

A man in a blue suit and patterned shirt stands on a city street, smiling. The background shows a building and a blue trash can.

# BUSINESS REPORT

Date: **12th May 2024**

Business Reference: **35800**

About the Business:

**4 x Retail outlets selling branded athletic sneakers and apparel.**

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## 4 x Retail outlets selling branded athletic sneakers and apparel.



Sector: **Retail**

Asking Price:

**R 10,000,000**

Monthly Profit:

**R 472,726**

Asset Value:

**R 932,243**

Stock Value:

**R 2,200,000**

Yearly Net Profit :

**R 5,672,711**



# Business Report

## Fully describe the business's activities?

This business is made up of 4 retail stores located in higher LSM malls selling branded running shoes and apparel.

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

The business is solely retail based with 2 x brick and mortar stores and 2 x kiosk concept stores.

## What Advertising/Marketing is carried out?

Facebook  
Instagram  
Mall signage and webpage

## What competition exists?

There are other sports apparel stores, however this business boasts top national sales outlet for certain running brands.

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

- The concept can be replicated in other malls around SA.
- Open an online store.

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

Staff perform basic sales functions.

## Do any have management potential?

Yes, staff currently open and close stores.

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

The owners are partially involved as they have other business interests besides this business.

### When does the current lease end?

All leases have renewal clauses and will be available to qualified buyers.

### What are the trading hours?

Mall hours

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

Inventory, shopfitting and point of sales makes up a large portion of the assets.

### Strengths?

Top performing stores with high-end locations.

### Weaknesses?

Retail hours and high stock holding.

### Opportunities?

- Rollout more stores in other malls.
- Online store.

### Threats?

None perceived.

## What is the reason for the sale?

Owners want to part ways and focus on other business interests.