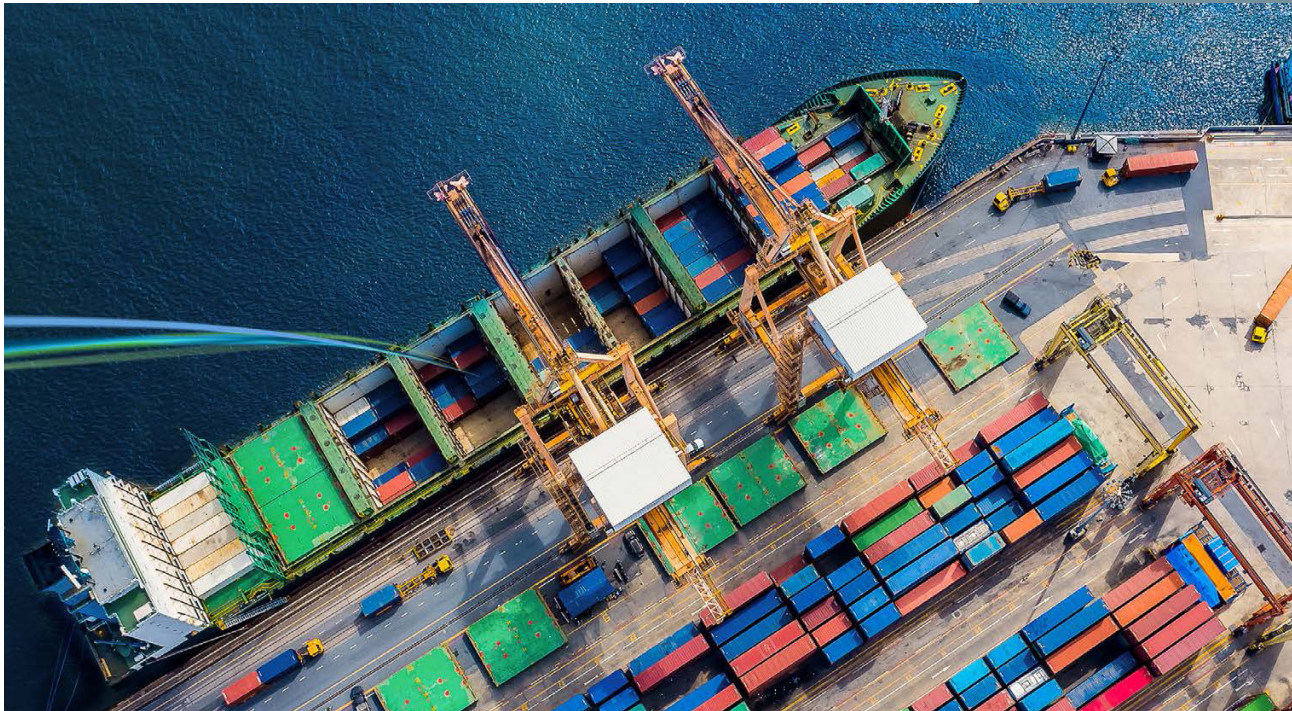


# Fast-forward for freight-forwarding specialist

## Accelerating growth with Intelligent Cashflow

“I’ve found Investec to be a ‘can do’ funder that wants to understand our business, get behind our growth and help us achieve our potential. Investec has supported us far better than I can imagine any other funder would have done.”

Christopher Green, Managing Director, Supreme Freight Services Ltd





## About Supreme Freight Services Limited

Supreme Freight Services Limited is a leading international shipping and forwarding agent. Established in 1986 by managing director Christopher Green as a family-operated business, Supreme Freight Services has been handling international shipments for 37 years. The company remains privately owned and has its head office in Southampton

with regional offices in Felixstowe, Heathrow, Hong Kong, Guangzhou and Shenzhen. The business has built strong relationships with a global network of agents at ports and airports worldwide, enabling fast and reliable delivery. Their team is experienced in handling all types of cargo, from one-off pallet loads to full container loads and large-scale industrial shipments.



## The challenge

While both the pandemic and Brexit have caused severe disruption for many businesses, for Supreme Freight Services these challenging events have been catalysts for change and further growth.

At the onset of the pandemic, Supreme Freight Services found itself in a favourable position of being able to take advantage of the increasing demand from consumers for online purchasing and expand its core service of transporting goods from China to the UK. This was accompanied by a substantial rise in the importation of PPE equipment, including masks, gloves and hand gel, to support a variety of customers, including the NHS, which prompted a further spike in demand.

Brexit has provided an additional opportunity for Supreme Freight Services to increase its market share by offering a range of services to customers who are now facing the additional complexities of trading regulation and documentation. The company has responded by providing a comprehensive range of logistics services, together with fast and dependable Customs clearance processes, which have enabled the business to expand further.

The management team was therefore looking to find a more expansive and flexible source of working capital than its existing bank to match the rapid growth of the business.



## Investec's solution

Christopher Green, Managing Director, Supreme Freight Services Ltd, said: "Shortly after the pandemic struck, we recognised that we would need a considerably higher level of working capital to fuel our growth. Following a third-party broker introduction we met the team at Investec Capital Solutions. I was already aware of Investec because I knew other freight companies that had worked with them and felt that they would be a good fit. Right from the start, my experience of Investec has been very different to that of the high street banks, where you can often get referred

from one person to another faceless and nameless person in a different department. I've found Investec to be a 'can do' funder that wants to understand our business, get behind our growth and help us achieve our potential. Investec has supported us far better than I can imagine any other funder would have done."

Investec Capital Solutions structured and delivered a flexible, tailored revolving working capital facility for Supreme Freight Services, allowing them to maximise their opportunities.

It has also made the process more efficient, as Christopher Green explained: "Investec's Intelligent Cashflow technology is a great time saver. It links up with our accounting software effortlessly and performs the tasks that would have taken our staff six hours to do manually."

Supreme Freight Services has also taken advantage of Investec Intelligent Insights, a suite of new tools that provide meaningful and actionable market and customer intelligence, informed by the data flowing into the platform.

Christopher Green continued: "Intelligent Insights is a fantastic new service and provides us with a real competitive edge. Every day I get a new notification about our clients and suppliers, whether it's a press release or something that has changed on their accounts. Recently, I received an alert notifying me that one of our clients had received a visit from a member of the royal family, which enabled me to reconnect with them. I simply wouldn't have picked up on that without the help of Intelligent Insights."



## Outcome

"As well as helping us to expand the business organically, the confidential invoice discounting facility from Investec has opened up fresh possibilities for us, including the opportunity to consider acquisitions of complementary businesses.

Our reputation is built on our classic combination of personalised customer service combined with the highest

professional standards in all the work we carry out. It's great to work with a like-minded company that shares our outlook.

The service from the Investec Capital Solutions team has been nothing short of impressive since the start and has borne out our first impressions of a first-class company."

"Intelligent Insights is a fantastic new service and provides us with a real competitive edge. Every day I get a new notification about our clients and suppliers, whether it's a press release or something that has changed on their accounts. Recently, I received an alert notifying me that one of our clients had received a visit from a member of the royal family, which enabled me to reconnect with them. I simply wouldn't have picked up on that without the help of Intelligent Insights."

**Christopher Green, Managing Director, Supreme Freight Services Ltd**

## Contact

[investec.com/workingcapital](https://investec.com/workingcapital)

[workingcapital@investec.com](mailto:workingcapital@investec.com)

020 7597 5936

We're a solutions-led corporate and investment banking business who provide capital and innovative ideas to growth-orientated companies, private equity and institutional investors across markets and sectors.



Investec Capital Solutions Limited is a subsidiary of Investec Bank plc. Investec Bank plc whose registered office is at 30 Gresham Street, London EC2V 7QP is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority, registered no 172330.

