

January 2022

# DEALS REVIEW 2021



BRIGHTON | LONDON | BIRMINGHAM | LEEDS | MANCHESTER | THAMES VALLEY



# REFLECTIONS ON 2021 | 2022 OPPORTUNITIES

Thinking back to this time last year when I wrote the introduction to the 2020 year end deals review, it felt like with the first two lockdowns behind us 2021 would be an easier year. If only...!

The beginning of 2021 plunged us all straight into a three month lockdown, but thankfully much of the business world was learning to adapt to the ever evolving business environment and unique challenges we all faced. With a greater understanding of the effects of Covid19 and the successful roll out of the vaccine programme, we have seen the UK and the business community begin to get used to the "new normal" which appears to be here to stay. To add to this, there have been many issues in respect of the supply chain, freight cost increases and lorry driver shortages, all of which have added additional stresses for business to work around.

I'm pleased to see that our clients have chartered their way through this challenging landscape well and most are experiencing growth once more. Throughout the ups and downs of 2021 we continued to work closely with our clients, providing working capital and flexible solutions to them as they navigate through all of this.

Against this backdrop, many businesses have seized growth opportunities and Leumi ABL has seen a strong year for new business, with a number of the deals highlighted in this review.

As we go into 2022 there are two things that are certain; one being that there will be more uncertainty ahead and the other that Leumi ABL will be here to work with its clients to get through it!

Thank you from all of the Leumi ABL team for your continuing support in such unpredictable times. We look forward to talking through any new deal opportunities with you.

Stay safe and well.



**Phil Woodward**  
CEO, Leumi ABL

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## 2021 DEAL UPDATES



### DISTRIBUTOR OF BUSINESS SUPPLIES & SERVICES

required flexible funding for growth

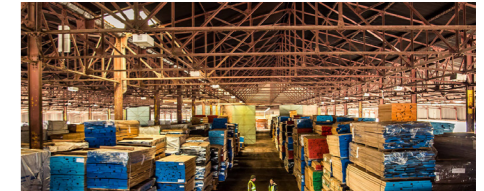
**Leumi ABL provided**  
£multi-million structured ABL facility



### RETAIL DISPLAY SOLUTIONS BUSINESS

required flexible funding for growth

**Leumi ABL provided**  
£multi-million structured ABL facility + Property Term funding



### IMPORTER AND SUPPLIER OF TIMBER PRODUCTS

required flexible funding to support growth ambitions

**Leumi ABL provided**  
£multi-million structured ABL facility



### CAMERA & LIGHTING HIRE BUSINESS

required flexible funding to support growth plans

**Leumi ABL provided**  
£multi-million ABL facility comprising CID + revolving P&M facility



### RECRUITMENT & PROFESSIONAL SERVICES BUSINESS

required funding to support sector specific finance requirements

**Leumi ABL provided**  
£9m structured ABL facility



### LEADING WOOL BUSINESS

required flexible funding to support growth plans and provide working capital

**Leumi ABL provided**  
£15.5m structured ABL facility comprising CID, term loan, inventory



### FOOD PRODUCTION BUSINESS

Leading snacks manufacturer required flexible funding to support growth strategy

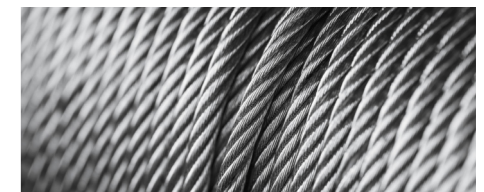
**Leumi ABL provided**  
£17m structured ABL facility including CID + P&M facility



### FINANCIAL SERVICES BUSINESS

Asset finance business required flexible funding to enable greater support to UK SME's

**Leumi ABL provided**  
£30m revolving facility, a hybrid between a block discounting facility and a warehouse facility



### IMPORT BUSINESS

Major steel importer required flexible funding to support growth ambitions

**Leumi ABL provided**  
£multi-million CID facility



### INTERNATIONAL TIMBER BUSINESS

required flexible funding to support growth plans

**Leumi ABL provided**  
£27m structured ABL facility



### PAPER AND BOARD BUSINESS

required flexible funding to support growth aspirations

**Leumi ABL provided**  
£30m structured ABL facility comprising CID + stock finance



### VEHICLE PARTS AND STORES MANAGEMENT COMPANY

required flexible funding to support working capital and future growth strategy

**Leumi ABL provided**  
£3m CID facility

## 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
- STOCK FINANCE
- PLANT & MACHINERY FINANCE
- TERM LOANS
- TRADE FINANCE

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## RECOVERY LOAN SCHEME (RLS)

Leumi ABL has been formally accredited by the British Business Bank (BBB) for the Recovery Loan Scheme (RLS). This scheme supports access to finance for UK businesses as they recover and grow following the Covid-19 pandemic, with Leumi ABL accredited to provide both term loan and invoice finance RLS facilities. RLS aims to help businesses affected by Covid-19 and can be used for business purposes, including managing cashflow, investment and growth. It is designed to support businesses that can afford to take out additional finance for these purposes. Businesses who have taken out a CBILS, CLBILS or BBLs facility are able to access the new scheme. Further details can be found here:

[www.leumiabl.co.uk/recovery-loan-scheme-rls/](http://www.leumiabl.co.uk/recovery-loan-scheme-rls/)



## ARE WE CONNECTED?

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

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



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