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leumi

Bank Leumi (UK) plc

together we go further

## 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
- Executive mortgages
- Media Finance
- Israel-related business
- Private banking
- Wealth Management

## Deal focus: Deal focus: Bank Leumi (UK) provides funding to support Galliard Homes' development projects

Bank Leumi (UK) has recently completed a number of transactions with Galliard Homes Limited to support their development projects in London. Galliard specialises in the development and sale of residential property.

George Angus, Group Controller at Galliard, commented: "We have dealt with Bank Leumi previously and there was a very good relationship between our Managing Director and senior members of the Bank. Every effort was made to support the deals and we have been very impressed with the Bank's communication with us, especially when minor difficulties arose. We feel confident we have a fully supportive and strong financing partner."

Transactions recently carried out under the Galliard Homes connection include Pathmanor, Wapping Riverside and Finchley Road.

The Pathmanor deal saw Bank Leumi (UK) providing a £6m facility to assist with the acquisition



of a portfolio of residential and garage blocks. Approval of the facility was achieved promptly, meeting the very tight scheduled completion dates.

A £4.47m facility was provided to support the Wapping Riverside transaction - the purchase of a commercial property in Wapping High Street where planning consent

is being processed for a residential development scheme. Approval for the facility was obtained within only ten days of first contact, with funding made available two weeks later.

Bank Leumi (UK) also assisted with the purchase of the Smiths Building in Finchley Road, by a newly incorporated Special Purpose Vehicle. The borrowing company was a Joint Venture between two well respected clients of the Bank: Galliard Holdings Limited and Albany Homes International Limited. A £7.368m facility was provided to assist with the purchase of the property and the subsequent planning costs for a residential development.

## 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 being awarded 'Alternative Finance Provider of the Year' - in the prestigious 2010 M & A Awards.



Getting On With Your Business

## Deal focus: Bank Leumi (UK) provides funding for prestigious new Berlin hotel development

Bank Leumi (UK) Plc is providing funding to support the development of a major hotel project in central Berlin by Precise Hotels.

Precise Hotel Collection operates in the German hotel real-estate market and has already managed the process of acquiring eight hotels located throughout Germany during the past two years.

Bank Leumi (UK) has provided a €23m Euro financing facility to assist with the purchase and subsequent conversion of this landmark historic building into a hotel. The funding takes the form of a loan over five years and will support both the acquisition of the property and its conversion into a hotel.

Ron Ben Haim, CEO of Precise Hotels, already knew the property team and directors at Bank Leumi (UK) and from past experience felt confident in the Bank's ability to finance hotel



acquisitions: "We fully trust Bank Leumi's professional approach and know that the support we will receive throughout our relationship will be first class."

As with many financing opportunities of this scale, there were technical and legal challenges to overcome. Ron Ben Haim added: "By working closely with the property team we were able to overcome these difficulties through their helpful support and

mutual trust. Whilst we may not have always achieved our funding targets, at all times throughout the sales process we were convinced that the Bank's decisions and reasons behind them made good sense. Their offer and conditions were clearly presented which gave us confidence that the approval process would go smoothly and without delay, creating the successful outcome we needed."

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

**Malcolm Bloom** Vice President, Property Finance

Email: [mbloom@bankleumi.co.uk](mailto:mbloom@bankleumi.co.uk) Dir: +44(0) 20 7907 8184

Head Office: Bank Leumi (UK) plc, 20 Stratford Place, London W1C 1BG  
Tel: +44 (0) 207 907 8000 Fax: +44 (0) 207 907 8001

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](http://www.bankleumi.co.uk) and [www.leumiabl.co.uk](http://www.leumiabl.co.uk)



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