



# BUSINESS REPORT

Date: **20th May 2024**

Business Reference: **36561**

About the Business:

## Garden service Durban - Pinetown to Hillcrest suburbs

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2 industrial sites & 35 individual houses, with very capable staff (4) providing gardening & pool services. Refuse removal, tree felling & ad hoc garden cleans ups are also a source of income. In addition, while making R50k+ commission pa from dealer status in selling equipment. The owner drives the team around.

# Garden service Durban - Pinetown to Hillcrest suburbs



Sector: **Services**

Asking Price:

R **560,000**

Monthly Profit:

R **30,562**

Asset Value:

R **60,000**

Stock Value:

R **0**

Yearly Net Profit :

R **366,742**



# Business Report

## Fully describe the business's activities?

The owner has a schedule for 2 industrial sites & 35 individual houses, that allows for efficiencies from the very capable staff (4) to provide gardening & pool services to its established client base. Refuse removal, tree felling & ad hoc garden cleans ups are also a source of income. In addition, while making R50k+ commission pa from dealer status in selling equipment.

The business offers weekly & fortnightly garden maintenance in and around the Pinetown to Hillcrest suburbs.

The owner drives the team around.

## How could the profitability of the business be improved?

Marketing, business development & additional services being pushed for with existing clients, asking for referrals across WApp & facebook accounts.

## Property details

The business is operated from home, where the bakkie & tools are kept

## What are the main assets of the business?

1 x Nissan Hardbody with drop sides flat bed 1998 Valued 2nd hand at R45 000

5x Brush cutters

2x Blowers

1x Hand held Blower

1x Chainsaw

1x Hedgetrimmer

1x Extension Poll Hedge Trimmer

1 Spade and fork

Value 2nd hand at R 15 000

All fully paid-up

## Strengths?

Established name providing services for 14 years

Strong existing client base - 2 industrial sites & 35 indiv houses, in western suburbs of Durban

Steady year round income

Well trained team members

## Weaknesses?

Nothing done in respect of business development to bring in new clients

## Opportunities?

A new owner could use the established name to target estates and complexes & continue to minimize travel and thereby business efficiencies.

One could have discussion with the seller to takeover two affiliated business opportunity:

1. Contractor sideline, where subbies are available to carry out painting, paving, refurbishments, that brings in over R100k NP pa

## Threats?

That competitors try to under-cut prices (but not likely due to past quality of service provided over years)

## What is the reason for the sale?

Owner is emigrating

## Why is this a good business?

Competitive Sale Price of R560 000 for a Pinetown to Hillcrest focused Garden Service (37 clients) !

The turnover amounts to R695k pa, broken-down into : R523k from scheduled garden services & R122k from ad hoc clean-ups/tree felling & R50k from dealer commission on selling equipment, while the Net Profit/ Owners Discretionary Income (including his benefits) amounts to R366k pa (with every expense covered); while two other side-line businesses (under opportunities above) could be linked hereto.