business
for sale

The Business Behind the Business

Behind every successful business is a network of suppliers and service providers. These often-overlooked companies can offer interesting opportunities for prospective buyers.

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Nobody Operates Entirely Alone

A restaurant depends on food suppliers, cleaning services and equipment maintenance. A retailer needs distributors. An office needs technology, security and connectivity.

These supporting businesses form an important part of South Africa's economy.

Many sell primarily to other companies rather than directly to consumers. They include wholesalers, logistics providers, IT support companies, commercial maintenance businesses and specialist suppliers.

Why Established Relationships Matter

A business with repeat customers and reliable suppliers may have valuable foundations.

However, buyers need to understand whether those relationships will continue after a sale. They should also investigate customer concentration, supplier agreements, profit margins and cash-flow requirements.

A company can generate substantial sales while still struggling with late payments, rising costs or dependence on a few major customers.

Look Beyond The Shopfront

Not every business has a prominent storefront or walk-in customers. Some generate income through commercial contracts, recurring orders and long-standing relationships.

For prospective buyers, these businesses may be worth considering alongside traditional retail and consumer-facing opportunities.

Your Next Business Could Be One That Helps Other Businesses Succeed.

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