

STANDING OUT WITH PERSONALIZED SERVICE

As the hedge fund industry grows more focused on the bottom line,
one law firm takes a different approach

When most of your chief competitors have gotten a three-decade head start, it's easy to feel like the new kid on the block. Still, despite being founded less than 20 years ago, Sadis & Goldberg has established itself as a major player in the hedge fund space, successfully representing domestic and offshore funds alike, and proving that it is experienced well beyond its years.

In February, Sadis & Goldberg was ranked among the top five law firms in the world by proportion of 2015 hedge fund launches serviced, as well as in the top ten law firms by proportion of onshore hedge funds serviced, according to the 2016 Prequin Global Hedge Fund Report. That's impressive considering the relatively small size of the New York-based firm, which counts a staff of just 32 employees, including 22 attorneys.

Each year the firm launches about 80 funds, and also handles everything from compliance and litigation to tax and labor issues, though it has also built an impressive global business in the past two decades by catering to a wide variety of clients—about 1,000 hedge funds, private equity funds, venture capital funds, real estate funds, commodity pools, investment advisers, broker-dealers and family offices in total.

The firm's client base is comprised of all sizes, backgrounds and investment sectors. This client base represents a significant percentage of the whole private fund industry's market share, providing the firm with an unusual awareness of current market behaviors, favored commercial terms and other industry trends. This unique access to current market information allows the firm to advise their clients with both experienced legal counsel and timely business intelligence.

Ron S. Geffner, a member of the firm's Executive Committee who oversees the Financial Services Group, attributes the firm's success to its focus on individual clients and their needs, even as the industry as a whole has become more commoditized by clients concerned with fees.

"We cater to our clients," Geffner explains. "It's not that consumers of the product of law solely want somebody who's aware and knowledgeable of the law. It's also about incorporating the advice of law into commercial business needs."

Sadis & Goldberg is routinely involved with every aspect of a client's business, from understanding distribution processes to establishing relationships with principals, partners, other service providers and external consultants. This allows them to contribute strongly to clients' internal corporate governance and compensation arrangements, where the firm helps craft seed agreements, employment agreements and agreements among principals.

Geffner, who began his career as an enforcement attorney for the U.S. Securities and Exchange Commission, says the services his firm provides have gotten more complex as companies learn to deal with a far stricter regulatory environment.

"With Dodd-Frank and all the governments of the world layering in new regulations—not only as they relate to securities laws, but also regarding tax liability, the Patriot Act and terrorism—I have seen more regulation since 2008 than I have seen in my entire career," he explains.

The aftermath of the recession also has many financial services firms branching out into areas where they may not have had a large presence.

"We are seeing an increased growth in strategies not correlated to the broader indices," Geffner says. "We're seeing a lot of alternative finance, asset-backed lending, litigation finance

and even private funds investing in luxury goods such as art, watches, wine, furs, diamonds and cars."

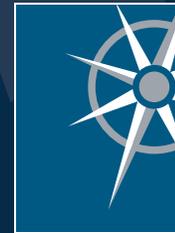
Because of Sadis & Goldberg's market leading practice in financial institutions and investment funds, the firm refers an exceptional number of mandates to other professionals globally. "We enjoy very strong relationships with leading offshore legal counsel and other professionals in leading international centers of onshore and offshore finance, such as the Cayman Islands, Bermuda, British Virgin Islands, Luxembourg, Ireland, United Kingdom, Jersey, Guernsey, Malta, Mauritius, Cyprus and Hong Kong," states Geffner. "By virtue of representing several hundred alternative investment vehicles throughout the world, our market share gives us a unique perspective on the global investment funds industry, and the financial services industry in general." ●

**"We pay attention
to detail and cater
to our clients."**

WE PRACTICE LAW

BUT WE LIVE BUSINESS

Sadis & Goldberg represents over 600 hedge and private equity funds. Above all else, we value our client relationships. Our attorneys strive to provide excellent, consistent, practical and efficient legal services. We distinguish ourselves from other law firms by assisting our clients in the development of their businesses. This comprehensive approach has often earned us recognition as one of the top five law firms in the U.S. for our hedge fund practice. Invest a few minutes to learn what our attorneys can do for your business.



SadisGoldberg^{LLP}

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*Hedgeweek USA
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*2013 - 2016
Lawyers World*

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*Finance Monthly
2010 - 2016*

* Financial Services Industry
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*Acquisition International
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* Law Firm of the Year
*DealMaker Law Awards, 2011 - 2015
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