

CONFIDENTIAL BUSINESS PROFILE

PROPRIETARY AND CONFIDENTIAL INFORMATION

Two Luxurious Med Spas Servicing the Greater San Diego Area

Business Description

This offering represents the opportunity to acquire two highly regarded and well established aesthetic medical spas serving an affluent coastal market within the greater San Diego region. This practice has built a strong reputation for delivering advanced non surgical aesthetic treatments and integrative wellness services within a sophisticated, modern environment designed to elevate the client experience.

Founded by experienced professionals with extensive backgrounds in medical aesthetics and skincare, the practice has developed a loyal and growing client base by combining clinical expertise with a luxury spa like atmosphere. The business focuses primarily on minimally invasive and non invasive cosmetic procedures that deliver noticeable results with little to no downtime, making the practice attractive for both physician owner operators and healthcare investors.

The practice operates from a stylish and thoughtfully designed facility that blends modern aesthetics with a comfortable clinical setting. Both spas feature a distinctive contemporary design and private treatment rooms that enhance patient comfort and privacy. One location has secluded outdoor area allows the practice to host private client events, aesthetic education sessions, and social gatherings that further strengthen client engagement and brand loyalty.

Over the years, the practice has cultivated a strong reputation for exceptional patient care and results driven treatments. The business has served more than **6,000 satisfied clients** and performed over **30,000 treatments**, supported by a highly trained clinical and administrative team with decades of combined experience in medical aesthetics and skincare.

The medical team includes a physician providing medical oversight along with experienced aesthetic practitioners and clinical support staff who manage daily operations and patient care. This well structured team allows the practice to maintain efficient operations while delivering high quality personalized treatment plans for each client.

The business operates primarily on a **cash based revenue model**, supported by consistent patient flow, strong client retention, and recurring aesthetic treatments. Its reputation has been strengthened through word-of-mouth referrals, strong online reviews, and recognition in national lifestyle publications.

Med Spa Services & Treatments

The practice offers a comprehensive suite of aesthetic and skin rejuvenation services designed to improve skin health, restore youthful appearance, and enhance overall wellness. Treatments focus on non surgical cosmetic procedures with minimal downtime, making them highly attractive to a broad demographic of aesthetic clients.

Injectables & Facial Rejuvenation

- Lip Fillers
- Botox
- Dermal Fillers including Juvederm, Restylane Lyft, Radiesse, and Sculptra
- Daxxify
- Dysport
- Advanced Injectable Treatments
- Exosome Therapy

Skin Rejuvenation & Anti-Aging Treatments

- Microneedling
- Diamond Glow Skin Resurfacing
- Nano Fractional Radio Frequency Skin Resurfacing
- Chemical Peels and Advanced Facial Treatments

Energy-Based & Laser Treatments

- Ultherapy Skin Tightening
- Laser Treatments for Face and Body
- Laser Hair Removal
- Intense Pulsed Light (IPL) Photofacial Treatments

Specialty & Wellness Services

- Feminine Rejuvenation
- Customized Skin Rejuvenation Programs
- Medical grade skincare consultations and treatment plans

These services are delivered through customized treatment plans tailored to the individual goals and skin profiles of each client, helping the practice maintain high levels of satisfaction and long term client retention.

Facilities

The practice operates from **two strategically designed medical spa locations**, each tailored to support a comprehensive range of aesthetic procedures while delivering a premium client experience consistent with the brand's luxury positioning.

Location One

The original location consists of an approximately **1,500 square foot medical spa facility** with a thoughtfully designed layout that promotes both operational efficiency and patient comfort. The space includes:

- Three fully equipped procedure rooms
- One consultation / office room
- Reception and patient coordination area

This facility underwent a substantial **build-out investment of approximately \$400,000**, resulting in a modern black and white design concept that reflects a sophisticated, high end aesthetic and supports future brand scalability.

The location operates under a **10 year lease agreement with favorable terms**, with the current lease expiring in **May 2029**. Total monthly rent is approximately **\$16,000, including common area maintenance (CAM) charges**.

Location Two

The second location expands the practice's footprint and service capacity, operating from an approximately **2,500 square foot** medical spa facility designed with a consistent brand aesthetic and enhanced treatment capabilities.

The layout includes:

- Five procedure rooms
- One consultation / office room
- Additional treatment and support space

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This facility underwent a **build out investment of approximately \$350,000**, featuring the same modern black-and-white design concept that reinforces brand continuity and a luxury client experience.

The second location operates under a **5 year lease agreement**, with the current lease expiring in **2030**. Total monthly rent is approximately **\$14,500, including CAM charges**.

Equipment & Design

Across both locations, the business maintains approximately **\$900,000 in state-of-the-art laser technology and related furniture, fixtures, and equipment (FF&E)**, all of which are included in the sale. The cohesive design and advanced equipment platform position the practice as a premier provider of aesthetic medical services within its market.

Both facilities are designed to support efficient patient flow while maintaining privacy, comfort, and professionalism expected in a high end aesthetic medical environment, allowing the practice to deliver a consistent and elevated client experience across locations.

Operations & Staffing

The practice operates under a **scalable, multi-location clinical model** supported by an experienced team of licensed medical professionals and administrative personnel. The organizational structure is designed to ensure high quality patient care, operational efficiency, and the ability to support continued growth across both locations.

Location One

The original location is staffed with a well established team responsible for delivering consistent patient outcomes and maintaining strong client relationships. The team includes:

- 1 Physician (medical oversight)
- 1 Naturopathic Doctor
- 1 Aesthetic Nurse Practitioner
- 2 Registered Nurses
- 1 Esthetician
- 2 Patient Coordinators

This team structure allows for efficient patient flow, high quality treatment delivery, and strong client relationship management.

Location Two

The second location has been structured to support increased capacity and future expansion, with a larger clinical team in place. Staffing includes:

- 1 Physician (medical oversight)
- 2 Full-Time Naturopathic Doctors
- 2 Aesthetic Nurse Practitioners
- Registered Nurses (flexible staffing aligned with patient demand)
- 1 Esthetician
- 2 Patient Coordinators

The staffing model at this location is designed to **scale with patient volume**, allowing for incremental margin expansion as utilization increases.

Operating Model & Scalability

The practice benefits from a delegated care model, where licensed mid-level providers perform the majority of aesthetic procedures under physician supervision. This structure enhances operational leverage, optimizes provider utilization, and supports revenue growth without proportional increases in fixed costs.

Key operational strengths include:

- Experienced, credentialed clinical staff capable of delivering a broad range of aesthetic treatments
- Centralized patient coordination and scheduling functions to optimize workflow and client experience
- Physician led oversight model ensuring regulatory compliance and clinical quality
- Capacity for additional provider utilization, particularly at the second location

Collectively, the team in each location brings over 25 years of experience in medical aesthetics and skincare, reinforcing the practice's reputation for clinical excellence and patient satisfaction.

This staffing and operating framework positions the business as a platform ready investment opportunity, with the infrastructure, team, and systems in place to support multi-unit expansion and increased service capacity under new ownership.

Financial Overview

The business has demonstrated **consistent financial performance** with stable revenues over the past three years.

- **3 Year Average Annual Gross Revenue:** Approximately \$1.725,625 million

All existing laser equipment financing is scheduled to be fully paid off further strengthening the business's financial profile for a new owner.

Annual Revenue	2025	2024	2023
Gross Profits	\$1,744,634.00	\$1,708,147.00	\$1,1724,096
EBITDA	\$471,002.00	\$475,699.00	\$539,757

**BUYER TO CONFIRM ALL NUMBERS AND ADVISED TO HIRE CPA TO REVIEW ALL FINANCIALS.
INFORMATION TAKEN FROM SELLER PROVIDED TAX RETURNS AND DOCUMENTS.**

Growth & Expansion Opportunities

The practice presents numerous opportunities for continued growth under new ownership. With strong brand recognition and an established client base, a more actively involved owner could further increase revenue through expanded marketing initiatives and additional service offerings.

Key growth opportunities include:

- Increased visibility and engagement across multiple **social media and digital marketing platforms**
- Introduction of additional **body contouring and cellulite treatments**
- Expansion into **liposuction and advanced body therapies**
- Growth of **vaginal rejuvenation services**
- Addition of **massage therapy and body wrap treatments**
- Expanded membership programs and recurring treatment packages

These strategic initiatives could significantly enhance patient acquisition, increase average revenue per client, and strengthen recurring revenue streams.

The global medical aesthetics market continues to experience rapid growth, driven by increasing demand for non invasive cosmetic procedures, an aging population, and rising disposable income. With its established brand, loyal client base, and experienced staff, the practice provides a strong platform for continued growth within this expanding market.

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Transaction Overview

The seller is highly motivated and has prepared the business for a smooth transaction. All necessary documentation for due diligence is available, including:

- Tax returns
- Financial statements
- Equipment lists
- Lease agreements
- Operational documentation

The current owner is open to **remaining involved as an equity partner and assisting with operational transition**, providing continuity and strategic support for the next phase of growth.

Support & Training

The practice currently operates under the supervision of a **licensed medical director**, who provides medical oversight to mid-level providers performing aesthetic procedures.

The clinical team is **fully trained, certified, and experienced** in delivering aesthetic treatments and managing day-to-day patient care. The current physician overseeing the practice is **willing to remain in place during the transition period** to ensure operational continuity and support new ownership if desired.

Reason for Sale

Ownership is seeking to **explore a strategic partnership or transaction that will allow the brand to scale beyond its current footprint**, with the potential to develop into a **regional or national aesthetic brand** under new leadership and investment.

Industry & Market Overview

The global medical aesthetics industry has experienced substantial growth over the past decade and is expected to continue expanding rapidly due to increasing consumer demand for non surgical cosmetic procedures.

Several macro trends are driving growth within the aesthetic medicine sector:

Rising Demand for Non Invasive Procedures

Patients increasingly prefer minimally invasive treatments that offer visible cosmetic improvements with

little to no downtime. Procedures such as injectables, dermal fillers, laser treatments, and skin rejuvenation therapies have become widely accepted and are now among the fastest growing segments in aesthetic medicine.

Aging Population and Preventative Aesthetics

As the population ages, demand for treatments that maintain youthful appearance continues to increase. At the same time, younger demographics are embracing preventative aesthetic procedures, further expanding the addressable market.

Growth in Disposable Income and Consumer Wellness Spending

Consumers are allocating greater portions of discretionary income toward personal wellness, skincare, and aesthetic treatments, particularly in affluent metropolitan markets such as Southern California.

Technological Advancements in Aesthetic Medicine

Continuous innovation in laser technologies, injectable products, and regenerative therapies has improved treatment outcomes, expanded service offerings, and increased patient adoption of aesthetic procedures.

Industry analysts project the **global medical aesthetics market to grow at an estimated compound annual growth rate (CAGR) of approximately 10–12% over the coming years**, driven by expanding consumer awareness, technological innovation, and the continued shift toward minimally invasive cosmetic treatments.

Within this broader industry, **boutique medical spas offering personalized aesthetic services in luxury environments have emerged as one of the fastest growing segments**, particularly in affluent coastal markets where demand for advanced skincare and cosmetic treatments remains strong.

Investment Highlights

- **Established Premium Brand in an Affluent Market**

Highly regarded aesthetic medical spa serving a high income coastal demographic within the greater San Diego region, with strong brand recognition and consistent client demand.

- **Strong Financial Performance**

Demonstrated stable revenues averaging approximately **\$1.7M annually**, with a 3 year averaging **EBITDA of approximately \$470K**, reflecting an attractive operating margin and strong cash flow.

- **Large and Loyal Client Base**

The practice has served **over 6,000 clients** and performed more than **30,000 aesthetic treatments**, creating a solid base of repeat customers and recurring treatment revenue.

- **Diverse High Demand Treatment Portfolio**

Offers a comprehensive suite of aesthetic services including injectables, dermal fillers, laser treatments, skin rejuvenation therapies, body treatments, and wellness procedures.

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- **Modern Facility with Premium Design**

Operates from two boutique medical spa facilities totaling approximately **4,000 square feet**. The original location features **1,500 sq. ft.** with four treatment rooms, a contemporary luxury design aesthetic, and a private outdoor space utilized for exclusive client events and aesthetic gatherings, enhancing patient engagement and brand loyalty.

The second location spans approximately **2,500 sq. ft.** and includes five fully equipped treatment rooms, designed with a consistent modern, high-end aesthetic that reinforces brand continuity and supports expanded service capacity.

- **Highly Experienced Clinical Team**

Staffed with a skilled medical team including physician oversight, advanced practice providers, nurses, estheticians, and patient coordinators with **more than 25 years of combined experience in medical aesthetics and skincare.**

- **Significant Investment in Technology & Equipment**

Approximately **\$900K in state-of-the-art aesthetic lasers and medical equipment** included in the transaction, supporting advanced procedures and future service expansion.

- **Multiple Growth Opportunities**

New ownership can expand revenue through additional aesthetic technologies, regenerative medicine services, IV therapy, wellness programs, retail skincare products, and membership based treatment plans.
