



**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).

-







**ABERCORN BUSINESS SALES**  
SUCCESSFULLY SELLING YOUR BUSINESS



## Next Steps & Contact

Abercorn Business Sales

0800 246 13 13

[expert@aberncornbusinesssales.com](mailto:expert@aberncornbusinesssales.com)

[aberncornbusinesssales.com](http://aberncornbusinesssales.com)