



**ABERCORN BUSINESS SALES**  
**SUCCESSFULLY SELLING YOUR BUSINESS**



**High-Quality Commercial Printers & Manufacturers Of Corporate Branded Merchandise. Freehold or Leasehold Option available.**

Berkshire

**Asking Price: £850,000**

Reference: PS01-ABS | Business Memorandum

**Asking Price: £850,000 (cash free debt free) plus freehold option.**

**Turnover:** circa £2 Million per annum

**Gross Profit:** circa £750,000-£900,000 per annum

**Average Adjusted EBITDA (pre director drawings):** circa £331,000 per annum

**The sale includes an extensive asset register of equipment and the option to purchase the Freehold Property with a value circa £550,000-£600,000.**

#### **Business Overview:**

The Company supplies Marketing and Sales professionals, for both large corporate organisations and SMEs, with all their branded and promotional material needs from brochures, banners, and exhibition stands to branded pens, notebooks, power banks, and clothing, everything to assist clients in getting their company name better known. The company has a large client base, including some well known national names.

#### **Business Description:**

With over 32 years of successful operation, this commercial printer and manufacturer of corporate branded merchandise provides high-quality print services with state-of-the-art equipment. The highly successful and creative design and print team supplies high quality promotional print and branded promotional merchandise sourced directly from the factories.

Digital, Litho, banners, posters, point of sale, brochures, point of display, mailings, and promotional products are manufactured and sourced from United Kingdom, Europe, and Far Eastern suppliers. Typical turnover is £2 Million per annum, with a Gross Profit of around 43-44%. The Business enjoys an excellent, long-term client base, including blue-chip FTSE and well-spread global companies.

The current owner is looking to retire but is happy to stay for a period if required to train a new owner fully, so industry experience is not necessary as someone with general business experience and the energy and determination to grow the Business would be a good fit. The team are excellent, know the clients, and know the business well.

The Business has an excellent reputation for providing high-quality products, superb customer service, and on-time printing with competitive pricing. This quality, turnkey-ready operation is known for its awareness, cost, speed of service, accountability, and exceeding client expectations! The experienced and fully trained employees are in place, together with excellent freelancers, offering the successful purchaser the opportunity to build upon the Business's current success and take it to the next level of growth.

Many of the overseas suppliers, are long term, and many have been visited personally, creating strong bonds with the company.

All the equipment needed to fulfil quality print work is owned and included in the sale, apart from some digital equipment, on an excellent lease plan, together with substantial intellectual property. A range of personal production equipment is available for personalisation, including printing and embroidery of company logos to ensure branding is always at the forefront of the mind and conveys a sense of caring among the workforce.

**Client base:**

The Business serves a database of over 800 loyal clients, and around 80 of these clients represent 75% of turnover. Small clients may spend £500 a year, while larger clients can spend £75,000 plus a year. Repeat clients include major FTSE and Global Companies.

**Quality Assurance and Standards:**

The Business ensures that all paper comes from sustainable FSC (Forestry Stewardship Council) sources. The Business works to ISO9001 and ISO14001 standards.

**Location:**

The Business is ideally located in a highly visible location on an arterial road, close to Slough Trading Estate, the largest industrial estate in Europe. The estate is home to 400 Businesses from countries including the United States of America, France, Italy, Japan, Germany, and South Korea.

**Property:**

The Business operates from freehold premises with a retail unit, a factory unit, offices, and 12 parking spaces.

**Current Rates:**

Approximately £3500 per annum

**Staffing:**

The Business boasts a skilled team of eight full-time staff with access to a range of reliable freelancers. The experienced and fully trained employees are in place, together with an 800-strong robust and loyal customer base, offering the successful purchaser the opportunity to build upon the Business's current success and take it to the next level of growth.

**Handover:**

The current owner is looking to retire following the successful sale and is happy to stay for a period if required to train a new owner fully, so industry experience is not necessary as a purchaser with general business experience and the energy and determination to grow the Business would be a good fit. The current owner is 100% convinced, that a new younger MD will be able to make use of online selling, as well as enhanced marketing abilities

**Reason for sale:**

GENUINELY down to health reasons, and impending retirement age

**Next Step:** To Register Interest, you will need to fully complete our Confidentiality Agreement Form (NDA).



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## **Next Steps & Contact**

Abercorn Business Sales

0800 246 13 13

[expert@aberncornbusinesssales.com](mailto:expert@aberncornbusinesssales.com)

[aberncornbusinesssales.com](http://aberncornbusinesssales.com)