



HIVER

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March 2018





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Who we are

Established in 2013, Hiver Beers is a growing, award-winning brewery based in London. We 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 our beers is growing. As we expand our business and work more closely with leading national distributors, we are being forced to accept extended payment terms from our larger customers. At the same time, we still have to pay our staff, suppliers and rent on time. We need a flexible funding facility that will grow with the pace of our 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 our Sage payment system, they eliminated the day-to-day admin that is typically associated with a facility like ours, relieving the pressure on our limited internal administrative resource.

We clicked with the Investec Capital Solutions 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.

Without the help of Investec Capital Solutions, we wouldn't have been able to take on these new contracts from national suppliers. As an MD, I face several major challenges, but now funding isn't one of them.

Outcome

We 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 our 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.

The relationship we enjoy with the team at Investec Capital Solutions 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.