



Direct Lending: our experience

Hogan
Lovells

Responding to competitive tensions and regulatory challenges, the global lending market is constantly evolving. Direct lenders are becoming increasingly sophisticated and global in their outlook, taking a significant share of the market, either acting alone or together with banks.

What we do

We have been at the forefront of the direct lending market since it was established in Europe, advising on all stages of the lending lifecycle – from the structuring and establishment of direct lending funds, through to advising lenders and borrowers on financing transactions, including regulatory and tax aspects, and providing restructuring advice in the event that this is required.

Our lawyers have gained extensive technical knowledge and hands-on experience from working with lender clients on a large number of complex transactions around the world. As one of the leading firms in this area, we have a strong track record of advising on unitranche and other direct lending products and work with our clients to develop new and innovative structures.

Global reach

Lenders are increasingly diversifying their geographies. As a truly global practice with full service offerings located in the world's key financial hubs we are well placed to advise our clients whatever markets they operate in. Our international network means that we can cover large cross-border transactions and are familiar with the diverse regulatory landscape which governs lending transactions across jurisdictions.

Detailed market knowledge

We act for direct lending funds across many different lending markets including leveraged, real estate, infrastructure, trade and asset finance. We boast a vast range of sector expertise within our global network which gives us invaluable insight into the markets our clients are operating in.

“

The ‘commercial’ and ‘proactive’ team at Hogan Lovells International LLP has significant visibility in the market on behalf traditional lenders, as well as in the rapidly maturing non-bank lending sector

Legal 500 UK 2017

”

Representative experience:

- **Ares Management** on the financing of the acquisition of Wireless Logic Group by Montagu Private Equity
- **Barings** on its first ever Australian unitranche/super senior structured financing to The Riverside Company to acquire Energy Exemplar
- **MidCap Financial Trust** as administrative agent and sole lender on a term loan facility to an American pharmaceutical company
- **Cheyne Capital Management** in relation to the development finance facility made available by two Luxembourg funds managed by Cheyne to finance the development of two sites in Manchester
- **Tikehau Capital** on its investment into the capital of Filiassur and the related financing for the acquisition
- **Pemberton and Lloyds Bank** in connection with a Unitranche Facility and Super Senior Facility granted to Vitruvian Partners for the purposes of acquiring the Travel Counsellors' group

Key contacts



Paul Mullen
Partner, London
Leveraged Finance
T +44 20 7296 5390
paul.mullen@hoganlovells.com



Alexander Premont
Partner, Paris/London
Leveraged Finance/Asset Finance
T +33 1 53 67 22 76 (Paris)
T +44 20 7296 2223 (London)
alexander.premont@hoganlovells.com



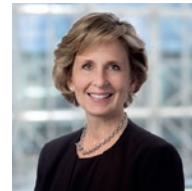
Philip Robb
Partner, London
Infrastructure, Energy, Resources
and Projects
T +44 20 7296 2151
philip.robb@hoganlovells.com



Shalini Bhuchar
Partner, London
Asset Finance
T +44 20 7296 2562
shalini.bhuchar@hoganlovells.com



Laurie Hammond
Partner, Johannesburg
Trade Finance
T +27 21 140 1531
laurie.hammond@hoganlovells.com



Deborah K. Staudinger
Partner, New York, Washington, D.C.
T +1 212 918 3326 (New York)
T +1 202 637 5486 (Washington, D.C.)
deborah.staudinger@hoganlovells.com



Andrew Flemming
Partner, London
Real Estate Finance
T +44 20 7296 2073
andrew.flemming@hoganlovells.com



Richard Hayes
Partner, Sydney
Leveraged Finance
T +61 2 9093 3511/+61 404 972 197
richard.hayes@hoganlovells.com

Alicante
Amsterdam
Baltimore
Beijing
Birmingham
Boston
Brussels
Budapest*
Colorado Springs
Denver
Dubai
Dusseldorf
Frankfurt
Hamburg
Hanoi
Ho Chi Minh City
Hong Kong
Houston
Jakarta*
Johannesburg
London
Los Angeles
Louisville
Luxembourg
Madrid
Mexico City
Miami
Milan
Minneapolis
Monterrey
Moscow
Munich
New York
Northern Virginia
Paris
Perth
Philadelphia
Riyadh*
Rome
San Francisco
Sao Paulo
Shanghai
Shanghai FTZ*
Silicon Valley
Singapore
Sydney
Tokyo
Ulaanbaatar*
Warsaw
Washington, D.C.
Zagreb*

www.hoganlovells.com

"Hogan Lovells" or the "firm" is an international legal practice that includes Hogan Lovells International LLP, Hogan Lovells US LLP and their affiliated businesses.

The word "partner" is used to describe a partner or member of Hogan Lovells International LLP, Hogan Lovells US LLP or any of their affiliated entities or any employee or consultant with equivalent standing. Certain individuals, who are designated as partners, but who are not members of Hogan Lovells International LLP, do not hold qualifications equivalent to members.

For more information about Hogan Lovells, the partners and their qualifications, see www.hoganlovells.com.

Where case studies are included, results achieved do not guarantee similar outcomes for other clients. Attorney advertising. Images of people may feature current or former lawyers and employees at Hogan Lovells or models not connected with the firm.

© Hogan Lovells 2019. All rights reserved. 1038145_0119

*Our associated offices