

# Auxillias now offering board advisory services to clients

**Recognising the increasing commercial complexity of investment decisions, we are delighted to let you know that we have now added asset and motor finance board advisory services as part of Auxillias' wider offering to clients.**

Do you have a business challenge you need help with? We know that making big operational decisions at the same time as running a business isn't easy. And if you combine that with a need to constantly improve efficiencies and grow your business, it often makes sense to engage outside expertise to help develop strategies and plans.

By partnering with **IAA Advisory**, we can now provide clients with both specialist compliance and legal advice, as well as wider industry board advisors. All our experts are highly experienced, senior individuals in the industry who are well-versed in helping businesses navigate the complexities of strategy and the dynamics of industry change.

This new offering will provide you with clear advice and independent insight, help you identify new business opportunities and act on them effectively.

## Who is this service aimed at?

We work with mainly – but not exclusively – with management teams, focusing our energy and expertise on aspirational and growing businesses where the operations team and board want to succeed and make a difference.

## How does it work?

Our board advisory offering will be available both as a bolt-on to our **'On Demand'** retainer service and as part of **Auxillias Flex**, our consultancy services offering, providing you with extra support whenever your business journey needs it.

We can help you by providing:

- A review of:
  - asset-finance products (HP, finance lease, operating lease, secured loan etc.) and structures
  - providers (including asset specialists, residual specialists)

- asset acquisition finance policies (lease vs loan vs cash etc.)
- documentation / contacts
- Asset-specific advice
- 'As a Service' overview
- Refinancing and funding options
- Complex transaction support (structure, risk, funding etc)
- Tax and accounting advice (leasing/asset-finance related)
- People services for senior team members, including coaching/mentoring
- Retained board advisors and other senior staff – including non-exec and interim roles
- Compliance advice and support
- Major work-out/recovery strategies and support
- Legal advice and support

## The team

Whether you're a business preparing to scale, or a firm looking to improve processes and unlock efficiencies, our team of asset and motor finance consultants have the depth and breadth of expertise in the industry, the connections and the hands on experience to help you.

Our core team is below, but depending on your requirements, we also have a wider-base of consultants:

### Jo Davis, Auxillias (legal and compliance board advisor)

Jo has over 20 years' experience at a senior level and co-founded Auxillias, a law firm that specialises exclusively within the consumer, motor, asset finance and leasing sectors, in 2020. She provides financial services advice (non-contentious and contentious) across a wide range of finance products and helps build online finance platforms for the broker and the lending market. Jo provides legal counsel and compliance and regulatory advice to her clients and has been ranked by Chambers as one of the leading lawyers in the UK in consumer finance since 2009. Jo also sits on the Leasing Foundation and the CCTA board as well as being a board advisor to two fintechs.

### **Daksha Mistry, Auxillias (legal and compliance board advisor)**

Daksha has worked within the banking and financial services for over 20 years, working for a number of major law firms in the UK, and as an in-house solicitor at GE Capital. For seven years she was also involved in supporting businesses and leading major projects as an in-house consultant at many large banks. Daksha's legal, regulatory and compliance expertise comes from working on both contentious and non-contentious matters on technical Consumer Credit queries and FCA rules and regulations. Daksha has also assisted a number of new start-ups to launch their businesses within the financial services sector and more recently on customer digital platforms where she helps brokers and lending clients to build compliant online finance platforms.

### **Lindsay Town, IAA Advisory (wider industry board advisor)**

Lindsay has over 45 years' experience in the asset finance and leasing industry. He has had direct involvement with almost all sectors of the industry, ranging from point-of-sale consumer auto through to high-value cross-border marine, rail and aerospace. He has held senior roles in various organisations including Barclays, Lloyds, HBOS, PWC, including working in the USA. Lindsay was previously a board director of the Finance & Leasing Association.

### **John Batty, IAA Advisory (wider industry board advisor)**

John is an expert in credit and risk management with a 35-year track record in international banking, leasing and asset finance. His broad experience of different cultures and business environments helps him to operate well in new markets and with novel transactions. John also has extensive M&A experience



In addition to John and Lindsay, IAA brings a wide range of additional skill and experience to a client's requirements. IAA has deep skills in individual asset classes (e.g. the specialist IT leasing market), risk policy analysis, funding, acquisition and disposal strategies. The experience ranges also into non-UK areas as well as more complex assets and structures (e.g. aerospace and marine as well as utilities). From a leadership perspective IAA brings considerable "people skills" in terms of senior level recruitment/coaching, management team reviews and preparation for major events such as sale, major funding and similar key events.

## **Benefits of the Auxillias board advisory offering**

- Improves your business' key strengths and growth opportunities
- Helps you evaluate new ideas and strategies
- Provides an external perspective when it comes to decision making
- Creates accountability and keeps you on track with your overall business goals
- Makes useful introductions
- Supports new business

## **Next steps**

Schedule a free hour initial virtual consultation with our team by **filling out this form** to tell us what you would like support on. Alternatively you can call or email us on the details below. We can then provide you with a fixed quote based on our consultant day rates.

Understanding your requirements is the first step towards helping you to achieve your business ambitions.

Whatever your goal, we can help. Speak with our experts today to discover how we can help transform your business.

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