

MARCH 2026

# MASTER YOUR LICENSING WITH LICENTIA



LICENTIA FRANCHISE SA PTY LTD - ALL RIGHTS RESERVED



## USEFUL INFORMATION TO KEEP YOUR LICENSING COMPLIANT IN 2026

### HERE ARE 5 KEY UPDATES EVERY BUSINESS OWNER MUST KNOW:

- 1. Zoning compliance is number one**  
Municipalities are rejecting applications without valid zoning or land-use approval—no exceptions.
- 2. Inspections are increasing across all sectors**  
Health, fire, and building inspections are being conducted more frequently before approvals.
- 3. Certificate of Acceptability (COA) is under tighter control**  
Food-related businesses are being flagged faster for missing or outdated COAs.
- 4. Business Trade Licenses are required earlier than before**  
Many municipalities now require licensing before operations begin—not after.
- 5. Objections to liquor licenses are rising**  
Community and municipal objections are increasing, especially in high-density urban areas.

### PLEASE BE ADVISED

Licensing in South Africa is governed by national legislation and municipal bylaws. Requirements vary by location, and non-compliance may result in delays, fines, or business closure.

Licentia Franchise SA provides professional consulting, application management, and compliance guidance. We are not a regulatory authority, but we ensure your application meets all requirements—maximizing your chances of approval.

# REAL SUCCESS. REAL CLIENTS.

## MPUMALANGA

Proven market performance

## GAUTENG

High-volume licensing demand

## KWAZULU-NATAL

Strategic growth territory

Licentia continues to outperform national averages through accurate, compliant, and fast-tracked applications tailored to each municipality.

### HOW LONG DOES IT TAKE TO GET APPROVED IN 2026?

On average, 3–6 months. Timelines depend on zoning approval, SAPS clearance, inspections, and objections. Proper preparation significantly reduces delays.

### WHAT CAUSES MOST APPLICATIONS TO BE REJECTED?

The most common reasons include incorrect zoning, incomplete documentation, unpaid municipal accounts, and failure to meet compliance requirements.

### CAN I APPLY BEFORE MY ZONING IS APPROVED?

No. Zoning approval or land-use consent is a mandatory requirement before submission. Applying without it will result in delays or rejection.



**“A business built on compliance is a business built to last.”**



## HOW LICENTIA SUPPORTS YOUR BUSINESS

Licentia Franchise SA manages the entire Business Trade License process on your behalf—from compliance checks to final submission.

We work directly with municipal requirements to ensure your application is accurate, complete, and aligned with all legal standards—reducing delays, rejections, and unnecessary back-and-forth.

### WHAT WE HANDLE FOR YOU:

- Full application preparation and submission
- Zoning and compliance verification
- Document checks and corrections
- Liaising with municipal departments
- Tracking progress and follow-ups
- Ensuring all requirements are met before submission

### WHAT WE REQUIRE FROM YOU:

- Certified copy of ID
- Company registration documents
- Lease agreement or title deed
- Latest municipal account
- Any existing compliance certificates (if available)

### DID YOU KNOW?

Most application delays happen due to incorrect or incomplete submissions—not because approval is impossible.

Tip: Licentia ensures your application is submitted correctly the first time, giving you the best possible chance of fast approval.

# A PROVEN SYSTEM. BUILT FOR SCALE.

Licentia Franchise SA has developed a structured, compliance-driven business model designed to meet the growing demand for licensing services across South Africa.

As a franchise partner, you don't start from scratch—you plug into a proven system with established processes, documentation, and market demand already in place.

## WHY THIS OPPORTUNITY EXISTS

Businesses across South Africa are increasingly struggling with licensing complexity, compliance requirements, and municipal processes.

Licentia bridges this gap—creating a scalable opportunity for franchise partners to operate within a **high-demand consulting space**.

### WHAT LICENTIA PROVIDES:

- Complete operational system and workflows
- Proven licensing processes and documentation templates
- Full onboarding and compliance training
- Brand positioning and marketing structure
- Ongoing support and guidance from Head Office
- Territory allocation based on demand and opportunity

### WHAT YOUR ROLE IS:

#### You focus on:

- Managing your allocated territory
- Engaging and onboarding clients
- Executing within Licentia's proven systems
- Maintaining professional service standards

Licentia handles the structure—you drive the growth.

**INTERESTED IN BECOMING A LICENTIA FRANCHISE PARTNER?  
CONTACT US TODAY!**

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**NEED HELP OR READY TO APPLY?**

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