business
for sale



# BUSINESS REPORT

Date: **12th November 2026**
Business Reference:**38484**

About the Business:

## Motor repair business, franchised

Well known franchise. Strong support from Head Office and Full Training provided. Well trained staff.

# Motor repair business, franchised



Sector: **Services**

**Asking Price:**

R 4,260,000

**Monthly Profit:**

R 129,766

Asset Value:
**R 1,346,821**

Stock Value:
**R 0**

Yearly Net Profit :
**R 1,557,191**

# Business Report

## Fully describe the business's activities?

This business is part of a strong and well-known franchise group which provides affordable services and repairs to all types of cars and bakkies.

## How does the business operate on a daily basis?

Clients will come/phone in and receive a quote, client will instruct which services should be performed and drop off the car, payment will be made when car is picked up.

## What Advertising/Marketing is carried out?

Advertising is done by the franchisor, and each franchisee pays 2.5% of turnover towards this on a monthly basis. Each franchisee is strongly advised to also advertise in their own area via pamphlets, etc.

The business has recently been revamped and has the latest look and feel

## What competition exists?

There are a few small workshops in the area.

## Is the business VAT Registered?

Yes

## How could the profitability of the business be improved?

By adding more specialized tools and equipment

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

Receptionist 4 years
Service advisor - 5 years
Qualified technician - 4 years
Skilled technician - 6years
Skilled technician - 4 years
Workshop Supervisor 3 months

## Do any have management potential?

Yes

## How involved is the Owner in running the business?

Owner does site visits twice a week

## When does the current lease end?

2029/09

## What are the trading hours?

Weekdays: 07:00 – 17:30
Saturdays: 08h00 – 13h00

## What are the main assets of the business?

Workshop equipment
Furniture
Computer equipment

## Strengths?

Established national brand. Part of the franchise network, giving credibility, trust and national marketing reach.

Strong customer value proposition - Free vehicle checks, pensioner discounts, genuine parts, and certified Motor Retail Industry Partner status.

Broad service offering- - Services all makes and models, covering repairs, replacements, major/minor services, and convenience‑based payment options.

High convenience and accessibility - Central location with long weekday hours and Saturday trading.

## Weaknesses?

Local market size limitations - Queenstown/Komani is a mid‑sized town with slower population and vehicle‑ownership growth compared to major metros.

Dependence on brand standards - As a managed franchise branch, strategic flexibility may be limited by national policies and pricing structures.

Potential staffing constraints - Skilled automotive technicians are scarce in smaller towns, affecting capacity and turnaround times.

## Opportunities?

Growing demand for affordable vehicle maintenance - Economic pressure increases demand for reliable, cost‑effective service centres rather than dealership servicing.

Expansion into fleet servicing - Strong presence of government departments, logistics operators, and mining‑related businesses that require fleet maintenance.

EV and hybrid readiness - Although slow in rural areas, early adoption of EV‑compatible diagnostics and servicing can position the branch ahead of competitors.

Partnerships with local businesses - Taxi associations, delivery services, and corporate fleets present recurring revenue opportunities.

Regional dominance - Limited competition compared to larger cities—opportunity to become the preferred service centre for the broader district

## Threats?

Economic strain in the Eastern Cape - Lower disposable income affects vehicle maintenance frequency and average spend per service.

Competition from informal mechanics - Price-driven customers may choose cheaper, uncertified alternatives.

Rising parts costs - Imported parts volatility (exchange rate fluctuations) can reduce margins.

Vehicle technology complexity - Modern vehicles require advanced diagnostics—branches must continually invest in equipment and training.

## What is the reason for the sale?

Owners are relocating