



HJS353 – Food Manufacturer (Asian & Middle Eastern Sauces, Pastes and Relishes) For Sale - South East UK

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

The company's established range consists of a variety of bespoke sauces, relishes and pastes designed for customers and distributors within the UK and International food service industry. The range delivers creative ingredients solutions across key foodservice sectors including hospital catering, restaurants, gastro pubs, contract catering, education, travel, leisure and hotels. It is responsible for providing unique and distinctive brand tastes with consistency.

The company also has a Retail Range 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 business holds the internationally recognised BRCGS accreditation Grade AA, producing its range of products at a BRC-accredited onsite and using local products in its processes. This accreditation is a major achievement for a business of this size and gives a buyer the opportunity to work with any of the major food producers and retailers in the UK. The company also demonstrates a strong commitment to Environmental, Social and Corporate Governance (ESG) principles.

The company 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.

This business serves a number of prominent clients across the UK and have developed client relationships with global wholesalers. The business also continues to gain market recognition as the recipient of a number of local and national business and product awards. The company also benefits from prominent strategic partnerships with major food network distributors.

The company benefits from a custom-made IT system which is central to the operation of the business. The system has been redesigned from the ground up on a modern, scalable platform featuring a new database design that has enabled significant enhancements through linking recipes with the required technical specifications to sales and procurement process.



Highlights

- Over 15 years of trading history.
- Solid and sustained financials and productivity in response to impact of Covid19.
- 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 to AA Grade.
- 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	2020	2021	2022 (F/C)
Sales revenue	£560,414	£692,575	£810,610
Gross profit	£360,642	£418,084	£480,121
<i>Percentage</i>	<i>64%</i>	<i>60%</i>	<i>59%</i>
Adjusted EBITDA	£93,007	£95,138	£119,123
<i>Percentage</i>	<i>17%</i>	<i>14%</i>	<i>15%</i>

Directors' replacement cost is accounted for within the Adjusted EBITDA.

Offers Invited