



Welcome to South Melbourne Market

Expression of Interest (EOI)

Stall 59-60
BeautyWorks



southmelbournemarket.com.au



About South Melbourne Market

The Quintessential Village Market

With over 5.5 million visitors annually, the South Melbourne Market has, and continues to, set the standard in placemaking and has delivered consistent growth in visitation over the past decade. Since 1867, the Market has been a treasured inner-city landmark and a favourite among locals and visitors. It is the quintessential village market, a place where people come not only to purchase fresh food, but to meet, eat, drink, shop, discover, share, and connect.

Inside our Market, authentic traders display their wares with pride and passion. Quirky and playful characters are found behind the counters, delivering old fashioned customer service with a smile. We embrace and showcase the local, supporting local farmers, artisans, and producers. It is a foodie's paradise where freshness, quality and diversity are paramount and foodstuffs from land and sea are on show. We celebrate a philosophy of real food, encouraging you to cook dishes made from great quality, fresh produce sourced from our family of traders you know, love and trust.

We are home to seriously good coffee, specialty tea and a vibrant restaurant precinct for day and night-time activation. There is also an amazing array of merchandise and services with everything from clothing, homewares and second-hand books to hairdressing and pet food. With a calendar of live music, events and activities, the Market is a happy and experiential place that celebrates the senses. Take a trip to the Market: you never know what you will find, but we guarantee it will be full of surprising moments and experiences!

South Melbourne Market is owned and operated by the City of Port Phillip and advised by a Special Advisory Committee of the Port Phillip Council.

The South Melbourne Market Committee has the responsibility of overseeing the Market on behalf of Council.

Stall 59–60, Aisle B Precinct

Stalls 59–60, located in Aisle B, is visible from Cecil Street entrance and is positioned close to our popular traders Miss Nail Bar, Juicello, and Agathe Patisserie enhancing its exposure to passing customers.

Aisle B showcases a diverse mix of general merchandise & food offers, including Maison Otto, Spotty Dot, Agathe Patisserie, Cannoleria and Suki McMaster, creating a varied and engaging shopping experience.

Aisle B is also conveniently situated near the Cecil Street Entry which attracts a regular hustle and bustle of customers through it.

Features:

- A vibrant precinct with a loyal customer visitation
- Quality, complementary concepts and Market retailers
- Strong location – Central Market location close to busy Centre Aisle
- Strong footfall – total entry into the Market was 5,423,065 for the year 2025, with **approx. 1,287,847 people walking directly past Stall 59–60 in Aisle B**
- Approximately 24% of total visitation annually pass the tenancy



Licencing, Fees and Stall Details

BeautyWorks is the premier destination designed to enhance your beauty and hair experience offering an exceptional curated range of brands, products and professional services that cater to your scalp, hair and overall wellness.

With a commitment from professionals in hair, scalp and beauty, BeautyWorks provides an oasis of relaxation and rejuvenation.

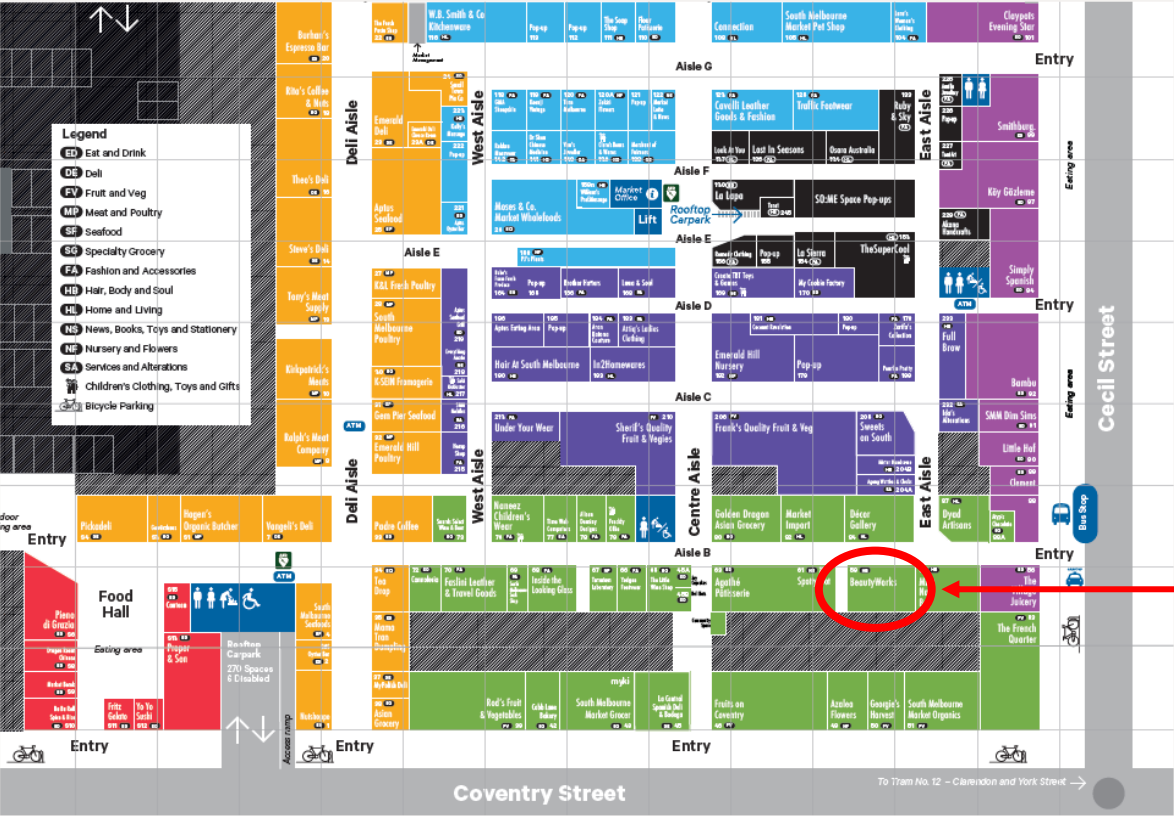
The Market is seeking **expressions of interest** for a new vendor specialising in hair and beauty products.

Fees and Stall Details:

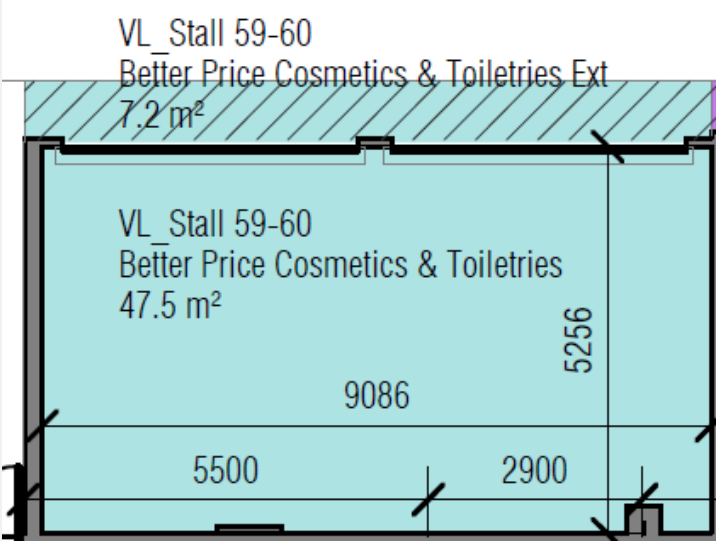
- **Sale of Business:** The BeautyWorks business is for sale, and the owners will negotiate directly with any Market approved parties.
- **Category & Permitted Use:** Hair and Beauty products
- **Licence Term:** 3 year licence
- **Proposed Form of Agreement:** South Melbourne Market Licence
- **Fixtures and Fittings:** If a new fit-out will be required, please provide details on what your concept would be for this space including a proposed Stall Fit-out concept and Plan
- **Estimated outgoings:** The Licensee will be required to pay any metered charges for utilities. The licensee will also be required to pay a monthly pest control fee, amount TBA.
- The Licensee is responsible for effecting and keeping a Public Liability insurance policy for at least \$20 million for their stall.
- **Security Deposit:** The security deposit is equal to three months licence fee excluding GST. and will be required to be paid at the commencement of the licence.



Stall 59-60 – Map Location and Floor Plan



SIZE Approx 47.5m2 internal space + 7.2m2 display area



Application Requirements

Expression of Interest Process

Interested parties are invited to express their interest by submitting an application, supported by a Business Plan which focuses on the following:

- Strong focus on a viable, commercial operation
- Proposed business strategy
- Experience – details around:
 - background and previous relevant experience,
 - small business experience,
 - small business management and/or ownership
 - understanding of product innovation and trends,
 - future vision
- A passion for sustainability in business, environmental and social sustainability business strategies
- Best practice, creative and innovative business operations
- A desire to join the thriving and unique South Melbourne Market community

Application Process:

- Applicants to read and understand all documentation.
- Develop Business Plan: a link to a template is available on the [South Melbourne Market website](#) or you can develop your own addressing the information requested in the template.
- Fill out and submit the application form online via the Market website before the expression of interest closing date.
- An evaluation panel comprising of South Melbourne Market Management Team members will evaluate each application based on evaluation criteria.
- Applicants are shortlisted and interviewed
- SMM Management & SMM Committee support of applicant(s)
- Successful applicant(s) advised.
- Business sale negotiated with existing licensee
- New licence prepared and delivered.

Get In Touch

South Melbourne Market Management

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