



Date: **23rd November 2024**

Business Reference: **36422**

About the Business:

DEFERRED PMT DEAL: 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 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 the PAINTING and WATERPROOFING 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 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 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.