

THIRD PARTY FUNDING

In *Third Party Funding*, Gian Marco Solas, for the first time, describes third party funding (TPF) as a stand-alone practice within the wider litigation and legal services' markets. The book reports on legal issues related to TPF in both common law and civil law jurisdictions, and in the international context. It then discusses the incentives and economics of TPF transactions in different legal contexts while explaining how the practice emerged and how it is likely to develop. In addition, the book offers practical insights into TPF transactions and analyses a number of regulatory proposals that could affect its use and desirability. This work should be read by scholars, practitioners, policymakers, and anyone else interested in how TPF is changing the practice of law.

GIAN MARCO SOLAS is Legal and Business Development Counsel at Omni Bridgeway. He is an Italian lawyer with several years' working experience in national and international law firms, in different businesses and in the EU Commission. He holds an LLM in European Law and a joint PhD with thesis on the law and economics of third party funding.



Third Party Funding

LAW, ECONOMICS, AND POLICY

GIAN MARCO SOLAS





CAMBRIDGEUNIVERSITY PRESS

University Printing House, Cambridge CB2 8BS, United Kingdom
One Liberty Plaza, 20th Floor, New York, NY 10006, USA
477 Williamstown Road, Port Melbourne, VIC 3207, Australia
314-321, 3rd Floor, Plot 3, Splendor Forum, Jasola District Centre, New Delhi - 110025, India
103 Penang Road, #05-06/07, Visioncrest Commercial, Singapore 238467

Cambridge University Press is part of the University of Cambridge.

It furthers the University's mission by disseminating knowledge in the pursuit of education, learning and research at the highest international levels of excellence.

www.cambridge.org Information on this title: www.cambridge.org/9781108703147 DOI: 10.1017/9781108628723

© Gian Marco Solas 2019

This publication is in copyright. Subject to statutory exception and to the provisions of relevant collective licensing agreements, no reproduction of any part may take place without the written permission of Cambridge University Press.

First published 2019 First paperback edition 2022

A catalogue record for this publication is available from the British Library

Library of Congress Cataloging in Publication data

NAMES: Solas, Gian Marco, 1986– author.

TITLE: Third party funding: law, economics and policy / Gian Marco Solas,

Omni Bridgeway (Netherlands).

DESCRIPTION: Cambridge, United Kingdom; New York, NY, USA: Cambridge University Press, 2019. |
IDENTIFIERS: LCCN 2018061708 | ISBN 9781108497749 (hardback: alk. paper) |

ISBN 9781108703147 (pbk.: alk. paper)
SUBJECTS: LCSH: Third party litigation funding.
CLASSIFICATION: LCC K124.T55 865 2019 | DDC 347/.052–dc23
LC record available at https://lccn.loc.gov/2018061708

ISBN 978-1-108-49774-9 Hardback ISBN 978-1-108-70314-7 Paperback

Cambridge University Press has no responsibility for the persistence or accuracy of URLs for external or third-party internet websites referred to in this publication, and does not guarantee that any content on such websites is, or will remain, accurate or appropriate.



To my family, my girlfriend, and to the European Union, for their irreplaceable support.



Contents

ACK	nowleagements pag	ge xiii
List	of abbreviations	XV
1	Introduction	1
	1.1 Background	1
	1.2 Problem Definition and Basic Terminology	4
	1.2.1 TPF	4
	1.2.2 Funding Litigation in the Civil Law and in the Common Law	'
	Jurisdictions: Limits and Possibilities	5
	1.2.3 Alternative Litigation Funding	6
	1.2.4 The Litigation Market and the Litigious Rights as Asset Class	8
	1.2.5 TPF in Relation to a Market Failure in Access to Justice, to a	
	Procedural Problem in Dispute Resolution, and to Externalities	9
	1.3 Structure and Methodology	11
	1.3.1 Part I: A Comparative Overview	11
	1.3.2 Part II: An Economic Analysis	12
	1.3.3 Part III: Regulatory and Policy Considerations	13
	PART I: A COMPARATIVE OVERVIEW	15
2	A Historical Overview	17
	2.1 Meddling in Litigation in the Early Civil Law and Common Law	
	Jurisdictions	18
	2.1.1 Meddling in Litigation in the Early Civil Law Jurisdictions	18
	2.1.1.1 Ancient Greece	19
	2.1.1.2 Ancient Rome	20
	2.1.2 Meddling in Litigation in Medieval England: Maintenance	
	and Champerty	24



viii Contents

	2.2 From the Establishment of the Rule of Law to the Recent Financial	
	Crisis	26
	2.2.1 Judicial Independence and the Rule of Law in Common Law Jurisdictions	26
	2.2.2 The Age of Codifications in Civil Law Jurisdictions: Reiteration	
	of the Prohibitions of Roman Origin	28
	2.2.3 Contingency Fees in the United States as First 'Private' Litigation	
	Funding Solutions 2.2.4 Legal Aid for Impecunious Parties as First 'Public' Litigation	30
	Funding Solution	31
	2.2.5 Global Trends Affecting Access to Justice and	<i>)</i> -
	Dispute Resolution	33
	2.3 Concluding Remarks: A Fast-Growing TPF (and Litigation) Market	36
3	Third Party Funding: A Comparative Legal and Factual Overview	38
	3.1 TPF in the Common Law Jurisdictions	38
	3.1.1 Australia	39
	3.1.1.1 Champerty, Maintenance, and the Fostif Case	40
	3.1.1.2 Local Regulation and TPF	42
	3.1.2 Canada 3.1.2.1 Common Law vs. Civil Law and the Institutional Debate	44
	3.1.2.1 Common Law vs. Civil Law and the Institutional Debate 3.1.2.2 TPF and Canadian Class Actions	44 46
	3.1.2 First and Canadian Glass Actions 3.1.3 England and Wales	49
	3.1.3.1 From the Criminal Law Act of 1967 to the Reforms of	49
	Justice of the 1990s and 2000s. Paving the Way for TPF	50
	3.1.3.2 Arkin and Other Case Law Shaping the Practice	
	of TPF	52
	3.1.3.3 Some Regulatory Indications on TPF from the Jackson	
	Report and the Association of Litigation Funders'	
	Voluntary Code of Conduct	55
	3.1.3.4 Post-Jackson Reforms and Their Impact on TPF	57
	3.1.4 India 3.1.5 Israel	58 50
	3.1.6 The United States	59 60
	3.1.6.1 The US Legal and Litigation Finance Market	61
	3.1.6.2 TPF vs. Contingency Fees in US Mass Claims	69
	3.1.7 Singapore	71
	3.1.7.1 The Civil Law Act and the Civil Law (TPF)	•
	Regulations of 2017	71
	3.1.7.2 The Investment Arbitration Rules of the SIAC	74
	3.1.7.3 Singaporean Soft Regulation on TPF in Arbitration	75
	3.1.7.4 TPF in Singaporean Insolvency	78



Contents	ix
3.1.8 Hong Kong	78
3.1.8.1 Current Regulatory Framework and Potential Developments	79
3.1.9 South Africa	80
3.1.9.1 TPF and South African Jurisprudence: Liability for Costs and	
Distinction between Commercial Funders and Others	81
3.1.10 Cayman Islands	82
3.2 TPF in the Civil Law Jurisdictions	83
3.2.1 The European Union Context	85
3.2.1.1 TPF and the EU Private Enforcement of Competition Law	87
3.2.1.2 TPF and the EU Collective Redress	
Mechanisms	90
3.2.2 The EU Member States' Experiences with TPF	94
3.2.2.1 Germany	95
3.2.2.2 Austria	104
3.2.2.3 France	104
3.2.2.4 Belgium	111
3.2.2.5 The Netherlands	112
3.2.2.6 Spain	113
3.2.2.7 Italy	114
3.2.2.8 Portugal	116
3.2.3 TPF in Other Civil Law Jurisdictions	117
3.2.3.1 Brazil	117
3.2.3.2 China	118
3.2.3.3 Dubai	118
3.2.3.4 Switzerland	119
3.3 TPF in International Arbitration	119
3.4 Concluding Remarks. Legality of TPF	120
3.4.1 Legality of TPF in Common Law Jurisdictions	121
3.4.2 Legality of TPF in Civil Law Jurisdictions	121
3.4.2 Legality of 111 m Civil Law Jurisdictions	121
PART II: AN ECONOMIC ANALYSIS	123
The English of the University Medical TDE	
The Emergence of the Litigation Market and TPF	125
4.1 The Liberalization of the Litigation Market. Litigious Rights as New	
Asset Class	126
4.1.1 A Market Failure in Access to Justice	130
4.1.2 A Procedural Problem in Dispute Resolution	132
4.1.3 'One-Shotters' vs. 'Repeat Players' in Litigation	134
4.2 The Actors in the Litigation Market and their	
Modus Operandi	136
4.2.1 Third Party Funders	137
4.2.1.1 Passive vs. Active TPF Business Models	138

4



x Contents

	4.2.2 Lawyers' Funding	155
	4.2.2.1 Arrangements of the Lawyers' Fees Based on Success	156
	4.2.2.2 Other Lawyers' Funding Transactions	158
	4.2.2.3 Lawyers' Funding vs. TPF	159
	4.2.3 LÉI	160
	4.2.3.1 LEI vs. TPF	163
	4.3 Concluding Remarks. TPF as a Stand-Alone Industry	164
5	An Economic Analysis of TPF	167
	5.1 Basic Economics of Litigation and TPF	167
	5.1.1 The Claimants' Incentives	168
	5.1.1.1 Impecunious Parties	169
	5.1.1.2 Non-Impecunious Parties	175
	5.1.2 The Defendants' Incentives	184
	5.2 Economics of TPF Transactions	186
	5.2.1 Litigation Costs	189
	5.2.1.1 Organisational and/or Transaction Costs	190
	5.2.1.2 Legal Fees	191
	5.2.1.3 Experts' Fees	192
	5.2.1.4 Court or Arbitration Tribunal Costs	193
	5.2.2 Litigation Risks	194
	5.2.2.1 Solvency Risk	195
	5.2.2.2 Merits Risk	195
	5.2.2.3 Procedural and Enforcement Risk	197
	5.2.2.4 Adverse Costs Risk	198
	5.2.3 Claim Value	199
	5.2.3.1 Bargaining with Clients and Their Lawyers	199
	5.2.3.2 Bargaining with Counterparties	204
	5.2.4 Portfolio Management	213
	5.2.4.1 Managing Costs	214
	5.2.4.2 Mitigating Risks	215
	5.2.4.3 Maximising Value	220
	5.3 Concluding Remarks. Desirability of TPF in a Wider	
	Litigation Market	222
6	Social Impact of TPF	227
	6.1 The Claimants' Perspective	229
	6.1.1 Access to Justice and Equality of Arms	229
	6.1.2 Correction of Wrongs and Effective Recovery	232
	6.2 The Defendants' Perspective	233
	6.2.1 Vexatious Litigation	² 34
	6.2.2 Overdeterrence	236



	Contents	xi
	6.3 The Legal Systems' Perspective	237
	6.3.1 Competitiveness of the Legal and Litigation Markets	71
	and Optimal Enforcement of Laws	238
	6.3.2 Increase in the Volume of Disputes and of Frivolous	
	Litigation	241
	6.4 The Impact of TPF at a Societal Level	244
	6.4.1 Deterrence of Wrongs	245
	6.4.2 Commoditisation of Justice	246
	6.5 Concluding Remarks: Social Desirability of TPF?	250
	PART III: CONTRACTUAL, REGULATORY AND POLICY CONSIDERATIONS	251
7	TPF Transactions and Related Proceedings	253
	7.1 Dealing with TPF Transactions	253
	7.1.1 Access and Use of Parties' Confidential Information	254
	7.1.2 Structuring a TPF Transaction	258
	7.1.2.1 Funding Terms and Waterfall Agreements	258
	7.1.3 Conflicts in TPF Transactions	261
	7.1.3.1 Conflicts between Funders and the Potential Client	261
	7.1.3.2 Conflict between Funders and Lawyers	261
	7.1.3.3 Conflicts between Funders and Counterparties	263
	7.1.3.4 Conflicts between Funders and Dispute Resolution	
	Professionals	264
	7.2 Dealing with a Funded Proceeding	265
	7.2.1 Disclosure and Court (or Other Authority's) Control	266
	7.2.1.1 In Consumer Claims	266
	7.2.1.2 In Corporate Claims	268
	7.2.2 Conflicts in the Pursuit of the Claim	276
	7.2.2.1 Conflicts in the Control of the Dispute	277
	7.2.2.2 Conflicts Related to Settlements	279
	7.2.2.3 Conflicts Related to the Withdrawal of Funding	281
	7.2.3 Recovery of TPF Costs, Liability for Costs, and Funders'	
	Capital Adequacy	282
	7.3 Concluding Remarks: Addressing a Market Failure and	
	a Procedural Problem	288
8	Regulation of TPF and Other Policy Issues	290
	8.1 Does TPF Need Regulation? If Yes, What Regulation?	290
	8.1.1 Sector-Specific Regulation	292
	8.1.1.1 TPF Regulation	293
	8.1.1.2 Third Party Funders' Regulation	297
	8.2 Other Regulation or Policy Measures Having an Impact on TPF	299



xii	Contents	
	8.2.1 Court and Other Controls on TPF	300
	8.2.2 Commercial Arbitration's Regulation on TPF	303
	8.2.3 Investment Arbitration Regulation on TPF	307
	8.2.4 Lawyers' Regulation on TPF	310
	8.3 Public Funding for Private Litigation, Private Funding for Public	
	Litigation, and Other Policy Measures	311
	8.4 Concluding Remarks: TPF and the Future of the	
	Litigation Market	316
9	Conclusions	319
Bib	liography	3 2 7
Inde	ex	347



Acknowledgements

This book represents the culmination of a long and diverse educational and work training path, which would not have been possible without the guidance, advice, and support from many people and institutions. First, I would like to express my sincere gratitude to the third party funders I have had the fortune of working with, particularly Omni Bridgeway and Woodsford Litigation Funding, but also others. They have given me the unique chance to develop this book with many practical and business insights, and on the other hand to let me test in practice some of the knowledge that I acquired during its completion. Particularly, all the mistakes made when presenting investments and all the rejections I received, as well as approvals, have been necessary to understand how this business works. From my colleagues at Omni Bridgeway, I want to thank in particular Marjolein van den Bosch, Francisca Boschma, and Regis Bonnan, for the comments provided for this book. I want to also thank my PhD supervisors Professor Michael Faure from the University of Maastricht and Professor Aldo Berlinguer and then Professor Annamaria Mancaleoni from the University of Cagliari, for the continuous support in the research on third party funding, which has been the basis for this book. Their guidance and expertise on law and economics, comparative law, and European law (also in relation to the law of the legal profession), coupled with a large dose of patience, have all been essential for the completion of my work.

However, I believe that the ingredients to complete this ambitious project started being collected much earlier. I want in this regard to express my sincere gratitude to the Liceo Classico De Castro and the University of Cagliari, where I had the chance to experience several periods of study and work abroad, and to meet and discuss with outstanding academics and professionals that have shaped my future career. Among these, I would like to thank in particular Professor Egidijus Jarašiūnas from Mykolas Romeris University, Professor Svetlana Chekhovskaya from the Higher School of Economics, and Professor Barry Hawk from Fordham Law School. However, nothing has been as life changing as the experience at the College of Europe. From



xiv

Acknowledgements

all the great people I have met here I want to thank in particular the dear departed Professor Alfonso Mattera, with whom I have had the chance to research on the liberalisation of some regulated sectors in Europe, and also all the other professors and personnel I met, and friends I made. Besides Professor Michael Faure, who has introduced me to the mind-changing law and economics approach, I want also to thank all the other people I met at Maastricht University and at New York University, where I had the chance to understand the status of the third party funding market in the United States during my PhD.

As for the work experience, I am very thankful to Gabriele Racugno and all the people at his law firm, where I had the chance to actually see litigation and arbitration in practice; the lawyers at Jones Day – Bruxelles; the people at the European Commission; my friend Elisa Moro of the SPMC mediation body; and all the others I have done, or tried to do, business with.

All of the above would not have been possible without the pure and unconditioned love and support of my great family, girlfriend, and friends. In particular, my infinite gratitude goes to my mum Lorena and dad Antioco, Andrea and Filippo, zio Franco, the backbone of our family Nonna Ida, my lovely girlfriend Jessica, and all my amazing friends around the world. They made my life special and to them goes the main merit of all this. Finally, my special thanks go to the one whose guidance I have always sought, both in the moments of difficulty and of joy, and who has never left me alone: grazie Gesú.



Abbreviations

ABA American Bar Association
ADR Alternative dispute resolution
ALF Alternative litigation funding

ALFA American Legal Finance Association

ASIC Australian Securities Investment Commission ATE After-the-event legal expenses insurance

(LEI)

ATRA American Tort Reform Association

BGB Bürgerliches Gesetzbuch (German Civil Code)

BGH German Federal Supreme Court

BIT Bilateral investment treaty

BTE Before the event legal expenses insurance

(LEI)

CAM- Arbitration and Mediation Centre of the Brazil-Canada Chamber of

CCBC Commerce

CDC Cartel Damage Claims CEO Chief executive officer

CETA Comprehensive Economic and Trade Agreement

CFA Conditional fee agreement

CIETAC China International Economic and Trade Arbitration Commission

CJEU Court of Justice of the European Union

CIO Chief investment officer
DBA Damages-based agreements

DIFC Dubai International Financial Centre ECHR European Convention on Human Rights

EU European Union

EUCFR European Union Charter on Human Rights

FSA UK Financial Services Authority



xvi Abbreviations

HKIAC Hong Kong International Arbitration Centre

IARs Investment Arbitration Rules
 IBA International Bar Association
 ICA International Court of Arbitration
 ICC International Chamber of Commerce

ICCA International Council for Commercial Arbitration

ICSID International Centre for Settlement of Investment Disputes

IPO Initial public offering IRR Internal rate of return IT Internet and technology

LASPO Legal Aid, Sentencing, and Punishment of Offenders

LCIA London Court of International Arbitration

LEI Legal expenses insurance LFA Litigation funding agreement LIBOR London Inter-Bank Offered Rate

NAFTA North American Free Trade Agreement

NAV Net asset value

ODR On-line dispute resolution PQL Pactum de quota litis

RIAD Rencontres Internationales des Assureurs Défense

RL Redemptio litis/retrait litigieux
SCC Stockholm Chamber of Commerce
SIA Singapore Institute of Arbitrators

SIAC Singapore International Arbitration Centre

SIArb Singapore Institute of Arbitrators

SPV Special purpose vehicle TEU Treaty on European Union

TFEU Treaty on the Functioning of the European Union

TPF Third party funding
UAE United Arab Emirates
WTO World Trade Organization