

business
for sale



Date: **3rd July 2024**

Business Reference: **36516**

About the Business:

Easy to operate business which is both fun and profitable.

This business supplies balloons for corporate events, showrooms, parties and any other fun occasion. A complete turnkey operation with trained staff, balloon artists, equipment and delivery vehicle.

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Sector: **Services**

Asking Price:

R 720,000

Monthly Profit:

R 34,395

Asset Value:

R 250,000

Stock Value:

R 80,000

Yearly Net Profit :

R 412,741



Business Report

Fully describe the business's activities?

The business provides balloons and allied balloon decor for corporate events, birthdays and related celebrations.

How does the business operate on a daily basis?

The business operates from shared premises. Orders are received, made up and delivered to clients on the appointed day. The core product is balloons inflated with helium and then combined into designs according to the nature of the event. Conceptualisation and design of the balloon clusters and allied decorations is offered as part of the service.

What competition exists?

There are 4 or 5 competitors including Westpac.

How could the profitability of the business be improved?

Expenses need to be better controlled as the business commands little of the current owner's time due to other commitments. Reducing staff is the initial consideration.

Do any have management potential?

Yes

How involved is the Owner in running the business?

The owner is responsible for the payroll and paying suppliers, which takes about 5% of his time.

When does the current lease end?

Current lease is month to month

What are the trading hours?

Weekdays 08h00 - 17h00
Saturdays 08h00 - 15h00
After hours upon request
Closed for 3 weeks in December

What are the main assets of the business?

One Nissan NV350 branded delivery vehicle
Stock - helium, balloons, decor

Strengths?

Client list
Brand awareness
Brand reputation
Location of business close to Sandton CBD

Weaknesses?

On occasion rely on subcontractors creates vulnerability to late delivery or poor performance

Opportunities?

Increase awareness
Penetrate new markets like event companies and car dealerships

Threats?

Pushback from environmentalists
Covid had a negative impact on the business and a similar outbreak would have a similar negative impact

What is the reason for the sale?

Seller wants more control over his spare time as he has other, larger business interests