

Sparking a trusted partnership through a growth funding facility



About NRG Illumination

NRG was established in 2009 to import and sell industrial lighting on a wholesale basis. From its beginnings in the 110V market it has expanded into bespoke manufacturing for a number of prestigious clients, predominantly in London.

The challenge

NRG operate in a highly competitive sector and are growing fast. It needed the cash to keep pace with expansion and invoice finance was a natural choice. Managing director at NRG, Daniel Crickman, begins; “we are a bespoke business with high ambitions – and we needed much more than many providers in this sector have been prepared to offer.”

Investec’s solution

Crickman continues; “we chose Investec from a long list of providers. The team demonstrated a direct commercial approach – and that is something very important to us.”

The £350,000 growth funding facility structured for NRG has the flexibility required, given its desire to invest in ambitious growth and winning new contracts.

Additionally, the technology links seamlessly to the accounting software. This hi tech solution ensures that NRG are not bogged down in duplicating data entries into a financier’s system.

“They’ve given us back our most valuable resource: time.”

Daniel Crickman, Managing Director
April 2018



Corporate & Investment Banking

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"It's very clear that not all invoice finance providers are the same. The team at Investec demonstrated they could provide the facility we needed, together with a service-led approach that worked for us – and that says a great deal about what they do and the way they do it."

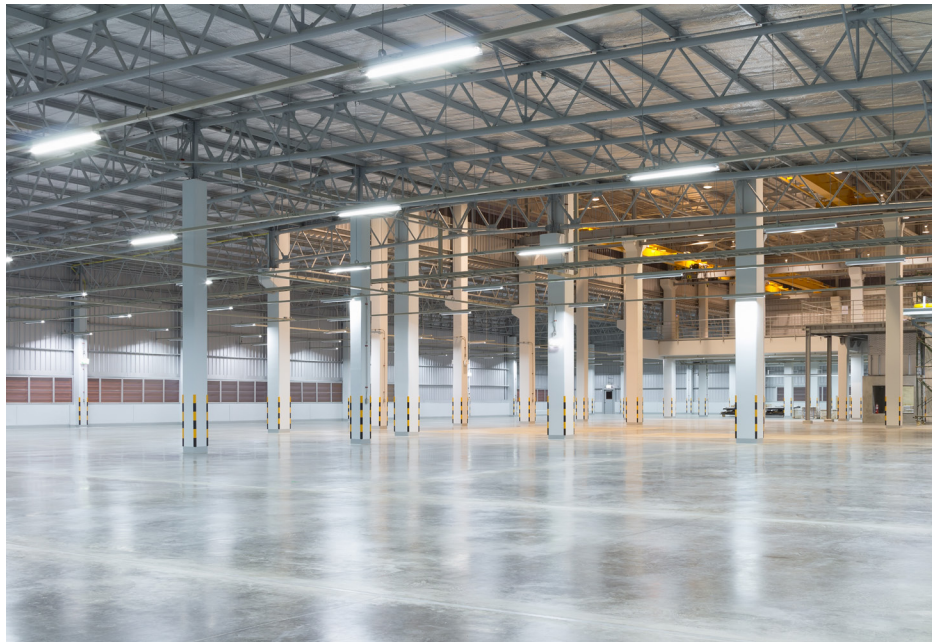
Outcome

Crickman concludes; "our growth includes a brand-new outworking service to enhance client experience and an exciting new deal that makes us the exclusive distributor in the UK and Ireland for Ideallux Srl." This company has a fantastic pedigree in lighting in markets such as Italy and the Middle East but is barely known over here and so it is expected that their superior products will be in high demand.

"The Investec system has given us back our most valuable resource: time. We would rather be out selling than doing admin and Investec helps make that happen."

About Investec

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