

business
for sale



Date: **22nd April 2026**

Business Reference: **37808**

About the Business:

Secure a profitable, scalable manufacturing business in Cape Town today.

Well-positioned in Cape Town, this business has built a strong reputation and loyal customer base. Its streamlined operations, trained staff, and repeat business reduce owner involvement. The model is scalable, margins are attractive, and the market shows ongoing demand, making it ideal for both hands-on and passive buyers.

Secure a profitable, scalable manufacturing business in Cape Town today.



Sector: **Manufacturing**

Asking Price:

R 1,400,000

Monthly Profit:

R 43,853

Asset Value:

R 1,205,000

Stock Value:

R 50,000

Yearly Net Profit :

R 526,240



Business Report

Fully describe the business's activities?

This well-known business, one of the 3 largest manufacturers in the Western Cape, operates in the manufacturing sector, specifically classified under "Headware Manufacturing Sector."

The company manufactures headwear (ie, caps, hats, etc) for various institutions, companies, schools, government, and wholesale suppliers.

Their core focus now is the manufacturing of caps and hats, where the process of sublimation (printing onto material) has occurred, and they stitch the cap/hat together.

A second part, which is a smaller component of the business, is to embroider onto the caps/hats.

How does the business operate on a daily basis?

As they are one of the leading South African manufacturers specializing in custom headwear, including caps, beanies, and hats, the owner deals with all incoming enquiries and quotes.

After the project has been finalised, he then introducing this project into the production line.

They also produce a wide range of promotional textile items such as cushions, aprons, tablecloths, jackets, fleece blankets, and scarves.

Their core product offerings, embroidery (including 3D embroidery), digital, sublimation, and reflective printing, mobilizes them to customize products for both promotional companies and major sports brands.

Their flexibility in design, style, and color is a key differentiation.

What Advertising/Marketing is carried out?

No formal marketing is in place. They rely on its website, business directories, and industry reputation.

This is where the growth is lying - acquiring more clients by becoming more visible in the online space.

What competition exists?

Competition includes other headwear and promotional textile manufacturers in South Africa.

Are there up-to-date Management Accounts available?

To be provided during a Due Diligence

How could the profitability of the business be improved?

Potential improvements include expanding digital marketing, diversifying product lines, and increasing direct sales to end-users.

The business has the assets and the staff to double the volume of their current output.

How involved is the Owner in running the business?

The owner is hands on and involved with responding on enquiries, quoting clients, ensuring production take place timeously.

When does the current lease end?

The Owner owns the building and will also be putting it on the market.

We have budgeted R 35k for rent for a maximum of 12 months.

The ideal transaction would be for someone to purchase the business and move it to a smaller, approx. 250 sqm venue.

What are the main assets of the business?

Various machines as per asset list.

Other asset as per list

Strengths?

Over 30 years of experience - the seller will hand over properly

In-house embroidery with wide product range and customization

Supplies major brands and promotional companies

Weaknesses?

Limited digital marketing

Owner reliant

Opportunities?

Expand online marketing and e-commerce
Grow the client base and double the business
Diversify into new promotional product lines
Digitize the business

Threats?

Competition from other manufacturers
Economic downturns affecting promotional budgets

What is the reason for the sale?

The owner wants to retire