

A man in a blue suit and patterned shirt stands on a city street, smiling. The background shows a building and a blue trash can.

BUSINESS REPORT

Date: **10th May 2025**

Business Reference: **37217**

About the Business:

Manufacturer of Solar Mounting Products

The company is an East Rand-based manufacturer specializing in locally produced solar panel mounting structures. It was established to deliver a distinctive solution tailored to the needs of the solar industry.

Manufacturer of Solar Mounting Products



Sector: **Retail**

Asking Price:

R **1,470,000**

Monthly Profit:

R **0**

Asset Value:

R **1,224,010**

Stock Value:

R **230,000**

Yearly Net Profit :

R **0**



Business Report

Fully describe the business's activities?

The business is a local solar panel mounting structure manufacturer based on the East Rand. The company was formed to manufacture a unique offering to the solar market. The business has designed a flagship locknut that locks the solar panels into place, which works as a delay tactic on the theft of solar panels. The business owns all of its own dies for extruding the aluminium materials, as well as its own machinery. The equipment will have to be moved to another site, as the current owner runs another business from the factory.

What Advertising/Marketing is carried out?

The business is advertised through social media marketing

What competition exists?

There are 4 local manufactures and then suppliers import from China.

How could the profitability of the business be improved?

Increase in MOQ

Do any have management potential?

Yes

How involved is the Owner in running the business?

80%

What are the main assets of the business?

- Dies
- Universal Iron Worker
- Hydraulic Pressbrake
- Drill Presses

Strengths?

- Limited Local Competition – Few local manufacturers provide a competitive advantage and allow for market dominance.
- High Market Growth Potential – The increasing adoption of solar energy creates sustained demand.
- Unique Technology – The proprietary design of anti-theft bolts differentiates the business from competitors.
- Scalability – Production can be expanded based on market demand, allowing flexibility in operations.

Weaknesses?

- Dependence on the Solar Industry – If demand for solar installations declines, sales may be affected.
- Competition from Chinese Imports – Low-cost alternatives from China pose a significant pricing challenge.

Opportunities?

- Market Penetration – A unique product can establish strong relationships with solar installers and EPC (Engineering, Procurement, and Construction) firms.
- Industry Growth – The solar energy market is expanding, increasing demand for security-focused components.
- Export Potential – Growing solar adoption in African countries presents an opportunity for international expansion.

Threats?

- Chinese Imports – Competing against lower-cost foreign manufacturers remains a challenge.
- Solar Market Fluctuations – Economic downturns or changes in government incentives could impact demand.
- Rising Material Costs – Aluminium and other raw materials are subject to price increases, affecting profitability.
- Tariff Increases – Potential regulatory changes could impact the cost of imported materials.

What is the reason for the sale?

Other business interests.