

**business**  
for sale



Date: **1st September 2024**  
Business Reference: **36422**

About the Business:

## **Established Services Business to the Building Sector in Cape Town**

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Having strong relationships with commercial clients like property agents, real estate agents, businesses, suppliers and other commercial clients, have helped this business to grow into one of the leading companies in Cape Town, providing an excellent service. They focus on providing commercial services like building, plastering, painting etc within the commercial and high end residential clients. Their core focus is

to supply their services, with a strong, well-trained management team that has been built up over years.

## Established Services Business to the Building Sector in Cape Town



Sector: **Services**

Asking Price:

**R 9,950,000**

Monthly Profit:

**R 410,693**

Asset Value:

**R 2,395,000**

Stock Value:

**R 0**

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, have the technical knowledge and provide intensive training to their staff. They focus on both commercial and domestic projects within the Western Cape, South Africa. A major strength is their 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

## 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.

There is around R 200k of stock in the Business and the owner will ensure that on the effective date, the stock is at a minimum and will only comprise of good, usable stock.

## Strengths?

52 Years in Existence

Has Proven that the Market is stable

Strong Management Team

Not unionized or staff intensive

20 % growth in the 1st Quarter of 2024

## 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.