

## COMMERCIAL BANKING

# Purchasing existing premises proves to be the ideal solution for SEBA

SEBA DEVELOPMENTS | Manufacturing | West Yorkshire

### Property investment

A six-figure loan from Lloyds Bank helped SEBA Developments to change from renting premises to owning them without moving or interrupting the business.

£3m

turnover of parent company

35%

of goods already being exported

**West Yorkshire company SEBA Developments was already renting the ideal premises for its manufacturing business. Buying those premises seemed the next logical step.**

When SEBA Developments moved into rented premises in Keighley, West Yorkshire, the new premises turned out to be ideal – so much so that the company has now gone one step further and purchased the site with the support of Lloyds Bank Commercial Banking.

SEBA Developments, a division of fibre optic cable manufacturers, Servicepower Ltd, makes a wide range of specialist electrical process heating equipment for clients in industrial and craft markets worldwide. The equipment can be used for melting metal or protective waxes, and SEBA can provide other equipment such as industrial ovens, hotplates, solder baths, casting equipment and air heaters.

#### Focused on growth

Martin Johnson, Managing Director of SEBA, says, “The purchase of our premises

will be a real boost for us, saving us the cost of renting the building that we were already settled in and enabling us to focus on our growth plans.

“We have a portfolio of high-specification products and export markets offer huge potential for us to expand. We currently sell around 35% of our goods to overseas clients, and we are looking to increase that substantially in the coming year.”

Lloyds Bank provided a six figure loan to SEBA under its government-backed Funding for Lending Scheme. “The support from Lloyds Bank made it possible to secure our premises quickly and efficiently, while also enabling us to maintain cash flow within the business to allow us to consider additional acquisitions or opportunities this year,” Martin notes.



The support from Lloyds Bank made it possible to secure our premises quickly and efficiently.



**MARTIN JOHNSON**

Managing Director, SEBA Developments



**LLOYDS BANK**



SEBA is an excellent example of a manufacturing firm that has managed to expand and grow in a highly competitive worldwide marketplace.



**BEN KIMBALL**  
Relationship Manager,  
Lloyds Bank Commercial Banking

#### Increased turnover and workforce

Parent company, Servicepower Ltd, who already manufacture fibre optic cables, has a turnover of over £3m which it hopes to increase by 10% in 2015. It also aims to take on additional staff to increase its current team of 38.

Ben Kimball, Relationship Manager for Lloyds Bank Commercial Banking says, "SEBA is an excellent example of a manufacturing firm that has managed to expand and grow in a highly competitive worldwide marketplace. This purchase of their premises is a real vote of confidence in the local area."

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