



DEAL SHEET 2010

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



VENTURE'S QUICK WORK HELPS 'DRAGON' ENTER MEDICAL RECRUITMENT

DRC Group comprises the DRC Locums and Locumlinx companies, which specialise in recruitment for the medical sector. It is the third largest supplier of locum doctors in the UK and has projected revenues of £80m for 2010. As a successful and fast-growing company, it attracted interest from private equity firm Hamilton Bradshaw – whose CEO and founder is James Caan of TV's Dragons' Den fame.

Tristan Ramus, Managing Director of Hamilton Bradshaw, approached Venture Structured Finance, the leading Asset Based Lender, for an £11.5m funding package to finance a buy-in management buy-out (BIMBO) acquisition of DRC Group. Venture swiftly gained an understanding of what was required and

structured an £11.5m Receivables Finance package, combined with a Cashflow Term Loan. This refinanced an existing facility and enabled the BIMBO to complete within just four weeks as Hamilton Bradshaw increased its holding in DRC Group to 90%.

James Caan, CEO of Hamilton Bradshaw, comments: "I am pleased that Venture Structured Finance was able to work so quickly to provide a suitable package. The funding line will allow for both instant and ongoing financial support."

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