



How we became the toast of a Scottish distillery. A case study.

Deal type	Start-up
Business sector	Drinks Beverage Industry
Turnover	£2m

Company profile

This manufacturing and wholesale distribution company, based in the Shetland Isles, produces white spirits for the drinks beverage industry. They manage the whole process – from distillation, bottling, labelling to distribution.

They already had a major UK buyer (Sainsbury's) as well as contracts in South Africa and were looking to secure a significant deal in Australia. Plans to diversify their product range were underway with the building of the first ever whisky distillery in Shetland. But the first whisky wouldn't be ready for consumption for another three years - a three year wait for a revenue stream to kick in.

However, with the cash to start the new business used up, they required the finances to continue manufacturing, promoting and most importantly, selling...

Our solution

At Aldermore Invoice Finance we pride ourselves on the relationships we build with our clients – trust and empathy are key to everything we do. That's why we take the time to really understand a business before recommending our tailor-made solutions.

In this instance we provided a combined invoice finance facility which included a small element of export. Although the business initially wanted to keep control of collections (and use the chasing opportunities to secure new orders) we quickly established that there was an insufficient sales ledger infrastructure in place. By taking control of the sales ledger we allowed the business to focus on the core business of marketing and sales.

Something else that makes Aldermore stand out from other invoice finance companies is our flexibility. As business circumstances change, we adapt our solutions accordingly. Hence our facility here quickly developed to be combined invoice finance with significantly more export. Prompt collection bolstered the cash flow which enabled the business to instantly manufacture in response to demand. Exports could be funded too. Equally important, the time freed up by us handling their sales ledger has enabled the business to focus on marketing and long-term business strategy.

The future

With the funding made available to manufacture, market and distribute on the white spirits side of the business, the team could confidently concentrate on business growth, both through marketing and the building of the new whisky distillery on Shetland.

Key points

Ability to fund business growth in unusual markets

Hands-on approach

Industry leading credit control

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