



Expert QA with Albert Tan of Haynes and Boone

How did Haynes and Boone develop a specialty in capital-commitment financing for private funds?

Tan: As one of the first law firms to help structure this particular type of financing, we have had the largest dedicated practice group in fulltime, in structuring and in representing lenders, as well as private equity funds in this particular space.

Over the course of 25 years, we have seen the product evolve from simple financing for one U.S.-based real estate private equity fund at the industry's inception, to a product and industry that is continuously growing and in money raised in billions of dollars per fund.

We're able to bring that knowledge in working with the different funds and different law firms over the years that represent the funds as well as the investors. We have a database of thousands of investors' names, for analyzing their credit and linkage to the ultimate credit source. Also, we have a database full of precedent documents related to working with the funds and with the investors.

So, that knowledge base provides the advantage in executing transactions efficiently and effectively, to satisfy the interests of all the investors and the fund, as well as the lenders.