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**ID#: PET019**

***FOR SALE:* Custom Made to Order Pet Nutritional Treats & Pet Supplements**

*17,000 sq. ft. location with plenty of room for growth!*

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| **Financial Overview**  **List Price:** **$2,650,000**  **Gross Sales**   |  |  |  | | --- | --- | --- | | 2021 | 2020 | 2019 | | $2,260,055 | $3,211,288 | $1,488,904 |   **Cash Flow**   |  |  |  | | --- | --- | --- | | 2021 | 2020 | 2019 | | $511,649 | $1,166,755 | $492,781 |  * **2019-2021 Average Profit Margin**: 31% * **Multiple**: 3.2   **Valuation** 2020-2021 Avg Cash Flow x Multiple = Valuation  $839,202 x 3.2 = $2,685,446 |  | **Funding Example**  **Purchase Price**: **$2,650,000**     |  |  | | --- | --- | | **15% Buyer Down Payment** | $397,500 | | **15% Seller Financing or Equity** | $397,500 | | **70% Bank Loan** | $1,855,000 |   *A 15% down payment of $397,500 returns $457,747 in the first year after debt payments!*  **Description**    This business produces custom, made to order pet supplements. In their 17,000 sq. ft. facility, there is still plenty of room for growth, with them currently being at just 40% capacity! There is over $950K in assets included in the purchase, not to mention their stellar reputation and other intangible assets. With 47 all natural ingredients to choose from, there are over 2,000 possible combinations to create the most fitting product for their client.  Products include pet treat supplements, dog probiotics, dog treats, dog hip & joint chews, and dental sticks. Each product is custom created for every customer depending on their individual needs. The dental machine was just recently purchased and can also be used for horse supplements. In the words of the seller, “the growth is only limited by the buyer’s imagination.”  The staff is made of up the owner, 2 office admin, and 5-8 in production. Largely, the seller pays invoices and helps to train employees on properly using the machines in the shop. There are no employees active in sales or advertising currently, allowing for an easy growth avenue.  They sell directly to over 50 private label pet companies, who then distribute the products through online retailers, such as Walmart, Amazon, Shopify, and Chewy. This company does not currently sell any products directly through online retailers.  Priced at $2,650,000, a 15% down payment of $397,500 returns $457,747 in the first year after debt payments – a 115% return on investment! This business features an incredible location for the services that they offer and has several easy routes for continued growth. |
| ***Assets Included in Purchase:* $950,000**  **Equipment**: $950,000 – includes containers, forklifts, general office equipment, mixers, dehydrator, racking, mixers, and much more (full breakdown provided on balance sheet)  **Intangible Assets***:* Website, reviews, repeat client base, trained staff  *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information***  **Year Establishe**d: 2016  **Location**: Tampa Bay, Florida  **Service Area**: International  **Services**: Custom pet supplement production & distribution  **Clients**: Private label companies and small retailers all over the US, UK, New Zealand, Australia  **Lease**: 17,000 sq. ft. for $12,899/month; production space on two sides, racking for warehousing, offices, conference room, 2 bathrooms, break area  **Reason for Selling**: Has another non-competing business that needs more focus  **Personnel**: Owner, 2 office, 5-8 in production (depending on volume)  **Seller Training Period**: 3-6 months, as needed  **Growth Opportunities**: Bring on a sales person (does no sales currently), advertising, selling through Amazon/Chewy/etc.  **Current Owners’ Responsibilities**: Paying invoices, training on machines, oversight of staff |  |
| ***- CONFIDENTIAL -*** Last Revised MK 4.5.2022 | | |
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