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PEOPLE

Boris Ziser

Partner

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Co-head of the Finance Group and member of firm's Executive Committee. Advises on diverse asset classes such as asset-backed lending and securitization, warehouse facilities, secured financings, specialty finance lending and esoteric finance transactions.

With almost 30 years of experience, Boris works on a variety of asset classes, including life settlements, litigation funding, equipment leases, structured settlements, lottery receivables, timeshare loans, merchant cash advances and cell towers, in addition to other esoteric asset classes such as intellectual property, various insurance-related cash flows and other cash flow producing assets.

He also represents investors, lenders, hedge funds, private equity funds and finance companies in acquisitions and dispositions of portfolios of assets and financings secured by those portfolios.

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Boris manages the firm's London finance practice and its global litigation funding and law firm finance practice.

Recognized as a leading lawyer in the industry, Boris is ranked in *Chambers Global*, *Chambers USA* and *The Legal 500 US* for his work in structured finance.

He serves as outside general counsel to the Institutional Longevity Markets Association (ILMA) and is a member of the Structured Finance Committee of the New York City Bar Association, the New York State Bar Association and the Esoteric Assets Committee and Risk Retention Task Force of the Structured Finance Association.

Boris has been interviewed for the article "Attorneys Must Tread Carefully in Litigation Funding's Next Stage," published in *Law360*, and the articles "SRZ's Leading Litigation Finance Practice: Holistic Expertise for a Booming Asset Class" and "Life Settlements and Longevity Swaps: Opportunities for Investors, Individuals, Insurers and Pension Funds," both published in *The Hedge Fund Journal*.

A frequent speaker at securitization industry conferences, Boris has conducted various securitization, specialty finance, litigation funding and life settlement seminars in the United States and abroad. His recent speaking engagements include:

- "Macro Trends in Litigation Finance: What Does 2021 Have in Store?" at the IMN Litigation Finance Virtual Series
- Schulte's "Litigation Funding: Market Roundtable" webinar
- "Legal and Regulatory Developments in the US and the Road Ahead" at the 4th Annual LF Dealmakers Forum
- "Co-Investing, Diversification, Securitizations and the Secondary Market" at the 4th Annual IMN Litigation Finance Conference.

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Practices

FINANCE

LITIGATION FINANCE

PRIVATE CREDIT

STRUCTURED FINANCE

Bar Admissions

Connecticut

New York

Education

New York University School of Law, JD

Oberlin College, BA

- with honors

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Representations

- Representing clients in multiple litigation funding transactions, including mass tort loans, single event investments, secondary market transactions, joint ventures and non-lawyer law firm ownership structures.
- Representing clients in establishing multiple life settlement and premium finance funds.
- Representing clients in establishing life insurance premium finance platforms.
- Acting as underwriters' counsel and transaction counsel on multiple securitizations of structured settlements.
- Representing lenders and borrowers in structured settlement warehouse facilities.
- Assisting with timeshare receivables warehouse facilities and securitization transactions.
- Representing a group of lenders in the financing of a cell tower and fiber-optic back-haul business.

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Publications

- "LF Dealmakers Panel: Ask the Experts: An Insider's Approach to Getting the Best Deal," *Litigation Finance Journal*, September 27, 2023 (quoted)
- "Key Takeaways from LFJ's Digital Event on Litigation Funding and Legal Insurance," *Litigation Finance Journal*, June 19, 2023 (quoted)
- "Unsubstantiated Arguments Against Third Party Litigation Funding by the U.S. Chamber of Commerce," *Litigation Finance Journal*, March 24, 2023
- "Voss Report: Recommendations to the Commission on Responsible Private Funding of Litigation," *ThoughtLeaders4 Disputes Magazine*, December 2022
- "Gold Rush," *Markets Insider*, Oct. 19, 2022 (featured)
- "Overview of Relevant Laws and Considerations for Pursuing a Third-Party Litigation Funding Strategy," *Private Equity Law Report*, Oct. 18, 2022
- "Understanding The Tertiary Life Settlement Market Key To Success but Secondary Market Deal Flow Needs To Improve To Fuel Growth," *Life Risk News*, Aug. 20, 2022 (quoted)
- "Private Funds Market Trends Report," *Schulte Publication*, June 2021
- "Private Funds – Market Trends Report," *Schulte Publication*, Oct. 2020
- "Virus Turmoil Exposes Sloppy Underwriting in Specialty Finance," *AltCredit Fund Intelligence*, June 2020 (quoted)
- "Private Funds – Market Trends Report," *Schulte Publication*, May 13, 2020
- "Receivable Financing: COVID-19 Related Issues," *Schulte Alert*, March 31, 2020

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- "What a Fund Manager Should Know About Entering the Litigation Finance Industry," *Best of the Best USA Expert Guide 2019*, April 2019, co-author
- "Attys Must Tread Carefully in Litigation Funding's Next Stage," *Law360*, April 2018 (quoted)
- "Schulte's Leading Litigation Finance Practice: Holistic Expertise for a Booming Asset Class," *The Hedge Fund Journal*, March 2018 (quoted)
- "Life Settlements and Longevity Swaps: Opportunities for Investors, Individuals, Insurers and Pension Funds," *The Hedge Fund Journal*, April/May 2016, co-author
- "The New Banks – Alternative Lending: With Schulte's Leading Structured Finance Lawyers," *The Hedge Fund Journal*, April/May 2016, co-author
- "Life Settlement Securitization," *Securitizations: Legal and Regulatory Issues,* ALM Law Journal Press, 2015, co-author
- "The Life Settlement Industry Today," *The Journal of Structured Finance*, May 2011
- "A Challenging Year in the Life Settlement Industry," *The Journal of Structured Finance*, Summer 2009
- "The Need to Revive Securitization: A Response to Recent Critics," *Securities Law360*, June 9, 2009, co-author
- "Another Active Year in the Life Settlement Industry," *The Journal of Structured Finance*, Vol. XIV, No. 2, Summer 2008
- "An Eventful Year in the Life Settlement Industry," *The Journal of Structured Finance*, Vol. XIII, No. 2, Summer 2007
- "Life Settlements Today: A Secret No More," *The Journal of Structured Finance*, Summer 2006
- "Life Settlements: An Option for Seniors, an Opportunity for Investors," *The Journal of Structured Finance*, Summer 2005
- "A Pivotal Phase in the Product Life Cycle," *Securitization of Life Settlements*, National Underwriter, 2005, co-author

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- "USA: Securitizing New Asset Class – IP-Life Settlements and Wind," *Global Restructuring*, 2005, co-author
- "Life Settlement and Intellectual Property Securitization," *Asset Securitization Report – Conference Daily*, October 2004

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Speaking Engagements

- "The Opportunity in Litigation Funding," *DealCatalyst's* The Role of Private Markets in Esoteric Asset Finance: U.S. Event, June 10, 2024
- "Insurance 3.0: The Emerging Overlap of Insurance and Litigation," LITFINCON, March 2024
- "How Can Litigants and Funders Use Insurance to De-risk and Monetize Litigation and Arbitration?" IMN's 2nd Annual International Litigation Finance Forum, October 2023
- "The Next Generation: Portfolio Risks," CAC Specialty Contingent Risk Insurance Conference, October 2023
- Moderator, "Time to Lawyer Up: Litigation Finance," DealCatalyst's SLF US 2023, September 2023
- "Ask the Experts: Insiders' Approach to Getting the Best Deal," LF Dealmakers 2023 Forum, September 2023
- Moderator, "Time to Lawyer Up: Litigation Finance," DealCatalyst's SLF US 2023, September 2023
- Moderator, "Trends in specialty finance," PEI's Private Debt Investor New York Forum, September 2023
- "Specialty Finance," Schulte Private Capital Conversations, July 2023
- "Contingent Risk Insurance: An Expert View on the Marketplace and What Comes Next," WSW Contingent Risk Solutions Panel, July 2023
- *Litigation Finance Journal*'s Digital Event on Litigation Funding and Legal Insurance, June 2023
- "Mass Tort Lawsuits and Litigation Funding," IMN's Financing, Structuring & Investing in Litigation Finance Event, June 2023
- "Trends and Drivers in Litigation Finance" and "Secondary & Monetization Litigation Finance," LITFINCON 2023, Texas, March

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2023

- "Litigation Finance Overview," US Specialty Lender Finance & Private Credit Forum, New York, November 2022
- "How to Access Returns Through Litigation Finance & Other Uncorrelated Strategies," Fall Investment Academy Forum, North Carolina, October 2022
- "Co-Investing, Diversification, Securitizations and the Secondary Market," International Litigation Finance Forum, October 2022
- "A World of Opportunity: Investing in Cross Border Disputes & Enforcement," LF Dealmakers Forum, September 2022
- "Co-Investing, Diversification, Securitizations, and the Secondary Market," 4th Annual Financing, Structuring & Investing in Litigation Finance, June 2022
- 18th Annual Fasano Longevity Conference, November 2021
- "When Niche Goes Mainstream Within Institutional Portfolios," With Intelligence Private Markets Operational Leaders' U.S. Summit 2021, November 2021
- "Legal and Regulatory Developments in the U.S. and the Road Ahead," LF Dealmakers Forum, September 2021
- "Fireside Chat – The Need for Niche: Focus on Litigation Finance," Alternative Credit Council Global Virtual Summit, April 2021
- "Litigation Funding: Market Roundtable," Schulte Webinar, February 2021
- "Macro Trends in Litigation Finance: What Does 2021 Have in Store?" IMN Litigation Finance Virtual Series, January 2021
- "Finance Strategies and Structures," Schulte 30th Annual Private Investment Funds Seminar, January 2021
- "Credit Funds and Distressed Investing," Schulte 30th Annual Private Investment Funds Seminar, January 2021
- "Fund Finance and Structured Finance," Schulte Webinar, October 2020

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- "Credit," Schulte 29th Annual Private Investment Funds Seminar, New York, January 2020
- "Deal Issues and the Challenges of Obtaining Financing for Litigation," IMN Second Annual Financing, Structuring & Investing in Litigation Finance, New York, June 2019
- "Beyond the Basics: Finding Value with Innovative Deal Structures," Momentum Events General Counsel Forum on Litigation Finance, New York, May 2019
- "Insurance Dedicated Funds and Related Strategies" and "Credit and Specialty Finance," Schulte 28th Annual Private Investment Funds Seminar, New York, January 2019
- "Beyond the Case: The Evolution of Legal Finance," Litigation Finance Dealmakers Forum, September 2018
- "Litigation Finance," Schulte 6th Annual Private Equity Fund Conference, May 2018
- "Flash Briefings on Alternative & Emerging Asset Classes – Structured Settlement," SFIG and IMN Vegas 2018, Las Vegas, February 2018
- "Investing in Litigation Finance," Schulte 27th Annual Private Investment Funds Seminar, New York, January 2018
- Schulte Distressed Investing Hot Topics – Trading Next Generation Products, New York, June 2017
- "State of the Securitization Market," NASP 2016 Annual Conference, New Orleans, November 2016
- IMN 2nd Annual Life Settlements Investor's Symposium, Miami Beach, September 2016
- "Welcome and Opening Remarks," ILMA 8th Annual Investor Summit, New York, June 2016
- "Private Funds: The New Banks," Schulte 25th Annual Private Investment Funds Seminar, New York, January 2016
- "Has the Noise Died Down? The Current Legal Landscape," IMN 1st Annual Life Settlements Investor's Symposium, Miami, September

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2015

Memberships

- New York State Bar Association
- New York City Bar Association, 2006-present
- Esoteric Assets Committee; Risk Retention Task Force – Structured Finance Industry Group

Distinctions

- *Chambers Global*
- *Chambers USA*
- *The Legal 500 US*
- *Expert Guide to the Best of the Best USA* – Structured Finance and Securitisation
- *New York Super Lawyers*

Prior Experience

- Stroock & Stroock & Lavan

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