

A small black and white silhouette of three people standing together, located in the top left corner of the page.

DEAL SHEET 2009

As a product, Asset Based Lending provides a flexible and alternate financing solution for businesses experiencing change. A robust product, Asset Based Lending has proven its reputation within various economic cycles – boom or bust and is why Asset Based Lending continues to bolster its position despite the tightening effect of the credit crunch today.

Asset Based Lending delivers sophisticated solutions for a variety of scenarios including growth, buyouts, buy-ins, mergers and acquisitions, refinancing, turnarounds, public to private transactions across both a European and global arena.

This Deal Sheet was produced by the Asset Based Lending Committee, part of the ABFA, which aims to increase understanding and raise the profile of the Asset Based Lending industry in the UK and Ireland.

The Asset Based Finance Association (ABFA) is an Association which represents the Asset Based Finance industry (which includes Asset Based Lending) in the UK and Ireland. Currently over 49,000 businesses are benefiting from over £17 billion in lending from this industry.

To read more about recent ABL deals please visit www.abfa.org.uk/abl/abl.asp

DISPOSABLE GOODS FIRM BUILDS FOR THE LONG TERM WITH VENTURE

Lancashire-based Avanti Blue manufactures disposable household products such as refuse sacks and freezer bags. Its customers include major UK retailers, multi-national suppliers of branded products, and local authorities across the UK and Ireland.

In late 2007, Managing Director Liam Pilkington and Financial Director Eddie Mackin had the opportunity for a management buy-out (MBO) when a major shareholder decided to sell his equity. Although Avanti Blue already had an invoice financier, the MBO deal structure required greater flexibility, so the company turned to the award-winning and personal service of Venture Structured Finance. After thoroughly assessing Avanti Blue's business requirements, the Asset Based Lender created a funding package that delivered the cashflow boost needed to complete the deal and to provide long-term financial stability.

Unlike most banks, Venture Structured Finance portfolio managers are responsible for a maximum of 20 clients, which enables them to maintain a high degree of personal service to Avanti Blue. Eddie said: "Venture consistently delivered above our expectations, and really opened our eyes to what exemplary service from a funding partner can help a business to achieve. It is a partnership built on trust, and they are quick to highlight and act on any problems faced within our business, often anticipating our needs. Thanks to Venture's service and consultancy, we are financially stable and have been able to implement our growth plans."

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