

**business**  
for sale

A man in a blue suit and patterned shirt stands on a city street, smiling. The background shows a building and a blue trash can.

# BUSINESS REPORT

Date: **20th May 2024**

Business Reference: **35778**

About the Business:

## **Well established Digital & Rotary Textile printing company**

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This asset-heavy business is for you. Great, stable client base and excellent turnover. Not many competitors in the Digital & Rotary Textile space. Very view competitors.

# Well established Digital & Rotary Textile printing company



Sector: **Manufacturing**

Asking Price:

R **15,000,000**

Monthly Profit:

R **265,110**

Asset Value:

R **15,000,000**

Stock Value:

R **2,500,000**

Yearly Net Profit :

R **3,181,323**



# Business Report

## Fully describe the business's activities?

This amazing rotary and textile printing business focuses on printing onto material. They have finetuned, specialized methods over the years and have become the preferred wholesale supplier to designers, clothing manufacturers, and the corporate market.

## How long has the business been established?

The owner started the Business in 1986 and the business has been caring for the owners and the staff, for the last almost 40 years.

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

Although the owner installed Solar Panels and Inverter System in Sep 2020, the Business is still somewhat hampered by load shedding. Proper planning and scheduling help them work around the load-shedding schedules.

## What is the average KW usage?

7.2Kw

## How does the business operate on a daily basis?

The textile printing factory is based in Cape Town.  
Open to the public with a client base of small business, retail and wholesale companies and designers.

## How are the clients attracted to the business?

Word of mouth , social media presence on Facebook and Instagram

### What competition exists?

The niche focus, ensures them being the Lead Provider, textile printing company in the Western Cape. Their Digital Printing specializes in natural substrates and as the Original company in this field, they are the leaders.

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

Top employees with many years experience in the industry. Each division is run efficiently by very experienced staff. The company does not have a manager, as it is not needed. Staff are trained to work independently.

### How involved is the Owner in running the business?

The one partner, supervises/focus on all Payroll and Finance related elements. Mainly deals with Bankpayments.

The other partner is involved in the Operations of the business.

The IP in his head, needs to be retained and the seller is willing to hand over the business in a structured manner and will stay involved.

To be discussed.

### When does the current lease end?

The Premises are owned by the family trust and can also be bought. However, they will become the Landlord and a new lease will be put in place with the Buyers.

### What are the trading hours?

Officially 8-5 (Monday - Thursday) 8-2 (Friday)

Skeleton staff work overtime most Saturdays

### What is the square meters of the business?

+/- 2200 sqm.

The building is for sale also at around R 12 000 000

## What are the main assets of the business?

Although the business seems asset-heavy, the machines are niche machines.  
Textile printing machines.  
One specific product delivery can only be done by this business within South Africa.  
Printing Machines, Dies, Screens etc.

## Which assets are on lease/HP and with whom?

Copier & Telephone System.  
Buyer to take over

## Strengths?

Exceptional Business experience over many years and very well know in the market.  
Huge existing customer base and new customers arrive on a weekly basis.  
Very good up-to-date model and make digital machinery using eco friendly printing for a greener future.

## Opportunities?

Lots of room for expansion if required

## What is the reason for the sale?

Owners health, retirement.

## Why is this a good business?

This business is one of its kind, and captives a niche market. It is the go-to company in its industry.  
Exceptionally well run with well trained and experienced staff.  
No loans, debt free.  
Computerized quoting system with all formulas and codes ready at a click.  
Runs itself.  
Based in Cape Town in a vibrant, arty City and has huge potential in the creative space it operates in.

This is the "Go to Place" for custom textile printing. Capability to print small, medium, large, very big orders.  
One of a kind product facility & the last rotary nickel screen printers in the Western Cape.