business
for sale



# BUSINESS REPORT

Date: **5th November 2026**
Business Reference:**37708**

About the Business:

## Northern Cape Quick-Service Fried-Chicken: Two-Locations, Manager-Run, Scalable Growth Opportunity

Established two-site fried-chicken takeaway brand in Upington and Kakamas, Northern Cape. Proven operations, solid financials, and on-site management with delivery capability. Attractive expansion rights under a reputable brand, offering scalable profitability for a buyer ready to lead growth and increase

market share.

# Northern Cape Quick-Service Fried-Chicken: Two-Locations, Manager-Run, Scalable Growth Opportunity



Sector: **Food**

**Asking Price:**

R 2,623,935

**Monthly Profit:**

R 83,248

Asset Value:
**R 1,664,463**

Stock Value:
**R 300,000**

Yearly Net Profit :
**R 998,970**

# Business Report

## Fully describe the business's activities?

Core concept: Two-location quick-service fried chicken take-away business, Upington (take-away focused) and Kakamas (take-away focused). Strong emphasis on fast, convenient meals for take-away style service.

Service channels:

In-store dine-in and take-away at the counter

Delivery orders fulfilled via an external delivery partner (approximately 10% of sales)
Corporate/event orders where offered
Operations footprint: Two locations with commercial kitchens, fry stations, prep areas, cold storage, and customer-facing service points. Both outlets provides limited dine-in capacity but focus on take-aways.
Robust POS-enabled operations.
Management structure: Both sites are currently manager-run, with day-to-day operations overseen by on-site managers and centralized oversight via POS data and financial reporting.
Here follows a brief description of the daily tasks;
Pre-opening (30–60 minutes before opening)
The manager assign roles (kitchen, counter, delivery, cleaning); review day's targets.
Compliance check: verify temperatures and cleanliness;
POS readiness: confirm terminals online; load promos and online orders.

Opening procedures
Customer flow: ensure area is clean, signage visible, and boards updated.

Inventory snapshot: quick check on high-turn items; flag reorders if needed.
Briefing: confirm duties and any special orders for the day.
In-store and take-away: take orders, fry in batches for speed/quality, assemble, package, and label for pickup.
Delivery: queue orders to drivers; track with POS/delivery app; capture proof of delivery.
End-of-period and close
Last orders: halt new orders; complete remaining orders with realistic cut-off.
Reconciliation: cash and card reconciliation; close-out reports in POS.
Cleaning: core sanitation, fryer/ grills, prep counters; sanitize and store perishable stock.

Prep for next day: pre-prepare core items; note re-orders; secure premises.

## How long has the business been established?

Since 2018

## How long has the owner had the business?

2018

## Give a breakdown between sit-down, takeaways and deliveries

Mostly take aways, 10% delivery mr D

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

Here follows a brief description of the daily tasks;
Pre-opening (30–60 minutes before opening)
The manager assign roles (kitchen, counter, delivery, cleaning); review day's targets.
Compliance check: verify temperatures and cleanliness;
POS readiness: confirm terminals online; load promos and online orders.

Opening procedures
Customer flow: ensure area is clean, signage visible, and boards updated.

Inventory snapshot: quick check on high-turn items; flag reorders if needed.
Briefing: confirm duties and any special orders for the day.
In-store and take-away: take orders, fry in batches for speed/quality, assemble, package, and label for pickup.
Delivery: queue orders to drivers; track with POS/delivery app; capture proof of delivery.
End-of-period and close
Last orders: halt new orders; complete remaining orders with realistic cut-off.
Reconciliation: cash and card reconciliation; close-out reports in POS.
Cleaning: core sanitation, fryer/ grills, prep counters; sanitize and store perishable stock.

Prep for next day: pre-prepare core items; note re-orders; secure premises.

## How are the clients attracted to the business?

Local visibility and word-of-mouth
Signage and menu boards: clear, appealing boards near the street to capture impulse customers.
Location-based branding: The exterior remains clean, well-lit, and inviting.
In-store experience;
Fast, consistent service: consistent order accuracy and quick turnaround generate repeat visits and positive word-of-mouth.
Cleanliness and warmth: a tidy, welcoming counter area encourages dine-in and takeaway satisfaction.

Delivery channel optimization

Pair with existing delivery platforms and negotiate favorable terms; ensure menu items travel well and retain quality.

Encourage first-time delivery customers with a small discount or free side on their first order.

Digital presence with minimal effort

Basic online footprint

Google Business Profile: optimize for local searches (hours, location, menu, photos, and reviews).

Social media presence: a simple, consistent posting cadence (1–2 posts per week) highlighting menu items, daily specials, and behind-the-scenes glimpses.

## What Advertising/Marketing is carried out?

None

## Does the business have any contract work?

None

## What competition exists?

Both towns are regional hubs in the Northern Cape with a mix of local fast-food players, casual dining, and takeaway concepts. The market is driven by quick-service demand for fried chicken, burgers, wraps, and sides, with price sensitivity and high value-for-money expectations.

Key success factors in this market typically include speed of service, price competitive bundles, consistency, delivery availability, and convenient pickup/dine-in experiences.

## What are the seasonal trends?

December / Festive season (peak)
Demand spike: higher footfall from local families, workers on leave, and tourists; resulting in an increases in take-away and delivery volumes.

January–February (slower post-holiday period with back-to-work rebound)
Demand normalization: a moderation in volumes as holidays end.

March–May (autumn break and local events)
Event-driven spikes: school holidays or local events can create short-term increases in footfall, particularly around weekends.

June–August (winter period in Northern Cape; potential dip but with travel)
Lots of pass-through customers ( hunters from the Western cape)

September–November (pre-summer buildup)

## Is the business VAT Registered?

Yes

## What VAT documentation is on file?

All documents will be made available during due-diligence.

## Are there up-to-date Management Accounts available?

A solid financial and VAT-compliant framework with current management accounts and statements

## What Balance Sheet and Income Statements are available?

Statements for the period ending February 2025. All documents will be made available during due-diligence

## What percentage of the business is cash/credit?

Cash only, no accounts

## What is the age analysis of the debtors book?

None

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

Ideas to improve profitability

Increase delivery share and margins;
Build an in-house delivery capability or renegotiate commissions with third-party platforms to lower costs.

Shrink food costs without sacrificing quality;

Tighten portion control and standardize recipes; monitor yield and waste daily.

Negotiate better supplier terms for core ingredients; consider bulk packaging for non-perishables.

Boost throughput and labor efficiency

Promote loyalty incentives that drive repeat purchases without eroding margins.

Low-cost, targeted promotions tied to local events, holidays, and paydays.

Leverage word-of-mouth with staff-driven upselling and quick referral incentives.

Tighten financial disciplines

Close monitoring of cash flow, with small, frequent reconciliations to catch leaks early.
Owner-operator advantage

Direct oversight of operations typically yields higher discipline on cost control, quality, and consistency.

Faster decision-making on promotions, supplier terms, and menu adjustments.

Hands-on leadership often improves morale, turnover, and accountability, translating to steadier output and customer experience.

## Is Seller finance available and for what amount?

No

## What is the total staff complement?

20

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

4 managers, bookkeeper, and general workers

## Do any receive special perks or incentives?

Yes, two senior managers rewarded based on gross profit performance

## Are they on contract?

Yes

## Do any have management potential?

Management already in place

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

The owner visit the outlets once every month but do communicate with managers via phone calls

## When does the current lease end?

Nov.

## Is there an option of renewal & what period?

Yes negotiable

## What is the annual escalation %?

6%

## What are the trading hours?

8-8 monday - saturday

## What is the square meters of the business?

250 and 90sqm

## Is a copy of the lease available?

Yes

## Do you require a licence?

No

## What lease deposit and/or other surety is required?

2months

## What are the main assets of the business?

Equipment shopfitting x2 shops are +-3mil,

Goodwill of 1mil turniver p.m

## Are any items not included in the sale?

No

## What is their overall condition?

Good working order

## Do any require repairing?

No

## How have they been valued ?

No

## Which assets are on lease/HP and with whom?

Point of sale and printers

## What are their settlement amounts?

N/a

## Will Seller settle or Buyer to take over?

Yss

## Are copies of agreements available?

Yes

## Are they presently insured?

Yes all insured

## Strengths?

Good products
Good location
Reputable name
Strengths: Established two-site model with a unified brand and strong operations; manager-run with POS-driven oversight; VAT-registered with complete financial documentation; potential for Northern Cape expansion under current brand; solid cash/credit mix and delivery channel ready to scale. Good store locations. Reputable name. Renown for good quality food.

## Weaknesses?

Limited dine-in footprint; relatively small regional market; current delivery share (~10%) requires investment to maximize margins; reliance on owner's prior presence for growth transitions; no seller financing.

## Opportunities?

Territorial expansion rights within the Northern Cape; in-house or optimized delivery model; targeted marketing and loyalty initiatives; menu/pricing optimization and bundles; minor dine-in enhancements to Upington

## Threats?

Food cost and energy cost volatility; competitive pressure from local "quick service restaurants" and new entrants; regulatory changes affecting costs; seasonality and regional economic shifts; supplier risk with a narrow supplier base.

## What is the reason for the sale?

The owner relocated to Cape Town

## Why is this a good business?

This two-location quick-service fried-chicken concept in the Northern Cape offers a compelling, buyer-ready opportunity. The business presents a strong, recognizable brand franchise lookalike with a reputable, longstanding presence in the Northern Cape. Key strengths include an established two-site model with unified operations, manager-run continuity, solid financial governance (VAT-registered with up-to-date accounts), and clear potential to scale through expanded delivery, targeted promotions, and territorial growth under the current brand. With on-site management in place and a delivery channel ready to optimize, the model delivers resilience and a clear path to enhanced profitability for an owner-operator or strategic buyer. The combination of a proven operating platform, brand credibility, and growth rights within the Northern Cape supports an attractive, low-risk transition and scalable future.