



ABERCORN BUSINESS SALES

SUCCESSFULLY SELLING YOUR BUSINESS



**Exceptional Home Furniture Design & Fit Business for Sale -Bespoke Kitchens |
Wardrobes | TV Units | Bookcases | Home Offices | Bathrooms**

South West London

Asking Price: £545,000

Reference: RB08-ABS | Confidential Memorandum

Location: Prime High Street Location, Southwest London

Asking Price: £545,000

EBITDA: £160,000 annually and growing

Annual Revenue (2023/24): £834,957

Key Investment Highlights

- 5-Star Google Reviews – Stellar reputation with consistently high customer satisfaction.
- Exceptional After-Sales Support – Personalised, attentive service before and after delivery.
- Skilled, Experienced Team – Stable, trained, and loyal staff with low turnover.
- European Manufacturing Partner – High-quality production with flexible design options.
- Renowned Business Name – Over 12 years of successful trading with strong brand presence.
- Prime High Street Location – Situated in one of London's most affluent suburbs.
- Proven Track Record of Growth – Strong performance even in economically challenging times.

Executive Summary

This is a rare opportunity to acquire a premium, highly profitable, and long-established home furniture design business located in affluent Southwest London. Specialising in made-to-measure, luxury interior solutions, the business offers bespoke kitchens, pantries, wardrobes, media units, bookcases, bathrooms, and home offices — all tailored to client specifications and finished to the highest standards.

With a prime showroom location, over a decade of successful trading, and strong brand equity, the company is ideally placed for continued growth. The business combines award-winning design expertise, exceptional customer service, and robust operational processes.

Business Overview

Trading from an elegant and fully equipped showroom, this owner-operated business delivers a complete turnkey service: from consultation and design to manufacture and installation. The company partners with a renowned European manufacturer to supply high-end, bespoke furniture tailored to individual client needs.

Each customer enjoys a personalised journey — with in-showroom, virtual, or home consultations — resulting in a custom, hand-painted finish that sets the company apart from mainstream competitors.

Products & Services

- Bespoke Kitchens
- Wardrobes & Dressing Rooms
- Home Offices & Study Spaces
- TV Units, Bookcases & Media Walls
- Luxury Bathrooms

Operations & Team Structure

The team includes:

- 2 Full-Time Sales Designers

- 1 Senior Project Administrator
- Subcontracted, trusted fitters for installation
- Owner oversees design, sales, and project sign-off

The business benefits from a well-structured workflow and close collaboration with its manufacturing partner. Staff receive regular training to maintain technical and service excellence.

Client Base & Market Position

- Primary Market: Southwest London
- Leads per Annum: ~250 (from referrals, website, and repeat business)
- Clientele: High-net-worth individuals in one of the UK's most affluent regions
- Projects: Include high-value custom installations with premium finishes

Marketing & Business Development

- Professional, SEO-optimised website
- Active Facebook and Instagram profiles
- Excellent Google presence and word-of-mouth referrals
- Opportunity to scale with Google Ads, content marketing, and local partnerships

Financial Summary

Annual Turnover:

- 2023/24: £834,957

Net Profit:

EBITDA Estimate: £160,000 and rising steadily

Growth Potential

There is significant room for expansion through:

- Increased digital marketing and advertising spend
- Expanded service area across Greater London
- Extended product lines or additional showrooms
- Leveraging strategic alliances with interior designers and architects

Forecasted revenue growth of 10% annually is supported by current market trends and the business's strong operational foundation.

Assets Included in Sale

- 100% shareholding in the Limited Company
- Fully fitted showroom and office (fixtures/fittings approx. £70,000)
- Transfer of ongoing projects and client pipeline

- Established relationships with manufacturer and subcontractors

Reason for Sale & Handover

The owner is retiring to focus on personal health. A comprehensive two-month handover and training period will be offered to ensure a smooth transition and continuity for staff and customers.

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

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Next Steps & Contact

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