

Warwickshire



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 to market this longstanding practice. Interest in the freehold will also be considered.
Location	Located within a promenade of independent shops in a town just outside one of the major cities in the West Midlands, this practice boasts high footfall for the area. There is a train station a 2 minute walk away, and a bus stop a 5 minute walk away from the practice. Street parking can be found a few minutes walk from the practice.
Potential	<p>Introducing an eye plan could help to build customer loyalty, and if done in conjunction with a contact lens direct debit scheme, could lead to an increase in turnover for the practice.</p> <p>The practice doesn't have the equipment to perform advanced eye examinations. By purchasing an OCT machine, a new owner could expand the services offered, which in turn can drive turnover and patient buy in. Given the large number of NHS Ophthalmology patients the practice has, introducing advanced tests can help a new owner to expand this service.</p> <p>A new owner could also increase the amount spent on advertising. This could help to increase the number of patients seen in the practice, and increase turnover through more opportunities to dispense to patients.</p>
Competition	There is competition from two practices, one an independent c0.5 miles away, and the other is a multiple c0.5 miles away.
Reason for sale	The vendors wish to retire.
Price Guide	<p>Offers in the region of £100,000 for the goodwill, 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@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*	Business Turnover
	2024	£223,662**
2022	£188,250	
2021	£204,499	
2020	£183,772	

*The year end for 2024 was March, due to a change in the business accounting year end.

**This year represents 15 months of trading for the practice, MLR have taken this into account when coming up with the valuation.

Key Data		
Year Practice Established		1960
Under current ownership since		1979
Number of private eye examinations in the last year		192
Number of NHS examinations in the last year		1020
Number of contact lens consultations in the last year		240
Current private eye examination fee		£35
Time allowed for eye examinations		30 minutes
Average conversion rate		56%
Average dispensing value		£175
Average reglaze rate		15%

Staffing Outline	Role	Weekly hours	Annual Salary
	OO/DO/Manager (Owner)	13/2/4	N/A
	Manager (Owner)	2	N/A
	Locum OO	7	£300 p/d
	Locum OO	3.5	£300 p/d
	Locum DO	3.5	£
	Receptionist	30	£18,000*
	Receptionist	30	£17,000
	Receptionist	14	£7,000

*retiring on sale

Equipment List	Type	Supplier	Quantity
	Ophthalmoscope	Keeler	2
	Tonometer	Perkins x2, Goldman, Pulsair	4
	Focimeter	Topcon	1
	Trial Lens Set	Unknown	1
	Visual Field Screener	Dicon	1
	Keratometer	Unknown	1
	Patient Chair	Unknown	1
	Pupilometer	Unknown	1
	Illuminated Test Chart	Unknown	1
	Retinoscope	Spot, Keeler	2

The business operates with a bespoke practice management system, which has the following capabilities: patient recall integrated with diary management, electronic

Premises

Facility	Details
Disabled access	Fully Accessible
Display area	Ground Floor
Reception/waiting area	Ground Floor
Consulting room 1	Ground Floor
Staff Room	Ground Floor
Staff WC	Ground Floor
Patient WC	Ground Floor

record cards, and production and pre-population of GOS forms.

Outline of lease

Terms	Details
Date lease started	The vendor owns the freehold
Proposed Rent	£12,000 per annum
Annual rates payable	£750

The practice benefits from external shutters, CCTV and air conditioning.

Opening hours	Day	Opens	Closes
	Monday	9:30AM	5:00PM
	Tuesday	9:30AM	5:00PM
	Wednesday	9:30AM	5:00PM
	Thursday	Closed	Closed
	Friday	9:30AM	5:00PM
	Saturday	9:30AM	1:00PM
	Sunday	Closed	Closed
	Public Holiday	Closed	Closed

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

*The vendor has locum work on Tuesday every other week and is dependent on demand from patients.

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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