

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



Co Donegal
Republic of Ireland



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 bring this optometrist owned practice to market. Established 30 years ago, this practice has an excellent reputation amongst their local community.
Location	Surrounded by independent businesses and residential properties, this practice has a fantastic reputation within the local population. There is a street parking directly outside the practice, along with a bus stop on the same street less than one-hundred meters away.
Potential	With two testing rooms, this practice has the capacity to expand into additional health care services, such as Audiologists. There is a lack of audiologists in the local area. By offering this service the new owner could entice more customers into the practice. There is scope to introduce an eye plan and contact lens scheme to increase loyalty from the patient base. Introducing this will also give the practice regular income from their subscribers.
Competition	There is competition from one independent in the same town, approximately 300 meters away. There are no multiples in the same town, with the closest being c.30km away.
Reason for sale	The vendor wishes to retire.
Price Guide	Offers in the region of €110,000 for the goodwill, the benefit of the goodwill (including unrestrictive use of the trading name), fixtures, fittings and equipment. Stock is to be purchased separately at valuation upon completion of the sale. (Currently in the region of €13,082).
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 dhubble@myerslaroche.co.uk at Myers La Roche and must be kept confidential.

About the business

Sales

Year Ending March	Business Turnover
2024	€194,007
2023	€184,169
2022	€196,456

Key Data

Year Practice Established by Current Owner	1994
Number of private eye examinations in the last year	192
Number of PRSI and HSE examinations in the last year	821
Current private eye examination fee	€50
Time allowed for eye examinations	40 minutes
Average conversion rate	93%
Average dispensing value	€185
Average reglaze rate	21%

Staffing Outline

Role	Weekly hours	Annual salary
Optometrist/Manager (Owner)	26/8	N/A
Optical Assistant	33.5	£20,556
Optical Assistant	22.5	£13,221
Receptionist	15	£9,204

Equipment List	Type	Supplier	Quantity
	Ophthalmoscope	Keeler	1
	Tonometer	Goldmann/Clement Clarke	3
	Focimeter	Essilor/Topcon	2
	Autophoropter	Essilor	1
	Fundus Camera	Topcon	1
	Trial Lens Set	Unknown/Meniscus	3
	Visual Field Screener	Topcon	1
	Keratometer	Topcon	1
	Computerised Test Chart	Essilor	1
	Retinoscope	Keeler	1
	Volk Lenses	Keeler	2

The business operates with the Optinet Practice Management System. This system is responsible for patient recall and sending SMS messages.

Outline of lease	Terms	Details
	Date lease started	Upon completion
	Term of lease	10 years
	Date lease is due to terminate	10 years after completion
	Date of next rent review	5 years after completion
	Date of next break clause	5 years after completion
	Annual rent payable	€20,000
	Annual rates payable	€730
	Type of lease	FRI

The vendor is considering selling the freehold, valued at €200,000 in September 2023.

Premises	Facility	Details
	Disabled access	Ground floor only, mobility ramp entry
	Display area	Ground floor
	Reception/waiting area	Ground floor
	Consulting room 1	Ground floor
	Consulting room 2	First floor
	Staff room	First floor
	Patient WC	First floor
	Staff WC	Second floor

The ground floor covers an area of 48m², the first floor has an area of 48m², and the second floor is 42m². The second floor has two additional rooms along with the staff toilet. These rooms could be used as they currently are, an office and storage, or a new owner could use them as an additional testing room.

The practice is believed to be in a reasonably good condition, with some room for improvements. The practice benefits from a property alarm system. The second floor also has space for storage.

Opening hours	Day	Opens	Closes
	Monday	9:30AM	5:15PM
	Tuesday	9:30AM	5:15PM
	Wednesday	Closed	Closed
	Thursday	9:30AM	5:15PM
	Friday	9:30AM	5:15PM
	Saturday	Closed	Closed
	Sunday	Closed	Closed
	Public Holiday	Closed	Closed

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

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Finance

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

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