

FOR SALE: Dental Lab with \$250K+in assets

Constant revenue growth with 20% Profit Margin!

Financial Overview

List Price: **\$820,000**

Gross Sales

2021	2020	2019
\$1,332,373	\$975,110	\$958,339

Cash Flow

2021	2020	2019
\$269,019	\$201,860	\$232,379

- **Profit Margin:** 20%
- **Multiple:** 3.5
- **3-Year Avg. Cash Flow:** 234,419

Valuation: 3- year average Cash Flow x Multiple = Valuation
 $\$234,419 \times 3.5 = \$820,466$

Assets Included in Purchase: \$250K+

Vehicles: \$18,000 for one delivery car

FF&E: \$15,000

Lab Equipment: \$225,000 – includes 3D printers, air compressors, scanners, steamers, vacuum mixers, etc.

Intangible Assets: Confidential Client list, website, online reviews, well established over 20 years

Business Information

Year Established: 1999

Location: Omaha, NE

Service Area: Omaha, NE, and surrounding area

Services: Designing and producing custom dental fixtures such as Implant Restorations, 3D Printing & Milling, Crowns, Custom Shades, Diagnostic Wax-Ups, Dentures, Metal Frame, Flexible Partial, Retainers, Veneers and many more.

Clients: Doctors, Dentists, and Oral Surgeons

Lease: Two side by side offices totaling 1,600/sq ft for \$2,800/month

Reason for Selling: Moving to Denver to be with wife

Personnel: 6 technicians & 1 driver, all with a tenure of 3+ years

Seller Training Period: 2 years

Growth Opportunities: Providing services to doctors and dentists nation-wide

Current Owners' Responsibilities: Overseeing staff and machines, some restoration design (could be handled by current staff)

Funding Example

Purchase Price: **\$820,000**

10% Buyer Down Payment	\$82,000
10% Seller Financing or Equity	\$82,000
80% Bank Loan	\$656,000

A 10% down payment of \$82,000 returns \$112,625 in the first year after debt payments

Description

This Nebraska based dental Lab has experienced constant revenue growth while simultaneously enjoying a 20% profit margin in recent years. This full-service dental lab is extremely well established having been in service for over 20 years and with a team of employees who all have a tenure of 3+ years with the business! The current owner primarily handles overseeing the staff and machines, but this could be absorbed by the experienced staff. Located in Omaha, NE this business services doctors, dentists, and oral surgeons in the surrounding areas and are in high demand due to their excellent and long-standing reputation. With a team of 6 technicians and one driver, plus the current owner's willingness to stay with the business for a 2–3-year transition period, this business is primed for new ownership. With a total of 1,600 square feet of operating space they can handle this influx of demand. Over \$250k in assets are included in the sale, including 3D printers, scanners, steamers, and mixers. This business is a stable investment into the dental industry and can be viewed as an essential economic need.

They offer many services such as implant restorations, veneers, 3D printing, crowns, bridges, and many more. This is a full-service lab that clients depend on and integrate into their practices. The dental studio helps doctors and dentists increase patient retention and referrals by reducing chair time and increasing satisfaction. This implements success for not only the client, but for the company as well.

Due to the first-rate custom products this studio provides, the majority of their clients are recurring and long-lasting! There is an Instagram page, but no true marketing has ever been done. The studio owner prefers to keep business local, but in the past has had clients in states across the U.S. and has the resources to do so now. There are seven total employees staffed at this laboratory, including six technicians specializing in different areas of dental artistry and one driver who delivers dental restorations to offices in a time-sensitive matter.

At a purchase price of **\$820,000**, a buyer can expect a \$112,625 return in the first year after debt payments! This laboratory has plenty of growth opportunities, including offering services to doctors and dentists nationally and an increase in general marketing and advertisements. A great reputation and a highly experienced team results in this business being perfect for transitioning a new owner to continue the reputable dental laboratory.

- CONFIDENTIAL -

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