

# UK ASSET BASED FINANCE ADVISORY FIRM OF THE YEAR FOR ANOTHER CONSECUTIVE YEAR - LEUMI ABL

Leumi ABL is proud to have repeated their winning title of UK Asset Based Finance Advisory Firm of the Year in the Finance Monthly Global Awards 2019.

As the specialist Asset Based Lending subsidiary of Bank Leumi (UK) plc, part of the Bank Leumi Group, we are known for our personal service, flexible approach and speed of response. Providing funding lines of up to £35m, our full ABL capability includes Invoice Finance, Stock Finance, Plant & Machinery Finance, Trade Finance and Term Loans.

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.

Working closely with our nationwide network of professional introducers, we are trusted 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.

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 clients enjoy a completely tailored funding package from our broad range of ABL solutions, and we are pleased to see a greater proportion of PE sponsored deals.

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

In a recently completed deal, Leumi ABL provided facilities of over £10m to DDD Ltd, a manufacturer and distributor of health and beauty brands globally via its Dendron and Fleet subsidiaries.

The business has combined debtors, property and plant assets to provide funds for investment and growth at a time when the business is expanding internationally in both existing and new markets. DDD also supplies many of the best known names on the UK high street with both own brand and branded product.

This is a typical ABL deal where Leumi was introduced by top ten accounting and advisory business, Moore Stephens, who had been advising the client on a range of issues which led to a refinancing of the Group. Leumi ABL essentially provided a bigger funding package and an 'easier to deal with' facility that was attractive to DDD.

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 maximise growth opportunities and support their ambitions.



## CONTACT

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***"Leumi ABL have been great to work with in arriving at the right facility to enable significant investment into the business over the next several years. This is an important phase of growth for the DDD Group and we are really happy to be working with Leumi who are a helpful, flexible and collaborative partner."***

Charlie Wadsworth, Group CFO at DDD

