

# Deals Review 2023

# Reflections on 2023 and opportunities for 2024

## Phil Woodward, CEO, Leumi ABL



Over the past year, Leumi ABL has continued to support and assist new and existing businesses grow and meet their objectives. Despite the backdrop of the high interest rates and continued geopolitical uncertainties, Leumi ABL has had an exceptional year with new business completions of facilities to businesses in varied and diverse sectors.

I am very proud of the achievements of the whole Leumi ABL team, it's been a year of accomplishments and milestones that the team can be pleased with.

Among our achievements, we've not only welcomed a spectrum of new clients into our portfolio but also nurtured and expanded existing relationships.

This underscores the importance of a customer-centric approach and the versatility of asset-based lending, which proved crucial for many businesses in a year where UK plc had its fair share of ups and downs, and indeed some more traditional financiers became more conservative in their credit appetite at a time when business needed flexible working capital solutions.

Asset-based lending allows greater flexibility and Leumi ABL is focussed on providing bespoke solutions to businesses across varied sectors, from bakeries to companies revolutionising transportation with electric cabs, and manufacturers of aircraft tyres.

This open-minded stance towards sectors has allowed us to be a consistent and reliable source of financial support for a range of ventures, aiding their growth trajectories and business requirements. This approach is something which has enabled Leumi ABL to work very closely with debt advisors and a large number of Private Equity businesses over the years and 2023 saw these relationships become even more embedded so we can achieve mutual success!

In the following pages you can find a range of deal highlights from the last twelve months. It's an illustration of our practical, collaborative, and energetic strategy, and we look forward to continuing to support our existing clients and working with new businesses in 2024.

To our valued customers and business introducers, we extend our gratitude, and we look forward to furthering these relationships throughout 2024.

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CEO, Leumi ABL

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## 2023 Deal Updates



### Baked goods producer

Required funding to support growth

#### Leumi ABL provided

a £32m facility working alongside a Fresh Thinking Capital facility of £2.9m



### Aircraft tyre manufacturer

Required funding to support growth and post-Covid recovery

#### Leumi ABL provided

a £20.8m flexible finance facility



### Steel and superalloys manufacturer

Required funding to support growth

#### Leumi ABL provided

a £33m flexible finance facility



### Electrical components and lighting distributor

Required increased liquidity and finance to support revenue growth plans

#### Leumi ABL provided

an invoice discounting facility and an amortising term loan



### Healthy snack manufacturer

Required refinancing and funding to support growth

#### Leumi ABL provided

invoice finance, plant & machinery finance, inventory finance and a term loan totalling £4.37m



### IT consultancy

Required funding to increase scale internationally

#### Leumi ABL provided

a £30m invoice discounting facility

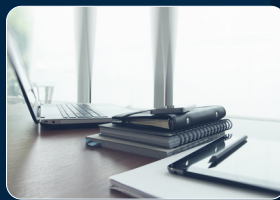


### Business supplies and service distributor

Required funding for a business acquisition

#### Leumi ABL provided

a prompt service for Breal Zeta to conclude the acquisition as quickly as possible, saving 600 jobs

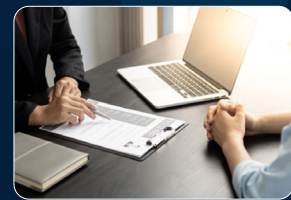


### Business supplies producer

Required to accelerate the firm's development in the months ahead

#### Leumi ABL provided

an existing facility, which were due to expire in December 2023, and consists of a £80m Invoice Finance facility and a £10m Term Loan alongside Close Brothers.



### Recruitment solutions provider

Required support for its growth strategy while providing top-tier services to clients

#### Leumi ABL provided

refinancing alongside Rethink Professional Services, with Leumi providing a £20m facility

## Your Leumi ABL Sales Contacts



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## Services

Leumi ABL's full Asset Based Lending product range can support a wide variety of successful businesses with funding requirements from £3m.

Structured ABL facilities are tailored to clients' requirements and draw on our extensive expertise in:

- Invoice Discounting
- Term Loans
- Plant & Machinery Finance
- Stock Finance
- Property Finance

## Are We Connected?

Keep connected with us on LinkedIn so you'll always have our latest deal updates and news:

[in linkedin/company/leumi-abl](https://www.linkedin.com/company/leumi-abl)

