

A small, dark silhouette of three people standing together, possibly in a professional setting, 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](http://www.abfa.org.uk/abl/abl.asp)

### LEUMI ABL SHAPES DEAL SUCCESS FOR NICHE MANUFACTURING BUSINESSES

“It’s rare to come across a funder willing and able to support a niche UK manufacturing business at the current time.” Such is the view of Martin Cooke, Finance Director of Domes of Silence Group Limited.

In a deal completed in July 2009 Leumi ABL provided a £2.95m funding facility to two of the Group’s subsidiaries: Aluminium Shapes Limited, the UK’s leading independent aluminium extruder and fabricator, and Windmill Extrusions Limited, formed in 1982 to fulfil the growth opportunities within the ever expanding plastic extrusion market. The businesses needed an additional credit facility that their existing provider failed to deliver as credit terms continued to be squeezed. The deal with Leumi ABL comprised a £2.75m confidential invoice discounting facility and a £200k stock line to assist further growth plans.

Commenting on the deal, Martin says: “Kai Hunter and everyone else we met at Leumi ABL were first rate. They did exactly what they said they would, took a very professional approach and completed the deal quickly and efficiently. We also met Phil Woodward, Leumi ABL’s MD, early on in the negotiations and they

really took time to understand the background to our business and explain their own service ethos. We’re looking at an acquisition opportunity and feel confident that we can rely on Leumi ABL for support.”

This is one of a number of structured ABL deals completed recently by Leumi ABL. They support growing businesses with funding requirements in the £1m to £10m range, and for the right type of deal up to £25m is available. Their approach to developing client relationships, understanding their business model and funding issues right from day one, means they can work quickly to structure the optimum deal for your clients. It’s an approach which has undoubtedly contributed to their success in ACQ Finance’s independent poll of industry professionals winning them the accolade of ‘Asset Based Lender of the Year – UK.’

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