business
for sale

BUSINESS REPORT

Date: **17th October 2026**
Business Reference:**38048**

About the Business:

Established Civil Construction Supplier | R37 m order book | 14.5% ROI | Western Cape

This long-established business manufactures and supplies specialised products to civil contractors involved in roadworks and infrastructure development across the Western Cape. With decades of trading history, an experienced management team, and confirmed orders exceeding R37 million, the business offers strong forward revenue visibility. The owned premises, solar power installation, and significant

spare production capacity make this an attractive opportunity for investors seeking a cash-generative business with room to scale.

Established Civil Construction Supplier | R37 m order book | 14.5% ROI | Western Cape

Sector: **Manufacturing**

Asking Price:

R 31,500,000

Monthly Profit:

R 392,341

Asset Value:
R 13,992,000

Stock Value:
R 0

Yearly Net Profit :
R 4,708,086

Business Report

Fully describe the business's activities?

The business operates in the manufacturing and supply of specialised infrastructure supplies used in civil engineering and construction projects. Its core activities include:

Manufacturing specialised infrastructure supplies for civil contractors

Supplying products used in roadworks and infrastructure developments

On-selling complementary supplies required by civil engineering companies

The business primarily services the civil construction sector, working with contractors involved in infrastructure upgrades, road construction and development projects.

Revenue is generated through a combination of in-house manufacturing and the resale of related supplies, enabling the business to meet a broad range of contractor requirements.

How does the business operate on a daily basis?

Daily operations follow a structured production process focused on supplying products for civil contractors.

Typical workflow includes:

- Production team starts at 07:00 each morning
- Manufacturing equipment is started and prepared for the day’s production
- Production runs throughout the day
- Products are transported to the storage yard

Finished stock is stacked and organised in rows for easy loading and dispatch

This streamlined process allows the business to maintain consistent production and efficient stock management.

What Advertising/Marketing is carried out?

None

What competition exists?

Competition in this sector is relatively limited, with approximately three main competitors operating in the broader regional market.

Key factors include:

A small number of established suppliers servicing civil contractors

High barriers to entry due to specialised equipment and industry relationships

Strong demand from ongoing infrastructure and development projects

Importantly, current market demand in the Western Cape exceeds the production capacity of the existing suppliers, meaning that none of the competitors are able to fully meet the demand.

This creates a favourable environment for the business to continue securing work and expanding its client base.

How could the profitability of the business be improved?

The business is currently operating below its full production capacity, with the ability to increase output by approximately 40% using the existing infrastructure and equipment.

Opportunities to improve profitability include:

Increasing production volumes to utilise available capacity

Securing additional civil infrastructure projects through existing contractor relationships

Leveraging the recently added delivery truck, which provides high-margin logistics capabilities

Improving operational efficiency through higher production volumes

Pricing in the industry is largely determined through competitive tender processes, making increased production and operational efficiency the primary drivers of improved profitability.

Sale

Sale of Shares

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

The business has a structured team across management, administration and production functions.

Key roles include:

Management and administration staff responsible for operations, finance, sales coordination and general administration

Production team responsible for daily manufacturing operations

Yard and logistics staff responsible for handling, stacking and preparing orders for dispatch

The administrative and management team has been stable for many years, providing operational continuity.

As typical in the manufacturing sector, blue-collar production staff experience some turnover, although the business maintains an experienced core team.

Do any have management potential?

Yes, the business already has individuals within the team who demonstrate strong management potential.

Key personnel include:

The Production Manager, who oversees daily production activities and manages the manufacturing team

The General Manager, who is involved in operational oversight and coordination across the business

Both individuals have significant operational experience and play an important role in the day-to-day functioning of the business, providing continuity and leadership within the organisation.

How involved is the Owner in running the business?

The owner is involved primarily in management and oversight functions rather than day-to-day production activities.

Key responsibilities currently include:

Financial management and oversight

Human resources administration (which could easily be handled by an admin function)

Sales and key client relationships

Strategic management and business planning

Operational activities are largely handled by the production and management team, meaning a buyer could either take on the owner's role or delegate many of these responsibilities within the existing structure.

When does the current lease end?

There is a lease agreement, but the property forms part of the sale of the business.

The buyer will therefore acquire the operational premises together with the business, providing long-term security of location.

According to the owner, the property includes approximately:

±100 m² of building space

This arrangement offers the advantage of ownership of the premises, eliminating future rental risk and providing stability for ongoing operations.

What are the trading hours?

07:00 - 17:00 Mon - Vry

What are the main assets of the business?

The business has a well-established asset base supporting its manufacturing and operational activities.

Key assets include:

Manufacturing plant and specialised production equipment

Vehicles used for logistics and deliveries

Operational infrastructure and supporting equipment

Storage and yard handling equipment

The current asset value reflected in the books is approximately R3.5 million.

In addition, a formal asset valuation has recently been conducted, and the updated figures will be made available to qualified buyers during the information and due diligence process.

Strengths?

- Established business with decades of operating history
- Strong relationships with civil contractors
- Confirmed R37 million in secured orders with an additional R13 million pipeline
- Limited competition with only a few main suppliers in the region
- Ability to increase production by approximately 40% using existing capacity
- Investment in solar power system reducing load shedding disruptions
- Recently added delivery truck improving logistics margins

Weaknesses?

- Pricing largely determined through competitive tender processes
- Some staff turnover among production workers
- Production dependent on weather conditions during heavy winter rains

Opportunities?

- Significant civil infrastructure projects planned over the next 3–5 years
- Ability to increase production without major capital investment
- Potential to expand logistics services using the existing fleet

Threats?

- Competitive tender environment can put pressure on margins
- Weather-related disruptions during peak winter months
- Changes in construction and infrastructure spending cycles.

What is the reason for the sale?

The owner initially stepped into the business to temporarily assist with taking over her father's operations. What was intended to be a short-term arrangement ultimately developed into a multi year involvement in the business.

After many years of successfully operating the company, the owner has decided that it is the right time to step away and pursue a different phase of life.

The sale therefore represents a planned exit, creating an opportunity for a new owner to take over a well-established operation with a strong position in the civil construction supply sector.