

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
- Israel-related business
- Private banking
- Wealth Management

Deal focus: Bank Leumi (UK) supports Oakgate's development of the Vangarde site at York

Bank Leumi (UK) has completed a deal with property developers, Oakgate (Monks Cross) Ltd, as they move ahead with plans to develop the 30 acre Vangarde site at York.

The developers have planning permission for 500,000 sq ft of commercial floor space on the site making Vangarde the biggest and best offer that York has. Additionally planning permission has been granted for a 320,000 sq ft data centre for a global financial institution.

Bank Leumi (UK) was introduced to Oakgate by their joint venture partner, Houltons of Hull, at a time when they were looking to refinance in a very difficult climate. Bank Leumi (UK) responded quickly and a £9m senior debt facility was provided. Speed was of the essence as one of the major challenges was securing planning permission for the project and the



financing was needed to continue holding the land. With planning permission granted and funding now in place, Oakgate is able to progress with their plans.

Richard France, Managing Director at Oakgate Group, acknowledges that Bank Leumi (UK) stood out from other banks

by taking the time to build the relationship and understand the true potential of the business opportunity: "This type of deal fitted very well with Bank Leumi's specialist expertise in property finance. Unlike many other banks, they were willing and able to support this project and from a financing perspective, it's been as straightforward as it could possibly be at the worst time in banking history. Credible and professional throughout, they have delivered exactly what they promised."

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 'UK Asset Based Lender of the Year - 2009' by ACQ Finance.



Deal focus: Bank Leumi (UK) provides £15m funding package to LNT Group

Leeds-based LNT Group has secured significant development funding from Bank Leumi (UK) which will see a £15m rolling facility support its newly formed subsidiary company Ideal Care Homes.

Ideal Care Homes will manage a range of care homes which will be designed, developed and built by sister company LNT Construction. With substantial growth aspirations, the company will operate largely in the North and Midlands.

Having been introduced to the opportunity by Leeds-based solicitor's, Cobbetts, Bank Leumi (UK) acted swiftly, finalising the deal in just seven days. Additionally, their package will sit alongside long-term financing from RBS, once all care homes are fully operational.

LNT Group Chairman Lawrence Tomlinson said: "At a time when many funders are unwilling to lend I was very impressed with how



fast Bank Leumi progressed the deal. The development facility will significantly aid Ideal Care Homes' growth over the coming year as we aim to expand care provision to an increasingly ageing population. I look forward to a long and productive relationship with Bank Leumi."

Meanwhile Steve Cooper, Bank Leumi (UK) Regional Manager covering the North East region, acknowledged the particular challenges in completing this deal: "There was a real need to act

quickly and terrific teamwork throughout Bank Leumi (UK)'s various departments, including direct involvement by our CEO, Lawrence M Weiss, and Head of Corporate Banking, Collin Cumberland, allowed this deal to progress in record time. In addition, it was vital that we worked collaboratively with the client's existing bankers so that a practical working partnership could be forged between the two banks which would support the client's future growth ambitions."

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