

## Leumi Invoice Finance - accessible, workable finance

The business press continues to be littered with stories of the struggling SME sector and there's no doubt the market is still having a tough time. The restricted availability of finance from the more traditional, mainstream high street clearing banks has prompted the embattled business sector to seek more flexible and robust sources of funding.

2009 saw the launch of Leumi Invoice Finance aimed at helping businesses, including new starts, with funding requirements up to £1m. The launch of Leumi Invoice Finance was perfectly timed. We are actively supporting the regional business communities to help boost the cashflow of numerous healthy businesses, and work with clients from a broad range of sectors, including recruitment, engineering, distribution, healthcare, printing and construction.

Providing factoring and invoice discounting with the option

of a bad debt protection service, Leumi Invoice Finance takes a highly personal and flexible approach to doing deals across a wide range of sectors.

We've had a tremendous response from both dealmakers and clients, and Leumi Invoice Finance continues to grow, winning many interesting new deals – whether supporting new starts, pre-packs, refinancing or organic growth. As businesses across the UK increasingly seek flexible and reliable forms of funding to support current and future growth, Leumi Invoice Finance is well placed to provide a fast response and assist growth in continuing uncertain times.

For opportunities of up to £1m funding, please contact the Leumi Invoice Finance team...



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Leumi ABL Limited trading as Leumi Invoice Finance. Leumi ABL is part of Bank Leumi (UK) Plc which is authorised and regulated by the Financial Services Authority.



## Leumi ABL online.

Check out our new website at [www.leumiabl.co.uk](http://www.leumiabl.co.uk) where you can find out more about the Leumi ABL approach to financing business growth, read about the experiences of some of our clients, view our recent deals and press coverage, as well as meet the team.



## About Leumi ABL...

Leumi ABL operates across a variety of sectors to improve the working capital of our clients with a full range of asset based lending products. We provide invoice finance, stock finance and plant and machinery finance. In conjunction with our parent, Bank Leumi (UK) plc, we can also offer trade finance, property finance and commercial banking. Our flexible approach and ability to structure multi-facility deals can often result in higher levels of funding for our clients. We support businesses with funding requirements from £1m to £25m.

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Getting On With Your Business



ABL multi financial award winners 2010



ALTERNATIVE FINANCE PROVIDER 2010



ASSET BASED LENDER OF THE YEAR - UK, 2010



ABL FIRM OF THE YEAR - UK, 2010



ABL FIRM OF THE YEAR 2010

# VIABILITY

The newsletter of Leumi ABL



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## 5 Years On...

"So where do you see yourself five years from now?"

It's one of those questions most of us have faced at some time as we stared hopefully into the interviewer's eyes, wishing the job was in the bag.

Back in 2006 we had a clear goal. We set out to make Leumi ABL a leading ABL provider in the UK market, moving between being a mid tier and high end ABL provider. Now, five years on and with your continuing support, we're very pleased to say we've done just that. It may not have been exactly the path we envisaged but the highs and lows of the journey have been all the more interesting!

We've seen the mood in the market change too over that period. ABL continues to grow in popularity and is being seen less as an 'alternative' form of funding, in many cases being considered as the first choice. This positive trend looks set to continue as banks, advisers and companies have all recognised that an ABL solution provides a progressive and flexible way in which to fund the working capital and can bring much flexibility when supporting MBOs and MBIs.

M&A activity is on the increase and we have seen an increase in the number of businesses seizing growth opportunities born out of recession. This all creates opportunities for ABL and Leumi ABL grew both its client numbers and its portfolio size during the recession.

Product awareness is increasing and there is now a greater appetite to use stock and machinery as solid collateral. This section of our book has grown and proposals coming through are beginning to relate to larger and more multi-asset based deals.

We also launched a new division, Leumi Invoice Finance, focusing specifically on those businesses with funding requirements of up to £1m and this has flourished at a time when credit lines from traditional sources continue to be squeezed.

So what will the next five years bring? Leumi ABL's approach is to work with a good quality management team, with a good quality business plan who are offering a good quality product. This maxim will continue to stand us in good stead, whatever happens in the wider market, allowing us to assist business growth across a broad range of sectors as the economy recovers.



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## Leumi UK - It's all about relationships

It really doesn't seem that long ago since Leumi ABL was the new kid on the ABL block, yet here we are five years on with a well respected and very active brand in the UK deal-making community.

The team has done a phenomenal job at building their profile while continuing to structure deals that give clients the flexibility and funding they need to drive growth.

The five year period since the launch of Leumi ABL has been one of unprecedented change. Just think, five years ago people rushed to invest in Icelandic banks; businesses had liberal access to credit and Twitter had only just launched!

Whilst the world has changed in all sorts of ways, Leumi UK continues to provide consistency and stability to clients. Leumi UK has been doing this for 109 years and I'm very pleased that Leumi ABL is being widely recognised for offering the same service ethos based on a first class personal service.

Building and supporting longstanding relationships is what we do best because we've always done it that way. We know it's what our clients truly value, and never more so than in today's constantly changing business world.

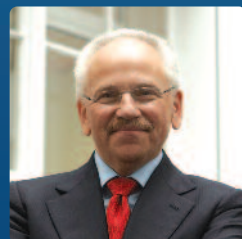
Many financial organisations remain nervous following such a tumultuous period, and this provides us with the

opportunity to step in and provide a traditional relationship service, supporting our clients through difficult as well as good times.

An increasing market appetite for innovative financing solutions has prompted Leumi ABL and Bank Leumi (UK) to join forces on many occasions. Recent deal structures have included combinations of invoice finance with trade finance, property finance or commercial banking.

Yorkshire-based distributor, Primeur, is one recent client to have been supported by a new £2.7m ABL facility comprising a £1.5m invoice discounting facility provided by Leumi ABL, with a further £1.2m from Bank Leumi (UK).

We are ready and able to do more joint deals where our combined product knowledge and shared focus on client relationships can create a market beating offering to assist the growth of good businesses.



**Larry Weiss**  
CEO, Bank Leumi (UK) plc

## Deal focus

### Ash and Lacy:

**Leumi ABL's multi-asset ABL package supports Midlands BIMBO**



Leumi ABL has assisted the BIMBO of Ash and Lacy Building Systems, a £30m turnover manufacturer and distributor of metal roofing and building envelope systems.

Ash and Lacy has been bought by incoming management from former owner Hill and Smith Holdings Plc based in Solihull. It is being divested as the Group concentrates on UK transport infrastructure projects and galvanising.

Introduced to the opportunity by Cattaneo LLP, a professional, advisory and corporate finance boutique in Birmingham, Leumi ABL provided a total asset based lending package of £6.85m, comprising a £5.75m invoice discounting facility, £0.75m stock finance plus £0.35m plant finance.

The buyout team includes chartered engineer, Jonathan Evans, who joins the company as Chief Executive. Ian French, a former director of Hill and Smith, will be Commercial Director.

Commenting on the financing deal with Leumi ABL, Jonathan Evans says: "Despite a short timescale, Leumi reacted quickly and enthusiastically throughout. We felt convinced that we were working with people as committed and passionate about their business as we were about ours."

Jason Holland, Leumi ABL Midlands Regional Sales Director adds: "This change in ownership is a tremendous opportunity for Ash and Lacy. Having been in business for more than 140 years, the brand is synonymous with quality engineering and the majority of their products are leaders in their markets in the UK. We look forward to supporting the business as they increase their presence in new markets."

### Bristol & London:

**Leumi ABL helps drive successful growth for Bristol-based prestige car hire specialist**



Leumi ABL has provided financing to Bristol & London Plc, the UK's leading provider of prestige car replacements.

Established in 1998 in Portishead near Bristol, the company specialises in accident management for drivers of prestige cars. With an extensive fleet of quality marque cars, they provide replacement vehicles on a hire basis to individuals who have been in an accident, where the fault lies with another party, whilst their own car is being repaired.

Having been introduced to the opportunity by one of their competitors for whom it was too large, Leumi ABL provided an invoice discounting facility to replace the client's bank funding in full and to provide additional working capital.

Richard Abel, CEO at Bristol & London, felt that invoice discounting was the way forward to boost the company's working capital: "After considering a number of potential finance providers it was clear that Leumi ABL stood out from the others. They took the time to understand the finer points of our business and I was impressed by their efficient and proactive approach. We look forward to Leumi ABL's continuing support as we continue to expand our business."

Jonathan Hughes, Regional Sales Director at Leumi ABL, adds: "This deal was characterised by a very unusual debt type and by complex security, and as a result took seven months to complete. One unusual aspect of the way the company does business is that it gives extended credit to its customers, who are all insurance companies, and so we offered extended financing. No-one else in the invoice finance market has the flexibility to offer this. We believe Bristol & London is poised to see some healthy turnover growth and we look forward to supporting Richard and his team as they continue their expansion plans."

## Recent Leumi ABL deal successes

The Leumi ABL client base is enjoying some impressive growth, we're seeing an increasing number of opportunities for multi asset-based deals and we're very proud to be winning national industry awards for ABL. Thank you for your support and we look forward to working with you on any new deals throughout the remainder of 2011.



Specialist manufacturing business required funding to support acquisition in aerospace industry.  
**Leumi ABL provided**

**£3m CID facility**



Manufacturer of metal roofing and building envelope systems required ABL package to support BIMBO.  
**Leumi ABL provided**

**£5.75m CID facility + £0.75m stock finance + £0.35m plant finance**



Supplier of home textile products required flexible ABL package to support MBI.  
**Leumi ABL provided**

**£6m CID line + £4m stock finance**



Doormat & textiles distributor required ABL package.  
**Leumi ABL provided**

**£1.5m CID line + £1.2m from Bank Leumi (UK)**



Prestige car hire specialist required funding to boost working capital.  
**Leumi ABL provided**

**£1m CID facility**



Long-established security services business required flexible funding to support growth plans.  
**Leumi ABL provided**

**£5m CID facility**