



BUSINESS REPORT

Date: **9th May 2024**

Business Reference: **36422**

About the Business:

50 Year old Services Business in Cape Town

Strong relationships with commercial clients like property agents, real estate agents and other commercial clients, have helped this business to grow into one of the leading companies in Cape Town, providing an excellent service.

50 Year old Services Business in Cape Town



Sector: **Services**

Asking Price:

R **10,750,000**

Monthly Profit:

R **410,693**

Asset Value:

R **2,395,000**

Stock Value:

R **200,000**

Yearly Net Profit :

R **4,106,927**



Business Report

Fully describe the business's activities?

This company has established itself as a leading contractor within a specific services industry by setting new standards of quality, technical knowledge and intensive training. They focus on both commercial and domestic projects within the Western Cape, South Africa. A major strength is the ability to keep the expertise within the business and retain staff which in essence, are the assets of the business, the quality of service and the excellent workmanship.

How does the business operate on a daily basis?

The Business has a strong management Team with Managers, overseeing their respective areas.

- The Office Manager ensures the back office support, finance and admin is taken care of.
- A Sales Manager and Sales Assistant (A QS by profession) ensures that the business keeps on coming in by seeing clients, and interacting with tenders, quotes and the like.
- 3 Site managers oversee the workmanship onsite where the teams are delivering the core business of the company..
- Teams with between 4-6 members, with a Supervisor call on sites and perform the work.
- A Store Manager ensures enough stock and manages the at-the-premises operations
- The Business also has an Operations Manager who interacts between the respective departments. This position can ideally be filled by an owner-operator.

What Advertising/Marketing is carried out?

No marketing

What competition exists?

One of the leading brands sharing the market with a handful of similar professional contractors

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

To be provided during a DD

How involved is the Owner in running the business?

The owner is not very involved. To be discussed.

When does the current lease end?

November 2025

What are the main assets of the business?

The main assets are vehicles and tools.

Strengths?

50 Years in Existence
Has Proven that the Market is stable
Strong Management Team

Weaknesses?

Smaller competitors

Opportunities?

Grow the Tender base
BEEE
Stronger Marketing Presence and website

Threats?

Small competitors

What is the reason for the sale?

The seller is not involved in the Business.
He has various Businesses.

To be discussed.