



Date: **18th April 2026**

Business Reference: **38113**

About the Business:

Promotional items and Corporate wear - An active owner can repeat past R3.5m turnovers

Corporate wear & promotional gifting supplier. KZN based, relocatable to Gauteng or operate from home. Some 5 clients are highly repetitive, with 20 being repetitive & 300 ad hoc, all ensuring an annual turnover of around R1.5m, while the highest was R3.5m in 2019. Most clients pay some 50-65% upfront when placing an order.

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Sector: **Services**

Asking Price:

R 750,000

Monthly Profit:

R 14,473

Asset Value:

R 10,000

Stock Value:

R 0

Yearly Net Profit :

R 173,681



Business Report

Fully describe the business's activities?

Long established Durban corporate wear & promotional gifting supplier, dealing directly with existing clients & attracting new business through referrals and through an excellent online portal.

Products include : corporate & protective wear, as well as, gifts & hampers – all with the appropriate promotional branding thereon, thereby building strong brand connections in the market place.

Some 5 clients are highly repetitive (& big names, with 3 outside of KZN), with some 20 being repetitive (many as a preferred provider) & 300 more ad hoc, who over many years have ensured a consistent annual turnover of around R1.5m, with the highest being R3.5m in 2019. Most pay some 50-65% upfront on ordering.

All systems & processes are in place to service the existing client orders & enquiries/orders coming through the website, in respect of the over 250 products from their established supplier base.

This business is an excellent base from which to expand the client base, with little additional effort or cost, or employ a sale targeted individual to substantially grow the business.

How long has the business been established?

10 yrs, with 3 with the existing owner who is away often - while an involved owner will recapture past turnovers from a good client base.

Are there up-to-date Management Accounts available?

Yes monthly P&L accounts are produced, which were used in this Report as at Feb 2026.

2024/ 2025 / 2026 : T.Over's were : R 1,36m / R 1,69m / R 1m

2025-26 was negatively impacted by one large client delaying an order that will be processed in 2026-27.

The businesses has struggled to make a profit, due to the owner being away for some 3 months of the operating 11 months and a month through Dec & Jan when they close. Further the seller has failed to realize the need to ensure a correct mark-up percentage to derive a meaningful gross and net profit.

This business deals with top Grade A clients yet provides them unintentionally with ridiculously low prices.

A business person who respects their worth & products, will easily continue to provide products & service at the right pricing margins to the existing clients, while utilizing the client names within this base to generate further business clients & profits.

Grade A corporates aren't shy to pay for the right product & service, but one must not be scared to ask for it.

What is the total staff complement?

The owner manages the strategy & financials all the year-round, but only the clients, when he is there; although he is away for 3 months of the year, while being closed for a month (Dec-Jan).

The experienced assistant earning just under R100k pa, can operate the business (excl strategy & financials), as long as, she receives some assistance when packaging of big orders has to be done.

Premises Detail

This business is being marketed as work from home or to be incorporated into a similar/ parallel business that would result in a saving on Rent.

Presently it is operated from Durban shared premises with various other businesses, with this business having a large office for the owner & assistant, as well as, a kitchen that is also used for storage & packing. Both portions are too large for the business needs with an annual cost of R93 024, being excluded from this Report as an operate from home, until the new owner can align the necessary mark-up to maintain profitability,; similar to other competitors in the market place.

The business has no real electricity or water needs.

What are the main assets of the business?

The main assets of the business are 2 x laptops, printer, router & modem.

They are in working order and valued at around R10k on a resale value.

The owners vehicle is not included in the sale.

The purchaser could use his own vehicle to see clients or drop products not being delivered by a courier; vehicle usage would be some 250km pm. max

What is the reason for the sale?

The owner is retiring and likely to spend even more time outside of South Africa, but will remain available to assist if required, while an excellent assistant will remain in the business.

Why is this a good business?

The business is profitable if operated from home or within an existing business, while an attentive owner will easily reach the past turnovers of R1.5-3.5m pa. The A-Grade client base can ensure better profits and enable the acquisition of further clients. 2025-26 was negatively impacted by one large client delaying an order that will be processed in 2026-27.