

Scotland – Central Belt



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 contact David Hubble.

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

Overview of the business

Introduction

Located in the Central Belt of Scotland, this is a great opportunity to acquire a profitable and established practice with a strong reputation and growing sales. There is also an opportunity to purchase the freehold.

The practice is well presented and offers a range of services alongside sight and CL examinations such as Retinal imaging, Low Vision Services, Home visits and Dry Eye & Red Eye Assessments. Glazing is carried out on-site as well as externally, contributing to a healthy Gross Profit Margin.

Potential

The practice is currently closed on Saturdays so there is scope to increase opening hours/optometrist availability.

The average dispense value is below the average MLR benchmark figure for an independent practice and it is anticipated this could be increased with some considered changes to the patient journey.

A standing order scheme is currently in place for a relatively low number of patients. The introduction and growth of a Direct Debit scheme would give the owners more control over payments and is an excellent way of building a steady income stream and engendering further patient loyalty.

Reason for sale

Lifestyle/Family reasons

Price Guide

Offers in the region of **£210,000** 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.

What to do next

To request more information or to arrange a viewing please contact Henry Beverley 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 August *	Business Turnover
		2024
	2023	£217,338
	2022	£207,943
	2021	£225,074

Key Data		
	Year Practice Established	2000
	Under current ownership since	2002
	Number of eye examinations in the last year	2196
	Number of contact lens consultations in the last year	102
	Time allowed for standard eye examinations U60/O60	30/40 mins
	Average conversion rate	56%
	Average dispensing value	£141
	Average reglaze rate	6%

Outline of lease

The vendors own the property via a SIPP and would lease the premises at £10,200 per annum with full terms to be negotiated. Offers for the property will be considered.

Further information

The full Business Details and further details can be provided on request to parties who have a Non-Disclosure Agreement in place. For parties who don't have a Non Disclosure Agreement, this can be arranged on request.

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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