

business
for sale



Date: **2nd August 2025**

Business Reference: **37344**

About the Business:

Petstore - Western Cape

Selling price: R3 million including stock Average monthly net profit: 65K Long established offering pet food, treats, chews, grooming products, toys, accessories Trusted name and premium products Comprehensive product range Seamless operations with solid POS and inventory system Excellent supplier relationships in place

Petstore - Western Cape



Sector: **Retail**

Asking Price:

R 2,800,000

Monthly Profit:

R 65,189

Asset Value:

R 1,688,103

Stock Value:

R 200,000

Yearly Net Profit :

R 782,266



Business Report

Fully describe the business's activities?

Business Activities

Provides both physical retail outlets and an online store, offering a comprehensive range of pet products and services:

- Pet Food: Supplies for dogs, cats, birds, fish, and small animals, featuring brands like Montego, Jock, Complete, Daro Pet Products, and M-Pets.
- Treats & Chews: Offers a variety of treats, including venison-based products like frozen raw bones, windpipes, and food sprinkles.
- Accessories & Toys: Provides collars, leashes, beds, grooming tools, and toys for various pets.
- Bird Supplies: Stocks birdseed and suet treats to support wild and domestic birds.
- Special Promotions: Regularly offers discounts and promotions on various products.

How does the business operate on a daily basis?

Retails pet food and pet related products

What Advertising/Marketing is carried out?

Very little, I do my own

What competition exists?

Very little around me

How could the profitability of the business be improved?

More advertising

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

They have been with me since I have taken over the store.

The one lady has been there for 12 years prior to that

And the one guy has been there for 6 years prior to that

Do any have management potential?

Yes

How involved is the Owner in running the business?

100%

When does the current lease end?

April 2026

What are the trading hours?

9-6 but the mall / center allows from 8 till 8

What are the main assets of the business?

Tangible Assets (Physical Assets):

- Inventory (Stock) – Pet food, toys, accessories, grooming products, cages, and live animals
- Store Fixtures & Equipment – Shelving, display racks, checkout counters, refrigeration units (for frozen pet food), and enclosures.
- Point of Sale (POS) System – Cash registers, barcode scanners, and receipt printers.
- Furniture & Decor – Office desks, chairs, signage

Strengths?

Local Brand Recognition: Well known and supported and growing online across the Western Cape.

Wide Product Range: Offers food, toys, accessories, grooming products for a variety of pets.

Delivery Service: Fast, local delivery (same-day or next-day)

Customer Service: Friendly, personalized service that builds customer loyalty.

Established Locations: physical store increase visibility and trust.

Modern Branding: Strong identity with bold design and custom content

Weaknesses?

Limited National Reach: Delivery is mostly Western Cape-based, which limits nationwide scaling.

Inventory Costs: Wide product range can tie up capital in stock.

High Dependence on Card Sales: While convenient, it's vulnerable to bank outages or POS issues.

Opportunities?

Pet Services Expansion: Grooming, training, or mobile pet spa services could boost revenue.

Private Label Products: Launching own line of treats or accessories would increase margins.

Partnerships: Work with vets, shelters, or pet influencers for exposure and credibility.

Subscription Boxes: Monthly pet boxes could lock in recurring revenue.

Social Media & Content: Educational or fun content could further boost community engagement.

Threats?

Large Retailers & Online Giants: Competing with Takealot, Checkers Petshop Science, and big box chains on price.

Economic Pressure: Rising costs could affect consumer spending on non-essentials like treats and toys.

Supply Chain Disruptions: Delays in deliveries of pet food or accessories impact stock levels.

Local Competition: Other niche pet shops or grooming salons entering the same delivery areas.

What is the reason for the sale?

I've grown this business into a well-established, locally loved brand with a successful store and an online platform. While I'm proud of what it's become, I'm ready to explore new ventures and focus on other personal or business goals. I believe the business is perfectly positioned for someone to take it even further—whether that's expanding into new areas, adding services, or scaling the online store nationally. It's the right time to hand it over to someone with fresh energy and vision.