

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](http://www.abfa.org.uk/abl/abl.asp)



### QUATTRO PLANT LTD

KBC Business Capital, the specialist asset based lending (ABL) division of Belgian banking group KBC Bank, has provided a three-year £19m ABL facility to Quattro Plant. The loan will enable a financial restructure and encompasses accounts receivable and plant & machinery.

Quattro Plant has revenues of more than £30m and is a leading provider of specialist plant-hiring services (equipment and operatives) to the rail industry and to highways-related sectors. The company was established in 1989 by John Murphy and operates from Stratford in East London and has depots across the UK. Business has grown in recent years following the successful acquisitions of the rail division of Ardmore plc and more recently some of the highways assets (specifically gritters, sweepers and gulley cleaners) and the brand from the administrator of Kent Sweepers.

The new financing received by Quattro will allow the company to capitalise on the huge investment being undertaken across the rail network and in the UK's highways projects.

The financial restructure also saw KBC Business Capital's funding being complimented by the injection of additional funds into the group by ICON Capital, the US-based capital equipment and infrastructure fund.

Paul Hooper, sales director at KBC Business Capital, said: "This was a complex transaction that has taken a lot of time to conclude. The key attraction for Quattro in committing to KBC Business Capital's ABL facilities was the significant positive impact the structure of our facilities has on the cash flow of the business going forward."

Commenting on their involvement, Peter Finlay, senior vice-president at Icon, said, "What made this deal possible was detailed understanding and excellent communication between Quattro management, their advisers, KBC Business Capital and Icon.

"By working together with flexibility, understanding and professionalism, a groundbreaking deal structure was formed and delivered. The transaction sends a positive message to the market that transactions of this nature can be delivered in the current economic climate. Icon looks forward to developing its good relationship with Quattro and KBC Business Capital in the future".

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