business
for sale



BUSINESS REPORT

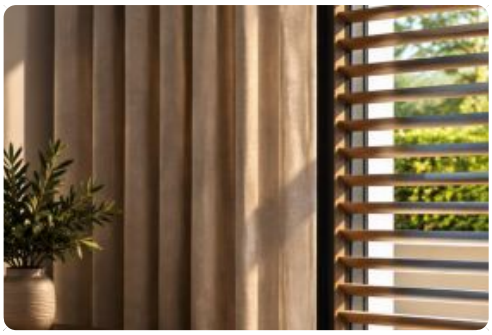
Date: **15th November 2026**
Business Reference:**38542**

About the Business:

Luxury Home Solutions Business with Strong Referral Network

Rare opportunity to acquire an established premium business serving an affluent customer base. Strong referrals, specialist manufacturing capabilities, skilled staff and attractive opportunities for further growth.

Luxury Home Solutions Business with Strong Referral Network



Sector: **Services**

Asking Price:

R 4,300,000

Monthly Profit:

R 140,466

Asset Value:
R 1,200,000

Stock Value:
R 580,000

Yearly Net Profit :
R 1,685,588

Business Report

Fully describe the business's activities?

BUSINESS ACTIVITIES
The business provides premium, made-to-measure window-covering and sun-control solutions, with a strong focus on high-end residential projects.

PRODUCTS AND SERVICES
It supplies and installs motorised and manual blinds, external blinds and automated curtain systems.

BESPOKE SOLUTIONS
Each installation is designed around the property's architecture, interior design, functionality and customer requirements.

HOME AUTOMATION
Motorised products can integrate with leading home-automation systems, making the offering particularly attractive for modern luxury homes.

CUSTOMER BASE
Customers include luxury homeowners, architects, interior designers, builders and selected commercial clients requiring professional, customised installations.

How does the business operate on a daily basis?

QUOTATION PROCESS
The stock controller prepares the quotation, which management finalises and sends to the customer. A 75% deposit confirms the order.

CUSTOMER SIGN-OFF
Final specifications are approved before production, supported by photographs and WhatsApp confirmation to ensure the correct product, finish and installation requirements.

FIRST FIX
The team completes the initial site work and installs brackets, tracks and other necessary fittings before manufacturing is finalised.

MANUFACTURING & TESTING
Bespoke blinds, curtains, tracks and automated systems are manufactured to specification and tested on the company's test system.

INSTALLATION & AFTER-SALES
Products are packaged, transported and professionally installed. The business provides after-sales support, maintenance and assistance with installed systems.

COLLABORATION FOOTPRINT
Collaboration agreements with companies in all major centres across South Africa, providing a national footprint. These partners represent the business locally, operating under their name and on their behalf.

What Advertising/Marketing is carried out?

New business is generated primarily through the company website and referrals from key suppliers.

What competition exists?

COMPETITIVE MARKET
Competition comes from other blind, curtain and window-treatment suppliers, particularly those targeting premium residential and commercial projects.

QUALITY DIFFERENTIATION
The business competes primarily on quality rather than price, focusing on premium products, workmanship, reliability and professional installation.

BESPOKE DESIGNS
A key differentiator is the ability to create custom-designed solutions for unusual spaces, architectural requirements and demanding high-end residential projects.

SPECIALIST CAPABILITY
Its combination of manufacturing, automation, installation and technical expertise provides a more complete solution than many standard window-treatment suppliers.

CUSTOMER EXPERIENCE
Personal service and strong client relationships further differentiate the business, particularly where customers value quality, discretion and attention to detail.

How could the profitability of the business be improved?

DEDICATED SALESPERSON
Employing a strong salesperson could increase turnover while allowing management to focus on operations, key clients and complex projects.

RELATIONSHIP MANAGEMENT
Formalising customer and professional relationships would reduce reliance on the owner and protect the valuable referral network.

COMMERCIAL EXPANSION
The business could pursue hospitals and commercial facilities requiring sun-control solutions, including products capable of blocking up to 97% of UV radiation.

PRODUCT RANGE
Growth opportunities include expanding the range of internal and external window treatments, including guided and free-hanging roller blinds (automated and manual controls), curtain tracks and other specialised window treatment solutions.

HEALTHCARE MARKET
Hospital privacy curtains, inter-bed tracks and window covering solutions create a valuable additional commercial revenue stream.

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

ACCOUNTANT
Works three 5/8 days per week and manages the accounting and financial administration functions.

STOCK CONTROLLER / SALES SUPPORT
Controls stock and supports the sales process, including preparation of customer quotations.

FACTORY MANAGER
Oversees manufacturing, production workflow, quality control factory operations and installations.

SUPERVISOR
Coordinates day-to-day work and assists with managing installations and operational activities.

TECHNICIANS
Two technicians undertake technical work, first-fix preparation, assembly, packing, testing, installation and on-site support.

Do any have management potential?

Yes

How involved is the Owner in running the business?

OWNER INVOLVEMENT
The Owner is fully involved in the day-to-day running of the business, including sales, client relationships, quotations, project oversight and key operational decisions.

When does the current lease end?

The property is owned by the current business owner. A new lease agreement and its terms will need to be negotiated with the owner as part of the sale process.

What are the trading hours?

Normal business hours

What are the main assets of the business?

Bakkie
Manufactory equipment
Installation equipment

Strengths?

Premium quality, bespoke designs, specialist manufacturing capability, automation expertise, skilled multi-functional staff and a strong referral network among high-net-worth clients.

Weaknesses?

Significant owner involvement and reliance on personal relationships. Sales growth could benefit from a dedicated, experienced salesperson.

Opportunities?

Expansion into hospitals and commercial projects, including sun-control products, inter-bed curtain tracks, automated blinds and specialised window-treatment solutions.
International projects

Threats?

Relationship management presents a key risk during ownership transition. Competitors may target important clients, architects, designers and referral partners.

What is the reason for the sale?

RETIREMENT
The owner has decided to sell the business to retire, creating an opportunity for a new owner to acquire and continue an established operation.