



BUSINESS REPORT

Date: **19th April 2025**

Business Reference: **36940**

About the Business:

KZN North Coast Outdoor Composite and Timber Decking

The Business Is currently established in outdoor composite and timber decking, cladding, screens, pergolas fabrication of products for outdoor use such as planter boxes, seats etc. Indoor projects have also been successfully undertaken.

KZN North Coast Outdoor Composite and Timber Decking



Sector: **Manufacturing**

Asking Price:

R **900,000**

Monthly Profit:

R **58,626**

Asset Value:

R **108,000**

Stock Value:

R **80,000**

Yearly Net Profit :

R **703,511**



Business Report

Fully describe the business's activities?

Design, project-manage, assemble, and decorate outdoor (and when required indoor) spaces. This includes decking, cladding, screens, pergolas, and fabrication of products for outdoor use such as planter boxes, seats etc

How does the business operate on a daily basis?

This can vary depending on the nature of the site. Generally the team assembles at the workshop at 7am to discuss the day, necessary tools packed and depart for site. Site cleaning and packing up starts around 3;30 to leave site at around 4pm.

What Advertising/Marketing is carried out?

The Business has built a good name for itself so a lot of work is referral based. The Business has a website, Instagram page and facebook where enhanced marketing would increase sales and quotations.

What competition exists?

There is competition. The only way to stay on top is to be present and constantly improving.

How could the profitability of the business be improved?

Sourcing suppliers with cheaper rates, targeting a specific market that can afford a rate at which you can charge more to make more profit, grow more teams and do more work.

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

One gentleman has been with the company from the start. He is the main leader of the the group, runs the sites and does the installations with the team. The 3 other staff members are all skilled labourers and have been with the business for 5 years

Do any have management potential?

Yes, one gentleman has very high management potential! Very technical, hard worker and lots of experience. Also has a drivers license.

How involved is the Owner in running the business?

The Owner is hands on in the business including marketing, quoting, ordering etc. The employee work team is skilled.

When does the current lease end?

31 January 2025

What are the trading hours?

Trading hours are generally Monday to Friday from 7am to 4pm

What are the main assets of the business?

Vehicle, tools and machinery.

Strengths?

At least 80% of homes have a timber façade, deck or pergola as a feature on the property. This allows for great opportunity to generate more customers.
Well established.

Weaknesses?

Small team, but this is also a strength.

Opportunities?

Enhanced marketing.

Threats?

Economy.
Competition.

What is the reason for the sale?

The Owner has accepted a very good position in a Company that supplies this Business.