

CONFIDENTIAL BUSINESS OFFERING

Absentee run 3 Unit Medical Spa

Serving Los Angeles and Orange County

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.

CONFIDENTIAL BUSINESS OFFERING

Description of business

3 UNIT MED SPA- ABSENTEE RUN

The business has systems in place allowing the new owner to scale the business and open more locations quickly.

Established in 2018, this business has witnessed a remarkable growth trajectory, with revenues soaring to an impressive \$3.9M by the end of 2023. This company has three location serving Orange and Los Angeles, with 1 location in prestigious Newport Beach, CA.

Beyond the medical spa services, this company provides a comprehensive range of offerings including eyelash extensions, facials, and semi-permanent makeup as well. Moreover, over the past five years, they have diligently cultivated a robust client database, solidifying a formidable presence on social media. Their extensive online reputation is a testament to their commitment to excellence, with nearly 1,000 Google reviews and a stellar 4.5-star rating on both Google and Yelp. Building such a reputable online profile has been a lengthy endeavor, setting them apart as a dominant force in the local market, unmatched by competitors.

Products & Services Breakdown

The breakdown of services is as follows:

With a unique target market, these med spas are a one stop shop for all aesthetic treatments. All locations are divided into 2 sections with the front room for injections and the back rooms for body contour, lash and brow treatments.

This company provides their services and treatments to customers through the 3 brick and mortar stores.

Services currently offered include:

- Botox
- Fillers
- Laser Hair removal
- Laser tattoo removal
- Laser Facial
- Body contour
- Weight management
- Laser Teeth Whitening
- Lash
- Brow
- Lip

New owner can add IV hydration, PRP, hormone replacement and hair restoration to increase revenues.

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.

CONFIDENTIAL BUSINESS OFFERING

Revenue and Profit (per seller profit & loss statements):

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

	2022	2023	June 2024
Annual Revenue	3,692,282	3,928,825	1,854,242
SDE/Net Profit	1,623,276	1,282,100	650,629

Buyer to verify all numbers which were provided by owner.

See attached p&l and revenues per major procedures.

Employee/Personnel/Payroll

The roles and number of employees are as follows:

- Head Nurse – 2
- Nurse Practitioners - 4
- Registered Nurses - 9
- Master Injector - 4
- Supervisor – 1
- Manager – 1
- Supervisor – 1
- Lash Artists - 12
- Permanent Makeup Artist – 6

The current system operates autonomously, allowing the owner to avoid involvement in daily operations. The owner only needs to review reports and make final decisions regarding monthly financial allocations for marketing and supplies.

Billings/Collection/Revenue sources

Marketing

The company uses social media and email marketing primarily and has a significant database.

Facilities: Hours of Operation, Location, Size, Rent, Terms of Lease

Hours of operation are as follows:

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9am-7pm	9am-7pm	9am-7pm	9am-7pm	9am-7pm	9am-7pm	9am-7pm

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.



CONFIDENTIAL BUSINESS OFFERING

The business currently has 3 locations across Orange and Los Angeles County.

Location 1:

Years at Current Location: 6 years.
Building Type: Multi-tenant shopping center.
Square Feet: 1,265 square feet.
Type of Lease: Triple net.
Monthly Lease Payment: \$3,162.50.
Lease Expiration and Options: Current lease expires in 2027. Renewal options available.

Location 2:

Years at Current Location: 5 years.
Building Type: Multi-tenant shopping center.
Square Feet: 1500 sf
Type of Lease: Triple net.
Monthly Lease Payment: \$5321
Lease Expiration and Options: Jan 2029. Renewal options available.

Location 3:

Years at Current Location: 5 years.
Building Type: Multi-tenant shopping center
Square Feet: 1,242 square feet.
Type of Lease: Triple net.
Monthly Lease Payment: \$8,200.00
Lease Expiration and Options: November 2024. 3-year renewal options available.

Equipment at locations value at approximately \$200,000 in FF&E.

This is a medical practice and buyer must adhere to CA corporate practice of medicine.

**For more information, contact us at info@pacificrb.com or (949)229-2464.
For highly qualified buyers. Must provide proof of funds and complete non-disclosure agreement for more 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.

2023 Revenues per location				
metric	Location 1	Location 2	Location 3	Total
Sales	\$2,079,896.11	\$1,081,500.19	\$681,459.70	\$3,842,856.00
Services	\$1,806,845.54	\$996,259.00	\$640,633.85	\$3,443,738.39
Beauty Mark	\$625.00	\$150.00	\$0.00	\$775.00
Beauty Treatments	\$15,536.00	\$12,785.64	\$15,262.92	\$43,584.56
Body Contouring	\$13,625.00	\$550.00	\$1,424.00	\$15,599.00
Botox	\$618,080.25	\$324,892.33	\$176,094.11	\$1,119,066.69
Consultations	\$175.00	\$1,455.99	\$90.00	\$1,720.99
Facial	\$22,797.00	\$0.00	\$4,295.00	\$27,092.00
Filler	\$248,523.30	\$126,447.90	\$85,739.91	\$460,711.11
Follow Up	\$0.00	\$0.00	\$340.00	\$340.00
IV Therapy	\$48,389.70	\$17,521.25	\$5,608.97	\$71,519.92
Injectables Treatment	\$1,649.00	\$350.00	\$349.00	\$2,348.00
Kybella	\$42,211.40	\$22,192.00	\$8,931.53	\$73,334.93
Laser Facial	\$10,391.41	\$0.00	\$0.00	\$10,391.41
Laser Hair Removal	\$17,897.00	\$5,052.84	\$3,482.01	\$26,431.85
Laser Tattoo	\$11,682.13	\$198.00	\$0.00	\$11,880.13
Lashes - Classic	\$115,722.50	\$137,104.77	\$79,249.62	\$332,076.89
Lashes - Hybrid	\$404,197.75	\$251,000.58	\$138,997.47	\$794,195.80
Lashes - Volume	\$65,115.00	\$30,513.44	\$60,979.82	\$156,608.26
Online Booking	\$1,650.00	\$2,758.26	\$1,238.33	\$5,646.59
Semi Permanent Make Up	\$96,299.10	\$29,447.00	\$28,089.16	\$153,835.26
Thread Lift	\$72,279.00	\$33,837.00	\$30,462.00	\$136,578.00
Open Sale	\$0.00	\$2.00	\$0.00	\$2.00
Series	\$272,500.57	\$84,656.19	\$40,060.85	\$397,217.61
Beauty Treatments	\$0.00	\$122.50	\$0.00	\$122.50
Body Contouring	\$36,546.00	\$2,946.00	\$1,149.00	\$40,641.00
Facial	\$0.00	\$0.00	\$225.00	\$225.00
IV Therapy	\$9,492.50	\$5,292.50	\$0.00	\$14,785.00
Injectables Treatment	\$1,620.00	\$0.00	\$0.00	\$1,620.00
Kybella	\$15,634.00	\$6,450.00	\$0.00	\$22,084.00
Laser Hair Removal	\$181,835.07	\$69,470.19	\$38,686.85	\$289,992.11
Laser Tattoo	\$26,293.00	\$0.00	\$0.00	\$26,293.00
Lashes - Classic	\$142.50	\$0.00	\$0.00	\$142.50
Lashes - Hybrid	\$937.50	\$375.00	\$0.00	\$1,312.50
Products	\$550.00	\$585.00	\$765.00	\$1,900.00
BEAUTY U	\$500.00	\$450.00	\$225.00	\$1,175.00
Open Sale	\$50.00	\$135.00	\$540.00	\$725.00
Gift Cards & Accounts	\$56,316.48	-\$7,222.82	-\$8,545.57	\$40,548.09
Gift Cards Sold	\$4,786.00	\$1,785.00	\$705.00	\$7,276.00
Paid INTO Account	\$271,927.20	\$86,611.03	\$37,363.93	\$395,902.16
Gift Cards Used	-\$3,283.00	-\$2,935.50	-\$575.00	-\$6,793.50
Paid FROM Account	-\$204,308.52	-\$89,588.00	-\$41,540.13	-\$335,436.65
Evolus Reward	-\$40.00	-\$80.00	\$0.00	-\$120.00
SALON DISCOUNT	-\$12,765.20	-\$3,015.35	-\$4,499.37	-\$20,279.92
Tips	\$37,787.34	\$29,979.55	\$34,953.53	\$102,720.42
Total	\$2,173,999.93	\$1,104,256.92	\$707,867.66	\$3,986,124.51

Profit and Loss

January - June, 2024

	Total
Income	
Income from Allergan	17,443.00
Sales	667.13
Cash Sales	
Services	1,434,550.56
Total Income	\$ 1,854,242.78
Cost of Goods Sold	0.00
Cost of goods sold	0.00
Cost of labor - COGS	0.00
Supplies & materials - COGS	0.00
Medical Supplies - COGS	239,723.69
Non-Medical Supplies - COGS	11,082.36
Total Supplies & materials - COGS	\$ 250,806.05
Total Cost of goods sold	\$ 250,806.05
Total Cost of Goods Sold	\$ 250,806.05
Gross Profit	\$ 1,603,436.73
Expenses	0.00
Advertising & marketing	0.00
Listing fees	400.00
Social media	62,807.54
Website ads	75,755.63
Total Advertising & marketing	\$ 138,963.17
Employee benefits	0.00
Health insurance & accident plans	7,675.73
Workers' compensation insurance	4,231.35
Total Employee benefits	\$ 11,907.08
General business expenses	0.00
Bank fees & service charges	576.76
Business licenses	1,957.18
Continuing education	99.95
Merchant account fees	20,337.53
Uniforms	1,136.70
Total General business expenses	\$ 24,108.12
Insurance	0.00
Business insurance	11,316.97
Liability insurance	159.00
Total Insurance	\$ 11,475.97
Interest paid	0.00
Credit card interest	0.00
Total Interest paid	\$ 0.00
Legal & accounting services	0.00
Consulting and Professional Fees	4,302.57
Total Legal & accounting services	\$ 4,302.57
Management Fee	143,000.00
Office expenses	0.00
Administrative Office Expenses	186.17
Cleaning Expenses	14,616.63
Gift Expenses	208.34
Meals	11,260.18
Office supplies	8,408.39
Software & apps	13,437.41
Total Office expenses	\$ 48,117.12

Payroll expenses	0.00
Contract labor	217,682.49
Owner's Salary	44,534.65
Officers' salaries	29,937.06
Salaries & wages	304,920.40
Tips	22,847.16
Total Payroll expenses	\$ 619,921.76
Rent	0.00
Building & land rent	77,113.81
Total Rent	\$ 77,113.81
Repair & Maintenance	0.00
Remodel Expense	393.92
Total Repair & Maintenance	\$ 393.92
Supplies	0.00
Supplies & materials	418.25
Total Supplies	\$ 418.25
Taxes paid	0.00
Payroll taxes	66,229.81
State taxes	5,214.08
Total Taxes paid	\$ 71,443.89
Travel	0.00
Airfare	4,687.86
Hotels	4,523.28
Taxis or shared rides	1,046.84
Vehicle rental	8,156.91
Total Travel	\$ 18,414.89
Utilities	0.00
(Water, Electricity & Internet)	7,346.12
Disposal & waste fees	0.00
Internet & TV services	272.47
Phone service	1,359.84
Total Utilities	\$ 8,978.43
Total Expenses	\$ 1,178,558.98
Net Operating Income	\$ 424,877.75
Other Income	0.00
Credit card rewards	472.54
Total Other Income	\$ 472.54
Other Expenses	0.00
Vehicle expenses	0.00
Parking & tolls	12.60
Vehicle gas & fuel	1,131.50
Vehicle insurance	1,354.02
Vehicle registration	67.58
Vehicle repairs	3,047.71
Vehicle wash & road services	27.99
Total Vehicle expenses	\$ 5,641.40
Total Other Expenses	\$ 5,641.40
Net Other Income	-\$ 5,168.86
Net Income	\$ 419,708.89

Addbacks:

Owners Salary	\$ 44,534.65
Health insurance & accident plans	\$ 7,675.73
Torrance Admin Expenses	\$ -
Torrance Construction Expenses	\$ -
Meals Expenses	\$ 11,260.18
Travel Expenses	\$ 18,414.89
Vehicle Expenses	\$ 5,641.40
Remodel Expense	\$ 393.92
Management Fee - Office Discretionary Expenses	\$ 143,000.00

Total	\$ 230,920.77
--------------	----------------------

Revised Net Income	\$ 650,629.66
---------------------------	----------------------

3 Unit Med Spa OC & LA

Profit and Loss

January - December 2023

	Total
Income	
Discounts/Refunds Given	-5,193.94
Sales	1,692.83
Services - Cash Income	301,516.60
Services	3,630,809.98
Total Income	\$ 3,928,825.47
Cost of Goods Sold	
Cost of goods sold	
Supplies & materials - COGS	
Medical Supplies - COGS	489,730.48
Non-Medical Supplies - COGS	22,379.19
Total Supplies & materials - COGS	\$ 512,109.67
Total Cost of goods sold	\$ 512,109.67
Shipping	313.00
Total Cost of Goods Sold	\$ 512,422.67
Gross Profit	\$ 3,416,402.80
Expenses	
Advertising & marketing	
Listing fees	37,429.90
Social media	169,878.80
Website ads	230,186.73
Total Advertising & marketing	\$ 437,495.43
Management Fee	331,236.92
General business expenses	
Business licenses	788.73
Bank fees & service charges	1,204.68
Merchant account fees	44,994.43
Commission and Fees	766.50
Continuing education	2,070.52
Memberships & subscriptions	784.50
Uniforms	1,369.87
Total General business expenses	\$ 51,979.23
Insurance	
Business insurance	8,324.71
Total Insurance	\$ 8,324.71
Interest paid	
Business loan interest	8.33
Total Interest paid	\$ 8.33
Legal & accounting services	
Consulting and Professional Fees	15,069.80
Legal Fees	802.70
Total Legal & accounting services	\$ 15,872.50
Office expenses	
Cleaning Expenses	36,228.15
Contributions to charities	10.00
Entertainment	5,630.66
Gift Expenses	1,209.78
Administrative Office Expenses	25,446.72
Torrance Admin Expenses	55,641.00
Meals	19,605.49
Office supplies	85,691.23
Printing & photocopying	6.58
Recruitment Expenses	1,027.00
Software & apps	7,158.49
Total Office expenses	\$ 237,655.10

Payroll expenses		
Contract labor	667,656.75	
Directors Salary	41,030.00	
Owners Salary	171,375.00	
Salaries & wages	312,874.38	
Tips	81,627.36	
Total Payroll expenses	\$	1,274,563.49
Employee benefits		
Health insurance & accident plans	16,186.75	
Workers' compensation insurance	7,530.11	
Total Employee benefits	\$	23,716.86
Rent		
Building & land rent	228,203.78	
Total Rent	\$	228,203.78
Repair & Maintenance		
Lakewood Remodel Expense	36,737.46	
Total Repair & Maintenance	\$	36,737.46
Supplies		
Supplies & materials	25,273.11	
Total Supplies	\$	25,273.11
Taxes paid		
Payroll taxes	197,134.77	
Property taxes	15,793.47	
Total Taxes paid	\$	212,928.24
Travel		
Airfare	4,511.94	
Hotels	12,620.09	
Total Travel	\$	17,132.03
Utilities		
Utilities (Water, Electricity & Internet)	9,717.47	
Phone service	4,044.33	
Total Utilities	\$	13,761.80
Total Expenses	\$	2,914,888.99
Net Operating Income	\$	501,513.81
Vehicle expenses		
Parking & tolls	45.76	
Vehicle gas & fuel	3,175.29	
Vehicle insurance	1,608.76	
Vehicle repairs	1,652.48	
Vehicle wash & road services	40.00	
	\$	6,522.29
Total Other Expenses	\$	6,522.29
Net Other Income	-\$	6,522.29
Net Income	\$	494,991.52
Addbacks:		
Owners Salary	\$	171,375.00
Health insurance & accident plans	\$	16,186.75
Contributions to charities	\$	10.00
Torrance Admin Expenses	\$	55,641.00
Torrance Construction Expenses	\$	132,662.46
Meals Expenses	\$	19,605.49
Travel Expenses	\$	17,132.03
Vehicle Expenses	\$	6,522.29
Location 2 Remodel Expense	\$	36,737.46
Management Fee - Office Discretionary Expenses	\$	331,236.92
Total	\$	787,109.40
Revised Net Income	\$	1,282,100.92

Profit and Loss
January - December 2022

	Total	
Income		
Services	3,154,195.88	
Services - Cash Income	538,086.12	
Total Income	\$ 3,692,282.00	
Cost of Goods Sold		
Cost of goods sold		
Cost of labor - COGS	53,359.90	
Supplies & materials - COGS	384,770.89	
Total Cost of goods sold	\$ 438,130.79	12% cogs
Shipping	-	
Total Cost of Goods Sold	\$ 438,130.79	
Gross Profit	\$ 3,254,151.21	
Expenses		
Advertising & marketing		
Listing fees	19,114.00	
Social media	138,682.56	
Website ads	2,215.31	
Total Advertising & marketing	\$ 160,011.87	
General business expenses		
Business licenses	8,380.11	
Bank fees & service charges	1,283.35	
Merchant account fees	26,056.40	
Commissions & fees	0.00	
Continuing education	0.00	
Memberships & subscriptions	1,125.00	
Uniforms	135.77	
Total General business expenses	\$ 36,980.63	
Insurance		
Business insurance	17,489.28	
Property insurance	5,729.00	
Total Insurance	\$ 23,218.28	
Interest paid		
Business loan interest	0	
Total Interest paid	\$ 0.00	
Legal & accounting services		
Professional Accounting Fees	15,477.99	
Legal Fees	17,734.25	
Total Legal & accounting services	\$ 33,212.24	
Office expenses		
Cleaning Expenses	22,829.25	
Contributions to charities	850	
Entertainment	547.36	
Meals	8,749.84	
Management Fee	210,353.64	
Office supplies	1,351.18	
Printing & photocopying	14.98	
Recruitment Expenses	3,828.50	
Repairs & maintenance	9,212.77	
Shipping & postage	503.02	
Software & apps	25,030.88	
Total Office expenses	\$ 283,271.42	
Payroll expenses		
Contract labor	323,797.02	
Directors Salary	65,000.00	
Owners Salary	95,680.37	
Salaries & wages	611,522.22	
Total Payroll expenses	\$ 1,095,999.61	
Employee benefits		
Health insurance & accident plans	15,348.69	
Total Employee benefits	\$ 15,348.69	

Rent		
Building & land rent		205,644.59
Total Rent	\$	205,644.59
Supplies		
Supplies & materials		0
Total Supplies	\$	0.00
Taxes paid		
Payroll taxes		130,337.23
Total Taxes paid	\$	130,337.23
Travel		
Airfare		8,373.97
Hotels		4,971.82
Total Travel	\$	13,345.79
Utilities		
Utilities (Water, Electricity & Internet)		7,053.92
Phone service		3,256.44
Total Utilities	\$	10,310.36
Total Expenses	\$	2,007,680.71
Net Operating Income	\$	1,246,470.50
Other Income		
Interest Earned	\$	0.52
Interest Paid	\$	723.00
Total Other Income	-\$	722.48
Other Expenses		
Vehicle expenses		
Parking & tolls		10
Vehicle gas & fuel		373.93
Vehicle insurance		0
Vehicle repairs		258.47
Vehicle wash & road services		0
Total Vehicle expenses	\$	642.40
Total Other Expenses	\$	642.40
Net Other Income	-\$	1,364.88
Net Income	\$	1,245,105.62
Addbacks:		
Officer Salary	\$	95,680
Health insurance & accident plans	\$	15,349
Contributions to charities	\$	850
Torrance Construction	\$	33,200
Meals Expenses	\$	8,750
Travel Expenses	\$	13,346
Vehicle Expenses	\$	642
Management Fees	\$	210,354
Officer Discretionary	\$	-
	\$	378,171
Revised Net Profit	\$	1,623,276.35