



	<b>Business for Sale Listed on:</b> <b>2024/11/06 Fred Broom-082 583 4851</b>					
<b>Business Profile :</b>						
<b>Main Business Activity:</b>	<b>GUIDED TOURS TO EXPERIENCE THE AFRICA EXPERIENCE</b>					
<b>FBi Reference Number:</b>	<b>Tour112-3</b> <b>NOTE: OFFERS ABOVE R1.95 MILLION WILL BE CONSIDERED</b>					
<b>Industry Sector:</b>	<b>Travel &amp; Tourism</b>					
<b>Business Description:</b>	<p><b>BRIEF OVERVIEW -</b></p> <ul style="list-style-type: none"> <li>• This well-established, reputable and popular Tourism business in operation since 2000, offer tailor-made and scheduled tours and safaris, personalized service, professional tourist guides, licensed and reliable vehicles, tried and tested - quality accommodation with all their safaris and tours.</li> <li>• In Southern Africa they provide unique travel packages and tour itineraries for lone travelers, couples, families or groups at excellent rates for the Africa experience.</li> <li>• Tours are private guided day tours or longer and of an informative and relaxed nature. Historical tours are also offered. Accommodation weis meticulously chosen to fit clients travel budget and the options of activities whether they are cultural or adventurous, are part of your package.</li> <li>• Utilizing all their experience, they also package popular Africa trips to Botswana, Zambia, Namibia, Kenya, Mozambique and Zimbabwe.</li> <li>• They meet clients at at airports or hotels and transport them safely to booked and arranged accommodation while on tour anywhere in Africa. This is virtually a door to door experience with registered guides or game rangers and a personal touch.</li> <li>• All vehicles are clean, have road permits and serviced. A clean vehicle is a safe means of transport - a unique way to experience a country and the peoples cultures. The unique part of a tour is seeing a country and its beauty first hand.</li> </ul>					
<b>Location:</b>						
<b>Country and Province:</b>	<table border="1"> <tr> <td><b>Country:</b></td> <td><b>South Africa</b></td> </tr> <tr> <td><b>Province</b></td> <td><b>Gauteng</b></td> </tr> </table>	<b>Country:</b>	<b>South Africa</b>	<b>Province</b>	<b>Gauteng</b>	
<b>Country:</b>	<b>South Africa</b>					
<b>Province</b>	<b>Gauteng</b>					
<b>City / Town:</b>	<b>Johannesburg</b>					
<b>Location / Area:</b>	<b>Suburbs – Home Office operation</b>					



<b>Asking Price:</b>				
<b>Currency:</b>	ZAR – South African Rand			
<b>Asking Price:</b>	R 1,950,000.00			
<b>Inventory</b>	R 63,000 (excluded <input type="checkbox"/> or included <input checked="" type="checkbox"/> ) Fixed Assets			
<b>Flexibility about Price/Negotiability:</b>	The minimum price is R1.95 million ( reduced from R2.25 million) and includes fixed assets valued at R63,000 and goodwill. The final price will be determined based on the value of current assets and deposits at take-over date.			
<b>Financial Information:</b>				
<b>Turnover:</b>	Annual: R	1,800,000	Monthly ave per month: R	150,000
<b>Gross Profit %/Markup %:</b>	Gross Profit %	45 % - Approx	Markup on cost %	190%
<b>Owner/s Profit: EBITDO – before owner/s drawings</b>	Annual: R	592,800	Monthly ave per month: R	49,400
<b>ROI %:</b>	30.4	% per annum		
<b>Other Information :</b>				
<b>Total Number of staff:</b>	TOTAL STAFF	Monthly Staff:	Weekly Staff:	Casual Staff:
	3	1 (owner)	-	2
<b>Year Established/Acquired by present owner:</b>	Year Established	2000	Acquired by present owner	Since inception
<b>Ownership:</b>	Sole Proprietor	Partnership	Pty Ltd	Close Corporation
	-	-	-	YES
<b>Potential to Relocate:</b>	<b>Level of relocation</b>			
	High	X	Highly portable. Business operates from home office not bound to any area.	
	Medium	X	Can be relocated by the buyer with very little disruption	
	Low		Relocation is possible, but not advised.	
	Zero		Business cannot be relocated	

**Additional Information :**

**DISCLAIMER REGARDING INFORMATION -**

- *No representation or warranty, express or implied, is given as to the accuracy or completeness of the contents of this profile.*
- *The only representations and warranties that will be made are those that may eventually be included in a definitive agreement to the proposed sale of the vendors' interests in the business.*
- *Neither this profile nor any of the information contained in it shall form the basis of any contract for such sale, nor does it constitute an offer, invitation or inducement to purchase or acquire any shares in the business or any interest in it.*

**GENERAL INFORMATION -**

- The owner took the decision to replace owned vehicles with excessive holding costs by reducing costs and operating with rented vehicles.
- The business operates from a home office and this avoids the cost of rented premises.

**FINANCIAL INFORMATION -**

- Detailed financials will be made available to approved buyers at a personal meeting with the seller and the seller claims that he can verify all trading.
- The financial information reflected above is based on the latest financial statements prepared as at 29<sup>th</sup> February 2024. Turnover, gross profit, expenses and Net Profit figures can be confirmed by the Seller.
- The EBITDO has been presented by the broker based on the Seller's information, used to calculate the Owner's profit.

**POTENTIAL -**

- **The business requires a proactive owner (local or overseas buyer),** that understands the Tourism Industry and who can sustain and grow this well-established business.
- The business is highly rated on social media platforms and coupled to the interactive website and the chat facility that generates many bookings. Also, the business has many return clients that received regular newsletters and book annually.
- Due to operating from the home office base, the business location can be located in the buyer's area is also a possibility.

**REASON FOR SELLING -**

- The owner wishes to retire.

**HANDOVER -**

- The Seller is prepared to assist the buyer for a negotiated period of hand-over and training.

**PROOF OF FUNDING REQUIREMENT -**

- Interested parties **MUST** be able to demonstrate that they have access to the required funds to finance a cash transaction purchase.
- In terms of the Broker’s mandate, the Seller will not entertain any discussions, or consent to provide any details or documentation; or accept any offer unless you first meet this criteria. The Potential Buyer will need to provide proof of these financial requirements in your initial enquiry.

**FULL DETAILS WILL ONLY BE PROVIDED BY THE APPOINTED BROKER SUBJECT TO SIGNING A CONFIDENTIALITY AGREEMENT (NDA) AND THE CPNSENT OF THE SELLER.**

**Gallery/Collage:**

**Note:** The images and the content therein, are be provided as examples in terms of the level of confidentiality, requested by the Seller.

