



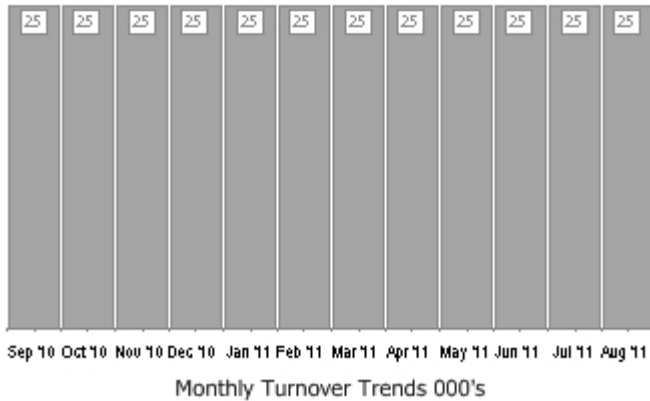
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**Mandate No: 24412**  
**Business Description: Unique mobile steam cleaning business for sale**

Selling Price:	275,000	Deposit:	0
Stock:	0	Profit Last 12 Months:	126,000
Total Asking Price:	275,000	Total Assets:	140,000



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## MANDATE REPORT

1. History Background	
Fully describe the business's activities?	This is a unique mobile car wash business. The seller imported one of a kind mobile steam valet equipment to start his business. Due to the nature of the business they can do a complete valet on a vehicle in a park bay on any dealerships' floor. There is no water that needs to be directed away from the cleaning process. There is sufficient equipment in this sale to start a second cleaning team
How long has the business been established?	2 Years
How long has the owner had the business?	Owner started the business
2. Present Market	
How does the business operate on a daily basis?	The seller gets calls from dealers to book the cleaning team. He then arrange with his team to go to the dealership at a certain time. They normally spend the half a day or full day at a particular dealership. The seller is permanently employed and run this business as a side line.
How are the clients attracted to the business?	The seller has a database of dealers, apart from this marketing is very limited.
What Advertising/Marketing is carried out?	Very little marketing as seller has little time to focus on the business
Does the business have any contract work?	No
What competition exists?	None delivering the same service
What are the seasonal trends?	None

<b>3. Financial</b>	
Is the business VAT Registered?	No
Are there up-to-date Management Accounts available?	Yes, but not on file
What Balance Sheet and Income Statements are available?	A list of assets is included
What percentage of the business is cash/credit?	All EFT payments
What is the age analysis of the debtors book?	N/a
How could the profitability of the business be improved?	Starting a second valet team and marketing the business to dealerships. This is a unique concept and will impress anyone that sees how the business works and all its benefits
Is Seller finance available and for what amount?	No
What is the ROI?	Selling price R275 000 Monthly net R7 000. Take note that there is sufficient equipment in the sale to start a second valet team.
<b>4. Staffing</b>	
What is the total staff complement?	4 Workers doing the cleaning work
Give a breakdown of staff/functions/length of service?	Cleaners
Do any receive special perks or incentives?	No
How involved is the Owner in running the business?	Very little owner involvement
<b>5. Premises</b>	
When does the current lease end?	N/A This is a mobile business
Is there an option of renewal & what period?	Can be run from anywhere
What is the annual escalation %?	
What are the trading hours?	Flexible
Is a copy of the lease available?	
Do you require a licence?	No
<b>6. Assets</b>	
Is a full asset list on file?	The sale includes a 1999 Isuzu 280 D/C and Venter Trailer. These items can be excluded with a adjusted selling price of R215 000
Are any items not included in the sale?	No
What is their overall condition?	Good
Do any require repairing?	No
Which assets are on lease/HP and with whom?	None
What are their settlement amounts?	N/a

<b>6. Assets</b>	
Will Seller settle or Buyer to take over?	N/a
<b>7. S.W.O.T. Analysis</b>	
Strengths?	Unique and easy to run business
Weaknesses?	Lack of owner involvement
Opportunities?	Starting a second valet team and signing up more dealerships to the list of customers
Threats?	Lack of owner involvement
<b>8. Reason For Sale</b>	
What is the reason for the sale?	Owner has full time job and cannot concentrate on the business
<b>9. Conclusion</b>	
Why is this a good business?	Unique business with great potential. The service sells itself
What is the price plus stock and the net profit?	Selling Price R275 000 (or R215 000 excluding bakkie and trailer) Monthly net R7000

## FINANCIALS

### Summary Income Statement

Month	TurnOver	C.O.S.	%	Gross Profit	Add. Income	Expenses	Net Profit
Aug 2011	25,000	3,000	12	22,000	0	11,500	10,500
Jul 2011	25,000	3,000	12	22,000	0	11,500	10,500
Jun 2011	25,000	3,000	12	22,000	0	11,500	10,500
May 2011	25,000	3,000	12	22,000	0	11,500	10,500
Apr 2011	25,000	3,000	12	22,000	0	11,500	10,500
Mar 2011	25,000	3,000	12	22,000	0	11,500	10,500
Feb 2011	25,000	3,000	12	22,000	0	11,500	10,500
Jan 2011	25,000	3,000	12	22,000	0	11,500	10,500
Dec 2010	25,000	3,000	12	22,000	0	11,500	10,500
Nov 2010	25,000	3,000	12	22,000	0	11,500	10,500
Oct 2010	25,000	3,000	12	22,000	0	11,500	10,500
Sep 2010	25,000	3,000	12	22,000	0	11,500	10,500
<b>300,000</b>	<b>36,000</b>			<b>264,000</b>	<b>0</b>	<b>138,000</b>	<b>126,000</b>

### Monthly Average

Turnover:	25,000	
Cost Of Sales:	3,000	
Gross Profit:	22,000	
Additional Income:	0	
Expenses:	11,500	Average Net Profit: 10,500

### Current Expenses

Expense	Amount
Salaries	8,000
Sundries	3,500
<b>Total:</b>	<b>11,500</b>

### Detailed Expense List

Expense Group	Expense	Expense Amount	Group Total
<b>Salaries</b>			<b>8,000</b>
	Salaries	8,000	
<b>Sundries</b>			<b>3,500</b>
	Sundries	3,500	

### Balance Sheet

Assets	Value
Vehicles	60,000
Plant and Machinery	80,000
<b>Total:</b>	<b>140,000</b>