



John Walsh, Leumi ABL (centre); Andrew Wilson (left) & Steve Cooper (right), Bank Leumi (UK) plc

Leumi ABL – Actively funding Yorkshire’s business growth

Key to successful and sustained growth is having the right financing package in place; one that provides the flexibility, consistency and support to see growing businesses through changing times.

Asset based lending specialist, 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.

John Walsh, Regional Sales Manager covering Yorkshire and the North East, has just been voted Asset-Based Financier of the Year in the 2011 Insider Dealmakers Awards. Optimistic about prospects for 2012, John comments: “The trend for refinancing deals looks set to continue and we’re also seeing evidence of an upturn in corporate finance transactions as M&A activity begins to pick up. There is no doubt that opportunities are being seized by those businesses with a good product, strategy and management team.”

These are precisely the type of businesses that Leumi ABL seeks to finance. Providing a complete working capital package for funding requirements of £1m to £25m, Leumi ABL offers a wide ranging ABL capability, including invoice finance, stock finance, plant & machinery finance, plus trade and property finance via their parent, Bank Leumi (UK) plc.

Case study

Leumi ABL has provided a group facility covering the two trading operations of **Morris & Son (Holdings) Limited**.

Morris & Son (Leeds) Limited specialises in the wholesale of clearance food, drink and non food products and in 2009 the group acquired Stockley’s Sweets Limited. Seeking to support further growth of the business, they turned to Leumi ABL and a £3m invoice discounting facility was put in place.

Andy Needham, Managing Director at Morris & Son, commented: “We had been with our previous finance provider for over seven years and our requirements had evolved over that time. Leumi ABL put together a very attractive

package, having undertaken a thorough review of our requirements. We look forward to a long and mutually beneficial partnership as the business moves to its next stage of growth.”

Working together

Leumi ABL and Bank Leumi (UK) often combine forces to support businesses with an innovative and comprehensive funding package, particularly when this includes a requirement for trade finance where Bank Leumi (UK) has a well established reputation.

Based in Bingley, doormat and textiles distributor, Primeur, was supported by a £2.7m ABL facility, comprising a £1.5m invoice discounting line provided by Leumi ABL, plus a further £1.2m from Bank Leumi (UK).

In another deal, a manufacturer of laminated timber boards was supported by a joint Leumi ABL and Bank Leumi (UK) facility totalling £9.44m.

Flexible funding for smaller and new start businesses

Actively supporting the regional business communities to help boost the cashflow of healthy businesses with funding requirements of up to £1m, Leumi Invoice Finance provides factoring and invoice discounting with the option of a bad debt protection service.

Yorkshire Exhaust Specialists (Leeds) Limited

is one new client. A distributor of exhausts and specialist car spare parts, they needed a flexible way to help with working capital and the growth opportunities for the business. Leumi Invoice Finance reacted promptly to their requirements and a £150,000 finance facility was put in place.

John Walsh concludes: “We’re very much open for business and will continue to work closely with the Yorkshire dealmaking community to assist the working capital requirements of businesses that are looking to move forward in such uncertain times.”

John Walsh,

Regional Sales Manager - Yorkshire & North East

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