



ABERCORN BUSINESS SALES

SUCCESSFULLY SELLING YOUR BUSINESS



Independent Cafe, Patisserie & Boulangerie Business for Sale- Rare opportunity in an affluent village with loyal clientele and no local competition, West London

West London

Asking Price: £150,000

Reference: CFR-013 | Confidential Memorandum

Why This Business is Attractive to Buyers

- 18 years' trading history – trusted local reputation
- Loyal daily customer base – secure, repeat revenue
- No local competition – strong market position
- Independent brand – flexibility and autonomy
- Proven profitability with accountant valuation in place
- Significant growth potential – restaurant conversion, menu expansion, marketing

Business Overview

- Established: 2007
- Business Type: Independent café, patisserie, boulangerie & sandwicherie
- Ownership: Owner-managed with experienced team support
- Location: Affluent village (details under NDA)
- Reputation: Long-standing, highly trusted, community-focused
- Reason for Sale: Owner wishes to achieve a better work/life balance after many years in hospitality
- Confidentiality: Staff and customers are not aware of the sale

Business Executive Summary

This well-established independent café, patisserie, sandwicherie and boulangerie has been trading profitably since 2007. Situated in a highly desirable and affluent village, the business enjoys daily repeat custom, a loyal community following, and no direct local competition.

The business benefits from a long trading history, stable reputation, and flexible, independent operations, with clear scope to expand into a restaurant or broaden the menu offering to increase profitability. This is a genuine retirement / lifestyle change sale – making it a credible and time-sensitive opportunity for buyers seeking stability with growth potential.

Products & Services

- Freshly prepared coffee, artisan pastries, breads, sandwiches, and light meals
- Background music and free Wi-Fi, encouraging repeat visits and extended stays
- Emphasis on quality, personal service, and community relationships
- Flexible supplier arrangements – no reliance on specific providers

Unique Selling Points (USPs):

- No direct competition in the village
- Strong community reputation – part of local daily life
- Independent brand, trusted by long-term regular customers
- Consistent trade from both local residents and visiting customers

Market & Clients:

- Primary Customers: Local residents (many long-standing, daily visitors)
- Secondary Customers: Visitors from surrounding boroughs
- Competition: No immediate competitors in the village
- Positioning: Established community hub, synonymous with quality and service
- Marketing: No active advertising (reputation-driven trade); a website exists, offering scope for

expansion into digital marketing and social media

Operations:

- Premises: Leasehold until 2027 (rent reviews every 10 years)
- Annual Rent: £28,000
- Business Rates: £7,700 p.a.
- Facilities: Kitchen, storeroom, toilet, courtyard (potential for extra seating)
- Security: CCTV installed internally and externally
- Utilities: Electricity, mains water, sewerage, broadband
- Staffing:
 - 3 x full-time (including owner)
 - 3 x part-time
 - Roles: barista, shop assistant, waitress
- Owner Involvement: Day-to-day management
- Handover: Owner willing to provide up to one month's support to ensure a smooth transition

Financial Summary:

(Detailed accounts available upon signing NDA)

- Turnover: c£200,000+ p.a.
- Gross Profit: c£120,000 p.a.
- Asking Price: £150,000 for fast sale

With a chartered accountant's valuation of £250,000 (£150,000 for a quick sale), this is an attractive lifestyle or investment opportunity for a motivated buyer.

Growth Opportunities:

A new owner can unlock multiple growth paths:

- Expand the concept – Introduce hot meals or reposition as a full-service restaurant (demand identified locally)
- Maximise the courtyard – Additional seating to increase daily capacity
- Boost marketing – Launch social media campaigns, loyalty schemes, and delivery partnerships
- Extend trading hours – Evening service or weekend specials
- Develop new revenue streams – Catering, takeaway, or special event hosting

Reason for Sale:

The current owner has enjoyed many years in hospitality but now seeks a lifestyle change and improved work/life balance. With no intention to remain in the sector, the sale is genuine, and the owner is committed to ensuring a smooth handover to the buyer.

Next Steps:

This is a confidential sale. To protect the business, its staff, and customers, detailed financials and location specifics will only be disclosed once a signed Non-Disclosure Agreement (NDA) is in place.



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Next Steps & Contact

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