



A Neumann & Associates, LLC
Affiliated with Americas Largest Network of M&A Professionals

Business Profile

Engagement: 1492-2159B

Company Information

Line of business: Prestigious Salon and Spa

Location: New Hampshire

In Business: 30 Years

Employees: 50

Facilities: 11,000 SF (leased)

Reason for Sale: Retirement (consulting available)

Company Assets:

• Net Working Capital	\$95,000
• Leasehold Improvements	\$1,000,000
• Office – Furniture & Computer	\$55,000
• Vehicles, Trailers, Forklifts	\$0
• Equipment & Tooling	\$435,000
• Other	\$0
<u>Total Assets included in Sale</u>	<u>\$1,585,000</u>

Sales and Cash Flow:

(All Information Based On P&L/Tax Returns)

<u>Fiscal Year End</u>	<u>Revenue</u>	<u>Seller Discretionary Cash Flow</u>
2023	\$2,200,000	\$270,000
2024	\$2,900,000	\$400,000
2025	\$2,850,000	\$215,000
2026 (e)	\$3,100,000	\$320,000



Executive Summary

This **Luxurious Salon and Spa Business** provides a full array of Skincare, Hair, Nail, and Massage Services to the surrounding communities. The company enjoys increasing revenue and solid operating margins from a loyal and growing clientele located in this affluent suburban region. This business currently operates from multiple conveniently located leased facilities.

The company enjoys a **strong competitive advantage** in its service area by having been the largest provider of premium personal care services in the region for over 30 years. The owners have built a significant following and have averaged over 450 client visits per week.

It is projected that a new owner will obtain **significant additional revenue** by virtue of the continued growth of nearby commercial and residential shopping and entertainment facilities. The Company projects annual revenue growth rate under such premise of 15%+ per year with higher gross margins beginning in 2026.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 3.7x EBITDA. A full valuation report is included and there is \$95,000 in Net Working Capital plus another \$1,490,000 in Fixed Assets included in the deal. The business is pre-qualified by an SBA lender subject to buyer's financials, and by implementing the proposed deal structure an owner operator will obtain over **\$258,000 of benefit in after-acquisition-debt cash flow in Year #1 - over 87% return on equity investment.**

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. A very well trained and highly qualified team will stay in place and support the new owner in all aspects of the business.

(ALL DATA BASED ON SIGNED TAX RETURNS)

Deal Structure

(Proposed)

Buyer Cash Down @ Closing	\$295,000
Buyer Bank Financing	\$590,000
Seller Financing @ 9.75% / 5 years	<u>\$295,000</u>
Total Purchase Price	\$1,180,000

Note: If applicable, all real estate only offered via ANA Commercial Real Estate, LLC

Buyer Benefits

1) Growing business for 25+ years - Strong and Growing Client Base
2) Motivated owner helping in the transition, incl. Established Facilities Manager
3) Acquisition financing approved for 75% of asking price - 87% ROI in Year #1

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NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.