

business
for sale



Date: **7th July 2026**

Business Reference: **38275**

About the Business:

Established Pest Control & Hygiene Business for Sale – 20 Years' Industry Experience

An excellent opportunity to acquire an established South African pest control and hygiene services business with more than 20 years' industry experience. The business services both residential and commercial clients and offers a broad range of pest control, hygiene, deep cleaning, and preventative maintenance solutions. With a strong reputation for professional service, tailored customer solutions, and

reliable technical expertise, this business is well positioned for continued growth in the Gauteng and Mpumalanga markets. The business promotes itself as a South African company with over three decades of expertise in hygiene and pest control, serving clients in Gauteng and Mpumalanga.

Established Pest Control & Hygiene Business for Sale – 20 Years' Industry Experience



Sector: **Services**

Asking Price:

R 830,000

Monthly Profit:

R 33,281

Asset Value:

R 142,600

Stock Value:

R 10,000

Yearly Net Profit :

R 399,370



Business Report

Fully describe the business's activities?

The business provides comprehensive pest control, hygiene and sanitation services to commercial, industrial and residential clients. Services include pest control treatments, deep cleaning and sanitation, hygiene dispenser installation and maintenance, femcare waste management services, pre-occupational deep cleaning and ongoing hygiene servicing. All services are delivered by trained personnel and supported by service reports and treatment documentation. The business plays an important role in maintaining clean, safe and compliant environments while benefiting from recurring revenue generated through long-term service agreements

How does the business operate on a daily basis?

Daily operations are centred around scheduled service visits, customer communication and administration. Staff complete planned service routes and attend to client requirements, while management oversees scheduling, quotations, client relationship management and quality control. Detailed job cards and treatment reports are completed after each service visit, ensuring consistency, accountability and high service standards. Established procedures allow the business to operate efficiently and provide reliable service to its growing client base.

What Advertising/Marketing is carried out?

Marketing activities currently include branded service vehicles, company brochures and referral-based business development. Historically, the business has relied predominantly on its reputation and customer referrals rather than active marketing campaigns. This presents a significant opportunity for growth through digital marketing, search engine optimisation, social media campaigns and targeted sales initiatives

What competition exists?

The business operates within a competitive industry that includes both national and regional pest control and hygiene service providers. Despite this, the company has successfully maintained a loyal client base through responsive service, long-standing customer relationships, personalised attention and consistent service quality. The business competes effectively through its reputation, reliability and proven service delivery record

How could the profitability of the business be improved?

The business offers several opportunities to further improve profitability, including:

- Securing additional recurring service contracts.
- Introducing structured sales and business development activities.
- Expanding the business's digital marketing presence.
- Cross-selling pest control, hygiene and sanitation services to existing clients.
- Expanding into additional geographic areas.
- Increasing market penetration within the commercial sector.

Historically, growth has been driven primarily through referrals and reputation, leaving substantial room for expansion under a more proactive marketing and sales strategy

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

1) General Worker, Driver as well as Pest Control Assistant.

Responsible for general operational support, transporting staff and equipment, and assisting with pest control services across client sites.

2) General Worker and Team Leader.

Length of Service: 9 Years

Key Responsibilities:

- Lead and supervise hygiene service teams on client sites.
- Manage and oversee pre-occupational deep cleaning projects.
- Perform deep cleaning services.
- Replenish soap dispensers and air freshener systems.
- Service and maintain feminine hygiene (sanitary) disposal units.

Do any have management potential?

Yes, the Team Leader has management potential.

How involved is the Owner in running the business?

The owner remains involved in overseeing administration, client relationships and general business management. However, the business benefits from experienced staff, established systems and proven operating procedures, enabling day-to-day service delivery to continue with limited owner dependence. This creates flexibility for either an owner-operator or an investor seeking a manageable service business.

When does the current lease end?

The business currently operates from a home-based office, resulting in exceptionally low overhead costs. The premises consist of office space, secure parking for service vehicle and storage facilities for equipment and consumables. This operating model offers flexibility and contributes positively to profitability.

What are the main assets of the business?

The main assets of the business consist of a vehicles, cleaning equipment, hygiene stock, pest control equipment, access equipment as well as office equipment.

Strengths?

- Established operating history of almost 20 years.
- Strong reputation and loyal customer base.
- Recurring revenue from long-term contracts.
- Experienced and loyal staff.
- Low-overhead home-based operating model.
- Strong service offering across hygiene, sanitation and pest control sectors.
- Attractive profitability and return on investment.
- Established operating systems and reporting procedures

Weaknesses?

- Limited digital marketing presence.
- Business growth historically dependent on referrals.
- Small operational team.
- Limited formal sales infrastructure

Opportunities?

- Expand digital marketing activities.
- Appoint dedicated sales resources.
- Increase contract client base.
- Expand geographical footprint.
- Introduce additional hygiene and sanitation solutions to existing clients.
- Increase market share in the residential segment.

Threats?

- Competition from larger national operators.
- Rising fuel, labour and chemical costs.
- Economic conditions impacting client spending.
- Continued pressure from aggressive competitors in the sector.

What is the reason for the sale?

The owner is relocating and has therefore elected to dispose of the business. The decision is not driven by operational or financial challenges. The business continues to trade profitably, maintains strong customer relationships and offers an incoming owner a solid platform for future growth