business
for sale



BUSINESS REPORT

Date: **5th November 2026**
Business Reference:**36163**

About the Business:

An all inclusive manufacturer of shopfittings, housefittings and customised furniture.

Predominantly a shopfitting company servicing the restaurant industry and custom-fitted offices. High-end Custom housefits and bespoke furniture are also part of the service offering. Their service is all-inclusive, enabling them to fulfill all interior needs from joinery, steel work, and upholstery even down to decorative details. They work closely with their clients to bring their vision to life. They are able to tailor

each facet of the product and offer guidance where needed. The combination of industry designers and expert carpenters allows them to produce a product that is of high quality, practical and stylish.

An all inclusive manufacturer of shopfittings, housefittings and customised furniture.



Sector: **Manufacturing**

Asking Price:

R 18,200,000

Monthly Profit:

R 545,215

Asset Value:
R 1,263,885

Stock Value:
R 800,000

Yearly Net Profit :
R 6,542,579

Business Report

Fully describe the business's activities?

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High-end custom house fits and bespoke furniture are also part of the service offering.
Their service is all-inclusive, enabling them to fulfill all interior needs from joinery, steel work, and upholstery even down to decorative details.
They work closely with their clients to bring their vision to life.
They are able to tailor each facet of the product and offer guidance where needed.
The combination of industry designers and expert carpenters allows them to produce a product that is of high quality, practical and stylish.

How does the business operate on a daily basis?

Quote, design, make, install.

Market split : 70% Restaurants ; 15% Offices : 15% Homes

What Advertising/Marketing is carried out?

Bi-weekly facebook and instagram posts. Mostly relationship based.

What competition exists?

Other shopfitters

How could the profitability of the business be improved?

Better store control, less wastage

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

Full list on file

Do any have management potential?

Yes, in their fields, but not general management.

How involved is the Owner in running the business?

Quite involved but not irreplaceable.

When does the current lease end?

Annual lease renewable every December

What are the trading hours?

7:30 - 4:30 -- 5 days a week

What are the main assets of the business?

Woodworking machinary and tools.
Motor vehicles
A full list on file.

Strengths?

• Custom Solutions: The business specializes in custom wooden furniture, kitchen fittings, cupboards, and shopfitting . This allows them to cater to specific client needs and preferences.
• High-Quality Craftsmanship: The company is known for its high-quality workmanship and attention to detail, which is highly valued by clients.
• Comprehensive Services: They offer a wide range of services, including joinery, steel work, and upholstery, making them a one-stop shop for interior needs
• Strong Client Relationships: Positive testimonials highlight their commitment to client satisfaction and ability to meet deadlines
• Steady Growth: The global furniture market is projected to grow significantly, driven by urbanization, increased disposable incomes, and evolving lifestyle preferences
• Diverse Product Range: The industry offers a wide range of products, from basic functional items to luxury and custom pieces

Weaknesses?

• Limited Online Presence: While they have a website, their online presence and digital marketing efforts appear limited, which could affect their reach and brand awareness.
• Geographical Limitation: Being based in Cape Town, their physical reach might be limited to the local area unless they expand their delivery and service areas.
• High Competition: The market is highly fragmented with numerous players, making it challenging for individual businesses to stand out . They have managed to stand out.
• Dependence on Economic Conditions: The industry is sensitive to economic cycles, with demand often fluctuating based on consumer confidence and spending power

Opportunities?

• Growing Demand for Custom Furniture: With increasing urbanization and a trend towards personalized home decor, there is a growing market for custom furniture solutions
• Expansion into E-commerce: Enhancing their online presence and offering online sales could significantly expand their market reach.
• Sustainability Trends: There is a rising demand for eco-friendly and sustainable furniture. They could capitalize on this by promoting sustainable practices and materials
Many designers looking for quality manufacturing businesses that are reliable with time and quality.

Threats?

• Economic Fluctuations: Economic downturns can affect consumer spending on non-essential items like custom furniture.
• Competition: The furniture industry is highly competitive, with many players offering similar products and services .
• Supply Chain Issues: Disruptions in the supply chain, such as material shortages or increased costs, could impact their production and profitability.

What is the reason for the sale?

The owner has built up sufficient asset value, through the business, to enable him to retire..