

PACIFIC RELIANCE BUSINESS BROKERS

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DRE# 02023864



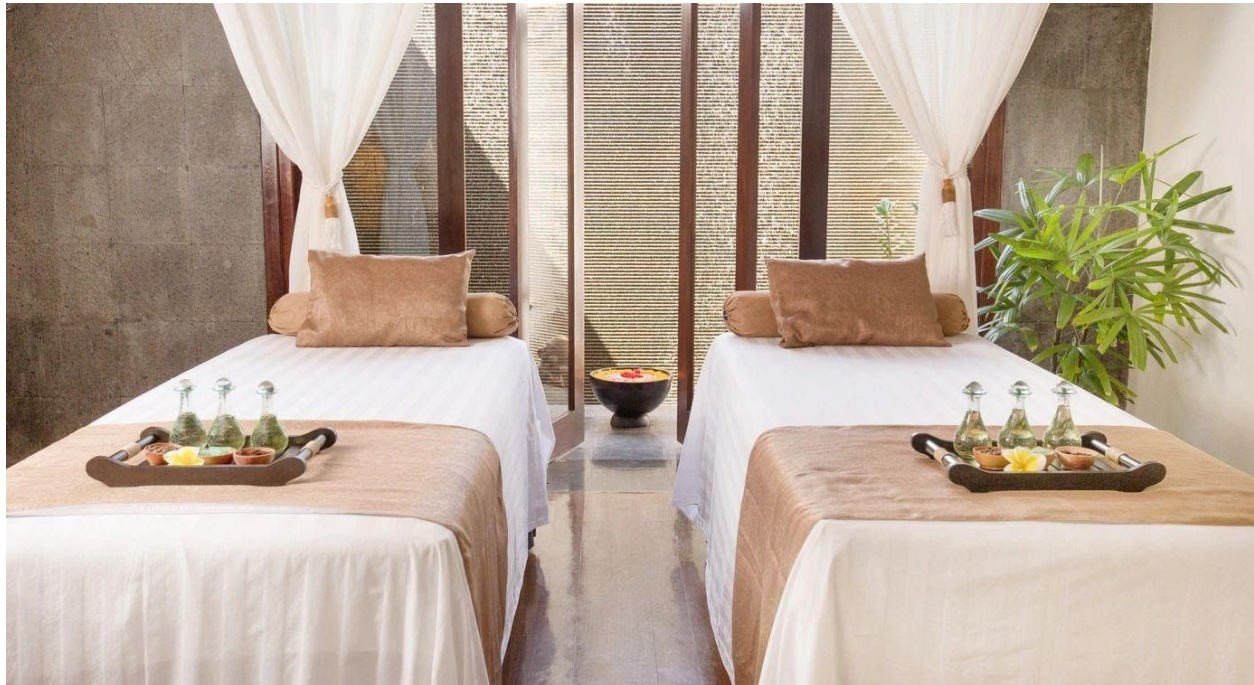
**PACIFIC RELIANCE**  
MEDICAL SECTOR BUSINESS BROKERS

## CONFIDENTIAL BUSINESS OFFERING

### #20564JD High Volume Medical Spas Serving Coastal San Diego-

#### 2 Locations

PROPRIETARY AND CONFIDENTIAL INFORMATION



All information contained within this document and in all other materials was furnished by either the buyer or seller of the business. Purchasing a business involves risk and all parties are advised to seek legal and financial advice. Pacific Reliance Business Brokers has not and will not verify the accuracy or completeness of this information.



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### Description of business

Upscale Medical Spa proudly serving the San Diego area since 2012. As a top ranked medical spa, their core beliefs include, customer satisfaction, safety and training. Since 2012, the med spas have continually grown their team and services with over 5,000 happy clients and 10,000 treatments performed. These top-rated med spas have reached **top 250 status** ranking with their two San Diego locations in the top 1%, as a trusted strategic partner with Allergan, a world leading biopharmaceutical company.

Med Spa services include:

- ❖ Lip fillers | Injectables | Botox | Juvederm | Restylane Lyft | Dysport | Xeomin | Kybella | Trusculpt | Laser treatments face & body | Laser hair removal | Vascular treatments | IPL (Photofacial) | Body Sculpting | Trusculpt | Chemical peels | Dermaplaning

The highly trained staff has over 30 years of experience in medical aesthetics and skin care industry.

### History

This medical aesthetics and skin care spa opened their doors in 2012 serving an affluent area of the San Diego area. With a team of over 30 years of experience in medical aesthetics and skin care, these medical spas are the experts to turn to when considering the latest state of the art aesthetic procedures. Their loyal clientele come from all over the world for body treatments procedures, injectables, lip fillers, sculpting, chemical peels, and laser skin treatments.

### Employee/personnel/payroll

The medical staff consist of 1 physician, 1 physician's assistance, 1 nurse practitioner, 5 registered nurses with over 30 years of experience in medical aesthetics and skin care.

| Title/Position  | PT/FT/I | Wage/Salary | Yr.  |
|-----------------|---------|-------------|------|
| Manager         | FT      | \$90,000    | year |
| Operations Mgr. | FT      | \$60,000    | year |
| Sales Mgr.      | FT      | \$90,000    | year |

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|        |    |           |      |
|--------|----|-----------|------|
| Admin. | FT | Avg. \$27 | hour |
| Admin  | PT | Avg. \$21 | hour |
| RN     | FT | \$100,000 | year |

### Ownership info

The business ownership is an S-corporation with a management agreement. The majority of stock must be owned by a California licensed physician.

2 of the owners are active in the business as follows:

Owner 1: Licensed medical doctor. Oversees medical procedures but does very minimal work (2-4 hours per week). Highly trained staff does most of the procedures.

Owner 2: Husband and wife team.

-Husband is active in accounting and administrative functions. Works approximately 10 hours per week in the business.

-Wife works as head nurse and manager. Most of her work is from home and in contact with staff via phone and computer. This function takes approximately 30-40 hours per week. Additionally, she also meets with employees and treats clients in office. This function takes approximately 10-15 hours per week.

| Current Owner(s) | Years Owned | % Owned | Primary Duties   |
|------------------|-------------|---------|------------------|
| Owner #1         | 8           | 51      | Medical Director |

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|          |   |    |                 |
|----------|---|----|-----------------|
| Owner #2 | 8 | 49 | Overall Manager |
|          |   |    |                 |

### Billings/collection/revenue sources

Business has no account receivables or payables and healthcare financing is provided by Care Credit. Majority of the client transactions are all cash.

### Equipment

Equipment includes state-of-the art equipment in excellent condition, worth over \$500k, including but not limited to:

| Equipment List            | QTY |
|---------------------------|-----|
| Clear + Brilliant         | 1   |
| Secret RF Radio Frequency | 1   |
| TruSculpt                 | 2   |
| Cutera Xeo                | 1   |
| Palomar starlux           | 2   |
| Cutera Coolglide          | 2   |

### Products & Services breakdown:

The breakdown of services is as follows:

| Product/Service | Sales% |
|-----------------|--------|
| Botox           | 40     |
| Fillers         | 25     |
| Lasers          | 20     |

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|                   |    |
|-------------------|----|
| Body Contouring   | 10 |
| Skincare Products | 5  |

These Spa's have an opportunity for growth through expansion of products and services, including adding subscriptions services.

### Annual Combined Revenue and Profit for both locations (per seller tax returns):

Buyer to confirm all numbers and advised to hire CPA to review all financials

|                | 2018         | 2019         | 2020         |
|----------------|--------------|--------------|--------------|
| Annual Revenue | \$ 3,437,850 | \$ 3,809,304 | \$ 2,875,316 |
| SDE/Net Profit | \$ 1,137,922 | \$ 1,143,445 | \$ 992,309   |

Year 2019 net reflects capital improvements completed and is a 1 time cost, hence lower profit while higher sales in 2019.

The business was closed from March 18 through May 18, 2020 due to pandemic. (Buyer to verify ALL financials).

### Marketing:

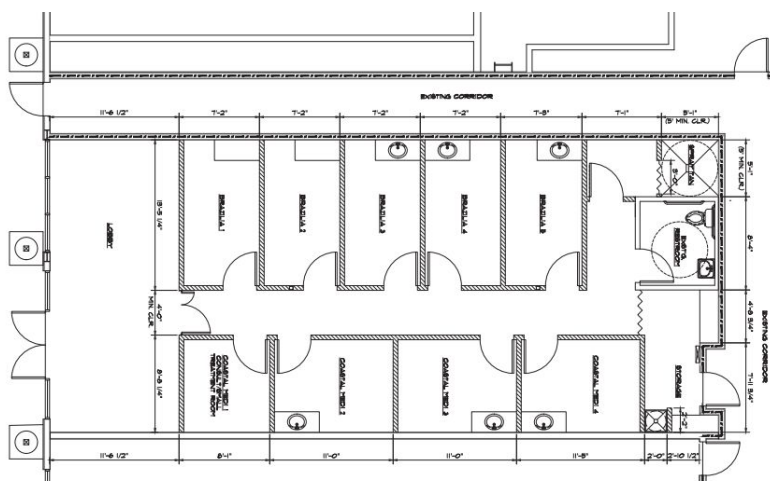
Currently marketing of the Medical Spas are mainly through social media platforms: Instagram, Facebook, and Google. The loyal clientele base is through referrals and word of mouth.

### Facilities: hours of operation, location, size, rent, terms of lease

Hours of operation are 9:30 AM to 5 PM, Monday - Saturday.

Facility (A) is 1,700 sq.ft. with 9 exam rooms with a total Rent of \$11,000. Lease ends 9/2024 with 5 year lease options.

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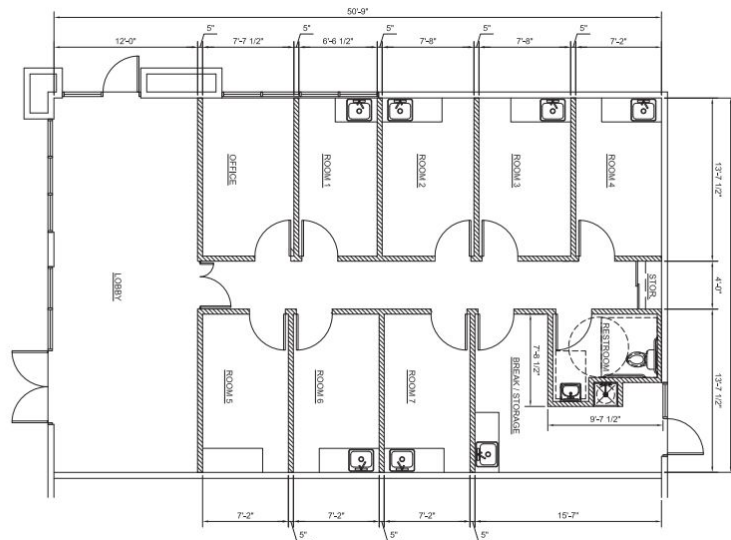


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Facility (B) is 900 sq.ft. with 7 exam rooms with a total Rent of \$7,500 with option. Lease ends 1/2023.



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