

ASSET BASED FINANCE ADVISORY FIRM OF THE YEAR



FIRM PROFILE

Leumi ABL is delighted to have repeated its success of the past three years by once again winning the title of Asset Based Finance Advisory Firm of the Year for the United Kingdom in the Finance Monthly Global Awards 2018.

Leumi ABL is the specialist asset based lending subsidiary of Bank Leumi (UK) plc, offering a full asset based lending capability to growing businesses. We 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.

Our extended ABL product range has supported our focus on larger deals, with more clients benefiting from our five year term loans and trade finance facilities. This has enabled us to offer real flexibility to clients' funding needs and helps to differentiate clearly our full ABL offering.

At Leumi ABL, we apply our entrepreneurial spirit and creative approach to all business opportunities to maximise the funding available. Our focus on short decision lines and continued senior involvement at all stages of our relationship with you can offer a refreshing alternative to some attitudes in larger and more traditional institutions.

We continue to build and reinforce our relationships with the Private Equity community, and are pleased to see a greater proportion of PE sponsored deals. This has created some good opportunities for our experienced team and we are building a strong reputation amongst the PE community as an ABL provider that takes the time to listen to clients, works hard at building relationships and delivers what we promise.

Our Brighton Head Office is joined by our Northern Operational office in Manchester, plus four Regional Sales offices, giving full UK coverage.

In a recent deal, Leumi ABL is pleased to be supporting the growth plans of Indo-European Foods (IEF) with a structured finance facility totalling £14.225 million.

Trading in the UK for 15 years, IEF have built a reputation for creating the finest quality products and bringing the true taste of India to the UK. Selling predominantly rice along with Indian cooking sauces and ingredients under the Kohinoor and Trophy brands, they supply supermarkets and large wholesalers. Seeking to finance ambitious growth plans, IEF selected Leumi ABL.

Commenting on the new financing deal, Sumit Arora, Managing Director at IEF, said: "It has been an absolute pleasure to work with Leumi ABL. They are the ideal bespoke fit for our food manufacturing and import business. I was very impressed with how quickly and seamlessly we were able to migrate from our existing lenders to Leumi. The Leumi ABL model is an effective yet simple to operate facility for a business to borrow against its mixed portfolio of assets. The team at Leumi is extremely professional and helpful and I am looking forward to working with them in the future as our business grows."

Rob Wakeford, Leumi ABL Regional Sales Director (London), added: "Working closely with the senior team, it was clear that IEF has a strong plan for growth and required flexible financing to take advantage of new opportunities, whilst dealing with the challenges of exchange rate movements. Leumi ABL was able to provide fully revolving facilities against debtors and stock that will grow as the business grows, and additional lending offers further flexibility. We are delighted to be supporting IEF as they continue their growth strategy."

At a time of continuing uncertainty, the Leumi ABL team is confident about the strong relationships we have built in the marketplace. The focus we have on completing deals with confidence and with certainty will enable us to continue providing the creativity and flexibility that clients require to support their ambitions.



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