

October 2025

RETAIL SOLUTIONS

**ROYAL
VOLUNTARY
SERVICE**



Introduction

WHAT WE DO?

With over 150 shops, cafés and hospital trolleys throughout Great Britain, Royal Voluntary Service has been providing refreshments for decades and with our trolley services and pop-up offers, we are in a unique position to deliver a bespoke solution in almost any environment.

Our dedicated retail team is made up of retail professionals with years of expert knowledge who understand the importance of driving revenue and maintaining exceptional retailing standards, ensuring we deliver great customer service at every location.

The unique combination of the charity's retail experience over 85 years with inspiring and enabling the gift of volunteering, means that our teams can go that step further by bringing comfort, company and compassion to our customers, helping to brighten their day!

Contact us to find out more, email us at retailsolutions@royalvoluntaryservice.org.uk or visit us at royalvoluntaryservice.org.uk



Cafés & Coffee Shops

WHAT WE DO?

Our cafés and coffee shops have been serving the nation since 1938 and have since become a staple addition to health care settings across Britain. They offer a welcoming, high quality cafe environment whilst serving a fantastic range of hot and cold meals, freshly baked pastries, cakes, great tea and coffee!

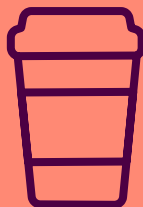
Our cafés and coffee shops focus on the grab and go customer: ideal for settings that are busy and require quick and friendly service.

KEY FEATURES:

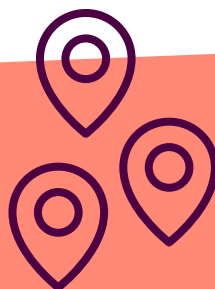
- High quality café solutions with healthy, nutritious options.
- Demonstrable Social Value and outstanding volunteering opportunities.
- Bespoke offers tailored to the local community.
- Caring & compassionate customer service.



Refreshing
the nation
since 1938



Over 3.5 million
hot drinks sold
per year



Over 70 cafés
across the UK



Shops

WHAT WE DO?

For decades our popular shops have been providing a convenient, friendly and efficient service in many different environments across Britain.

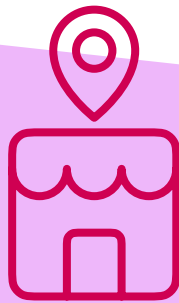
Our shops provide a modern shopping experience, taking the best elements from a traditional convenience shop, and enhancing them with the addition of products to meet the needs of customers in the hospital or other setting, ensuring they can get everything they need, at a competitive price.

KEY FEATURES:

- **Efficient, caring and exemplary customer service.**
- **Competitive convenience shop solutions with high standards.**
- **Options for added services such as cash machines, vending & lottery.**



**Over 1.8 million
sandwiches sold
every year**



**Over 30 shops
across the UK**



**Committed to
providing healthy
options**



Pop-Ups & Trolleys

WHAT WE DO?

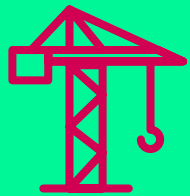
Our mobile formats offer a fast, low-footprint way to serve refreshments and essentials wherever they're needed most.

OUR CORE SOLUTIONS:

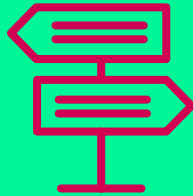
Mobile Trolley Service • Pop-Up Shop • Coffee/Café carts

KEY BENEFITS:

- Tailored for indoor and outdoor spaces
- Ideal for high footfall areas with limited space
- Fully mobile, easily moved to where demand is highest
- Wide range of food and drinks available



Easy-set-up
instant retail
solutions



Ideal for high
footfall locations



Over 50 mobile
trolley services
across the UK



Next steps...

WHY PARTNER WITH US?

Royal Voluntary Service brings together the professionalism of a national operator with the purpose and integrity of a trusted charity. With over 85 years of experience and more than 150 live services, we deliver commercially strong, socially driven retail partnerships across public venues.

All profits from our cafés and shops are reinvested in the NHS and UK communities. Our flexible formats, investment in fit-outs, and experienced retail team make us a ready-to-trade partner. If you're looking to create space that delivers value beyond sales, supporting health, wellbeing and social impact - we're ready to work with you.

We are actively expanding into new spaces such as rail stations, museums, NHS settings, and community sites.

LET'S BUILD A SPACE WHERE EVERY PURCHASE GIVES BACK.

To talk to us about your retail opportunities email retailsolutions@royalvoluntaryservice.org.uk

