

Monday 17<sup>th</sup> August 2015

## **MRS TILLY IS SWEET ON CONTINUING INTERNATIONAL SUCCESS FOLLOWING £1.6M FINANCE DEAL WITH HSBC**

**\*\*\*16 local jobs to be created due to growth and efficiencies\*\*\***

Mrs Tilly's Confectionery, specialists in the production of premium quality fudge and tablet, is to create up to 16 new jobs and extend its international footprint after securing a £1.6 million finance package from HSBC.

The Stirlingshire-based family business will invest in new machinery to help make its production process five per cent more efficient while drafting in more staff to cope with increasing demand for its products.

The HSBC finance will support an international growth plan for Mrs Tilly's as it looks to capitalise on recent international sales successes. It aims to increase its footprint in Canada immediately following significant growth in exporting to a number of European markets, including France, Germany, Denmark, Switzerland and Poland.

Blair Paterson, Managing Director of Mrs Tilly's Confectionery and son of the founders said: "My parents founded the business in the family kitchen in 1997 and have worked extremely hard to make it the success it has become today. We have ambitions to grow the business and take Mrs Tilly's fudge and tablet to an even wider international audience."

In 2014 Mrs Tilly's sold over 2m bars of tablet and fudge and developed their international sales to around three per cent of turnover. This figure is expected to rise to ten per cent by the end of 2016, with turnover growing to £5 million within the next 5 years as part of the company's overall strategy to cement their position as Scotland's number one brand for premium confectionery.

Susan Rowand, Head of Business Banking for HSBC in Scotland, said: “Mrs Tilly’s already has a presence overseas, but is looking to enter new markets and make Mrs Tilly’s fudge and tablet a truly global business. They have all the ingredients required to be successful, and we are pleased to be part of this exciting period, supporting its growth.”

This finance package, which marks the start of a new banking relationship with the business switching its full banking requirements to HSBC, has been allocated from the bank’s national £8 billion SME fund, with £400 million specifically designated to support Scottish firms.

Blair Paterson added: “The products we produce today follow exactly the same recipes and processes that were used from the start. We are very proud of our heritage, knowing that our products are being enjoyed by people around the world.”

Ends

**For further information please contact:**

Billy Partridge or Gerard Klein at Grayling

[Billy.Partridge@grayling.com](mailto:Billy.Partridge@grayling.com)

0131 226 2363

For the latest updates, visit the **UK Business Press Office social media newsroom:**

<http://www.newsroom.business.hsbc.co.uk>

<http://twitter.com/HSBCUKBusiness>

**Notes to Editors:**

**The HSBC Group**

HSBC Holdings plc, the parent company of the HSBC Group, is headquartered in London. The Group serves customers worldwide from over 6,100 offices in over 73 countries and territories in Asia, Europe, North and Latin America, and the Middle East and North Africa. With assets of US\$2,670bn at 31 March 2015, HSBC is one of the world’s largest banking and financial services organisations.

**HSBC Commercial Banking**

For 150 years we have been where the growth is, connecting customers to opportunities. Today, HSBC Commercial Banking serves businesses ranging from small enterprises to large multinationals in almost 60 developed and faster-growing

PUBLIC

markets around the world. Whether it is working capital, trade finance or payments and cash management solutions, we provide the tools and expertise that businesses need to thrive. With a network covering three quarters of global commerce, we make HSBC the world's leading international trade and business bank. For more information see [www.hsbc.com/1/2/business-and-commercial](http://www.hsbc.com/1/2/business-and-commercial)