



HJS353 – Manufacturer and Wholesaler of Food Condiments for Sale – Kent, South East UK

Executive Summary

An opportunity has arisen to acquire an independent UK-based food manufacturer based in South-East UK. With over 15 years of trading history, this business has built a diverse customer base featuring a range of household names across the foodservice and retail sectors, delivering a range of authentic, hand-made and GM-free products with no artificial additives.

The eclectic product range produced by this business consists of a bespoke variety of sauces, relishes and pastes designed for customers and distributors within the UK and International food service industry. The range delivers creative solutions across key foodservice sectors including hospital catering, restaurants, gastro pubs, contract catering, education, travel, leisure and hotels.

The business also produces a range of products for the retail sector, consisting of an extensive variety of ready-to-use sauces and marinades designed for the shelves of farm shops, food halls, delicatessens and gift outlets.

The company benefits from a unique product range which includes Curry Pastes, Sauces, Relishes, Chutneys, Pickles and Marinades. The product range is highly distinctive, positioning the company as a dynamic brand delivering a fusion of culinary cultures.

The business holds the internationally recognised BRCGS accreditation Grade A and has also attained key accreditations in recognition for maintaining high food standards in addition to approvals from the Vegetarian Society for producing vegetarian and vegan food products.

The company also benefits from a custom-made IT system which is central to the operation of the business. The system has been designed from the ground up on a modern, scalable platform.

Highlights

- Over 15 years of trading history
- Diverse customer base of UK and global players
- Prominent clients across foodservice and retail sectors
- GM and gluten-free products with no artificial additives
- BRCGS accredited



- Licenced by Vegetarian Society for producing vegetarian and vegan products
- Custom-made IT system to enable scalability of recipes, sales and product lines

Financial Overview

Y/E: 31 st Dec	2015	2016	2017	2018	2019	5 year average
Sales revenue	£540,516	£527,068	£755,425	£769,500	£650,186	£648,539
Gross profit	£356,311	£352,240	£478,491	£465,550	£393,678	£409,254
<i>Percentage</i>	66%	67%	63%	61%	61%	63%
Adjusted EBITDA	£103,212	£12,960	£121,349	£49,599	£17,038	£60,832
<i>Percentage</i>	19%	2%	16%	6%	3%	9%

Offers invited