

business
for sale



BUSINESS REPORT

Date: **15th September 2025**

Business Reference: **37597**

About the Business:

Excellent Domestic and Commercial Plumbing Business

These two business, operating from one premises focuses on domestic maintenance and renovations, serving private and commercial customers. Services include bathroom and kitchen renovations, blocked drains, emergency repairs, new developments, domestic maintenance, geyser repairs/replacements, unblocking drains, burst pipe repairs, installation of sewer/stormwater lines, pipe re-lining, certificates of

compliance, solar geyser and heat pump installations, and more. The other specializes in contracting, handling large sub-contracts for new builds such as multi-storey office blocks, hotels, guest houses, and upmarket houses.

Excellent Domestic and Commercial Plumbing Business



Sector: **Services**

Asking Price:

R 5,595,000

Monthly Profit:

R 211,542

Asset Value:

R 2,795,652

Stock Value:

R 400,000

Yearly Net Profit :

R 2,538,501



Business Report

How does the business operate on a daily basis?

This business operates as two distinct entities:

The one focuses on domestic maintenance and renovations, serving private and commercial customers. Services include bathroom and kitchen renovations, blocked drains, emergency repairs, new developments, domestic maintenance, geyser repairs/replacements, unblocking drains, burst pipe repairs, installation of sewer/stormwater lines, pipe re-lining, certificates of compliance, solar geyser and heat pump installations, and more.

The other specializes in contracting, handling large sub-contracts for new builds such as multi-storey office blocks, hotels, guest houses, and upmarket houses.

Both companies maintain long-term relationships with clients, with much repeat business.

Both companies use advanced equipment (high-pressure jetting, underground drain cameras, mechanical root cutters) and a web-based app for job tracking and client communication.

They operate 5 days a week, and have standby teams available after hours and weekends

What Advertising/Marketing is carried out?

- Currently, no active advertising or marketing is carried out.
- Potential exists for expansion through social media, vehicle branding, and educational partnerships.
- The business enjoys a large client database (over 4,700 clients)
- Most business is generated through repeat clients and long-term relationships.

No additional marketing is currently done, but suggestions for growth include:

- Investing in a leak detection team (high demand).
- Updating vehicle signage.
- Social media marketing and partnering with a DIY expert for educational content.

What competition exists?

The Western Cape has a competitive plumbing market, with many established contractors and service providers.

However, their reputation, client base, and repeat business provide a strong competitive edge.

Are there up-to-date Management Accounts available?

Note that the Aldes Marketing figures in this report have been taken from an average for different periods. Full management accounts, showing the monthly fluctuations, will be provided - up to July 2025

How could the profitability of the business be improved?

1. Invest in leak detection equipment and upskill current staff to be able to do leak detection. There is a big demand for leak detection companies.
2. Increase our social media exposure.
3. Do more marketing / advertising

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

MD/ Owner - (20 years)
Office Manager - 12 years. (Job scheduling, general admin)
Staff list to be provided

Do any have management potential?

Yes. The senior plumber is being groomed for management

How involved is the Owner in running the business?

The owner is currently hands-on but plans to semi-retire, offering to stay for a handover period as needed.

When does the current lease end?

August 2026

What are the trading hours?

07h30 - 16h45

What are the main assets of the business?

3 Vehicles, stock, tools and inventory

Strengths?

- Large, loyal client base (4,700+ clients).
- Long-term contracts and repeat business.
- Well-established reputation in the Western Cape.
- Skilled, permanent workforce.
- Advanced equipment and technology (job tracking app, specialized tools).
- Strong asset base (vehicles, tools, stock).
- Opportunities for growth (leak detection, marketing).

Weaknesses?

- Limited current marketing/advertising.
- Owner's planned retirement may require transition management.
- Stockholding kept minimal (could affect rapid response to large jobs).

Opportunities?

- Expand marketing (social media, vehicle branding, DIY partnerships).
- Invest in leak detection team (high demand).
- Increase workforce to take on more contracts.
- Tap into new markets (commercial, industrial, green plumbing solutions).

Threats?

- Competitive market in Western Cape.
- Economic fluctuations affecting construction/maintenance budgets.
- Seasonal demand variations.

What is the reason for the sale?

Owner wants to retire due to personal reasons