

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



South Wales



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 pleased to market this established optometrist owned practice for sale. The practice is situated in the heart of the town and prides itself on clinical excellence. The practice also currently offers PEARS which could be of interest to those optometrists who specialise in more of the clinical side of the business. This practice represents a fantastic opportunity for an owner optometrist in the South Wales area looking to get a foothold in the market with the view to growing the business.
Location	This practice is situated in an excellent location on the town's high street. There is street parking outside and all the way down each adjacent street, while also being only a five-minute walk away from a bus station and a train station.
Potential	<p>The current owner optometrist tests 3 days a week with an average of 14 tests per day. There is scope for increasing this to 4-5 days per week.</p> <p>The current website is informative to patients however there is currently limited social media presence. A new owner would benefit from regularly updating the social media accounts to drive more awareness about the practice.</p>
Competition	There is one multiple operating in the town centre, with a further four independent practices.
Reason for sale	The owner is looking to reduce their working commitments and focus on their other business.
Price Guide	<p>Offers in the region of £225,000 for the benefit of the goodwill (including unrestrictive use of the trading name), fixtures, fittings, and equipment.</p> <p>Stock is to be purchased separately at valuation upon completion of the sale.</p>
What to do next	To request more information or to arrange a viewing please contact David Hubble on 0161 929 8389 or dhubble@myerslaroches.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 March	Business Turnover
2023	£255,897
2022	£231,317
2021	£151,945
2020	£159,872

Key Data

Year Practice Established by the current owner	2006
Number of private eye examinations in the last year	596
Number of NHS examinations in the last year	1994
Percentage of NHS income	77%
Number of contact lens consultations in the last year	c.100*

* This is an estimate based on information provided by the vendor.

Staffing Outline

Role	Weekly hours	Annual salary
Owner/OO	30	N/A
OA	22	£11,616
OA	24	£12,096
OA	16	£8,064

Equipment List	Type	Supplier	Quantity
	OCT	Topcon	1
	Ophthalmoscope	Keeler	1
	Tonometer	GAT	2
	Focimeter	Unknown	2
	Fundus Camera	Topcon	1
	Trial Lens Set	Unknown	2
	Visual Field Screener	HFA 750i	1
	Keratometer	Unknown	1
	Slit Lamp	Haag Streit BQ900	2
	Autodesk	Takagi	2
	Patient Chair	Unknown	2
	Test chart	Thompson	2
	Retinoscope	Unknown	1
	Volk Lenses	Unknown	4

The business operates using the Focus Management System. The system functions include management of recalls and reminders integrated with diary management, financial reporting, key performance indicators, advanced marketing, direct debit management, stock control, barcoding facilities, EPOS electronic till, electronic dispensing, SMS reminders. and production and pre-population of GOS forms.

Outline of lease

Terms	Details
Date lease started	07/06/2021
Term of lease	10 years
Date lease is due to terminate	06/06/2031
Date of next rent review	07/06/2026
Annual rent payable	£9,500
Annual rates payable	N/A
Deposit provided by current tenant	X
Type of lease	Internal repairing and insuring
Inside the Landlord and Tenant Act	✓

Premises

Facility

Details

Disabled access	Ground floor (excl. office/staff room).
Display area	Ground floor
Reception/waiting area	Ground floor
Separate contact lens area	Ground floor
Consulting room 1	Ground floor
Consulting room 2	Ground floor
Diagnostic Room	Ground floor
Office	Basement
Staff room	Basement
Staff WC	Ground floor

Opening hours

Day

Opens

Closes

Monday	9am	5pm
Tuesday	9am	5pm
Wednesday	9am	5pm
Thursday	9am	7pm
Friday	9am	5pm
Saturday	Closed	Closed
Sunday	Closed	Closed
Public Holiday	Closed	Closed

Optometrist Available

Day

Morning

Afternoon

Monday		
Tuesday	✓	✓
Wednesday	✓	✓
Thursday	✓	✓
Friday		
Saturday	Closed	Closed
Sunday	Closed	Closed

The practice currently operates with optometric capacity for a total of 42 examinations per week.

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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