

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: **19th April 2025**

Business Reference: **36926**

About the Business:

Profitable Cash Management Company for Sale – Strong Client Base & Growth Potential

This cash management company offers comprehensive solutions for secure cash handling, from equipment sales to maintenance and cash processing services. With exclusive African distribution rights and a strong, recurring revenue model, it's a well-positioned business primed for continued growth and expansion.

Profitable Cash Management Company for Sale – Strong Client Base & Growth Potential



Sector: **Services**

Asking Price:

R 7,100,000

Monthly Profit:

R 232,226

Asset Value:

R 1,180,801

Stock Value:

R 2,100,000

Yearly Net Profit :

R 2,786,709



Business Report

Fully describe the business's activities?

The business specializes in Cash Management Solutions, providing clients with tailored options to securely store, process, and manage cash. Revenue is generated through a diversified model, creating multiple recurring income streams:

Sales and Supply of Cash Management Equipment and Services: Clients can purchase or lease equipment designed for secure cash handling and storage.

Monthly Maintenance Fees: Regular maintenance services ensure equipment reliability, providing clients with consistent, uninterrupted operations.

Cash Processing and Risk Coverage: Revenue is also derived from cash processing services and offering risk cover, ensuring secure and efficient cash handling for clients.

Billing for Spare Parts and Service Call-Outs: Additional revenue is generated from supplying spare parts and handling emergency service requests.

Profit from Cash-In-Transit Cost Management: The business benefits from favourable pricing with cash-in-transit (CIT) subcontractors, with a profit margin captured in client billing.

These revenue streams reflect monthly, recurring transactions, establishing a steady and predictable income base for the business.

How does the business operate on a daily basis?

The business operates with a structured daily routine to ensure efficient cash management and client support:

Daily Service Meeting (08h00): Each day begins with a service meeting to review occurrences from the previous day, address any issues, and organize new call-outs. Technicians are assigned to specific areas for scheduled monthly maintenance and urgent call-outs.

Client Payments: The finance department processes payments to clients for funds received from the cash centre.

After technicians are dispatched, general administrative tasks are managed, and the call centre is available for clients seeking first-line support. The workshop handles repairs on any equipment sent in for servicing.

Operating Hours:

Standard Hours: 08h00 to 17h00, Monday to Friday.

Weekend and After-Hours Support: The service department maintains a technician standby roster to provide weekend support, while the call centre is monitored seven days a week.

The business offers a unique and flexible sales model that allows it to meet diverse client needs through customizable options. This adaptability ensures competitive pricing on equipment and services, establishing the business as a leader in affordability without compromising quality or service.

How are the clients attracted to the business?

In the early years, cold calling was the primary method of client acquisition. However, the business reached a stage where repeat and referral business serves as its largest growth driver.

When a client transitions to a new role or company, the business often retains the original account and gains new business as the client brings them into their new organization. Business is also frequently acquired through associations; for instance, when a client acquires a national franchise outlet, they typically refer the business to other franchise owners within the network.

Additionally, the business engages in event marketing. For example, they participate in industry events such as Petroleum conferences, where they set up booths to increase exposure and attract new clients.

What Advertising/Marketing is carried out?

None other than industry specific events and conferences.

What competition exists?

While there are other players in the market, the business holds significant advantages that strengthen its competitive position. It has exclusive distribution rights for the vaults in African markets and serves as the sole importer and distributor of a well know brand of note readers utilized within the vaults and other related operations. These exclusive rights not only protect market share but also enhance the business's value proposition by offering unique products that competitors cannot access.

How could the profitability of the business be improved?

Open your own cash centre.
Constantly driving sales.

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

2 x Sales
7 x Technicians (Gauteng, Cape Town, Port Elizabeth, Durban)
2 x Administrative

Do any have management potential?

Yes - There are 3 managers in place.

How involved is the Owner in running the business?

Daily - operational meetings.

When does the current lease end?

It's a yearly contract.

What are the trading hours?

Operating Hours:

Standard Hours: 08h00 to 17h00, Monday to Friday.

Weekend and After-Hours Support: The service department maintains a technician standby roster to provide weekend support, while the call center is monitored seven days a week.

What are the main assets of the business?

A full asset list will be provided to serious and qualifying buyers.

Strengths?

Exclusive Distribution Rights: Holds sole rights for the distribution of this brand of vaults and note readers in the African market, providing a unique product offering that limits competition.

Recurring Revenue Streams: Multiple revenue channels from equipment sales, monthly maintenance, cash processing, spare parts, and cash-in-transit cost management.

Established Market Presence: Strong local reputation with established relationships throughout South Africa, and a loyal client base due to reliable service and industry expertise.

Comprehensive Service Offering: Offers a full suite of cash management solutions, including secure storage, cash processing, and support services, positioning the company as a one-stop solution provider.

Weaknesses?

Economic Volatility: Fluctuations in the South African economy may reduce client spending on security solutions, impacting revenue.

Limited Digital and Marketing Presence: If digital marketing and online presence are underdeveloped, the company might struggle to reach potential clients or effectively promote new services.

Opportunities?

Growing Demand for Cash Management Services: Increasing security concerns around cash handling drive demand for secure solutions and specialized equipment.

Partnerships with Retail Chains: Potential to expand into larger retail networks and franchise groups, creating long-term contracts and stable revenue streams.

Threats?

Exchange Rate Volatility: South Africa's exchange rate fluctuations can affect the cost of imported equipment and spare parts, leading to potential price increases and profit margin erosion.

What is the reason for the sale?

The owner has health problems and are looking to move abroad.