

# UK

- ★ SME ASSET BASED LENDER OF THE YEAR, LEUMI ABL LIMITED
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- ★ GAMECHANGER OF THE YEAR, PAUL HIRD, LEUMI ABL LIMITED



**Leumi ABL Limited**  
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Once again, Leumi ABL is proud to have won the title of UK Asset Based Lender of the Year in the ACQ Global Awards 2017. In addition to their repeat win, they were also named as UK SME Asset Based Lender of the Year, and Leumi ABL CEO, Paul Hird has won the title of UK Gamechanger of the Year.

Leumi ABL is the specialist Asset Based Lending subsidiary of Bank Leumi (UK) plc, which has been operating in the UK since 1902. This gives us the flexibility of an independent provider supported by the strength of a long established parent bank.

We offer a full asset based lending capability to growing businesses and provide working capital solutions by funding against invoices, stock and plant & machinery, plus trade finance and term loans. We provide funding lines of up to £35m and are trusted by professional introducers nationwide to structure the most effective facility for their clients. As British Venture Capital Association Associate members, we work alongside the Private Equity house community and have extensive, practical experience in leveraged ABL structures in conjunction with PE. We draw on a range of solutions to offer a completely tailored funding package to our clients.

A recent notable deal involved Leumi ABL supporting recruitment business, Quba Solutions Ltd.

Quba is a recruitment services business that operates a complete back office for recruitment agencies. Quba has invested significant time and money into their unique online dashboard system, this includes the creation and authorisation of timesheets online, automated invoicing, credit management and finance that enables its agency clients to concentrate on clients and candidates.

Paul Tonks, Quba's Finance Director, added: "Business has really taken off, and we became concerned about stretching our resources so we accelerated a search for a finance provider to partner with. The facility with Leumi ABL solves that problem, by growing with us. The initial limit will allow us to treble our business before we need to ask for a review.

"Leumi ABL took the time to understand our business, introducing us to our client manager before they had even done the due diligence, to make sure we knew what they expected of us, and what we would get from them. That way, we were able to feel comfortable with Leumi ABL early on, and ensure that there will be no surprises."

At Leumi ABL we focus on short decision lines and continued senior involvement at all stages of our relationship with our introducers and clients. Our personal and flexible approach ensures we can structure and deliver deals with confidence, enabling our clients to maximise growth opportunities.