



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



An Established Scottish Catering and Food Delivery Business For Sale

Aberdeen, Scotland

Asking Price: £55,000

Reference: CE07-ABS | Confidential Memorandum

Asking Price: Offers In The Region Of: £55,000

Turnover Projected For Current Year: circa £300,000

Turnover for last financial year: circa £180,000 p.a.

Key investment highlights

- Established in 2001, with longstanding local customer relationships.
- Five complementary service channels across corporate, training, workplace, retail and canteen supply.
- A seven-person part-time team supporting production, shop operations and delivery.
- Seller reported recent growth and a forecast turnover of approximately £300,000.
- Existing food preparation premises with customer-facing space and a loading area.
- Potential to expand delivery coverage and build on enquiries from existing customers.
- Suitable for an involved owner-operator or a trade buyer able to integrate production and distribution.

Business Highlights:

Established in 2001, this Scottish catering and food delivery business serves workplace, corporate and retail customers.

The seller forecasts annual turnover of approximately £300,000 and identifies scope to expand delivery coverage and trade supplies.

An established catering and food delivery business in Scotland is offered for sale, combining corporate lunches, workplace deliveries and supplies to retail outlets and canteens.

The business benefits from longstanding customer relationships, a local consumer base and an existing part-time team. T

An attractive prospect for a hands-on operator or an established catering group seeking an additional operation; financial performance and the forecast remain subject to verification.

Executive overview:

The business prepares and supplies fresh lunches, snacks and drinks through a combination of direct delivery, corporate catering and trade supply.

Its proposition is a flexible service tailored to customer requirements, supported by direct access to the proprietor and knowledge of local buying patterns.

The opportunity is to acquire an operating platform with customers, staff and established routines, then provide the management attention needed for its next stage of development.

Business background:

Established in 2001, the business was acquired by the current owner in October 2025. The proposed sale will allow the owner to step into a family business, creating an opportunity for a buyer to take forward an established catering and delivery operation.

The seller describes a strong local standing, supported by regular commercial customers and a loyal local consumer base. The company identity and ownership details will be disclosed to qualified parties under confidentiality arrangements. The transaction structure and assets included remain to be agreed.

Products and services:

- Corporate catering for meetings, staff lunches, functions and business events.
- Training lunches, including individually prepared lunch bags and tailored orders.
- Scheduled sandwich and lunch deliveries to workplaces and industrial estates.
- Prepared food supplies to commercial retail outlets.
- Corporate canteen supply and relationships within the workplace food market.

The range includes sandwiches, baguettes, rolls, wraps and salads, complemented by drinks, crisps, confectionery, baked goods and fruit. Contactless payment is accepted on delivery, while invoicing is available for larger or repeat orders. A customer-facing shop provides an additional sales route.

Customers and market position:

Customers include training providers, corporate lunch buyers, commercial convenience stores, workplace food suppliers and local consumers.

The seller reports a relationship with a Scottish micro market supplier. Repeat business is attributed to responsive service and longstanding relationships. Customer numbers, revenue concentration, and contract terms will be available for review as information becomes available.

The business combines established customer loyalty with several routes to market. Marketing currently uses Facebook, a website and leaflets.

A new owner could build existing relationships and improve customer acquisition through more structured local marketing and account development.

Business Operations

The business occupies premises in Scotland with a customer-facing area, kitchen, office, toilet and loading space.

The seller reports current annual rent of £5,800 under an informal year-to-year arrangement, with the option of agreeing a formal contract and a rent review at that stage.

The seller also reports small business rates relief; a buyer should confirm its availability for their circumstances. The precise location is withheld until confidentiality arrangements are in place.

Seven part-time employees support the operation, all reported to have employment terms and conditions.

Shop hours are 09:15–14:00, with production from 14:00–17:30; trading days are to be confirmed.

Trading and financial information

The seller reports the strongest quarter since 2023 and an approximately 50% increase in sales since 2025.

The comparison periods and supporting records remain to be confirmed. Forecast annual turnover is approximately £300,000; this is a seller estimate rather than verified historical revenue.

The seller estimates potential profit for a new owner at £4,000 per month, equivalent to £48,000 annually.

Opportunities for development:

- Extend delivery coverage where the seller reports existing customer interest.
- Develop further retail and workplace supply accounts, supported by a review of capacity, margins and delivery costs.
- Assess online ordering and delivery platforms, taking account of commissions and operational requirements.
- Increase sales to existing customers through broader menus, regular ordering arrangements and targeted account management.

Transfer and seller support

The seller considers that no specialist technical knowledge is needed to become familiar with the business and estimates an initial learning period of approximately one month.

Handover, training and ongoing support are offered on agreed terms. A buyer should agree to a transition plan covering customer introductions, supplier relationships, production routines and continuity of staffing.

The seller is willing in principle to agree to a restriction on competing, with its terms to be negotiated.

The seller reports on the local council health certificate and food hygiene qualifications relating to production and manufacture, including a qualification described as Level 5.

Exact certificates, current inspection records and operational requirements should be verified. The asking price, sale structure, included assets, stock treatment and timetable remain to be agreed through Abercorn.

Qualified enquiries and Abercorn Business Sales

Buyers should contact Abercorn with a brief acquisition profile, relevant experience and an indication of available funding. Following a signed confidentiality agreement and buyer screening, further information and discussions can be arranged. Please do not approach staff, customers, suppliers or the premises about the sale.

Information notice: Prepared from seller-supplied information, which has not been independently verified. This memorandum is an introductory overview, not an offer or warranty. Buyers should obtain

professional advice and verify financial, commercial, staffing, premises and regulatory matters before committing.

Next Step: To Register Interest, you will need to fully complete our Confidentiality Agreement

contact Abercorn Business Sales





ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Next Steps & Contact

Abercorn Business Sales

0800 246 13 13

expert@aberncornbusinesssales.com

aberncornbusinesssales.com