

Leumi ABL: powering business growth

As dealmaking activity gears up for 2012 we are pleased to see the growth of many of our client companies, coupled with an increase in M&A activity, writes Jonathan Hughes, regional sales director – Thames Valley & South, Leumi ABL

We are also seeing many companies currently refinancing, repaying overdrafts, acquisition finance and senior debt, using asset based lending. Leumi ABL is able to offer greater flexibility than bank owned invoice discounters, and our bespoke approach to funding mid-market businesses is winning recognition everywhere.

Over the past twelve months the asset based lending capability of Leumi ABL has supported a wide range of businesses. These included the BIMBO of Ash and Lacy Building Systems with a total asset based lending package of £6.85 million, comprising invoice discounting, stock finance and plant finance.

Increasing numbers of opportunities are benefiting from Leumi ABL's ability to put in place a jointly structured funding facility with Bank Leumi (UK) plc. In the case of Lambson Building Products Limited we worked together to provide a total facility of £9.44m.



With continuing economic uncertainty prevailing, many dealmakers are deciding to press ahead with growth plans, rather than wait for a complete recovery. Leumi ABL is working closely with the region's businesses and introducers to ensure that financing facilities are structured creatively so as to maximise growth opportunities. One such business is Dawson Home Group...

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Client case study

Leumi ABL completes eight-figure financing deal with Dawson Home Group

Leumi ABL has supported the Management Buy In of Dawson Home Group, a £30m supplier of luxury home textile products, being sold by parent Dawson International Plc.

The MBI team, Brookmann Global Sourcing Group, is headed by Brook Johnson and Myron Mann, US and Australian respectively. They began their search for financing by talking to some of the major UK banks, but when a friend in the US pointed them in the direction of Leumi ABL, discussions were soon underway.

Brook Johnson comments: "We talked through how we wanted to structure the business and were impressed by Leumi's entrepreneurial approach. We knew that these were people we wanted to work with. Having worked on many bigger deals than this one outside the UK, it's rare to come across the level of one-on-one attention that the Leumi ABL team put into this deal."

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.

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