

Fund Finance Friday



Sarah Lobbardi Launches Avardi Partners

July 31, 2020 | Issue No. 88



Sarah Lobbardi has launched Avardi Partners, an independent debt advisory boutique focusing on the fund finance market.

Sarah has worked in private debt markets and corporate finance for over 14 years. She has more than a decade's experience in the fund finance space, originating and structuring over 80 transactions globally. In 2018, after seven years at Lloyd's Bank delivering financing solutions for the largest financial sponsors, she launched the first dedicated fund finance advisory team in the world at Validus Risk Management.

Her new venture will support fund managers seeking new financing solutions, refinancing and loan agreement amendments. Avardi will cover the full range of fund finance products and offer bespoke financing solutions tailored to suit the specific needs of funds through all their different life cycles (capital calls, asset-backed lending and hybrid facilities, liquidity needs, GP leverage and structuring issues).

Sarah has assembled a strong senior team of six people with a long-standing track record in debt markets, having executed over 250 transactions worldwide.

"I am really happy to launch an independent practice that will focus on fund finance as well as provide a full range of services to our clients," Sarah said. "Our expertise, network and market knowledge will get clients the best offer available in the market, allowing them to focus their time and attention on their business. Our launch is timely, as sourcing financing solutions are harder than ever. Lenders are more diligent, pricing has increased materially and there is a massive spike in NAV line demands, with only few lenders providing them."