

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: Bank Leumi (UK) steps up to back Yorkshire business, White Horse Machinery

Operating in an ever increasingly competitive worldwide market, leading supplier of pre-owned and reconditioned printing equipment, White Horse Machinery (WHM), has now switched all of its commercial banking to Bank Leumi (UK).

Based in Garforth near Leeds, WHM's reliance on strong banking facilities allows them to purchase presses for stock, giving them the ability to offer customers a large selection of late model printing presses. Like many businesses, WHM went through a difficult trading patch due to the economic downturn, causing Robin Vauvelle, chief executive, to re-think the company's business model.

Whilst the business already had a proportion of its banking with Bank Leumi (UK), their main banking relationship was with one of the high street clearers whose reaction during recent tough times was to ask for repayment. By contrast, Bank Leumi (UK) preferred to take the approach of supporting their client of eight years standing to help them through the temporary difficulties.



"Leumi really stepped up to the mark... providing much needed flexibility at just the right time"

Robin Vauvelle determined that some outside assistance by way of a 'company doctor' was appropriate and the latest financial results show that WHM has recovered. Their commercial banking relationship is now 100% with Bank Leumi (UK).

David Gravells, WHM chairman is convinced that the excellent relationship the business has with Bank Leumi (UK) has made all the difference: "Leumi really stepped up

to the mark and have been steadfast in their banking support, providing much needed flexibility at just the right time. Because they know us well, they are able to anticipate our needs and provide a first class, very efficient and responsive service."

Steve Cooper, Bank Leumi (UK) regional manager, commented: "WHM's future looks a lot brighter. Their new chairman has been able to stand back from the business and take a comprehensive overview, with a thorough overhaul of the costs and business model, and there is a clear focus on specific goals. We at Bank Leumi (UK) are delighted to be supporting WHM as they continue their growth strategy."

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 'Alternative Finance Provider of the Year' in the 2010 M&A Awards, as well as 'Asset Based Lender of the Year - UK' for the second successive year in ACQ Magazine's Country Awards for Achievement.



Deal focus: Bank Leumi (UK) and Leumi ABL join forces to provide a comprehensive refinancing package to distributor, Primeur.

Bank Leumi (UK) and Leumi ABL have combined forces to provide a refinancing package to £16m turnover doormat and textiles distributor Primeur, based in Bingley, Yorkshire.

Primeur are market leaders in the supply of domestic doormats, and their product portfolio also includes rugs, cushions, bathroom textiles and beanbags. They have long standing relationships with the majority of the UK's major DIY, supermarket, departmental and discount retailers.

Primeur's RBS facilities were replaced by a new £2.7m asset based lending facility, comprising a £1.5m invoice discounting line provided by Leumi ABL, supported by a further £1.2m from Bank Leumi (UK). The new working capital facility will allow the business to take advantage of its strong position in the market, grow its market share further and develop new product opportunities.



Ian Brazier, Finance Director at Primeur, comments: "The Leumi team really stood out as they were prepared to genuinely understand our business requirements. They focused very much on what we needed and worked very closely with us to explore how everything could work. It was clear that they wanted to ensure that their proposal was exactly right for our business."

Steve Cooper, Regional Manager at Bank Leumi (UK), explains: "Primeur has a strong customer base and is a market leader in the UK. This new financing facility will allow the company to continue their growth plans

over the coming years."

John Walsh, Regional Sales Manager at Leumi ABL, adds: "We're very proud to be supporting local businesses and will continue to work closely with the Yorkshire dealmaking community to assist the working capital requirements of businesses that are looking to move forward in such uncertain times."

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