



BUSINESS REPORT

Date: **17th May 2024**

Business Reference: **36044**

About the Business:

Business Centre Franchise In Secunda

Well-positioned business centre for sale!

Business Centre Franchise In Secunda



Sector: **Services**

Asking Price:

R **290,000**

Monthly Profit:

R **454**

Asset Value:

R **731,804**

Stock Value:

R **0**

Yearly Net Profit :

R **5,445**



Business Report

Fully describe the business's activities?

This Business Services Centre offers a print-to-go service, including colour & black & white digital prints, copies, large format printing as well as Kodak photographic solutions. International & local express courier services are being offered. Other services offered include; internet services, canvas printing, sublimation t-shirts, mugs, stones, coasters, keyrings, etc. Perforating and creasing, binding of documents. Flyers and business card printing. They offer an office away from home environment.

How does the business operate on a daily basis?

They have well-trained staff who know how to render all services offered. The staff open and close the store daily. The owners are mainly involved with their other businesses and the store is run by the staff in-store.

What Advertising/Marketing is carried out?

Franchisor marketing campaigns.
Google advertising.
Facebook & Instagram.
Word of mouth.
Local newspaper.

What competition exists?

They are the only business service centre in the mall. Also, the only business offering national and international Courier Services in the Mall. There are various competitors in the surrounding areas.

How could the profitability of the business be improved?

Allow bigger businesses a 30-day account.
More aggressive marketing in the surrounding office blocks and residential estates.
Daily owner involvement.
Keep on diversifying services offered.
Increase the range of stationary carried.

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

One lady: Three years and highly experienced

Second lady: two years in the business and experienced in her work

One guy: Has four months

Do any have management potential?

Yes: The lady with three years in the business

How involved is the Owner in running the business?

In the beginning he was involved fully at least 5 days a week. in the past 12 months he has been engaged, yet attending the shop at least 3 days a week.

When does the current lease end?

2025

What are the trading hours?

Monday to Thursday : 9:00 - 18:00

Friday : 9:00 - 19:00

Saturday: 9:00 - 17:00

Sunday: 9:00 - 15:00

What are the main assets of the business?

Kodak Photo Printer

Canvas making equipment

Laptop

Desktops (x2)

Microwave

Furniture

Strengths?

Established and well-known franchised brand.
Low franchisor royalty structure.
Multiple high-in-demand services rendered cater to a diverse customer base.
This is a turnkey franchise with all IP and best practices already in place.
Strong, trained and loyal staff in place.

Weaknesses?

Needs continuous attendance to the shop by the owner.
Customer fluctuation due to loadshedding
Increase in courier costs

Opportunities?

The public sector's inability to render the relevant services for this market segment makes this an attractive industry to invest in.
The franchise can significantly increase revenue by diversifying its product offering.
There are a number of businesses, lodges, and residential suburbs in the vicinity that should be targeted.
Increase the stationary range on offer.

Threats?

None perceived.

What is the reason for the sale?

The owner is involved in other businesses and needs to consolidate his resources.
I need to focus on the new construction venture that I have initiated and it requires more of my time.