**APRIL 2020** 

# Investor presentation

2019 Results



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### New segments and key definitions

Burford has substantially expanded its disclosure this year; our annual report contains a summary of the expansions along with detailed explanations of changes to terminology and computational approaches.

In these slides, it is important to know the following changes:

- We have revised accounting segments and now report as follows:
  - Capital provision-direct is our core litigation finance business, our assets in asset recovery matters and a limited number of complex strategies assets
  - Capital provision-indirect represents our balance sheet investments in our private funds, today limited to our Strategic Value fund, which holds complex strategies assets
  - **Asset management** is our third-party fund management business
  - Services and other corporate is our insurance and asset recovery services businesses along with corporate activity
- We refer to our sovereign wealth fund strategic capital arrangement interchangeably as SWF or BOF-C. We refer to our current litigation finance fund, the Burford Opportunity Fund, as BOF.

## Lumpy earnings characteristic of litigation finance; operating margin robust at 78%

#### Burford-only results without third-party interests in consolidated entities, as adjusted

US \$'000	2019	2018	% change
Capital provision income	316,780	392,525	
Asset management income	26,130	15,799	
Services and other income	13,800	12,050	
TOTAL INCOME <sup>1</sup>	356,710	420,374	-15%
Operating expenses	(77,412)	(65,494)	
OPERATING PROFIT <sup>1</sup>	279,298	354,880	-21%
Finance costs	(39,622)	(38,538)	
PROFIT BEFORE TAX1	239,676	316,342	-24%
Taxation	(13,417)	12,463	
PROFIT AFTER TAX <sup>1</sup>	226,259	328,805	-31%

<sup>&</sup>lt;sup>1</sup> Total income, operating profit, profit before tax and profit after tax exclude the impact of amortisation of the intangible asset, operating expenses incurred related to (i) one-time expenses related to equity and listing matters and (ii) case-related legal fees not included in asset cost, and third-party interests in consolidated entities.

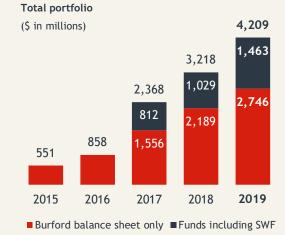
2019 IN REVIEW

## Growing portfolio drives attractive cash returns

## Burford is a specialty finance business focused on law

- Clear market leader in legal finance
- Strong position with significant moats
- Diverse capital structure including innovative financings
- Significant positive cash flow

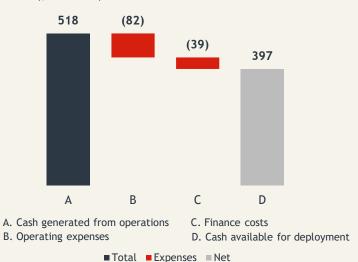
#### Large, diversified portfolio



#### Strong cash generation

Cash generated during 2019
Burford balance sheet only

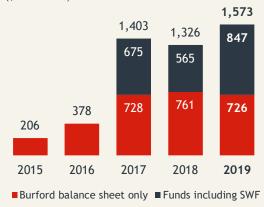
(\$ in millions)



#### Continued rapid growth

**Annual commitments** 

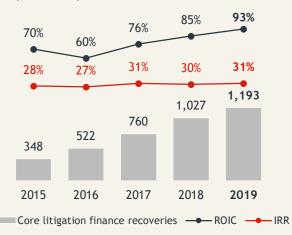
(\$ in millions)



#### Consistent returns

Core litigation finance returns since inception Burford balance sheet only

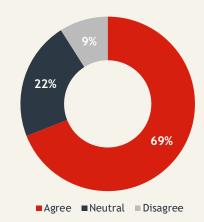
(\$ in millions)



## Market for legal finance continues to grow — as does Burford

## LAWYERS INCREASINGLY FAMILIAR WITH BURFORD'S PRODUCTS AND SERVICES

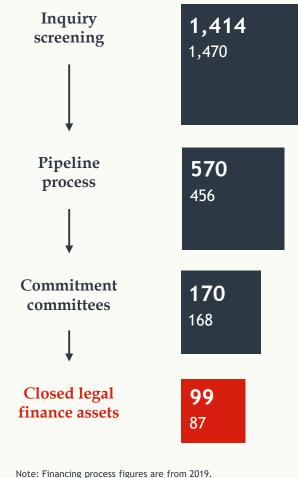
"If the economy were to move into recession, I would be more likely to advocate the use of legal finance."



#### HIGHLIGHTS FROM BURFORD CAPITAL 2019 LEGAL FINANCE REPORT

- 74% of lawyers say legal finance is growing / increasingly important
- 69% of lawyers "very familiar" with legal finance
- Expertise / track record most cited as "very important" consideration in selecting legal finance provider (46%); cost of capital least cited (33%)
- 72% of in-house lawyers say their company has failed to pursue meritorious legal claims due to cost
- 65% of in-house lawyers say their company has unenforced judgments valued at \$20 million or more
- 75% of law firm lawyers see legal finance as a competitive differentiator

## ROBUST 2019 PIPELINE ALLOWED BURFORD'S SELECTION OF THE MOST ATTRACTIVE CASES AND SHOWED IMPROVED EFFICIENCY

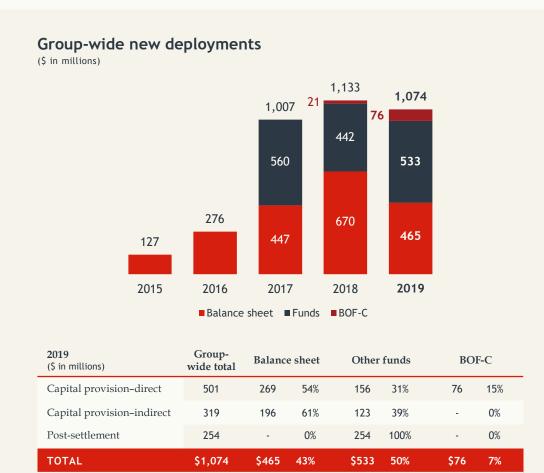


Note: Financing process figures are from 2019. Smaller figures are from 2018.

## Almost \$1.6 billion in 2019 commitments to drive future deployments, realisations and income

- Burford committed more capital Group-wide in 2019 than ever before: \$1.6 billion, with 29% growth in capital provision-direct commitments
- As planned, capital provision-direct balance sheet deployments decreased as BOF and BOF-C came online





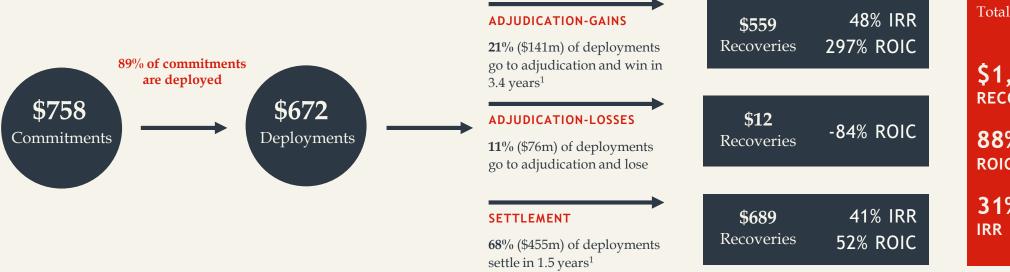
## Burford generates attractive returns from both settlements and adjudications

#### Capital provision-direct assets

Burford balance sheet only

Fully and partially concluded investments from inception through 2019

(\$ in millions)



\$1,260
RECOVERIES

88%
ROIC

31%
IRR

<sup>1</sup> Average life weighted by recoveries Burford Capital

#### PORTFOLIO EFFECT

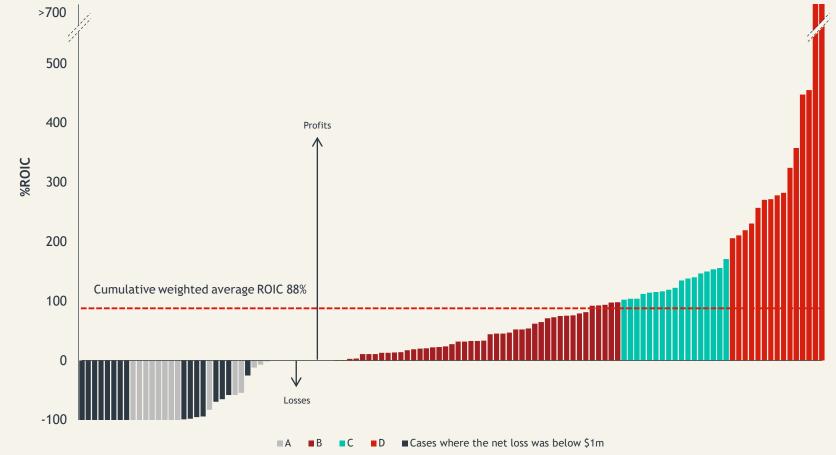
# Asymmetric returns on adjudications drive attractive total returns

- Upside on wins can be many multiples of capital deployed, while losses are limited to capital deployed
- Large successes are not extraordinary, but part of Burford's model

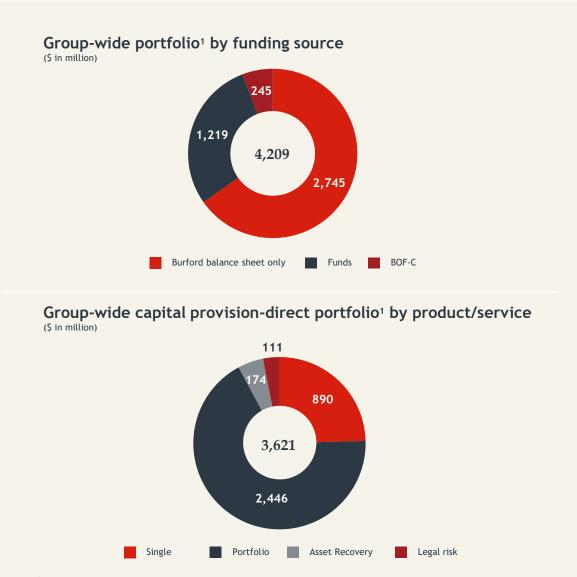
#### Concluded (fully and partially) capital provision-direct assets

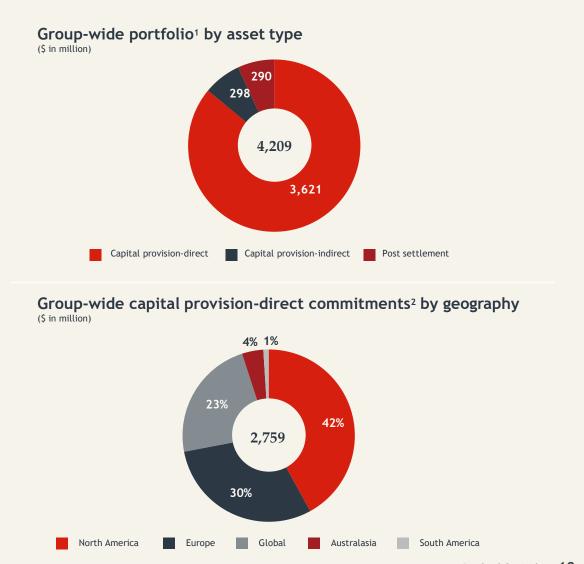
Burford balance sheet only—arrayed by ROIC (%) (\$ in millions)

A	В	С	D	
0% or less ROIC	0 to 99% ROIC	100 to 199% ROIC	Greater than 200% ROIC	Total
Deployed: Profit: \$103 (\$72) 15% of (12%) of total total	Deployed: Profit: \$449 \$127 67% of 22% of total total	Deployed: Profit: \$62 \$83  9% of total 14% of total	Deployed: Profit: \$58 \$450 76% of total	Deployed: Profit: \$672 \$588



## Industry's largest portfolio with broad diversification by funding source, asset type, product, geography...

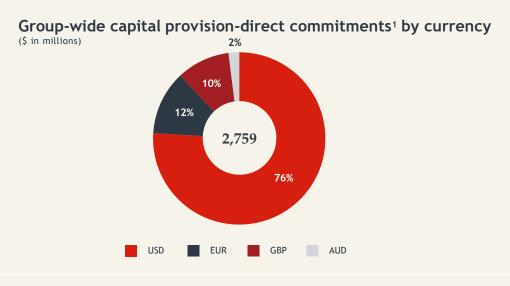




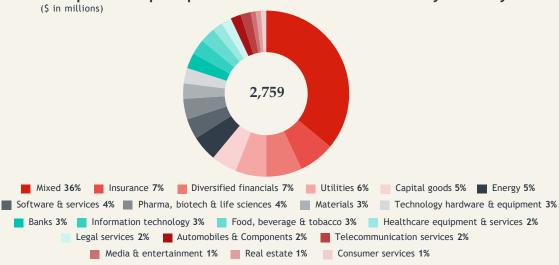
<sup>&</sup>lt;sup>1</sup> At carrying value plus undrawn commitments

<sup>&</sup>lt;sup>2</sup> Deployed cost plus undrawn commitments

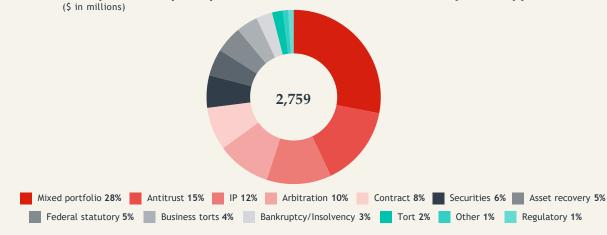
## ... and by currency, case type, industry and exposure







Group-wide capital provision-direct commitments<sup>1</sup> by case type



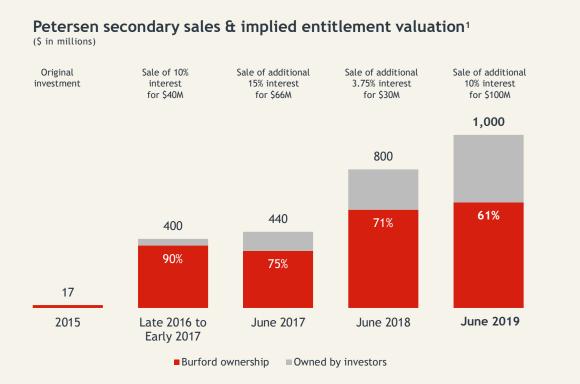
#### Five largest related exposures by deployed cost (\$ in millions)

- · No single law firm accounted for more than 13% of our Group-wide commitments and that was spread amongst a number of lawyers and cases
- · No set of related exposures accounted for more than 11% of balance sheet capital provisiondirect deployed cost

Industry	Case type	Number of	Number of	Sum of current deployed cost	
	cuse type	assets	cases	Balance sheet	
Insurance	Federal statutory	10	17	144	94
Utilities	Arbitration	1	2	84	62
Food, beverage & tobacco	Antitrust	2	2	82	34
Energy	Contract	4	2	79	39
Software & services	Antitrust	6	1	60	42

## Burford's YPF-related assets have generated significant value—with potential to deliver significantly more

- YPF-related assets have generated over \$1 billion of value
  - \$236 million in cash from sales of portions of Burford's entitlement to proceeds
  - \$773 million carrying value on the balance sheet
- Burford's retained YPF-related assets could generate significant realisations in the event of a successful adjudication outcome

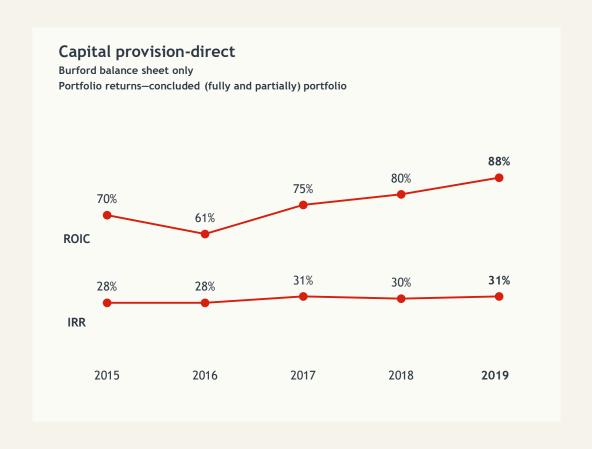


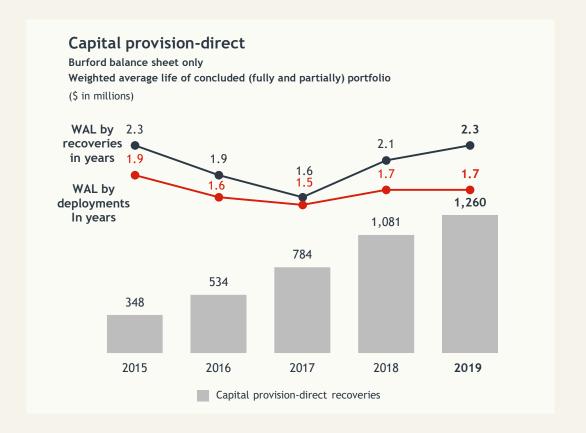
#### Potential entitlements from various hypothetical outcomes

(\$ in millions—all amounts approximate)

	Equivalent to level of Repsol settlement		Midpoint of by-laws formula range		
Assumed value of total Petersen claim	2,500	5,000	7,500	10,000	12,500
Burford net Petersen entitlement after costs and sales	900	1,800	2,700	3,600	4,500
Burford net Eton Park entitlement after costs	200	450	650	900	1,100
Total YPF-related net entitlement to Burford	1,100	2,250	3,350	4,500	5,600

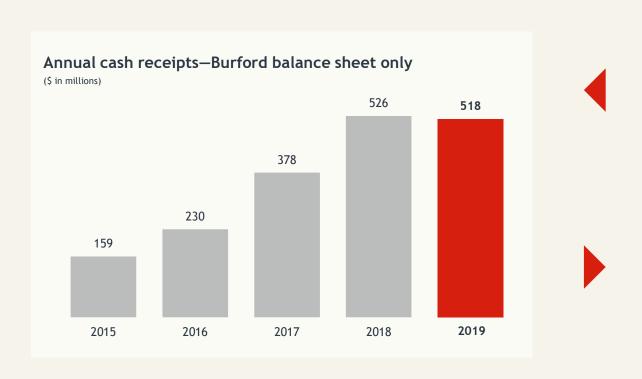
## Sustained track record of IRR around 30% with weighted average asset life of about 2 years

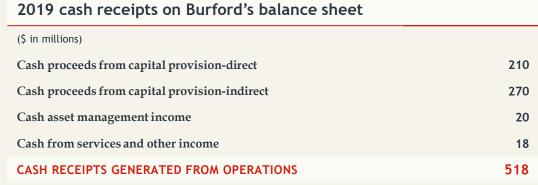


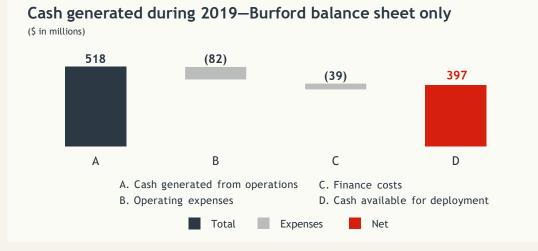


### 2019 receipts of more than \$1 billion—over half on the balance sheet

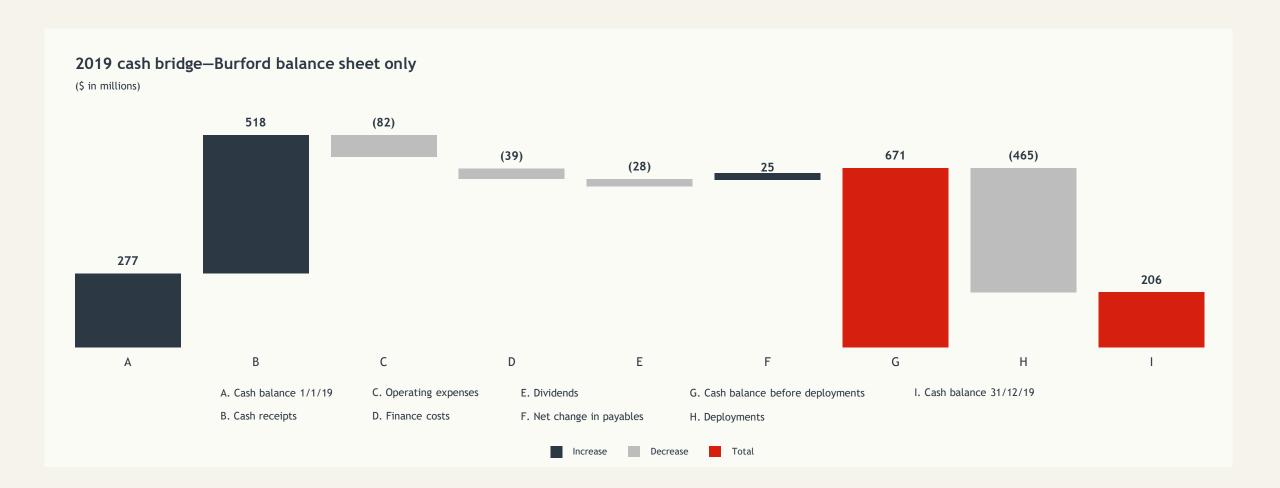
- Burford's strong cash generation of \$518 million on its balance sheet provided almost \$400 million of balance sheet cash to distribute or deploy in 2019
  - Cash receipts covered operating expenses and finance costs by more than four times



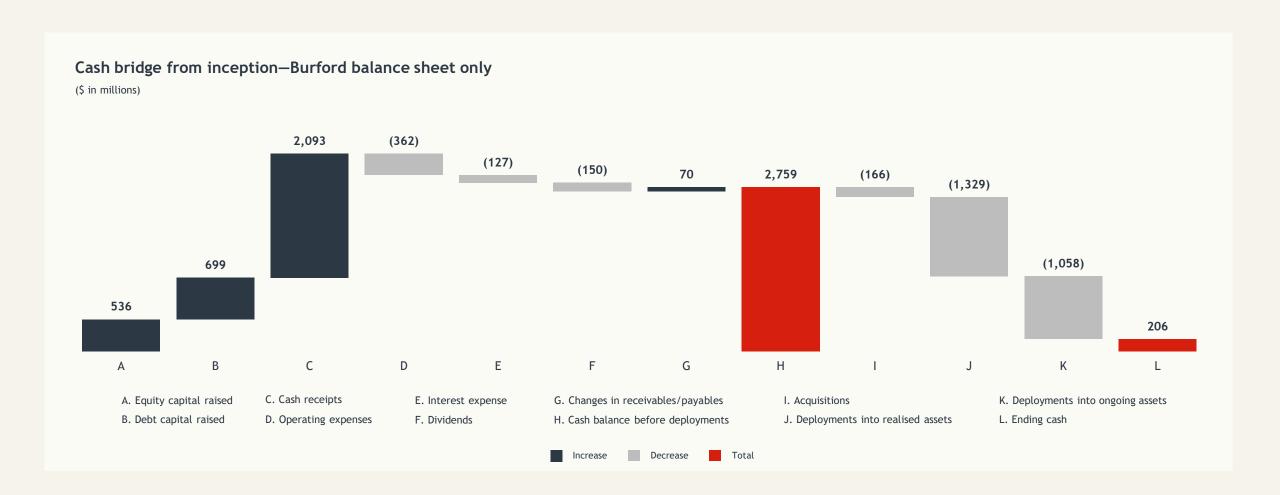




## Burford has generated substantial cash in 2019...



## ... as well as over Burford's life



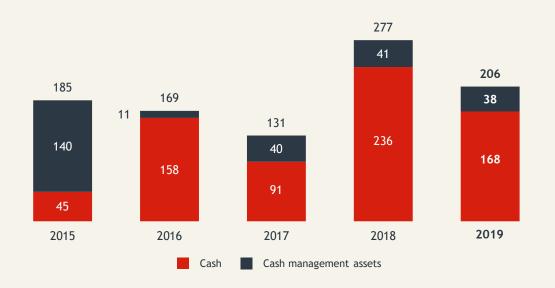
## Burford has significant sources of immediate as well as medium-term liquidity

#### **IMMEDIATE LIQUDITIY**

- In 2019, as it has historically, Burford maintained large immediately available cash balances
- Burford's litigation finance portfolio also regularly generates significant cash flow

#### Liquidity—Burford balance sheet only

At year end (\$ in millions)

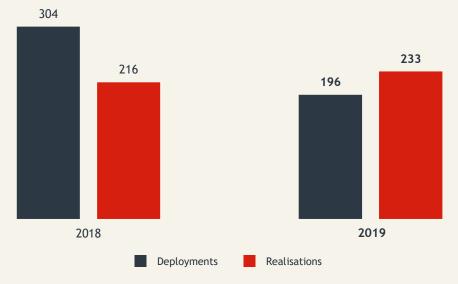


#### **MEDIUM-TERM LIQUIDITIY**

- The balance sheet's capital provision-indirect portfolio is a medium-term source of liquidity for Burford given these assets' short tenor and consistent turnover
- Key portfolio statistics for capital provision-indirect:
  - Balance sheet carrying value: \$185 million at 31 December 2019 (excluding hedging related assets)
- Concluded portfolio since inception:
  - o IRR (before fees): 17%
  - WAL (by recoveries): 7 months

#### Capital provision-indirect—Burford balance sheet only

(\$ in millions)



#### AMPLE LIQUIDITY

# Deployments on unfunded commitments expected to be modest

- Almost two-thirds of Burford's balance sheet undrawn commitments are discretionary
- Deployments on commitments occur over several years
- Recent experience has been that a median of 16% of undrawn commitments at year end deploy during the following year

## **Composition of undrawn commitments** (\$ in millions)

#### Unfunded commitments — legal finance

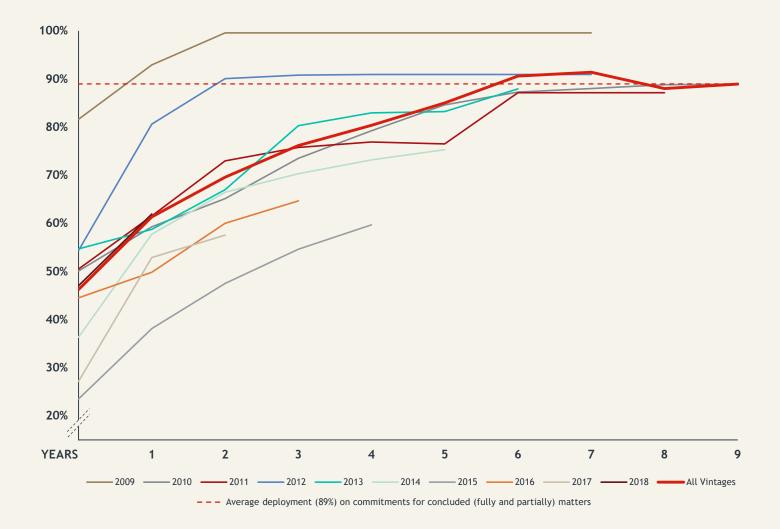
Definitive	289 (35%)
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Discretionary 540 (65%)

TOTAL 829 (100%)

#### Concluded capital provision-direct cumulative deployments

Burford balance sheet only (% of vintage commitment)



## Burford's funding approach emphasises long-dated debt and low leverage

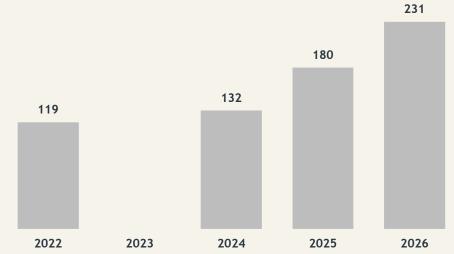
- Burford's debt maturities are considerably longer than its expected asset lives
- Burford's leverage ratio is modest and well below covenant requirements

#### Maturity of balance sheet debt outstanding

Burford balance sheet only (Converted to USD at 31 December 2019 exchange rates) (\$ in millions)

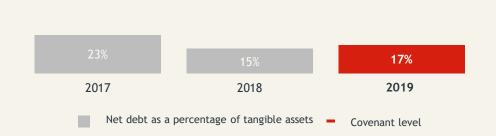
WAL of debt: 5.4 years

WAL of capital provision-direct assets: 2.3 years<sup>1</sup>



#### Consolidated net debt/tangible assets

(%)



50%

#### Unsecured debt ratings

Rating agency	Rating	Outlook	As of
Moody's	Ba3	Positive	30/10/2019
S&P	BB-	Stable	1/11/2019

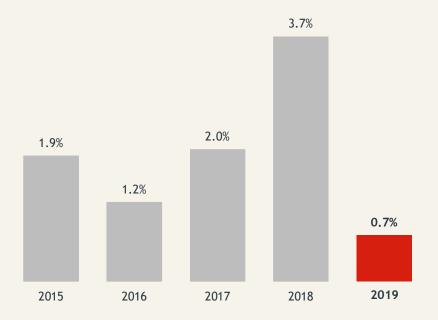
• Burford obtained initial ratings from Moody's and S&P during 2019, enabling access to the broader corporate bond market

<sup>1</sup> Weighted by recoveries Burford Capital

## Lower bottom line in 2019 largely a function of timing and lumpy litigation finance

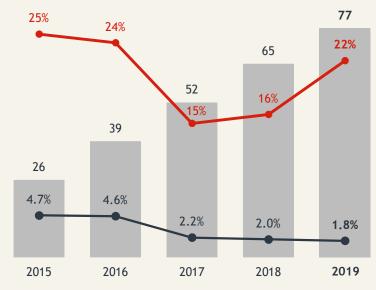
- Top-line income down in 2019 vs 2018:
  - \$28 million from lower realised gains
  - \$52 million from lower fair value adjustments

#### Capital provision-direct realised losses as a % of average portfolio Burford balance sheet only





Burford balance sheet only (\$ in millions)



Operating expenses

Operating expenses as a % of total Group-wide portfolio assets

Operating expenses as a % of income

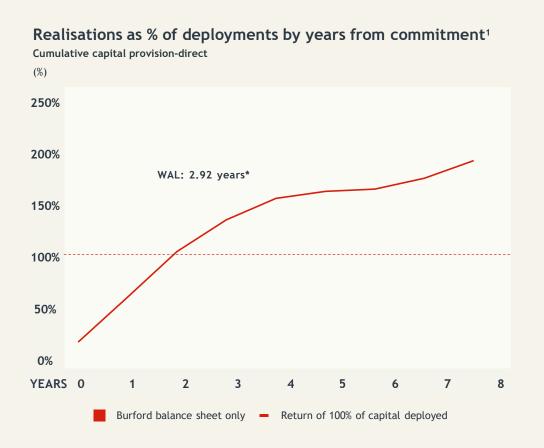
<sup>1</sup> Excludes unusual operating expenses related to;

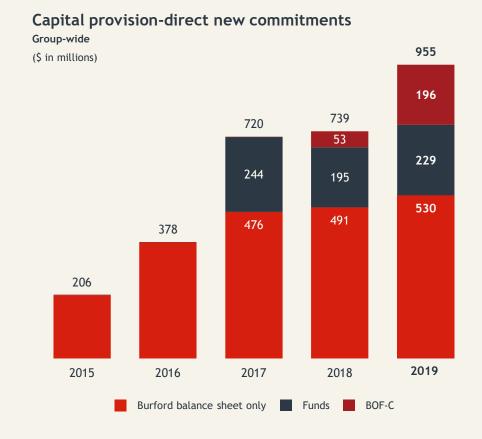
<sup>(</sup>i) one-time expenses related to equity and listing matters and;

<sup>(</sup>ii) case-related legal fees not included in asset costs

## Realised gains from portfolio likely to lag significant recent portfolio growth

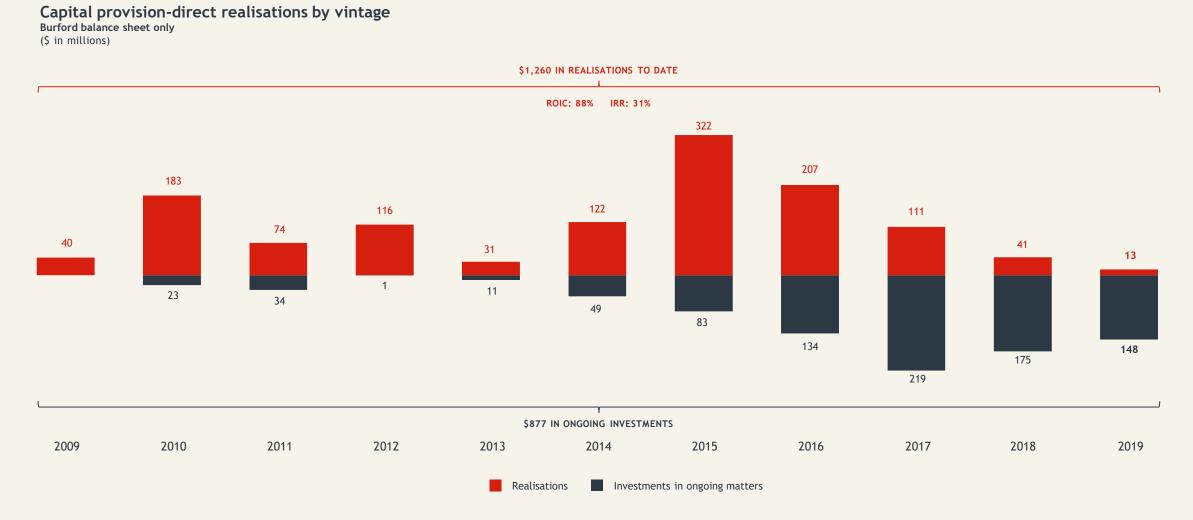
- Experience has been that realisations take three years on average after commitments to occur
- Significant growth of commitments began in 2017





<sup>&</sup>lt;sup>1</sup> From initial commitment to weighted average date of realisation, weighted by recoveries

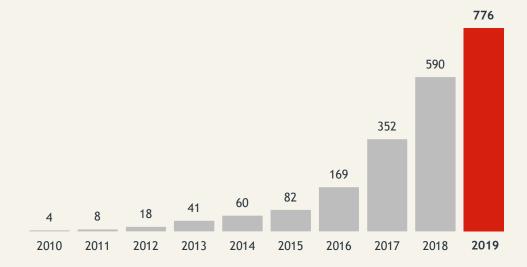
## Future realisations expected to be driven by seasoning of recent large vintages



## Unrealised gains on Burford's balance sheet have grown significantly because of YPF-related assets

#### Unrealised gains on capital provision assets (direct and indirect)

Burford balance sheet only at 31 December 2019 (\$ in millions)



- Since the beginning of 2015, YPF-related assets accounted for:
  - \$878 million in fair value adjustments, less
  - \$144 million in previous unrealised gains transferred to realisations, resulting in
  - \$734 million in fair value movement net of transfers

#### Summary of components of carrying value

Burford balance sheet only at 31 December 2019 (\$ in millions)

	Deployed cost	Unrealised gain	Carrying value
Capital provision-direct:			
YPF-related assets	39	734	773
Other assets	838	38	876
Total:	877	772	1,649
Capital provision-indirect:	181	4	185
Total capital provision assets:	1,058	776	1,834

## Away from the YPF-related assets, unrealised gains have typically been modest

#### VALUATION POLICY RELIES ON OBJECTIVE EVENTS

- Third-party events, such as a secondary sale or marketobserved price
- Case milestones:
  - pre-trial rulings
  - trial court judgments
  - judgment on first appeal
  - exhaustion of appeals
  - arbitration tribunal awards

## Timing and quantum of fair value changes Fully concluded capital provision-direct portfolio



• Most fair value adjustments occur later in the life of a legal finance asset, as it nears conclusion

## Realised profit/(loss) of fully concluded capital provision-direct assets Burford balance sheet only

Realised profits/(loss)	Percent*	Total realised profits/(loss)	Total FV write-ups/ downs	FV mark as % of realised profits/ (loss)	Number of assets
Profits > \$1m	85%	382.9	125.3	33%	44
Losses > \$1m	15%	(66.3)	(32.6)	49%	16
Results < \$1m**	-	(0.3)	(0.9)	-	24
TOTAL	100%	316.3	91.8	29%	84

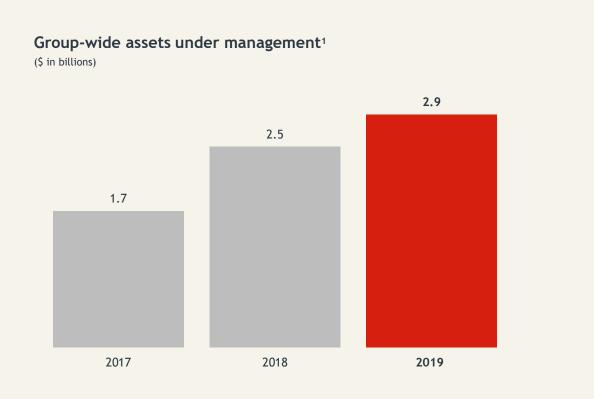
<sup>\*</sup> Dollar-weighted by gain or loss.

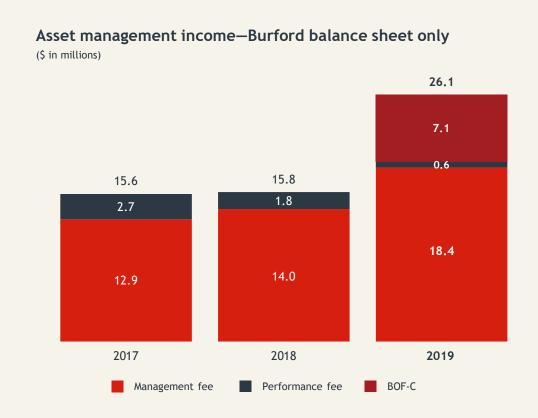
• On average, fair value marks represent 29% of the ultimately realised profit of concluded assets

<sup>\*\*</sup> These 24 investments had realised profits / (loss) and fair value write-ups / down of less than \$1 million both individually and in the aggregate.

## Assets under management up 16% while income up 65%

- AUM has expanded significantly since Burford's entry into the business in late 2016
- Significant performance fee income deferred under European fee structure until later in life at many of the funds
- Higher AUM has driven asset management income growth





<sup>1</sup> Assets under management represents the fair value of capital invested in private funds plus the unfunded capital commitments private funds are entitled to call from investors

#### **ENHANCED GOVERNANCE**

## Burford took solid steps in 2019 to build on its already strong team and evolve corporate governance for second decade of growth

- Board changes
  - Robert Gillespie and John Sievwright proposed for election to Board at 2020 AGM as independent directors and Audit Committee members
  - Christopher Bogart, CEO proposed for election to Board at 2020 AGM as executive director
  - A further independent non-executive director to be nominated for election at 2021 AGM
  - Phased director retirements, with David Lowe at 2020 AGM, Sir Peter Middleton at 2021 AGM and Charles Parkinson at 2023 AGM
  - Steve Wilson to be nominated for election as Chairman at 2021 AGM and retire at 2024 AGM
- Management structure
  - Jim Kilman appointed CFO, replacing Elizabeth O'Connell who became Chief Strategy Officer
  - Aviva Will and David Perla appointed Co-Chief Operating Officers
  - Craig Arnott appointed Deputy Chief Investment Officer
  - Mark Klein, General Counsel, appointed Chief Administrative Officer
- US listing
  - Burford to file as soon as practical with the US Securities and Exchange Commission and apply for a listing on a US exchange
  - US listing will be a full listing of Burford's ordinary shares no new equity to be raised as part of this listing

## Burford has moved quickly and decisively to address an uncertain environment

- Potential human resource risk
  - We took early measures to move our staff to remote working worldwide we are operating well and continuing to engage with clients
  - We have had incidences of illness among our people all now resolved but we believe our swift pre-emptive action minimised rates of infection within our small headcount
- Impact on judicial systems in our main jurisdictions
  - Courts are open to receive new filings in new and existing cases, and hearings and non-jury trials are being heard, usually via video conferencing
  - Courts are issuing decisions, through many jury trials are suspended and some pre-trial discovery requiring travel or in-person attendance is being postponed
- Impact on existing portfolio of legal finance assets
  - Though near-term realisations might be lower, any delays to cases would not negatively impact our business in the long term where delays occur we would anticipate deferral rather than loss of income
  - In many instances risk of delay lies on our counterparty with Burford's terms often increasing as time passes
  - Though some defendants may become less creditworthy, Burford's exposure to the most disrupted industries is limited while most of our cases are ultimately against large corporations and governments so we do not expect our portfolio to be materially negatively impacted
- Potential impact on new business and the outlook
  - The pace of new business may be slower as a result of COVID-19 and with sustained remote working and social distancing policies
  - As emergency measures are removed, we do expect a very substantial opportunity as disputes arise out of the crisis
  - Further litigation will inevitably be generated by the economic downturn we expect to occur
  - Weak growth and constrained capital cause businesses to seek alternative financing options to manage the expense of litigation
  - We expect demand for our capital to increase as the supply of specialty finance from weaker competitors is curtailed and new entrants exit
  - Ultimately, Burford's cash flows are uncorrelated to market conditions or economic activity as they arise from litigation resolutions

## Burford's future is bright

Key per share statistics		
	US\$	£1
Profit after tax (diluted) for 2019	0.97	0.78
Net asset value at 31 December 2019	7.01	5.65
Share price at 24 April 2020		3.86
Price / 2019 profit after tax (diluted)		4.9x
Price / 2019 net asset value		0.7x

<sup>&</sup>lt;sup>1</sup> At exchange rate of \$1.24 per £1.00 on 24 April 2020

- Growth prospects are appealing
- Portfolio is large and diversified
- Returns have been consistently attractive
- Cash generation is strong
- Liquidity is ample
- Balance sheet is solid
- Profit drop in 2019 is largely related to timing of realisations
- Unrealised gains have been primarily driven by the success of the YPF-related claims
- Asset management business continues to grow
- Governance and management have continued to evolve for second decade of growth

# Supplementary data.



## Statement of comprehensive income for the year ended 31 December 2019

AS OF 31 DEC 2019	Consolidated IFRS \$'000	Elimination of third-party interests*\$'000	Other adjustments** \$'000	Burford-only \$'000
Capital provision income	351,828	(35,048)	_	316,780
Asset management income	15,160	10,970	_	26,130
Insurance income	3,545	_	-	3,545
Services income	2,133	-	-	2,133
Cash management income & bank interest	6,703	(633)	-	6,070
Foreign exchange gains/(losses)	1,992	60	_	2,052
Third-party share of gains relating to interests in consolidated entities	(15,318)	15,318	-	-
TOTAL INCOME	366,043	(9,333)	-	356,710
Operating expenses	(91,402)	9,333	4,657	(77,412)
Amortisation of intangible asset	(9,495)	-	9,495	-
OPERATING PROFIT	265,146	-	14,152	279,298
Finance costs	(39,622)	_	-	(39,622)
PROFIT BEFORE TAX	225,524	_	14,152	239,676
Taxation	(13,417)	-	-	(13,417)
PROFIT AFTER TAX	212,107	-	14,152	226,259
Other comprehensive income	(17,525)	_	-	(17,525)
TOTAL COMPREHENSIVE INCOME	194,582	_	14,152	208,734

<sup>\*</sup> Elimination of third party interests is the net of the entities and adjustments and elimination figures shown in the consolidated financial statements.

<sup>\*\*</sup> Other adjustments exclude the impact of amortisation of intangible asset and of operating expenses incurred related to (i) one-time expenses related to equity and listing matters and (ii) case-related legal fees not included in asset cost, and are shown to assist in understanding the underlying performance of the company.

## Financial position for the year ended 31 December 2019

AS OF 31 DEC 2019	Consolidated IFRS \$'000	Elimination of third-party interests* \$'000	Burford-only \$'000
Assets			, , , , ,
Cash and cash equivalents	186,621	(18,158)	168,463
Cash management assets	37,966	_	37,966
Due from brokers	95,226	(95,226)	_
Other assets	13,263	6,502	19,765
Due from settlement of capital provision assets	54,358	(35,369)	18,989
Capital provision assets	2,045,329	(211,339)	1,833,990
Equity securities	31,396	(31,367)	29
Tangible fixed assets	20,184	_	20,184
Intangible asset	8,703	-	8,703
Goodwill	133,999		133,999
Deferred tax asset	24,939	_	24,939
TOTAL ASSETS	2,651,984	(384,957)	2,267,027

AS OF 31 DEC 2019	Consolidated IFRS \$'000	Elimination of third-party interests* \$'000	Burford-only \$'000
Liabilities			
Financial liabilities at fair value through profit and loss	91,493	(91,493)	_
Due to brokers	51,401	(51,401)	_
Loan interest payable	9,462	-	9,462
Other liabilities	51,430	(435)	50,995
Loan capital	655,880	_	655,880
Capital provision asset subparticipations	13,944	(5,908)	8,036
Third-party interests in consolidated entities	235,720	(235,720)	-
Deferred tax liabilities	9,662	_	9,662
TOTAL LIABILITIES	1,118,992	(384,957)	734,035
TOTAL NET ASSETS	1,532,992	_	1,532,992

<sup>\*</sup> Elimination of third party interests is the net of the entities and adjustments and elimination figures shown in the consolidated financial statements.

# Burford