business
for sale

BUSINESS REPORT

Date: **17th July 2026**
Business Reference:**38299**

About the Business:

Established for 17 years. Well known with customers nationally and internationally

Packaging for all sized movable items

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Sector: **Services**

Asking Price:

R **1,200,000**

Monthly Profit:

R **10,834**

Asset Value:
R 0

Stock Value:
R 300,000

Yearly Net Profit :
R 130,004

Business Report

Fully describe the business's activities?

The company is a packaging distribution business specialising in the supply of rigid and flexible packaging solutions to a diverse customer base across multiple industries. The business supplies ridge blow-moulded and injection-moulded plastic packaging products ranging from 30ml bottles to 25L containers, as well as industrial buckets of various sizes.
In addition, the company supplies complementary packaging products including pallet wrap, bubble wrap, self-adhesive tape, and custom-manufactured cardboard boxes to client specifications.
The business operates as a supplier intermediary, leveraging established relationships with approximately ten manufacturers who produce stock based on order patterns and historical demand.

How does the business operate on a daily basis?

The business operates through a combination of repeat orders from an established customer base and new business generated through customer engagement and walk-in clients. Orders are placed with suppliers in advance based on forecast demand, with suppliers maintaining stock flow aligned to the company’s purchasing trends.

What Advertising/Marketing is carried out?

Marketing is primarily driven through word-of-mouth referrals supported by an online presence via the company website and an Instagram page. There is currently limited formal sales or marketing activity, presenting an opportunity for expansion.

What competition exists?

The business competes with similar agency-based distributors as well as manufacturers who supply directly to end users. Despite this, the business maintains competitiveness through pricing, flexibility, and service levels.

How could the profitability of the business be improved?

Profitability could be enhanced through increased online visibility, more proactive sales engagement, and the appointment of a dedicated representative with industry experience. Additional product expansion and market penetration would further drive growth

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

- The owner manages procurement, pricing, invoicing, and overall operations, and is fully involved in the business.
- An administrative staff member has been employed since inception and manages debtors, creditors, and general administration, with external accountants supporting the Xero accounting system and statutory requirements.
- A driver/warehouse assistant (employed for approximately 1.5 years) oversees stock handling, deliveries, and warehouse operations.

Do any have management potential?

The administrative staff member has operational knowledge; however, she is expected to exit with the owner upon sale

How involved is the Owner in running the business?

The owner is fully involved in all aspects of the business, including operations, purchasing, pricing, planning, and client management

When does the current lease end?

The current lease expires in November 2027, with renewal options available subject to notice

What are the trading hours?

07:30 to 16:30, including standard breaks

What are the main assets of the business?

The business assets include warehouse racking, office furniture, and a recently acquired FAW 3.5-ton curtain-side delivery vehicle. Stock holdings are maintained at approximately R300,000 Total assets including the vehicle (settlement of finance costs on the vehicle settled by the owner) Th truck can be bought from the owner privately.

Strengths?

Established 13-year trading history
Strong and loyal repeat customer base
Gross margins stable
Lean team and low fixed staff cost base
Strong supplier relationships enabling flexible stock supply
Positive net profit

Weaknesses?

Low net profitability
Dependency on owner for operations
High operating cost base relative to revenue
No formal sales structure or growth engine
Some working capital pressure - creditor vs equity

Opportunities?

Increase sales volumes without major overhead increase ▯ margin expansion potential
Introduce dedicated sales rep ▯ immediate revenue upside
Expand higher-margin product categories (e.g. packaging diversification)
Improve pricing discipline and supplier negotiation
Greater leverage on digital marketing and online platforms

Threats?

Direct competition from manufacturers (margin compression)
Input cost volatility
Supplier dependency risks
Cash flow pressure if debtor cycle deteriorates
Possible concentration risk in repeat customers

What is the reason for the sale?

The owner is approaching retirement age and intends to reduce involvement, seeking to transition into a semi-retirement phase.