



BUSINESS REPORT

Date: **8th July 2025**

Business Reference: **37294**

About the Business:

Turnkey logistics and courier business with service contracts in place

Well run, profitable courier and logistics business – Perfect for a hands-on owner

Turnkey logistics and courier business with service contracts in place



Sector: **Services**

Asking Price:

R **7,000,000**

Monthly Profit:

R **188,876**

Asset Value:

R **2,922,000**

Stock Value:

R **190,000**

Yearly Net Profit :

R **2,266,512**



Business Report

Fully describe the business's activities?

This well-established courier business operates as a reliable and professional logistics partner, specialising in the transport and timely delivery of parcels, documents, and goods for a broad range of clients. With a reputation for speed, flexibility, and trustworthiness, the company has built a strong foothold in both the corporate and consumer delivery markets.

The business services a wide geographic area (countrywide), with options ranging from local same-day deliveries to regional next-day services. The company owns and manages a versatile fleet that includes bakkies and trucks, ensuring cost-effective delivery across different package sizes and service needs.

Clients include corporates, small to medium-sized enterprises (SMEs), e-commerce businesses, and individuals. The business thrives on repeat customers and steady growth in the online shopping and small parcel delivery segments.

How does the business operate on a daily basis?

The courier business runs like a well-oiled machine, balancing fixed client commitments with flexible, on-demand service. Its success depends on real-time communication, route efficiency, customer service responsiveness, and consistent fleet readiness. With scalable operations and trained staff, the business is well-positioned for growth or acquisition.

What Advertising/Marketing is carried out?

Apart from a basic Facebook page, very little marketing is carried out.

How could the profitability of the business be improved?

There are numerous opportunities including the negotiation of new service contracts, which the seller will discuss with interested buyers.

What is the total staff complement?

The company employs 4 permanent drivers, as well as workshop and administrative employees. A full list of the staff, their functions, salaries and length of service is on file with Aldes.

How involved is the Owner in running the business?

The owners play a central and hands-on role in the daily operations of the courier business. Their involvement spans multiple functions, which ensures smooth running, quality service delivery, and client satisfaction.

When does the current lease end?

There is a currently a month-to-month arrangement in place, however, the landlord is amenable to negotiating a new lease agreement.

What are the main assets of the business?

The main assets include vehicles, warehouse equipment, office furniture and equipment, and computers.

Are any items not included in the sale?

All items reflected on the asset register are included in the sale.

What is their overall condition?

Excellent. The assets have been well maintained. Minor vehicle services and repairs are carried out by the owners themselves.

How have they been valued ?

The vehicles have been recorded at book value and other assets at fair second hand value.

Which assets are on lease/HP and with whom?

The vehicles are on HP with different lenders, however, these will be settled in full by the seller.

Strengths?

- The business has contracts in place with loyal, long-standing clients.
- Recurring commercial and private clients are retained through reliability and word-of-mouth, which minimises client acquisition costs.
- Well organised delivery routes and scheduling systems optimise fuel and time efficiency.
- A core team of experienced drivers and logistics staff ensures smooth operations.
- The business has a strong reputation for efficiency and safe handling of parcels, which enhances client trust and retention.
- They offer a range of services, including same-day delivery, scheduled courier runs and bulk parcel logistics.

Weaknesses?

- Very little digital or traditional marketing has been undertaken, restricting visibility and potential growth.
- The brand lacks a strong online presence, such as SEO optimisation, active social media profiles, or digital advertising.

Opportunities?

Numerous opportunities exist to grow this business, including:

- Digital transformation, and a professional online booking and tracking platform.
- Expansion into the e-commerce and on-demand delivery spaces would significantly boost revenues.
- There are a number of opportunities to formalise relationships with long-term service agreements.

Threats?

Rising fuel and vehicle maintenance costs could impact profit margins.

What is the reason for the sale?

The current owners have made a lifestyle choice to sell the business due to personal and family commitments. As parents of young children, they are finding it increasingly challenging to balance the demands of a courier business that operates on a 24/7 basis. The nature of the business requires constant availability, flexibility, and hands-on management, which has become difficult to sustain alongside their growing family responsibilities, and they would therefore like to pursue other opportunities.

The owners are committed to ensuring a smooth and thorough handover to the buyer to maintain service continuity and client satisfaction.