

A man in a blue suit and patterned shirt stands on a city street, smiling. The background shows a building and a blue trash can.

BUSINESS REPORT

Date: **13th October 2025**
Business Reference: **37482**

About the Business:

popular franchise opportunity - KZN N Coast.

Supply and installation of tombstones.

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Sector: **Retail**

Asking Price:

R **405,000**

Monthly Profit:

R **13,916**

Asset Value:

R **10,000**

Stock Value:

R **40,000**

Yearly Net Profit :

R **166,991**



Business Report

Fully describe the business's activities?

The business sells tombstones and does the tombstone installation on the selected site.

How does the business operate on a daily basis?

A sales lady opens and closes the shop daily. She deals directly with the clients, takes orders and payments and arranges installations with the factory. Owners manage remotely and with daily video calls and attend the store on an ad hoc basis.

What Advertising/Marketing is carried out?

Facebook and pamphlet distribution

What competition exists?

Local funeral parlours in the same town.

How could the profitability of the business be improved?

By offering discounts, payment terms and spending more on advertising.

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

1 - she joined in February 2024.

Do any have management potential?

She is capable to run daily activities but more complex issues are elevated to management.

How involved is the Owner in running the business?

The owners meet with the sales lady daily via cell phone or video - they visit the store on an ad-hoc basis.

When does the current lease end?

February 2026

What are the trading hours?

Monday to Friday 09h00 to 17h00
Saturday 09h00 to 14h00

What are the main assets of the business?

Computer, cell-phone, camera desk chair

Strengths?

Product is guaranteed for 25 years
Store location and reputation
Low cash input required
Low overhead and staff cost
Low stock-holding
No bad debt

Weaknesses?

Store has 1 sales lady and no contingency for short term absences - management then have to step in.
Reliant on factory for delivery of orders on time and installations

Opportunities?

Granite has recently been introduced into the product line - this has improved client options and added to the quality.
Undertake own installations to improve service and offer installations to other service providers in the area.

Threats?

The arrival of new competitors in the same market.

What is the reason for the sale?

The owner is seeking to diversify their portfolio closer to their home base in the upper highway precinct.