

business
for sale



Date: **5th May 2026**

Business Reference: **38135**

About the Business:

Trusted name in modular PVC ceilings and interiors

PVC ceilings, flooring and wall systems continue to gain traction due to their affordability, low maintenance requirements, durability, and modern aesthetic appeal. Based in Mpumalanga, this business has a strong regional customer base, and exclusive supplier agreements.

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Sector: **Services**

Asking Price:

R 2,630,000

Monthly Profit:

R 63,737

Asset Value:

R 1,537,882

Stock Value:

R 170,000

Yearly Net Profit :

R 764,846



Business Report

Fully describe the business's activities?

This well-established interior finishing and décor business specialises in the supply and installation of modern finishing products for both residential and commercial clients. The business has positioned itself as a niche supplier within the growing home improvement and renovation market, offering a wide range of in-demand products including PVC ceilings, PVC wall panels, SPC flooring, artificial grass, decorative wall solutions, blinds, cornices, skirtings and related interior décor products.

The business has built a strong reputation for providing aesthetically appealing, low-maintenance, cost-effective alternatives to traditional building finishes. Its products are particularly attractive to homeowners, developers, contractors, and commercial clients seeking durable and modern finishing solutions.

A major competitive advantage of the business is its exclusive distributor arrangement with its primary supplier, which provides access to unique product lines and protects the business from direct local competition offering identical products. This exclusivity strengthens margins, enhances product differentiation, and creates a significant barrier to entry for competitors in the region.

The business benefits from multiple revenue streams through both direct product sales and installation services, allowing it to generate income from retail customers, contractors, developers and larger project-based work.

How does the business operate on a daily basis?

The business operates from a showroom where customers can view products, request quotations, and place orders. Daily activities typically include:

- Assisting walk-in and online enquiries
- Preparing quotations
- Managing product orders and stock levels
- Coordinating installations
- Handling supplier deliveries
- Managing project scheduling
- Overseeing installation teams
- Customer service and after-sales support

The operational model is straightforward and scalable, with systems already in place for quoting, procurement and project execution.

What Advertising/Marketing is carried out?

The business maintains an active and professional marketing presence across multiple channels to ensure consistent brand visibility and lead generation.

Digital marketing efforts include an established website, active Facebook and Instagram pages, and regular online engagement that showcases completed projects, new product offerings, and promotional content. Given the highly visual nature of the business, social media platforms serve as an effective tool for attracting new customers and generating enquiries.

In addition to its digital presence, the business advertises on radio and benefits from strong word-of-mouth referrals and repeat clientele built through quality workmanship and customer satisfaction.

The owners are also actively involved in local networking and business organisations, which has helped establish valuable relationships within the community and generate additional referral opportunities from contractors, developers, and other local businesses.

What competition exists?

The business operates within a competitive market that includes hardware retailers, flooring suppliers, ceiling installers, and general home improvement businesses that offer overlapping products or services.

However, direct competition is limited by the business's broad product offering, established reputation, and ability to provide both product supply and professional installation services under one roof.

A key differentiator is the business's exclusive distributor arrangement with its primary supplier, which gives it access to unique product lines that are not readily available to competitors in the area. This exclusivity significantly reduces direct product competition and strengthens the business's market position.

Additionally, the business has built strong brand recognition within its local market through consistent marketing efforts, networking relationships, and a proven track record of delivering quality products and workmanship.

How could the profitability of the business be improved?

There are several clear opportunities to further improve profitability and scale the business under new ownership:

- Expand installation capacity: Increasing the number of installation teams would allow the business to complete more projects simultaneously and reduce delays during peak demand periods.
- Grow commercial and contractor relationships: Securing larger contracts with property developers, builders, estate agents, and commercial property owners could generate higher-volume recurring work.
- Increase digital marketing efforts: Greater investment in Facebook, Instagram, Google advertising, and online lead generation could significantly increase customer enquiries and sales.
- Expand geographic reach: The business could broaden its footprint into neighbouring towns and regions where demand exists for its products and services.
- Introduce additional complementary product lines: Leveraging the existing customer base by adding related décor and finishing products could increase average transaction values.
- Strengthen e-commerce capabilities: Developing online ordering functionality could create an additional revenue stream and allow the business to sell products beyond its immediate geographic area.
- The seller Leverage exclusive supplier relationships: Further negotiating favourable pricing or expanding exclusive product offerings could improve gross profit margins while maintaining a competitive advantage.

The business already has a strong foundation in place, and a hands-on owner or strategic investor could unlock significant additional growth.

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

The business is supported by a stable and experienced team that manages the day-to-day operations efficiently, allowing for smooth workflow across sales, administration, stock control, and installations.

The current owner remains actively involved in overseeing the financial management of the business, including daily payments and financial administration, while also assisting with installation quotations when required.

Key staff members include:

Shop Manager (4 years): Responsible for ordering stock, expediting supplier deliveries, managing stock on hand, and assisting with quotations and invoicing.

Sales Administrator (6 years): Handles customer quotations, invoicing, sales support, and general showroom administration.

Operations Manager (3 years): Oversees installation teams and conducts site measurements for quotations.

Driver / General Assistant (1 year): Responsible for deliveries and general operational support at the business premises.

The experienced team structure provides continuity and ensures that much of the daily operational workload is already delegated, creating a manageable transition for a new owner.

When does the current lease end?

The current lease expires in June 2026. The landlord, however, is amenable to negotiating a new lease under terms no more onerous than the current lease.

What are the trading hours?

Weekdays 8:00 to 16:30
Saturdays 9:00 to 13:00
Sundays and public holidays - closed

What are the main assets of the business?

A full list of the assets is on file with Aldes, however, the main assets comprise the following:

- Computer systems (work stations)
- Furniture and fittings
- Tools
- Vehicles

Strengths?

- Exclusive distributor arrangement
- Diverse, niche product range
- Multiple income streams
- Established reputation
- Strong margins on specialised products
- Growing industry demand

Weaknesses?

- Installation scheduling can become capacity constrained during peak periods
- Some reliance on supplier relationships

Opportunities?

- National e-commerce expansion
- Commercial contracts
- Property developer partnerships
- Product line expansion

Threats?

- General economic slowdowns impacting discretionary renovation spending
- New competitors entering the market

What is the reason for the sale?

The seller is relocating.