business
for sale



BUSINESS REPORT

Date: **9th November 2026**
Business Reference:**38481**

About the Business:

Garden Route Security Automation & Repair Specialist - great position

A fabulous opportunity has arisen to acquire a highly profitable, reputable, long-established business serving the Garden Route's premier residential areas. Specialising in high-demand essential services, including the installation, maintenance, and repair of automated sliding gates, garage doors, electric fencing, and access intercoms. The business is perfectly positioned for an immediate handover to an

owner-operator looking to take over a smooth-running asset in the booming coastal market

Garden Route Security Automation & Repair Specialist - great position



Sector: **Services**

Asking Price:

R 1,500,000

Monthly Profit:

R 56,082

Asset Value:
R 430,000

Stock Value:
R 100,000

Yearly Net Profit :
R 672,985

Business Report

Fully describe the business's activities?

An established automation, gate motor, access control, security, and electrical solutions business serving Knysna and the greater Garden Route region. The business has built a strong reputation for reliable service, quality installations, and long-standing customer relationships across residential, commercial, and industrial sectors.

Operating from in the garden route this business offers a comprehensive range of automation and security solutions, including gate and garage door automation, access control systems, CCTV installations, intercom systems, electric fencing, maintenance services, and related technical support.

The business benefits from recurring maintenance work, repeat customers, a recognized local brand, and ongoing demand for security and automation solutions in the region. Growth opportunities exist through expanding service contracts, increasing digital marketing presence, broadening product offerings, and leveraging the continued development of residential estates and commercial properties along the Garden Route.

This Company presents an attractive opportunity for an owner-operator, industry participant, or investor seeking an established business with a solid reputation and proven market presence.

Core Operational Activities
1. High-Margin Custom Fabrication & Gate Contracting
• In-House Manufacturing: Design and engineering of structural steel gates, high-security palisades, robust sliding mechanisms, and swing gates.
• Turnkey Mechanical Solutions: Structural property assessments, track laying, precision leveling, and major physical repairs.
2. Regulatory Compliance & High-Voltage Perimeter Security
• Certified Installations: Deployment of wall-top, free-standing, and high-security industrial electric fencing lines.
• Premium Brand Distribution: Elite installer of industry-standard hardware, including Nemtek, JVA, and Stafix energizers and infrastructure.
• Compliance Certification: Legally authorized to issue Electric Fence System Certificates of Compliance (COC) under SANS 10222-3 regulations—a critical, non-negotiable requirement for regional property transfers that guarantees steady transaction-driven revenue.
3. Premium Automation & Smart Access Integration
• Gate Automation: Authorized setup and diagnostic tuning of top-tier operators, including the Centurion D5 Evo/Smart and ET Drive 500/1000 series.
• Garage Door Mechanics & Automation: Professional installation, tracking alignment, and motorized automation of tip-up, sectional, and heavy roll-up doors.
• Integrated Access Control: Implementation of physical and digital security boundaries including intercoms, digital keypads, proximity tag readers, multi-channel encrypted remotes, and biometric systems.

How does the business operate on a daily basis?

The business operates on a daily basis by responding to customer call-outs, service requests, and maintenance requirements. Technicians attend to these jobs throughout the day, while larger manufacturing and installation projects are quoted, planned, and scheduled in advance. Accepted quotations are booked for specific dates, ensuring the efficient completion of manufacturing, installation, and commissioning work.

What Advertising/Marketing is carried out?

The business benefits from a well-established marketing presence through an active Facebook page, online advertising via WordPress and Cycles, and regular print advertising in Action Ads (local newspaper).
These marketing efforts are supported by a strong referral network, repeat business from existing customers, and the company's long-standing reputation for quality workmanship and reliable service.
There is also excellent branding on the motor vehicles and great signage.
This combination provides a consistent source of customer enquiries and new business opportunities.

Does the business have any contract work?

Yes. The business currently holds contract work for the maintenance of the electric fence system at Pezula Golf Estate. This contract provides recurring revenue and demonstrates the company's ability to secure and maintain ongoing service agreements with established clients.

What competition exists?

The business operates in a competitive market, with key competitors including CX Garage Doors, Rob Fish, and Extreme Gates. Despite this competition, this company has established a strong reputation for quality workmanship, reliable service, technical expertise, and long-standing customer relationships. The business continues to secure work through referrals, repeat customers, contract work, and its established presence in the Knysna and greater Garden Route area.

How could the profitability of the business be improved?

More advertising. I do not advertise because this was supposed to be a hobby and it grew into a successful business.

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

The owner

1 Wanangwa; Installation of garage doors, gates, and repairs, with very little supervision. He and Mischef work well together. He has worked for eight years.
2 Mischec: Installation of garage doors, gates, and repairs. He has been with the company for approximately five years

Office worker; Admin and books.
Messenger; Fetching parcels

Do any have management potential?

Yes, Wanagwa. He has learnt to work independently without supervision. The owner does site checks when the work is completed.

How involved is the Owner in running the business?

Key Responsibilities
• Installation & Repairs: Install, service, and repair gate motors (including Centurion systems), garage door automations, wireless/wired intercoms, and CCTV camera systems.
• Mechanical & Security Work: Assist with building and installing new gates, palisades, and wireless alarm systems.
• Troubleshooting: Diagnose electrical and mechanical faults on-site quickly and safely.
• Customer Service: Interact with clients professionally, explaining repairs, demonstrating how to use systems, and maintaining a tidy workspace.
• Maintenance: Perform routine preventative maintenance and servicing on garage doors and gate hardware.

When does the current lease end?

There is no lease as the owner works from home. He works in a space that is approximately 35 m². He also has two storerooms, each 5 m × 3 m, where he stores tools and stock.

Is there an option of renewal & what period?

The owner will consider selling his house at the correct price.

What is the annual escalation %?

This is not applicable.

What are the trading hours?

Monday to Friday 8.00 am to 4.00 pm.
After-hours call fees apply to emergency call-outs, after standard business hours.

What is the square meters of the business?

The size of the workshop including the store rooms are about 65m square in total.

Is a copy of the lease available?

Not applicable

Do you require a licence?

No

What lease deposit and/or other surety is required?

None.

New opportunities with no lease:

• Home-Based Relocation Friction: Operating from a private residence means there is no existing commercial lease to transfer, which increases the initial transition effort for a buyer who wants an immediate commercial footprint.
• Strategic Premises Selection: Freedom from an existing, locked-in lease allows the new owner to creatively choose a highly visible, custom-fitted location (e.g., an industrial park workshop or a boutique retail showroom) that fits their exact growth strategy.
Rather than inheriting an unfavorable, expensive, or poorly located storefront, the new owner is granted complete creative autonomy to position the physical business exactly where the market demands:
• The Boutique Showroom Route: Establishing a small, high-end retail shopfront in a high-traffic Knysna node showcasing working smart-home gates, intercoms, and sleek solar inverter setups to capture walk-in premium residential clients.
• The Industrial Hub Route: Choosing a cost-effective, accessible workshop space in an industrial zone optimized purely for technician dispatch, bulk hardware storage (Centurion motors, solar batteries), and heavy vehicle loading.

What are the main assets of the business?

Vehicle. GWM LDV P300 2026 model. financed R350 000
Tools to the value of +-R80 000

Are any items not included in the sale?

Stock on hand may be available at cost

What is their overall condition?

Vehicle new.
Tools in daily use

Do any require repairing?

no

How have they been valued ?

Second hand value. 30% of new price

Which assets are on lease/HP and with whom?

none

What are their settlement amounts?

na

Will Seller settle or Buyer to take over?

na

Are copies of agreements available?

na

Are they presently insured?

Yes

Strengths?

Diversified Local Service Offerings: Covers gate/garage automation, intercoms, solar installations, hydraulics, and tail lifts.
• 24/7 Availability: Offers round-the-clock emergency call-outs, a massive selling point in security-conscious areas.
• Established Foothold: Deep local roots covering Knysna, Plettenberg Bay, and Sedgefield.

Weaknesses?

• Owner-Dependency Risk: Common among South African SMEs; operations likely rely heavily on the primary technician's expertise.
• Digital Footprint Constraints: Limited to basic social channels and a basic web landing page.
• Scale Capacity Limitations: A small team restricts the ability to take on large commercial construction tenders simultaneously.

Opportunities?

• Solar & Energy Inundation: Sustained demand for solar and robust battery backups due to national energy/grid instability.
• Smart Home Integration: High-margin growth via upgrading legacy gate systems to smartphone-controlled WiFi/GSM

Threats?

• Local Aggressive Competition: Direct rivalry from other security installers and specialized automation companies in the Garden Route area.
• Economic Pressures: Tightened discretionary consumer spending might lead households to delay routine maintenance or upgrades.

What is the reason for the sale?

The owner wishes to retire due to health issues.

Why is this a good business?

A great business with potential for the following buyers:

1. Strategic Buyers (The Highest Premium)

Strategic buyers operate in your industry or adjacent sectors. They are highly motivated because they look for synergies that allow them to scale quickly, acquire specialized technical staff, or absorb local competition.
• Larger Industrial or Systems Integrators: Competitors or national firms looking to establish an immediate, turnkey footprint in your specific region without spending years building local client relationships.
• Electrical, Manufacturing, or Mechanical Engineering Firms: Companies looking to add an in-house automation and control systems division to cross-sell automation services to their existing industrial client base.
• OEM Authorized Dealers / Component Distributors: Larger distribution groups wanting to vertically integrate by acquiring a skilled engineering team capable of programming, commissioning, and servicing the hardware they sell.

2. Financial Buyers (The ROI Focus)

Financial buyers are strictly driven by cash flows, historical profitability, and predictable returns on investment.
• Private Equity (PE) Search Funds: Investment groups actively executing "rollup" strategies in the industrial and technology spaces, buying up small-to-mid-sized engineering firms to merge them into a single, large corporate platform.
• High-Net-Worth Individuals / Corporate Expatriates: Savvy business people or corporate engineering executives looking to step out of the corporate ladder and acquire an established, cash-flowing business where they can apply their management experience.

3. Internal Buyers (The Legacy Transition)

• Management Buyout (MBO): A highly capable senior engineer or project manager currently working within the company who understands the operations intimately and wants to transition into equity ownership. This frequently represents the smoothest operational transition.