

CONVENIENCE STORE

ACQUISITION REQUIREMENTS



AT THE HEART OF SCOTLAND'S COMMUNITIES SINCE 1972

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One-O-One is the largest independent licensed convenience store group in Scotland. The company formed in 1972 with one off licence and has since expanded to a portfolio of 45 shops in and around the Glasgow area.

One-O-One Convenience is a local convenient way to shop for all everyday items. Our latest stores are bright, appealing and offer customers a comprehensive product offering. We are committed to developing our stores moving forward to ensure that we give the customers the very best experience on each and every visit.

We stock everything from alcohol, tobacco, fresh meats, dairy, cakes, sandwiches, newspapers, hair care, pet food, baby products, frozen and fresh foods.

## OUR STORES

Within our store estate we have the flexibility to provide compelling products in large and small format convenience stores. We are committed to bringing value, choice and quality into each location for the benefit of our customers.

As we develop our business we are committed to enhancing the appearance of our stores and shopping parades through high quality frontages, informative signage and provision of free cash services to our customers.

We are proud of our new venture in the East Coast of Scotland with a new convenience store in Edinburgh offering fresh foods, a range of local services and everyday great value across a wide range of products.

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We are working with industry experts on our fixtures and fittings to bring in stylish, quality and customer centric fittings to help them shop comfortably. Environmentally we are progressing with closed door refrigeration to reduce energy and support the environment.

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## OUR REQUIREMENTS

### GROWTH

We are looking to expand our portfolio of freehold sites within Scotland. Quick decisions taken.

### STORE SIZE

1,500 sq ft – 3,500 sq ft

### CUSTOMER FOOTPRINT

Street level for direct customer access 1200sqft+

### EXISTING RETAIL STORES

£900k+ retail sales excluding services (paypoint / lottery etc) based on 24 months sales.

### WE MAY CONSIDER PRIVATE LEASE

Private landlords may be considered on agreement there is an option to buy freehold at 2, 5 or 10 years plus. We will consider incentives to transfer freehold at earlier point in agreement.

### COMPETITION

Ideally none with ¼ mile.

We can operate against Independents, Scotmid, Spar, ScotFresh, Costcutter, Premier.

Prefer not to directly compete against Coop / Tesco Express / Lidl or Aldi

### FREEHOLD

Freehold is number one priority – only accept leases from councils or housing associations throughout Scotland as secondary option.

If buying freehold we will pay for building an appropriate commercial rate dependent on market.

### CONSIDERATIONS FOR REVIEWING POTENTIAL STORES:

- Ideally in schemes with lower customer demographics and lower car ownership
- Open to buy throughout mainland Scotland
- Prefer small parades with high local population level
- Open to early commitment on new build schemes such as Housing Association or Council Housing Developments
- Good roadside presence and high vehicle level of 10,000 plus daily.

# PREFERRED TARGET LOCATIONS

We have a number of areas we are keen to acquire sites in, however we are open to any site in mainland Scotland

- |                                     |                          |  |
|-------------------------------------|--------------------------|--|
| 1. Abroath<br>Montrose              | 4. Kilmarnock<br>Galston | 7. Dunfermile<br>Kircaldy<br>Glenrothes  |
| 2. Edinburgh<br>(Wester Hailes etc) | 5. Barrhead              | 8. Dalrnarnock<br>Craigend<br>Millerston<br>Kirkintilloch  |
| 3. Dundee                           | 6. Falkirk               | 9. Greenock<br>Port Glasgow  |
|                                     |                          | 10. Irvine<br>Beith<br>Saltcoats   |
|                                     |                          | 11. Moodiesburn<br>Gartcosh<br>Glenboig<br>Coatbridge<br>Airdrie<br>Cumbernauld<br>Shotts<br>Wishaw<br>Motherwell<br>Carfin<br>Newmains<br>Chryston<br>Muirhead<br>Kilsyth |
|                                     |                          | 12. Paisley<br>Renfrew   |
|                                     |                          | 13. Ayr  |
|                                     |                          | 14. Newton<br>Westburn   |
|                                     |                          | 15. Stirling   |
|                                     |                          | 16. Clydebank<br>Dumbarton<br>Alexandria<br>Renton   |
|                                     |                          | 17. Livingston<br>Bathgate   |
|                                     |                          | 18. Fort William   |



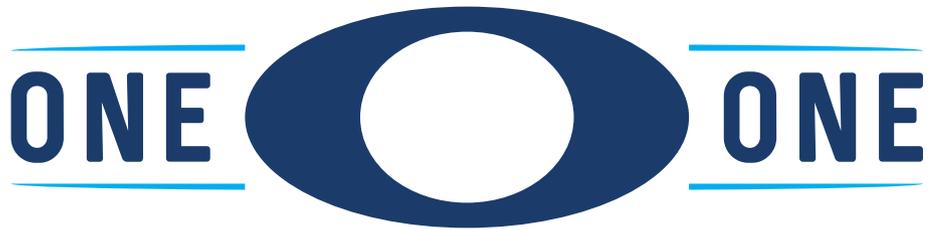
# AT THE HEART OF OUR COMMUNITY

We are proud to be essential stores at the heart of our community and as such currently support two charity partners.

Since September 2020 we have a fantastic partnership with Clyde Cash for Kids conducting fundraising activities in store and supporting their community wide projects. Cash for Kids is a wonderful charity that is wholeheartedly supported by our colleagues in stores who will be fundraising through various innovative ways. Also, by our loyal customers who are embracing the opportunity to raise funds and donate to a wonderful cause which is really close to home in its ambitions to support local kids.

One O One also works with retail charity GroceryAid. We urge our colleagues to get in touch via their 24/7 Helpline whenever they need it and to ensure they make the most of this truly invaluable service. We are delighted to support Grocery Aid in the future through financial contribution and resource from our teams.





## GET IN TOUCH

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