business
for sale



BUSINESS REPORT

Date: **5th November 2026**
Business Reference:**37868**

About the Business:

Quality Concrete Bricks,Paving and Block Manufacturing Business

A well-established concrete products manufacturer, strategically positioned within a high-growth regional construction corridor, offers an opportunity to acquire a business operating at a critical point in the building supply chain. The business currently achieves annual revenue of approximately R21 million, underpinned by consistent demand from ongoing residential, commercial, and infrastructure development.

In addition, a recently secured contract is expected to contribute a further ±R10 million in turnover over the next 12 months, providing strong forward visibility of revenue. Although the reported financial results reflect relatively modest profitability, this is largely attributable to cost classification and presentation factors, where certain production-related costs have been recorded as operating expenses rather than cost of sales. This creates a distorted view of margins and overall operating efficiency. On a normalised basis, and after adjusting for discretionary owner extraction, the business generates approximately R3.0 million in EBITHA on an owner-operator basis, providing a clear and defensible representation of its underlying earnings capability. The combination of: An established revenue base Secured additional contract-driven turnover Identified financial normalisation adjustments positions this opportunity as a compelling acquisition with both visible earnings and near-term growth potential. A prospective buyer will benefit from: Immediate access to a robust, demand-driven construction market A business with proven production capacity and established infrastructure Forward revenue visibility through newly awarded contracts The ability to unlock further value through cost optimisation and improved working capital management In summary, this opportunity represents a fundamentally sound industrial operation with confirmed demand, identifiable earnings of approximately R3.0 million per annum, and a clear pathway to short-term growth and operational enhancement.

Quality Concrete Bricks,Paving and Block Manufacturing Business



Sector: **Manufacturing**

Asking Price:

R 7,622,324

Monthly Profit:

R 250,616

Asset Value:
R 2,608,820

Stock Value:
R 3,100,000

Yearly Net Profit :
R 3,007,395

Business Report

Fully describe the business's activities?

A well-established concrete products manufacturer, strategically positioned within a high-growth regional construction corridor, offers an opportunity to acquire a business operating at a critical point in the building supply chain.
The business currently achieves annual revenue of approximately R21 million, underpinned by consistent demand from ongoing residential, commercial, and infrastructure development. In addition, a recently secured contract is expected to contribute a further ±R10 million in turnover over the next 12 months, providing strong forward visibility of revenue.
Although the reported financial results reflect relatively modest profitability, this is largely attributable to cost classification and presentation factors, where certain production-related costs have been recorded as operating expenses rather than cost of sales. This creates a distorted view of margins and overall operating efficiency.
On a normalised basis, and after adjusting for discretionary owner extraction, the business generates approximately R3.0 million in EBITHA on an owner-operator basis, providing a clear and defensible representation of its underlying earnings capability.
The combination of:

An established revenue base
Secured additional contract-driven turnover
Identified financial normalisation adjustments

positions this opportunity as a compelling acquisition with both visible earnings and near-term growth potential.
A prospective buyer will benefit from:

Immediate access to a robust, demand-driven construction market
A business with proven production capacity and established infrastructure
Forward revenue visibility through newly awarded contracts
The ability to unlock further value through cost optimisation and improved working capital management

In summary, this opportunity represents a fundamentally sound industrial operation with confirmed demand, identifiable earnings of approximately R3.0 million per annum, and a clear pathway to short-term growth and operational enhancement.

How does the business operate on a daily basis?

The business operates as a streamlined, production‑focused manufacturing facility with established processes that ensure consistent product quality and reliable fulfilment of customer orders. Daily operations are centred around the efficient use of the upgraded plant and machinery, supported by experienced staff and a well‑defined workflow.

1. Production Workflow
Each morning begins with the preparation of raw materials—cement, stone, and sand are measured and loaded into the mixers.
The modern block‑making and paving machines run throughout the day, producing a range of concrete products according to scheduled demand.
Finished products are transferred to curing areas, where they remain for the required period before being moved to stockpiles.
The newly added in‑house testing facility is used regularly to verify product strength, consistency, and compliance.
2. Quality Control
Products are tested and inspected daily to ensure batch consistency.
Any variances are addressed immediately through adjustments in the mix or production settings.
3. Sales & Customer Interaction
A dedicated salesperson manages customer enquiries, quotations, order confirmations, and relationship maintenance.
Orders are planned in advance and allocated into the production schedule to ensure timeous fulfilment.
The business currently relies on a mix of repeat clients and incoming queries, with capacity for more proactive outreach.
4. Dispatch & Deliveries
Delivery vehicles are loaded and dispatched throughout the day according to customer requirements.
Most deliveries are local or regional, enabling quick turnaround times and reliable service.
The logistics team manages routing, loading, and delivery documentation.
5. Yard & Inventory Management
Staff monitor stock levels of raw materials and finished products.
The yard is organised into dedicated storage bays to ensure efficient handling and easy access for loading.
6. Administration & Oversight
The owner oversees financial management, purchasing, and general operations.
Daily tasks include managing supplier orders, monitoring cash flow, reviewing production output, and addressing operational needs.
Staff scheduling, maintenance planning, and compliance checks form part of normal weekly routines.

What competition exists?

The business operates within a competitive but stable segment of the construction materials industry. Several other manufacturers supply concrete blocks and paving products in the broader region, although many serve different sub‑markets or operate at varying scales. Competition is primarily based on product quality, pricing, delivery reliability, and lead times.

Despite the competitive landscape, this business has secured a strong and defensible position through its long-standing presence, consistent manufacturing standards, and established customer relationships. Many buyers return regularly, preferring the dependable quality and service the business provides over cheaper or less consistent alternatives.

The business also benefits from local proximity to construction sites and towns in the region, offering shorter delivery distances and faster turnaround times than some competitors located further away. This geographic advantage, combined with a reputation built over many years, places the business in a favorable market position with steady and predictable demand.

Overall, the business is well‑entrenched in its market, with opportunities to strengthen its competitive position further by expanding its product range, increasing production capacity, or extending distribution into neighbouring areas.

When does the current lease end?

The Seller is the owner of the property. The buyer can buy or lease the property. The price of the property can be negotiated.

What are the main assets of the business?

The business's key assets consist of a fully modernized production plant, with the majority of machinery being only one year old. The current owner has invested significant capital to upgrade and upscale the facility, resulting in a highly efficient and reliable operation.

Upgrades include new or refurbished block-making machinery, mixers, moulds, and handling equipment, all in excellent mechanical condition with minimal wear. The plant has also been enhanced with its own in-house product testing facility, ensuring consistent quality control and compliance with industry standards.

In addition to the production equipment, the business includes a fleet of delivery vehicles, which support daily logistics and enable efficient distribution to customers in the region. These vehicles form an essential part of the operation's service offering and contribute to its strong reputation for reliability and fast turnaround times.

Overall, the asset base is modern, well-maintained, and designed for high-volume output, significantly reducing future capital expenditure requirements and positioning the business for scalable growth.

Strengths?

Long-established operation with a solid reputation for product quality and reliability
Well-equipped facility capable of supporting high-volume output
Excess production capacity already available within existing infrastructure
Strong base of repeat customers and stable demand from the regional construction sector
Experienced staff across production, yard operations, and sales
Strategic location allowing fast delivery to nearby towns and construction sites

Weaknesses?

Sales function requires strengthening to fully leverage market opportunities
Limited marketing presence, creating low visibility outside the current customer base
Dependence on regional construction activity for consistent order flow
Production volumes not yet optimised relative to available plant capacity

Opportunities?

Increase utilisation of existing infrastructure to expand production without major capital investment
Strengthen and professionalise the sales and marketing function to boost new customer acquisition
Introduce additional product lines or complementary precast items
Expand delivery reach to surrounding regions and high-growth construction zones
Formalise supply agreements with hardware stores, contractors, and developers
Leverage digital marketing to enhance visibility and generate new leads

Threats?

Competitive pressure from other concrete or clay block producers in the region
Fluctuations in raw material costs (cement, aggregates) affecting margins
Economic slowdowns or shifts in the construction sector impacting demand
Possible new entrants or low-cost producers in nearby areas
Machinery downtime if not properly maintained (though current maintenance appears adequate)

What is the reason for the sale?

Owner want to retire and scale down