

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: **24th November 2024**

Business Reference: **35789**

About the Business:

Installers of solar energy

Established in 2016. Preferred supplier and loyal client base.

Installers of solar energy



Sector: **Services**

Asking Price:

R **3,300,000**

Monthly Profit:

R **125,438**

Asset Value:

R **100,000**

Stock Value:

R **0**

Yearly Net Profit :

R **1,505,254**



Business Report

Fully describe the business's activities?

Installers of solar products. The business concentrate on high end users and quality products and are not the cheapest but by far superior in quality products and installation.

Some of their completed projects includes: The German Embassy, Life Fourways Hospital, Honeydew Nursery, NHC Centurion, NHC Bryanston, NHC Honeydew, NHC Northcliff, amongst others.

How does the business operate on a daily basis?

Clients enquire on the website. The owner and or the office manager prepare the quotes and costing and forward the client a quotation. Upon acceptance of the quotation the client pays a 80% deposit upfront. The balance of the quote (20%) is payable on completion.

The company has various contractors and installers who they subcontract.

What Advertising/Marketing is carried out?

website

What competition exists?

There is steep competition in the industry. This company has a very good name and reputation and stands out far above most competitors.

How could the profitability of the business be improved?

Employ sales reps, electrician and installers to cut down on contractor's cost.

How involved is the Owner in running the business?

The owner used to be very involved in the running of the business. She has family commitments and does not have the time to spend in the business fulltime. She assist the office manager with the quotations and oversee the financial aspects of the business.

When does the current lease end?

The office manager and the owner work from home. A desk, computer, printer, phone, internet connection and filing cabinet is needed.

What are the trading hours?

What is the annual escalation %? n/a
What are the trading hours? Monday to Friday 8am to 6pm
Saturdays 10am to 2pm
Closed on Sundays and Public Holidays

What are the main assets of the business?

A motor vehicle with company branding.
Website domain.
Client base, suppliers list, and contractors list

Strengths?

- Goodwill and reputable company
- Easy to run
- 25% GP
- Increased demand for solar installation

Weaknesses?

- Competition
- The owner is not as involved as she used to be

Opportunities?

- Marketing
- Employ sales reps
- Employ own installers and electrician
- Currently the company is concentrating on high end users, the domestic market could be explored

Threats?

- No threats are identified

What is the reason for the sale?

- The owner has family commitments
- The husband has other business interest in Germany