

business
for sale



Date: **12th March 2025**
Business Reference: **36696**

About the Business:

Excellent old School Aquatic Petshop - 20 years old

This aquatic petshop also sells other products but 80 % of its sales are aquatic of nature. Well established with low staff component. Ideal location

Excellent old School Aquatic Petshop - 20 years old



Sector: **Retail**

Asking Price:

R 1,295,000

Monthly Profit:

R 48,780

Asset Value:

R 250,000

Stock Value:

R 200,000

Yearly Net Profit :

R 585,365



Business Report

Fully describe the business's activities?

This well-established pet shop has been in existence for more than 20 years. Their core clientele would be aquarium owners, and their sales are predominately aquatic pets that include fish, tanks, and all other related products. (80 %)
They also sell dog and cat-related products and food, around 10 % of their sales.
The balance is birds, bird feeds, hamsters, smaller animals, etc.

How does the business operate on a daily basis?

The owner is not involved at all in the business. An owner-operator who gets to know the clients and their needs, understands the market, and interacts with it will add turnover to the bottom line.

They currently have three staff members who work retail hours (7 days a week) on shifts.

The business needs at least one person on the floor and one as a cashier.

What Advertising/Marketing is carried out?

The business had a website, but it has not been online for a while.
It can become an online store, and the buyers can take the domain over and start the website up again.

What competition exists?

Another pet shop in the mall sells high-end dog and cat products.
A similar old school type petshop, like this one, is approx 10km away

How could the profitability of the business be improved?

Online Website
More Marketing
Owner Involvement

Do any have management potential?

The one guy can take on more responsibility

How involved is the Owner in running the business?

The owner or his wife pops in for maybe 1 - 2 hours per week if needed
His wife runs the Facebook Page and posts.

When does the current lease end?

The lease gets typically signed on a 3-year basis.
The current lease was signed in October 2024.

What are the trading hours?

Weekdays 09:00 -18:00
Saturdays: 09:00 -16:00
Sundays 09:00 -13:00

The staff works 6 days per week - every second week extra day off.
They earn fixed salaries

What are the main assets of the business?

Shelving
Inverter and Battery
POS System that updates stock and tracks sales of products - all bar code scanned
Computers
CCTV Cameras

Strengths?

Niche Environment
Well established for longer than 20 years
Closes competitor 10 km away

Weaknesses?

No real owner involvement

Opportunities?

Online Store
More Marketing
Diversifying into more animals and the sale there off

Threats?

None perceived

What is the reason for the sale?

The owner wants to emigrate to Ireland