

FUND FINANCE FRIDAY

FFA Symposium Survey Results

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Prior to the Symposium, the Fund Finance Association emailed a survey to the relationship manager for each Symposium sponsor and to the General Partner personnel that had registered for the event. Nick Mitra, Managing Director at Natixis and FFA board member, presented the survey results at one of the plenary sessions. Highlights include the following:

- 100% of the General Partners expect to use a subscription facility for their next fund.
- 60% of the General Partners believe their competitors use their subscription line more heavily than they do.
- 70% of the General Partners reported higher advance rates as the change they'd most like to see.
- 70% of the General Partners reported that they are not seeing an impact on their business from the ILPA Guidelines.
- 52% of Lenders reported that their portfolios grew greater than 30% last year, and another 43.5% reported their portfolios grew between 10% and 29%.
- Nearly 80% of Lenders predict 2019 portfolio growth will exceed 10%.
- 75% of Lenders plan on hiring additional staff in 2019.
- 79% of Lenders report only offering secured subscription facilities (i.e., no unsecured option).
- 75% of Lenders reported that the ILPA Guidelines are not having an effect on their business.
- 80% of law firms forecast adding fund finance lawyers to their staff in 2019.