

About Bank Leumi (UK) plc...

Bank Leumi (UK) provides a wide range of financial services to UK and International clients and is one of the largest subsidiaries of the Bank Leumi Group. In Israel, Bank Leumi's parent company has a dominant share of the domestic banking market and has the largest overseas network of any Israeli bank, with more than 80 offices in 21 countries.

Founded over 100 years ago in London, Bank Leumi (UK) continues its focus on the highest standards of customer service and has an established reputation as a true relationship bank, offering a full range of banking facilities to both commercial customers and private clients.

As a first class boutique bank, our specialist, experienced teams have expertise in structuring bespoke financing facilities. Where speed is critical, we provide an unbeatable service supported by fast decision making and excellent execution capabilities.

We enjoy a high reputation in the marketplace for our expertise in:

- Commercial banking
- Trade finance
- Property finance
- Commodity finance
- Media finance
- Executive mortgages
- Israel-related business
- Private banking
- Wealth Management

Deal focus: Bank Leumi (UK) provides funding to specialist food importer & distributor, Ivory & Ledoux to facilitate business growth

Bank Leumi (UK) has been supporting Ivory and Ledoux since March 2009. Based in North West London, Ivory and Ledoux are importers and distributors of canned foods, trading fruit juice concentrates, purees and tomatoes to a worldwide market. In addition, the business specialises in the supply and sourcing of raw materials and ingredients for a variety of food industries and has built a strong reputation in the industry.

Bank Leumi (UK) has much expertise in trade finance and was able to provide the required facilities and funding structure, allowing the business to move forward. The finance from Bank Leumi (UK) consists of a multi option facility for working capital and trade finance.

Boris Ben-Ari, Finance Director at Ivory and Ledoux,



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comments: "We have a very good relationship with Bank Leumi, with direct access to decision makers who give us prompt responses when we need them. The Leumi online banking system is very effective and provides the information we require."

Bank Leumi (UK) takes the time to understand their clients' needs and builds long term, trusting relationships. As a first class boutique bank, their focus is on true relationship banking and the highest quality, professional service.

About Leumi ABL...

Leumi ABL is the specialist asset based lending subsidiary of Bank Leumi (UK) plc, offering a full range of tailored asset based lending products to growing businesses to improve their working capital.

As clients seek to maximise funding available, the market appetite for structured asset based lending facilities is growing. By combining Leumi ABL's invoice finance, stock finance and plant & machinery facilities with the tailored solutions from Bank Leumi (UK) plc, clients can very often benefit from higher levels of funding than could be obtained elsewhere. Operating across a variety of sectors, Leumi ABL can provide funding of up to £25m.

The combination of Leumi ABL's personal and pragmatic approach, continued focus on excellent client service and the ability to react speedily has resulted in them winning several national awards, including the ACQ award for 'UK Asset Based Lender of the Year - 2010.



Getting On With Your Business

Deal focus: Bank Leumi (UK) steps up to provide a \$13m multi option facility to Landauer, an established trader of seafood products.

In a refinancing deal completed in April 2010 Bank Leumi (UK) provided a new facility to London-based Landauer, a well established specialist trader in seafood products.

Landauer had been very keen to find a new bank, having had a couple of banks withdraw their facilities on exiting the market the previous year. Bank Leumi (UK) provided a \$13m multi option facility for working capital and trade finance.

As one of four banks supporting Landauer, Bank Leumi (UK) took particular care to structure the deal and documentation to accommodate the various requirements of all of the lenders involved. Specialists in trade finance, Bank Leumi (UK) were able to provide the facilities and structure required by the client.

Andreas Georgiou of Landauer comments: "The facility from Bank Leumi is very good, giving us much needed flexibility on the cash facility. We have a very close relationship with our account manager



and speak frequently with him. This creates lots of transparency and when we needed a facility increase, the Bank responded positively and quickly to our request. At a time when the general mood in banking is to be extremely cautious and reserved, it is good to know we have a relationship with Bank Leumi that is based on trust, open communications and a real understanding of how our business operates."

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To find out more about Bank Leumi (UK) please get in touch.

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To find out more about how the combined strength of Bank Leumi (UK) and Leumi ABL has helped boost business funding, visit:
www.bankleumi.co.uk and www.leumiabl.co.uk



together we go further