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Business Appraisals

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Lantern Lane Cafe (Sample)

Burke Road, Camberwell VIC 3124

BUSINESS PROFILE

Purchaser Opportunity Summary

Industry **Cafe / Restaurant - Non-Franchise** | Revenue **$780K**
Structure **Owner-Operated** | Sale Price **$148,000 + SAV**

PREPARED WITH

AUS BROKERS

Business appraisals

NOVEMBER 2026

01 · OVERVIEW

Executive Summary

Lantern Lane Cafe is an independent, owner-operated breakfast and lunch cafe on Burke Road, Camberwell, trading six days a week from a 60-seat premises. Revenue grew from $742,000 in FY24 to $780,000 in FY25, with net profit before tax lifting from $48,600 to $55,000 over the same period.

Once the owner's remuneration, depreciation, interest and a market-rent adjustment for the related-party premises are normalised, the business generates maintainable earnings of approximately $118,000, placing it toward the lower end of the Cafe / Restaurant - Non-Franchise category.

$780K FY25 REVENUE Up from $742K in FY24	**$118K** MAINTAINABLE PEBITDA Normalised	**68%** GROSS MARGIN Latest financial year
$148K ASKING PRICE + SAV	**$55K** NET PROFIT Before tax	**Owner-Operated** STRUCTURE

AT A GLANCE

Key Facts

TRADING HOURS
Mon–Sat 7:00am – 3:00pm; Sun closed

LEASE TERM
five (5) years + one further option of five (5) years

RENT
$42,000 + GST per annum

STAFF
1 working owner; 6 staff (1 full-time, 5 part-time/casual); 201 rostered hours per week

OWNERS
Owner / Manager & Head Barista (Full-time)

CONFIDENTIAL

This business profile is provided on the basis of the confidentiality agreement given by the recipient. Its contents, and the fact that the business is for sale, must be kept strictly confidential and used only to evaluate a purchase. It may be shared with the recipient's professional advisers for that purpose, but with no other person, and all copies must be returned or destroyed if the vendor asks.

02 · POSITIONING

Purchaser Fit

An owner-operator wanting a hands-on, day-trade cafe role in an affluent Melbourne eastern suburbs location, comfortable stepping into the manager and head barista role and managing the higher market rent that will apply from settlement.

THE BUSINESS

Business Overview

Lantern Lane Cafe operates as a day-trade breakfast and lunch venue on Burke Road in Camberwell, seating around 60 covers with no evening or licensed trade. The cafe is run day-to-day by its sole owner, who works full-time as manager and head barista, supported by a broader staff team whose combined wages are captured in the accounts.

Trading is consistent six days a week, Monday to Saturday, with the business closed on Sundays. Revenue has shown steady, modest growth year-on-year, and the premises is owned by the vendor's self-managed super fund, meaning the current rent charged to the business is below the market rate that will apply to an incoming purchaser.

OPERATIONS

Owners & Staff

ROLE	STATUS	HOURS / WEEK	TYPICAL SCHEDULE
Owner / Manager & Head Barista	Full-time	48 hrs	Monday-Saturday 7:00am-3:00pm
Cook	Full-time	38 hrs	Monday-Friday 6:30am-2:30pm
Barista	Part-time	30 hrs	Tuesday-Saturday 7:00am-1:00pm
Kitchen hand	Casual	25 hrs	Tuesday-Saturday 9:00am-2:00pm
Floor staff	Casual	20 hrs	Monday-Thursday 9:00am-2:00pm
Floor staff	Casual	20 hrs	Wednesday-Saturday 9:00am-2:00pm
Floor staff	Casual	20 hrs	Thursday-Saturday 7:00am-2:00pm

TRADING

Operating Hours

DAYS	HOURS
Monday – Saturday	7:00am – 3:00pm
Sunday	Closed

Photo Gallery

Photographs supplied by the vendor, showing the premises, fit-out and equipment included in the sale.



Main dining room



Service counter and espresso bar



Window seating



Back bar and shelving

04 · ACQUISITION HIGHLIGHTS

Why This Business Stands Out

Lantern Lane Cafe (Sample) combines a proven track record with the team, assets and systems a buyer needs to take it forward from day one.

01 Established Camberwell location
trading on Burke Road, a well-known and affluent eastern suburbs strip with strong local demographics.

02 Consistent revenue growth
turnover increased from $742,000 to $780,000 between FY24 and FY25.

03 Owner-operator efficiency
the principal owner works full-time as manager and head barista, keeping labour costs tightly controlled relative to revenue.

04 Day-trade only model
breakfast and lunch trading hours (7am-3pm, six days) support a manageable operating rhythm without late-night or weekend-heavy rostering pressure.

05 Secure future tenancy
the landlord (the owner's own super fund) has committed to a new five-year lease with a further five-year option for the incoming purchaser.

06 Reasonable scale
a 60-seat cafe format suits an owner-operator or small team without requiring a large management structure.

05 · FINANCIALS

Financial Performance

The table below summarises trading performance across the available financial periods. Figures should be confirmed against signed financial statements, tax returns and BAS during due diligence.

PERIOD	REVENUE	NET PROFIT	WAGES	RENT
FY24	$742,000	$48,600	$248,000	$18,000
FY25	**$780,000**	**$55,000**	**$260,000**	**$18,000**

Net profit shown is before tax. A dash (—) indicates a figure not available at the time of preparation.

FY25 — steady, incremental growth. Revenue reached $780,000 with net profit before tax of $55,000, continuing the modest improvement seen from FY24's $742,000 in revenue.

EARNINGS · PEBITDA

Normalised Earnings

One owner works full-time in the business as manager and head barista, and there are no other working owners, so the full FY25 owner's wage of $70,000 (including superannuation) has been added back as the principal owner-operator's remuneration under the standard one-owner-operator approach. Depreciation and interest expense have also been added back as non-cash and financing items that a purchaser's earnings capacity should be assessed without.

The premises is owned by the vendor's self-managed super fund, and the business currently pays only $18,000 per annum in rent, well below the $42,000 + GST market rent confirmed by an independent assessment dated August 2026 and to be charged under the new lease offered to a purchaser. Because the business will pay more rent going forward than it has historically, a $24,000 downward adjustment has been made to reflect the true ongoing cost of occupancy a purchaser will bear.

ADD-BACK SCHEDULE	AMOUNT
FY25 net profit (before tax)	$55,000
Add: Owner wage (principal owner-operator, incl. super)	$70,000
Add: Depreciation	$14,000
Add: Interest expense	$3,000
Less: Market rent adjustment: premises owned by the vendor's super fund	$24,000
Maintainable PEBITDA	**$118,000**

MAINTAINABLE

$118,000

Adopted basis

06 · THE OFFERING

The Offering

Lantern Lane Cafe (Sample) is offered for sale as a going concern — a complete, operating business with its established client base, team, systems and included assets, ready for a new owner from settlement.

SALE PRICE

$148,000 + SAV

Including goodwill, the trading name and the plant and equipment, plus stock at value. Lease subject to landlord consent.

GROWTH UPSIDE

Value Creation Opportunities

The following avenues offer a new owner clear, actionable routes to grow earnings beyond the current run-rate.

01 Extend trading days

introducing Sunday trade could capture additional weekend breakfast and brunch demand in a well-trafficked Camberwell location.

02 Evening or dinner trade

extending hours beyond 3:00pm could open a currently untapped revenue stream, subject to lease and staffing considerations.

03 Menu and retail add-ons

expanding packaged coffee, merchandise or takeaway retail lines could lift average transaction value.

04 Catering and functions

leveraging the established local reputation to build a corporate or private catering offering could diversify income beyond in-venue trade.

07 · THE SALE

Indicative Inclusions

- Goodwill and ongoing trade of Lantern Lane Cafe
- Plant, equipment and fit-out used in the business (subject to a final inventory)

PREMISES

Lease Summary

PREMISES	Burke Road, Camberwell VIC 3124
LEASE TERM	five (5) years
OPTIONS	one further option of five (5) years
RENT	$42,000 + GST per annum

08 · NEXT STEPS

Register Your Interest

To register your interest, request further financial detail, or arrange a confidential inspection of the business, please contact the vendor using the details below.

HOW TO PROCEED

Sale Process

1. **Speak with the vendor** — Discuss the business with the vendor and request any further information you need.
2. **Inspect the business** — Arrange a confidential inspection of the business with the vendor.
3. **Make an offer** — Submit a written offer, subject to due diligence, with any deposit held as advised by your solicitor or conveyancer.
4. **Due diligence** — Review the financial records, lease and inclusions with your accountant and solicitor.
5. **Contract and settlement** — Sign the contract of sale and settle, with handover as agreed with the vendor.

Please do not approach staff, customers, suppliers or the landlord directly. All enquiries, inspections and introductions are arranged through the vendor.

ENQUIRIES

The Vendor

TRADING NAME	Lantern Lane Cafe (Sample)
ADDRESS	Burke Road, Camberwell VIC 3124
INDUSTRY	Cafe / Restaurant - Non-Franchise
FY25 REVENUE	$780,000
SALE PRICE	$148,000 + SAV

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