

Khwela Freight (Pty) Ltd

Last-mile furniture and appliance delivery · Pinetown, KwaZulu-Natal

BUSINESS PLAN

REGISTRATION NO. 2026/418260/07

EXECUTIVE SUMMARY

Khwela Freight will run a single 1.5-ton bakkie doing same-day furniture and appliance deliveries for independent stores and online sellers around Durban. The founder, Sipho Zondi, spent eleven years driving and managing deliveries for a furniture retailer and is bringing two of those store relationships with him. The business needs R75,000 upfront, breaks even at about 77 deliveries a month, and adds a second vehicle in month 10 if the first runs above 80% booked.

THE BUSINESS

A private company with one director and shareholder, Sipho Zondi (100%), registered with CIPC and registered for UIF and COIDA as the first assistant is hired. Goods-in-transit cover of R30,000 per load and public liability cover are in place before the first paid delivery; the two anchor stores require proof of both.

MARKET AND CUSTOMERS

Independent furniture and appliance stores in Pinetown and Westmead sell delivery but do not want to own vehicles; the big couriers will not take a two-man couch delivery up three flights of stairs. Marketplace sellers moving bulky secondhand items have the same problem on a smaller scale. Two stores the founder delivered for have agreed to trial Khwela at three booked days a week between them. The rest of the demand comes through store WhatsApp groups and Facebook Marketplace sellers, where a reliable two-man crew with GIT cover is rare.

SERVICES AND PRICING

SERVICE	SCOPE	PRICE
Metro delivery	Within 25 km, two-man crew, ground or stairs	R420 per delivery
Extended delivery	Beyond 25 km	R420 plus R9 per km
Day hire	Bakkie, driver and assistant, 08:00-17:00	R3,200 per day

OPERATIONS

One used Hyundai H-100 with canopy, straps and blankets, tracked and insured. The founder drives; one assistant is hired from day one at the wholesale and retail sectoral wage plus a per-delivery bonus. Bookings run through WhatsApp Business with a shared calendar, and every delivery is photographed on handover. Maintenance is budgeted monthly, not deferred: the vehicle is the business.

THE MONEY

STARTUP COST	AMOUNT
Used H-100, deposit (balance financed at R4,850 per month)	R38,000
Canopy, straps, blankets and trolley	R6,200
Tracker installation	R1,900
Branding and decals	R3,800
Working capital: first month fuel, wages and premiums	R25,000
Total	R74,900

Fixed costs are about R32,000 a month: vehicle instalment, insurance and GIT premiums, assistant's wage, phone and data, and a founder's draw of R14,000. At an average of R420 a delivery that is roughly 77 deliveries a month to break even, or a lighter mix of ten day-hires and 40 deliveries. The two anchor stores alone are expected to cover about 60% of that from month one.

First year

- Month 1: anchor stores live, GIT and liability cover in place
- Month 4: break-even month recorded
- Month 10: second bakkie if utilisation holds above 80%

Main risks

- Vehicle off the road; mitigated by a maintenance budget and a standing short-term rental arrangement
- Anchor store churn; no client to exceed half of monthly revenue after month 6
- Fuel price spikes; extended-delivery rate reviewed quarterly