



	<b>Business for Sale Listed on: 2023/05/31 Fred Broom 082 583 4851</b>					
<b>Business Profile :</b>						
<b>Main Business Activity:</b>	<b>MANUFACTURING OF CEMENT BRICKS AND PRODUCTS</b>					
<b>FBI Reference Number:</b>	<b>Bri112-0</b>					
<b>Industry Sector:</b>	<b>Cement Products for Building and Allied Sectors</b>					
<b>Business Description:</b>	<p><b>BRIEF OVERVIEW -</b></p> <ul style="list-style-type: none"> <li>• This long established Manufacturer offers a vast array of sustainable masonry products such as bricks, blocks, maxis, bond paving, interlocking pavers etc;</li> <li>• Their Production capacity is - 130 000 bricks or 70 000 pavers or 1 500 pallets of hollow blocks per 9-hour shift (depending on product size)</li> <li>• Their highly sustainable cement products include Blocks, as well as Maxis and Cement Imperial Bricks, made to standard specifications.</li> <li>• All their paving and other products are tested and approved by a testing facility situated on their premises. This assures customers that they are getting high strength and heavy-duty masonry products.</li> <li>• With great integrity, they offer customers a long-term business relationship with competitive pricing and their vision and mission are to provide clients with a one-stop shop, peace of mind and best quality cement products.</li> </ul>					
<b>Location:</b>						
<b>Country and Province:</b>	<table border="1"> <tr> <td><b>Country:</b></td> <td><b>South Africa</b></td> </tr> <tr> <td><b>Province</b></td> <td><b>Western Cape</b></td> </tr> </table>	<b>Country:</b>	<b>South Africa</b>	<b>Province</b>	<b>Western Cape</b>	
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<b>Province</b>	<b>Western Cape</b>					
<b>City / Town:</b>	<b>Cape Town</b>					
<b>Location / Area:</b>	<b>Industrial Area</b>					
<b>Asking Price:</b>						
<b>Currency:</b>	<b>ZAR – South African Rand</b>					
<b>Asking Price:</b>	<b>R17.5 million</b>	<b>Consists mainly of Fixed Assets/goodwill</b>				
<b>Inventory</b>	<b>R 2,500,000 (excluded <input checked="" type="checkbox"/> or included <input type="checkbox"/>)</b>					

<b>Flexibility about Price/Negotiability:</b>	<b>The asking price is marginally negotiable and includes As conservative value of fixed assets - stock of R2.5 million is added on. *The final price will be determined by adding the final value of the stock on hand as at take-over date.</b>			
<b>Financial Information:</b>				
<b>Turnover:</b>	Annual: R	20,000,000	Monthly ave per month: R	1,667,000
<b>Gross Profit %/Markup %:</b>	Gross Profit %	40 %	Markup %	167%
<b>Owner's Profit: EBITDO – before Interest, Tax, depreciation and Owner's drawings</b>	Annual: R	2,400,000	Monthly ave per month: R	200,000
<b>ROI %:</b>	13,7	% per annum		
<b>Other Information :</b>				
<b>Total Number of staff:</b>	<b>TOTAL STAFF</b>	<b>Monthly Staff:</b>	<b>Weekly Staff:</b>	<b>Casual Staff:</b>
	76	4	35	37
<b>Year Established/Acquired by present owner:</b>	<b>Year Established</b>	1989	<b>Acquired by present owner</b>	1989
<b>Ownership:</b>	<b>Sole Proprietor</b>	<b>Partnership</b>	<b>Pty Ltd</b>	<b>Close Corporation</b>
	-	-	-	X
<b>Potential to Relocate:</b>	<p><b>Level of relocating</b></p> <p>High <input type="checkbox"/> <b>Highly portable. Business not bound to any area.</b></p> <p>Medium <input type="checkbox"/> <b>Can be relocated with very little disruption</b></p> <p>Low <input checked="" type="checkbox"/> <b>Relocation is possible, but not advised.</b></p> <p>Zero <input type="checkbox"/> <b>Business cannot be relocated</b></p>			
<b>Additional Information :</b>	<b>DISCLAIMER REGARDING INFORMATION -</b>			
	<ul style="list-style-type: none"> <li>No representations or warranties, expressed or implied, is given as to the accuracy or completeness of the contents of this profile.</li> <li>The only representations and warranties that will be made are those that may eventually be included in a definitive agreement to the proposed sale of the vendors' interests in the business.</li> </ul>			

- *Neither this profile nor any of the information contained in it shall form the basis of any contract for such sale, nor does it constitute an offer, invitation or inducement to purchase or acquire any shares in the business or any interest in it.*

### GENERAL INFORMATION -

- Operating from a 19 000m<sup>2</sup> leased property, their manufacturing capability is about 10 000 tons of Products per month.
- This Manufacturer identified the need to provide equal opportunities for all within South Africa; so through transformation and skills development they have undertaken to impart skills and knowledge to their previously disadvantaged staff members.

### FINANCIAL INFORMATION -

- Detailed financials will be made available to approved buyers in terms of the signed confidentiality agreement (NDA) and all the information can be verified.
- The financial information reflected above is based on Turnover, gross profit, Operating expenses and owners costs, and the EBITDO has been based on the financials provided for the year ended 28<sup>th</sup> February 2022/2023 and extracted from the audited financials and management accounts.

### POTENTIAL -

- This well-managed business is highly respected and known for quality products and service
- The production facilities can double the output - without the constraints of load-shedding!
- Suitable for a hands-on entrepreneur and or experienced operator in the construction industry.
- This opportunity is also suitable for a Corporate entity seeking to expand their offering in an Allied industry.

### REASON FOR SELLING -

- The Seller is retiring.

### HANDOVER -

- The Seller is prepared to assist the buyer for a short hand-over period, subject to an agreed arrangement.

### PROOF OF FUNDING REQUIREMENT -

- *Interested parties **MUST** be able to demonstrate that they have access to the required funds to finance a cash transaction purchase. In terms of the Broker's mandate, the Seller will not entertain any discussions, or consent to provide any details or documentation; or accept any offer unless you first meet this criteria. The Potential Buyer will need to provide proof of these financial requirements in your initial enquiry.*

**CONFIDENTIALITY-**

- **FULL DETAILS WILL ONLY BE PROVIDED BY THE APPOINTED BROKER SUBJECT TO SIGNING A CONFIDENTIALITY AGREEMENT (NDA), COMPLETING A BUYER PROFILE FORM AND SUBMITTING THE REQUIRED FORMS TO THE BROKER.**

**Gallery/Collage:**

**Note:** The images and the content therein, may be provided as examples in terms of the level of confidentiality, requested by the Seller.

