



BUSINESS REPORT

Date: **19th August 2025**

Business Reference: **37435**

About the Business:

"Profitable school uniform manufacturing business for sale—steady clients, bulk orders, and growth p

"Profitable school uniform manufacturing business for sale—steady clients, bulk orders, and growth potential supplying 14 schools in the Western Cape.

"Profitable school uniform manufacturing business for sale—steady clients, bulk orders, and growth p



Sector: **Manufacturing**

Asking Price:

R **3,000,000**

Monthly Profit:

R **101,530**

Asset Value:

R 500,050

Stock Value:

R 1,200,000

Yearly Net Profit :

R 1,218,356



Business Report

Fully describe the business's activities?

This company has a strong market position in the Western Cape manufacturing and retailing school uniform for 14 schools in the Cape Town area.

1989 First retail customer was Logans (Sportsman`s Warehouse), supplying their 2 stores with a range of ladies tennis clothing. Thereafter supplied several small retail outlets and schools throughout the country
2001 Moved to first premises when they grew too large to be accommodated for their home workshop. The Shop is now accommodated at these premises

2003 Moved to second premises where the factory is situated

2003 to date: Expanded clothing range to include sport, bowls and general promotional clothing, designing ranges for numerous Western Cape and local club sports teams

How does the business operate on a daily basis?

They have always been involved with the designing of ranges, sourcing of fabrics and trims, general running of the production and have been able to maintain their high standards of design and quality.

Their customer service ethos and relationships – they have a long-established association with most customers, some for over 20 years that they still supply to this day.

Loyalty to their suppliers including a close relationship with a couple of small and expert CMT's and textile companies.

Numerous schools and sports teams have invited them to redesign their clothing to bring it up to date in style and the use of modern and comfortable fabrics.

What Advertising/Marketing is carried out?

None, predominantly word of mouth.

What competition exists?

There are other manufacturers, however this company has been supplying school uniforms for a number of years to the 14 schools on their books.

How could the profitability of the business be improved?

The business is in a position to be scaled through supplying other schools in the area.

How involved is the Owner in running the business?

The owner is involved in the business on a daily basis, however she has relocated and scaled down her daily involvement passing on more responsibility to her manager.

When does the current lease end?

The seller of the business is also the owner of the property and will enter into a lease agreement with the buyer.

What are the main assets of the business?

A full asset list will be provided to a qualified buyer.

Strengths?

1. Consistent and Predictable Demand

Recurring Need: Schools require uniforms every academic year, creating a steady stream of repeat customers.

Bulk Orders: Institutions often place large, bulk orders, which can stabilize cash flow and reduce marketing costs.

2. High Customer Retention

Once a school or district partners with a manufacturer, they tend to stick with reliable suppliers to maintain consistency in design and quality.

This leads to long-term contracts and predictable revenue.

Weaknesses?

- Seasonal Sales Peaks: High dependency on back-to-school seasons can lead to uneven cash flow.
- Inventory Management: Risk of overproduction or underproduction if demand forecasts are inaccurate.
- Limited Market Flexibility: Focused product line may limit diversification opportunities.
- Price Sensitivity: Schools and parents may prioritize cost over quality, squeezing margins.

Opportunities?

Scalability:

The business can scale by:

- Expanding to more schools or districts.
- Offering additional products like sports uniforms, accessories, or seasonal wear.
- Entering new geographic markets.

Government and Institutional Contracts

- Many regions have government-funded school uniform programs, which can be lucrative if you secure a contract.
- These contracts often come with guaranteed payment terms and large volumes.

Golf wear

- Prior to covid the business manufactured clothing for the Proshop group as well as a number of Golf clubs around the country - this opportunity can be rekindled by a new buyer.

Threats?

- Economic Downturns: Reduced school budgets or household spending can impact sales.
- Competition: Both local tailors and large-scale manufacturers may undercut prices.
- Policy Changes: Shifts in school uniform regulations or moves toward casual dress codes.
- Supply Chain Disruptions: Delays in fabric or material sourcing can affect delivery timelines

What is the reason for the sale?

The owner is reaching retirement age and is looking to relocate.