



supporting your business journey

Acquisition Opportunity: **Project Coffee**

An independent, family-owned chain of Yorkshire coffee shops and drive-thru.

The Opportunity

A buyer is sought for a well-established chain of traditional style, artisan coffee shops that are based across the Yorkshire area.

Benefiting from a strong and established presence in the community, the business has built a strong reputation from its in-house homemade products, which include renowned family-developed classics.

The family-like culture which is embedded within the business throughout provides an inviting environment for customers, which in turn has created a loyal customer base.

The Company has grown and achieved its success to date due to its highly experienced team, which includes committed and reliable employees, many of whom have had decades worth of service in the business.

Summary of Financials

	2023 <i>Forecasted</i>	2022 <i>Actual</i>	2021 <i>Actual</i>	2020 <i>Actual</i>
Sales	£3,200,000	£2,910,000	£2,410,000	£2,090,000
Gross profit	£2,120,000	£1,950,000	£1,560,000	£1,390,000
GP %	66.30%	66.97%	64.66%	66.44%
Adjusted EBITDA	£440,000	£120,000	£370,000	£220,000

Please note the financials have been rounded to the nearest £10,000.

The lower profit in the 2022 accounts is due to the raising cost of food and raw materials along with energy costs during that year.

During the pandemic, the business received furlough payments for a large percentage of the staff wages, which stopped towards the end of 2021.

In the current financial period, sales have recovered and increased at most branches since the pandemic.

Key Features & Strengths

- The business is long-established benefiting from decades of deep-rooted connections with its customers and community.
- The brand is well-known within the community, across multiple locations in Yorkshire.
- The business benefits from a drive-thru unit which has grown in popularity and now generates the highest turnover.
- The Company has developed its own signature dishes, bakes and confectionary throughout the years which are now firm favourites among customers.
- The in-house bakery supports all sites and has room to store produce too.
- In-house items are freshly made on-site.
- Due to the location of the shops, the scope for marketing in the community is considerable. This includes participating in town events and celebrations and therefore gaining further recognition.
- A family-like culture is embedded within the business, resulting in high employee retention rates.
- The Company benefits from a loyal, longstanding customer base, many of whom are regulars and have visited the shops for years.

Continued overleaf...

Opportunities for Development & Growth

- Adding additional units, including drive-thrus, to the existing offering would provide additional revenue streams.
- The business has the physical capacity for two extra sites, which would allow the business's future prospects to grow in terms of location and the attraction of different types of customers.
- The product offering could be expanded to cater to demands in the market, such as the introduction of a traditional dessert menu to cater to the rise in dessert-style shops and delivery services.
- Implementing a marketing plan with a specific focus on activities could further the Company's position in the market, this could include frequent posts across social media platforms and exploring local community events etc.
- Exploring new business avenues such as producing bakery items for wholesale or other retail outlets has the potential to increase sales growth.
- The in-house bakery could accommodate split shifts to cater to demand if required.

Further information on the opportunities for development are outlined in the Information Memorandum that can be viewed upon signing of an NDA.

Reason for Sale

To date, the current shareholders have grown the business organically with the resources available, but they are now looking towards retirement and to realise some or all of the value invested to date.

The shareholders are looking for the ideal home to continue the success achieved to date and take the business forward.

To Learn More Please Contact

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