



# PIGLET'S PANTRY

“Now we can look to double the size of our business.”

Joanna Hunter, Chief Food Lover

April 2018

\*Investec Capital Solutions previously known as Amicus Commercial Finance





“ Now we can look to  
**double the size of our business.** ”

Joanna Hunter, Chief Food Lover

### Who we are

Set up in 2011 Piglet's Pantry is an award-winning wholesale food producer of tasty, hand-filled gourmet pies, sausage rolls and baked goods. Piglet's has secured 32 British Pie Awards, best Business serving football 2017 and best pie at Carfest from judges: Paul Hollywood, Mary Berry & Chris Evans. Piglet's has prestigious contracts in Stadia across the UK including Chelsea FC, Kia Oval, Lords, Twickenham to name a few, supporting many top events like Cheltenham Gold Cup, Chelsea Flower Show, Henley, Aintree, and Ascot.

### The challenge

Since we founded Piglet's Pantry, the business has grown substantially to £1.25m. We have moved three times and now make on average 30,000 products per week across the UK. We have the privilege of being pie purveyor to circa 30,000 fans at Brighton & Hove Albion FC where 85% of food sales is attributable to Piglets.

People love our products; through word of mouth we are fast becoming

the provider of choice for sweet & savoury baked goods, for many exclusive venues. To continue growing at such a fast, exciting pace meant we needed support with an invoice discounting facility far in advance of our previous provider.

### Investec's solution

Investec Capital Solutions quickly agreed a £300,000 confidential invoice discounting facility to help us take our business forward.

We have a partnership approach, working closely with our clients to develop unique and innovative products. We see exactly that partnership approach from the Investec Capital Solutions team. The fact that the managing director called me personally to ask me how the facility was working was really impressive and is a testament to the personal approach that runs throughout the business.

The biggest factor of Investec Capital Solutions service is that we have immediate visibility of funds and can access them far more quickly than

ever before. Scheduling updates couldn't be easier, and we can view our cash availability anywhere in the world. Great technology is one thing, great backup is another. The staff are amazing, incredibly professional, and swift to support us with quick decisions in a timely manner.

### Outcome

Working with Investec Capital Solutions has given us the ability to grow 30% in the last year and take on some very exciting new venues including Wimbledon, Chelsea Flower Show, Excel, Olympia, Ascot, and Aintree.

Our ambitious plans to extend our service to other exciting venues, providing exclusive high-quality produce will see further growth of 40-50% in the next year.

That's all possible thanks to the help of the flexible funding we have secured from Investec Capital Solutions. Now we can look to double the size of our business.