

Disposing of the challenges and encouraging growth



About AJ Waste Services Ltd

A&J Waste Services (AJW) opened its doors in May 2017. It specialises in the clearing away of inert hazardous and non-hazardous waste from construction sites, together with providing associated soil testing and classification services. AJW owners have spent the whole of their careers in the industry and have always been confident that their reputations would enable them to grow quickly and realise their own business ambitions.

The challenge

AJW focus on high volume projects which are cash intensive from the outset. Additionally, it is committed to paying suppliers promptly. James Watson, director and co-owner at AJW explains; "they are crucial to our service delivery and deserve the certainty of being paid on time, every time. We therefore needed to find a finance partner that shared our vision for AJW, could see past the spreadsheets, grasp the business potential and that could move as quickly as the business was growing."

"We also have the cash to grow and to ensure our suppliers have the timely cash they need for their vehicles and teams"

James Watson, Director and Co-Owner, A & J Waste Services Limited
January 2019



Corporate & Investment Banking

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Investec's solution

With Investec's facility AJW know that it can deliver on all fronts to keep its impressive and exciting business growth on track. Investec structured a flexible working capital facility that delivers 100% confidence to AJW that it can deliver bigger and better projects. Watson continues; "we also have the cash to grow and to ensure our suppliers have the timely cash they need for their vehicles and teams."

Outcome

January 2019 started with a record turnover and that record is set to be broken many times. AJW has achieved a £multi-million turnover in just two years, with 40% growth forecast for its third year of trading. Watson concludes; "every business needs cash, but never more so than in the early years. We share a business belief with Investec of achieving strength through partnership. We are absolutely delighted with the way they have supported us in achieving so much in such a short space of time."

About Investec

Investec Corporate & Investment Banking (CIB), part of Investec Bank plc, is an international corporate and investment banking business working with growth-orientated companies, institutions and private equity funds. Our people set us apart – empowered, straightforward and invested in our clients' long-term success. We provide our clients with a comprehensive range of solutions spanning capital, advice and treasury risk management. Founded in 1974, the Investec Group has grown successfully through its client-focused approach and ability to serve diverse and evolving financial needs. Investec Bank Plc rated A1 by Moody's and BBB+ by Fitch Ratings. Investec Bank plc is the main banking subsidiary of Investec plc, a FTSE 250 listed company.



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Contact

Investec Capital Solutions

ICSCBU@investec.co.uk
020 7597 5936

investec.com

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