AUS Brokers
Business Appraisals

· CONFIDENTIAL · VENDOR APPRAISAL REPORT ·

Lantern Lane Cafe (Sample)

Burke Road, Camberwell VIC 3124

VENDOR APPRAISAL

Vendor Appraisal Summary

Industry **Cafe / Restaurant - Non-Franchise** | Revenue **$780K**
Structure **Owner-Operated** | Appraisal **$118K – $177K + SAV**

PREPARED WITH

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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 INDICATIVE PRICE Appraisal midpoint + 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)

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

03 · STRENGTHS

Marketable Strengths

The marketable strengths below underpin buyer interest and pricing across the campaign.

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.

04 · 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

05 · APPRAISAL

Indicative Appraisal

The indicative appraisal below is derived from normalised maintainable earnings and an industry-standard multiples reference for the business type and scale. It is a guide to market value only, not a valuation.

INDICATIVE APPRAISAL RANGE

$118,000 – $177,000 + SAV

Midpoint $148,000 plus stock at value. Based on maintainable earnings and the adopted multiple range; subject to verification of financials, lease and inclusions.

PEBITDA BAND	$200,000
MULTIPLE RANGE	1.0× – 1.5×
BUYER DEMAND	Weak
PLUS STOCK AT VALUE	Yes

BASIS

Methodology

Maintainable FY25 PEBITDA of $118,000 has been assessed against the industry Cafe / Restaurant - Non-Franchise $200,000 PEBITDA band, applying a 1.00x-1.50x multiple range. Maintainable PEBITDA is based on FY25 net profit of $55,000 plus supported add-backs and adjustments (Owner wage add-back (principal owner-operator, incl. super) $70,000; Depreciation add-back $14,000; Interest expense add-back $3,000; less market rent adjustment: premises owned by the vendor's super fund $24,000).

Comparable Listings · Victoria

Recent and current Victorian listings of broadly comparable type and scale, provided for market context. Asking prices reflect vendor expectations, not achieved sale prices.

BUSINESS	LOCATION	ASKING PRICE
Established day-trade cafe on a shopping strip Independent Camberwell cafe with annual turnover of $546,000, a similar day-trade format and scale to the subject.	Camberwell VIC 3124	$145,000
Neighbourhood cafe, breakfast and lunch trade Independent day-trade cafe taking $312,000 per annum, a close scale match in a neighbouring eastern suburb.	Glen Iris VIC 3146	$129,000
Busy 80-seat cafe in a premium suburb Similar-scale independent cafe in a comparable affluent inner-eastern suburb with a comparable seating count.	Balwyn VIC 3103	$168,000
Cafe with commercial kitchen, short trading hours Independent cafe with a day-trade format and short hours comparable to the subject's breakfast/lunch model.	Balwyn North VIC 3104	$122,000
Long-established local cafe Independent, long-established eastern suburbs cafe taking $525,200 per annum, similar to the subject's revenue base.	Ashburton VIC 3147	$100,000
Small local cafe opposite a school Independent local cafe in a neighbouring inner-eastern suburb, useful as a lower-scale comparable.	Hawthorn East VIC 3123	$60,000
Fully fitted cafe, same precinct Fully fitted independent cafe in the same Camberwell precinct, offered as a turnkey owner-operator opportunity.	Camberwell VIC 3124	POA

Source: public business-for-sale listings. POA = price on application.

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

Next Steps

Use this appraisal to set your asking price and prepare your sale. Before you go to market, confirm the figures with your accountant, check the lease and any licences with the landlord and your solicitor, and have a solicitor prepare the contract of sale.

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TRADING NAME	Lantern Lane Cafe (Sample)
ADDRESS	Burke Road, Camberwell VIC 3124
INDUSTRY	Cafe / Restaurant - Non-Franchise
FY25 REVENUE	$780,000
INDICATIVE APPRAISAL	$118,000 – $177,000 + SAV

This indicative appraisal was produced by the AUS Brokers online appraisal tool from information supplied by the vendor, an industry-standard multiples reference and public business-for-sale listings. It is an estimate for guidance only: it is not a formal or independent valuation and is not financial, legal or tax advice. The information supplied has not been audited or verified by AUS Brokers. AUS Brokers does not act as agent for the vendor or any purchaser in the sale of this business. Verify all financial records, lease details, inclusions and licences, and seek professional advice, before setting a price or marketing the business. Comparable listings show asking prices, not achieved sale prices.