



**ABERCORN BUSINESS SALES**  
SUCCESSFULLY SELLING YOUR BUSINESS



**Manufacturer of Authentic Indian Snacks- Retirement Sale!**

Scotland

**Asking Price: £800,000**

Reference: MD03-ABS | Business Memorandum

**Asking Price:** Offers in the region of £800,000

**Turnover:** Circa £3,500,000 per annum

### **Executive Summary**

Abercorn Business Brokers is delighted to present an exceptional acquisition opportunity: a well-established and highly respected manufacturer of authentic Indian snacks. A dedicated manufacturing operation since 1998, the business has pioneered the introduction of popular Indian delicacies like pakoras, samosas, and naan breads to the Scottish market.

The business boasts an excellent, loyal customer base and experiences constant new enquiries from across the UK.

Demand for its products currently outstrips production capacity, with major retailers actively seeking national supply. This is a rare chance to acquire a powerful brand with a 40-year legacy, ready for significant expansion.

The current owner is seeking retirement due to age and health, creating a compelling opportunity for a new owner to unlock substantial profitability through strategic investment in automation, workforce expansion, and extended operational hours.

### **The Opportunity: Unlocking Growth**

The current owner's inability to meet overwhelming demand presents an unparalleled opportunity for a new, energetic owner to capitalise on:

- **Unmet Demand:** The factory currently operates regular hours and "cannot make enough products for customers." This is a clear indicator of untapped market potential.
- **National Retailer Interest:** Major retailers have explicitly requested national supply, a testament to the brand's appeal and product quality. Becoming BRC certified (the key industry standard, officially the BRC Global Standard, a food safety certification scheme developed by the British Retail Consortium), would immediately open doors to these contracts.
- **24/7 production** could dramatically increase output, instantly converting existing demand into significant revenue and profit.
- **Product Innovation:** The strong brand equity allows for the introduction of new, healthier, plant-based, and innovative spicy products, aligning with evolving consumer trends.

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**The Products:** This is a reputable food manufacturer specialising in a diverse range of Asian (Indian) snacks, including:

- Pakoras
- Samosas
- Chicken Strips
- Naan Breads
- And other popular Indian delicacies.

They supply a broad spectrum of clients, ranging from major national retailers to food service distributors, smaller retail units, cash-and-carries, cafes, and restaurants across Scotland.

**The products are popular with both the Scottish community and diverse ethnic groups.**

The Pillars of Success: The enduring success and strong reputation are built upon five core factors:

1. **Uncompromising Quality:** The products are meticulously handmade, ensuring superior quality.
2. **Authentic Taste:** They maintain the true, traditional flavours that customers love and return for.
3. **Established Brand & Loyalty:** A company founded in the late 1970s, boasting a loyal base of returning customers and a constant influx of new enquiries.
4. **Customer Commitment & Reputation:** An ongoing dedication to customer satisfaction and a solid, trusted reputation throughout Scotland.
5. **Excellent Service & Value:** Friendly, fair, and flexible customer service, meeting deadlines, solving problems, and offering affordable wholesale prices.

### **Operations & Infrastructure:**

Factory & Capacity: The factory spans five interconnected units, strategically designed for efficiency:

- Production Unit
- Chiller Units
- Packaging Unit
- Despatch Unit
- Warehouse Unit

**The premises also include dedicated staff parking and offices**

Technology & Quality Assurance: The business utilises modern computers and various specialised equipment for production and packaging. Quality is paramount, with the company holding SALSA regulation and adhering to strict HACCP (Hazard Analysis and Critical Control Points) principles.

Regular audits, good manufacturing practices, robust traceability systems, and standard operating procedures (managed by an in-house technical team) ensure compliance with all food safety standards and regulations.

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### **Reason for Sale**

The owners who are both in their 70s, are seeking to retire due to age and health reasons. Crucially, there is no family succession to take over the thriving business, creating this unique opportunity for an external buyer.

**The owners are committed to ensuring a smooth transition and will:**

- Provide comprehensive handover and training for the new owner (estimated 4-6 weeks to familiarise).
- Agree not to compete with the business post-sale.
- Offering ongoing support to the successful purchaser.

**The sale is being handled with utmost confidentiality**

## **Why This is an Unmissable Acquisition**

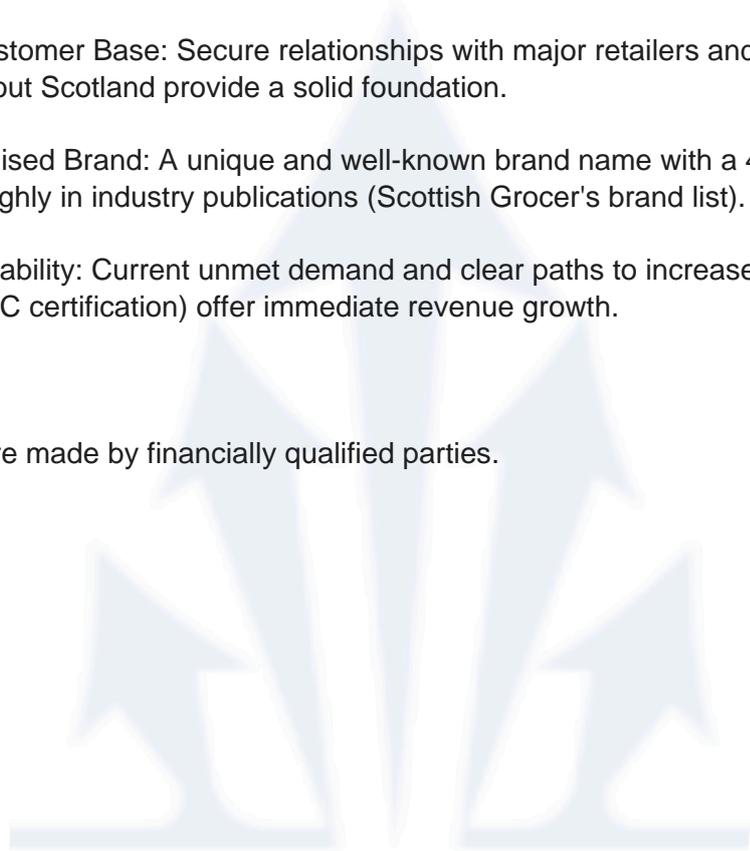
This is an exceptional opportunity for an investor or a strategic buyer in the food manufacturing sector to acquire a highly respected, established brand with a proven product line and immediate, tangible growth avenues.

### **Key Reasons to Buy this business:**

1. **Inherently Profitable:** Despite recent external pressures, the underlying business model and demand demonstrate clear profitability potential.
2. **Ever-Growing Market:** Food is always in demand, with a particularly strong and growing appetite for authentic Asian cuisine across the United Kingdom.
3. **Established Customer Base:** Secure relationships with major retailers and large food service distributors throughout Scotland provide a solid foundation.
4. **Strong, Recognised Brand:** A unique and well-known brand name with a 40-year heritage in Scotland, ranking highly in industry publications (Scottish Grocer's brand list).
5. **Immediate Scalability:** Current unmet demand and clear paths to increased production (automation, 24/7 operations, BRC certification) offer immediate revenue growth.

### **Next Steps**

Serious enquiries are made by financially qualified parties.





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## **Next Steps & Contact**

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