



# BUSINESS REPORT

Date: **11th December 2025**

Business Reference: **37294**

About the Business:

## Turnkey logistics and courier business with service contracts in place

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Well run, profitable courier and logistics business – Perfect for a hands-on owner

# Turnkey logistics and courier business with service contracts in place



Sector: **Services**

Asking Price:

R **7,000,000**

Monthly Profit:

R **188,876**

Asset Value:

R **2,922,000**

Stock Value:

R **190,000**

Yearly Net Profit :

R **2,266,512**



# Business Report

## Fully describe the business's activities?

This well-established courier business operates as a reliable and professional logistics partner, specialising in the transport and timely delivery of parcels, documents, and goods for a broad range of clients. With a reputation for speed, flexibility, and trustworthiness, the company has built a strong foothold in both the corporate and consumer delivery markets.

The business services a wide geographic area (countrywide), with options ranging from local same-day deliveries to regional next-day services. The company owns and manages a versatile fleet that includes bakkies and trucks, ensuring cost-effective delivery across different package sizes and service needs.

Clients include corporates, small to medium-sized enterprises (SMEs), e-commerce businesses, and individuals. The business thrives on repeat customers and steady growth in the online shopping and small parcel delivery segments.

## How does the business operate on a daily basis?

The courier business runs like a well-oiled machine, balancing fixed client commitments with flexible, on-demand service. Its success depends on real-time communication, route efficiency, customer service responsiveness, and consistent fleet readiness. With scalable operations and trained staff, the business is well-positioned for growth or acquisition.

## What Advertising/Marketing is carried out?

Apart from a basic Facebook page, very little marketing is carried out.

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

There are numerous opportunities including the negotiation of new service contracts, which the seller will discuss with interested buyers.

## What is the total staff complement?

The company employs 4 permanent drivers, as well as workshop and administrative employees. A full list of the staff, their functions, salaries and length of service is on file with Aldes.

### How involved is the Owner in running the business?

The owners play a central and hands-on role in the daily operations of the courier business. Their involvement spans multiple functions, which ensures smooth running, quality service delivery, and client satisfaction.

### When does the current lease end?

There is a currently a month-to-month arrangement in place, however, the landlord is amenable to negotiating a new lease agreement.

### What are the main assets of the business?

The main assets include vehicles, warehouse equipment, office furniture and equipment, and computers.

### Are any items not included in the sale?

All items reflected on the asset register are included in the sale.

### What is their overall condition?

Excellent. The assets have been well maintained. Minor vehicle services and repairs are carried out by the owners themselves.

### How have they been valued ?

The vehicles have been recorded at book value and other assets at fair second hand value.

### Which assets are on lease/HP and with whom?

The vehicles are on HP with different lenders, however, these will be settled in full by the seller.

## Strengths?

- The business has contracts in place with loyal, long-standing clients.
- Recurring commercial and private clients are retained through reliability and word-of-mouth, which minimises client acquisition costs.
- Well organised delivery routes and scheduling systems optimise fuel and time efficiency.
- A core team of experienced drivers and logistics staff ensures smooth operations.
- The business has a strong reputation for efficiency and safe handling of parcels, which enhances client trust and retention.
- They offer a range of services, including same-day delivery, scheduled courier runs and bulk parcel logistics.

## Weaknesses?

- Very little digital or traditional marketing has been undertaken, restricting visibility and potential growth.
- The brand lacks a strong online presence, such as SEO optimisation, active social media profiles, or digital advertising.

## Opportunities?

Numerous opportunities exist to grow this business, including:

- Digital transformation, and a professional online booking and tracking platform.
- Expansion into the e-commerce and on-demand delivery spaces would significantly boost revenues.
- There are a number of opportunities to formalise relationships with long-term service agreements.

## Threats?

Rising fuel and vehicle maintenance costs could impact profit margins.

## What is the reason for the sale?

The current owners have made a lifestyle choice to sell the business due to personal and family commitments. As parents of young children, they are finding it increasingly challenging to balance the demands of a courier business that operates on a 24/7 basis. The nature of the business requires constant availability, flexibility, and hands-on management, which has become difficult to sustain alongside their growing family responsibilities, and they would therefore like to pursue other opportunities.

The owners are committed to ensuring a smooth and thorough handover to the buyer to maintain service continuity and client satisfaction.