



BUSINESS REPORT

Date: **21st May 2024**

Business Reference: **36163**

About the Business:

An all inclusive manufacturer of shopfittings, housefittings and customised furniture.

Predominantly a shopfitting company servicing the restaurant industry and custom-fitted offices. High-end Custom housefits and bespoke furniture are also part of the service offering. Their service is all-inclusive, enabling them to fulfill all interior needs from joinery, steel work, and upholstery even down to decorative details. They work closely with their clients to bring their vision to life. They are able to tailor

each facet of the product and offer guidance where needed. The combination of industry designers and expert carpenters allows them to produce a product that is of high quality, practical and stylish.

An all inclusive manufacturer of shopfittings, housefittings and customised furniture.



Sector: **Manufacturing**

Asking Price:

R 10,120,000

Monthly Profit:

R 399,786

Asset Value:

R 1,573,313

Stock Value:

R 680,000

Yearly Net Profit :

R 4,797,428



Business Report

Fully describe the business's activities?

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Their service is all-inclusive, enabling them to fulfill all interior needs from joinery, steel work, and upholstery even down to decorative details.

They work closely with their clients to bring their vision to life.

They are able to tailor each facet of the product and offer guidance where needed.

The combination of industry designers and expert carpenters allows them to produce a product that is of high quality, practical and stylish.

How does the business operate on a daily basis?

Quote, design, make, install.

Market split : 70% Restaurants ; 15% Offices : 15% Homes

What Advertising/Marketing is carried out?

Bi-weekly facebook and instagram posts. Mostly relationship based.

What competition exists?

Other shopfitters

How could the profitability of the business be improved?

Better store control, less wastage

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

Full list on file

Do any have management potential?

Yes in their fields but not general management.

How involved is the Owner in running the business?

Quite involved but not irreplaceable.

When does the current lease end?

September 2024

What are the trading hours?

7:30 - 4:30 -- 5 days a week

What are the main assets of the business?

Woodworking machinery and tools.
A full list on file.

Strengths?

Extremely busy shopfitting company able to produce any wooden product - nothing is turned away.
They are perceived as producing quality products.
They have long-standing experienced innovative staff.
An excellent mix of the right machinery to produce any piece of furniture..

Weaknesses?

The only weakness is that they are too busy

Opportunities?

Many designers looking for quality manufacturing businesses that are reliable with time and quality.

Threats?

Non perceived.

What is the reason for the sale?

Retirement