

# Exton Advisors



## Exton Ranked Band 1 by Chambers & Partners

Lucy Glyn · Tuesday, June 25th, 2024

We are thrilled to have been listed by Chambers & Partners in Band 1 for our litigation funding advisory practice. This recognition is a testament to our commitment to excellence and the trust our clients place in us.

Co-Founder, John Astill, says, *“We are extremely proud of how far we’ve come in such a short space of time. Our success is a direct result of the support and trust from our clients, We owe our achievements to their belief in our vision.”*

At the heart of Exton Advisors lies a simple but powerful vision: to create a more efficient transparent, and equitable market for the financing of legal assets through high quality independent advice.

Our journey began when our co-founders, John Astill and Hash Dave, working in the litigation risk insurance and special situation investing, respectively, noticed a growing chorus of questions from clients about securing funding for their claims. These inquiries came not only from claimants but also from law firms, highlighting a

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significant gap in the market. John and Hash saw an opportunity to offer a service that transcended traditional brokerage – a service that provided tailored advice and comprehensive transactional support.

Reflecting on the early days, John recalls, *“I was constantly approached by clients seeking more than just litigation insurance solutions. They needed guidance on how to navigate the complex landscape of litigation funding. It was clear that there was a real need for a dedicated advisory service.”*

To bring this vision to life, John joined forces with Hash, a collaboration that was a natural fit, blending expertise from both the insurance and finance sectors to create a holistic advisory service. *“When we discussed the idea, we immediately saw the potential. Our combined experience meant we could offer something truly unique to the market,”* says Hash.

Our journey has been supported by the unwavering backing of Hambleden Capital, to whom we are immensely grateful. Their belief in our vision and support has been instrumental in our growth.

Today, our team comprises five dedicated individuals, each bringing a wealth of experience and a shared commitment to transforming the litigation funding landscape.

Our team members come from diverse backgrounds, enhancing our ability to provide well-rounded advice. Tom Steindler hails from an insurance and litigation finance brokerage background, whilst Lucy Glyn comes from a career as a transactional lawyer and has previously worked for a major litigation funder and Matt Lo is a former disputes lawyer with strong experience in litigation finance.

Together, we are driven by a common goal: to make the litigation funding industry more efficient, transparent, and equitable.

At Exton, we offer a variety of both transactional and advisory services to meet the needs of all stakeholders including, corporates, insolvency practitioners and law firms who are seeking to finance or monetise their legal assets, either in the UK or internationally.

We have a wealth of transactional experience, ranging from the financing of single claims to the monetisation of portfolios and have acted as the exclusive advisor to law firms and corporates looking to establish dedicated litigation finance vehicles.

We also have a strong advisory practice advising law firms on fee structures, contingency fee pricing and modelling and portfolio financing for firms looking to leverage litigation finance as a strategic business investment for expansion that minimises risk and cost. We also advise to law firms and claimants seeking “fairness opinions”. We believe we adopt a unique position in the market with the independence, industry oversight and expertise needed to give commercial advice of this kind.

Our hard work and dedication since our inception just 6 years ago have not gone

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unnoticed and are thrilled to have been listed as a Band 1 advisory practice.

As we look to the future, we remain focused on our mission to innovate and lead in the litigation funding advisory space. Our journey is just beginning, and we are excited about the possibilities ahead. We extend our heartfelt thanks to all our clients and partners who have been part of our journey. Your support fuels our passion and drives us to continue striving for excellence.

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