

Build it **PROSPECTUS** *2025*



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ORGANISATION *Structure*

Build it launched in 1985, with a membership of only 30 largely rural independent retailers. In the 1900s, expansion into Inland was steady but slow. In the year 2000, the brand began trading nationally. Store numbers grew steadily, with expanding market coverage. We are a voluntary trading group of independent retailers specialising in building materials and related hardware. A dynamic organisation, boasting market-leading growth in the hardware and building materials industry, the organisation currently has a membership of 397 stores across Southern Africa, and employs more than 10 000 staff.

A division of the SPAR Group Limited, all stores are serviced by six regional offices, a Central Office and a Distribution Centre. We have stores servicing all markets in South Africa, Namibia, Eswatini, Lesotho and Mozambique.

THE BUILD IT ORGANISATION IS MADE UP OF 5 SEPARATE BODIES:

BUILD IT RETAIL MEMBERS

- Independent store owners

BUILD IT GUILD OF SOUTHERN AFRICA NPC

- A non-profit company managed by elected retailers and Build it employees.
- Their role is to manage all issues that affect the welfare of Build it retail members.

BUILD IT DISTRIBUTION CENTRE

- Located in KZN

REGIONAL OFFICES

- KwaZulu-Natal, Eastern Cape, North Rand, South Rand (incl. Lesotho), Lowveld (incl. Mozambique and Eswatini) and Western Cape (incl. Namibia)

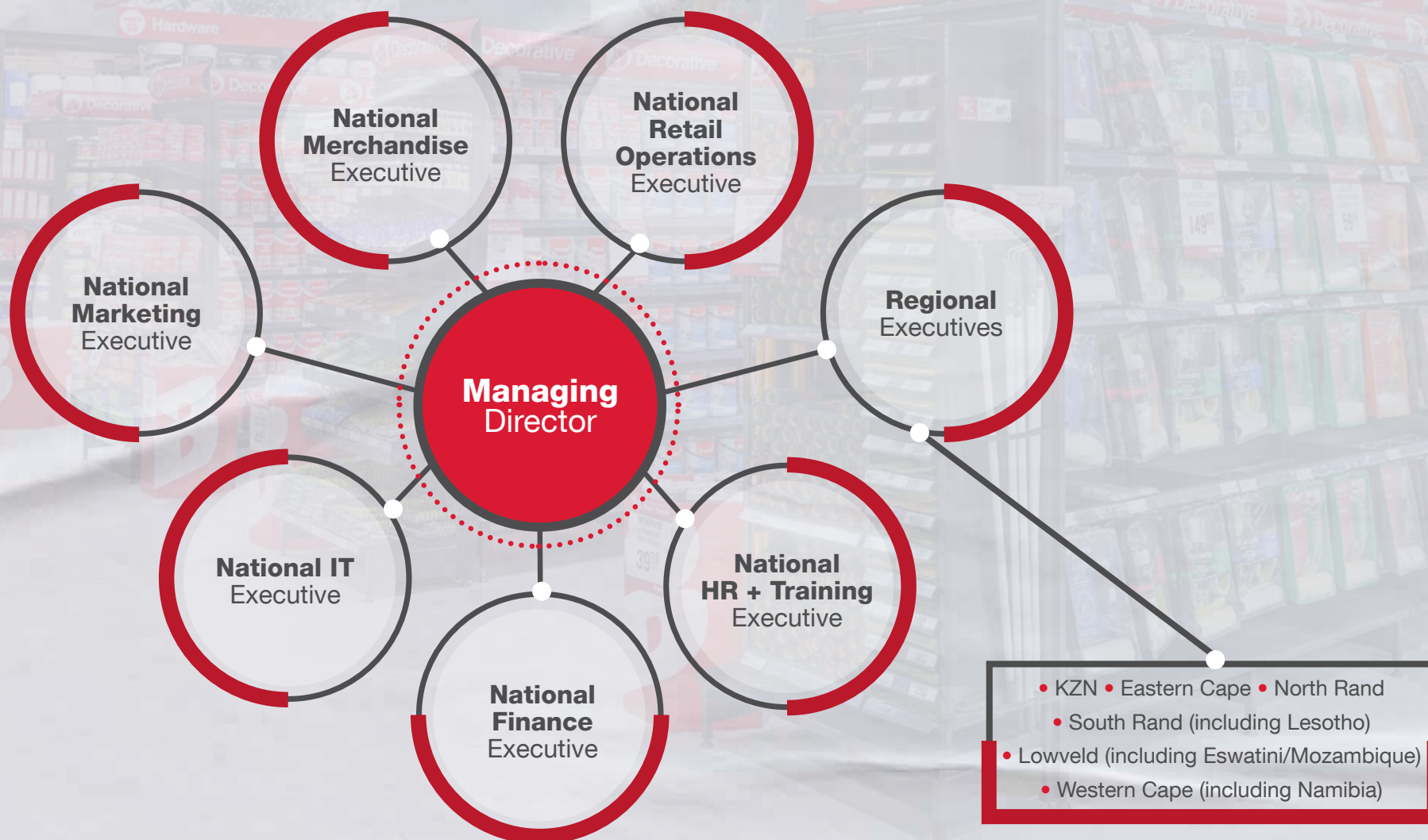
CENTRAL OFFICE

- Located in KZN

REGION	MEMBERSHIP
KwaZulu-Natal	78
Eastern Cape	48
Western Cape & Namibia	64
South Rand & Lesotho	69
North Rand	62
Lowveld, Mozambique & Eswatini	76
TOTAL	397



Executive Management *Structure*



Essence & Ethos

3



Purpose

To make home building simple



Vision

To be the first-choice brand for Southern Africans who want to build, maintain and improve “things” of enduring value



Values

Family | Entrepreneurship | Passion

Yes We Can

Brand Essence

Yes We Can!

Trading MODEL & OUR Market

Trading Model

We operate a voluntary trading model allowing independent retailers to aggressively compete with the opposition in the hardware and building materials market, whilst providing them with full support services for hardware and building materials retailing.

Our Market

Build it's target market embraces all activity within the building and hardware industry, with particular focus on building residential homes and home improvements, across all income groups.

These focus areas include:



Do It Yourself (DIY)



Build It Yourself (BIY)



Small to Medium Enterprises (SMEs)



All Contractors



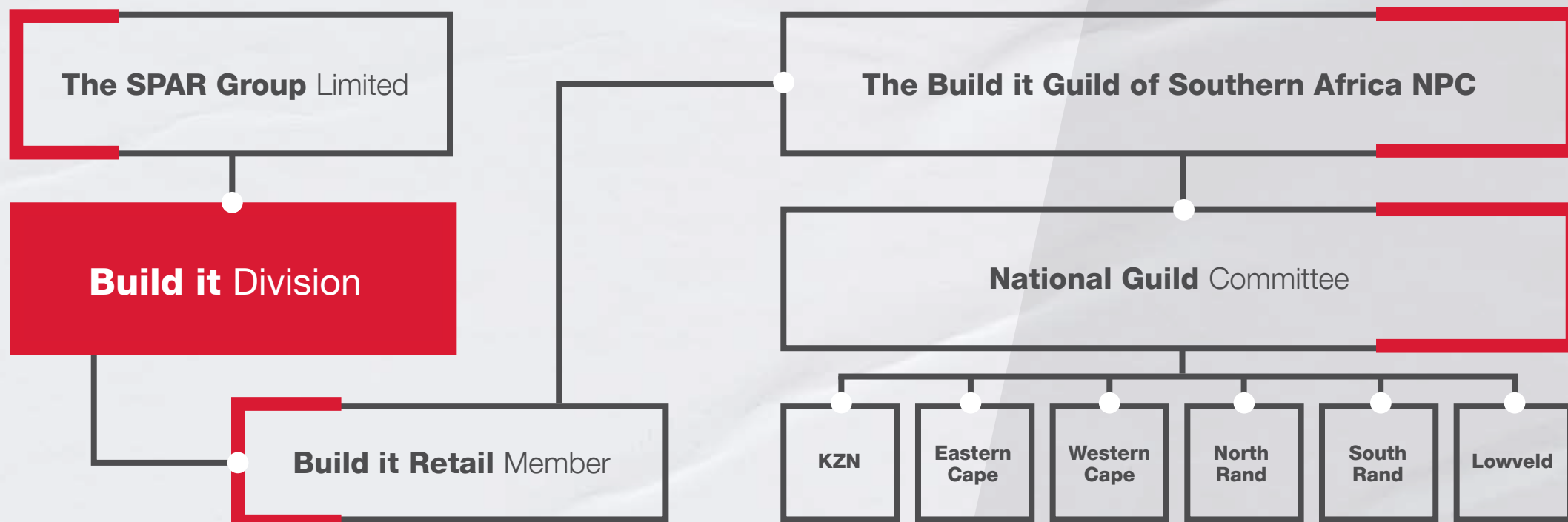
**Trade Specialists
(Plumbing, Electrical, etc.)**

**We aim to provide a
full solution to build a home –
from foundations to finishes!**

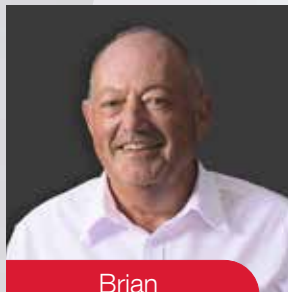
THE *Build it* GUILD OF Southern Africa



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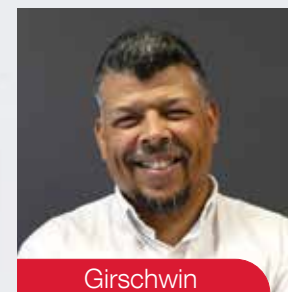
National GUILD DIRECTORS 2025



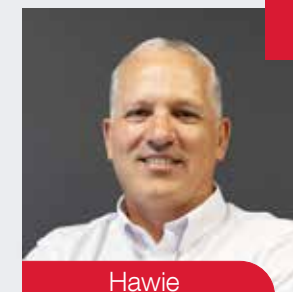
Brian
Hayward



Chris
Quayle



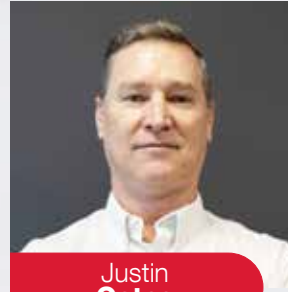
Girschwin
Lewack



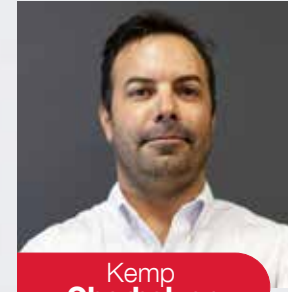
Hawie
du Preez



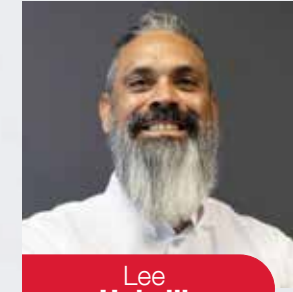
James
Crawford



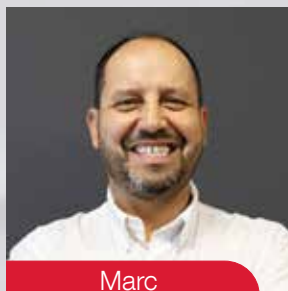
Justin
Oates



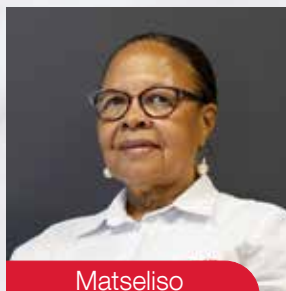
Kemp
Oberholzer



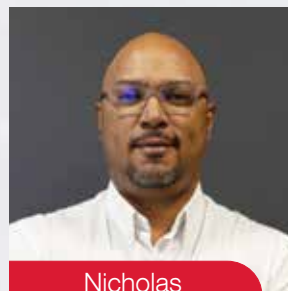
Lee
Holwill



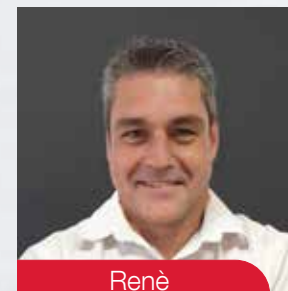
Marc
De Sousa



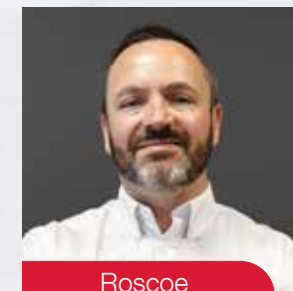
Matseliso
Chondoma



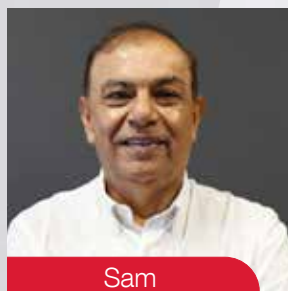
Nicholas
Gillot



Renè
Kruger



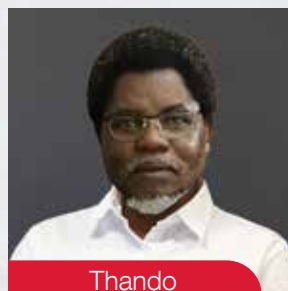
Roscoe
Coetzer



Sam
Essa



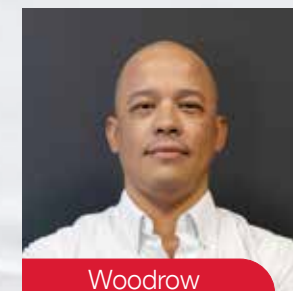
Suzette
Geldenhuys



Thando
Mjadu



Trys
Wentzel



Woodrow
Devine

Reasons to join **OUR** **FAMILY**

For 40 years now, we have consistently outgrown the market. Build it is currently the fastest growing hardware and building materials Group in Southern Africa.

Independence starts at Build it

Our Build it retail members enjoy the luxury of competing with major industry players whilst maintaining their own individuality. Through this model and Build it, they have seen an increase in revenue and value to their business.

Improved Business Value

As we grow together, so does our market value!

Partnerships

Being a part of a larger team promotes shared knowledge, shared enthusiasm and most importantly, shared success!

Competitiveness

Our trading system allows independent retailers to effectively compete with the opposition. Whilst enjoying the support of a well-established National brand, retail members are still able to bring their own entrepreneurial flair to their stores.

Shared Knowledge

Regular interaction amongst Build it retail members allows for cross-pollination of ideas, which leads to everyone's success.

Improved Image & Standards

Bi-annual stores of excellence evaluations are conducted at all stores by independent judges, ensuring that our brand and stores are held to the highest standards, always.



THE UNIQUE *Strengths of* OUR BRAND

Powerful Brand

The Build it brand continues to grow and stand out as a leader in the industry.



Centralised Marketing

This allows for all national and regional marketing initiatives to be aligned and effectively driven, to create maximum impact in the market and thus boost individual store sales.



Aggressive Programmes

All marketing campaigns are richly supported by leaflets, in-store POS, radio and a wide online and digital presence.



Group Buying Power & National Supplier Relationships

Build it boasts strong relationships with a wide variety of national supplier partners, ensuring that high-quality, professional products are continuously sourced for our stores and the markets we serve. Supplier negotiations are done both nationally and regionally, ensuring better deals on bulk purchases, and allowing retail members to focus on the business of selling. This results in increased gross profits for all retail members.



THE UNIQUE *Strengths of* OUR BRAND

Promotional Programmes

Regional and National promotions as well as regular exciting, big-value competitions are strategically planned throughout the year to drive feet to our stores.



Training & Development

Dedicated specialist training consultants regularly facilitate training programmes, regionally and in cluster groups, to keep all retail members up-to-date with all advancements in store management.



Retail Leadership

Build it provides an on-going service at store level to all retail members, with the aim of adding value to the members' stores and ensuring that all retail members trade profitably. Furthermore, the development teams offer expert advice on store layouts ensuring that all stores are aesthetically pleasing, and of world-class standards.



Deliveries Through Our DC

Our Build it DC makes retailing simple! Through the DC, retailers enjoy the benefits of fewer suppliers to deal with, reduced truck traffic at their back doors, better and more competitive pricing, regular deliveries, low stock-holding and quality products. In this way, the ordering, receiving and claims processes are also more seamless.



BENEFITS *of becoming a* MEMBER

Independence

Build it affords every retail member the opportunity to remain independent whilst still enjoying the advantage of greater buying power, a comprehensive distribution and delivery network, strong national and regional advertising programmes and much more.

Retailer Incentive Programmes

We believe in rewarding our retail members whilst growing their businesses and achieve this via various incentive programmes such as our National Promotions and Ladder of Success competitions. These exciting competitions offer great prizes to both national and international holiday destinations.

Build it Family Network

The exchange of knowledge at various meetings and events provides a forum for retail members to discuss their challenges, offer and receive advice and discuss collaborative opportunities.

National Sponsorships

The Build it U13 Festival, featuring both netball and soccer, is a great initiative that helps uplift our stores' visibility and relevance in the communities. It is also a great way to give back to the communities that support us and play a role in shaping the future of our country.

Marketing Campaigns

Strategically developed marketing campaigns offer you the tools to grow your business and enjoy a greater market share. They also offer exciting rewards for participating retail members, to motivate their staff to drive their business.

Build it Housebrands

We carry a wide range of private label products, in excess of 4000 lines, that offers you more margin, and differentiates your product offering.

Rebates

The Build it Group offers retail members a loyalty rebate as well as growth override rebates based on drop-shipment purchases through our DC. These rebates are subject to qualifying criteria.



BENEFITS *of becoming a* MEMBER

Guild Insurance Cover

On behalf of its retail members, the Build it Guild of Southern Africa NPC, contracts liability insurance cover which includes:

- Public Liability
- Accident cover to members when travelling to Build it Guild meetings
- Other cover as detailed in the policy documentation

Banking Services

Being a part of the SPAR Group Limited, Build it retail members have access to preferential banking rates.

Guild Development Fund

The Guild has established a self-funded scheme aimed at providing access to loans. This fund is to encourage Build it retail members to develop and improve their stores. No interest is charged on borrowed funds, while interest earned on positive fund balances is applied for the collective benefit of the Guild.

iQ Retail

The iQ Retail software is specifically developed and designed to assist Build it retail members to effectively run their stores. It provides the tools necessary to manage supplier, product and pricing details, and assist retail members in managing their replenishment cycles. iQ Retail also provides a Business Intelligence module enabling retail members to successfully manage their business.

And some more...

Extended payment terms, improved cash flow, improved operating profits, community exposure.



MEMBERSHIP

Requirements



Membership

Membership is limited to specific premises. This may not be transferred to another location, nor can the member conduct business at any place other than the premises for which the membership has been granted.



Start-up Cost Estimates

Fixtures & Fittings - R3m
Cash Guarantee - R1m
Opex - R500k

NB: These costs are for illustration purposes only, and may be subject to change based on the premises and credit approval process.



New Store Payment Terms

Opening stock payment terms

Opening stock payment terms may be granted on a case-by-case basis.

Ongoing stock payment terms

48 days from weekly statement for listed suppliers.

CONTACT

Details

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Contact Information

Build it Central Office

Contact: Lee Holwill
Tel: 031 0026239
079 889 9903

Build it KwaZulu-Natal

Contact: Nicholas Gillot
Tel: 031 5075129
083 300 3779

Build it North Rand

Contact: Woodrow Devine
Tel: 011 2035324
084 624 8780

Build it Western Cape / Namibia

Contact: Girschwin Lewack
Tel: 021 6900050
060 546 8576

Build it Eastern Cape

Contact: James Crawford
Tel: 041 4045006
082 498 7339

Build it Lowveld

Contact: Trys Wentzel
Tel: 013 7536826
061 478 8672

Build it South Rand

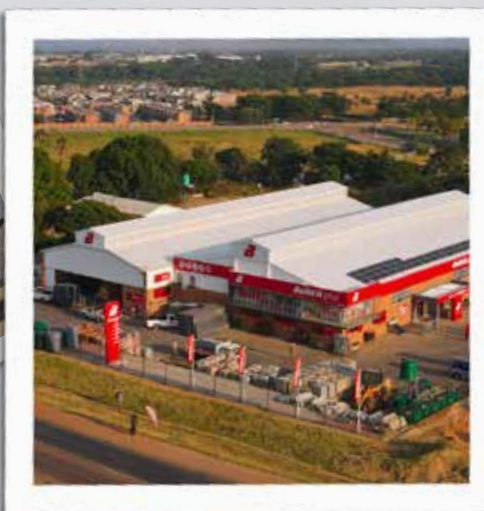
Contact: Roscoe Coetzer
Tel: 011 8214262
082 466 6628

Socials

Website: www.buildit.co.za

Facebook: BuilditSA

Instagram: buildit_yeswecan





Yes We Can!