business
for sale



BUSINESS REPORT

Date: **5th November 2026**
Business Reference:**38316**

About the Business:

Pest Control Services. Pretoria Area. Services Greater Gauteng Area. Good Profits.

Pest Control Business based in Pretoria. Services the whole of Gauteng. 9 members of staff including technicians. Vehicles and Equipment all in place. Great reputation in the market. Easy to operate. GM in place.

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Sector: **Services**

Asking Price:

R 4,400,000

Monthly Profit:

R 179,814

Asset Value:
R 1,161,053

Stock Value:
R 400,000

Yearly Net Profit :
R 2,157,769

Business Report

Fully describe the business's activities?

Pest Control company with many years experience. Reliable and affordable services covering the whole of Gauteng.

How long has the business been established?

The business was established in 2017 by the owner and has been operating successfully for 9 years.

How does the business operate on a daily basis?

There is a GM in place who ensures day-to-day scheduling and operations are completed. The owner is involved in the business on a daily basis currently.

What Advertising/Marketing is carried out?

Google Ads are used and this brings in good new business. A company which is proficient in Search Engine Optimisation (SEO's) is also used. Word-of-mouth from happy clients also is very strong in attracting new business.

Does the business have any contract work?

The business does have SLA's with some clients which ensures repeat work.

What are the seasonal trends?

Summer is exceptionally busy with the winter months being less so.

Is the business VAT Registered?

Yes, the business is VAT registered.

What VAT documentation is on file?

Normal VAT Recons and VAT Returns are on file.

Are there up-to-date Management Accounts available?

Yes, there are up-to-date Management Accounts.

What Balance Sheet and Income Statements are available?

February 2026 AFS's are on file.

What percentage of the business is cash/credit?

The majority of income is paid by EFT but there is an element of cash.

What is the age analysis of the debtors book?

Majority of the debtors book is at 30 days. Most clients pay within a week. Larger jobs attract a 50% deposit to be paid.

How could the profitability of the business be improved?

More teams and more adverting and this business will definitely be busier.

What is the total staff complement?

There are 9 employees.

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

1 x GM, 1 x Admin Assistant, 7 x technicians out in the field.

Do any have management potential?

There is a GM in place who runs the business in the absence of the owner.

How involved is the Owner in running the business?

The owner oversees the business.

When does the current lease end?

The current lease ends at the end of the year.

Is there an option of renewal & what period?

Yes, there is an option to renew for one year..

What is the annual escalation %?

6& to 8%. To be negotiated with landlord.

What are the trading hours?

Monday to Friday: 6.45 am to 4.30 pm. Saturday: 7.30 am to 1.00 pm.

Is a copy of the lease available?

Yes, a copy of the lease is available.

Do you require a licence?

Registration with the Dept of Agriculture and SA Pest Control Association.

What are the main assets of the business?

Motor Vehicles, Pest Control Equipment for the field, Office Equipment.

What is their overall condition?

Very good to excellent.

How have they been valued ?

Owner's deemed value and insurance value for the vehicles.

Which assets are on lease/HP and with whom?

No, there are no leases or HP's - all assets are paid for.

Strengths?

Knowledgeable and loyal staff. Very good history. Excellent Client service. Affordability for customers. Scalability -this business can grow nicely with another team or two.

Weaknesses?

None really. Easy to manage and run.

Opportunities?

Bird proofing and cleaning of solar panels is an opportunity to expend into.

Threats?

Normal economic conditions but restaurant, supermarkets and offices have to have these services provided to them.

What is the reason for the sale?

The seller is buying a larger family business and the capital earned would be used for this purpose.

Why is this a good business?

Good clients. Good and loyal staff. Good Profits. Known for excellent service and price affordability. Can grow nicely with extra teams in the field.