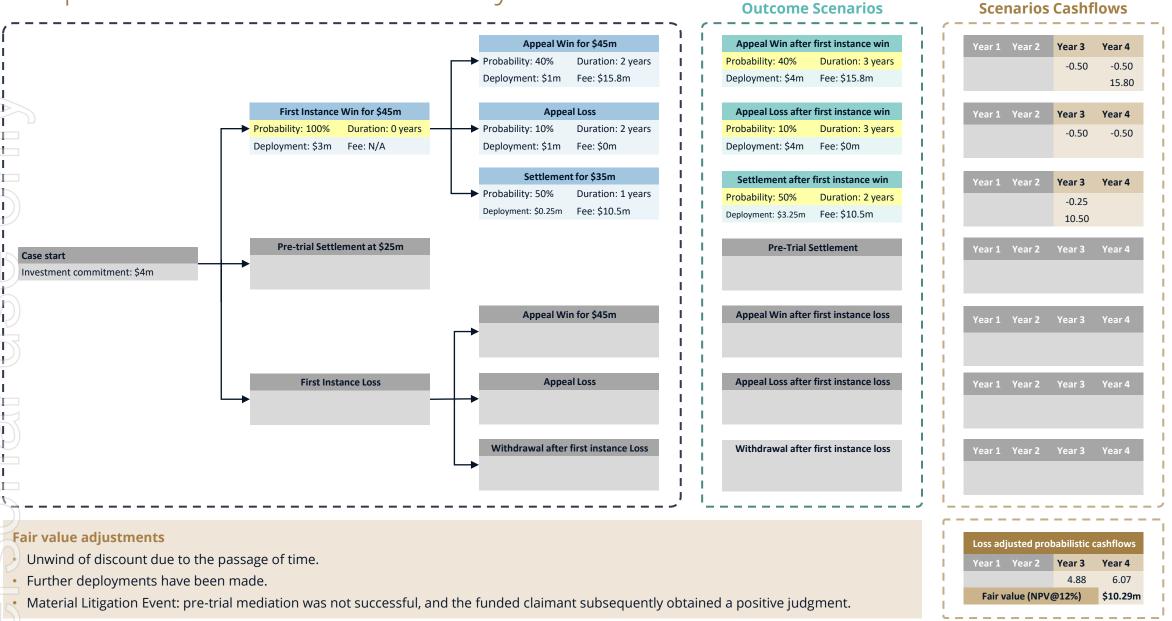
Fair value (NPV@12%)

2.35

3.42

\$4.68m

# Simplified fair value case study – Year 2

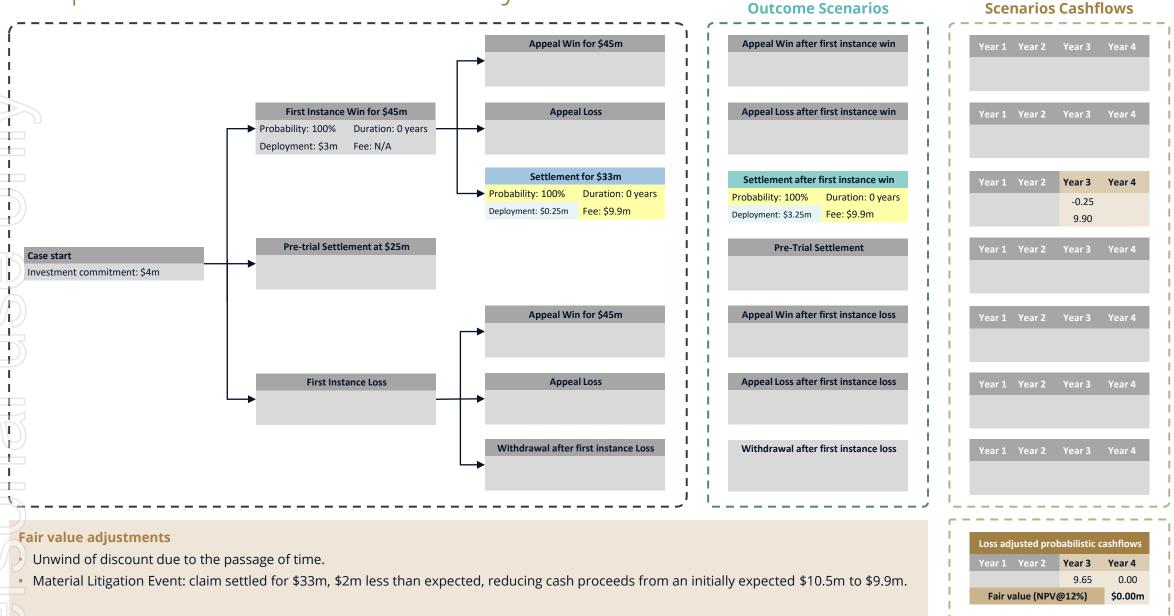


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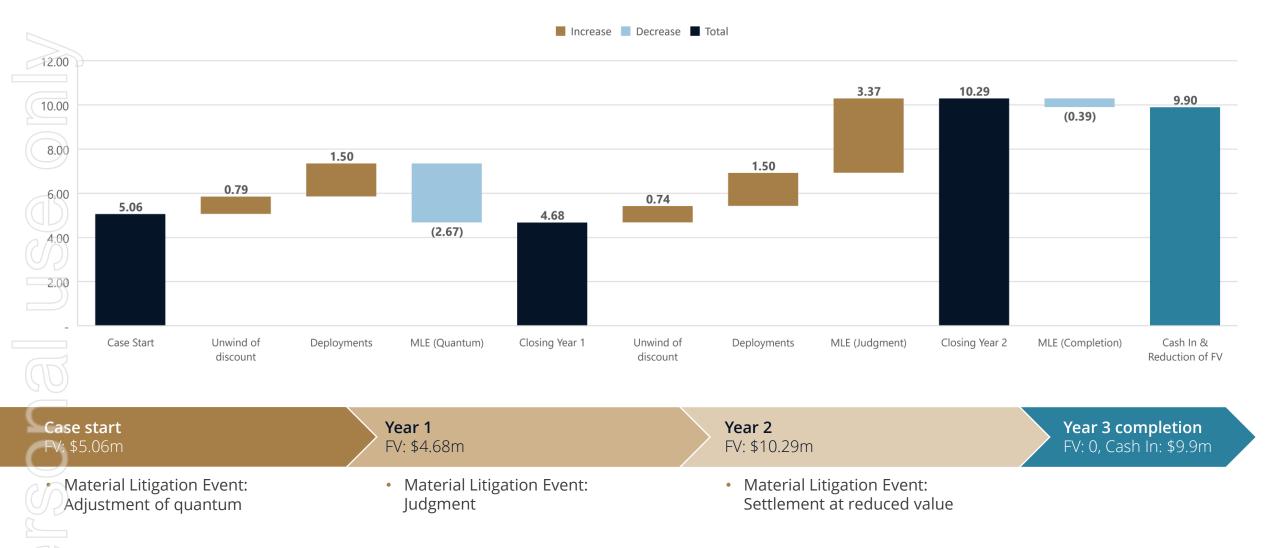
BRIDGEWAY



# Simplified illustrative fair value case study



Resulting fair value movement bridge





# OBL attribution of fair value

Fair value equals the net present value of future cash flows of an investment at a specific moment in time. It is therefore a forward-looking cash profit metric, net of future deployments and excluding any past deployments.

The OBL fair value attribution rate is the part of the investment or portfolio fair value which flows to OBL as co-investment cash proceeds, performance fees and other profit entitlements. It represents the net present value of the expected OBL-only cash flows from the investments.

The OBL fair value attribution varies per fund, depending on fund specific coinvestment percentage, performance fees and other profit-sharing entitlements, as well as fund waterfall arrangements.

For later generation funds with investment-by-investment waterfall arrangements (case-by-case capital return, profit share and performance fees), the OBL fair value attribution percentage is generally stable, whereas for funds with full fund waterfall arrangements (full fund capital return before performance fees are paid), the attribution percentage may change when matters within the funds have material litigation events resulting in timing or quantum changes.

	OBL attribution existing portfolio fair value	OBL attribution of new investment fair value
Balance sheet	100%	100%
Fund 1	100%	N/A
Funds 2/3	52%	N/A
Funds 4/5	32%	35%
Funds 6	28%	N/A
Fund 8	75%	75%
Total portfolio	37%	N/A



# OBL attribution of fair value (cont'd)

## Methodology

Fair value model investment cash flows on an investment-by-investment basis have been applied to the fund specific terms and waterfall arrangements to arrive at the OBL attribution percentages on a fund-byfund basis. **Fund 1:** The portfolio fair value included for Fund 1 only the OBL residual interest in fund cashflows. The OBL attribution rate is therefore 100%.

**Funds 2/3:** Given the European waterfall structure of Funds 2/3, material litigation events resulting in changes to timing or amounts of investment cashflows, may impact the investment and portfolio fair value, but also the OBL attribution rate.

**Funds 4/5:** It has been assumed that the fund IRR will exceed the 8% hurdle but remain below the 20% hurdle for the 30% performance fee. An ultimate fund IRR below the 8% hurdle will reduce the OBL attribution, whereas an ultimate fund IRR exceeding the 20% hurdle will increase the OBL attribution.

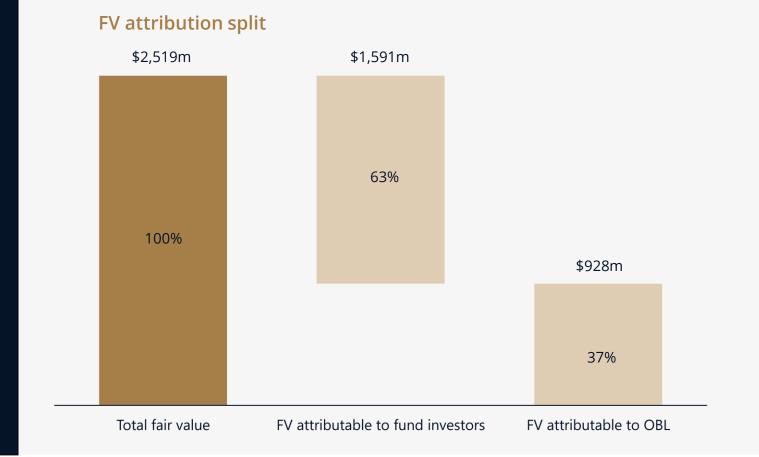
**Fund 6:** Given the European waterfall structure, material litigation events resulting in changes to timing or amounts of investment cashflows, may impact the investment and portfolio fair value, but also the OBL attribution percentage.

**Fund 8:** It has been assumed that the fund will commit and deploy as per track record-based projections and will achieve an overall MOIC of 3.5x, which is below the historical track record for that strategy. Changes in ultimate fund deployment and MOIC will change the OBL attribution.

**Management fees:** Management fee payments to OBL for Funds 4/5, 6 and 8 are in addition to the OBL attribution percentage but have been considered in calculating the effective attribution percentage (management fees reduce distributable profits, resulting in a slightly reduced attribution percentage).



# Fair value attribution



\$2.5bn fair value of the balance sheet and funds investment portfolio at 31-Dec-2023.

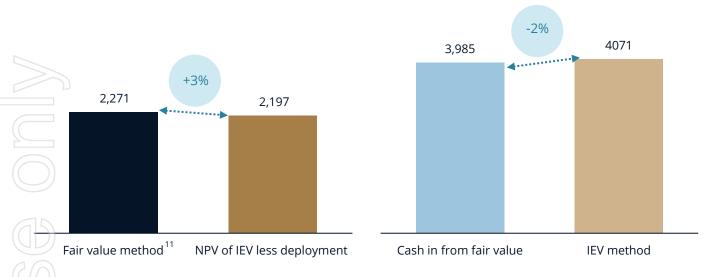
Out of which, \$928m or 37% is attributable to OBL (excluding management fees).

Attribution rate for new investments in Funds 4/5 is 35%.

Attribution rate for new investments in Fund 8 is 75%.



# EPV, IEV and fair value reconciliation



\$m	Total	Yr1	Yr2	Yr3	Yr4	Yr5
Fair value <sup>11</sup>	2,271					
EPV	24,448	5,088	4,840	4,840	4,840	4,840
IEV @ 15%	3,667	763	726	726	726	726
Remaining deployment	888	298	236	177	118	59
Illustrative IEV net of future deployments	2,780	465	490	549	608	667
NPV of IEV less deployments @ 12%	2,197	465	438	438	433	424
Variance	3%					

### Reconciliation method 1

- EPV has been assumed with a 5-year deployment schedule, where year 1 equals the 12-month rolling forecast provided in the 1H24 results presentation, and the balance has been distributed evenly over the subsequent years.
- The Long-Term Conversion Rate (LTCR) of 15% has been applied to the EPV schedule.
- Remaining deployments are derived from the funds summary table and converted to AUD. The deployment phasing across five years aligns with the EPV/IEV profile, producing higher deployments earlier in the assets' life and lower deployments in later stages.
- The difference between IEV and deployment in any year represents net investment cash flow, and when discounted at 12% results in an EPV/IEV based FV approximation of \$2.2bn.
- With a difference of 3%, this is marginally lower than the \$2.3bn of total fair value reported in the 1H24 results presentation (excl. Fund 1 residual interest and conditional/IC approved investments).

### Reconciliation method 2

• The total probability-weighted undiscounted cash inflows from the fair value models conceptually equals IEV. With a difference of 2%, the undiscounted fair value cash inflows of \$4.0bn are marginally lower than the total IEV of \$4.1bn.



# Validation of fair value approach with Fund 6

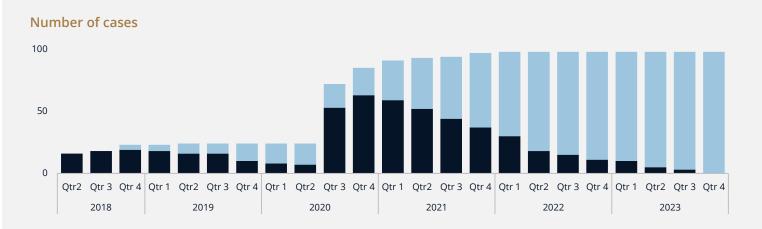
Experience indicates relative stability at a portfolio level

Omni Bridgeway has introduced the fair value framework in EMEA at the inception of Fund 6.

 Fund 6 has 98 investments which had completed by 4Q23 and for which initial fair values were established as early as 2018. The increase in portfolio in 2020 represents the German portfolio investments for which initial fair values were established in 2020.

Using this sample portfolio of completed investments, we have assessed the total fair value for the portfolio at each period (excl. discounting), divided by the initial (inception or first available) fair value for the individual investments in the portfolio.

- Total completion fair value for these 98 investments
   was 2% less than the initial fair value for these
   investments (excl. unwind of the discount).
- This result is evidence of the relative stability of the fair value framework on a portfolio basis.





Fair value development of the portfolio (excl. discounting) compared to initial fair value



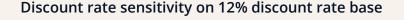
# Portfolio fair value analysis

### Portfolio implied loss rate and implied duration

- The portfolio fair value models have an overall implied probability-weighted loss rate of 28%<sup>12</sup> which aligns with our historical loss rate of 25%.
- The portfolio fair value models have an overall implied probability-weighted remaining duration of 2.96 years (weighted by commitment).
- An increasing part of our portfolio has pricing structures which (partially) protect against duration extension. This will reduce the sensitivity of the portfolio fair value to duration extensions.

### Sensitivity of portfolio fair value to discount rate changes

As a result of the 2.96 year implied remaining duration in the portfolio, the sensitivity of the total portfolio fair value to increases in discount rate is relatively modest at 2.3% per 1% increase.





# **USe** onal

# Session 3 Strategic Update

### Panel:



### Raymond van Hulst Managing Director and CEO



# Guillaume Leger

Global Chief Financial Officer

Mar Globa

### Mark Wells Global Head of Portfolio Management

Jeremy Sambrook

Global General Counsel and Company Secretary OMNI BRIDGEWAY

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# Key drivers and strategic initiatives

OLO OLO OLO OLO	Platform business model – value framework	Focus on OBL attribution as the key value driver
	Volume – value optimisation	Focus on value per dollar of commitment generated through enhanced pricing and structuring
	Fund raising	New fund raising to support commitment growth, while optimising OBL attribution and cost coverage
	Cost coverage	Management of cost base, while growing the fee income
	Liquidity management	Managing liquidity through completions of maturing portfolio, cash and debt reserves, and secondary market transactions
	Reporting and disclosures	Improving and simplifying visibility on implied value and value generation



# Platform business model – transition\*

Hypothetical examples based on FY24 targets

			Balance sheet model	I	Growing fund management model		Maturing fund management model
	Management fees basis		None		Deployed		Committed
	Duration		4		4		4
	Annual commitments		625		625		800
	Pricing (fair value per dollar of commitment)		100%		100%		100%
L	Fair value generation (NPV investment profit)		625		625		800
	Co-investment	100%	625	20%	125	15%	120
	Performance fees (on LP share)	0%	0	20%	100	25%	170
$\left( \bigcup\right)$	Total attribution	100%	625	36%	225	36%	290
	Platform opex		95		95		95
	Management fees	0.0%	0	2.0%	-20	2.0%	-54
	Transaction fees (% committed)	0.0%	0	0.0%	0	2.0%	-16
	Net opex		95		75		25
	Cost coverage %		0%		21%		74%
$(\Omega)$	Steady state – net annual OBL-only fair value generated (pre-tax and pre-interest)		530		150		265
Ē	Outstanding commitments		2,500		2,500		3,200
1	Outstanding communents		1,250		1,250		1,600
	LP capital		0		1,000		1,360
	OBL-only capital (co-invest and net opex)		1,345		325		265
			.,515				
20	ROE LP		N/A	1	38%		34%
$\bigcup$	ROE OBL-only		39%		46%		100%

\* Refer to assumptions on slide 8.



# Value generation and valuation framework



Note: to be read in conjunction with slides 41-43 and 49.



# Volume – value optimisation

Pathways to **\$1bn** annual fair value generation target

Commitment (\$m)

	0.6x	0.8x	0.9x	1.0x	1.1x	1.2x	1.3x	1.4x
600	360	480	540	600	660	720	780	840
800	480	640	720	800	880	960	1,040	1,120
900	540	720	810	900	990	1,080	1,170	1,260
1,000	600	800	900	1,000	1,100	1,200	1,300	1,400
1,100	660	880	990	1,100	1,210	1,320	1,430	1,540
1,200	720	960	1,080	1,200	1,320	1,440	1,560	1,680

- Aspirational target of \$1bn annual fair value generation
- Through combination of funds and strategies with different volume (commitments) versus return (ROIC) characteristics
- Lower value generation funds and strategies may have lower attribution rates, but higher cost coverage rates



# Capital raising for our Funds

- High profile institutional investors, with extensive legal finance experience, anchored all three generations of our funds.
- Recurring and increasing commitments by these anchor investors is a strong validation of OBL's leading investment returns and underwriting process.
- Our main peers are continuing a balance sheet model, with OBL developing into the only institutional scale fund management platform for legal assets.
- Launch of capital markets team with objective to further expand and diversify OBL's fund investor base.
- Managed significant fund raising in 2023, arguably one of the most challenging years for fund raising.
  - Fund 8 Series I: close in 2023 for €150m
  - Funds 4 and 5 Series II: first close in Dec-23 for US\$485m, further closes anticipated in 2024
- Fund 9 pre-marketing commenced: soft target US\$500m

### Pipeline of future funds

			Fund strategy	Target launch
Second Generation (core) Funds		Fund 4 Series II	US focused investments	2024 (currently fundraising)
		Fund 5 Series II	Rest of World focused investments	2024 (currently fundraising)
		Fund 8	Global legal enforcement fund – credit financed and insurance wrapped	Series I FY23 (currently investing) Series II to be raised
	Third Generation	Fund 9	Lower return, lower risk, targeting IRR of 15-20% investing primarily in portfolios	Pre-marketing
20	(specialist) Funds	Fund 10	Impact litigation (ESG funding)	Future pipeline
Y	)	Fund 11	Opportunistic, focused equity deployment to aggregators, claimants and law firms	Future pipeline



# Full cost coverage on management of existing portfolio

# Existing portfolio

Management and administration

25% to 30% of platform time and resources ~\$25m

### ~100% cost coverage

Fund 6 management fee Fund 4/5 Series I management fee Fund management fees – costs passthrough

# New investments

Origination and underwriting

70% to 75%

of platform time and resources ~**\$70m** 

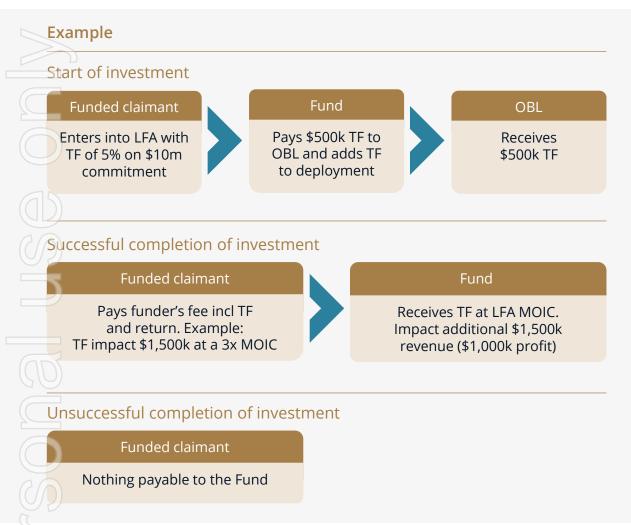
### Low but increasing cost coverage

Funds 4/5 Series I – growing management fees Funds 4/5 Series II – management fees Fund 8 – management fees Transaction fees



# Transaction fees

What they are and how they work



- The Fund includes a Transaction Fee (TF) in the LFA with the funded claimant counterparty.
- The TF is paid by the Fund to OBL.
- The TF is added to the outstanding amount deployed to the claimant counterparty.

### If case is:

- Successful the Fund recovers the TF and any associated multiple applied to deployment.
- Unsuccessful the Funds loss is increased by the TF but OBL keeps the money.<sup>13</sup>

### **Example investment**

	With TF	No TF	
Investment commitment	\$10.00	\$10.00	
Transaction fee	5%	0	
Investment commitment after TF	\$10.50	\$10.00	
Investment MOIC if won	3	3	
Success rate	72%	72%	
Expected profit	\$12.18	\$11.60	Fund benefit
OBL			
– PF	\$1.95	\$1.86	
– TF	\$0.50	-	
Total	\$2.45	\$1.86	OBL benefit



# Transaction fees

Impact: potential to significantly increase early-year fees for OBL-only

### Example scenario

- -Fund size: \$500m
- Commitment period: 4 years
- Fund fully committed at steady rate over 4 years
- Each investment

at 2% of commitment

No transaction fee

Option 1

deployment

commitment

Option 2

- Commitment fully deployed over 4 year life
- Completes after 5 years

Transaction fees applied to investments

Management fee 2% of outstanding

Management fee 2% of outstanding

ars	manag	ction fee + ement fee itted mana	deployed gement fee 10.3 <sub>9.8</sub>	16.4 <sup>17.0</sup>	25.0 21.7	31.8 27.2	36.5 31.5	39.3 34.3	40.0 35.0
	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9
Outstanding commitment	125.0	250.0	375.0	500.0	500.0	375.0	250.0	125.0	-
Outstanding deployment	19.5	70.3	152.3	265.6	371.1	320.3	238.3	125.0	-
Deployed management fee	0.2	0.8	1.9	3.5	5.3	5.5	4.3	2.7	0.8
Transaction fee	2.5	2.5	2.5	2.5	0.0	0.0	0.0	0.0	-
Total	2.7	3.3	4.4	6.0	5.3	5.5	4.3	2.7	0.8
Cumulative	2.7	5.9	10.3	16.4	21.7	27.2	31.5	34.3	35.0
Commitment management fee	1.3	3.3	5.3	7.3	8.0	6.8	4.8	2.8	0.8
Cumulative	1.3	4.5	9.8	17.0	25.0	31.8	36.5	39.3	40.0



# Management of cost base

-	1 A 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4		•
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DCIN		and	B

	OBL	LitFin listed peers
Cost coverage	25%	0% to 5%
Origination efficiency (cash cost per new commitment)	17%	14% to 17%
Cash burn runway (liquidity / (opex + interest + deployments)	14 mths	7-11 mths

### Differentiated platform expertise and quality

High correlation between ROIC (value generation) and volume. Large volume investments typically correspond with lower ROIC.

- E.g. originating and underwriting large single law firm portfolios typically requires less expertise and platform costs but will have lower pricing/return (ROIC).
- Originating and underwriting a diversified portfolio of smaller single investments requires more expertise and platform costs but will have higher pricing/return (ROIC).

# Platform efficiency

- Headcount currently at 205 (213 at 31-Dec-23, 224 at 30-Jun-23)
- Overhead optimisation
- Manage infrastructure
- Investment Manager efficiency:
- organisation/underwriting/management

### Cash opex – trailing twelve months

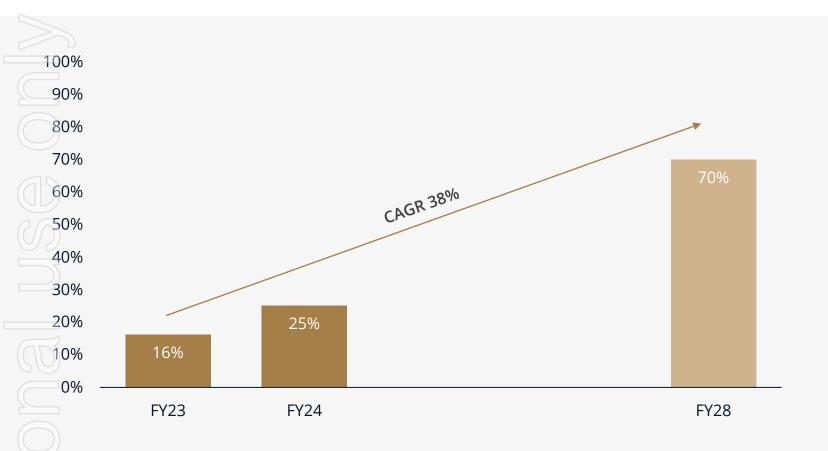


- Expected cash opex curve for FY24
- Run-rate expected to stabilise at c.\$93m, based on current cost management measures and before inflation



# Cost coverage aspirational target

Our aspiration is to achieve > 70% cost coverage over the medium term



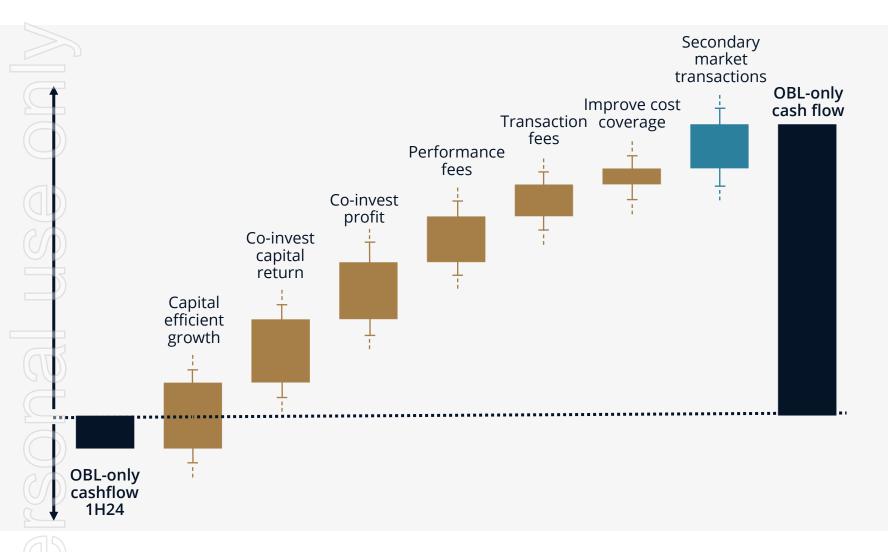
### Levers:

- Growth of FUM
- Improvement of fee terms
- Transaction fees
- Cost management



# Liquidity management

Pathway to positive OBL-only free cash

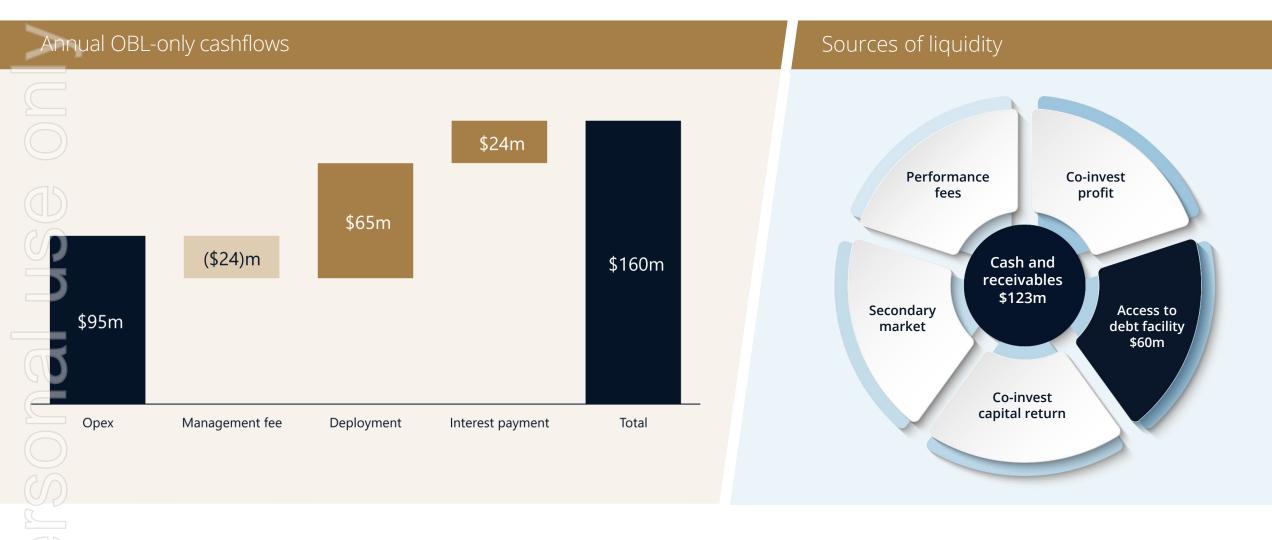


- Initiatives underway are contributing to improvements across all the levers available to OBL to increase free cash flows
- The improvements to the platform support the ability to produce more sustainable cash flows in the medium term



# Liquidity management

Liquidity runway

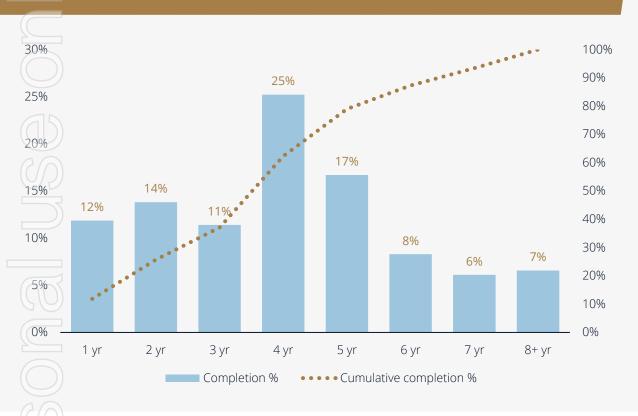




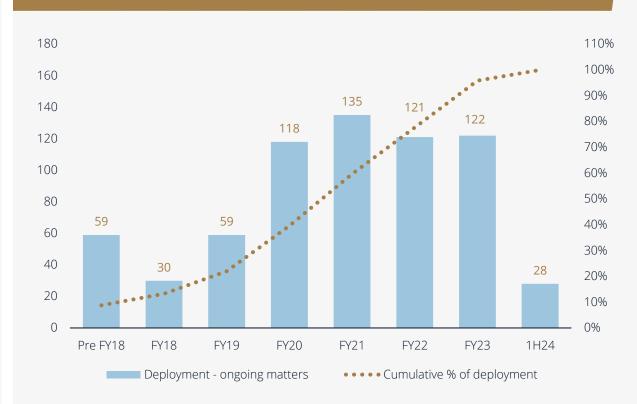
# Mature portfolio – driving increasing investment returns

Historical duration profile versus outstanding commitments duration profile

### Completed investments by duration<sup>14</sup>



### Deployment by investment vintages<sup>15</sup> (\$m)





# Secondary market sales executed in FY22 to FY24

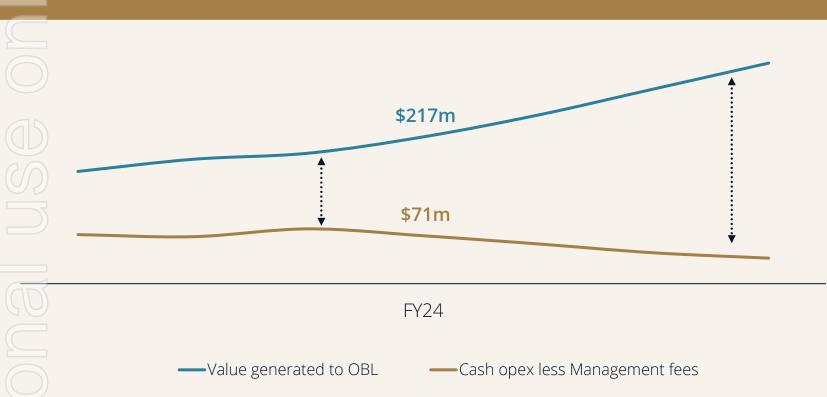


- Used for risk management, portfolio construction and duration/liquidity management
- Developing secondary market for legal assets
- Increasing number of counterparties



# Platform stabilisation with concurrent portfolio growth

Value profile attributable to OBL vs cash opex net of management fees

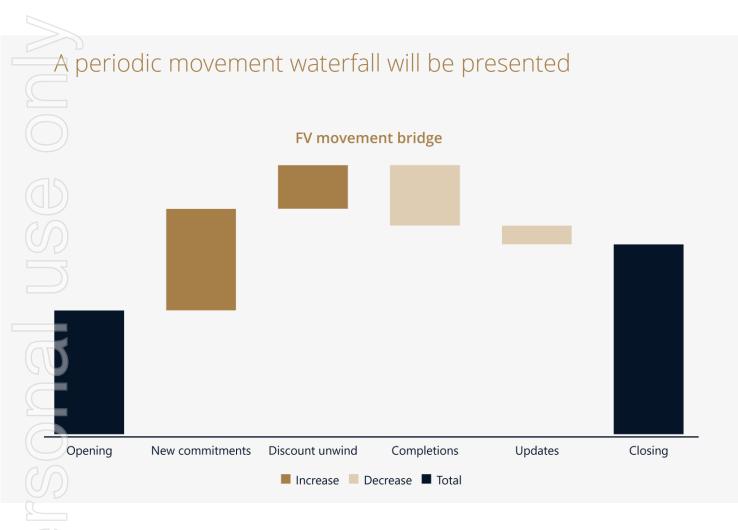


- With the platform build out now complete, the portfolio is strategically positioned to offer growth potential in all regions.
- In line with the 35% attribution described in the business model overview, achieving our \$625m value generation target for FY24 will result in ~\$222m attributable to OBL.
- OBL's operating leverage is expected to improve with the continued growth of the platform & pricing efficiency vs. declining cash expenses net of management fees.
- Improving utilisation of the existing platform with cash expenses.



# How do we anticipate reporting FV

The fair value figure will be reported on a half yearly basis, at a total portfolio level only



We are working towards a non-IFRS OBL only fair value based P&L

### Fair value OBL-only P&L

\$ million	1H24
Commitment	259.8
FV to commitment ratio	1.4x
FV generated	362.5
OBL attribution %	35%
FV attributable to OBL	127.4
FV updates	
FV completions	
OBL revenue	
FV change and revenue attributable to OBL	127.4
Less: platform expenses	(49.2)
Add: management fees	10.8
Non-IFRS fair value based profit/(loss) before interest and tax	89.0



# Non-IFRS OBL-only cash P&L

	\$m	FY21	FY22	FY23	1H24
C C	Litigation investments proceeds	101.6	109.4	73.4	60.1
ment	Proceeds from secondary market transactions	-	-	47.7	6.3
nvestments	Interest payments	(7.4)	(7.5)	(19.4)	(11.0)
_		94.2	101.9	101.7	55.4
D	Management and other fee income	16.0	15.8	15.1	7.6
	Performance fees	0.4	3.1	3.3	6.2
		16.4	18.9	18.4	13.8
	Employee expenses	(50.6)	(54.2)	(72.9)	(33.9)
	Other expenses	(39.6)	(32.5)	(35.7)	(13.9)
		(90.2)	(86.7)	(108.6)	(47.8)
	Normalised cash profit / (loss)	20.4	34.1	11.5	21.4
	Non-recurring cash items <sup>16</sup>	(14.5)	(0.1)	12.0	3.8
	Cash profit/(loss) excluding deployments	5.9	34.0	23.5	25.2
	Deployments	(37.2)	(28.8)	(45.2)	(32.5)
	Cash profit/(loss)	(31.3)	5.2	(21.7)	(7.3)



# Key takeaways from today

- We have built a leading fund management platform for legal assets.
- We have generated a valuable portfolio of existing investments.
- We will leverage the platform and manage the portfolio to deliver superior investment returns driving accretive shareholder returns.

## This will be delivered via:

- Increased cost coverage through increasing fund fees and focused management of our cost base
- Improved pricing and structuring, focusing on value per dollar committed
- Continued raising of new fund capital with favorable attribution rates and fee structures
- Simplified and consistent disclosures based on a robust fair value framework



# Appendix

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# Senior management overview

Omni Bridgeway has an experienced senior management team with an established track record of success and effective risk management.

Highly credentialed executive management, with decades of relevant legal finance and investment experience



### Raymond van Hulst Managing Director & CEO Geneva

Raymond van Hulst has been at the forefront of legal finance for over two decades and brings extensive experience structuring solutions for complex and high value litigation globally. He has launched three litigation funds, acted as IC member and regional EMEA MD for many years and managed the merger with IMF Bentham.



### Clive Bowman Global Chief Investment Officer Sydney

Clive Bowman joined the Group in 2001 and is well-known and highly respected in the legal and legal finance community. He has overseen the Group's Australian and Asian teams' investment portfolio and has been global head of the IC for many years.



### Mark Wells

### Global Portfolio Manager London

Mark Wells joined the Group in 2022 and brings extensive experience in valuing contingent assets from a trading and investment perspective having spent nearly two decades in derivatives trading and having co-founded Calunius Capital – a UK based legal finance investor.

### Guillaume Leger



Guillaume Leger joined the Group in 2022. He has over 25 years' commercial experience in Australia, Asia Pacific and the Americas in the financial services sector. Most recently he was Corporate Controller of Circle K and previously the CFO at Citi Hong Kong.

# +7 +7 Pears

### Jeremy Sambrook Global General Counsel & Company Secretary Perth

Jeremy Sambrook joined the Company in 2016. He is an experienced corporate lawyer having practiced in the United Kingdom, Hong Kong and the Channel Islands in both top quality law firms and as Corporate Counsel and partner at one of the largest European hedge fund managers.



Hannah van Roessel joined the Group in 2013. She has worked across both EMEA and the US, including launching the Group's US judgement enforcement business in 2022. Previously, she practiced at leading law firms NautaDutilh and Loyens & Loeff.



### Matthew Harrison Managing Director US San Francisco

Matthew Harrison joined the Group in 2015 and heads the San Francisco office. Prior to joining OBL, Matt spent 15 years as a litigation associate and partner at Latham & Watkins, representing clients in securities and M&A litigation matters, as well as complex commercial cases.



### Tom Glasgow Managing Director APAC Singapore

Tom Glasgow joined the Group in 2017. He is one of Asia's leading legal finance professionals, helping pave the way for the industry in the region by establishing the Group's Asian operations in Singapore.







# Senior management overview (cont'd)

Omni Bridgeway has an experienced senior management team with an established track record of success and effective risk management.

Highly credentialed executive management, with decades of legal finance experience



### Paul Rand

Managing Director Canada Toronto

Paul Rand joined the Group in 2018. He is a highly experienced commercial lawyer and litigator with deep expertise in capital markets and a focus on developing capital and risk management solutions for clients. Before joining, Paul practiced at Blake, Cassels & Graydon LLP, and Norton Rose Fulbright LLP.



+5 Years

# Jurriaan Braat

Portfolio Manager Global Judgement Enforcement Geneva

Jurriaan Braat joined the Group in 2002. Jurriaan is responsible for the Omni Bridgeway legal enforcement team and portfolio, bringing 22 years of experience in assessing and coordinating litigation and enforcement proceedings. Before joining, Jurriaan practiced law with DLA Piper.



### Kristen Smith

Portfolio Manager Australia Melbourne

Kristen Smith joined the Group in 2015. Kristen is responsible for overseeing the Australian funded investments portfolio and matters under due diligence, and works on the development and execution of business strategy in the region. Prior to joining Omni Bridgeway Kristen practiced at Slater and Gordon Lawyers.

### Maarten van Luyn

Portfolio Manager Group Claims EMEA Amsterdam

Maarten van Luyn is responsible for the EMEA group claims activities and portfolio, after having been a member of the IC for many years. Prior to Omni Bridgeway he has been GC with Aegon, a leading life insurance and asset management firm, and a partner at Baker & McKenzie and BarentsKrans.



### Ruth Stackpool-Moore

### Portfolio Manager International Arbitration Singapore

Ruth Stackpool-Moore joined the Group in 2019 and brings over 18 years' experience in international dispute resolution to management of the group's international arbitration portfolio. Prior to joining, Ruth practiced at a number of leading international firms and founded the Asian operations for a UK-based litigation funder.



Sarah Tsou Portfolio Manager, Global Intellectual Property New York

Sarah Tsou joined the Group in 2019. Sarah is the head of Omni Bridgeway's awardwinning IP business, overseeing its IP portfolio and global team of dedicated IP professionals. Prior to joining, Sarah was a partner in the IP litigation group at Kirkland & Ellis, where she practiced for over 12 years.

Years at OBL



### Gian Kull Portfolio Manager UK London

Gian Kull joined the Group in 2023. He was previously Chief Investment Officer of Litigation Funder Augusta, based in London. Prior to that Gian held a number of roles across legal finance, private equity and special situations advisory.





# Footnotes

- . Relates to all funds and assets under management, whether in investment, or harvest mode.
  - Reflects completions in Funds 1 to 5 and OBL balance sheet since inception, excluding partial secondary market sales, including partial completions. Reflects Fund 6 completions since OBE acquisition in 2019, including investments acquired and funded subsequently. Fund 1 includes metrics up to 31 May 2023, the date of its deconsolidation.
  - Excludes partial completions on pending investments and allocates deployments and partial completions on completed investments, to the year of final completion.
  - For sources, refer to page 117 of the 2023 Annual Report.
  - Figures are approximate and may be rounded. All data at 30 June 2023.
  - Annual MOIC calculated as the sum of total income divided by sum of total deployment for the completions during a given year.
  - Bain Global Private Equity Report 2021.
  - Annual MOIC calculated as calendar year end MSCI World Index / five-year prior calendar year end MSCI World Index (i.e. assumes a five-year holding period).
  - Average duration of completed matters.
  - 10. Includes appeal, commercial and corporate funding.
  - 11. Includes unconditionally funded investments only and excludes Fund 1 residual fair value.
  - 12. Loss rates exclude investments in Fund 6, cross collateralised and matters with a final judgment or partial income greater than costs.
  - Certain investors may benefit from a "True Up" whereby shortfall on returns on the transaction fees may be recouped against OBL performance fee and profit return on co-invest.
  - 14. Weighted by deployment.
  - 15. Data excludes deployments on cases that are completed other than determination of adverse costs.
  - 16. Including Fund 8 insurance reimbursement, forex, variable deferred consideration and tax in 1H24.

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- A number of terms used in this presentation including, but not limited to: investment income, MOIC, EPV, fair value, operational cash expenditure, success rate on dollar weighted average, IRR and actual and budgeted commitments are categorised as non-IFRS information prepared in accordance with ASIC Regulatory Guidance 230 Disclosing non-IFRS financial information, issued in December 2011. This information has not been audited or reviewed by BDO unless expressly stated.
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- All figures are in Australian Dollars (AUD, A\$) unless otherwise stated.
- US Ownership Restriction the ordinary shares of Omni Bridgeway are subject to ownership restrictions applying to residents of the United States.
- For further information, see the Investors section of our website or https://omnibridgeway.com/investors/us-ownership-restriction
- This presentation is for the use of Omni Bridgeway's public shareholders and is not an offering of any Omni Bridgeway private fund.
- Financial information at 31 December 2023 unless otherwise stated.



United States

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