



BUSINESS REPORT

Date: **7th June 2025**

Business Reference:**36422**

About the Business:

REDUCED: Commercial Painting Business Cape Town

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.

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Sector: **Services**

Asking Price:

R 8,000,000

Monthly Profit:

R 357,962

Asset Value:

R 2,485,000

Stock Value:

R 250,000

Yearly Net Profit :

R 3,579,621



Business Report

Fully describe the business's activities?

This company has established itself as one of the leading contractors within the PAINTING and WATERPROOFING industry in Cape Town for the last 53 years. (70 % painting and 30 % waterproofing)

They focus mainly on commercial painting 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 long has the owner had the business?

The owner has had the Business for almost 5 Years.

He has a strong Management team in place and spends between 1-2 hours involved in the Business per day. They have small staff component of 9 permanent staff members.

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 / Sales Rep and Sales Assistant / Sales Rep (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
- A Senior Operations Lady, managing them all.

What Advertising/Marketing is carried out?

No marketing

Does the business have any contract work?

The business does both commercial and a small high end residential service. (85% vs 15 %)

Commercial has become a strong focus where long-lasting relationships between property managing companies, property developers, suppliers and real estate companies with the Business, ensures ongoing business.

What competition exists?

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

What is the total staff complement?

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

- The Office Manager ensures the back office support, finance and admin are taken care of.
- A Sales Manager and Sales Assistant (A QS by profession) ensure 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. (+- 50)
- A Store Manager ensures enough stock and manages the at-the-premises operations
- A Senior Lady manager, takes care of all the staff.

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

Is there an option of renewal & what period?

Yes

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.

For a good offer, stock could be included.

Which assets are on lease/HP and with whom?

Asset list on file
Tools and Equipment.
5 Vehicles are still on HP.

To be taken over by the buyer's entity.

Strengths?

53 Years in Existence
Has Proven that the Market is stable
Strong Management Team
Not unionized or staff intensive

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.