

A man in a blue suit and patterned shirt stands on a city street, smiling. The background shows a building and a blue trash can.

BUSINESS REPORT

Date: **3rd September 2026**

Business Reference: **38402**

About the Business:

Dedicated glass processor business for sale

Highly profitable business, with a strong reputation for quality, competitive pricing and reliable lead times.. The business services clients throughout Gauteng, South Africa and Africa, while offering specialised CNC processing quality and precision.

Dedicated glass processor business for sale



Sector: **Manufacturing**

Asking Price:

R **26,700,000**

Monthly Profit:

R **518,985**

Asset Value:

R **13,917,024**

Stock Value:

R **300,000**

Yearly Net Profit :

R **6,227,814**



Business Report

Fully describe the business's activities?

The Business is a glass processing and manufacturing business specialising in the cutting, CNC processing, drilling, polishing, bevelling, washing, toughening and curving of architectural glass. The business supplies toughened, laminated and processed glass, together with related glass hardware, primarily to the construction, glazing and architectural industries. The business service trade and commercial clients locally and throughout Southern Africa and Africa.

How does the business operate on a daily basis?

The business operates through a structured daily production and sales process. Customer orders are received and processed into job cards, glass is scheduled for cutting and processing, and the workshop handles CNC cutting, drilling, polishing, beveling, washing, toughening and curving. Quality control is performed before orders are prepared for collection or delivery. The office manages quotations, sales, procurement, scheduling, invoicing and administration, with management overseeing daily operations, staff and production.

What Advertising/Marketing is carried out?

The business uses Google Ads, Facebook, Instagram and other social media platforms, showcasing completed projects, products, machinery and special offers.

What competition exists?

There are approximately six major glass processors in Gauteng. Uniquely positioned gives the business a strong competitive advantage and allows us to service the Pretoria market and surrounding areas across East, North and West Gauteng, as well as clients throughout Africa.

A key differentiator is our CNC processing capability, which we apply as a standard part of our production process rather than only when specifically requested and charged as an additional service. This ensures consistent precision, quality and a premium finished product.

How could the profitability of the business be improved?

Profitability and production capacity could be significantly improved through further investment in equipment and the premises. An additional CNC machine would increase production capacity and reduce processing times. The installation of an own toughening furnace would eliminate the current costs of outsourcing toughening and, ideally, could be powered by solar to further reduce operating costs. The furnace could also be used to process glass for other glass processors, creating an additional revenue stream with strong profit margins.

The business also has the opportunity to purchase its current premises. The business have indicated their strong interest to the owner, and our existing 5-year lease agreement, which commenced in 2025, includes a right of first refusal. The owner has indicated that he would be willing to sell the property within the next 1–2 years, which presents an additional long-term growth and investment opportunity.

Do any have management potential?

Yes, several employees.

How involved is the Owner in running the business?

The owner is only a consultant, not very involved.

When does the current lease end?

The current lease ends 2030

What are the trading hours?

07:30am - 17:00pm Monday to Thursday

07:30am - 14:30pm Friday

Closed on weekends

What are the main assets of the business?

Factory machinery including CNC machines and vehicles. The total of all the assets is R16 million. Detail asset list will be available to pre approved Buyers.

Strengths?

1. Dedicated glass processor business having a strong presence in the Pretoria /Gauteng market.
2. Wide range of in-house processing capabilities, including CNC cutting, drilling, polishing, bevelling, toughening and curved glass.
3. CNC processing is included as part of our standard production, ensuring consistent quality and precision.
4. Established customer base with repeat trade and commercial clients.
5. Strong reputation for quality, competitive pricing and reliable lead times.
6. Ability to service clients across Gauteng, South Africa and Africa.
7. Cash funded business. No debtors

Weaknesses?

1. Toughening is currently outsourced, creating additional costs and reliance on an external processor.
2. Seasonal fluctuations in the construction industry can affect demand during quieter winter months.

Opportunities?

1. Importing glass directly could lower purchasing costs, better margins and supply availability.
2. Purchasing and operating an own toughening furnace would significantly reduce outsourcing costs and create an additional revenue stream by processing glass for other processors.
3. Installing solar alongside the furnace could substantially reduce electricity costs.
4. Adding another CNC machine would increase capacity and reduce production times.
5. Further expansion into Africa and other South African markets.
6. Purchasing the current premises presents a long-term investment opportunity, with a right of first refusal already included in the lease agreement.

Threats?

1. Fluctuations in the construction and building industry.

What is the reason for the sale?

The owner wishes to scale down as he is approaching retirement age.