

# OPTICAL BUSINESS FOR SALE

## 1940 Surrey



### **CONFIDENTIAL SALE**

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.

For more information about this business or to schedule a viewing, please contact Elliott Booth at Myers La Roche on 0161 929 8389 or email [ebooth@myerslaroche.co.uk](mailto:ebooth@myerslaroche.co.uk)

## **INTRODUCTION**

Myers La Roche are delighted to bring to your attention a dispensing optician led optometry practice located in an affluent and sought after Surrey town.

This opportunity would be perfect for an optometrist who is able to conduct the eye examinations and replace the locums who currently conduct the clinical work.

## **LOCATION**

The practice is situated on the end of the main town high street alongside independent businesses and higher quality chain shops showcasing the affluence of the local population.

There is time limited parking outside the practice as well as many other car parks and bus routes for customers looking to commute.

## **POTENTIAL**

The key performance indicators are below the expected for a practice of this size and so a new owner focusing on making an improvement to the gross profit margin (currently at 62%) would expect to see a sizable increase in the businesses net profitability.

The current owner is a dispensing optician and contracts locums 6 days per month for the clinical work. Therefore, an optometrist owner would be able to reduce the businesses wage costs and add more flexibility to the practices clinical testing hours likely increasing the turnover.

## **COMPETITION**

2 multiples and 2 independents situated on the high street.

## **REASON FOR SALE**

The vendor is selling due to family related health issues.

## **COMPANY INFORMATION**

The business is operated within a limited company which was registered in 2013. There is 1 director and 1 shareholder. The style of business sale is an asset sale, where the purchaser will be buying the goodwill, fixtures, fittings and equipment. It would be advisable for the purchaser to speak to their accountant regarding setting up a new limited company for the purchase of the business.

The following sections consider the financial performance and operational KPIs provided by the vendor.

## FINANCIAL INFORMATION

### Reported Financial Performance

	Turnover	Actual Gross Profit		Stated Net Profit	
YE DATE 2023	£200,184	£123,540	62%	-£35,539	-17.8%
YE DATE 2022	£174,974	£104,967	60%	-£51,863	-29.6%
YE DATE 2021	£209,607	£149,277	71%	£21,524	10.3%

### EBITDA

	Adjusted EBITDA
YE DATE 2023	-£5,999
YE DATE 2022	-£28,324
YE DATE 2021	£23,017

Adjustments made to EBITDA:

- An allocation has been set at £18,347 per annum - 18 hours per week as a dispensing optician and 4 hours per week as a business manager to cover the current owners role.
- Removal of director salaries, director pensions contributions, amortisation, depreciation, travel and subsistence and reduction of repairs and maintenance costs.

### Staffing Costs

The adjusted total staffing costs for YE 2023 are £66,141 equating to 33% of adjusted turnover.

Position	Average weekly hours	Annual Salary	Bonus
OWNER ROLE	22	n/a	X
Locum Optometrist	12	£21,600	X
Receptionist	33	£23,000	X
<b>TOTAL</b>	<b>67</b>	<b>£44,600</b>	

## KEY PERFORMANCE INDICATORS

**Overview** – The practice offers standard and upgraded eye exams at the cost of £45 and £55 respectively. The practice offers NHS examinations with approximately 25% of exams being NHS funded. They also offer contact lens consultations.

The practice was established in 1960's and has been under the current ownership since 2013.

The average dispense rate is not monitored but based on calculations is in the region of 50% with the average dispense value in the region of £170.

**Client Database** – c1,200 active patient records

**Practice Management System (PMS)** – Optisoft basic

## EQUIPMENT LIST

Type	Supplier	Quantity
OCT	Topcon	1
Tonometer	Topcon	1
Focimeter	Essilor	1
Autorefractor	Topcon	1
Fundus Camera	ON OCT	1
Trial Lens Set	Topcon	1
Visual Field Screener	Topcon	1
Slit Lamp	Topcon	1
Patient Chair	Topcon	1
Illuminated Test Chart	Topcon	1
Computerised Test Chart	Topcon	1
Volk Lenses	Topcon	1

### Published opening hours:

Day	Opens	Closes
Monday	Closed	Closed
Tuesday	10am	4pm
Wednesday	9:30am	5pm
Thursday	10am	4pm
Friday	10am	4pm
Saturday	10am	4pm
Sunday	Closed	Closed

**Clinic Available:**

Day	Morning	Afternoon
Monday	Closed	Closed
Tuesday	None Available	None Available
Wednesday	9:30am	5pm
Thursday	None Available	None Available
Friday *	9:30am *	5pm *
Saturday *	9:30am *	5pm *
Sunday	Closed	Closed

\*Only one Friday and Saturday per month clinic availability

**Property Tenure - Freehold**

The property is owned by the vendor and a current rental is paid from the business.

The successful purchaser will be offered either a new 5-year lease at a rental of £33,000 or a 10-year lease at £35,000 per annum.

**Premises**

	Floor
Disabled Access	Ground Floor
Display Area	Ground Floor
Reception / waiting area	Ground Floor
Consulting Room 1	Ground Floor
Office	Ground Floor
Staff Room	Ground Floor
Staff W/C	Ground Floor
Patient W/C	Ground Floor

The ground floor covers an area of 87m<sup>2</sup>. The practice is believed to be in a reasonably good condition. The practice benefits from a property alarm system, illuminated sign, air conditioning and CCTV.

**PRICE GUIDE**

Offers in the region of £190,000 for the goodwill, the benefit of the goodwill (including unrestricted 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 £36,720).

## THE SMALL PRINT

These 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 business. 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 nor 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 with the accuracy of the information contained in this document. Myers La Roche, is registered under The General Data Protection Regulation (GDPR) which came into force on 25 May 2018.

## FINANCE

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

## WHAT TO DO NEXT

For more information about this opportunity and to discuss your potential interest in acquiring them, please contact Elliott Booth at Myers La Roche on 0161 929 8389. Alternatively, please email Elliott Booth at [ebooth@myerslaroche.co.uk](mailto:ebooth@myerslaroche.co.uk)