

Winter 2021

# DEALS REVIEW 2020



BRIGHTON | LONDON | BIRMINGHAM | LEEDS | MANCHESTER | READING



**leumi**  
**ABL**

Completing deals, with confidence

# REFLECTIONS ON 2020

What a year! When we think back to this time last year, nobody could have predicted how quickly our 'normal' was set to change. Whilst we all pulled together and reacted to the onslaught of the pandemic, it was amazing to see just how rapidly we adapted when we had to. It felt like every aspect of our lives changed overnight... and who knew that people would be having family celebrations virtually by the end of the year!

Like many businesses, Leumi ABL adapted quickly to remote working and there was no disruption to our service. We did our best to support clients as they faced their own challenges; the introduction of CBILS helped and we continue to accept CBILS applications from eligible businesses.

Clearly there have been some winners and some losers, but hopefully all will recover. We have been impressed to see the determination and resilience shown by many of our clients throughout 2020, and feel very proud to have been in a position to support them through such exceptional times.

And just when we'd almost forgotten about it, there was Brexit... it seemed to just happen without the big news headline fanfare that we might have expected in better times, and so here we are with new rules to work with. Another new challenge for 2021!

We begin this new year with much uncertainty. The global health and economic challenges are daunting, however there is light ahead with the increasing rollout of the vaccine. Hopefully we can start to get back to some sort of normality come summer. We are all looking forward to seeing loved ones, re-opening our offices again and enjoying a holiday!



Thank you from all of the Leumi ABL team for your continuing support. Please do continue to get in touch with us to talk through any new deal opportunities.

Stay safe and well.

**Phil Woodward, CEO, Leumi ABL**

To find out more contact Phil Woodward on 07900 802774 or [pwoodward@leumiabl.co.uk](mailto:pwoodward@leumiabl.co.uk)

## CORONAVIRUS BUSINESS INTERRUPTION LOAN SCHEME



We are pleased to have been able to further assist our Clients during the pandemic following our accreditation in the Government's Coronavirus Business Interruption Loan Scheme. In conjunction with our flexible ABL funding solutions we have been able to provide our clients with much needed support at this difficult time. The Scheme deadline has now been extended by the Government until the 31st March 2021 - so there is still time for existing or new clients to benefit from this Government-backed scheme, further details can be found here:

[www.leumiabl.co.uk/coronavirus-business-interruption-loan-scheme-cbils](http://www.leumiabl.co.uk/coronavirus-business-interruption-loan-scheme-cbils)

## RECENTLY COMPLETED DEALS...



### SECURITY & FACILITIES MANAGEMENT BUSINESS

required funding to support growth ambitions

#### Leumi ABL provided

£6m structured ABL facility including CID + Term Loans



### PLACE BRANDING & DIGITAL SPECIALIST

required flexible funding to support growth plans

#### Leumi ABL provided

£multi-million ABL facility comprising CID + Property Term funding



### LONG-ESTABLISHED HAULAGE BUSINESS

required flexible funding to support planned growth

#### Leumi ABL provided

ABL package comprising £3.5m CID facility + £1.5m CBILS loan



### LEADING PARCEL DELIVERY & LOGISTICS BUSINESS

required finance to support acquisition and expansion

#### Leumi ABL provided

£17m structured ABL facility



### INTERNATIONAL PAPER CUP SUPPLIER

required flexible funding to support strategic growth plan

#### Leumi ABL provided

£multi-million CID + Plant & Machinery facility



### ANIMAL FEED PRODUCER

required flexible funding to support growth plans

#### Leumi ABL provided

£14.5m structured ABL package



### INTERNATIONAL FOOD GROUP

required funding to support growth strategy

#### Leumi ABL co-led

£74m club lending facility comprising £55m CID, £10m revolving credit facility + £9m term loan



### SUPPLIER OF VEGETABLES AND ARABLE PRODUCE

required flexible funding to support future growth

#### Leumi ABL provided

£multi-million ABL package comprising invoice finance, P&M + property finance



### RECRUITMENT BUSINESS

required structured finance package to support MBO and provide working capital

#### Leumi ABL provided

£15m structured ABL facility

# 2020 REGIONAL INSIGHTS

Looking back on a year of unexpected change and challenge, our Regional Sales Directors offer a few of their own personal perspectives...



## JASON HOLLAND MIDLANDS

**E:** jholland@leumiabl.co.uk  
**T:** 07824 486 820

"Restructuring specialists, apart from Retail, Casual Dining & Hospitality, remained busy but in many cases are not yet able to grow their top line."



## JOHN WALSH YORKSHIRE & NORTH EAST

**E:** jwalsh@leumiabl.co.uk  
**T:** 07824 486 818

"2020 saw Leumi ABL complete more complex, greater value ABL facilities in the range £2m - £37.5m."



## MARTIN RISMAN LONDON

**E:** mrisman@leumiabl.co.uk  
**T:** 07717 783 497

"2020 saw a record high level of funding enquiries, including CBILS applications."



## JONATHAN HUGHES THAMES VALLEY & SOUTH

**E:** jhughes@leumiabl.co.uk  
**T:** 07584 630 762

"I have been very impressed by the resilience shown by many companies in the region."



## AUSTIN THORP NORTH WEST

**E:** athorp@leumiabl.co.uk  
**T:** 07769 361875

"Despite the unique challenges, we continued to complete deals from initial introduction to completion during the Covid restrictions, and adapted successfully to new working practices."



## RYAN WHITWORTH LONDON

**E:** rwhitworth@leumiabl.co.uk  
**T:** 07824 486 819

"Our reputation of speed, dependability and flexibility are well earned and I think that we are well placed to help UK companies as they seek to rebuild and grow in the aftermath of Coronavirus."

## LEUMI ABL HEAD OFFICE:

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To find out more please visit: [leumiabl.co.uk](http://leumiabl.co.uk)



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