

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: **11th May 2024**

Business Reference: **30462**

About the Business:

## Supply and Installations - Glass Industry

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The supply and Installation of replacement glass, specifically in the automotive industry and also other.

# Supply and Installations - Glass Industry



Sector: **Retail**

Asking Price:

N\$ **8,600,000**

Monthly Profit:

N\$ **276,701**

Asset Value:

N\$ **580,000**

Stock Value:

N\$ **1,200,000**

Yearly Net Profit :

N\$ **3,320,407**



# Business Report

## Fully describe the business's activities?

This is a well-established business in the automotive industry, with a well-known brand and a good name in the industry. The business is perfectly located for its customers and also does off-site sales and services. The business imports 80% directly from the factory overseas and therefore owns the whole value chain.

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

One of the owners opens the business in the mornings. Clients come to the premises and the business vehicles do off site sales and services.

## What Advertising/Marketing is carried out?

Limited marketing is done, the business is well known with a well established and recurring client base. The business uses branded vehicles and visible signage outside the business which attracts the buyers.

## What competition exists?

There are two main competitors in the market, but all of them have been in business for many years and the market is stable regarding competition.

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

There are scope to expand the business footprint.

## Do any have management potential?

Yes.

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

The owners are involved on a day to day basis, however all processes and procedures are in place for the smooth running of the business.

### When does the current lease end?

The owners of the business are also the owners of the properties. A long lease will be offered to the buyer of the business or the buyer can also acquire the properties at the latest valuation.

### What are the trading hours?

The business hours are Monday to Friday 07h30 to 17h00.

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

Owner provided us with a full asset list which includes all office furniture, workshop equipment and tools, generator and delivery vehicles.

### Strengths?

The business premises are accessible with enough parking for clients. It is a good and visible spot in town. It has a very good name in the industry and are contracted in with all the major insurance companies. The business has been in existence for more than 20 years. It imports directly from the international factory to ensure maximum profit margins.

### Weaknesses?

The owners are involved on a day to day basis so a new owner cannot afford to let service standards slip.

### Opportunities?

The wholesale business is fairly unknown and the existing smart partnerships with service providers in other towns can be expanded. It is Realistic to expect that the business will indeed achieve growth over the next 2 to 3 years.

### Threats?

Service levels will have to be maintained to ensure that the strength of the brand is maintained.

## What is the reason for the sale?

The owners have been in the industry for many years and they are looking at retiring.