business
for sale

BUSINESS REPORT

Date: **21st September 2026**
Business Reference:**36997**

About the Business:

Profitable Fuel & Gas Retail Depot and Distribution Business for Sale – Mpumalanga

Profitable Fuel, Gas, and Lubrication Retail and Distribution Business for Sale – Mpumalanga Take advantage of this rare investment opportunity with development potential to acquire a highly profitable and well-established fuel, gas, and lubrication depot with a strong distribution network in Mpumalanga since 1995. This business plays a critical role in the region's industrial, mining, and private sectors,

supplying fuel, gas, and lubricants to industry. The property and retail licence belong to the owner and is included in the sale.

Profitable Fuel & Gas Retail Depot and Distribution Business for Sale – Mpumalanga

Sector: **Retail**

Asking Price:

R 40,888,000

Monthly Profit:

R 440,729

Asset Value:
R 23,181,422

Stock Value:
R 1,972,738

Yearly Net Profit :
R 5,288,749

Business Report

Fully describe the business's activities?

The business is a thriving enterprise that specializes in providing a diverse range of essential products and services to meet the needs of their valued customers. They proudly supply LPG, diesel, paraffin, lubricants, cleaning products, and truck parts, catering to residential, industrial, and commercial markets. Their operations are designed with flexibility in mind, offering on-site sales for convenience and local delivery for unmatched service. From fuelling operations and powering industries to ensuring cleanliness and maintaining vehicle efficiency, they deliver top-quality solutions with reliability and customer satisfaction at the forefront. With a strong commitment to excellence, safety, and community relationships, this business stands as a trusted partner, consistently driving value and progress for their clientele.

How does the business operate on a daily basis?

The business operates seamlessly, driven by a commitment to providing exceptional service and convenience every day of the week. They are open Monday to Saturday from 07:00 to 20:00 and Sunday from 08:00 to 17:00, ensuring their customers have access to their products when they need them most. On a daily basis, they serve a diverse range of walk-in customers who visit their premises for their needs, while also coordinating efficient local deliveries to ensure their products reach clients wherever they are.

What Advertising/Marketing is carried out?

They advertise through local billboards, ensuring strong visibility, and actively engage customers on Facebook with updates and promotions. Additionally, their presence on Google Maps makes them easy to find and enhances their reputation with positive reviews.
This targeted approach keeps them connected with customers both locally and online.

What competition exists?

Competition does exist, but it highlights the strength and resilience of their business. Despite a competitive market, their 29-year reputation, strategic location, and exceptional customer service set them apart, allowing them to consistently attract and retain loyal customers. The presence of competitors underscores the demand for their products, and their proven ability to thrive demonstrates the value and stability of their operations.

Are there up-to-date Management Accounts available?

Financials Feb 2024
Management Accounts mid-year to end Aug 2024.

How could the profitability of the business be improved?

Entrance from the provincial road, expanding to a drive-through and car wash. Add petrol, both grades.

Is Seller finance available and for what amount?

Seller will not consider terms of payment

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

Available on request.

Do any have management potential?

Yes.

How involved is the Owner in running the business?

Every weekday/Flexi.

When does the current lease end?

Own the building and stand.

What are the trading hours?

Mon - Sat 07:00 - 20:00, Sunday 08:00 - 17:00

What are the main assets of the business?

Building, land, dispensing equipment, storage tanks, and vehicles.
Asset register available.

Are any items not included in the sale?

All included.

Strengths?

• Established Reputation: 29 years of trusted service, fostering loyalty and repeat customers.
• Strategic Location: Situated next to a busy provincial road, ensuring high visibility and accessibility.
• Diverse Product Offering: A range of essential products, including LPG, diesel, paraffin, lubricants , cleaning products, and truck parts, catering to a broad customer base.
• Customer Accessibility: Flexible operations with both on-site sales and local delivery options.
• Dedicated Sales Efforts: A proactive salesman who strengthens relationships and attracts business.

Weaknesses?

• Seasonal Trends: Fluctuations in demand, such as increased LPG sales in winter and reduced diesel sales in December, may require careful inventory management.
• Dependence on Location: While the current location is advantageous, the business's performance may be tied to it.
• Limited Marketing Reach: Advertising efforts are focused locally, which could restrict expansion opportunities.

Opportunities?

• Digital Growth: Expanding online marketing efforts through additional platforms like Instagram or email campaigns to reach a wider audience.
• Product Diversification: Introducing complementary products or services to attract new customer segments.
• Partnerships: Collaborating with local industries or businesses to secure bulk purchase agreements.
• Renewable Energy Trends: Capitalizing on growing interest in sustainable energy solutions by expanding the LPG product line or offering related equipment.
• BEE Compliance Potential: The business currently does not have BEE status, presenting an excellent opportunity for a new owner to secure this designation, which could significantly enhance market access and drive exponential growth.

Threats?

• Market Competition: Existing competitors may try to capture market share through aggressive pricing or expanded services.
• Economic Factors: Rising fuel prices or shifts in customer purchasing power could impact sales.
• Seasonal Risks: Winter demand spikes for LPG could strain resources if not carefully planned.

What is the reason for the sale?

The owner, having built and nurtured this thriving business for nearly three decades, is now ready to embrace retirement and enjoy the fruits of her hard work. This decision opens an incredible opportunity for a new owner to step in and continue the legacy of success while exploring fresh growth potential in a well-established, reputable business.

Why is this a good business?

This business is a fantastic opportunity due to its 29-year legacy of reliability and success, strategic location, and diverse product offerings that meet consistent year round demand. With an established customer base, strong community presence, and scalable operations, it's a turnkey venture for anyone looking to invest in a well-run, profitable business. Its resilience, flexibility, and potential for further growth make it an exceptional choice for a new owner ready to build on its solid foundation.