



# BUSINESS REPORT

Date: **12th May 2024**

Business Reference: **35842**

About the Business:

## **Mpumalanga News Paper Printer with Stationery Outlet.**

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Established business. Competent and dedicated staff. Loyal client base. Attractive retail outlet. High quality printing equipment.

# Mpumalanga News Paper Printer with Stationery Outlet.



Sector: **Manufacturing**

Asking Price:

R **5,150,000**

Monthly Profit:

R **180,089**

Asset Value:

R **3,355,000**

Stock Value:

R **550,000**

Yearly Net Profit :

R **2,161,063**



# Business Report

## Fully describe the business's activities?

Manufacturing and supply of all types of commercial printing for customers.  
Supply of office stationery and scholastic stationery.  
Printing (in house) and publishing of the "Excelsior News" (only registered local newspaper).

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

Controlled by the general manager, with daily production meetings with all department managers as to what is expected for the day and rest of the week within the different departments.

## What Advertising/Marketing is carried out?

By means of various advertising platforms, including Newspaper (our own product), website, word of mouth, face book, whatsapp, etc.

## What competition exists?

None within a 100 km radius.

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

By procuring government and local municipal BEE tender contracts.

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

General manager  
Financial/admin manager  
Stationery shop - 4  
Advertising/news workers - 4  
Factory manager/workers - 5  
General staff with - 2

### Do any have management potential?

Yes

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

Hands on, daily.

### When does the current lease end?

Premises is owned by company therefore no contract period, premises is not included in price, but lease or purchase is negotiable.

### What are the trading hours?

Monday to Friday: 08:00 - 13:00 and 14:00 - 17:00  
Extra hours, work related at overtime rates.

### What are the main assets of the business?

Equipment, machinery, vehicle and stock

### Strengths?

Reliable and competent staff with plenty of experience.  
Loyal client base.  
Unique offering.

### Weaknesses?

None perceived.

## Opportunities?

Plenty growth opportunities for the right person with drive to procure BEE contracts.

## Threats?

General trend towards digital and paperless news platforms.

## What is the reason for the sale?

Owner is getting older and children and grandchildren do not live in same town, also looking for a new challenge.

Being the only place of employment for the seller, time for a change.