

Creating a ship-shape finance facility



About Freedom Logistics

Freedom Logistics has a 60-year heritage in the freight management and import/export industry. Based in Stockport and with offices and warehousing space at Heathrow airport, its services are chiefly business-to-business with a primary focus on international shipping.

The challenge

Freedom Logistics has a real appetite for growth, both organic and through acquisition. By offering clients a fully experienced team of international freight professionals, Freedom has built a great deal of loyalty over the years, ensuring it has a constant stream of business. Freedom has also acquired a complementary business, Prime Logistics International Limited, which has accelerated growth further. This required a supportive finance partner that could take it to the next level of their business journey.

Investec's solution

Freedom Logistics managing director, Chris Houghton, stated "Investec demonstrated a positive, can-do attitude that has since infused everything they do for us. They won the tender process hands down and effortlessly removed all the barriers to making the transaction happen."

Investec designed and delivered a funding package that was bespoke to Freedom's needs, and flexible to their timeframe. "That total focus on us as a client resonated because that's exactly how we treat our own customers."

The £500,000 finance facility now spans both Freedom Logistics and Prime Logistics. As a group, it gives vital headroom not only for sustainable organic growth but also enables Freedom to expand their presence and reach, through acquisition.

“We are ideally positioned for growth.”

Chris Houghton, Managing Director, Freedom Logistics
April 2018



Corporate & Investment Banking

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Outcome

"We are ideally positioned for growth now and down the road, including funding further acquisitions."

Freedom Logistics is about providing importers and exporters with a reliable international freight management service that allows it the freedom to concentrate on its main business and not be distracted by freight and documentation issues.

Houghton concludes "with the help of Investec we have exactly the same certainty and clarity with our working capital, which is really helping us forge ahead with our plans. We have been very pleased with the whole experience and wouldn't hesitate to recommend them to other businesses with ambition."

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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FLSCS0319