

HA0130 – Premium brand paint and interior design Business for sale

Business Overview:

- Outstanding opportunity to acquire a highly successful retail and in-home styling service business
- Located in a thriving commercial district of South London and situated on a highly sought after road, the customer base is an ideal affluent A/B demographic
- Established in 1998, the business provides premium brand products and related services to the interior styling and home furnishing market
- The business offers multiple revenue streams, namely retail and in-home services:
 - Retail
Finishes: premium brand Paint, Fabric and Wallpaper
Furnishings: Lighting, Furniture, Accessories
 - In-Home Services:
Interior Styling
Curtain Making
Upholstery
Bespoke joinery
Decorating
- Steady year-on-year sales have been achieved over last 5 years despite the current economic climate
- 97% of revenue is generated through the retail shop, leaving enormous potential to grow the business through online sales and development of the sub-contracted joinery, decorating and refurbishment side of the business.
- With an excellent location and established reputation, the business offers the buyer a great opportunity to grow sales and increase profitability significantly through further marketing and development of e-commerce sales

Reason for sale: Vendor is moving abroad

Employees: 1 owner part time + 2 full time staff + 5 part-time staff as required

Opening hours: 9am to 5.30pm, Monday to Friday
 10am to 5.30pm on Saturday
 11am to 5pm on Sunday

Premises: Leasehold – 5 year lease
 Renewal date: 13th May 2015
 Rent is £32,500 per annum in the first year, £35,000 in years 2 and 3, £37,500 in year 4 and £40,000 in year 5.
 Rates in 2010 are £12,200
 The total area of the premises is 1094 sq. ft

Financial overview:

<i>Year ending 31st March</i>	<i>2006-07</i>	<i>Apr 07 - Oct 07</i>	<i>Nov 2007 - Mar 2009</i>	<i>2009-10</i>	<i>Average last 3 years</i>
	<i>12 months</i>	<i>7 months</i>	<i>17 Months</i>	<i>12 months</i>	<i>12 months</i>
Sales revenue	£648,180	£483,916	£941,288	£566,977	£664,060
Gross Profit	£211,011	£152,954	£415,572	£241,649	£270,058
<i>Percentage</i>	33%	32%	44%	43%	41%
Adjusted EBITDA (before directors' takings)	£94,648	£58,402	£218,128	£115,300	£130,610
<i>Percentage</i>	15%	12%	23%	20%	20%

– Stock value is approximately £32k.

Offers invited for the business assets and goodwill