

Crafting an effective technology solution



About Hiver Beers

Established in 2013, Hiver Beers is a growing, award-winning brewery based in London. Hiver have a passion for traditional British craft beers and source raw honey from independent urban beekeepers as a key ingredient, rather than as an addition for flavouring.

The challenge

Demand for Hiver Beers is growing. As it expands the business and continues to work closely with leading national distributors, Hiver are being forced to accept extended payment terms from larger customers. At the same time, Hiver still have to pay staff, suppliers and rent on time. It required a flexible funding facility that will grow with the pace of sales.

Investec's solution

Investec's approach to technology was far more innovative than other invoice discounting providers. In addition to the funding, by connecting the Investec app directly to Hiver's Sage payment system, the day-to-day admin that is typically associated with a facility similar to Hiver's was eliminated, relieving the pressure on its limited internal administrative resource.

Hannah Rhodes, managing director praises the relationship with Investec; "we clicked with the Investec team as soon as we met them. They took the time to understand our business and it was clear from the start that they wanted to create the right funding solution for us."

“The relationship we enjoy with the team at Investec is a crucial part of our growth story.”

Hannah Rhodes, Managing Director, Hiver Beers
April 2018



Corporate & Investment Banking

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Without Investec, Hiver wouldn't have been able to take on the new contracts from national suppliers. Rhodes continues "as an MD, I face several major challenges, but now funding isn't one of them."

Outcome

Hiver are now stocked in more than 1,000 sites across the UK, exporting to international buyers and looking to open a new retail site to meet the insatiable thirst of new consumers. "If you had asked me four years ago, I would never have imagined we would be here now – we've accomplished so much as a business in such a short time."

Rhodes concludes, "the relationship we enjoy with the team at Investec is a crucial part of our growth story. The commitment they show us in terms of the levels of funding, service and support is helping us achieve our growth ambitions in building a truly authentic national craft beer brand."

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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