




## Award Winning Café/Online Gifting Business for Sale SV1601

Situated in the heart of Ballarat's newly upgraded Bridge Mall precinct, this premium chocolate and dessert destination has spent two years building something worth buying. The fit-out is done. The brand is known. The staff are trained. The customers keep coming back. And now, due entirely to personal family circumstances, it is time for someone else to take it forward.

This is a profitable, award-winning business in a growing regional city, with a national online gifting arm running alongside it, being handed to the right buyer at exactly the right moment.

**The Numbers: FY2026 Full Year Actual**

- Total sales: $615,707
- Gross profit: $350,480 at a margin of 56.92%
- Adjusted profit (PEBITDA): $147,194, up 61.5% on the prior year
- Stock at value included separately.

**What You Are Buying**

| | |
|---|---|
| **Price** | $225,000 + SAV |
| **Property Type** | Business |
| **Property ID** | 575 |

### Agent Details

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Two established brands, one lease, one set of staff, one asking price.

The store is a modern, fully fitted premium dessert cafe offering signature hot chocolates, monster shakes, waffles, sundaes, 16-flavour gelato, an all-day cafe menu and a wide retail range of chocolates, confectionery and gifting products. Seated capacity for 20 inside and 20 outside. Fully fitted with an estimated replacement value of $120,000.

Running alongside the store is a separately branded online hamper business shipping Australia-wide. Built entirely on organic SEO with zero paid advertising. Individual store products are also available online with hundreds more ready to be listed at any time.

**Revenue Streams**

- In-store retail: chocolates, confectionery, gifting and packaged range
- All-day cafe and dessert menu
- Chocolate experiences and kids parties (ages 8 to 12)
- Online hamper sales, Australia-wide
- In-store hampers, corporate gifting and direct business client orders
- Wholesale distribution
- Online individual product sales, early stage with significant room to grow

**Key Facts**

- Modern fully fitted turn-key store, $120,000 fit-out included in the price
- Lease with 3 + 3 year options available, annual rent approx. $37,131 plus outgoings
- 9 casual staff, stable and trained. 2 to 4 week handover offered
- Over 1,000 loyalty customer contacts in POS database built from zero
- Google SEO score 100 out of 100, Position 1 Google ranking for primary keywords
- Located in Ballarat's $25 million Bridge Mall upgrade, national co-tenants now in place
- Ballarat population forecast to grow from 124,500 to over 164,000 by 2046
- Farmers market, festivals and City of Ballarat events regularly programmed in the precinct

**What Has Not Been Done Yet**

The current owners have focused on building foundations, not growth for growth's sake. Everything below is ready to activate from day one.

- Evening trading: liquor licence already held

- Paid digital advertising: not a single dollar spent, all growth to date is organic

- Adult chocolate workshops and corporate events: requested regularly, not yet offered

- Kids party expansion: just launched, already growing through word of mouth only

- Online product range expansion: hundreds of in-store products yet to be listed online

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