



BUSINESS REPORT

Date: **21st November 2024**

Business Reference: **36806**

About the Business:

Tombstones manufacturing ,Selling and Installing in Gauteng property included

Well established business with neat infrastructure. Potential to expand. 12 hectare property included

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Sector: **Manufacturing**

Asking Price:

R **9,800,000**

Monthly Profit:

R **165,190**

Asset Value:

R **6,518,500**

Stock Value:

R **150,000**

Yearly Net Profit :

R **1,982,274**



Business Report

Fully describe the business's activities?

The business manufacture, sells and installs tombstones.
The sale orders are done by the 5 shops and send to the factory for manufacturing.

How does the business operate on a daily basis?

There are currently 5 shops/ showrooms in the group and the factory itself. The shops do the marketing, receive the orders and then send it and the monies through to the factory.

What Advertising/Marketing is carried out?

Social media
Pamphlets are being distributed

What competition exists?

Yes there are the normal competition doing granite products...

How could the profitability of the business be improved?

Having more showrooms at the right spot and time.

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

The 5 showrooms has two staff that handles the Sales and admin
At the factory there are the Admin lady , Supervisor , Machine Operators, Drivers and Installers of the tombstones.

Do any have management potential?

The Administrator that is handling most of the managerial duties already currently.

How involved is the Owner in running the business?

The Owners monitor and are full time in the business

When does the current lease end?

The 5 showrooms has different agreements in place and a schedule is available to approved Buyers
All leases has the option of renewal.

The property with the factory is included in the sale . See Item 6 under Assets for more detail.

What are the trading hours?

The showrooms trading hours are 8h30 till 16h30.

The factory staff works from 8h00 till 16h00

What are the main assets of the business?

The main Assets are the well maintained property , the factory plant and equipment , trucks and office furniture and equipment.

A detail list of assets are available.

The property size 12 hectares with camps, Eskom power, Gas appliances, Established roads and a well established and maintained garden. The improvements on the property are the Main dwelling of 357 sq m , Carport of 32 sq m and outbuildings for factory , offices and staff housing of 292 sq m. There are a strong borehole on the property. Rates and taxes are R488 pm. Approved plans.

Strengths?

Reliable suppliers with long standing relationships with suppliers.

Good Infrastructure between factory , showrooms and installers.

It is a essential product delivered to clients.

Lay- Buys are offered assuring orders for the future

Skilled staff, with the business running mainly on its own.

Lots of repeats from a huge customer base

Weaknesses?

There are times in the year that the business is not so busy

Opportunities?

More Showrooms can be opened
Deliver services on a contract basis.
Social Media can be expand
Business can be Franchised

What is the reason for the sale?

The Owners has new Ventures in mind.