business
for sale



BUSINESS REPORT

Date: **17th November 2026**
Business Reference:**37708**

About the Business:

Northern Cape Quick-Service Fried-Chicken: Two-Locations, Manager-Run, Scalable Growth Opportunity

Established two-site fried-chicken takeaway brand in Upington and Kakamas, Northern Cape. Proven operations, solid financials, and on-site management with delivery capability. Attractive expansion rights under a reputable brand, offering scalable profitability for a buyer ready to lead growth and increase

market share.

Northern Cape Quick-Service Fried-Chicken: Two-Locations, Manager-Run, Scalable Growth Opportunity



Sector: **Food**

Asking Price:

R 2,623,935

Monthly Profit:

R 83,248

Asset Value:
R 1,664,463

Stock Value:
R 300,000

Yearly Net Profit :
R 998,970

Business Report

Fully describe the business's activities?

Core concept: Two-location quick-service fried chicken take-away business, Upington (take-away focused) and Kakamas (take-away focused). Strong emphasis on fast, convenient meals for take-away style service.

Service channels:

In-store dine-in and take-away at the counter

Delivery orders fulfilled via an external delivery partner (approximately 10% of sales)
Corporate/event orders where offered
Operations footprint: Two locations with commercial kitchens, fry stations, prep areas, cold storage, and customer-facing service points. Both outlets provides limited dine-in capacity but focus on take-aways.
Robust POS-enabled operations.
Management structure: Both sites are currently manager-run, with day-to-day operations overseen by on-site managers and centralized oversight via POS data and financial reporting.
Here follows a brief description of the daily tasks;
Pre-opening (30–60 minutes before opening)
The manager assign roles (kitchen, counter, delivery, cleaning); review day's targets.
Compliance check: verify temperatures and cleanliness;
POS readiness: confirm terminals online; load promos and online orders.

Opening procedures
Customer flow: ensure area is clean, signage visible, and boards updated.

Inventory snapshot: quick check on high-turn items; flag reorders if needed.
Briefing: confirm duties and any special orders for the day.
In-store and take-away: take orders, fry in batches for speed/quality, assemble, package, and label for pickup.
Delivery: queue orders to drivers; track with POS/delivery app; capture proof of delivery.
End-of-period and close
Last orders: halt new orders; complete remaining orders with realistic cut-off.
Reconciliation: cash and card reconciliation; close-out reports in POS.
Cleaning: core sanitation, fryer/ grills, prep counters; sanitize and store perishable stock.

Prep for next day: pre-prepare core items; note re-orders; secure premises.

How long has the business been established?

Since 2018

How long has the owner had the business?

2018

Give a breakdown between sit-down, takeaways and deliveries

Mostly take aways, 10% delivery mr D

How does the business operate on a daily basis?

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How are the clients attracted to the business?

Local visibility and word-of-mouth
Signage and menu boards: clear, appealing boards near the street to capture impulse customers.
Location-based branding: The exterior remains clean, well-lit, and inviting.
In-store experience;
Fast, consistent service: consistent order accuracy and quick turnaround generate repeat visits and positive word-of-mouth.
Cleanliness and warmth: a tidy, welcoming counter area encourages dine-in and takeaway satisfaction.

Delivery channel optimization

Pair with existing delivery platforms and negotiate favorable terms; ensure menu items travel well and retain quality.

Encourage first-time delivery customers with a small discount or free side on their first order.

Digital presence with minimal effort

Basic online footprint

Google Business Profile: optimize for local searches (hours, location, menu, photos, and reviews).

Social media presence: a simple, consistent posting cadence (1–2 posts per week) highlighting menu items, daily specials, and behind-the-scenes glimpses.

What Advertising/Marketing is carried out?

None

Does the business have any contract work?

None

What competition exists?

Both towns are regional hubs in the Northern Cape with a mix of local fast-food players, casual dining, and takeaway concepts. The market is driven by quick-service demand for fried chicken, burgers, wraps, and sides, with price sensitivity and high value-for-money expectations.

Key success factors in this market typically include speed of service, price competitive bundles, consistency, delivery availability, and convenient pickup/dine-in experiences.

What are the seasonal trends?

December / Festive season (peak)
Demand spike: higher footfall from local families, workers on leave, and tourists; resulting in an increases in take-away and delivery volumes.

January–February (slower post-holiday period with back-to-work rebound)
Demand normalization: a moderation in volumes as holidays end.

March–May (autumn break and local events)
Event-driven spikes: school holidays or local events can create short-term increases in footfall, particularly around weekends.

June–August (winter period in Northern Cape; potential dip but with travel)
Lots of pass-through customers (hunters from the Western cape)

September–November (pre-summer buildup)

Is the business VAT Registered?

Yes

What VAT documentation is on file?

All documents will be made available during due-diligence.

Are there up-to-date Management Accounts available?

A solid financial and VAT-compliant framework with current management accounts and statements

What Balance Sheet and Income Statements are available?

Statements for the period ending February 2025. All documents will be made available during due-diligence

What percentage of the business is cash/credit?

Cash only, no accounts

What is the age analysis of the debtors book?

None

How could the profitability of the business be improved?

Ideas to improve profitability

Increase delivery share and margins;
Build an in-house delivery capability or renegotiate commissions with third-party platforms to lower costs.

Shrink food costs without sacrificing quality;

Tighten portion control and standardize recipes; monitor yield and waste daily.

Negotiate better supplier terms for core ingredients; consider bulk packaging for non-perishables.

Boost throughput and labor efficiency

Promote loyalty incentives that drive repeat purchases without eroding margins.

Low-cost, targeted promotions tied to local events, holidays, and paydays.

Leverage word-of-mouth with staff-driven upselling and quick referral incentives.

Tighten financial disciplines

Close monitoring of cash flow, with small, frequent reconciliations to catch leaks early.
Owner-operator advantage

Direct oversight of operations typically yields higher discipline on cost control, quality, and consistency.

Faster decision-making on promotions, supplier terms, and menu adjustments.

Hands-on leadership often improves morale, turnover, and accountability, translating to steadier output and customer experience.

Is Seller finance available and for what amount?

No

What is the total staff complement?

20

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

4 managers, bookkeeper, and general workers

Do any receive special perks or incentives?

Yes, two senior managers rewarded based on gross profit performance

Are they on contract?

Yes

Do any have management potential?

Management already in place

How involved is the Owner in running the business?

The owner visit the outlets once every month but do communicate with managers via phone calls

When does the current lease end?

Nov.

Is there an option of renewal & what period?

Yes negotiable

What is the annual escalation %?

6%

What are the trading hours?

8-8 monday - saturday

What is the square meters of the business?

250 and 90sqm

Is a copy of the lease available?

Yes

Do you require a licence?

No

What lease deposit and/or other surety is required?

2months

What are the main assets of the business?

Equipment shopfitting x2 shops are +-3mil,

Goodwill of 1mil turniver p.m

Are any items not included in the sale?

No

What is their overall condition?

Good working order

Do any require repairing?

No

How have they been valued ?

No

Which assets are on lease/HP and with whom?

Point of sale and printers

What are their settlement amounts?

N/a

Will Seller settle or Buyer to take over?

Yss

Are copies of agreements available?

Yes

Are they presently insured?

Yes all insured

Strengths?

Good products
Good location
Reputable name
Strengths: Established two-site model with a unified brand and strong operations; manager-run with POS-driven oversight; VAT-registered with complete financial documentation; potential for Northern Cape expansion under current brand; solid cash/credit mix and delivery channel ready to scale. Good store locations. Reputable name. Renown for good quality food.

Weaknesses?

Limited dine-in footprint; relatively small regional market; current delivery share (~10%) requires investment to maximize margins; reliance on owner's prior presence for growth transitions; no seller financing.

Opportunities?

Territorial expansion rights within the Northern Cape; in-house or optimized delivery model; targeted marketing and loyalty initiatives; menu/pricing optimization and bundles; minor dine-in enhancements to Upington

Threats?

Food cost and energy cost volatility; competitive pressure from local "quick service restaurants" and new entrants; regulatory changes affecting costs; seasonality and regional economic shifts; supplier risk with a narrow supplier base.

What is the reason for the sale?

The owner relocated to Cape Town

Why is this a good business?

This two-location quick-service fried-chicken concept in the Northern Cape offers a compelling, buyer-ready opportunity. The business presents a strong, recognizable brand franchise lookalike with a reputable, longstanding presence in the Northern Cape. Key strengths include an established two-site model with unified operations, manager-run continuity, solid financial governance (VAT-registered with up-to-date accounts), and clear potential to scale through expanded delivery, targeted promotions, and territorial growth under the current brand. With on-site management in place and a delivery channel ready to optimize, the model delivers resilience and a clear path to enhanced profitability for an owner-operator or strategic buyer. The combination of a proven operating platform, brand credibility, and growth rights within the Northern Cape supports an attractive, low-risk transition and scalable future.