



# THE PERFUME CO. AFRICA

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BUSINESS OPPORTUNITY PRESENTATION 2025/2026



**068 047 0103**



**017 200 0735/012 141 3597**





# WHO ARE WE?

The Perfume Co. Africa is a proudly black-owned fragrance company that manufactures and distributes high-quality, oil-based perfumes inspired by world-renowned designer brands. Our products are locally made, offering exceptional quality at an affordable price.

We are intentional about developing and empowering our communities through mentorship in business development. We provide support in financial literacy, sales and marketing, and compliance—helping individuals start and grow sustainable businesses.

[LEARN MORE](#)



# OUR VISION

To be the leading fragrance brand that inspires, educates and develops entrepreneurs through the franchise model



# CEO`S BACKGROUND

## BATHABILE MOREKI

- Multi award winning entrepreneur, Author for Business Literature, Multi Franchise Owner, Business Coach and Mentor specializing in business development, access to funding, sales and marketing, as well as compliance and an **investor in Botswana and Namibia**
- Founder and CEO of Township Economy Transformation in Franchise Eco-System (TETFE)
- Author of Business literature book titled: how i started my business with 1 million from the bank
- Successful self-made entrepreneur for over 13 years with experience in Food and Hospitality, Construction, Health Care, Mining, Consulting Firm to name but a few.
- Honours Degree in Management Development Programme from UNISA Business School, B-Tech in Business Administration, NQF Level 5 Project Management and ND in Tourism and Hospitality Management all three qualifications from University of Johannesburg.
- Member of the Golden Key International Honour Society, worlds largest academic honour society that was founded in Atlanta, Georgia, USA, 46 years ago-2024

### Awards and recognitions:

- Nominee for 50 Africa Trailblazers, 2023 - Nigeria
- 2nd runner up- Gauteng Womens` excellence awards: skills development category, Gauteng Premier
- Veuve Clicquot Bold women Finalist, 2023
- Vita Basadi Award Community Heroine Award from Gauteng Legislature, 2019
- MaSisulu Women of Fortitude Ambassador appointed by Minister Jeff Radebe, 2019
- NDP Youth Ambassador 2030 Vision, Minister in the Presidency, 2018.





# COMPANY`S BACKGROUND

Founded in 2021, we have grown rapidly and now support over 200,000 distributors across South Africa, Botswana, Lesotho, Namibia, Eswatini, Zambia, and Zimbabwe. Through our innovative multi-level marketing and franchise model, we provide distribution opportunities and a platform for passive income.

Multi Level Marketing relaunched in May 2024





# OUR PRODUCTS



# 10ML TESTERS

Independent Business Owner (IBO)  
price = **R241.50** (10 bottles) Incl VAT





# 30ML BOTTLES

IBO price = **R420.50** (10 bottles) Incl Vat

**R42 each** perfume incl Vat

Recommended Selling Price = **R84 - R125 each**





## 50ML BOTTLES

IBO price = **R499** (5 bottles) Incl Vat

**R99.8** each perfume Incl Vat

Recommended Selling Price = **R210 - R265** each



# LIST OF FRAGRANCES

FEMALE SCENTS	Inspired By
212 VIP Rose	VIP
Armani Si	Georgio Armani
Black Opium	Yves Saint Laurent
Channel No5	Channel
Fantasy	Britney Spears
Far Away	Avon
Gucci Rush	Gucci Rush
Jimmy Choo	Jimmy Choo
Lady Million	Paco Rabbane
Lady Gaga	Lady Gaga
Panache	Lenthalic
Rebel	Avon
Scandal	JPS
Sunset	Britney Spears
Vanilla Fatale	Tom Ford
Vanilla Unisex	Tom Ford
Yes	Chacharel
Rio	Escada
Olympea	Paco Rabbane

MALE SCENTS	Inspired By
Armani Black Code	Georgio Armani
Black Oud	Black Oud
Boss Orange	Hugo Boss
Creed	Aventus
Diesel	Diesel
Dunhill Blue	Dunhill
Dunhill Red	Dunhill
Gucci Oud	Gucci
Invictus	Paco Rabbane
Issey Miyake	Issey Miyake
One Million	Paco Rabbane
Sauvage	Christian Dior
Ted Lapidus	Ted Lapidus
Black Orchid	Tom Ford
Wanted	Azzaro
White Oud	White Oud
Eros	Versace

# EXCLUSIVE TO 50ML

FEMALE SCENTS	Inspired By	MALE SCENTS	Inspired By
Burberry	Burberry	Ferrari Black	Karine Dubreil
Coco Mademoiselle	Chanel	Bulgari Man	Alberto Morillas
D & G Light Blue	Dolce & Gabbana	Tsar	Van Cleef & Arples
DKNY Delicious	Donna Karen NY	Phantom	Paco Rabbane
La Nuit	Lancome	Mont Blanc	Claus-Johannes Voss
Red Door	Elizabeth Arden	Scandal	JPS
Tommy Girl	Tommy Hilfiger		
Wood Sage & Sea Salt	Jo Malone		

ALL FRAGRANCES ARE  
AVAILABLE IN TESTERS

# 8ML CAR DIFFUSERS

IBO price = R326 (10 bottles) Incl VAT

R32.60 each car diffuser

Recommend Selling Price = R63 - R84

## Available Scents:

Citrus Coconut

Ode

Lux Oud

Citrus Sky

Bergamot & Tobacco



# HOME DIFFUSERS

Size: 150ml (**lasts up to 2 months**)

IBO Price: **R249.60** incl. VAT Recommended

Selling Price: **R300 – R350**

## Available Scents:

- ✿ Cranberry & Apple
- ✿ Bergamot & Orange
- ✿ Summer Love
- ✿ Sugared Grapefruit
- ✿ Key Lime & Ginger



# SCENTED LOTIONS

Size: 250ml (lasts up to 2-3 months)

IBO Price: **R120.80** incl. VAT

Recommended Selling Price: **R160 – R200**

Note: Only 24 unique scents currently available.

**More scents to be added in coming months.**



# SCENTS

Dunhill Desire Red

Scandal

Coco Mademoiselle

One million

Tommy Girl

Jimmy Choo

Versace

Gucci Rush

Dunhilll Desire Blue

Faraway

Armani SI

DKNY

Lady Million

White Oud

Channel 5

Boss Orange

Diesel

Issey Miyake

Azzaro Wanted

Dolce & Gabbana Blue

Burberry Her

Tom Ford

Black Opium

Invictus



# HEALTH PRODUCTS

250g Collagen

IBO Price = **R199.50** per tub incl VAT

Recommended Selling = **R263 - R315**

(Can last up to 45 days)



# BENEFITS



PURE  
Collagen  
with Peptan

POUDLY SOUTH AFRICAN

HYDRATES SKIN AND REDUCES WRINKLES

RELIEVE JOINT PAINS

INCREASE GROWTH OF HAIR AND THICKNESS

STRENGTHEN BONES AND MUSCLES

DECREASES CELLULITE

INFO@THEHEALTHCOAFRICA.COM  
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**THE HEALTH CO. AFRICA**

The Health Co. Africa is a company that offers a range of health and wellness products, including Pure Collagen with Peptan. The product is proudly South African and features a green leaf logo. The benefits listed include hydrating skin, reducing wrinkles, relieving joint pains, increasing hair growth, strengthening bones and muscles, and decreasing cellulite. The company also provides contact information for inquiries.

# HEALTH PRODUCTS

## Pure Collagen





# SKIN CARE PRODUCTS

## Dermacell





# PRICE LIST



## Nefertiti Night Cream

Anti-ageing  
Cream – Rewind  
Time while you  
sleep!

**R382**



## Neck Firming Ge

Lift, tighten, and  
rejuvenates  
your neck!

**R199.08**



## Aloe Ferox Moisturiser

Soothe, removes  
sunburn, hydrate,  
and heal!

**R183**



## Collagen Moisturiser

Hydrate, firms,  
smooth fine lines and  
restore your glow!

**R183.32**



## Aloe Ferox Scrub

Refresh, exfoliate, and  
renew!

**R159.24**



## Cream Face Wash

Cleanse, nourish,  
and hydrate!

**R153.10**



## Aloe Ferox Face Wash

Gentle cleanse, deep  
refreshes for clean, soft  
and radiant skin!

**R153**



## Rooibos Honey Scrub

Exfoliates, remove  
dead skin cells, unclog  
pores and nourish the  
skin!

**R159.24**



## Vitamin Moisturiser

Nourishes, repairs,  
hydrate, and glow!

**R183**



## Derma Active Night Cream

Blemish Control for  
clearer, smoother  
radiant skin!

**R249**



## Aloe Ferox Gel

Soothe, removes  
sunburn, hydrate,  
and heal!

**R199**



## Aloe Ferox Toner

Removes Excess  
oil after cleansing

**R149.98**



# TAKE NOTE

**All orders are dispatched (shipped from the warehouse) between 7 working days after the order is placed.**

**All prices exclude courier fee as follows:**

- Collection fee from our Midrand office - **R150.00**
- Warehouse to pick-up points from retail stores - **R175.00**
- Warehouse to home delivery - **R200.00**
- All prices include **15% VAT**

# COMPENSATION PLAN UNPACKED



**R99 registration fee**

Receive your own link

**Buy perfumes**

- Select between the 30ml (**R420**) or 50ml (**R499**) bottles
- Become an activated IBO



## HOW TO ACTIVATE YOUR ACCOUNT TO EARN COMMISSIONS

- Get a link from your sponsor to create your own The Perfume Co. Africa profile.
- Pay once off registration fee of R99 and receive your own link.
- Buy your stock to activate your business – 5x 50mil or 10x 30mil to
- Maintain your account monthly between 1st to last day of the month with 5x 50mil every month
- Resell and receive retail profits
- The 5x50mil bottles as first purchase also maintains your account.





# Streams of income

- Level Based Commissions
- Rank Up Bonus (2,500 - R30,000)
- Lifetime Monthly Salary (R10,000 - R25,000)
- Incentives (cash, electronics etc)
- Funeral cover up to 10 family member at R10 000 each member
- All Expense Paid Vacations
- **Terms and conditions apply**



# Maintenance Guidelines Summary

- **Team Leader** R499 (5x 50ml)
- **Supervisor** R1996 (20x 50ml)
- **Manager** R4990 (50 x 50ml)
- **Director** R6986 (70 x 50ml)
- **President** R9 980 (100 x 50ml)
- **Crown President** R29 940 (300 x 50ml)



# 6 Ranks



Team Leader



Supervisor



Manager



Director



President



Crown  
President

Terms & Conditions:

All rank-ups are on 30 days calendar months ( i.e 1st to the 30th/31st each month)



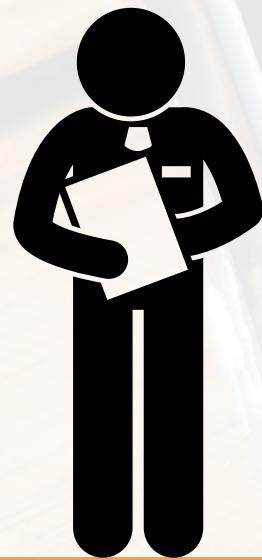
# Team Leader



- Earn 20% commission from 1st level
- Target : R14,962.50 orders on 1st level
- Rank up bonus : R2,500 after 3 consecutive months of meeting the target



# Supervisor



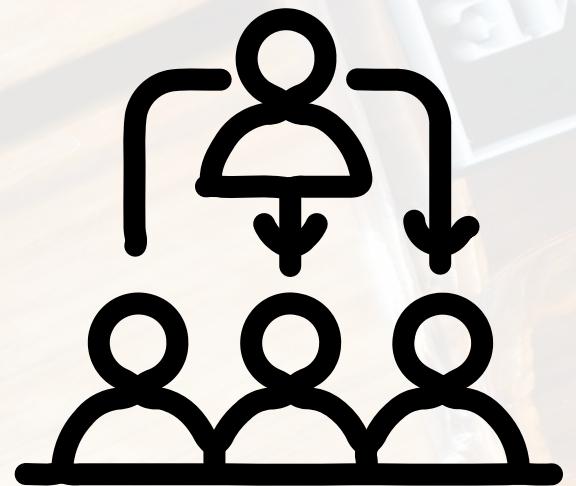
- Earn 20% commission from 1st level.
- Earn 12% commission from 2nd level.
- Target : R39,900 orders on 1st and 2nd level
- Rank up bonus R5,000 after 3 consecutive months of meeting the target
- Account must be maintained by the 7<sup>th</sup> of each month in one order

# Manager



- Earn 20% commission from 1st level.
- Earn 12% commission from 2nd level.
- Earn 5% commission from 3rd level.
- Target : R250 000 orders on 1st to 3rd level
- Rank up bonus R10,000 after 2 consecutive months of meeting the target  
Monthly lifetime salary of R10,000 (when you meet the target)
- Account must be maintained by 7<sup>th</sup> of each month in one order
- *If maintenance is not completed by the 7th, you will forfeit your salary and rank up bonus.*

# Director



- Earn 20% commission from 1st level.
- Earn 12% commission from 2nd level.
- Earn 5% commission from 3rd level.
- Earn 1% commission from 4th level.
- Target : R650,000 orders on 1st to 4th level
- Rank up bonus R20,000 after 2 consecutive months of meeting the target  
Monthly lifetime salary of R15,000 (when you meet the target)
- Account must be maintained by the 7<sup>th</sup> of each month in one order.
- *If maintenance is not completed by the 7th, you will forfeit your salary and rank up bonus.*



# President



- Earn 20% commission from 1st level.
- Earn 12% commission from 2nd level.
- Earn 5% commission from 3rd level.
- Earn 1% commission from 4th level.
- Earn 2% commission from 5th level
- Target : R1 000 000 orders on 1st to 5th level
- Rank up bonus R30,000 after 3 consecutive months of meeting the target
- Monthly lifetime salary of R25,000 (when you meet the target)
- Account must be maintained by the 7<sup>th</sup> of each month in one order
- *If maintenance is not completed by the 7th, you will forfeit your salary and rank up bonus.*
- Free funeral cover for up to 10 family members, max age 75years

# Crown President



- Earn 20% commission from 1st level.
- Earn 12% commission from 2nd level.
- Earn 5% commission from 3rd level.
- Earn 1% commission from 4th level.
- Earn 2% commission from 5th level
- Target : R3 000 000 orders on 1st to 5th level
- Maintenance must be completed in one of two ways: 300 bottles by the 7th or 100 bottles by the 7th and 200 bottles by the 20th, submitted in one order. Failure to meet the 100 bottles deadline by the 7th will result in forfeiting your lifetime salary



**FREE** Car Incentive (including accommodation and petrol allowance for team training activities) after 6 consecutive months of meeting the target  
Monthly lifetime salary of R25,000 (when you meet the president target and

# 2024 VACATION BALI RECAP



# 2025 VACATION MSC CRUISE RECAP



**NB: New sales target amended.**

## 2025 2<sup>ND</sup> VACATION PROMO THAILAND

Promo period

1 April 2025 to 15 September 2025

-Open to all IBOs (Regardless of rank)

-Travel period : 3-10 October 2025

-All expenses paid. T&Cs Apply -





# Terms & conditions apply

- Changes can be made without prior notice
- All earnings are paid on the 15th of the following month.
- All earnings are calculated based on our current products.
- Accounts should be maintained monthly to receive monthly earnings.
- All earning are calculated on the products sales EXCL VAT
- Team Leaders can maintain any time of the month and still receive that month's full commission
- Supervisors and above are given a grace period to maintain between the 1st and the 7th of every month, complete in one order. Should you maintain during this grace period you will still receive your full month's commission. For maintenance done between 8th and 31st, commissions will be unlocked from the date maintenance is completed.



"If you want to go fast, go alone; but if you want to go far, go together."  
~ African Proverb

# THANK YOU



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THE  
PERFUME  
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