

business
for sale



Date: **3rd July 2024**

Business Reference: **36286**

About the Business:

NEGOTIABLE: Chicken takeaway business with a unique offering

This is a unfranchised chicken takeaway business with a unique offering catering for the local shoppers. Food is sold by weight and very profitable because they have a very basic offering

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Sector: **Food**

Asking Price:

R 2,310,000

Monthly Profit:

R 83,255

Asset Value:

R 367,020

Stock Value:

R 90,000

Yearly Net Profit :

R 999,059



Business Report

Fully describe the business's activities?

This is a mostly a self-service business (no other food business in the area works this way) where only a small portion of the orders are prepared on demand, which is very time consuming, the biggest seller is self-service. Food is prepared beforehand, put out for sale and the customer selects, pays and leaves. quick turnaround.

They have a small but profitable menu so they don't have having hundreds of products that can expire.

The business is quite self-sufficient as it has its own backup power and water to keep things running when there is load shedding and water problems.

How does the business operate on a daily basis?

Business relies on the locals who frequently visit the business and who are repeat customers. The business has been on this premises for 30 years and is well known. The customers drive to us as far as Soweto , Krugersdorp , Roodepoort and even Carltonville to buy our Chicken due to our unique spices.

What Advertising/Marketing is carried out?

None whatsoever

What competition exists?

There are other fast-food places, but this business has its own recipe and no other chicken take-away has the same taste. The business model is also unique and will be discussed with serious buyers.

They are the only business left in town after 30 years and is currently one of the oldest take-away that exist as all others has closed down.

How could the profitability of the business be improved?

Longer hours as we keep to a 45-hour work week,
New products ie: chicken burgers, pies, sandwiches, it all depends on which market you plan on taking in next.

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

2 kitchen hands does everything from cutting chicken to cooking and cleaning. Been employed since 2010.
The newest person (around 4 years' service) doesn't cook chicken, only started to learn now in Aug 2023.
1 employee can cook everything, but doesn't cut the chicken, and she can run all ovens on her own

Do any have management potential?

1 employee can assist at the counter but not manage or run the business

How involved is the Owner in running the business?

Owner is full time involved , as you will decide on quantity of ovens per day.

When does the current lease end?

The lease is month-to-month. The business has been in the same location for the last 30 years.

What are the trading hours?

Monday to Friday 8h00 to 5h00

Saturday 8h00 to 2h00

If business allow we will be open later on a Saturday

What are the main assets of the business?

Chicken rotisserie ovens, gas chip ovens, large boiling table and generator to run whole business and water tank to keep everything clean

Strengths?

- Well known.
- Long standing
- Unique recipes
- Unique ordering process
- Bulk of the food is pre-prepared so planning can happen beforehand
- Focuses on lower LSM's
- Located close to customers

Weaknesses?

- Located in the CBD but ideal for customers

Opportunities?

- Expand the menu
- Different lay-out of the business
- Longer hours

Threats?

- Worsen economy as clientele are price sensitive

What is the reason for the sale?

- Owner retiring