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**Providing funding from £1m to £25m, Leumi ABL offers invoice finance, stock finance and plant and machinery finance, supported by trade finance and property finance facilities via their parent bank, Bank Leumi (UK) Plc.**

This year has marked the fifth anniversary of the launch of Leumi ABL and the team continues to work closely with dealmaking communities across the UK, earning a reputation for their flexible and highly personal approach to assisting business growth.

Managing director Phil Woodward commented: "Looking back, we are very proud to have built Leumi ABL into a leading ABL provider in the UK market, moving between being a mid tier and high end ABL provider. We continue to be recognised by the dealmaking community and are delighted to have added to our award wins this year, including the title of UK Asset Based Lender of the Year from Corporate International."

2011 has been a very successful year for Leumi ABL, which is confirmed by the number and scale of deals the firm has been involved in. In one recent deal Leumi ABL and Bank Leumi (UK) have worked together to provide a total funding facility of £9.44m to West Yorkshire-based business, Lambson Building Products Limited.

Mr. Woodward explained that Lambson Building Products is a profitable business involved in the sourcing, manufacture and supply of laminated timber boards to the leisure industry. The Leumi UK team has worked closely with the senior management to understand their particular challenges and structure an appropriate banking and ABL funding facility that would give the client the flexibility they needed to drive future growth in the UK and Europe.

The refinance and re-banking of Lambsons involved a £5m asset-based lending facility from Leumi ABL, plus £4.44m from Bank Leumi (UK) to support the business with stock finance, property finance, and a multi option and foreign exchange facility.

The client switched to Leumi UK when they became unhappy with the arrangements from their incumbent high street clearing bank, having experienced five changes of relationship manager and a lack of flexibility in the funding provided.

Now, as Mr. Woodward pointed out, in month three of their new relationship with Leumi UK, Glenn Monkman, managing director at Lambson Building Products, is very happy with the new arrangements: "We have dedicated support and any issues are resolved promptly and efficiently which is a welcome change for us. Due to purchases our business makes in euros and US dollars, we needed a facility that would give us real flexibility and we found that, unlike other organisations, the Leumi UK team took the time to listen to and understand our requirements and came up with a completely tailored solution."

In addition to the Lambsons deal, there are a number of other notable deal successes during 2011:

- Leumi ABL assisted the BIMBO of Ash and Lacy Building Systems, a £30m turnover manufacturer and distributor of metal roofing and building envelope systems. 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.
- Leumi ABL supported the Management Buy In of Dawson Home Group, a £30 million supplier of luxury home textile products, being sold by parent Dawson International Plc. The eight-figure asset based lending deal, consisting of an invoice finance facility and stock finance, will fuel further growth and help to strengthen Dawson Home Group's competitive position.
- Leumi ABL completed a refinancing deal with Nottingham-based Stehlin Hostag Ink UK, a £30m turnover distributor of inks, varnishes and consumables to the packaging and printing trade. Leumi ABL provided a £3.5m invoice discounting facility.

Further, in October this year Leumi ABL acquired a portfolio of clients from Coface. "This builds on our very successful growth strategy to date," said Mr. Woodward, "and we were very pleased to be able to extend our offering to assist the growth of

these additional clients. We have also continued to expand our team, particularly in client management, to ensure we continue to offer the level of personal support for which we are known in the market."

When asked about the main strengths of Leumi ABL, Mr. Woodward replied: "Clients often tell us that it is the combination of a highly personal and supportive approach together with our ability to structure a truly flexible and broad ranging asset-based lending facility that helps us to stand out from competitors."

"Because we are independent from the high street clearers, we can take a very flexible and innovative approach. Unlike many independent lenders however, Leumi ABL has the financial strength and stability afforded by being part of a major international financial group which has been in operation for over 100 years."

He continued: "As Leumi ABL was set up and is run by entrepreneurs, we have experienced all of the challenges that our clients face. We spend time to get to know our clients and focus on providing solutions that will give them the confidence to exploit future growth potential."

"Our broad ABL product capability, which includes stock finance and plant and machinery finance, is a real differentiator in today's market. By working together with Bank Leumi (UK) we have a market beating offering and businesses across a wide range of sectors have benefited from our ability to put in place a jointly structured funding facility."

"In today's uncertain markets, speed is often very important to the client. Our short decision making lines give certainty and fast credit approvals and continuing involvement of the senior team throughout the relationship all contribute to an efficient process."

According to Mr. Woodward, 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. He also claimed that during the last 12 months M&A activity has been on the increase and many businesses have been 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. We are well placed to assist businesses with regard to asset-based lending and we look forward to bright prospects in 2012," concluded Mr. Woodward.



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## You build the business. We'll build the confidence.

The flexibility and expertise of an independent, together with the strength and extended product range of its parent, Bank Leumi (UK) plc, make a winning combination. Specialising in structured ABL facilities up to £25m with exceptional levels of client service.



Manufacturer of laminated timber boards required flexible funding to assist growth  
**Leumi ABL provided**

**£5m ABL facility + £4.44m from Bank Leumi (UK) plc**

Corporate INTL  
Global Awards  
**2011**  
Winner

To find out more about the Leumi ABL approach to business call Phil Woodward on 01273 716 200 or email pwoodward@leumiabl.co.uk or visit [www.leumiabl.co.uk](http://www.leumiabl.co.uk)

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ABL multi financial award winners 2010

