



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



House Cats London- Manicure, Nail Lounge & Prosecco Bar- A Unique Lifestyle Business for Sale

Teddington, TW11 8EW, South West London United Kingdom

Asking Price: £155,000

Reference: HB03-ABS | Business Memorandum

Asking Price: Offers in the region of £155,000

Sale Includes:

- Full goodwill and trading name
- Website, booking system, social accounts
- In-salon fixtures and fittings
- Stock at valuation
- IP and formulations for Body Care products

Business Highlights

- Established: September 2016
- Business Structure: UK Limited Company
- Location: High street premises, Southwest London
- Turnover (2023/24): £309,000
- Net Profit (2023/24): £42,000
- Client Appointments (2023): 6,950+
- New Clients (2023): 850+
- Team: Currently 6 employees (4 F/T, 2 P/T) + trained in-house management. Hiring up to 10 in high seasons.
- Stock & IP: Includes product range, website, and social media
- Premises: Leasehold (terms available under NDA)
- Loan Balance: ~£11'000 Bounce Back Loan (Funding Circle)
- Transition Support: 1–2 weeks handover offered
- Reason for Sale: Owner relocation abroad

Business Description:

This is not a traditional nail salon - it's a boutique beauty destination. Every element of the experience has been carefully crafted to feel high-end, hygienic, and uplifting. From its light-filled interiors to its jazzy, lounge-style soundtrack and curated drinks menu, This Premium Nail Lounge offers a relaxing, elevated environment.

The brand ethos focuses on natural beauty and wellbeing, using non-toxic premium products in an environment free of harsh smells or clinical décor. The result is a business that attracts repeat clients seeking more than just a manicure – they return for the atmosphere, care, and social feel.

The business also benefits from strong brand equity, a recognised name in Southwest London, and a high Google rating with glowing client reviews.

Core Services:

Nail Treatments & Spa

- Classic OPI & CND Shellac manicures & pedicures
- Shaping, cuticle care, exfoliation (melon, guava, mango scrubs)
- Hand/foot massage, heated mitts, nail art, polish finishes

Lounge & Bar Experience

- Three Italian Proseccos from different regions
- Seasonal Prosecco cocktails
- Complimentary tea/coffee & soft drinks served in-salon

Group Events & Private Bookings

- “Book the Girls” packages for groups of 3+
- Hen parties, birthdays, pre-wedding pamper sessions

Retail - Body Care

- In-house product line with high botanical content
- Includes hand creams, scrubs, cuticle oils, aloe hygiene gels
- Sales are integrated into treatments such as upsell and take-home care

Clientele & Market Position:

The Business serves a loyal and well-defined client base:

- Primarily women aged 30–60
- Local professionals, business owners, and affluent residents
- Style-conscious, wellness-oriented, and quality-driven
- Strong return rate: many visits monthly or bi-monthly

The business also draws younger groups for celebratory events (e.g. hen dos, baby showers), supported by a strong Instagram presence, Google Business profile, and referral-based growth.

- Business Model: Pay-per-visit (no subscriptions or contracts)
- Client Retention: High repeat visits due to personalised service

- Google Rating: [115 4.5/5 ratings star]

Operational Overview:

Team Structure

- Total Staff: 6 (4 full-time, 2 part-time) - Up to 10 technicians in high seasons
- Roles:
 - o Salon Manager (dual-role technician/manager)
 - o Salon Supervisor (oversight, stock, support)
 - o Five nail technicians
- Team trained in-house to exacting standards

Systems & Operations:

- Online bookings
- Monday through Friday from 10am to 8pm, Saturday from 9am to 8pm, and Sunday from 11am to 5pm
- Regular team check-ins, feedback sessions, hygiene checks
- Retail display and drinks menu built into front-of-house

Premises & Assets:

- Location: Prime high-footfall location on a Southwest London High Street
- Ambience: Stylish, design-led interiors, lounge-style seating
- Space: [64sq.m] in two rooms. Separate pedicure room with 3 seated bench and sinks.
- Facilities: Fully fitted salon, treatment chairs, bar, product displays
- Lease: Terms available post-NDA
- Assets Included: All fixtures, furnishings, stock at valuation, salon fit-out, website, social media, and product brand IP

Financial Summary:

Financial Year	Turnover	Net Profit	Notes
2021/22	£490,682	£78,000	incl. VAT
2022/23	£296,000	£39,000	incl. VAT
2023/24	£309,000	£42,000	incl. VAT

- Approx. £11,000 remains on a Bounce Back Loan via Funding Circle
- High gross margins due to premium pricing and low COGS
- Clean financials with healthy profits for a salon business of this size

Awards & Recognition:

Best Start-Up – Business Awards 2017
Highly Commended – Awards 2018

Growth Opportunities:

The Business is primed for expansion under new ownership. Options include:

- Extending evening hours and opening Sundays
- Adding brow or lash treatments to service range
- Growing the product line via eCommerce
- Introducing gift cards, loyalty schemes, or prepaid pamper packages
- Licensing or franchising the concept in other locations
- Launching influencer partnerships or targeted social campaigns

Sale Details:

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Conclusion:

This nail Salon offers an outstanding opportunity to acquire a profitable, established, and highly differentiated salon in one of London's most affluent and desirable boroughs.

With a loyal following, exceptional brand presentation, and a growing customer base, this is an ideal acquisition for:

- An owner-operator seeking a ready-to-run beauty business
- A beauty investor looking for a scalable concept
- A brand-minded entrepreneur ready to expand a boutique experience

Next Step : To Register Interest, you will need to fully complete our Confidentiality Agreement

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Next Steps & Contact

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