
From: Matt Glassman [REDACTED]
Sent: 7/5/2017 5:01:48 PM
To: Stewart Oldfield [stewart.oldfield@db.com]
Subject: RE: Virage--litigation finance [I]

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Thanks, that's very helpful. I don't think it necessarily should be positioned as a yield story. Not going to be a consistent distribution. Returns will be generated sporadically as settlements/claims are recovered.

I believe MSD is already an investor in their master fund so will likely end up on their exempt list but stay tuned.

I do think it's interesting for endowments/pensions. I think that's where Burford/Gerchen Keller has raised a lot of their LP money.

Remind me again who Slome is?

From: Stewart Oldfield
Sent: Wednesday, July 05, 2017 4:54 PM
To: Matt Glassman
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I think we have quite a few people potentially interested in this. Not sure many of them have direct prior experience given the specific nature of the investment though.

Third Lake – looked at seeding the broader Virage fund via JPM. Knows them well

Southern Financial – generally looking for yield

Tisch – open to new managers. Return profile should be interesting

Willett – seeking 20% IRR, may not like the sector

Slome – interested in niche managers, non-correlated

Shamrock – looking for yield

JL squared – fund of funds, various levels of sector expertise given other PE experience

Caruso – looking for yield

Safanad – has healthcare expertise and wants yield. Generally focused on operating businesses and RE

Cliff Illig – knows healthcare system well

Georgetown Endowment – needs yield

General Atlantic – talk to Tazia

Elysium – always looking for yield

Blue Mountain/Feldstein – yield investor. Doesn't like paying carry

MSD?

Pacific Life?

Can probably think of a few others as we get into it more. Happy to sit down with you and go through a broader list so you get more familiar with the names.

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