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[www.myerslaroche.co.uk](http://www.myerslaroche.co.uk)



## Edinburgh



### 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 Georgina Myers.

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

# Overview of the business

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- Introduction** Myers La Roche are delighted to introduce to the market this exceptionally profitable practice, ideally located in a central and affluent area of Edinburgh. The practice has a strong ethos and provides the best possible products and services.
- Location** The practice is situated on a popular road in central Edinburgh which is surrounded by beautiful architecture. There are a number of other high-end independent restaurants, cafes and boutiques nearby making the area extremely desirable. Parking is available on the road outside the practice which is serviced by meters.
- Potential** The practice does not currently fully utilize the practice management system, and in doing so a new owner would increase efficiency and therefore profitability. The practice could also benefit from some more marketing, as increasing the exposure of the business will in turn increase the patient base. There is potential to increase the number of testing days and in turn this will increase turnover, and improve the already strong dispensing figures.
- Competition** There is competition from 2 other independent practices and 1 multiple.
- Price Guide** Offers are invited in the region of £400,000 for the assets to include the goodwill, the benefit of the leasehold and all fixtures, fittings and equipment (including full unrestricted use of the current trading name).  
Stock is to be purchased separately at valuation on completion.
- What to do next** To request more information or to arrange a viewing please contact Georgina Myers on 0161 929 8389 or [gmyers@myerslaroche.co.uk](mailto:gmyers@myerslaroche.co.uk) All offers must be made in writing to Georgina Myers at Myers La Roche and must be kept confidential

## About the business

### Sales

	Year ended March 31	Business Turnover
	2018	£328,879
	2017	£323,495
	2016	£318,723
	2015	£315,826

### Key Data

Under current ownership since	1997
Number of eye examinations per year	1006
Number of contact lens consultations per year	54
Current eye examination fee	£39
Current advanced eye examination fee (OCT/Fundus)	£50
Percentage of tests upgraded to the advanced eye exam	90%
Time allowed for eye examinations	45 minutes
Average conversion rate	80%
Average dispensing value	~£400

### Staffing Outline

Role	Weekly hours	Annual salary
Owner/Optomtrist	20	N/A
Owner/Management	10	N/A
Manager/Dispenser	35	£22,044
Dispenser	21	£10,481

Equipment List	Type	Quantity
	OCT	1
	Ophthalmoscope (Indirect as well as direct)	1
	Tonometer	1
	Focimeter	1
	Trial Lens Set	1
	Visual Field Screener	1
	Slit Lamp	1
	Patient Chair	1
	Pupilometer	1
	Visioffice	1
	Retinoscope	1
	Refractor Head	1
	Topographer	1
	Volk Lenses	2

The business operates an Optisoft Practice Management System. The system is used to manage recalls and an electronic till facility.

**Outline of lease**
**Terms**
**Details**

Date lease started	June 2009
Term of lease	10 years
Date lease is due to terminate	May 2019
Annual rent payable	£10,000
Annual rates payable	£3,546
Fidelity bond or deposit	None
Type of lease	Full repairing
Landlord and Tenant Act	Yes

**Premises**
**Facility**
**Details**

Reception/waiting area	Ground Floor
Separate contact lens area	Ground Floor
Consulting room 1	Ground Floor
Office	Ground Floor
Staff room	Ground Floor
Staff WC	Ground Floor

The ground floor covers an area of 36.3m<sup>2</sup> and the practice is believed to be in an excellent condition. The practice benefits from a property alarm system, illuminated sign, and external shutters.

**Opening hours**

Day	Opens	Closes
Monday	9:30am	5:30pm
Tuesday	9:30am	5:30pm
Wednesday	9:30am	5:30pm
Thursday	9:30am	5:30pm
Friday	9:30am	5:30pm
Saturday	9:30am	4:00pm
Sunday	-	-

**Optometrist Available**

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

# 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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