



Getting On With Your Business

## PROVIDING CONFIDENCE TO YORKSHIRE'S GROWING BUSINESSES...



Asset based lending is increasingly seen as a versatile form of funding that can deliver much needed liquidity to growing businesses. Leumi ABL has seen an increase in dealmaking activity since the beginning of 2011 and a changing

trend in the type of opportunities coming through.

According to John Walsh, Regional Sales Manager at Leumi ABL, this is a notable shift: "During the past couple of years the focus has been on refinancing as businesses struggled to access the credit and flexibility they needed from their banks and were prompted to re-think their financing arrangements. Now the levels of introductory activity for transactions are catching up with refinancing opportunities, pointing to greater confidence in the business sector."

These are ideal scenarios for ABL and there has been a greater awareness of the ability to use stock and machinery as solid collateral. As a result, Leumi ABL is seeing increasing numbers of proposals coming through from corporate finance boutiques and venture capitalists for more multi asset based deals.

A number of Yorkshire businesses have turned to Leumi ABL this year to support their growth plans. One such business is Lambson Building Products Limited, specialising in the sourcing, manufacture and supply of laminated timber boards to the leisure industry. In this deal Leumi ABL and Bank Leumi (UK) have worked together to provide a total funding facility of £9.44m.

John adds: "We focus on providing solutions that will give our clients the confidence to exploit future growth potential and we look forward to assisting many Yorkshire businesses during 2012."

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