

North London



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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 Henry Beverley.

Phone: 0161 929 8389  
Email: [hbeverley@myerslaroche.co.uk](mailto:hbeverley@myerslaroche.co.uk)

# Overview of the business

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|------------------------|---|
| <b>Introduction</b>    | Myers La Roche are delighted to bring to market this optometrist owned practice based in North London. It is an ideal opportunity for a first-time owner optometrist who wants to work full time in their own practice.   |
| <b>Location</b>        | The practice is located in a suburb of North London, surrounded by lots of residential properties, meaning this practice has a large potential customer base. There is a street parking a minute walk away. The nearest public transport links are a tube station which is a ten-minute walk away, and there are several bus stops within two minutes' walk.  |
| <b>Potential</b>       | <p>The practice has a traditional aesthetic, which a new owner may want to modernise. This could be done through a manufacturing partnership, allowing the new owner to improve the equipment and expand the services offered to include OCT examinations.</p> <p>The practice has two testing rooms, meaning there is capacity to expand into complimentary health care services, such as audiology. This can increase the revenue through both expanding the number of customers seen while also offering additional services to new and old customers.</p> |
| <b>Competition</b>     | Within two miles of the practice there are four independent practices, two chain practices, and two multiples.  |
| <b>Reason for sale</b> | The vendor wishes to retire.  |
| <b>Price Guide</b>     | <p>Offers in the region of £30,000 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. (Currently in the region of £2,000).</p>   |
| <b>What to do next</b> | To request more information or to arrange a viewing please contact Henry Beverley on 0161 929 8389 or <a href="mailto:hbeverley@myerslaroche.co.uk">hbeverley@myerslaroche.co.uk</a> . All offers must be made in writing to <a href="mailto:hbeverley@myerslaroche.co.uk">hbeverley@myerslaroche.co.uk</a> at Myers La Roche and must be kept confidential.  |

# About the business

| Sales | Year Ending April 2023 | Business Turnover |
|-------|------------------------|-------------------|
|       | 2023                   | £69,775           |
| 2022  | £85,597                |                   |
| 2021  | £64,030                |                   |

| Key Data  |  |            |
|---|--|------------|
| Year Practice Established                             |  | 1952       |
| Under current ownership since                         |  | 1994       |
| Number of private eye examinations in the last year   |  | 208        |
| Number of NHS examinations in the last year           |  | 359        |
| Percentage of NHS income                              |  | 63%        |
| Number of contact lens consultations in the last year |  | 20         |
| Current private eye examination fee                   |  | £30        |
| Time allowed for eye examinations                     |  | 30 minutes |

| Staffing Outline | Role   | Weekly hours | Annual salary |
|------------------|--|--------------|---------------|
|                  | Optometrist/Dispensing<br>Optician/Manager (Owner) | 8/8/14       | N/A           |
|                  | Receptionist                                       | 20           | £7,940        |

| Equipment List | Type                   | Supplier | Quantity |
|----------------|------------------------|----------|----------|
|                | Ophthalmoscope         | Keeler   | 1        |
|                | Tonometer              | Nidek    | 1        |
|                | Focimeter              | Nidek    | 1        |
|                | Trial Lens Set         | Unknown  | 2        |
|                | Visual Field Screener  | Henson   | 1        |
|                | Keratometer            | CSO      | 1        |
|                | Slit Lamp              | CSO      | 1        |
|                | Patient Chair          | Belmont  | 1        |
|                | Illuminated Test Chart | Unknown  | 1        |
|                | Volk Lenses            | Volk     | 1        |

The practice operates without a Practice Management System

| Outline of lease | Terms                          | Details    |
|------------------|--------------------------------|------------|
|                  | Date lease started             | 02/12/2019 |
|                  | Term of lease                  | 5 Years    |
|                  | Date lease is due to terminate | 01/12/2024 |
|                  | Annual rent payable            | £7,000     |
|                  | Annual rates payable           | £0         |
|                  | Type of lease                  | FRI        |
|                  | Landlord and Tenant Act        | No         |

| Premises | Facility               | Details  |
|----------|------------------------|--|
|          | Disabled access        | There are no steps to the double front door, and both testing rooms are large enough for wheelchairs |
|          | Display area           | Ground Floor   |
|          | Reception/waiting area | Ground Floor   |
|          | Consulting room 1      | Ground Floor   |
|          | Consulting room 2      | Ground Floor   |
|          | Staff room             | Ground Floor   |
|          | Staff and Patient WC   | Ground Floor   |

The practice benefits from a tagging alarm system, and 90-degree external sign.

**Opening hours**

| Day            | Opens    | Closes  |
|----------------|----------|---------|
| Monday         | 10am-2pm | 3pm-6pm |
| Tuesday        | 10am-2pm | 3pm-6pm |
| Wednesday      | 10am-2pm | 3pm-6pm |
| Thursday       | 10am-1pm | Closed  |
| Friday         | 10am-2pm | 3pm-6pm |
| Saturday       | Closed   | Closed  |
| Sunday         | 10am-1pm | Closed  |
| Public Holiday | Closed   | Closed  |

**Optometrist Available**

| Day       | Morning | Afternoon |
|-----------|---------|-----------|
| Monday    | 1       | 1         |
| Tuesday   | 1       | 1         |
| Wednesday | 1       | 1         |
| Thursday  | 1       | Closed    |
| Friday    | 1       | 1         |
| Saturday  | Closed  | Closed    |
| Sunday    | 1       | Closed    |

# The Small Print

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## 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.

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## Finance

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

## What to do next

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