business
for sale



BUSINESS REPORT

Date: **5th November 2026**
Business Reference:**37813**

About the Business:

Premium South African Logistics Business for Sale

This is a freight‑forwarding and customs‑clearing company that provides end‑to‑end global logistics solutions, including sea and air freight, international forwarding, customs clearance, project management, and warehousing.

Premium South African Logistics Business for Sale



Sector: Services

Asking Price:

R 28,000,000

Monthly Profit:

R 988,797

Asset Value:
R 3,126,635

Stock Value:
R 0

Yearly Net Profit :
R 11,865,566

Business Report

Fully describe the business's activities?

This logistics company provides an end-to-end solution, and they are a respected and accredited customs-clearing agent and freight-forwarder.

They have a Forwarding department, handling international in and outbound logistics, cross trade and project cargo. The company has long term affiliations with strong network partners and has network awards for excellence service as and African Network partner.

They offer Marine Insurance, Project Management and Warehousing. The further have a Trade Finance option as well. The have achieved AEO accredited offering customers a seem-less service on the international forwarding and clearing..

How does the business operate on a daily basis?

Daily business operations involve a continuous cycle of activities designed to create value, generate revenue, and ensure efficiency. Core daily functions include tracking of indents in the supply chain, sales and marketing, customer service, and financial tracking. These activities are guided by standardized procedures (SOPs) to ensure consistency, quality, and compliance.

Each department, forwarding, customs, operations is governed by strong business system, strong experienced operational team and overseen by experience management team.

What Advertising/Marketing is carried out?

Advertising and marketing encompass a wide range of strategic activities designed to increase brand awareness, attract customers, and generate sales. These activities are broadly divided into digital (online) and traditional (offline) channels, often used together to form an integrated, "through-the-line" (TTL) strategy.

Network partners, other customers, social media and a constant focus on branding and customer awareness.

What competition exists?

The are based in Gauteng and operates in the competitive logistics and freight forwarding sector, specialising in international forwarding, customs clearance, and project management. They compete with numerous regional and global logistics firms operating within South African ports and transport corridor.

How could the profitability of the business be improved?

By expanding further into Africa beyond the SADC region
Attending more freight conferences
Employing sales staff with expertise and managing deliverables.
Create more strategic partnerships.

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

Drivers- 3
Customs department - 3
Operational controllers- 6
Accounts - 3
Management staff- 3
Directors - 3
Sales / Servicing - 1
Receptionist and cleaning - 2

Do any have management potential?

Yes

How involved is the Owner in running the business?

The business is owner operated and run, but they have management structures in place and can be away for extended times

When does the current lease end?

Open ended

What are the trading hours?

From 08h00 to 16h30 weekdays and weekends only when required.

What are the main assets of the business?

Vehicles
Forklifts
Loading dock
Office requirements
Full details as per a running business
Full asset register available

Strengths?

Established Reputation: Operating for decades with strong brand recognition in South Africa and international markets.

Global reach with international networks

Comprehensive Service Offering: End-to-end logistics including sea & air freight, customs clearance, warehousing, project management, and marine insurance.

Owner-Managed: Hands-on leadership ensures personalized service and agile decision-making.

Client-Centric Culture: Proven ability to adapt solutions to individual business needs, fostering long-term relationships.

Strategic Affiliations: Active member of global logistics networks, enhancing credibility and reach.

Weaknesses?

Limited Digital Footprint: Website and online presence could benefit from enhanced SEO and digital marketing.

Opportunities?

Expansion into African Trade Corridors: Leverage regional expertise to grow cross-border logistics in SADC and beyond.

Technology Integration: Invest in logistics tech platforms for tracking, automation, and client engagement.

Strategic Partnerships: Collaborate with e-commerce platforms, manufacturers, and more global freight networks.

Green Logistics: Position as a sustainable freight leader through carbon offset programs and eco-friendly warehousing.

Threats?

Regulatory Changes: Shifts in customs and trade policies could impact operations and compliance costs.

Market Competition: Increasing presence of global logistics players in South Africa.

Economic Volatility: Currency fluctuations and fuel price instability may affect margins.

What is the reason for the sale?

Owners are retiring