



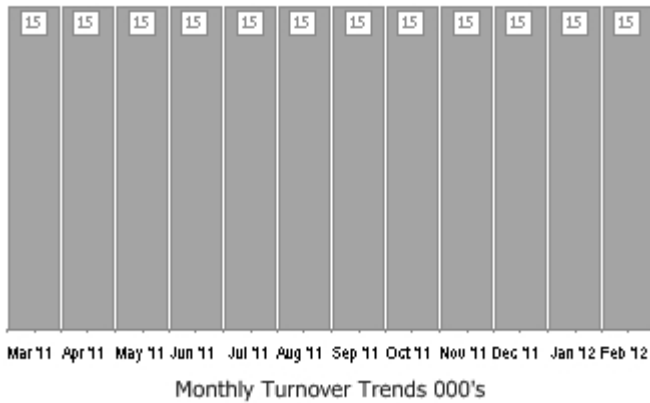
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**Mandate No: 24981**  
**Business Description: Pretoria Garden Service and Maintenance opportunity**

Selling Price:	100,000	Deposit:	0
Stock:	0	Profit Last 12 Months:	146,700
Total Asking Price:	100,000	Total Assets:	40,560



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### MANDATE REPORT

1. History Background	
Fully describe the business's activities?	Garden Service and maintenance business that covers amongst others areas including Annlin, Montana, Waverly and Rietfontein in Pretoria
How long has the business been established?	2 years
How long has the owner had the business?	2 years
2. Present Market	
How does the business operate on a daily basis?	Team goes out early in morning and runs on predetermined route for the day maintaining and cleaning gardens. Also does regular bookings for Estate Agents requiring special services.
How are the clients attracted to the business?	Mainly through word of mouth and Estate Agents.
What Advertising/Marketing is carried out?	Pamphlet distribution every six months.
Does the business have any contract work?	At present 35 clients on books with a further 10 in the pipeline to start.
What competition exists?	Normal for this business but due to competitive pricing, competitors are kept at bay.
What are the seasonal trends?	The business closes for two weeks in December.
3. Financial	
Is the business VAT Registered?	No

3. Financial	
What VAT documentation is on file?	No
Are there up-to-date Management Accounts available?	With owner
What Balance Sheet and Income Statements are available?	In preparation
What percentage of the business is cash/credit?	All cash
What is the age analysis of the debtors book?	Nil
How could the profitability of the business be improved?	Signing up more clients
Is Seller finance available and for what amount?	No
What is the payback period?	8 months
What is the ROI?	147%
4. Staffing	
What is the total staff complement?	Owner and 2 labourers.
Give a breakdown of staff/functions/length of service?	2 years
Do any receive special perks or incentives?	No
Are they on contract?	No
Do any have management potential?	No
How involved is the Owner in running the business?	100%
5. Premises	
When does the current lease end?	Work from home opportunity, no premises.
Is there an option of renewal & what period?	
What is the annual escalation %?	
What are the trading hours?	7 am to 6 pm
What is the square meters of the business?	
Is a copy of the lease available?	
Do you require a licence?	
What lease deposit and/or other surety is required?	
6. Assets	
Is a full asset list on file?	Yes with owner. Assets include a Fiat Uno Fire and a trailer for carting refuse. Also a variety of lawnmowers, edge trimmers, blower, generator and loose garden tools.

<b>6. Assets</b>	
Are any items not included in the sale?	No
What is their overall condition?	Good
Do any require repairing?	No
How have they been valued ?	Fair value
Which assets are on lease/HP and with whom?	Nil
What are their settlement amounts?	N/a
Will Seller settle or Buyer to take over?	N/a
Are copies of agreements available?	N/a
Are they presently insured?	No
<b>7. S.W.O.T. Analysis</b>	
Strengths?	Good pricing structure, delivering excellent personal service, good standing with local Estate Agents.
Weaknesses?	Weather conditions, possible longish hours if time schedule is not kept.
Opportunities?	The services of this business is in demand and an extra team can take on extra work to improve income.
Threats?	None really.
<b>8. Reason For Sale</b>	
What is the reason for the sale?	Owner losing interest and wants to pursue other business interests.
<b>9. Conclusion</b>	
Why is this a good business?	This is a good business for someone who likes gardening, taking pride in his/her work, and who enjoys working with people. Easily run from home with low overheads and an expanding client base. Lots of growth potential and all on cash basis.
What is the price plus stock and the net profit?	Price is R 100,000.00 and Net profit is R 12,225 pm.

## FINANCIALS

### Summary Income Statement

Month	TurnOver	C.O.S.	%	Gross Profit	Add. Income	Expenses	Net Profit
Feb 2012	15,000	0		15,000	0	2,775	12,225
Jan 2012	15,000	0		15,000	0	2,775	12,225
Dec 2011	15,000	0		15,000	0	2,775	12,225
Nov 2011	15,000	0		15,000	0	2,775	12,225
Oct 2011	15,000	0		15,000	0	2,775	12,225
Sep 2011	15,000	0		15,000	0	2,775	12,225
Aug 2011	15,000	0		15,000	0	2,775	12,225
Jul 2011	15,000	0		15,000	0	2,775	12,225
Jun 2011	15,000	0		15,000	0	2,775	12,225
May 2011	15,000	0		15,000	0	2,775	12,225
Apr 2011	15,000	0		15,000	0	2,775	12,225
Mar 2011	15,000	0		15,000	0	2,775	12,225
	<b>180,000</b>	<b>0</b>		<b>180,000</b>	<b>0</b>	<b>33,300</b>	<b>146,700</b>

### Monthly Average

Turnover:	15,000	
Cost Of Sales:	0	
Gross Profit:	15,000	
Additional Income:	0	
Expenses:	2,775	Average Net Profit: 12,225

### Current Expenses

Expense	Amount
Consumables	120
Salaries	1,600
Telephone	55
Vehicle Costs	1,000
<b>Total:</b>	<b>2,775</b>

### Detailed Expense List

Expense Group	Expense	Expense Amount	Group Total
<b>Consumables</b>			<b>120</b>
	Consumables	120	
<b>Salaries</b>			<b>1,600</b>
	Wages	1,600	
<b>Telephone</b>			<b>55</b>
	Cellphone	55	
<b>Vehicle Costs</b>			<b>1,000</b>
	Fuel	1,000	

### Balance Sheet

Assets	Value
Sundry	40,560
<b>Total:</b>	<b>40,560</b>