

# Businessbroker

The authority on buying and selling businesses

SOUTH AFRICAN EDITION, ISSUE 6

free copy

## LEGAL Documents

Black, blue  
or maybe  
some red

ISO -  
The Trusted  
Symbol of Quality

LAUGHTER THERAPY  
COACHING  
The Secret to Corporate Wellness

WHAT  
you need  
to know  
before buying  
a franchise

WHY  
Some Businesses Fail  
While Others Succeed

LINK Wins Awards



TURNOVER Tax: What is it?

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LINK

The authority on selling businesses

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LINK's powerful online search engine advertises business opportunities without disclosing confidential information.



## Business Broker Magazine

LINK publishes its own magazine, Business Broker three times a year.



## Best Possible Service

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- Beauty/Health**
- Construction**
- Corporate**
- Education/Training**
- Franchise**
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- Importing/Exporting**
- Manufacturing**
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- Retail Food & General**
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The authority on selling businesses



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## From the Desk of Karen and Aaron

Welcome to another edition of the Business Broker magazine. We are very pleased to bring you this edition with exciting business opportunities from our beautiful country. We are also very excited to offer you some amazing international business opportunities in this edition.

The business sales industry is incredibly active, and we strongly encourage you to be prepared if you are looking at buying a business. We advise you to get your finances in order, have a clear time frame, and have your budget worked out. There is a huge demand for businesses while there is a shortage of business opportunities on offer. Remember that no business opportunity is absolutely perfect. You will most probably have to compromise somewhere, so be prepared to have the flexibility if you want to own your own business.

On the other side of the coin, we are still struggling to get enough quality businesses to feed the demand nationally. If you own a business and you are considering selling, now is a good time to call one of our brokers to have your business appraised. You might be surprised.

And as a last note: if you ever considered becoming a business broker, most of our offices around the country are hiring. Business broking can be a hugely rewarding career for the right person, and you may be just who we are looking for. Call our head office, whose details you can find online at [linkbusiness.co.za](http://linkbusiness.co.za).

**Karen Dorfling**  
Director

**Aaron Toresen**  
Director

Exciting News! LINK wins at the Real Estate awards in New Zealand. LINK won in three categories; Large Office, Rising Star and Business Broker of the year.

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# LINK International Conference 2016 South Africa Winners



*Broker of the Year*  
**Greg King**  
LINK East London



*Rising Star*  
**Ian van Ravesteyn**  
LINK Cape Town Suburbs

The LINK International Conference was held at the beautiful Intercontinental Fiji Golf Resort and Spa in September 2016. We proudly announce the winners for South Africa.

LINK South Africa 2016 Business broker of the year goes to Greg King from LINK East London. This rewards the highest individual fee earner for the year within the LINK network throughout South Africa.

Greg King / 084 556 6166 / [gregk@linkbusiness.co.za](mailto:gregk@linkbusiness.co.za)

LINK South Africa Rising Star 2016 goes to Ian van Ravesteyn LINK Cape Town Suburbs. All LINK South Africa Brokers employed by LINK for less than 2 years are eligible for this award.

Ian van Ravesteyn / 082 452 3329 / [ianvr@linkbusiness.co.za](mailto:ianvr@linkbusiness.co.za)



# LEGAL DOCUMENTS:

## Black, blue or maybe some red?

Signing your name on a document seems a pretty straightforward process. Throughout your lifetime, you will have to sign your name many times. Whether you are agreeing to an employment contract, finalising the mortgage details for your home, or bearing witness to the execution of a document, your signature is required to seal the deal.

As the universal symbol for proof of agreement, it's important you know why, when and how to sign your name, as well as who should sign where.

### WHAT IS A SIGNATURE?

All documents, not only legally binding contracts, demand for an individual's signature. This is an interesting topic and one over which there are different views. For an agreement to be validly signed under South African law, it depends on the formalities relating to signing rather than the colour of the ink that is used. A signature is a mark that identifies the individual who created it. It commonly spells out a person's name. Unless otherwise legally expressed, a thumb print, initials, printing your name, and in the case of illiterate people, making a properly authenticated mark on a contract, is considered a form of signature.

Technically, you could write an "X" with a crayon and it could be considered a legal signature if witnessed. Unless the parties to the agreement intended some particular form of signature other than what is used, any of the aforementioned forms of signature will be sufficient to indicate acceptance of the agreement and as long as it remains consistent from contract to contract.

### WHY DO I HAVE TO SIGN?

Most contracts do not become legally binding until it has the signatures of

each party involved. By signing off on a document, it confirms each party's agreement and intention of executing the terms in the contract.

### HOW DO I SIGN?

You have probably often wondered whether an agreement had to be signed in black. What happens when it is signed in blue or even red or green pen? Does this make the contract invalid?

When signing a contract, best practices suggest using a colour other than the colour of the agreement terms to reinforce authenticity and prevent anyone from creating fraudulent copies of the contract.

There is no legal requirement for a certain ink colour to be used. The colour of the pen is not relevant as it is only required to prove the necessary signatures. That said, over time a large degree of preference and common practice has developed, firstly preferring black ink, and these days increasingly also blue ink.

Blue ink is commonly used in order to easily distinguish original from copies of the original documents. Photocopies/scans these days are so good that it is often difficult to determine whether they are copies or originals if black ink was originally used (at least for black and white prints). The blue ink will immediately tell you which is the original.

There is no actual ink colour required by law to be used for signatures in order for documents to become legal and binding.

"Blue ink is preferred because when black ink is used, someone may not be able to tell whether they are looking at a photocopy of a signature or an originally inked signature," says Cina L. Wong, CDE, a certified and court-qualified forensic handwriting expert.

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There is no actual ink colour required  
by law to be used

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"It's easier to assume that the document is 'original' if it is signed in blue ink."

Blue ink offers contrast, which is especially beneficial should there be any ID issues in the future," says Angleton.

Black ink is still the most used because it tends not to fade as quickly as other ink colours. Other colours such as green and red can also be used, but generally fade faster which can cause problems if a document is intended to last for a long time. These colours also do not photocopy as clearly as black or blue ink.

*So, whether you use black, blue or red it does not matter or affect the validity of the agreement so long as it has been properly signed and executed in accordance with the required formalities.*

This article is not meant to be legal advice.



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There's a woman who hates public holidays.

While others mark off the days on calendars with smiley faces and exclamation marks, she crosses them out with her big black kokie and a heavy heart. While others joyfully imagine what they'll do with their time, she paces through her quiet, empty factory, staring at the dormant machines, counting the hours until they can spring back to life. It's not that this woman is a workaholic. She simply owns her own business. And it's important to her. At Sanlam, we get that. Which is why we'll work tirelessly to ensure that her financial planning needs are treated with the respect they deserve. Because that's what makes us Wealthsmiths™.

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# LAUGHTER THERAPY COACHING

THE SECRET TO CORPORATE  
WELLNESS



**Laughter Coaching** is a revolutionary technique, developed by a medical doctor over ten years ago. It causes spontaneous, joyful laughter without having any reason to be happy or having a sense of humour to laugh. It is a refreshing and fun idea to use in your business for team building, conferences, keynote address, as well as for boosting and uplifting staff morale.

Laughter Coaching is currently being used in over 60 countries around the world. Scientific research has proven that Laughter Coaching can reverse the negative effects of stress on our bodies instantly. It boosts the immune system and transforms individuals by providing a vehicle to attain instant happiness.

Laughter Therapy Coaching is a unique and fun program that makes it possible for anyone to laugh for no reason at anytime, anywhere, for any duration, without relying on humor, jokes or comedy. The reason it is called Laughter Coaching is because you are coached on how to re-awaken the laughter inside of you.

The concept of Laughter Therapy Coaching is based on a scientific fact that the body cannot differentiate between fake and real laughter. One gets the same physiological and psychological benefits. Laughter Therapy is fun and never intimidating or embarrassing. It connects people together in any situation or environment.

Scientific research shows us that laughter can help to resolve many major workplace issues, but until now there has been no reliable and effective system to deliver laughter. Laughter Therapy is a breakthrough laughter delivery system that can enable a person to laugh continuously for 15 to 20 minutes with short breaks of breathing. With new research on laughter, the business world is beginning to consider laughter as a tool to improve workplace performance.

**STRESS IN THE WORKPLACE** can be divided into three types:

**PHYSICAL STRESS** results from working beyond one's physical capacity. Working continuously without sufficient rest or recharge makes one physically tired and exhausted.

**MENTAL STRESS** in the workplace stems largely from heavy workloads with tight deadlines, from fear of losing one's job or pushing too hard to fulfill basic needs. Competing with others or competing with yourself to improve your performance also leads to mental stress.

**EMOTIONAL STRESS** is deep-rooted and caused by bad relationships at home or the workplace. Even highly talented and skilled employees cannot perform well if they are emotionally disturbed. Emotional problems at home reflect at work and vice versa. Emotional stress is more difficult to cope with and reduce than physical and mental stress.

*One needs to deal with emotional stress  
at two levels:*

1. Develop skills to express emotions freely without fear: Laughter Therapy helps to develop emotional expression through physical playfulness and a playful mental attitude. While playing, you focus entirely on the play process, and one's personality takes a back seat. One is creative, dynamic and playful. Most people spend a lot of time and energy holding on to their masks and personalities. Physical playfulness helps to shed these masks and enables one to express their emotions freely without any fear.
2. Increase one's ability to release pent-up feelings and emotions: Suppressed emotions cause ongoing physical or mental

pain and reduce our physical and mental performance. Laughter Therapy provides a simple and effective release mechanism or catharsis to help rid the sub-conscious mind of these pent-up emotions. This release helps build performance and helps improve one's emotional intelligence and communication skills.

## HOW LAUGHTER COACHING CAN HELP YOUR BUSINESS

Laughter Coaching can have a profound influence on your business, even making your company more profitable. The release of endorphins during laughter kick starts good feelings and makes a person feel safe and comfortable. It helps in the free flow of positive thoughts which motivate one for better learning, better recall, and better performance. Laughter facilitates an instant mood change and a feel good factor – all the essentials required to motivate.

By introducing Laughter Coaching sessions for all employees, companies in different countries have reported a happier workplace with better teamwork, increased motivation, better communication, a decrease in absenteeism, increases in sales and productivity and increased creativity. Employers who actively sustain a positive work environment could experience improvements of up to 25% in efficiency and customer satisfaction. For any organisation to be successful, it needs to have happy and motivated people. **Happy Companies + Happy Employees = Happy Customers + Happy Profits!**

"Do not get obsolete like an old technology, keep innovating yourself." Sukant Ratnakar, Open the Windows.

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# ISO THE TRUSTED SYMBOL OF QUALITY

*The International Organisation for Standardisation (ISO) is an international standard-setting body composed of representatives from various national standards organisations.*



Whatever the future, we can be certain of one thing, and that is of constant change. ISO standards mirror the pace of change, regularly revising standards to reflect the industry for today and tomorrow. ISOs (International Standards) are woven into our lives as a trusted symbol of quality. Unknowingly, you come into contact with ISO Standards on a daily basis - from recycling logos on your drinks bottle, to the stop signs in the road. ISOs ensure that a clear communication system has been integrated within the heart of a business, a system that can be understood by all. Being certified with an international standard ensures that your managements systems are running smoothly and as cost-effectively as possible. Some of the benefits of being ISO certified are as follows:

- Measurable savings of resources.
- Fixed fee for services.
- Flexible implementation.
- Integration of current systems.
- Objective opinion from an auditor in your field.
- Higher profit margins.
- Wastage minimised.
- ISO certification a powerful marketing tool.

ISO certification can help towards the overall success of a business - IMSM ISO Specialists have helped many businesses and organisations reach certification and an example of this is from Lakeside Equipment. Lakeside Equipment in the Durban and Gauteng bases in South Africa, provide tailor-made pumping solutions for the industrial and agricultural industries. They design, manufacture and supply a whole range of pumping systems that are perfectly suited to the needs of their clients. Operations Coordinator Megan Pennefather said, that quite a lot of their original systems and processes were carried out verbally rather than being documented, so they knew there was a need to formalise everything. As the company developed its market both home and abroad, they were increasingly being asked if they had ISO 9001, so they felt that achieving certification was a necessary step to take. After being ISO 9001 certified, Megan could already see the positive changes. There is an array of ISO standards that your business can become certified for, from health & safety within the workplace to quality management systems. Each ISO can be applied to any size organisation and once ISO certified, you can start to enjoy the many benefits that come with it. The list below shows you the many types of ISOs IMSM ISO Specialists offer:

- ISO 9001 Quality Management System
- ISO 14001 Environmental Management
- BS OHSAS 18001 Health & Safety

- ISO 27001 Information & Data Security
- ISO 13485 Medical devices
- ISO 22000 Food Safety
- AS 9100 Aerospace
- TS 16949 Automotive
- ISO 17025 Laboratory Competence

To understand some of these ISOs in more depth, take ISO 14001 - an international standard that can help reduce your environmental impact as well as grow your business. By reducing the impact on the environment and following a more sustainable business model, companies can save money and energy, while helping to preserve the world's resources for future generations. It also can help provide a competitive and financial advantage through improved efficiencies and reduced costs. The ultimate global benchmark for quality management and without a doubt the most widely recognised is ISO 9001. An ISO 9001 (quality management system) is a recognised mark of quality, being certified will open up your business to larger clients, both at home and abroad. By becoming certified it ensures your internal processes are streamlined - improving efficiency and lowering costs within the business. They can also improve staff motivation due to clarity and focus on business objectives. By becoming ISO certified, your business gains a similar level of international recognition as meeting the standards that are important to your industry. It shows commitment to those standards. It might be commitment to a high standard of quality management through ISO 9001 or reducing your organisation's environmental impact through ISO 14001 or commitment to keeping clients' and staff data secure through ISO 27001. It's a commitment that can be recognised by potential customers, existing customers and your staff.

An ISO certification is a recognised mark of quality, improving your business by producing consistent standards of quality to meet customers' requirements. By streamlining internal processes and adopting a strong customer focus, it will improve competitiveness leading to a higher profit potential. Their experienced assessors offer a flexible approach towards implementing a full support service for your business. Delivering design, documentation, and internal audit training, fitting around your requirements and schedule.

IMSM ISO Specialists support organisations around the world in gaining ISO certification and new business opportunities. IMSM ISO Specialists ensure that the steps to ISO certification are achievable and hassle-free.

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# WHY

## SOME BUSINESSES FAIL WHILE OTHERS SUCCEED



*Against the backdrop of a weak economy and negative sentiment, 2016 brings a range of challenges but also opportunities for entrepreneurs in South Africa. The challenges should be a stark reminder to all business owners to have another close look at their own businesses. Why do some businesses succeed when others fail? Is it just a matter of luck? Unfortunately, the reality is that there are common mistakes that kill many businesses. Businesses do not DIE they are KILLED. Give yourself a fighting chance by avoiding these seven common mistakes.*

### 1. Lack of Planning

A well-prepared, attractively written business plan is an essential document in the quest for either debt or equity financing, to provide a benchmark against which to compare actual company performance and to refine strategies and develop ideas on how the business should be conducted. From a practical standpoint, a business plan serves as a roadmap for how you plan to grow the business and take it to the next level. A business plan has two purposes: firstly, to bring in extra resources; and secondly, to help us manage resources better.

Knowing what your business will be and how you will sell your products or services are not enough to keep it running. You need to have a business plan written out. The essential items in a written business plan include amongst other, the following:

- The executive summary is the first part of the business plan to be read by potential lenders and investors;
- your short and long term goals;
- revenue projections;
- identifying your target markets;
- how you will sell and market your product/service

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**Having a well-considered business plan will keep your business on the straight and narrow.**

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### 2. Growing Too Fast & Over Expansion

“Today prepares us for tomorrow.” - Joe Budden

A growing business is a healthy business, right? While we all want growth, growing too quickly can be a fatal error. Wanting to be the first to market a new product, taking on added overheads, or trying to prove to anxious investors that you’re growing, can all spur you to overextend your business financially. Set realistic goals and expand only as needs dictate. You need all available resources to hit the next stage of growth and be able to manage competition from much bigger companies.

#### THERE ARE 7 WAYS RAPID GROWTH CAN KILL YOUR BUSINESS:

- **Cash flow crunch.** The ebb and flow of cash in, cash out gets more complicated as you grow. If you don’t establish a timeframe in which you expect to be paid, clients won’t pay you within that time. Most importantly, have a definitive plan of action for late-paying and non-paying customers.
- **Operational clumsiness.** It’s unlikely that you have had a chance (or the need) to implement operational systems to run your business as smoothly and as efficiently as possible. Today’s enterprises must operate at higher speeds than ever before. As well as ensuring consistency of quality and delivery, well-defined process and well-built systems should also deliver efficiency savings that, in the longer term, can help reduce your on-going cost base.

- **Customer service failures.** High demand creates a buzz, further driving demand. Keeping up with that demand is difficult, especially when facing rapid growth. A business is a “once upon a time” story without customers. Understanding customers’ pain, speaking to them in a language they can relate to, offering solutions they need (not what you sell) is all that it takes to win customers. Once you have them keep them happy.
- **A success spending spree.** It’s tempting to see the orders come in as a sign that it’s time to spend. It’s true that growth requires adding team members and infrastructure but don’t take it as a license to go on a spend-a-thon. Make sure your spending is a very smart decision for the business.
- **Human resource risks.** Change makes people worry, especially when that change puts the business at risk. It doesn’t take many months of barely meeting payroll before even your right-hand man is dusting off his resume. People-risks come in many forms. Not having the right people in place with the skills you need to compete, innovate or grow, can seriously hamper your business’s future. Business owners must be mindful that changes in operations often touch all employees from the customer service representative to the picker on a production line
- **Decision-making changes.** Growth means stepping back from the day-to-day operations into a leadership role; however, it does disconnect management from the nitty-gritty details that may affect business decision-making. Small businesses that want to become leaner and more productive must often assess and adjust operations to cut away repetitive and unnecessary steps. Operational decisions affect everyday work performance, negatively or positively, according to their thoughtfulness in implementing change.
- **Leadership shortfalls.** Any leadership faults become painfully obvious when a company starts to grow.

### 3. Overspending

Many new entrepreneurs burn through their start-up capital before their cash flow is positive. This often happens because of misconceptions about how business operates. If you’re just starting out, seek out seasoned professionals you can turn to for advice before making big expenditures.

### 4. Poor Management & Leadership

Small business entrepreneurs usually come into their industries with little to no knowledge of handling the multiple facets of a business such as financial management, employee relations, advertising and other essential responsibilities. Educate yourself through short business and finance courses, or hire managers who have expertise in the fields where you are lacking.

### 5. Poor Financial Management

Cash flow issues strike terror into the hearts of even the most seasoned business owners. Therefore, it is imperative that small business entrepreneurs practice strict financial record-keeping so that every penny is duly accounted for. Knowing exactly how much money is going in and out of your business will correctly guide every decision you make. Poor cash flow can put you out of business in no time.

Revenue is not the same as profit. As an entrepreneur, you must keep your eyes on profitability at all times. Profit allows for growth. Remember: your business is not your personal bank account!

### 6. Poor Administration

Who is keeping score? Many business owners do not pay sufficient attention to their debtors and their stock. Poor working capital management will suck cash from a business. If customers are not paying you, or are not paying you on time, they are using your money. If you have excess stock or slow moving or obsolete items, you have your money tied up in products that are of little or no use to your business. Just as you should be monitoring the cash in the bank, you should also be carefully watching debtors and stock levels.

### 7. Ignoring the Competition

Customer loyalty doesn’t just happen — you have to earn it. Watch your competition and stay one step ahead of them. If you don’t take care of your customers, your competition will. Competition is worth keeping an eye on. Maybe they have learned something which you have yet to discover. Ignore competition to set your business on auto pilot to kill itself.

### 8. Survival Driven (Seeking Money before Adding Value)

This is one of the most obvious reasons why most entrepreneurs fail. If your primary motivation for being in business is to acquire wealth rather than to create and add value, then you’ve started off on the wrong foot. If the drive for money supersedes the drive to create innovative products/services that will add value to your target market, then is time for some serious soul-searching.

**Remember, if you need to survive in business don’t be the victim. Now that you know the sure shot ways to kill your business, it is your choice to embrace them or refrain from them. Have fun growing your business!**

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# WHAT you need to know before buying a franchise

Franchising, in French means 'honesty' or 'freedom.'



Franchising, in French means 'honesty' or 'freedom.' It is a method of doing business wherein a "franchisor" authorises proven methods of doing business to a "franchisee" for a fee and a percentage of sales or profits. The agreement will usually specify the given territory the franchisee retains exclusive control over, as well as the extent to which the franchisee will be supported by the franchisor who typically earns royalties on the gross sales of the franchisee. Cancellations or terminations of franchise agreements, before the completion of the contract, have serious consequences for franchisees. The franchise agreement will cover the below aspects:

1. **Quality control standards**
2. **Training requirements**
3. **Covenants not to compete**
4. **Arbitration clauses**
5. **Other terms and conditions**

Franchising dates back to the 1850s when Isaac Singer, who made improvements to an existing sewing machine model, wanted to increase his distribution. His efforts, though unsuccessful in the long run, were among the first franchising efforts in the U.S. A later example of franchising was John S. Pemberton's successful franchising of Coca-Cola.

Early American examples include the telegraph system, which was operated by various railroad companies but controlled by the Western Union, and exclusive agreements between automobile manufacturers and operators of local dealerships. Earlier, models of product franchising collected royalties or fees on a product basis and not on the gross sales of the business operations of the franchisees. The growth in franchises picked up steam in the 1930s when such chains as Howard Johnson's started franchising motels. The 1950s saw a boom of franchise chains in conjunction with the development of the U.S. Interstate highway system. Fast food restaurants, diners,

and motel chains exploded. Regarding contemporary franchise chains, McDonalds is arguably the most successful worldwide with more restaurant units than any other franchise network. Various forms of franchises include:

1. **Distributorship Franchise**
2. **Processing plant franchise**
3. **Chain-style franchise**
4. **Area franchise**

## THERE ARE PROMINENT ADVANTAGES TO FRANCHISES:

**Quick Start:** Starting up a new business quickly based on a proven trademark and formula of doing business, as opposed to having to build a new business and brand from scratch. A well-run franchise would offer a turnkey business: from site selection to lease negotiation, training, mentoring and ongoing support as well as statutory requirements and troubleshooting.

### Expansion:

After their brand and formula are carefully designed and properly executed, franchisors can expand rapidly across countries and continents, and can earn profits commensurate with their contribution to those societies. Also with the help of the expertise provided by the franchisors the franchisees can take their franchise business to that level which they wouldn't have had been able to without the expert guidance of their franchisors.

### Training:

Franchisors often offer franchisees significant training, which is not available for free to individuals starting their own business. Some disadvantages are:

### Control:

While you gain the use of a system, trademarks, assistance, training, marketing, etc. the franchisee is required to follow the

system and get approval for the changes from the franchisor. For these reasons, franchisees and entrepreneurs are very different.

### Price:

Starting and operating a franchise business carries expenses. By adopting the standards set by the franchisor, the franchisee often has no choice in regards to signage, shop fitting, uniforms, etc. The franchisee may not be allowed to source less expensive alternatives. Added to that are the franchise fee and ongoing royalties and advertising contributions. The contract may also bind the franchisee to any alterations from time to time. The following fees are usually levied upon the franchisees:

1. **Initial license fee**
2. **Royalty fee**
3. **Assessment fee**
4. **Lease fees**
5. **Cost of supplies**

### Conflicts:

The franchisor / franchisee relationship can easily become conflicted if either side is incompetent. The franchisee could easily damage the public's goodwill towards the franchisor's brand by providing inferior goods and services, while an incompetent franchisor can destroy its franchisees by failing to promote the brand properly or by squeezing them too aggressively for profits. Franchise contract terms are advantageous to the franchisor when there is conflict in the relationship.

LINK has various exciting franchise opportunities available. Be sure to speak to a LINK specialist about franchise opportunities in your area today!

Article by: **Britt de Bie Stoffberg**  
Business Broker, LINK Cape Town Suburbs  
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E: britts@linkbusiness.co.za  
W: linkbusiness.co.za



**QUESTIONS**

1. Will the “qualifying turnover” of the business be less than or equal to R1 million for the year of assessment?
2. Do you declare that the business is not a “personal service provider” or a “labour broker” without a SARS exemption certificate?
3. Does the business trade in one of the following forms: sole proprietor, partnership, close corporation, co-operative or company?
4. If the business is a partnership, do you declare that all the partners will be individuals throughout the year of assessment?
5. If the business is a close corporation, co-operative or company, do you declare that all of the shareholders/members will be individuals throughout the year of assessment?
6. Do you declare that the business is not a public benefit organisation, recreational club, association of persons or a small business funding entity?
7. Does the business have a year of assessment that ends on the last day of February?
8. Do you declare that the income from the disposal of assets by the business over the year of assessment and the past two years of assessment is not expected to exceed R1.5 million in total?
9. Do you declare that the business was not previously registered for the Turnover Tax?
10. Do you declare that the owner, any partner, shareholders, members and the business do not hold shares/interests in a close corporation, company, or cooperative other than the following exceptions:

- Listed South African companies;
- Collective investment schemes;
- Body corporates and share block companies;
- Venture capital companies;
- Less than 5% in social or consumer co-operatives;
- Less than 5% in cooperative burial societies or primary savings co-operative banks;
- Friendly societies;
- Any other company that did not trade during any year of assessment and which did not own assets with a total market value that exceeds R5 000 during any year of assessment;
- Any company that has taken steps to liquidate wind up or deregister?

- a) If you are a natural person, do you declare that the income from “professional services” is not expected to exceed 20% of your total receipts during the year of assessment.
- b) If the business is a company, close corporation or co-operative, do you declare that income from “professional services” and “investment income” is not expected to exceed 20% of the total receipts for the year of assessment?

Please refer to the Tax Guide for Micro Businesses for assistance with completing the test.

COMPLYING with your tax obligations as a small business has been made a lot easier over the past few years. Turnover tax is a simplified system aimed at making it easier for micro business to meet their tax obligations. The turnover tax system replaces Income Tax, VAT, Provisional Tax, Capital Gains Tax and Dividends Tax for micro businesses with a qualifying annual turnover of R 1 million or less. A micro business that is registered for turnover tax can, however, elect to remain in the VAT system (from 1 March 2012).

Turnover tax is worked out by applying a tax rate to the taxable turnover of a micro business. The rates are applicable for any year of assessment ending during the period of 12 months ending on 28 February 2017:

Turnover (R)	Rate of tax (R)
0 - 335 000	0%
335 001 - 500 000	1% of each R1 above 335 000
500 001 - 750 000	1 650 + 2% of the amount above 500 000
750 001 and above	6 650 + 3% of the amount above 750 000

Table 1: Turnover Tax Rates for any year of assessment ending during the period of 12 months ending on 28 February 2017.

**WHO IS IT FOR?**

Micro (small) businesses with an annual turnover of R 1 million or less. The following taxpayers may qualify:

- Individuals (sole proprietors)
- Partnerships
- Close corporations
- Companies
- Co-operatives

**DO YOU QUALIFY FOR TURNOVER TAX?**

Quick Test for Individuals and Companies:

By answering the following questions, you will be able to determine if a business meets the criteria to qualify for turnover tax registration.

If the answer to any one of the questions is “NO”, the business will not qualify for turnover tax registration for that year of assessment.

A partner in more than one partnership will not qualify for “turnover tax”. The other partners may still qualify if they are only partners in a single partnership and do not answer “No” to any of the questions below.

**HOW TO REGISTER FOR TURNOVER TAX?**

- Do a quick test to see if you qualify for turnover tax
- If you qualify, fill in a TT01 form

**APPLICATION FORMS ARE AVAILABLE FROM SARS:**

- Online - Turnover Tax Application form (TT01) or
- SARS Contact Centre on 0800 00 SARS (7277) or
- SARS Branch.

Source: SARS, W: sars.gov.za



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## FOR CONVEYANCING AT ITS BEST, PUT US TO THE TEST

### WELCOME TO DVH

The DVH group is a national group of young dynamic attorney practices with offices situated in the Western Cape, Gauteng and KwaZulu-Natal. Each company has its own directors and is BEE compliant. The DVH Group are conveyancing attorneys specialising in property law, transfers, bond registrations and legal training.

### SERVICES WE OFFER

The DVH group specialises in conveyancing and all other aspects of Property Law. Over the years the directors have built up vast experience in the field of Property Law enabling the DVH group to assist clients and developers with the structuring of their transactions.

### CONTACT US NOW

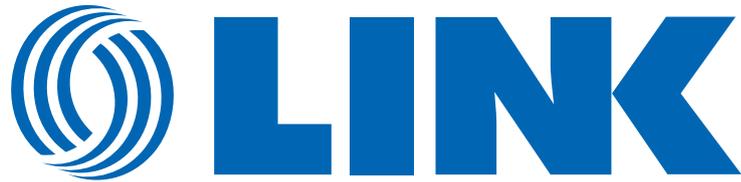
Tel: 0861 110 210  
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- Cape Town

120-122 Edward Street,  
Bellville, Cape Town



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## The authority on selling businesses

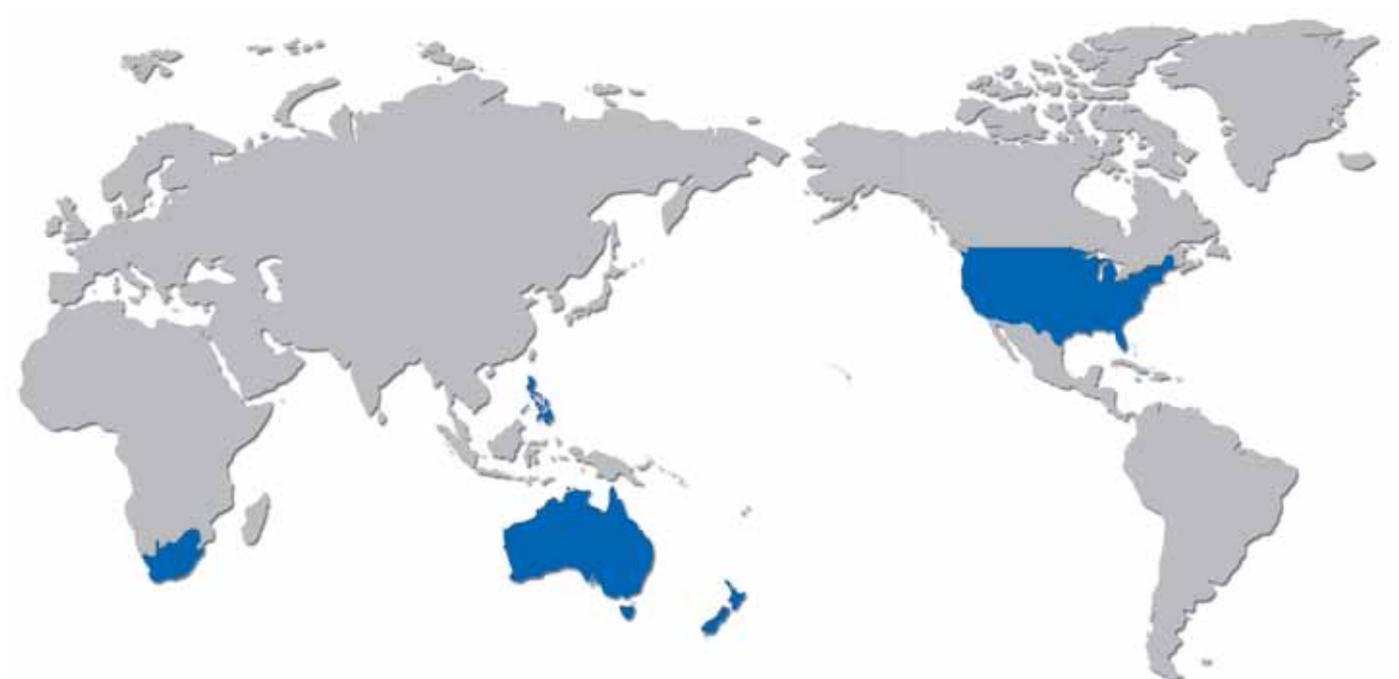
LINK was founded in Auckland in 1996 to provide New Zealand with a high quality business brokerage.

Today the entire team at LINK is uncompromising in upholding the principles of delivering exceptional service to business owners and purchasers alike.

LINK has grown from a small and local brokerage to the largest business brokerage in the world. With offices across New Zealand, Australia, South Africa, United States and the Philippines. LINK is proud of its growth and market dominance - based on results and integrity.

‘Our commitment to **excellence** has helped forge our **reputation** as **industry leaders** and that’s why we are confident to say we are

*The authority on selling businesses*’



# BUSINESS OPPORTUNITIES

Here is a selection of businesses LINK has for sale. For more business opportunities visit [linkbusiness.co.za](http://linkbusiness.co.za)

## THE LINK NETWORK

We have offices with dedicated business sales professionals across South Africa, New Zealand, Australia and the United States.

### LINK South Africa [linkbusiness.co.za](http://linkbusiness.co.za)

#### Ballito

Gavin Parkins  
+27 82 624 2521  
[gavinp@linkbusiness.co.za](mailto:gavinp@linkbusiness.co.za)

#### Centurion

Leon Bahlmann  
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[leonb@linkbusiness.co.za](mailto:leonb@linkbusiness.co.za)

#### Durban West

Ian Craig  
+27 82 452 8186  
[ianc@linkbusiness.co.za](mailto:ianc@linkbusiness.co.za)

#### East London

Claire King  
+27 73 232 4407  
[clairek@linkbusiness.co.za](mailto:clairek@linkbusiness.co.za)

#### Garden Route

Karen Dorfling  
+27 83 226 9017  
[karend@linkbusiness.co.za](mailto:karend@linkbusiness.co.za)  
13 Alberta Centre  
Albert Street, George 6529

#### Knysna/Plettenberg Bay

Karen Dorfling  
+27 83 226 9017  
[karend@linkbusiness.co.za](mailto:karend@linkbusiness.co.za)

#### Port Elizabeth

Claire King  
+27 73 232 4407  
[clairek@linkbusiness.co.za](mailto:clairek@linkbusiness.co.za)

#### Western Cape Northern Suburbs

Karen Dorfling  
+ 27 83 226 9017  
[karend@linkbusiness.co.za](mailto:karend@linkbusiness.co.za)

#### Western Cape Southern Suburbs

Karen Dorfling  
+ 27 83 226 9017  
[karend@linkbusiness.co.za](mailto:karend@linkbusiness.co.za)

#### Western Cape Boland/Helderberg

Karen Dorfling  
+ 27 83 226 9017  
[karend@linkbusiness.co.za](mailto:karend@linkbusiness.co.za)

#### West Rand

Helmut Bahlmann  
+27 79 903 9837  
[helmutb@linkbusiness.co.za](mailto:helmutb@linkbusiness.co.za)

### LINK New Zealand

[linkbusiness.co.nz](http://linkbusiness.co.nz)

#### Northland

Auckland, North Shore  
Auckland, Ellerslie  
Bay of Plenty & Waikato  
Wellington  
Christchurch & South Island

### LINK Australia

[linkbusiness.com.au](http://linkbusiness.com.au)

#### Sydney

Newcastle  
Sunshine Coast  
Brisbane  
Gold Coast  
Adelaide  
Queensland  
Tasmania

### LINK United States

[linkbusiness.com](http://linkbusiness.com)

#### Los Angeles

Phoenix  
St. Louis  
San Diego  
Dallas  
Raleigh

### LINK Philippines

[linkbusiness.ph](http://linkbusiness.ph)

#### Manila

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### LINK South Africa

13 Alberta Centre, Albert Street,  
George, Western Cape, 6529

For further LINK franchising opportunities please  
contact LINK South Africa,  
Karen Dorfling - [karend@linkbusiness.co.za](mailto:karend@linkbusiness.co.za)

## Luxurious Beachfront Eco Lodge

ref: 14797



Mozambique

This Eco Lodge is situated right on the beach in Mozambique - Southern Africa and offers a unique and superb business opportunity. The five exclusive Villas are perched on the dune with spectacular unobstructed 180-degree views of the ocean.

The facilities include a restaurant at the lodge which is built overlooking the ocean with folding doors opening onto two decks in the front and onto the pool deck at the back.

The business is manager run, making this a great investment opportunity. Or make a lifestyle change and live in paradise.

**Location:** Mozambique **Asking Price:** R12,250,000

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

## Property Development - Earn US Dollars

ref: 14655



Zanzibar

Credible Developer with impressive track record of successful projects is seeking investment partner.

The developer is ready to break ground for development of student accommodation for 3000 students. Feasibility studies were done, all building permissions are in place.

This is a great opportunity for investors with offshore funding or to earn USD outside of South Africa as your income is not taxed in SA.

**Location:** Zanzibar **Asking Price:** USD 780,000

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

## Profitable 5 Star Hotel

ref: 14461



Kenya

The hotel started nearly three years ago as a newly opened 5-STAR hotel aiming to offer unprecedented luxury and quality in Kenya. The hotel has beautiful architecture, spacious setup and lush gardens, reflecting a beautiful and peaceful environment for business and leisure travellers alike.

The area is adjacent to the lakeside, in the great lake region and is home to some similar, high-end hotels and large homes.

**Location:** Kenya **Asking Price:** R91,000,000

**Broker:** Leon Bahlmann / 082 600 3848 / leonb@linkbusiness.co.za

## Luxury Apartments - Guaranteed Income

ref: 14227



Portugal

Investment opportunity in one of the most prestigious residential resorts in Lagos, Portugal.

Brand new 2 and three bedroom apartments offered at 30% below Market Value for a limited time only! The whole block will be run as an Aparthotel which will give a GUARANTEED €31,500 yearly rental income for a 50 week rental (12.5%).

Property is located just minutes away from the best 7-mile beach, marina and old town of Lagos with a variety of shops and lovely restaurants. South African born and bred developer.

**Location:** Portugal **Asking Price:** From €259,000

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

# Businesses for sale - R10 million plus

## Successful Office Furniture Manufacturer

ref: 14798



This company has been established for more than 15 years under current ownership and has built a trusted brand and reputation. The company manufactures its own office furniture and supplies more than 1000 line items to a return customer base of retailers nationally.

The business is well-established, and the owner will stay on for an extended time to ensure smooth handover.

**Location:** Western Cape **Asking Price:** R12,800,000 Excl. VAT

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

## Guest Farm for Sale with Private Beach

ref: 14796



This type of unique property does not come on the Market very often, and it is any developer's dream project. Whether you are developing Hotels or Townships, this is an opportunity that will not come along again soon.

The Farm consists of three Title Deeds, with a 4 Star Lodge on one of the portions. The owner's accommodation is on another portion with over 2 Km of Private Beach and unspoiled views over the Indian Ocean.

**Location:** Eastern Cape **Asking Price:** R55,000,000

**Broker:** Bertie van Deventer / 082 790 5710 / bertiev@linkbusiness.co.za

## Highly Profitable Trucking Business

ref: 13998



Over 20 years of excellence in transportation has made this company both reputable and very profitable. The company has a footprint in Gauteng and comprises over 20 truck tractors and 30 trailers. The business services both long haul and medium haul market segments.

This transportation and truck servicing company consistently provides top-quality transportation service to customers throughout Southern Africa. Ownership: Single owner who is seeking a full exit to pursue personal interests.

**Location:** Eastern Cape and National

**Asking Price:** R50,000,000 (Excl. VAT and Stock)

**Broker:** Greg King / 084 556 6166 / gregk@linkbusiness.co.za

## Gas Hot Water System Patent

ref: 14701



Everybody likes hot water for a shower or bath! This unique hot water system generates unlimited domestic or commercial use hot water, totally independent of electrical grid power or cloud free sunshine. Unlike solar hot water systems, this LPG powered system will always provide hot water at the set temperature and a cost of only 8 cents per litre at 12 litre per minute.

This design provides a cost effective alternative to solar hot water systems with electrical resistive heating back-up.

**Location:** Western Cape **Asking Price:** R12,000,000

**Broker:** Johan Vegter / 081 566 9879 / johanv@linkbusiness.co.za

## Wedding & Conference Venue & Game Farm ref: 14046



This luxurious venue and rezoned Country Estate (180 hectares) allows for a subdivision of 10 x 2 hectare stands. It is located 100km from Johannesburg. This uniquely designed lodge seats 400 wedding guests and offers accommodation of a bridal suite, 20 x 2 bedroom en-suite apartments and two chalets.

Also there is a three bedroomed residential house, granny flat, staff quarters, swimming pool and chapel.

**Location:** Gauteng **Asking Price:** R55, 000,000

**Broker:** Ben Schlachter / 072 122 4853 / bens@linkbusiness.co.za

## Successful Office Supplies and Distribution ref: 14284



A well-established 18 year old distribution business that operates from three major cities, Johannesburg, Cape Town and Durban. Supported by a fully automated business system that enables online selling to the corporate market. The business has been created with multiple revenue streams, offering a full range of products from a single source. Great client relationships with repeat customers. Excellent and dynamic business opportunity.

**Location:** Johannesburg North, Gauteng

**Asking Price:** R16,200,000 (Excl. VAT and Stock)

**Broker:** Fiona Singh / 084 682 3179 / fionas@linkbusiness.co.za

## Tanners of Exotic Leather & Game Skin ref: 14618



This is the biggest tanning factory of exotic leather products and game skins in SA and the Southern Hemisphere. This established factory/business is well-known for their game and various animal skin tanning, exotic skins, and leather, upholstery/belting, hobby leather and garment leather products.

The average monthly calculated NPBITD for the three financial years 2014 to 2016, was R196 457.

The asking price includes the land (10.6705 hectares)/buildings (7959m<sup>2</sup>) which consist of six plots for R18 000 000.

**Location:** Gauteng **Asking Price:** R33,480,000

**Broker:** Helmut Bahlmann / 079 903 9837 / helmutb@linkbusiness.co.za

## Renewable Energy Company ref: 14523



This well structured, full spectrum sustainable energy supplier is built upon a culture of excellence. Excellence in the product offered excellence in service, excellence in integrity in the marketplace. The company supplies turnkey solar powered pumping systems and off-grid and grid-tie solar generated electricity systems, all supported by an after-sales and maintenance commitment. This excellence in marketplace integrity is achieved through 2 pillars of trade: Retail and Wholesale. The growth of volumes through both trading sectors has enabled the business to earn respect and support of global manufacturers.

**Location:** Garden Route

**Asking Price:** R18,500,000 (Excl. VAT and Stock)

**Broker:** Chris Woodcock / 083 376 1149 / chrisw@linkbusiness.co.za

# Businesses for sale - R10 million plus

## Training College for Sale

ref: 14697



This college specialises in the training of a certain sector in SA and has been doing this successfully for the past 35 years. It is very rare that a business of this magnitude is available (brilliantly managed, strategically placed in the training market, renowned by the applicable SETAS as the forerunners in their expertise field).

The owner is prepared to sell the existing company with existing contracts with the top companies to an entrepreneur who can add new training products/new clients to the company.

**Location:** Western Cape **Asking Price:** R12,500,000

**Broker:** Ian van Ravesteyn / 082 452 3329 / ianvr@linkbusiness.co.za

## Major Western Cape Transport Company

ref: 14671



This Level 1 BEE major transport company has been in operation for over 18 years. It is based in the Western Cape and has three depots around the country. The company owns a large fleet of flatbed trucks and trailers, employs approximately 60 personnel and has over 1000 customers and two large contracts in place.

The asking price of R57,000,000 excludes VAT and excludes stock of approximately R400,000.

**Location:** Western Cape **Asking Price:** R57,000,000

**Broker:** Paul Fox / 083 236 4292 / paulf@linkbusiness.co.za

## Life Care Centre

ref: 14672



This Life Care Facility is a two-storey building with an area of 1,887m<sup>2</sup>. Strategically situated within a feeder retirement complex of 76 units, it comprises purpose-designed units catering for Frail Care, Assisted Living as well as Independent Living. The property is 1,643m<sup>2</sup> in extent and includes 15 parking bays.

Although the business is not currently a going concern, all Municipal zoning, fire, food and health requirements are in place.

**Location:** Cape Town- Boland **Asking Price:** R27,500,000

**Broker:** Peter Tychsen / 083 626 3257 / petert@linkbusiness.co.za

## Events/Catering Hire Company

ref: 14673



A prominent force within their industry since 2010, they have the infrastructure to supply unrivaled collections and ranges. Specifically, undertaking their own manufacturing, upholstery, metalworking and painting, all in-house, to achieve the maximum amount of quality control and turnaround speeds. 4 Large branches nationally, they work countrywide and even venture across the borders to our neighbouring countries.

Open 24 hours a day, 7 days a week with quality equipment on-hand and a team of over 100 dedicated staff members.

**Location:** Western Cape **Asking Price:** R50,000,000

**Broker:** Britt Stoffberg / 084 869 2444 / britts@linkbusiness.co.za

## Continental Restaurant/Bistro

ref: 13734

This well-established, profitable business is perfectly positioned on the Main Street. Fully licensed, the restaurant has a great vibe, is very popular and is well frequented by business people and students. The menu has a strong Mediterranean influence, and the décor is bright and modern with seating for 120 diners.



**Location:** Eastern Cape

**Asking Price:** R1,550,000

**Broker:** Neville Loader / 071 327 5916 / neville@linkbusiness.co.za

## Established Farm Resort and Caravan Park

ref:13753

This well-known business (6 hectares) consists of a luxury caravan park (48 sites, each with own bathroom), farm house, manager's residence and seven self-catering chalets.



There are also facilities for a restaurant, private chapel, banqueting hall and conference facility. Great opportunity to revive what was once vibrant and very profitable.

**Location:** Eastern Cape

**Asking Price:** R8, 500,000

**Broker:** Neville Loader / 071 327 5916 / neville@linkbusiness.co.za

## Magnificent and Lucrative Pub & Grill

ref: 13841

Very popular and lucrative pub and grill which is superbly located. This business is the place to be in town with décor and ambience that makes you feel at home. Furnishings and kitchen equipment are in very good condition and Clientele mostly entail business people and a more mature age group are frequent patrons. Caters for more than 240 diners.



**Location:** Eastern Cape

**Asking Price:** R3,800,000

**Broker:** Reza Ebrahim / 083 716 1495 / rezae@linkbusiness.co.za

## Established Events/Media Company

ref: 14094

The business has recognised name in the industry. The business has been involved in several high-profile events over the last several years, and this includes the 2010 world cup and the previous elections to name a few. They specialise in the following; Stages, Screens, Sound, Lighting and Events Management.



**Location:** East London

**Asking Price:** R7,500,000 (Excl. VAT and Stock)

**Broker:** Greg King / 084 556 6166 / gregk@linkbusiness.co.za

## Retail Furniture Store

ref: 14135

Purchase this 30 year old business and two perfectly located Heritage business properties. This profitable business trades from one of these and sells new upmarket furniture, second hand furniture, antiques, collectibles and memorabilia.



**Location:** Eastern Cape

**Asking Price:** R6,500,000

**Broker:** Neville Loader / 071 327 5916 / neville@linkbusiness.co.za

## Bar Restaurant and 4 Roomed Lodge

ref: 14482

Purchase your own business property consisting of a restaurant, pub and 4 overnight rooms.



All buildings are brick under thatch, the land size is 6200m<sup>2</sup> and buildings 405m<sup>2</sup>. There is also a lease on the adjoining 6400m<sup>2</sup> property which has excellent filling station potential.

**Location:** Eastern Cape

**Asking Price:** R2,200,000

**Broker:** Neville Loader / 071 327 5916 / neville@linkbusiness.co.za

# Businesses for sale - Eastern Cape

## Lucrative Promotions & Campaign Mngmt. Firm ref: 14517

This promotions enterprise has been established as the premier brand to call upon for professional campaign management, product launches and friendly in-store promotions. Clientele are mostly blue-chip companies that are loyal to the brand. Annual adjusted profit of R1,025,000 with a turnover of R4,5 million. This translates to a ROI of 40% and a Payback period of 30 months.



**Location:** Eastern Cape

**Asking Price:** R2,500,000

**Broker:** Reza Ebrahim / 083 716 1495 / rezae@linkbusiness.co.za

## Corporate Audio Visual Business ref:14570

This established audio visual business has built up a strong brand name over its long trading history and has become synonymous with strong client service. There are three tiers within the business: selling, hiring and servicing. Their main focus area is to schools, tertiary and corporate clients and prides itself on being able to provide solutions for its clients.



**Location:** East London

**Asking Price:** R2,400,000 (Excl. VAT and Stock)

**Broker:** Greg King / 084 556 6166 / gregk@linkbusiness.co.za

## Reputable Awning and Aluminum Business ref:14571

This long established business specialises in two sectors, namely;

- 1) Awnings, blinds, Carports, Patio Covers etc.
- 2) Aluminum balustrades, Patio Enclosures, Doors and Windows

The business has been around for in excess of 20 years and has a proven track record within the field and is known for providing a quality product.



**Location:** East London

**Asking Price:** R2,300,000 (Excl. VAT and Stock)

**Broker:** Greg King / 084 556 6166 / gregk@linkbusiness.co.za

## Profitable Wholesale and Retail Food Supplier ref: 14595

Great opportunity to purchase an established food distribution business with a large client base. The business services the restaurant, retail and hospitality sectors and provides up market products which it sources both locally and abroad. The business is complimented with several delivery vehicles, two panel vans and a freezer truck, and a small team of dedicated, trained staff.



**Location:** East London

**Asking Price:** R3,050,000 (Excl. VAT and Stock)

**Broker:** Greg King / 084 556 6166 / gregk@linkbusiness.co.za

## Established Print and Copy Outlet ref: 14604

This operation is located on a busy street and close to the beachfront of a lovely coastal town. There is ample parking space for clients. This business is well-equipped and the interior is light, modern and clean and all assets are in good condition and the personnel are well trained.



**Location:** Eastern Cape

**Asking Price:** R260,000 (Excl. Stock)

**Broker:** Garth Watson / 078 319 0481 / garthw@linkbusiness.co.za

## Fire Safety Equipment Sales & Service ref: 14617

Superb established fire safety-equipment company specialising in sales and service of equipment. The company operates throughout the Garden Route and Port Elizabeth with its base being located on a busy street in a lovely coastal town. This business is well equipped and staffed. Gem of a business.



**Location:** Eastern Cape

**Asking Price:** R1,050,000 (Excl. VAT & Stock)

**Broker:** Garth Watson / 078 319 0481 / garthw@linkbusiness.co.za

## Coffee Shop

ref: 14659

This business was established 10 years ago and is still run by the original owner. It is perfectly located and very popular. The business caters for 35 guests and the menu offers both hot and cold drinks as well as a selection of light meals. There is also a dedicated takeaway section which is popular with many of the customers. Coffee beans, ground coffee and small coffee-making equipment is also sold.



**Location:** Eastern Cape

**Asking Price:** R525,000

**Broker:** Neville Loader / 071 327 5916 / neville@linkbusiness.co.za

## Established Plumbing Supply Business

ref: 14666

This reputable plumbing supply business has been in existence for over 20 years and offers a large variety of plumbing supplies to the trade. The three major client bases are plumbers, builders and the general public.



The business offers a buyer a very healthy return on investment of 55%.

**Location:** East London

**Asking Price:** R700,000 (Excl. VAT and Stock)

**Broker:** Greg King / 084 556 6166 / gregk@linkbusiness.co.za

## Unique Locker, Advertising & Cellular Business

ref: 14690

Unique Locker Business with an advertising and cellular component. This unique opportunity is part of a new rollout and is located on a Blue Flag status beach. If you are looking for a good/unique, exciting opportunity, then this business is for you!



**Location:** Eastern Cape

**Asking Price:** R99,500

**Broker:** Garth Watson / 078 319 0481 / garthw@linkbusiness.co.za

## Well Established Signage Company

ref: 14715

Recognised Signage company with regular clientele. Systems and processes ensure efficient operation. Space, machinery and ancillaries warrant good production flow in a practical workshop. Experienced and stable staff assist with production and erection of signs. Equipment and processes ensure good workmanship at high standards. Company offers signage, promotional branding, branding and support services. The business offers a ROI of 46%.



**Location:** Eastern Cape

**Asking Price:** R1,320,000

**Broker:** Reza Ebrahim / 083 716 1495 / rezae@linkbusiness.co.za

## Fuel Station with Franchise Takeaway

ref: 14723

This is a rare opportunity to enter this lucrative market. The station is located on a busy main road. It has a convenience store and a franchise take-away, both showing good profit margins.



This station is in a great location with high traffic flow and there is ample opportunity to grow the Fuel and Retail income streams.

**Location:** Eastern Cape

**Asking Price:** R2,530,000

**Broker:** Reza Ebrahim / 083 716 1495 / rezae@linkbusiness.co.za

## Profitable Sportsbar for Sale

ref: 14731

Licensed Sportsbar located in a busy part of town. Menu offers breakfasts, lunches and meals.



Additional outdoor seating with Braai facilities. With 3 big screen TVs and the projector drawing sports crowd. There are pool tables, pub-style gaming machines. Ideal opportunity to own a set up and profitable business. Translates to a ROI of 134% and Payback of 9 months.

**Location:** Eastern Cape

**Asking Price:** R550,000

**Broker:** Reza Ebrahim / 083 716 1495 / rezae@linkbusiness.co.za

# Businesses for sale - Garden Route

## Popular Backpackers

ref: 14195

This very popular backpackers is situated on a prime position in the Garden Route and covers a floor area of more than 1100m<sup>2</sup>.

This 20 year old business has a good reputation in the hospitality industry and caters for the international market. It offers various accommodation options, swimming pool and terrace with a BBQ area. There is a spacious communal kitchen or have breakfast and supper from a menu.



**Location:** Garden Route

**Asking Price:** R13,750,000 (Excl. VAT)

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

## Well Established, Profitable Garden Service

ref: 14170

This business has been established for more than 10 years and comes with more than 200 gardens that are serviced on a regular basis.

The business is owner managed and run and proper financial records are available to verify income and profits. The business operates in the area between George and Mossel Bay and ideally, the owner should be based in that area.



**Location:** Garden Route

**Asking Price:** R585,000 (Excl. VAT)

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

## Furniture Emporium Décor with Manufacturing

ref: 13728

This established, family furniture emporium provides decorators and clients alike professional advice and service, custom-built luxury furnishings and accessories all under one roof.

The onsite factory services both the home and leisure industries, with décor custom made furniture, curtains, blinds, shutters, upholstery and fabrics.



**Location:** Garden Route

**Asking Price:** R2,860,000

**Broker:** Ben Schlachter / 072 122 4853 / bens@linkbusiness.co.za

## Country Shop Restaurant and Property

ref: 13888

On a national route, this "5 Star Trip Advisor" shop and restaurant boasts delicious breakfasts and lunches. Known for unique breads and bakes.

Extensive property with 2 well-appointed houses, a small flat, plus the restaurant/shop. Rental income potential.



**Location:** Garden Route

**Asking Price:** R5,700,000 (Excl. VAT)

**Broker:** Chris Woodcock / 083 376 1149 / chrisw@linkbusiness.co.za

## Garden Route Guest House

ref: 13962

A 7 suite, elegant property with more than adequate lounges, dining room and an "Oh Wow!" balcony.

Some Self-catering suites; most with great sea views.

The asking price includes the property, the business, and extensive furniture and fittings.



**Location:** Garden Route

**Asking Price:** R2,745,000 (Excl. VAT and Stock)

**Broker:** Chris Woodcock / 083 376 1149 / chrisw@linkbusiness.co.za

## Digital Print / Copy / Hardware Retailer

ref: 14006

In a busy Garden Route shopping centre, you will find this digital print, copy & hardware retailer, with an extensive product range, which includes digital equipment.

The well trained sales and management team can run the business without constant owner input.

Neat! Clean! Profitable & with tax clearance certificate.



**Location:** Garden Route

**Asking Price:** R1,600,000 (Excl. VAT and Stock)

**Broker:** Chris Woodcock / 083 376 1149 / chrisw@linkbusiness.co.za

## Electrical Service Provider & Electronics Supplier ref: 14021

An established business, providing profitable MultiChoice and DStv services throughout the Region. It offers a fully qualified electrical service including COC compliance certificates.



It is the complete home and lifestyle electronic service, video audio sales, customized installations with home automation and CCTV. A reputable company ideal for the electronic and service minded individual.

**Location:** Garden Route

**Asking Price:** R1,000,000 (Excl. VAT)

**Broker:** Ben Schlachter / 072 122 4853 / bens@linkbusiness.co.za

## Children Play Centre + Restaurant & Party Venue ref: 14149

A safe and enticing Play Centre with an excellent Café Style restaurant where young children can play to their hearts content!

Excellent food available.

Modern, clean, fresh, light and very healthy!



**Location:** Garden Route

**Asking Price:** R990,000 (Excl. VAT and Stock)

**Broker:** Chris Woodcock / 083 376 1149 / chrisw@linkbusiness.co.za

## Branding & Clothing Manufacturing ref: 14279

The business manufactures clothing and specialises in screen printing, digital printing, embroidering, branding, supplying of workwear, safety-equipment, gifts and many other services to industry. Products include promotional wear, workwear, sportswear, securitywear and schoolwear. Other items include flags, banners, bags, pens and water bottles. The asking price includes all assets, but excludes VAT and stock to the value of ±R50, 000.



**Location:** Garden Route

**Asking Price:** R3,190,000 (Excl. VAT and Stock)

**Broker:** Jannie van der Merwe / 082 653 0582 / jannievdm@linkbusiness.co.za

## Garden Service ref: 14309

This well-established garden service on the Garden Route has a significant client base.

It was started 30 years ago by the owner and runs at full capacity with experienced staff, assuring steady income on a recurring basis. Profitable business that awaits you as a dedicated manager/owner with daily involvement to reap the rewards.

Business is not registered for VAT.



**Location:** Garden Route

**Asking Price:** R635,000

**Broker:** Stephan Nel / 082 872 1658 / stephann@linkbusiness.co.za

## Pub & Restaurant ref: 14390

This popular business on the Garden Route has been run by this family for 21 years.

Proven track record with goodwill.

Also has a gambling license for slot machines. Steady footprint with seasonal peaks, it is situated in the central part of a coastal town which is a very popular holiday destination. Not often that these opportunities come up!



**Location:** Garden Route

**Asking Price:** R1,005,000 (Excl. VAT and Stock)

**Broker:** Stephan Nel 082 872 1658 / stephann@linkbusiness.co.za

## Wedding/Conference Venue & Restaurant ref: 14399

This venue is located in one of the fastest growing coastal towns in the Western Cape. Located in an upmarket centre the venue can seat up to 136 guests. The business is sold with all décor, furniture and fittings and a fully functional kitchen with state of the art equipment. The business has a Liquor Licence and a fully equipped bar. Adding R660k to the asking price, you can get a fully functional, accredited Chef Training School.



**Location:** Overberg

**Asking Price:** R1,540,000 (Excl. VAT and Stock)

**Broker:** Jannie van der Merwe / 082 653 0582 / jannievdm@linkbusiness.co.za

# Businesses for sale - Garden Route

## Furniture Re-upholstery & Manufacturer

ref: 14454

This established business offers an exciting broad spectrum of skills; which includes the manufacture of new furniture, restoration/ re-upholstery of furniture, yachts and motor home interiors. A wide range of quality fabrics and leather products contribute to customer satisfaction and sales.



It is located in a scenic, seaside town.

**Location:** Garden Route

**Asking Price:** R1,200,000

**Broker:** Ben Schlachter / 072 122 4853 / bens@linkbusiness.co.za

## Printing Business

ref: 14534

This is a well-established one-stop shop business, part of a well-known franchise group. It has everything an individual or business owner needs from copies, printing, graphic design, internet café to cards and invitations, stationery etc. Their service includes signage, vinyl cutting, gifts, name badges and wide format printing. The business has a regular and return customer base.



**Location:** Garden Route

**Asking Price:** R627,000

**Broker:** Charmaine Morley / 073 173 8866 / charmainem@linkbusiness.co.za

## Car Wash in Good Location

ref: 14550

Successful and long standing car wash and valet business started 17 years ago. It has recurring and steady customers including local dealers. It has a good location and is easily accessible to customers. It is well managed and has good systems in place.



**Location:** Garden Route

**Asking Price:** R395,600

**Broker:** Charmaine Morley / 073 173 8866 / charmainem@linkbusiness.co.za

## Successful Car Wash

ref: 14551

This car wash was established 22 years ago and has experienced good growth over the years. The business is located next to a busy main road which is easily accessible to customers. The business has a loyal and recurring customer base which also includes dealers and local businesses.



**Location:** Garden Route

**Asking Price:** R507,000

**Broker:** Charmaine Morley / 073 173 8866 / charmainem@linkbusiness.co.za

## Shoe Store in Coastal Town

ref: 14592

This shoe store is located in one of the very popular Coastal Towns. Situated on the main street, clearly visible from the street and there is parking available. If you are staying in the area or wanting to relocate to this very relaxed, holiday destination and looking for some supplementary income, this is the ideal opportunity. The store accepts lay-buys and on average the value of this amounts to R27,000.



**Location:** Garden Route

**Asking Price:** R557,000 (Excl. Stock, Incl. Assets, No VAT applicable)

**Broker:** Jannie van der Merwe / 082 653 0582 / jannievdm@linkbusiness.co.za

## Butchery in Garden Route

ref: 14606

This butchery is situated in a prime position in this popular Garden Route town and was established more than 2 years ago. The business is a professional looking establishment that caters for the retail market and also sells to local retail groups in the area. It offers a pleasant shopping experience and is situated in a busy shopping centre.



**Location:** Garden Route

**Asking Price:** R1,364,000

**Broker:** Charmaine Morley / 073 173 8866 / charmainem@linkbusiness.co.za

## Renewable and Solar Energy Business

ref: 14675

Offering an excellent pricing structure to consumers, this business is unrivalled in the renewable energy market. This extremely professionally branded business speaks to a broad market from wealthy residential clients to the energy conscious consumer looking to utilize a renewable power source on a day-to-day basis. With an experienced staff complement, this company offers consumers design and project management expertise.



**Location:** Garden Route

**Asking Price:** R1,850,000

**Broker:** Paul Fox / 083 236 4292 / paulf@linkbusiness.co.za

## Creche with Property

ref: 14679

The business was established 12 years ago and has been managed by the current owner for the past 6 years. The property which originally consisted of a 3 bedroom house and 2 bedroom flat has been transformed into a beautiful educational and play space for children.



**Location:** Garden Route

**Asking Price:** R3,500,000

**Broker:** Charmaine Morley / 073 173 8866 / charmainem@linkbusiness.co.za

## Automotive Engineering Business

ref: 14692

This fully equipped and established automotive engineering company was established two years ago by a husband and wife team and centers around engine rebuilding, general automotive engineering as well as fixing and turning and general metal works. The business has grown successfully by word of mouth. The owner is selling due to health reasons. The freehold premises valued at R1.7M is included in the selling price.



**Location:** Garden Route

**Asking Price:** R3,500,000

**Broker:** Paul Fox / 083 236 4292 / paulf@linkbusiness.co.za

## Motor Dealership and Building for Sale

ref: 14193

1,200m<sup>2</sup> of building plus a top 2nd hand motor dealer.

The new owner has to be industry savvy, with appropriate business acumen and discipline to step into shoes of perfection and excellence.

Offers will be considered.



**Location:** Garden Route

**Asking Price:** R10,300,000 (Excl. VAT and Stock)

**Broker:** Chris Woodcock / 083 376 1149 / chrisw@linkbusiness.co.za

## Home Décor

ref: 14766

A young, delightful "2nd income" type business; needs someone with creative flair, panache and attitude.

Make of it what you will, develop strategic relationships, be a beacon to others on your way to being an Icon!

Is this for you?



**Location:** Garden Route

**Asking Price:** R150,000 (Excl. VAT plus Stock R400,000)

**Broker:** Chris Woodcock / 083 376 1149 / chrisw@linkbusiness.co.za

## Food Store Group Master Franchise

ref: 14259

This retail food store group is expanding and looking to sell their 18 Discount stores located in the Southern Cape.

These stores are currently operated as corporate stores with an existing income stream. These retail stores distribute a limited range of food, toiletries and non-food items through strategically placed retail shops targeting the lower income group market.



**Location:** Garden Route

**Asking Price:** R13,200,000

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

# Businesses for sale - Garden Route

## Lucrative Community Supermarket

ref: 14763

Easy to manage and lots of growth potential! This neat and well-stocked supermarket is located in a prime position in a popular residential in this Garden Route town. The business offers a much needed convenient shopping experience to the locals. All systems and controls are in place and the staff are well trained.



**Location:** Garden Route

**Asking Price:** R1,980,000 (Excl. VAT and Stock)

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

## Concrete Block Manufacturer for Sale

ref:13508

For the past 27 years, this family-operated business has produced top quality concrete blocks for private and commercial clients.

It is located in a sought-after coastal town with good schools and world class golf courses.

The business comes complete with the land, 1283m<sup>2</sup> and double-story administrative building, 200m<sup>2</sup>.



**Location:** Garden Route

**Asking Price:** R5, 800,000

**Broker:** Ben Schlachter / 072 122 4853 / bens@linkbusiness.co.za

## Immaculate Guest House

ref: 13770

This is a unique Bed and Breakfast situated in one of South Africa's picturesque and historic towns of the Klein Karoo. The elegantly decorated en-suite rooms (total 8 rooms) offer three star accommodation with a warm hospitality in an informal and comfortable atmosphere.



It is very well maintained and located just off the main road through this Klein Karoo town.

**Location:** Garden Route

**Asking Price:** R5,350,000

**Broker:** Melanie Stander / 083 380 1015 / melaniesbusiness.co.za

## Franchise Retail Store on Garden Route

ref: 13083

This franchise offers investors the opportunity to become part of a proven and profitable business. Its unique structure operates through a combination of three distinct profit centres namely:



- They buy and sell a vast range of quality secondhand goods
- They retail a range of well-priced, imported, branded new goods
- They offer secured loans and credit options

**Location:** Garden Route

**Asking Price:** R1,230,000

**Broker:** Ben Schlachter / 072 122 4853 / bens@linkbusiness.co.za

## Hair and Beauty Salon

ref: 14801

Stylish, upmarket and modern salon in prime position with high foot traffic and excellent exposure. Successful business ideal for entrepreneur qualified in the hair care industry. Regular, return customer base and long trading history.



**Location:** Garden Route

**Asking Price:** R1,750,000 (Excl. VAT and Stock)

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

## Legal Practice

ref: 14802

Well-established legal practice specialising in family law and labour law, now up for grabs in the Garden Route. The business comes with more than 200 active client files. Run with low overheads, the business offers an ideal opportunity for an attorney looking to relocate to the Southern Cape to get into practice without delay. An opportunity like this does not come up often!



**Location:** Garden Route

**Asking Price:** R75,000 (Excl. VAT)

**Broker:** Karen Dorfling / 083 226 9017 / karend@linkbusiness.co.za

## Exciting Delivery Business

ref: 14579

Amazing opportunity to own a unique business!

This booming money making delivery and collection business currently operates in the greater Johannesburg area, using three wheel motorbikes and a fully operated, easy to use online APP System. A great opportunity for a new business venture or to expand an already existing business, and if capacity allows, may easily be run from home.



**Location:** Johannesburg North, Gauteng

**Asking Price:** R1,100, 000 (Excl. VAT)

**Broker:** Fiona Singh / 084 682 3179 / fionas@linkbusiness.co.za

## Stationery, Printing, Courier and Office Supplies ref: 14653

This business offers a specialized range of products and services that have been built since inception, in 2012. It has a loyal following of clients within the local and surrounding areas, including individuals, small and medium businesses as well as schools and restaurants. Unique to this business is its registered trademark and potential for franchising and expansion for other outlets.



**Location:** Johannesburg North, Gauteng

**Asking Price:** R1,700,000 (Excl. VAT)

**Broker:** Fiona Singh / 084 682 3179 / fionas@linkbusiness.co.za

## Supplementary Education Centre

ref: 14722

A well-established education centre with a strong reputation offering the best in professional private tuition for Primary, Secondary and Remedial educations. This centre has been in existence for over ten years and is currently running with 120 students. The business is a franchise with an international presence. The sales include all the assets necessary for a "turn-key" operation including transitional training from current owners.



**Location:** Johannesburg North, Gauteng

**Asking Price:** R1,500,000 (Excl. VAT)

**Broker:** Fiona Singh / 084 682 3179 / fionas@linkbusiness.co.za

## Supplementary Education Centre

ref: 14728

A well-established education centre with a strong reputation offering the best in professional private tuition for Primary, Secondary and Remedial educations. This centre has been in existence for eight years and is currently running with 100 students. The business is a franchise with an international presence. The sales include all the assets necessary for a "turn-key" operation including transitional training from current owners.



**Location:** Johannesburg North, Gauteng

**Asking Price:** R1,000,000 (Excl. VAT)

**Broker:** Fiona Singh / 084 682 3179 / fionas@linkbusiness.co.za

## Lucrative Franchise Opportunity - National

ref: 14574

Fantastic full turnkey business in the automotive retail industry requires minimal capital outlay to generate a positive cash flow from the minute you open your doors! No experience needed, full training will be provided as well as 100% backup and support.



The stock is superior to that of all competitors in strength and shelf life!

**Location:** National

**Asking Price:** R386,400

**Broker:** Britt Stoffberg / 084 869 2444 / britts@linkbusiness.co.za

## International Franchise now in SA - National

ref: 14736

Do you love children? This is the perfect franchise business for you! It's home-based, with no need to rent office space, therefore low overheads. Low flat monthly franchise fee of R1500, regardless of your profits. Recession-resistant. On-going demand. 20-year plus positive track record. Internationally recognised brand. Extensive and ongoing support, training and other resources. Access to over 270 affiliates worldwide!



**Location:** National

**Asking Price:** R600,000

**Broker:** Britt Stoffberg / 084 869 2444 / britts@linkbusiness.co.za

# Businesses for sale - Kwazulu-Natal

## Superb, Residential Dwelling - Maputo Bay

ref: 14753

Superbly located on a pristine beach in Mozambique's KaTembe, this 2800 m<sup>2</sup> real estate offering is considered ideal for use as a Guesthouse or Bed & Breakfast. It is situated just 15-minutes from the Cities centre, and once the bridge over the Maputo Bay has been completed, a lesser congested route will be a 20-minute drive from the city centre.



**Location:** Maputo, Mozambique

**Asking Price:** R5,600,000

**Broker:** Ian Craig / 082 452 8186 / ianc@linkbusiness.co.za

## Lucrative Holiday Letting Agency

ref: 13959

Situated on the popular KwaZulu-Natal South Coast, this long and well-established holiday letting agency services numerous holiday units and although relatively seasonal, most of the units are popular, out of season destinations to local, return holiday makers. Buyers should hold a current EAAB issued Principle status Fidelity Fund certificate.



**Location:** South Coast, KwaZulu-Natal

**Asking Price:** R1,000,000 negotiable

**Broker:** Ian Craig / 082 452 8186 / ianc@linkbusiness.co.za

## Prominent Higher & Further Education Institution

ref: 14771

Privately owned Durban College and one of the largest learning institutions registered with the Department of Education. Student numbers can be as high as 1500 at any one time. Courses consist of a mix of theory and computer-aided lectures using the latest technology in conjunction with various uplifting, social and extramural activities. Monthly pre-tax profits of R600,000.



**Location:** Durban, KwaZulu-Natal

**Asking Price:** R15,000,000

**Broker:** Ian Craig / 082 452 8186 / ianc@linkbusiness.co.za

## Popular Mexican Style Franchised Restaurant

ref: 14762

This ever-popular franchised, Mexican-styled restaurant brand was first established in 1994. Since inception, it has enjoyed remarkable patronage from South Africans across the country and all demographic and socio-economic sectors. Persons wishing to become a part of this outstanding brand should contact the listing Broker for a detailed prospectus and other relevant information.



**Location:** Umhlanga / Ballito, KwaZulu-Natal

**Asking Price:** R2,200,000

**Broker:** Ian Craig / 082 452 8186/ianc@linkbusiness.co.za

## Profitable Mobile Occupational Health Clinic

ref: 14034

An unique opportunity to acquire a successful and profitable occupational health, mobile clinic servicing a variety of blue-chip forestry related clients within the rural area in and around Richmond and greater KZN. The business is a registered vendor with Government/Public Works Departments and offers an in-demand, on-site occupational health service.



**Location:** Richmond, KwaZulu-Natal

**Asking Price:** R990,000

**Broker:** Ian Craig / 082 452 8186 / ianc@linkbusiness.co.za

## Well-established IT Support Company

ref: 13719

Substantial IT Support Company has been around for 20-years. The loyal and sizeable Client base is situated throughout the Greater Durban area and comprises large and small businesses from corporates to home-offices. The businesses primary focus is on IT support covering most aspects of IT including contract support, cabling/networks, hardware/software, website design and maintenance and client specific application development.



**Location:** Durban Central

**Asking Price:** R3,500,000

**Broker:** Ian Craig / 082 452 8186 / ianc@linkbusiness.co.za

## Profitable Sandblasting and Glass Tint Business ref:12806

This well-established business since 1995. The core business is decorative/industrial sandblasting, and vinyl tinting to architectural glass. The business has an extensive reputation in the glass industry, and many Architects specify their work for projects across the country.



**Location:** Cape Town  
**Asking Price:** R1,200,000 (Excl. VAT and Stock)  
**Broker:** Chris Woodcock / 083 376 1149 / chrisw@linkbusiness.co.za

## Successful, Profitable Sports Shops ref: 14075

This very successful sports equipment outlet in the Boland has branches in two other coastal towns and has been owned by the Seller for the past 27 years. If you are a sports enthusiast with business acumen and would like to own your own Sports Shops, the opportunities are endless. The asking price excludes stock at cost to the value of R3million.



**Location:** Western Cape  
**Asking Price:** R825,000 (Excl. VAT)  
**Broker:** Jannie van der Merwe / 082 653 0582 / jannievdm@linkbusiness.co.za

## Swimming Pool Business in Northern Suburbs ref: 14224

Started over 22 years ago and catering fully to the swimming pool industry with a retail shop selling everything related to swimming pools including; solar pool covers, safety nets, solar heating, heat pumps, jacuzzis, water features and pool equipment and chemicals. The business also has a custom pool building and repairs service. Fully staffed with 10 very experienced and long-serving employees.



**Location:** Cape Town  
**Asking Price:** R2,300,000  
**Broker:** Paul Fox / 083 23 64292 / paulf@linkbusiness.co.za

## Pizza Takeaway and Delivery in Stellenbosch ref: 14230

This fantastically located wood-fired pizza takeaway and the delivery restaurant was established in 2012 by the current owner who previously owned several national brand pizza takeaway franchises. This is a Stellenbosch favourite and runs under management. This is a rare opportunity and situated in a fantastic and bustling part of Stellenbosch.



**Location:** Stellenbosch  
**Asking Price:** R725,000  
**Broker:** Paul Fox / 083 236 4292 / paulf@linkbusiness.co.za

## Small Courier Business for Sale ref: 14350

With a fleet of 4 vehicles, this easy business rates high on service. There is enough capacity to expand the client base. The price and the 34% ROI make this a very attractive micro-business.



**Location:** Cape Town  
**Asking Price:** R990,000 (Excl. VAT and Stock)  
**Broker:** Chris Woodcock / 083 376 1149 / chrisw@linkbusiness.co.za

## Liquor Stores, Liquor Distributor & Pub ref: 14352

These two liquor outlets are located in an Overberg town. There is a pub adjacent to the one store, and the other store is also registered as a distributor. Liquor is distributed to at least ten surrounding towns on a weekly basis. A huge opportunity exists for further growing the distribution side of the business. These businesses are on offer including all assets and two delivery vehicles.



**Location:** Overberg  
**Asking Price:** R2,785,000 (Excl VAT and Stock)  
**Broker:** Jannie van der Merwe / 082 653 0582 / jannievdm@linkbusiness.co.za

# Businesses for sale - Western Cape

## Established Family Steakhouse

ref: 14493

This well-known licensed family steakhouse has been a feature for three decades under the same owner/manager. While a steakhouse, it offers fresh fish and pizza as well. The premises offer 100 inside, 40 outside seats and a bar. For the new owner, this restaurant offers the potential to build on an established customer base. An option to purchase the premises is available.



**Location:** Boland

**Asking Price:** R850,000

**Broker:** Johan Vegter / 081 566 9879 / johanv@linkbusiness.co.za

## Astronomy Business Opportunity

ref: 14501

The success of some businesses lie in the uniqueness of the business, and this business falls directly in that category.

With 37 years of experience and running this successfully in Gauteng, the owner is now prepared to move the operation to the Western Cape to an appropriate location and is looking for entrepreneurs to start this business.



**Location:** Western Cape

**Asking Price:** R1,000,000

**Broker:** Ian van Ravesteyn / 082 452 3329 / ianvr@linkbusiness.co.za

## Security Solutions Service Provider

ref: 14553

This is a highly profitable company with an established client base. Providing a 24-hour security service as well as supplying and installing branded security and surveillance equipment, this company services local and national clients. Well-trained staff and an excellent reputation for outstanding service have established this business as a household name in the area over the past 14 years.



**Location:** Cape Town

**Asking Price:** R3,900,000

**Broker:** Peter Tychsen / 083 626 3257 / petert@linkbusiness.co.za

## Successful Doggy Daycare

ref: 14557

Live your dream and work surrounded by furry clients while earning a fantastic income! This very profitable, unique and fun business is easy to run and requires minimal experience. Conveniently located right opposite a busy shopping centre as well as walking distance from the beach. Established in 2004, it's well known in the area and has a great service history.



**Location:** Cape Town

**Asking Price:** R600,000

**Broker:** Britt Stoffberg: 084 869 2444 / britts@linkbusiness.co.za

## Automotive Services Business

ref: 14561

This very profitable business is located in the Boland. It offers revenue from auto electrical services, mainly to transport companies in addition to other mechanical repair services. The business services a large number of transport companies and businesses with generally few retail customers. The owner has managed the business since inception and is now emigrating. NP 100,000 pm.



**Location:** Boland

**Asking Price:** R3,800,000 (Excl. VAT and Stock)

**Broker:** Johan Vegter / 081 566 9879 / johanv@linkbusiness.co.za

## Printing Business for Sale

ref: 14588

This printing business has been successfully operational in the Northern Suburbs of Cape Town, but now needs a new owner to take it to the next level. The landlord has given permission to open a coffee shop on the sidewalk adjacent to the printing business. With a huge database of existing clients supporting the printing shop, a buyer takes over a well-managed business at a very affordable price and excellent ROI.



**Location:** Cape Town

**Asking Price:** R700,000

**Broker:** Ian van Ravesteyn / 082 452 3329 / ianvr@linkbusiness.co.za

## Exciting Interior Decorating Business

ref: 14589

The business offers a complete service in all aspects of home decoration. Products offered are a full range of curtaining materials including fixtures and fittings, pillows and furniture, upholstery and decor bric-a-brac. Having gained popularity as the trendy interior décor and design destination shop, they are well supported by a growing customer base. An installation service is also provided.



**Location:** Boland

**Asking Price:** R1,500,000

**Broker:** Peter Tychsen / 083 626 3257 / petert@linkbusiness.co.za

## SPAR & Tops

ref: 14601

This supermarket and liquor store has been established over a ten year period and has loyal customers. It is owner-run and makes consistent profits. Being part of a well-known International brand, expert training is provided within the group. This is a good solid business growing year on year with an excellent future. An opportunity not just for experienced operators but also those wanting to enter the retail industry with retail professionals.



**Location:** Cape Town

**Asking Price:** R9,180,000

**Broker:** Theo van Rooyen / 082 891 7832 / theo@linkbusiness.co.za

## Supermarket for Sale

ref: 14608

This profitable franchised owned supermarket has been established over 18 years in a West Coast town. The business has a very low rent and is well-known in the area. Training will be in-store under the supervision of the franchisor. If you are looking for a sustainable business, this one deserves your consideration!



**Location:** West Coast

**Asking Price:** R3,520,000

**Broker:** Theo van Rooyen / 082 891 7832 / theo@linkbusiness.co.za

## Grilled Chicken Fast Food

ref:14610

This profitable established franchised grilled chicken fast food outlet is for sale. The owner is willing to sell the restaurant out of the franchise which will result in a 6% royalty saving. The owner can supply similar basting sauce to allow the restaurant to offer a very similar menu to what customers are currently used to. NP R 43,800 pm.



**Location:** Cape Town

**Asking Price:** R1,226,000

**Broker:** Johan Vegter / 081 566 9879 / johan@linkbusiness.co.za

## Décor and gift shop

ref: 14657

This well-known decor and gift shop located conveniently on the main street of a Boland town, is popular among local women and school children. It carries a variety of items, ranging from clothing to furniture. The owners feel they are not spending enough time in the shop due to other business interests and family pressures. Owners drawings are R 7,900 pm.



**Location:** Boland

**Asking Price:** R390,000

**Broker:** Johan Vegter 081 566 9879 / johan@linkbusiness.co.za

## Entertainment, Bar, Restaurant & Dance Venue

ref: 14663

This is a popular and well-known venue with a reputation for good food and entertainment. This business has a liquor license and includes slot machines, pool tables as well as an extensive and well equipped 564m<sup>2</sup> Dance Floor. This is a solid business showing year-on-year growth and is a safe and secure environment for its patrons.



**Location:** Helderberg

**Asking Price:** R1,230,000

**Broker:** Peter Tychsen / 083 626 3257 / petert@linkbusiness.co.za

# Businesses for sale - Western Cape

## Deli/Biltong Shop in Winelands

ref: 14677

This well-established deli/biltong shop sells refreshments and biltong to a captive market is based in a popular town in the Winelands. All equipment is in good working condition and well maintained. Staff is well-trained, and the business is easy to manage. If you would like to make a lifestyle change, this is your opportunity.



**Location:** Winelands

**Asking Price:** R890,000

**Broker:** Theo van Rooyen / 082 891 7832 / theo@linkbusiness.co.za

## Exciting Health Distribution Opportunity

ref: 14682

This company is listed on the German/Mauritius/South African stock exchange. It has been very successfully operational in South Africa, is now affording entrepreneurs the opportunity to buy distribution areas in SA. The buyer can distribute the registered products to a variety of businesses including pharmacies, supermarkets, health shops, etc.



**Location:** Western Cape

**Asking Price:** R450,000 per distribution area

**Broker:** Ian van Ravesteyn / 082 452 3329 / ianvr@linkbusiness.co.za

## Established Specialty Butchery

ref: 14686

This butchery is known for manufacturing specialty high-quality meat products. Established only five years ago in the Boland in the Western Cape it has grown 20% in just the last year. This is expected to continue as new developments are ongoing in the fast-growing surrounding areas. An opportunity not just for experienced operators but also those wanting to enter the meat industry.



**Location:** Boland

**Asking Price:** R1,230,000

**Broker:** Peter Tychsen / 083 626 3257 / petert@linkbusiness.co.za

## Upmarket Spa for Sale

ref: 14687

This spa is located in an A/B income area in the Northern Suburbs of Cape Town. It is renowned for the variety of services it offers, including spa parties/couples packages/specialised massages and relevant health services



The equipment and layout of the spa are of a 5-star quality, and the facilities within the spa can be extended very easily.

**Location:** Cape Town

**Asking Price:** R400,000

**Broker:** Ian van Ravesteyn / 082 452 3329 / ianvr@linkbusiness.co.za

## Technical Design/ Intellectual Capital

ref: 14699

This company has gained pre-eminence in the pool design Industry, and there is no competition! Clients are all top tier, ranging from Hotels, Aquariums, High Rise Apartment complexes as well as multi-million Rand luxury homes. All requiring specialised designs with very high custom specifications. Growth potential is huge as there is currently excess demand with little marketing.



**Location:** Western Cape

**Asking Price:** R4,475,000

**Broker:** Peter Tychsen / 083 626 3257 / petert@linkbusiness.co.za

## Upmarket Beauty Salon

ref: 14718

Upmarket salon with over 2000 active clients and an online shop. Retail products boast an impressive 100% mark-up. R800,000 turnover in the first year, without retail and across the '6 dead month' period. Fantastic staff who can operate the business independently. Top of the range fixtures and fittings, prime location with huge walking traffic daily, this business cannot fail.



**Location:** Cape Town

**Asking Price:** R2,005,200

**Broker:** Britt Stoffberg / 084 869 2444 / britts@linkbusiness.co.za

## Corporate Branding Business

ref: 14719

With over 15 years of experience in branding, this business offers an extensive range of corporate gifts and clothing. Over 2000 products, 10 - 15 different clothing ranges as well as gifting. This business has managed to secure the following large customers: CANSA, Land Rover, Volkswagen, Glade, Amway, Datsun, and much more! Work from home. Minimal experience needed.



**Location:** Cape Town

**Asking Price:** R334,200

**Broker:** Britt Stoffberg / 084 869 2444 / britts@linkbusiness.co.za

## Very Lucrative & Established Family Restaurant

ref: 14614

This franchise family restaurant is situated in a very busy shopping mall in a popular Boland town in the Western Cape. The franchisor is well-known for delivering quality food and service to all their customers. The premises are spacious, and the layout has a very open feel and look. The business is run by the owner and five managers assisted by well trained and efficient staff. The assets are well maintained.



**Location:** Western Cape

**Asking Price:** R6,460,000

**Broker:** Theo van Rooyen / 082 781 4884 / theo@linkbusiness.co.za

## Profitable Coffee Themed Restaurant

ref: 14607

This business is superbly situated at the entrance of a very busy shopping mall. The brand franchise is well known in the market for the high standards of coffee and associated hot beverages in addition to a selection of different food items.



All assets are in good working condition, and the 42 staff are well trained.

**Location:** Western Cape

**Asking Price:** R7,480,000

**Broker:** Theo van Rooyen / 082 781 4884 / theo@linkbusiness.co.za

## Successful Plastic Moulding Business

ref: 14473

This business has been operational since 1999, specialising in the plastic moulding sector. The business has fixed contracts with major firms, and they have earned an excellent reputation for the quality and consistency of their products. There is possibility to expand the existing range of products. Their staff compliment is of a high standard, very trustworthy and they can work independently.



**Location:** Cape Town

**Asking Price:** R4,500,000

**Broker:** Ian van Ravesteyn / 082 452 3329 / ian@linkbusiness.co.za

## Fuel Station with C-Store

ref: 14459

This fuel station with convenience store is based in a residential area of Cape Town, with middle to top income group customer profile. It is situated on a busy main road and adjacent to a shopping centre which has a main supermarket in the centre. The exposure on the main road is an asset to the fuel station. This business is part of a well-known brand. The oil company will consider BEE profile buyers favourably.



**Location:** Cape Town

**Asking Price:** R 3,300,000

**Broker:** Ian van Ravesteyn / 082 452 3329 / ian@linkbusiness.co.za

## Sustainable Manufacturing Business

ref: 13634

This Cape Town based company has been established for over 20 years and focuses on the Corporate and Business Sectors where they design, manufacture and install general, indoor and outdoor signage for large corporate companies. This is a well-established business that has a niche market and is in a desirable position where it operates at healthy gross and net profit margins.



**Location:** Cape Town

**Asking Price:** R16,700,000 (Excl. VAT and Stock)

**Broker:** Karen Dorfling / 083 226 9017 / karen@linkbusiness.co.za

# Businesses Wanted Now!

**Due to unprecedented demand from qualified buyers we urgently require businesses to sell in these categories:**

Eastern Cape	Garden Route	Gauteng	Western Cape
<p><b>General Retail / Franchise</b> Qualified buyer seeking sustainable opportunity. Buyer's Budget up to R10 mil Area: Eastern Cape Pieter Gunter / 083 553 3460</p>	<p><b>Franchise Glass Retailer</b> Buyer seeking established business providing service to construction, consumer &amp; building industry. Buyer's Budget: R5 mil Area: Garden Route Chris Woodcock / 083 376 1149</p>	<p><b>Chemical Manufacturing</b> Serious Buyer – highly professional &amp; experienced within the industry. Potential preferred. Buyer's Budget: R5 mil Area: Gauteng Fiona Singh / 084 682 3179</p>	<p><b>Franchise Supermarket</b> Buyer seeks Pick 'n Pay or Spar franchise supermarket with solid financials and potential Buyer's Budget: R40 mil Area: Western Cape Karen Dorfling / 083 226 9017</p>
<p><b>Automotive / Franchise</b> Largely hands-off investor. Needs good accounts and good staff. Buyers Budget: up to R3 mil Area: Eastern Cape Pieter Gunter / 083 553 3460</p>	<p><b>Fitment Centre</b> Qualified buyer wants to enter this industry looking for profitable business. Buyer's Budget: R5 mil Area: Garden Route Karen Dorfling / 083 226 9017</p>	<p><b>FMCG – Food Processing</b> Buyer seeking established business. Must have a wide customer base. Buyer's Budget: up to R15 mil Area: Gauteng Fiona Singh / 084 682 3179</p>	<p><b>Industrial Cleaning Services</b> Corporate company is looking to expand their footprint nationally and are looking to buy a few businesses in this industry. Buyer's Budget: R10 mil Area: Western Cape Karen Dorfling / 083 226 9017</p>
<p><b>Pick 'n Pay / Spar / OK</b> Qualified buyer looking for franchise supermarket with potential. Buyers Budget: R15 mil–R40 mil Area: Eastern Cape Bertie v Deventer / 082 790 5710</p>	<p><b>Distribution / Logistics</b> Buyer seeking established distributor with an extensive trade customer network. Buyer's Budget: R5 mil Area: Garden Route Karen Dorfling / 083 226 9017</p>	<p><b>Training Centre / Private School</b> Buyer seeking in Gauteng. Must be fully accredited. Buyer willing to pay top price for good opportunity. Buyer's Budget: up to R3 mil Area: Gauteng Fiona Singh / 084 682 3179</p>	<p><b>Laundry / Industrial Laundry</b> I have just sold two laundries. I have three other buyers looking for established industrial laundries. Smaller operations will also be considered. Buyer's Budget: R2 mil Area: Cape Town lan van Ravesteyn / 082 452 3329</p>
<p><b>Game Farm</b> Buyer wanting to start exotic game breeding project. Area: Eastern Cape Bertie v Deventer / 082 790 5710</p>	<p><b>Accounting or Book-keeping Practice</b> Several qualified buyers seeking to purchase either existing practices or fees. Buyer's Budget: up to R2 mil Area: Garden Route Karen Dorfling / 083 226 9017</p>	<p><b>Retail / Import / Export</b> Buyer seeking business with growth opportunity. Buyer ready to make quick decision Buyer's Budget: up to R7 mil Area: Gauteng Fiona Singh / 084 682 3179</p>	<p><b>Transport / Road Freight</b> Buyer is corporate company looking to expand their operations to the Western Cape. Profitable with financials. Buyer's Budget: R50 mil Area: Western Cape Paul Fox / 083 236 42924</p>

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## Franchise Opportunity - IT Industry ref: 14433

Fast growing brand offers limited franchise opportunities. Turnkey operation based on a proven business concept, incl. office set up, fully furnished and operational and staff trained to the franchisor's requirements - just walk in and start trading. This business offers the unbelievable opportunity to recover the initial capital outlay within 12 months!

**Location:** Garden Route

**Broker:** Karen Dorfling / 083 226 9017

**Email:** karend@linkbusiness.co.za

## Panel Beating Business ref: 13689

The business is an appointed service provider to all the major insurance companies, and they have all of the local business, with a large, diverse customer base and no competition. All equipment is well maintained, and the business operates out of leased premises in a small (inland) Eastern Cape town.

**Location:** East London

**Broker:** Neville Loader / 071 327 5916

**Email:** nevillel@linkbusiness.co.za

## Established Retail Liquor Outlet ref: 14367

This store opened its doors in 2010 in a busy shopping centre and been owned/managed by the current owner for three years. The reason that the owner wants to sell now is that he wants to concentrate on his other business interests.

**Location:** West Rand

**Broker:** Helmut Bahlmann / 079 903 9837

**Email:** helmutsb@linkbusiness.co.za

## Fully Equipped DVD Shop ref: 14416

Neat, well-established DVD shop in a shopping mall in a beautiful seaside town on the Garden Route. This business has been in existence since 2007. Buy as a running business or relocate. Extremely reasonably priced!

**Location:** Garden Route

**Broker:** Stephan Nel / 082 872 1658

**Email:** stephann@linkbusiness.co.za

## Fish & Chips Take Away ref: 14414

This business was first established more than 25 years ago in this scenic Boland Town and has become a landmark in town since. It specialises in fish & chips takeaway, but there is a full takeaway menu to serve any hungry customer. This manager-run business has competent staff with many years of experience.

**Location:** Robertson

**Broker:** Jannie vd Merwe / 082 653 0582

**Email:** jannievdm@linkbusiness.co.za

## Profitable Business ref: 14611

Profitable exotic Spice Shop and Takeaway in a good location, Perfect for 1st Time Buyer. Nine years established business with great community rapport and fantastic growth potential for the right buyer. Constant flow of customers. Great reputation. Walk-in Walk-out deal.

**Location:** Port Elizabeth

**Broker:** Reza Ebrahim / 083 716 1495

**Email:** rezaea@linkbusiness.co.za

## Garden Route Country Butchery ref: 14769

This traditional butchery located in a town centre in the Garden Route is frequented by both locals and tourists. It has been running for three decades, and they still like to do things the traditional way, the way their grandparents did.

**Location:** Klein Karoo

**Broker:** Paul Fox / 083 236 4292

**Email:** paulfx@linkbusiness.co.za

## Industrial Laundromat For Sale ref: 14359

This well-established, very profitable franchised restaurant has been owner run for over 16 years, and it is perfectly positioned in a very busy shopping centre. The restaurant is very popular, and it is well frequented by students, scholars, the business, and legal fraternity as well as the general public.

**Location:** East London

**Broker:** Neville Loader / 071 327 5916

**Email:** nevillel@linkbusiness.co.za

## Laundry in Prime Location ref: 14356

An exceptionally well laid out laundry on the main road of a popular Cape Town destination is now offered for sale. The business has been in existence since 2008. Trading at R51k per week, the business can allow you lots of family time. Ideal opportunity for an energised entrepreneur.

**Location:** Cape Town

**Broker:** Ian van Ravesteyn / 082 452 3329

**Email:** ianvr@linkbusiness.co.za

## Profitable Bottlestore & Shop ref: 13689

This lucrative opportunity comprises two businesses, a liquor store, and a Spaza Shop, that generate two income streams. The business was established during 2008 and has grown into a brand that is supported well by the local communities. Efficient stock control systems are in place.

**Location:** Port Elizabeth

**Broker:** Pieter Gunter / 083 553 3460

**Email:** pieterg@linkbusiness.co.za

## Prime Car Wash and Valet ref: 14435

This privately owned car wash business is situated in the basement of a shopping centre in the Northern Suburbs Johannesburg, Gauteng. The business offers a full range of wash and valet services and has been operating for a year.

**Location:** Johannesburg

**Broker:** Fiona Singh / 084 682 3179

**Email:** fionas@linkbusiness.co.za

## Industrial Laundromat For Sale ref: 14332

This industrial laundry has been in existence since 1986 by the current owners. The owner is at retirement age and needs to sell for health reasons. The business has a strong client base with service level agreements, and there is lots of room for expansion.

**Location:** Cape Town North

**Broker:** Ian van Ravesteyn / 082 452 3329

**Email:** ianvr@linkbusiness.co.za



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Valuing your business is just one area where LINK can provide sound, professional advice based on long experience.

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