

Myers La Roche
21-23 Stamford New Road, Altrincham, WA14 1BN
www.myerslaroche.co.uk



Greater Manchester (South)



Confidentiality

Confidentiality is of paramount importance to our clients. Under no circumstances should you phone the staff or vendor direct. Failure to comply with our terms and protocol of purchase will exclude you from access to future opportunities and may result in legal action.

To arrange viewings, meetings, surveys, to make an offer or to ask for more information please contact Myers La Roche.

CONTACT

For more information about this practice or to schedule a viewing, please telephone David Hubble.

Phone: 0161 929 8389
Email: dhubble@myerslaroche.co.uk

Overview of the business

Introduction

Myers La Roche are delighted to market for sale an established optometrist/DO owned practice offering a range of services. This practice is a great opportunity for an optometrist to acquire and make their own mark on a turnkey practice in a desirable area.

The practice is well equipped with an inventory including an OCT and Fundus Camera. Services include diabetic screening, contact lens consultations, MECS/CUES, and other enhanced NHS services alongside private and NHS eye examinations as well as an established Eyeplan Scheme. The premises also include a lab for in-house glazing.

Location

This business is centrally located on a busy main road within a relatively affluent suburban village.

Frequent bus services operate in the vicinity with a bus stop opposite the practice and there are 3 car parks within a 5-minute walk from the practice. The railway station is approximately 6 mins walk with regular trains into Manchester.

Potential

The current owners spend limited resources on marketing and social media presence. Some investment in this area would assist in attracting new patients to the practice.

The practice is currently closed on Mondays so there is scope to open longer hours should a new owner wish to do so and to increase the patient base, based on the catchment population of the area.

There is also scope to diversify the practice to offer additional services such as audiology.

Competition

Immediate competition in the village is from other 1 independent practice.

Reason for sale

The vendor wishes to retire.

Price Guide

Offers are invited in the region of **£120,000** for the whole business. (100% Shares of the business).

On completion, a net asset adjustment will be made to allow for stock, debtors, cash at bank and creditors/liabilities (including any director loan accounts). 60 days after completion, a formal set of completion accounts is to be provided by the vendors accountant and agreed by the purchaser's accountant to reflect the final cash position. Any cash in the bank will be swept up by the net asset calculation and any excess paid over on completion of these accounts.

For more information on a Share Sale please discuss with your accountant.

What to do next

To request more information or to arrange a viewing please contact David Hubble on 0161 929 8389 or dhubble@myerslaroche.co.uk. All offers must be made in writing to David Hubble at Myers La Roche and must be kept confidential.

About the business

Sales

Year Ending December 2021	Business Turnover
2022	£208,897
2021	£219,476
2020	£184,785*
2019	£227,129

*Sales affected by Covid lockdown

Key Data

Year Practice Established	1970
Under current ownership since	2007
Number of private eye examinations in the last year	185
Number of NHS examinations in the last year	993
No. of CL consultations in last year (initial & aftercare)	67
Current private eye examination fee	£36
Current private/NHS eye examination Upgrade	£36
Time allowed for eye examinations/CL consultation	45 minutes
Average conversion rate	66%
Average dispensing value	£195
Average reglaze rate	14%

Staffing Outline

Role	Weekly hours	Annual salary
Optometrist/Manager (Owner)	31/2	N/A
DO/Manager (Co-owner)	30/8	N/A
Locum Optometrist	8	£225 per day
DO/Receptionist	25.5	£18,500
Receptionist	17	£9,250

Equipment List

		Supplier
OCT	Heidelberg	1
Ophthalmoscope	Keller	1
Tonometer	I.Care & Takagi	2
Focimeter	Nidek & Unknown	2
Fundus Camera	Canon	1
Trial Lens Set	Unknown	2
Visual Field Screener	Heidelberg	1
Keratometer	Topcon	1
Slit Lamp	Takagi Seiko	1
Patient Chair	F.I.S.O	1
Pupilometer	Unknown	1
Test Chart	Thompson & Elite	2
Retinoscope	Keller	1
Volk Lenses	Various	5
Combination Chair Unit	F.I.S.O.	1
Illuminated Near Vision Chart	Evans	1
Thompson ReadEz Set	Thompson	1
Essilor VisiOffice	Essilor	1
Edger	Nidek	1
Blocking Machine	Nidek	1
Tinting Bath	BPI	1

The business operates the Ocuco Acuitas Practice Management System. The system is used to manage recalls and reminders, diary management, patient history and Rx, inventory control, referrals, dispensing and general correspondence. Patients can be contacted by letter, emails, text messaging and telephone.

Outline of lease

The vendors own the freehold via their pension scheme and will lease the premises for an annual rental of £8,500 per annum with full lease terms to be negotiated.

Premises	Facility	Details
	Disabled access	Portable ramp for entrance to the building. No disabled access for the first floor.
	Display area	Ground Floor
	Reception/waiting area	Ground Floor
	Separate contact lens area	N/A
	Consulting room 1	Ground Floor
	Consulting room 2	N/A
	Office	First Floor
	Staff room	First Floor
	Staff WC	First Floor

The practice is believed to be in good condition. Fixtures and fittings include external shutters, a property alarm system, air conditioning and CCTV.

Opening hours	Day	Opens	Closes
	Monday	Closed	Closed
	Tuesday	9am	6pm
	Wednesday	9am	6pm
	Thursday	9am	6pm
	Friday	9am	6pm
	Saturday	9am	1pm
	Sunday	Closed	Closed

Optometrist Available	Day	Morning	Afternoon
	Monday	0	0
	Tuesday	1	1
	Wednesday	1	1
	Thursday	1	1
	Friday	1	1
	Saturday	1	0
	Sunday	0	0

The Small Print

Conditions

The business details are intended as a guide to assist potential purchasers with information relevant to their consideration of whether to proceed with the purchase of this practice. Myers La Roche can accept no responsibility for, or warrant the accuracy or validity of the information provided by third parties, including the vendor and associated accountants, solicitors etc. It is therefore essential for potential purchasers to undertake the usual and appropriate enquiries and investigations to be expected of a potential purchaser or their advisors.

Offered subject to remaining unsold and not withdrawn and subject to final contract. Details as supplied by the vendors. Neither Myers La Roche nor any of their respective officers, servants or agents gives any guarantee or warranty as to any information or advice provided by them or shall be liable for damages or loss of whatever nature; arising from this document whether due to omission default negligence or any other cause whatsoever or in respect of indemnity claims by other parties arising from any delay defect error or omission save to the extent that any attempt at exclusion of liability will be contrary to law. Prospective purchasers should therefore satisfy themselves about the accuracy of the information contained in this document. Myers La Roche is registered under the Data Protection Acts of 1984 & 1998.

Finance

If you require information or assistance in relation to funding options, please contact us on 0161 929 8389.

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