business
for sale



BUSINESS REPORT

Date: **8th November 2026**
Business Reference:**36926**

About the Business:

Profitable Cash Management & Money Counting Equipment Business (Exclusive Distribution Rights)

Recurring revenue cash management business with proven client retention and strong repeat/referral growth, supported by a buyer friendly structure where the buyer benefits from a 2 year structured stock payment to support affordability and early cash flow. Multiple income streams across equipment,

maintenance, servicing, and processing/risk cover. Exclusive Sub‑Saharan Africa distribution rights for three established brands, supporting a defensible market position. Strong contract visibility, including an equipment supply agreement with a leading South African bank. Clear growth lever identified through scaling lead generation via dedicated professional sales representatives.

Profitable Cash Management & Money Counting Equipment Business (Exclusive Distribution Rights)



Sector: **Services**

Asking Price:

R 9,000,000

Monthly Profit:

R 420,073

Asset Value:
R 11,682,632

Stock Value:
R 3,000,000

Yearly Net Profit :
R 5,040,871

Business Report

Fully describe the business's activities?

The business specializes in Cash Management Solutions, providing clients with tailored options to securely store, process, and manage cash. Revenue is generated through a diversified model, creating multiple recurring income streams:
The business also holds sole sales and distribution rights across Sub-Saharan Africa for three well-established brands in the cash management and money counting equipment industry.
Sales, Leasing and Supply of Cash Management and Money Counting Equipment: Clients can purchase or lease equipment designed for secure cash handling, counting, processing and storage.
Monthly Maintenance Fees: Regular maintenance services ensure equipment reliability, providing clients with consistent, uninterrupted operations.
Cash Processing and Risk Coverage: Revenue is also derived from cash processing services and offering risk cover, ensuring secure and efficient cash handling for clients.
Billing for Spare Parts and Service Call-Outs: Additional revenue is generated from supplying spare parts and handling emergency service requests.
Margin on Cash-in-Transit (CIT) Cost Management: The business does not provide cash-in-transit services as an in-house offering. Where required, CIT is arranged via approved third-party subcontractors, and the business benefits from favourable pricing with these providers, with a margin captured in client billing.
These revenue streams reflect monthly, recurring transactions, establishing a steady and predictable income base for the business. Importantly, monthly debit orders are collected in advance (forward-paid), meaning a buyer can benefit from positive cash flow within the first week of taking over.

How long has the business been established?

Since 2016

Operational stock carried

The business maintains a strategically built inventory, purchasing stock in bulk from international suppliers to secure favourable pricing and protect margins. Current stock levels are sufficient to support approximately 10 months of uninterrupted trading, ensuring continuity of supply and reducing procurement risk for a new owner. To further enhance affordability and ease the acquisition, the seller is willing to allow the buyer to settle the value of the stock over a two-year period, significantly lowering the initial cash outlay and improving early cash flow post-acquisition.

How does the business operate on a daily basis?

The business follows a structured daily routine to ensure efficient cash management and responsive client support:
Daily Service Meeting (08h00): Each day begins with a service meeting to review the previous day's activity, resolve any outstanding issues, and schedule new call-outs. Technicians are assigned to specific areas for both scheduled monthly maintenance and urgent call-outs.
Client Payments: The finance department processes payments to clients for funds received from the cash centre.
Once technicians have been dispatched, the team manages general administrative tasks, while the call centre remains available to provide first-line support to clients. The workshop completes repairs on any equipment received for servicing.
Operating hours:
Standard hours: 08h00 to 17h00, Monday to Friday.
Weekend and after-hours support: The service department maintains a technician standby roster to provide weekend support, while the call centre is monitored seven days a week.
The business offers a unique and flexible sales model, enabling it to meet diverse client needs through customisable options. This adaptability supports competitive pricing on equipment and services, positioning the business as a leader in affordability without compromising quality or service.

How are the clients attracted to the business?

In the early years, cold calling was the primary method of client acquisition. However, the business reached a stage where repeat and referral business serves as its largest growth driver.
Given the market's remaining untapped potential, the owner is in the process of recruiting professional sales representatives to expand outreach, strengthen lead generation, and further grow the business.
When a client transitions to a new role or company, the business often retains the original account and gains new business as the client brings them into their new organization. Business is also frequently acquired through associations; for instance, when a client acquires a national franchise outlet, they typically refer the business to other franchise owners within the network.
Additionally, the business engages in event marketing. For example, they participate in industry events such as Petroleum conferences, where they set up booths to increase exposure and attract new clients.

Does the business have any contract work?

Yes. Most clients are contractually bound, and the business also holds a contract with one of South Africa's leading banks to supply all of its money-counting equipment. Contract work includes:
- Rental agreements
- Maintenance agreements
- Equipment financing contracts

These contracts provide strong visibility of recurring, contracted future income.

What Balance Sheet and Income Statements are available?

Management accounts for the 2026 book year.
AFS up and till 2025. The 2026 AFS will be ready soon.

How could the profitability of the business be improved?

Build a predictable sales engine: Implement professional sales reps with clear targets and pipeline management to reduce reliance on referrals alone.
Increase recurring income per client: Convert more customers to maintenance agreements and upsell higher-tier service levels (SLAs).

Give a breakdown of staff/ functions/ length of service?

2 x Sales
7 x Technicians (Gauteng, Cape Town, Port Elizabeth, Durban)
2 x Administrative

Do any have management potential?

Yes - There are 2 managers in place.

When does the current lease end?

It's a yearly contract.

What are the trading hours?

Operating Hours:
Standard Hours: 08h00 to 17h00, Monday to Friday.
Weekend and After-Hours Support: The service department maintains a technician standby roster to provide weekend support, while the call center is monitored seven days a week.

What are the main assets of the business?

A full asset list will be provided to serious and qualifying buyers.

Strengths?

Exclusive Distribution Rights: Holds sole rights for the distribution of this brand of vaults and note readers in the African market, providing a unique product offering that limits competition.
Recurring Revenue Streams: Multiple revenue channels from equipment sales, monthly maintenance, cash processing, spare parts, and cash-in-transit cost management.
Established Market Presence: Strong local reputation with established relationships throughout South Africa, and a loyal client base due to reliable service and industry expertise.
Comprehensive Service Offering: Offers a full suite of cash management solutions, including secure storage, cash processing, and support services, positioning the company as a one-stop solution provider.

Weaknesses?

Economic Volatility: Fluctuations in the South African economy may reduce client spending on security solutions, impacting revenue.
Limited Digital and Marketing Presence: If digital marketing and online presence are underdeveloped, the company might struggle to reach potential clients or effectively promote new services.

Opportunities?

Unlock additional market potential by expanding proactive sales outreach through newly recruited professional sales representatives.
Leverage exclusive distribution rights to deepen penetration across Sub-Saharan Africa (new territories, channel partners, and key-account expansion).
Expand event marketing and industry presence to generate new leads and strengthen brand visibility.
Cross-sell and upsell to the existing contracted client base (equipment upgrades, additional maintenance coverage, spare parts, and service-level enhancements).

Threats?

Exchange Rate Volatility: South Africa's exchange rate fluctuations can affect the cost of imported equipment and spare parts, leading to potential price increases and profit margin erosion.

What is the reason for the sale?

The owner is planning to retire and would like to spend more time at his residence in Europe.