

# Bolney Wine Estate

**Bolney Wine Estate uncorks ambitious growth plans with £3.5m funding from Shawbrook Bank**



## Case Study



Shawbrook Bank has provided £3.5m funding to support the development of the estate and provide a more flexible working capital facility which will allow greater stock holding for the award-winning Bolney Wine Estate.

Founded in 1972 Bolney Wine Estate is a family run winery which specialises in the production of premium red, white, rose and sparkling English wines. Winning Wine Producer of the Year in 2012 and Winery of the Year in 2017, the estate has recently expanded its facilities and launched a new state-of-the-art winery as it moves towards a target of producing more than 300,000 bottles of premium still and sparkling wines by 2022. This follows the merger with neighbouring Pookchurch vineyard in January 2019, which saw the combined businesses form a 104-acre Estate, with annual production of 300 tonnes of grapes.

To accomplish their growth plans to expand into new markets and diversify the visitor attractions within the estate, the vineyard was looking for a finance provider that took the time to understand the industry dynamics and could offer a flexible solution encompassing a range of assets.

The £3.5m asset-based lending facility arranged with Shawbrook Bank incorporates funding against inventory, receivables and property, providing greater working capital flexibility during a period of continued development and expansion.

**“Bolney is very much a family business, set up by my parents over 40 years ago which has grown organically. Recently we identified some opportunities to diversify and maximise our facilities and we needed a funding partner to support our growth plans. The team at Shawbrook took the time to understand our business model, industry and aims and worked with us to create a flexible arrangement to suit all concerned.”**

Mrs Sam Linter,  
Managing Director,  
Bolney Wine Estate

**“Our team has experience of working with many different businesses across a range of sectors, and spent time with the team at Bolney to truly understand their needs. We are delighted to have structured an all-encompassing solution that will support this award-winning business with their immediate and longer-term plans. Congratulations to Sam, David and all the team on the recent Winery launch and the visit from Her Royal Highness, the Duchess of Cornwall.”**

Steven Munt,  
Relationship Director,  
Shawbrook Bank Limited

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