

CONFIDENTIAL BUSINESS OFFERING

Acclaimed Medical Spa
Serving Silicon Valley



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 Medical M&A Advisors has not and will not verify the accuracy or completeness of this information.

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Description of business

Established in 2008, this business has become a staple med spa offering cutting-edge aesthetic and anti-aging treatments. They combine advanced technology with a focus on safety and effectiveness, ensuring minimal downtime for their patients. With care provided by an expert physician and master nurse injector, every patient leaves with their most youthful and vibrant self. Services range from minimally invasive to more vigorous procedures.

Practice services include:

- All Injectables
- Dermal Filler
- SculpSure
- Kybella
- Skin Tightening
- Neurotoxin
- Ultherapy
- Microneedling & PRP
- Morpheus 8
- Radio Frequency
- QWO
- Laser Hair Removal
- Hair Transplant
- Non-Invasive Facial Contouring
- Physical Exams

Ownership info

State of Incorporation: California

Legal Organization Type: S Corp.

Years Owned by Current Owner: 16 Years

Total Years in Business: 16 years

Special skills or licenses required to operate the business: Medical license

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Products & Services breakdown and Revenue Potential:

The breakdown of services is as follows:

The med spa is an all-inclusive business for aesthetic treatments. There are 2 locations that offer:

- All Injectables
- Dermal Filler
- SculpSure
- Kybella
- Skin Tightening
- Neurotoxin
- Ultherapy
- Microneedling & PRP
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Revenue and Profit (per seller profit & loss statements):

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

	2022	2023	YTD
Annual Revenue	\$1,363,464	\$1,154,784	\$791K
EBITA/Net Profit	\$438,752	\$351,805	

Revenues have been declining due to less work hours. Owner has additional revenue sources and decided to work less. However, patient base is intact

Employee Personnel/Payroll

There are 6 Full Time Employees, 2 Part-Time Employees, 4 Independent Contractors

The roles and number of employees are as follows:

- Physicians – 1
- Nurse Practitioners - 1
- Front Desk – 2

Staff to Patient ration is: 1/3 and the Physician is the owner of the practice.

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Clients

Client base: 90% of clientele are repeat clients. The company has over 4K clients, seeing an average of 10-18 clients per day. The break-even point on patients per week is \$8K

Billings/collection/revenue sources

Systems to manage healthcare receivables: Healthcare payables and financing

HIPPA Electronic Medical Records (EMR) compliant - Aesthetic Pro

Top payor list: cash

Active medical records per physician and total for the practice: Over 8K

Contracts with insurance companies: 3 PPO

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

Hours of operation are as follows:

Location #1

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Closed	10am-4pm	10am-3pm	10am-4pm	10am-4pm	Closed	Closed

Years in Business: 16 years

Square Feet: 2,000 sq ft.

Monthly Lease Payment: \$6500

Lease Expiration and Options: Open to renew

Marketing

The current marketing tactics are self-referrals, word of mouth and Groupon. The business can expand with the usage of a client membership and social utilization.

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Equipment/Inventory

Approximate wholesale value of inventory: ~\$1 million

Laboratory	
Pronox nitrous oxide delivery	
Zimmerman coolant	Purchased 2017 for \$17k Purchased 2023 for \$30k
Digital X-Ray machine	
Elleman noninvasive skin RF	Purchased 2018 for \$110 k
CyanaSure devices CO2 smart skin laser/ skin resurfacing	Purchased 2016 for \$170k
Elite IPL/Hair removal	Purchased 2016 for 250k
SculpSure (FAT laser lipo)	Purchased 2016 for 250k
Morpheus by Nmode	Purchased 2022 for \$140k x2 devices
Ultherapy	Purchased 2020 \$110k

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