



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Bespoke Furniture, Sofa & Chair Retailer & Manufacturer for Sale

Derbyshire, East Midlands.

Asking Price: £75,000

Reference: RB09-ABS | Confidential Memorandum

Asking Price: £75,000 including stock (circa £30,000), cash free debt free

Current Annual Sales: circa £290,000

Operating Profit £50,000 after directors' drawings circa £25,000

Key Highlights

- Established Business: Long term established with an excellent reputation.
- Quality British-Made Furniture: Tailor-made sofas and chairs in a variety of styles and fabrics.
- Carpets & flooring: Excellent range of samples, with experienced fitting service
- Prime Location: Large showroom on a busy high street with excellent visibility.
- Strong Customer Loyalty: High repeat business and word-of-mouth referrals.
- Growth Potential: Opportunities to expand through online sales, extended opening hours, and additional product ranges.
- Experienced Team: Two directors running the business, supported by part-time staff.
- Excellent Customer Service: Personalised service with a focus on customer satisfaction.

Business Overview:

Located in large town in Derbyshire, East Midlands, this well-established furniture retailer and manufacturer has built a superb reputation over 20 years.

With a large high-street showroom and a diverse range of high-quality, British-made furniture, this family-run business is the first choice for customers looking for excellent quality sofas, chairs, and carpets.

The company prides itself on its high customer retention rate, with many satisfied customers returning and referring to family and friends.

Products & Services

- Furniture: Variety of high quality sofas, chairs and suites with bespoke options available.
- Carpets & Flooring: High-quality options available, with fitting & measuring service.
- Reupholstery Services: Customers return for reupholstery of existing furniture.
- Trade Sales: Supplies local joinery companies and trade customers, inc Centerparcs.

Financial Information : (Last 3 Years)

Year	Turnover	Gross Profit
2021-2022	----£311,035	----£128,32
		0
2022-2023	----£306,052	----£139,45
		2
2023-2024	-----£254,256	----£151,51
		4

- **Average Net Profit: £42,000 per annum**
- **Net Asset Value: Available on request**

Business Operations

- Property: Rented high-street showroom with large display windows.
- Lease: Landlord willing to grant a lease.
- Rent: £16,500 per annum.
- Rates: £83 per month.
- Utilities: Electricity, water, sewerage, broadband.
- Technology Used: QuickBooks, Microsoft Office, Worldpay.
- Business Hours: 10am – 4pm Monday to Saturday (Closed Wednesday & Sunday).

Growth & Expansion Opportunities

- Online Sales: Develop an e-commerce presence to reach a broader market.
- Extended Hours: Opening later or adding additional days could drive more foot traffic.
- Product Range Expansion: Introduce complementary products such as beds, curtains, and additional furniture items.
- Website: The Business enjoys an excellent website and internet presence, however there is great opportunity to develop a stronger e-commerce.
- Enhanced Advertising: Increase digital marketing efforts, including greater use of social media and Google Ads, to attract new customers.

Staff & Ownership Transition

- Current Owners: Two directors managing sales, production, and administration.
- Staff: Two part-time employees handling deliveries.
- Handover Period: Owners willing to stay for a transition period up to 3 months to ensure smooth handover and training.
- Non-Compete Agreement: Owners willing to sign a non-compete clause.

Reasons for Sale

- Owners have successfully operated the business for 20 years and are looking for a new challenge.

Why Buy This Business?

1. Established business with a strong reputation and loyal customer base.
2. Prime location with a well-stocked showroom.
3. High-quality British-made furniture with customisation options.
4. Potential to increase revenue through online sales and expanded marketing.
5. Support from current owners for a smooth transition.

Next Steps

This is a confidential sale. Interested buyers will be required to sign a Non-Disclosure Agreement (NDA) before receiving further details.



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Next Steps & Contact

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