business
for sale



BUSINESS REPORT

Date: **18th November 2026**
Business Reference:**37186**

About the Business:

Established Kitchen & Cupboard Business – Move to the Garden Route and Take Over a Turnkey Operation

Turnkey kitchen and cupboard business in the Garden Route with a loyal client base and proven systems. Specialising in kitchen door replacements, built-in cupboards, and custom joinery, this business offers strong margins, repeat work, and growth opportunities. Ideal for Gauteng or regional buyers looking to

relocate.

Established Kitchen & Cupboard Business – Move to the Garden Route and Take Over a Turnkey Operation

Sector: **Manufacturing**



Asking Price:

R 20,000,000

Monthly Profit:

R 335,715

Asset Value:
R 11,503,739

Stock Value:
R 5,000,000

Yearly Net Profit :
R 4,028,584

Business Report

Fully describe the business's activities?

This business specialises in the production of high-quality kitchen cupboard doors and panels manufactured to precise client specifications. The business provides an extensive selection of patterns, colors, and finishes designed for modern residential, commercial, and hospitality environments.

All products are supplied as per detailed cutting lists, with professional installers completing on-site assembly and fittings. The focus remains on precision manufacturing, reliable turnaround times, and consistent quality—mirroring the approach of local manufacturing leaders who cater to installers and cabinetmakers across the region.

With over 23 years in operation, the business has established a trusted presence in supplying doors, panels, and related components for kitchens, offices, hospitals, laboratories, hotels and more.

How long has the business been established?

The Seller established the business in 2000.

What steps are in place to solve 'load shedding' problems?

A 175 KVA diesel generator ensures uninterrupted manufacturing during outages (approx. 20L/hr consumption).

How does the business operate on a daily basis?

This business operates through a structured daily workflow that begins with receiving detailed cutting lists from installers, followed by meticulous planning, material selection, and machine setup; production teams then manufacture, press, wrap, edge‑band, and finish each component according to exact measurements, while administrative staff manage orders, customer communication, and documentation, and the owner oversees factory operations, quality control, and workflow coordination to ensure consistent output and timely delivery, with external installers completing final assembly on-site.

How are the clients attracted to the business?

The business has long-standing relationships with most kitchen fitters in the area—similar to the loyal client engagement seen with successful kitchen door manufacturers active on social media. Customer retention is strong, with some relationships spanning 20 years.

Does the business have any contract work?

No formal contracts, but substantial repeat business.

What competition exists?

Limited regional competition due to the business's equipment capacity, stock availability, and reputation for timely, specification accurate delivery.

What are the seasonal trends?

Sales increase toward year-end, with closure during the December builders' holiday.

Is the business VAT Registered?

VAT registered and all documentation available.

Are there up-to-date Management Accounts available?

Management accounts up to 31 December 2025 are available on file.

What percentage of the business is cash/credit?

The business requires deposits to be paid upfront, operates with many customers on 30 day accounts.

How could the profitability of the business be improved?

The business can materially increase profitability by productising its kitchen door replacement offering into clearly defined, fixed-price packages that simplify quoting, speed up turnaround times, and improve margin consistency.

Each job can be further enhanced through the systematic upselling of high-margin add-ons such as soft-close hinges, premium finishes, upgraded handles, and internal organisers, increasing the average transaction value with minimal additional labour.

Finally, securing recurring work with landlords, property managers, and rental portfolio owners would provide predictable, repeat revenue and reduce reliance on once-off residential projects.

What is the total staff complement?

Total Staff: 14 (excluding 2 owners)

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

1 Admin & Accounts.
3 Supervisors.
10 Factory Operators.

Do any receive special perks or incentives?

All perks aligned to bargaining council requirements.

How involved is the Owner in running the business?

•Owner managed operations with the second owner overseeing HR and administration.

When does the current lease end?

The property owner (the Seller) is willing to offer a five‑year lease with an option to renew.

Is there an option of renewal & what period?

The lease will run for five years, with an additional five‑year renewal option available.

What is the annual escalation %?

To be negotiated.

What are the trading hours?

Monday to Thursday: 07-00am to 5-30pm.
Fridays: 07-00am to 1.00pm for factory staff.

What is the square meters of the business?

The current premises consist of approximately 1,900 m² of factory space, with an additional 300 m² of office space being added, bringing the total area to roughly 2,200 m². The owner already has approved plans for further development, including expanded office and floor space, and these alterations are currently underway.

Is a copy of the lease available?

A commercial lease will be provided to the Buyer as part of the transaction.

What lease deposit and/or other surety is required?

The deposit amount will be determined through negotiation with the Buyer at the time of purchase.

What are the main assets of the business?

Includes top tier equipment, vehicles, forklift, office systems, and industry specific software. A new edge-banding machine installed in 2025 enhances production capability. All assets fully owned and insured.

Are any items not included in the sale?

A few items on the premises belong to the owners, and these will be pointed out to any prospective buyer during the site visit.

What is their overall condition?

All assets — including machinery, vehicles, software, and hardware — are maintained in reliable, well functioning condition.

How have they been valued ?

The owner valued the assets based on realistic second hand market prices, factoring in an appropriate discount.

Strengths?

1) 20+ years as a key regional supplier.
2) High-quality, well-maintained equipment.
3) Strong relationships with major local and international material suppliers.
4) Offers a variety of materials/patterns (Devin, High Impact, Wrap) and colors.

Weaknesses?

1) Limited online visibility.
2) Sparse engagement & content - lack of regular posting could reduce algorithmic reach and engagement.

Opportunities?

1) Enhance social media presence.
2) Expand digital footprint - add a website or portfolio gallery, Google Business Profile, and Instagram.
3) Partnerships - partner with local interior designers, builders, and estate agents in the in the region to increase referrals.
4) Paid social ads - use Facebook/Instagram ads targeted to homeowners in the region interested in kitchen renovations.

Threats?

1) Market fluctuations - renovation demand can fluctuate seasonally and with economic conditions (interest rates, consumer spending).
2) Platform limitations -heavy reliance on Facebook, which can reduce reach for audiences who prefer Instagram, TikTok, or Google search.

What is the reason for the sale?

Owners have managed the business for ~25 years and wish to redirect time toward other interests. They are not in a hurry to exit and are willing to provide an extended handover period.

Why is this a good business?

This is a good business to buy because it operates in a resilient, non-discretionary segment of the home improvement market, where demand is driven not only by lifestyle upgrades but also by maintenance, rentals, and property resale requirements.

Kitchen and cupboard door replacements offer a cost-effective alternative to full renovations, which becomes even more attractive in tighter economic conditions, supporting steady demand.

Its focused product offering allows for repeatable, scalable workflows and strong gross margins, particularly when combined with high-margin add-ons and supply-only sales.

Importantly, the business presents clear upside potential for a buyer: profitability can be meaningfully increased through better pricing discipline, productised packages, trade partnerships, and recurring work with landlords and property managers, without requiring a significant increase in operating risk. For an owner-operator or strategic buyer, this represents an opportunity to acquire a stable platform with immediate cash flow and multiple levers for growth and margin expansion.