

A small, fluffy brown and white dog is running towards the camera in a lush green field. The dog's front paws are lifted in mid-air, and its tail is visible as a white blur behind it. The background is a soft-focus green field with some yellow bokeh lights on the right side.

GUIDE TO SELLING YOUR PET BUSINESS



OUR MISSION



Our Mission at The Art Of Serendipity:

- Enhancing Pet Care Standards
- Fostering Industry Collaboration
- Expanding Access To Quality Products
- Championing Responsible Pet Ownership
- Promoting Animal Welfare
- Setting Industry Benchmarks



THE BUSINESS OWNER'S PERSPECTIVE



Why Business Owners Sell:

- Want to retire
- Want/need to move to a different geographic area
- Facing health challenges
- Divorce or family change
- Prefer to concentrate on pet care, not paperwork
- Growing competition is making you work harder for less revenue
- Your business would benefit from increased investment and energy that you don't feel able to provide

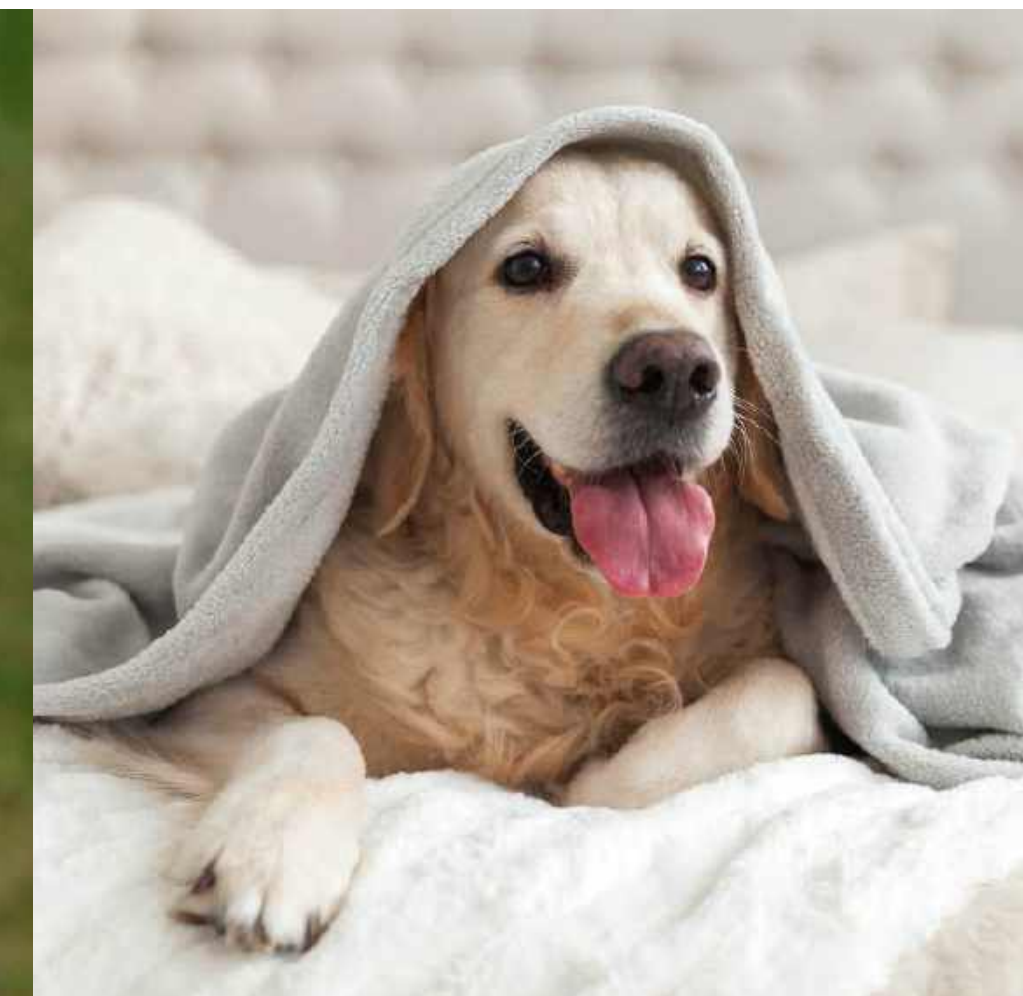
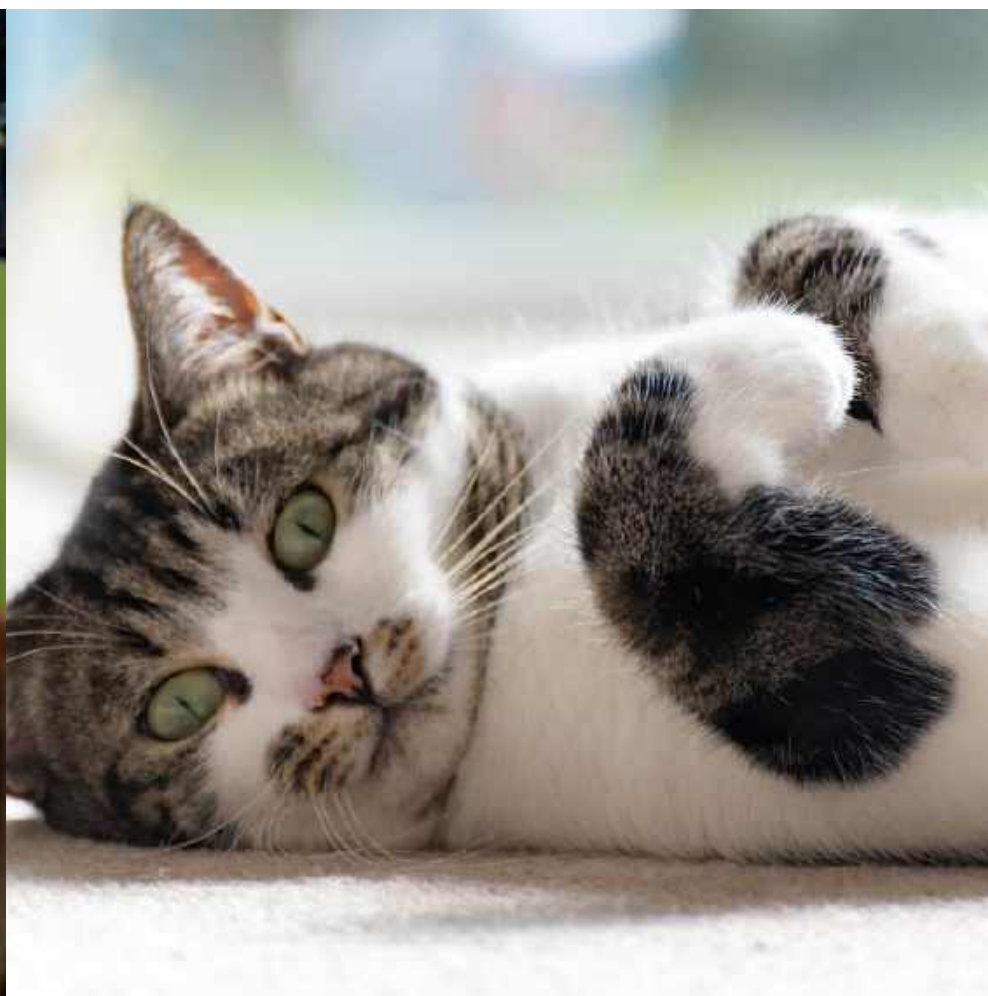




THE BENEFITS OF SELLING

- Financial Incentives
- Continued Growth Opportunities
- Access to a Broader Customer Base
- Operational Efficiencies

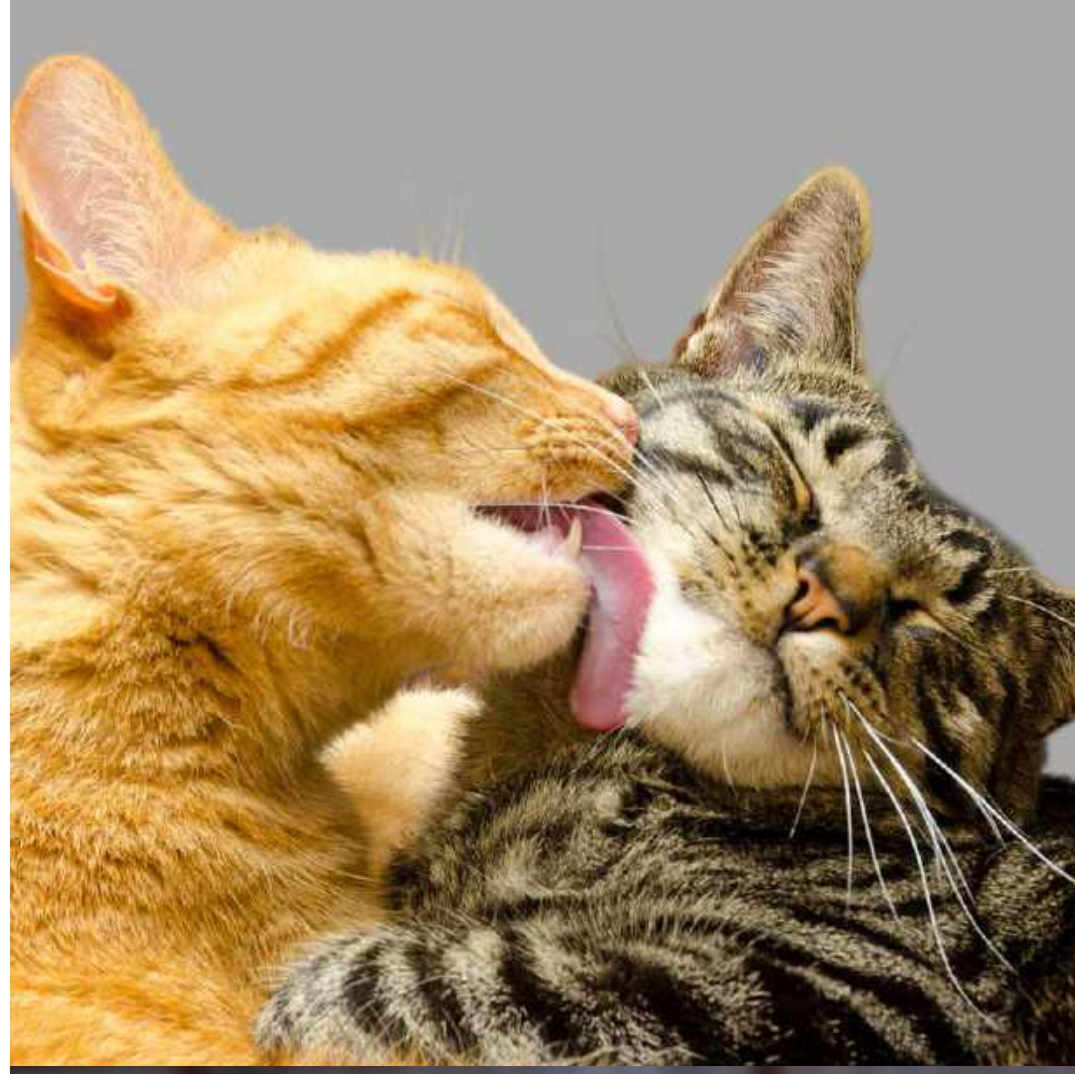
- Expertise and Knowledge Sharing
- Reduced Competition
- Strengthened Supply Chain
- Legal and Regulatory Support





**"90% OF BUSINESSES
PUT UP FOR SALE
DO NOT FIND A BUYER"**

FORBES



Common Mistakes From Business Owners:

- Only consider selling when the situation is severe
- Failure to address legal or regulatory issues
- Overvaluing the business
- Lack of financial transparency



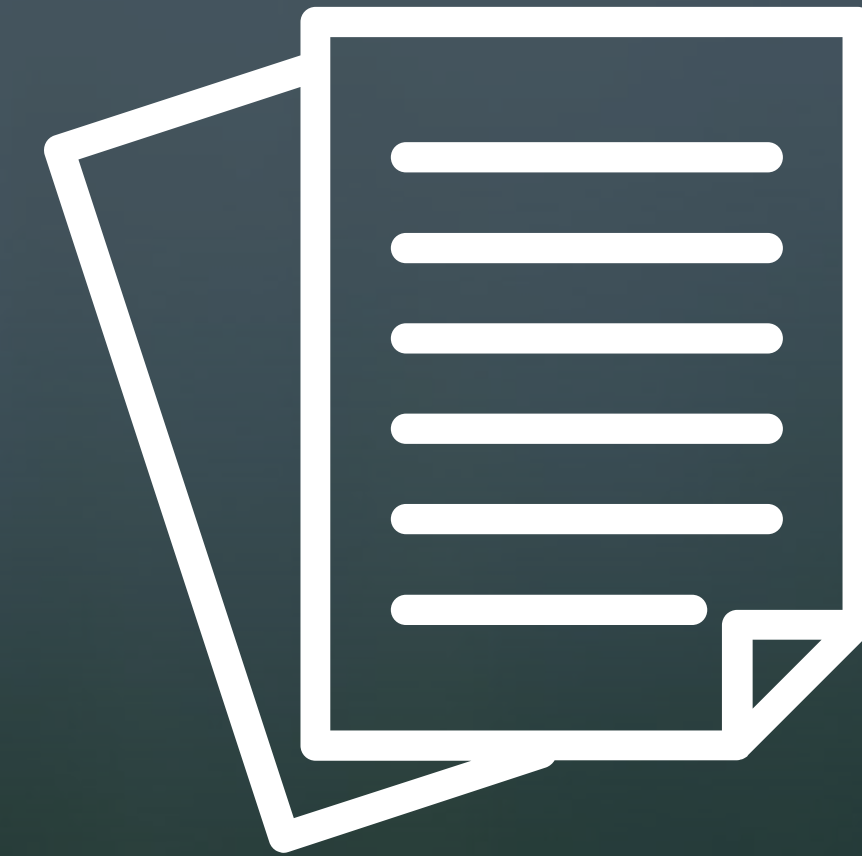
STEPS IN THE SALES PROCESS



1. Initial conversation



2. Sign a NDA



3. Collect financials



4. Complete valuation



5. Discuss offer

A group of business professionals in a circle with hands clasped together. The image shows several people in business attire (light blue shirts, dark suits) standing in a circle, with their hands clasped together in the center. The background is a textured, light blue-grey surface. The text "OUR WORLD CLASS TEAM" is overlaid in large, white, bold, sans-serif capital letters.

OUR WORLD CLASS TEAM

A Legacy in Good Hands

Our seasoned team with over 125 years of experience, is dedicated to upholding the standards and values that have made your business unique and outstanding, ensuring a future as bright as its past.



Navin Prithyani
Founder



Keith Chandler
Chairman



Freddie Edward Cloete
CFO



Franco Grilli
Legal



Andrew Robinson
Accountant

Why our Team...

- More than 125 years of experience
- Global and Local Expertise and Insights
- Track Record of Success
- Strong Network and Relationships
- Expertise in Technology and Innovation
- Commitment to Quality and Ethical Practices
- Financial Acumen
- Cultural Diversity and Inclusivity
- Proven Integration and Growth Strategies
- Personal Passion for the Pet Industry
- Future Vision for the Industry



About Your Team...

Veterinary Clinics, Resorts and Groomings are nothing without qualified and experienced Doctors and Employees. We retain the current management and staff of your business.



A family consisting of a man, a woman, and a young child are walking away from the camera on a paved path. The man is on the left, wearing a dark jacket and a grey beanie, holding a leash for a brown and white beagle dog. The woman is in the middle, wearing a green jacket and blue jeans. The child is on the right, wearing a bright green jacket, blue jeans, and pink boots. The background shows a blurred landscape with tall grasses and a cloudy sky. The text "WHAT ABOUT YOU?" is overlaid in large white letters across the center of the image.

**WHAT ABOUT
YOU?**

You've built a successful business through hard work, dedication, and a passion for pet care. At **The Art Of Serendipity**, we ensure your legacy thrives while unlocking new opportunities for growth and success. Here's what you can expect when partnering with us:

- **Immediate Financial Reward:** Receive a substantial cash payout as recognition for your hard work, dedication, and investment in building a trusted business.
- **Ongoing Financial Opportunities:** Retain a financial stake in the business, allowing you to benefit from its continued growth and long-term success.
- **Access to Industry Experts:** Work alongside a team of seasoned professionals who bring deep expertise, innovative strategies, and a commitment to excellence in pet care.
- **Be Part of a Positive Movement:** Join us in raising the standard of pet care in the UAE, creating lasting positive change.



WHY JOIN US

The pet care industry is evolving. By partnering with The Art Of Serendipity, you're not just selling your business, you're joining a mission to elevate pet care across the UAE.

Together, we can build a lasting legacy that makes a real difference.



*Even the slightest possibility of a divestiture
starts with an initial conversation*



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