



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Established Sustainable Office Furniture Supplier Business for Sale

South London

Asking Price: £350,000

Reference: RB14-ABS | Confidential Memorandum

Asking Price: £350,000+Stock at valuation

Current Turnover: circa £298,000

Opportunity: Profitable, scalable business with £100,000+ stock included

Key Strength: is its sustainability-first approach: sourcing premium office furniture at little or no cost, refurbishing it to high standards, and reselling at substantial margins.

Business Overview:

- Established: 2021
- Location: South London leasehold premises
- Business Model: Sale of quality used and refurbished office furniture, plus drop shipping of new office furniture
- Unique Selling Points:
 - Sustainability-focused model aligned with UK government initiatives
 - Ability to source premium furniture at very low cost
 - Exceptionally high margins on resale
 - £100,000+ stock included in sale

Products & Services:

- Used and Refurbished Furniture: Desks, chairs, cupboards, pedestals, boardroom furniture
- New Furniture: Via drop shipping partners
- Bulk Clearance: Occasional large packages for businesses/institutions
- Additional Services: Delivery and assembly, sustainable procurement support

Business Executive Summary:

Founded in 2021, the business has built a strong reputation for delivering cost-effective and sustainable office solutions to SMEs, corporates, schools, government bodies, and the NHS.

These Sustainable Office Furniture Suppliers is a profitable and established supplier of quality used and refurbished furniture, with a growing operation in drop shipping new furniture.

Operating from two leased warehouses in Croydon, the company combines efficient in-house logistics with flexible freelance support.

For example, branded chairs acquired for £7–£10 are routinely resold for £150+, while boardroom sets obtained free of charge can achieve sales of up to £1,950. This unique sourcing model ensures consistently high profitability and resilience.

Financially, the business has delivered reliable performance, with turnover peaking at £298,000 in 2022/23, alongside an owner's salary of £45k–£65k.

The most recent year saw turnover of £178,000, reflecting part-time operation and no advertising expenditure, rather than reduced demand. With dedicated management and investment in marketing, significant growth potential exists.

The customer base is diverse and loyal, ranging from individuals to major organisations such as the NHS, London Fire Brigade, and schools nationwide. Sales are generated almost entirely through organic channels—company website, eBay, Gumtree, and referrals—with no PPC, SEO, or social media

campaigns, leaving substantial scope for expansion.

Included in the sale there are over £100,000 in stock, a well-established website, eBay store, supplier and customer databases, and proven operational systems. The current owner will provide up to three months' transitional support.

This is a rare opportunity to acquire a scalable, profitable business with strong financial foundations, exceptional margins, and significant untapped growth potential.

Market & Clients:

- Target Markets: SMEs, public sector, corporates, start-ups, home office users
- Notable Clients: NHS, London/Surrey/Sussex Fire Brigade, schools, National Crime Agency
- Competitive Position:
 - Proven profitability without advertising
 - Established online channels (website, eBay, Gumtree)
 - Sustainability focus appealing to public and private sector buyers

Business Operations:

- Premises: South London warehouses
- Staff: Owner-led with part-time warehouse/delivery staff and freelancers as needed
- Systems: Online sales channels, warehouse-based operations, straightforward logistics
- Management: Owner oversees purchasing, sales, and business development

Financial Summary:

Year	Turnover	Net Profit	Owner Salary
2021/22	£211,000	£37,000	£45k–£65k
2022/23	£298,000	£54,000	£45k–£65k
2023/24	£178,000	£23,000	£45k–£65k

- Stock Value: £100,000+ included in sale
- Assets: 1-year-old delivery van (on finance)

Growth Opportunities:

- Paid marketing (PPC, SEO, social media)
- Expansion of drop shipping operation
- Partnerships with councils and corporates on sustainability grounds
- Franchise or regional expansion
- Increasing recurring B2B supply agreements

Reason for Sale:

The owners are focusing on another full-time venture. The Business has been run part-time and without advertising; a new owner dedicating full-time focus can unlock its substantial growth potential.

Next Steps:

This is a confidential sale. Further information will be provided upon signing a Non-Disclosure

Agreement (NDA).

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Next Steps & Contact

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