



leumi
ABL

Getting On With Your Business

Summer 2016



VIABILITY

LEUMI ABL 10TH ANNIVERSARY NEWSLETTER

It's our 10th Birthday!

Leumi ABL is very proud to be celebrating our 10th anniversary. How times have changed since 2006 – the year when Twitter was launched and the term 'credit crunch' was still to enter the lexicon with an entry in the Concise Oxford English Dictionary.

Over the decade we've supported many businesses with ABL facilities across the UK and some in Europe and in that time we have grown our own team from 8 when we launched to 45 of us today.

It's been a time of great change and there are many highlights.

Our Brighton Head Office has expanded and is now joined by our Northern Operational office in Manchester, plus four Regional Sales offices giving full nationwide coverage.

Our product range has extended to being a full ABL suite including five year term loans and trade finance, thereby providing full working capital funding options to businesses with funding requirements from £1m up to £30m.

We currently have over 200 clients in our portfolio and c£500m of facilities in place, with an increasing proportion of £multi-million structured ABL facilities supporting larger businesses. We've also been working with an increasing number of Private Equity houses, a trend which is set to continue.

With your continuing support, we're delighted to be consistently winning industry awards, year after year for UK Asset Based Lender of the Year from ACQ, M&A and Dealmakers, amongst others.

A huge thank you to all of our introducers and clients for your continuing support and referrals. We can't wait to see what the next ten years will bring...



IN 2006...

- NASA's New Horizons spacecraft launches from Cape Canaveral Air Force Station in Florida, heading for Pluto to arrive almost 10 years later.
- Twitter.com launches – this is before most smartphones had touchscreens.
- The Queen celebrates her 80th birthday at Windsor.
- Italy won the World Cup in Germany, beating France on penalties in the final.



PREDICTIONS – THE NEXT TEN YEARS...

- Driverless cars...but still traffic jams!
- A reshaped Europe....but still discussion about it!
- Leumi ABL still progressing...still doing deals!




CASE STUDY: LIBERTY HOUSE GROUP

As the UK steel industry continues to generate headlines, Leumi ABL is delighted to have supported Liberty House Group with a £20m Asset Based Lending facility comprising of Invoice Discounting and Stock Finance. The facility will be utilised by Liberty Tubular Solutions and Liberty Distribution to deliver their ambitious growth plans that are already gathering pace. As part of Liberty Industries Group, the Liberty Tubular Solutions and Liberty Distribution Divisions are leading UK manufacturers, distributors and suppliers of steel tubing and specialist tubular components to the automotive and aerospace industries. The businesses are part of Liberty House Group, part of an international privately owned business specialising in metals trading and the manufacture and distribution of steel and advanced engineering products which employs c.3,000 people globally and has a current turnover of approximately \$7 billion.

Sanjeev Gupta, Executive Chairman at Liberty House Group, commented: *"Leumi ABL are an excellent choice of partner to fund our growth plans for this recent strategic acquisition for the group. They were able to work quickly and closely with us to deliver a flexible funding package that will support the growth of our new division. Liberty had access to key senior personnel at Leumi throughout the process which meant the financing was concluded in good time and in line with expectations, allowing us to move forward with our exciting plans for the business."*

Rob Wakeford, Regional Sales Director at Leumi ABL, added: *"We are delighted to support Liberty House Group at a time when the state of the UK steel industry is very much in the spotlight. The combination of Leumi's flexible and personal approach together with a credit decision made quickly meant that Liberty could move forward with the certainty of funding being in place. We very much look forward to working with the team at Liberty."*

CASE STUDY: KINDERTONS GROUP



Leumi ABL has provided a £18m structured Invoice Discounting facility to support the refinancing of Private Equity owned insurance services business, Kindertons Group. The refinancing provides flexible funding to support Kindertons' growth plans, both organically and through a targeted buy and build strategy.

Crewe-based Kindertons provides credit hire and accident management services to its customers, working with its partner insurers, insurance brokers and garage referrers. The Group also includes market leading motorcycle credit hire operator, Plantec and taxi credit hire operator, Sovereign Automotive. Kindertons is focused on providing exceptional customer service which is recognised by its referrers and customers.

Sovereign Capital, a UK Buy & Build Specialist Private Equity business, invested in Kindertons in 2013. Since then, the Group's revenues have grown significantly, to in excess of £90m in 2015. The Group generates over 35,000 vehicle hires per annum from its nationwide fleet of approximately 4,000 vehicles delivered from 14 depots.

Nigel Ward, Group Finance Director of Kindertons, said: *"We are delighted to have secured this funding from Leumi ABL to support our growth. Leumi have taken the time to understand the intricacies of our business and market and structured a facility to meet our requirements. We have already developed a close relationship with Leumi, successfully completed a further acquisition and look forward to their continued support."*

Rob King, Investment Director at Sovereign Capital, said: *"We approached Leumi due to their pragmatic style and ability to structure business-appropriate financing packages. Leumi has delivered a funding solution which provides significant flexibility to support the business's substantial growth."*

Martin Risman, Leumi ABL Regional Sales Director, commented: *"It has been a complex process and transaction during which we appreciated working with excellent teams at both Kindertons and Sovereign Capital. The structure of our facilities, aligned to the sponsor support, provides a solid funding base from which Kindertons can expand and further prosper."*

Leumi ABL was introduced to the transaction by Litmus Advisory. Legal advice to Leumi ABL was provided by Gateley plc and Pinsent Masons acted for Kindertons.

Supporting Private Equity

Leumi ABL has the expertise to provide tailored Asset Based Lending services to the Private Equity world with a reputation for delivering on innovative solutions in a timely and professional manner.

As BVCA members we work alongside the PE house community and have extensive, practical experience in leveraged ABL structures in conjunction with PE, having completed M&A transactions, refinancings, shareholder cash out and turnarounds.

Over the years we have done deals with over 30 different Private Equity houses and completed over 40 Private Equity deals.



PROPORTION LONDON (BrightStar Capital)

Leumi ABL provided a structured funding facility to support the management-led buyout of market leading visual merchandise manufacturer, Proportion London Ltd.

"As a growing manufacturing business Proportion London required a flexible funding solution. Leumi ABL along with BrightStar put together a package of financing which is adaptable and able to grow with the business."

Rob Donaldson, Head of M&A and Private Equity, Baker Tilly



AEROMET INTERNATIONAL (Privet Capital)

Leumi ABL provided a £9m structured funding facility to support an investor-led buyout of this leading aerospace components manufacturer. The facility included CID, stock, P&M finance and a term loan.

"A growing manufacturing business such as Aeromet required a flexible funding solution. Leumi, along with Privet, put together an acquisition package of financing which is adaptable and able to grow with the business. We look forward to working closely with Leumi ABL as we look to take forward the considerable potential of Aeromet."

Steve Keating, Privet Capital

YOUR LEUMI ABL SALES CONTACTS...



BOB RICHARDS

Regional Sales Director
- North West

brichards@leumiabl.co.uk
m: 07825 049 742



ROB WAKEFORD

Regional Sales Director
- London

rwakeford@leumiabl.co.uk
m: 07584 314 360



JONATHAN HUGHES

Regional Sales Director
- Thames Valley & South

jhughes@leumiabl.co.uk
m: 07584 630 762



JASON HOLLAND

Regional Sales Director
- Midlands

jholland@leumiabl.co.uk
m: 07824 486 820



MARTIN RISMAN

Regional Sales Director
- London

mrisman@leumiabl.co.uk
m: 07717 783 497



JOHN WALSH

Regional Sales Director -
Yorkshire & North East

jwalsh@leumiabl.co.uk
m: 07824 486 818

LEUMI ABL HEAD OFFICE:

Pacific House, 126 Dyke Road,
Brighton, East Sussex BN1 3TE
T: 01273 716 200 F: 01273 716 210

LONDON OFFICE:

20 Stratford Place,
London W1C 1BG
T: 01273 716 200 F: 01273 716 210

NORTHERN OPERATIONAL CENTRE:

15 Oxford Court
Manchester M2 3WQ
T: 0161 300 8655 F: 01273 716 210

LEUMI ABL REGIONAL OFFICES:

Midlands: One Victoria Square, Birmingham B1 1BD
Yorkshire: 2 Wellington Place, Leeds LS1 4AP
Thames Valley: Davidson House, Forbury Square, Reading RG1 3EU

To find out more please visit: www.leumiabl.co.uk



ABL MULTI FINANCIAL AWARD WINNERS 2015 - 2016

