

# FOR SALE: Production Lab for Dental Implants

*The Current Owner Will Stay on for 2 Years!*

## Financial Overview

**List Price:** **\$945,000**

### Gross Sales

2022 Ann.	2021	2020	2019
\$1,232,210	\$1,233,621	\$975,110	\$958,339

### Cash Flow

2022 Ann.	2021	2020	2019
\$360,154	\$315,539	\$201,860	\$232,379

- **Profit Margin:** 26%
- **Multiple:** 2.8
- **2-Year Avg. Cash Flow:** \$337,847

**Valuation:** 2-year average Cash Flow x Multiple = Valuation  
 $\$337,847 \times 2.8 = \$945,972$

## 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:** Retirement Planning

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

**Seller Training Period:** 2 years, salary accounted for in cash flow

**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:** **\$945,000**

<b>10% Buyer Down Payment</b>	\$94,500
<b>10% Seller Financing or Equity</b>	\$94,500
<b>80% Bank Loan</b>	\$756,000

A 10% down payment of \$94,500 returns \$197,487 in the first year after debt payments

## Description

The current owner of this dental implant production lab is willing to stay on with the business for 2 years after the sale, and their salary has been accounted for in the listed cash flow! This business is a stable investment into the dental industry and can be viewed as an essential economic need which is clearly shown in their continually growing revenue, even during the pandemic. This Omaha based business has been in service over 20 years and has a diverse list of services offered including 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. This full-service dental lab not only has all of the services that any doctor, dentist, or oral surgeon could need, but also offers an experienced and efficient team including 6 technicians and 1 driver who collectively have a tenure of 3 or more years with the business! This is a business 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, most 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 and space in their 1,600 sq. ft. lab to bring this practice back now. These resources include over \$250k in assets such as 3D printers, compressors, scanners, a delivery vehicle and more.

At a purchase price of **\$945,000**, a buyer can expect a \$197,487 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 have resulted in this business being perfect for transitioning a new owner to continue the reputable dental laboratory.

**- CONFIDENTIAL -**

Last Revised JB 10.4.2022

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