

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: **30th April 2025**

Business Reference: **34835**

About the Business:

Top Quality Outdoor Furniture Manufacturer

A wide range of Outdoor Furniture is manufactured and distributed to wholesale and retail clients. The business is profitable and well managed. Top quality products!

Top Quality Outdoor Furniture Manufacturer



Sector: **Manufacturing**

Asking Price:

R **6,500,000**

Monthly Profit:

R **173,722**

Asset Value:

R **4,359,070**

Stock Value:

R **1,500,000**

Yearly Net Profit :

R **2,084,669**



Business Report

Fully describe the business's activities?

The business manufactures and distributes a wide range of Outdoor furniture.
They supply products; assembled / flat pack for self assembly.
The Owner wants to sell 74% share in the business and will still be involved as agreed upon.

How does the business operate on a daily basis?

Managers open and close the factory daily.
The production is scheduled as needed - maintenance is performed on a regular basis.
Orders are prepared timeously for deliveries.

What Advertising/Marketing is carried out?

Trade shows were attended in the past.
They have a website.

What competition exists?

There are other furniture manufacturers in the market - steel and concrete.

How could the profitability of the business be improved?

Export market.
Manufacturing of a variety of furniture / products.

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

Three Managers.
The employees are skilled in these fields: receiving, molders, grinders, welders, painters, powder coaters, stock controllers, dispatch, drivers & sales.
The majority of the employees are loyal and have been working in the factory for several years.

Do any have management potential?

Yes there are - production side with management potential.

How involved is the Owner in running the business?

The Owner manages the finances and the daily planning.
He attends to the factory three / four days a week.

When does the current lease end?

The rent of the premises is renewed on an annual basis.
They have rented the premises for the past 25 years.

What are the trading hours?

Monday to Friday: 07:15 - 16:15..

What are the main assets of the business?

All manufacturing equipment including the powder coating plant & delivery vehicles.
Three new delivery vehicles are bought very recently.

Strengths?

The business is well established.
The production processes and lay out is neatly in place.
Solid client base.
Flexible products are manufactured.
People skills are tops.

Weaknesses?

Logistics.

Opportunities?

Online business can be extended.

Threats?

Economy.

What is the reason for the sale?

The Owner is emigrating.