

# Acquisition Opportunity

[AVBR] – [Ophthalmology Practice with \$500,000+ SDE]

Corporation Type: C-Corp Location: Louisiana NAICS Code: 621111

The Company is a distinguished Ophthalmology Practice, renowned for offering a wide spectrum of eye care and medical services. This includes everything from routine eye examinations to sophisticated surgical procedures. Leveraging cutting-edge technology, their adept team specializes in the diagnosis, treatment, and management of a diverse range of eye conditions. Committed to delivering outstanding patient care, they ensure that each patient receives personalized and thorough treatment, solidifying their reputation as a leader in eye health services.

**ASKING**  
**\$850,000**

## Top Details/Business Activity

- **Established History:** Founded in 1977, the company has a rich history spanning over 45 years, positioning it as a venerable leader in its industry.
- **Consistent Growth:** Demonstrated a steady upward trajectory with more than \$500,000 in cash flow for 2023, indicative of robust financial health.
- **Impressive Profit Margins:** Maintained a remarkable average cash flow margin of 33% across the past three years, illustrating efficiency and profitability.
- **Renowned Brand Identity:** The company is widely recognized for its outstanding work and has cultivated an excellent reputation, reinforcing its brand strength.
- **Loyal Customer Base:** Features a strong client mix, with 80% of its business sourced from repeat and returning patients, highlighting client trust and satisfaction.
- **Substantial New Patient Acquisition:** Despite the high rate of repeat business, 20% of the clientele consists of new patients, demonstrating effective market penetration and appeal.
- **Significant Asset Holdings:** Equipped with over \$200,000 in fixed assets, which bolsters its operational capabilities and market value.
- **Strategic Location:** The company benefits from a strategically chosen location, enhancing accessibility and visibility to its target market.
- **Dedicated Team:** Employs a skilled and committed workforce, contributing to its high service standards and operational success.
- **Innovative Practices:** Continuously adopts innovative techniques and technologies, keeping it at the forefront of industry advancements and customer expectations.
- **Diverse Service Offerings:** Offers a wide range of services, catering to a broad spectrum of client needs and enhancing revenue streams.

## Real Estate

- Land and Building (not included in purchase price) can also be acquired in conjunction with business.

## Strengths

- Minimal Owner Perks
- Well-Structured and Current Financial Records
- Detailed Organizational Structure and Clear Job Descriptions

## Weaknesses

- Requirement for More Medical Practitioners

## Reason for selling:

- Retirement

## Key Indicators (Cash Basis):

Year (Financial Year End: 12/31)	2023	2022	2021	2020
Revenue	1,391	1,567	1,705	1,607
SDE*	508	489	548	452

\*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

### Included in offering:

- Assets: \$200,000

### Business Days and Hours

- Monday - Thursday: 7:30 am – 4:30 pm
- Friday: 7:30 am – 4:00 pm
- Saturday - Sunday: Closed

### Employees:

- The Company employs a total of eight staff members, consisting of four full-time and four part-time employees. The core team includes a Medical Doctor, Clinic Manager, Office Manager, Surgical Coordinator, and a Technician.

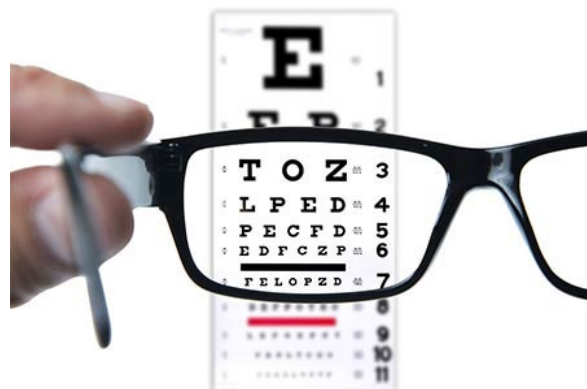
### Support and Training

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days. An additional consulting contract can be obtained.

### Next Steps

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

**Brad Kaufman, Advisor**  
[brad@bravokiloadvisors.com](mailto:brad@bravokiloadvisors.com)  
(443) 761-0809



# CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

## Ophthalmology Practice with \$500,000+ SDE

Sale Price: \$850,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

### RECIPIENT:

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Print Name

Date: \_\_\_\_\_

\_\_\_\_\_  
Street

\_\_\_\_\_  
City State Zip

\_\_\_\_\_  
Phone

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Fax