



# BUSINESS REPORT

Date: **4th February 2026**  
Business Reference:**37625**

About the Business:

## **KwaZulu-Natal Importer and Distributor of Point of Sale Hardware**

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Established importer and distributor based in KwaZulu-Natal offering point of sale hardware for use in the hospitality, retail, clothing, fast food, hardware and a variety of other industries. This level 4 BBEEE company supplies hardware through the dealership channel to multiple leading companies within Southern Africa and has well established service centres in two locations. Customers looking for All in One

Touch terminals, Touch Screens, Printers, Barcode Scanners or Cash Draws can be assured of the quality of products available and level of service offered.

## KwaZulu-Natal Importer and Distributor of Point of Sale Hardware



Sector: **Retail**

Asking Price:

**R 2,093,843**

Monthly Profit:

**R 121,935**

Asset Value:  
**R 1,000,000**

Stock Value:  
**R 1,856,157**

Yearly Net Profit :  
**R 1,463,220**



# Business Report

## Fully describe the business's activities?

Importing Point of Sale hardware and reselling to reseller market.

## How does the business operate on a daily basis?

Opens Monday to Friday from 08:00 to 16:30 daily.

## What Advertising/Marketing is carried out?

Advertising on various on-line platforms i.e. bulk emailing via Everlytic, as well as visiting clients to demonstrate products.

## What competition exists?

Several other importers of point of sale equipment exist.

## How could the profitability of the business be improved?

Improving current services levels  
Taking on new customers  
Start selling to Retail market as well at higher prices

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

Admin and Sales Assistant - 4 months  
Admin and Sales Assistant - 1 year  
Sales Engineer - 9 years  
Workshop Technician - 3 years  
Accounting Assistant - 14 years  
Field Sales Support - 11 years  
Provincial Sales Manager - 17 years  
National Sales Manager - 11 years  
Junior Workshop Technician - 2 years

## Do any have management potential?

Yes

## How involved is the Owner in running the business?

Full time Directors

## When does the current lease end?

Initial 3 year lease now expired - month to month agreement.

## What are the trading hours?

08:00 to 16:30 Monday to Friday

## What are the main assets of the business?

Stock  
Vehicles  
IT Equipment  
Furniture

## Strengths?

Direct Importer.

## Weaknesses?

Working capital.

## Opportunities?

Increase stock levels and sales can improve dramatically.

## Threats?

Other importers.  
Competition.

## What is the reason for the sale?

Director retirement.