

Winter 2018

DEALS REVIEW 2017



BRIGHTON | LONDON | BIRMINGHAM | LEEDS | MANCHESTER | READING

Completing deals, with confidence

2017 REFLECTIONS...

2017 saw Leumi ABL complete many interesting larger multi-facility ABL deals, some of which we are delighted to feature in this year end review. We are particularly pleased to have supported a number of clients who are market leaders in their industry sector, including some well-established brand names.

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.

Our growth in the North continues since setting up our new Northern Operations Centre in Manchester, and along with our Brighton head office and regional offices in London, Birmingham, Leeds and Reading, we are well placed to support the needs of clients and introducers across the UK. Our team continues to grow and we are delighted to welcome Dave Rushton as North West Regional Sales Director.

We all face the same uncertainties and challenges: the implications of Brexit negotiations, the effect of the weak Pound on business confidence and the ongoing and ever changing geo political situations. That said, we are confident about the strong relationships we have built in the marketplace over the last decade and feel that 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.

Thank you for your enthusiastic support, which has also translated to a number of ABL award successes for us in 2017, including Business Insider South West Dealmakers, Yorkshire Dealmakers, Thames Valley Dealmakers and three separate category wins from ACQ.



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CLIENT CASE STUDY: WHITWORTHS LTD

LEUMI CRACKS DRIED FRUIT AND NUTS REFINANCE

In August, Leumi ABL completed the £19m refinance of leading brand Whitworths Ltd on full Asset Based Lending facilities including CID, Stock and Term Loan.

The facility provides funding for investment in new plant, marketing, innovation and overseas expansion, in support of Whitworths' long term plans for growth.

Mark Fairweather – CEO of Whitworths said: *"The merger between Anatolia and Whitworths in May 2017 created the opportunity to invest in the growth of the Whitworths brands both in the UK and internationally, as well as investing in the appropriate packing facilities to meet the long term needs of our key retail customers and their brands."*

"This funding provides Whitworths with the ability to build on its unique position in the market delivering supply chain integrity from producer to consumer on key areas of dried fruit. This is an exciting opportunity for Whitworths and one that will bring long term benefits to our consumers, customers and suppliers."

Jason Holland, Regional Sales Director (Midlands) of Leumi ABL said: *"We are delighted to support the leading name in dried fruit, nuts and seeds, in both own brand and private label markets. Management have a strong vision and are making great steps fulfilling customers' requirements in both product range and service delivery. This can only enhance Whitworths' reputation as the leading brand. Our comprehensive asset based lending facilities provide Whitworths with capital for growth and investment."*



SUPPORTING PRIVATE EQUITY

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.

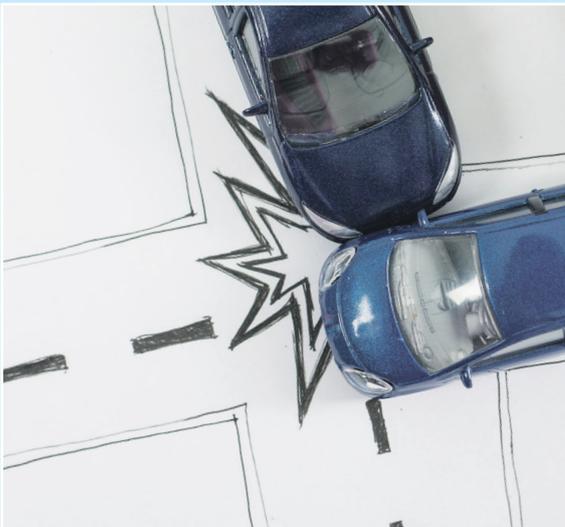


SPS & SSS

**£14.5m, comprising £9m CID facility
+ £4.5m inventory facility + £1m term loan**

In May, Leumi ABL supported the MBO of two businesses, Steel Plate & Sections Limited and Stemcor Special Steels Limited from their holding company group. The management team was supported with investment from Breal Capital affiliates and secondary funding from Breal Zeta Limited.

Brent Osborne (Breal Group): *"Leumi ABL's proposal was attractive as it provided funding against all the business assets. Leumi worked with us to make sure completion was achieved in the required and challenging timeline, whilst really understanding the business."*



KINDERTONS GROUP

£18m structured invoice discounting facility

Leumi ABL supported the refinancing of Private Equity owned insurance services business, Kindertons Group. The refinancing provides flexible funding to support Kindertons' growth plans, both organically and through a targeted buy and build strategy. Sovereign Capital, the UK Buy & Build Specialist, invested in Kindertons in 2013 and since then, the Group's revenues have grown significantly.

Rob King (Sovereign Capital): *"We approached Leumi due to their pragmatic style and ability to structure business-appropriate financing packages. Leumi has delivered a funding solution which provides significant flexibility to support the business's substantial growth."*



GO INTERIORS

Leumi ABL supports growth of £65m turnover building products Group.

Funding provided to support the acquisition of Birmingham based FGF, by Go Interiors, the largest independent specialist distributor in the construction interior sector.



HIDER FOOD IMPORTS

Leumi ABL completes multi-facility ABL package with UK distributor of nuts and dried fruits.

Facility comprised £5.75m invoice discounting, plant and machinery finance and a stock finance facility to support growth plans for this family-owned business operating since 1965.

NEW LEUMI ABL WEBSITE LAUNCHED IN 2017

Have you seen our newly branded, updated, mobile-friendly website yet?

Please visit us at www.leumiabl.co.uk



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