



Executive Summary

Praised and recognized in both national and local beauty and fashion magazines, Client #767 renders a unique acquisition opportunity.

Located in the Southeast, the company is one of the most established and successful med-spa's and skin care providers in the region. This company is primed with potential as it is in one of the fastest growing regions in America. With millennials flocking to experience the exciting life this area has to offer; this skin care provider has crafted a young, successful brand image over the past twenty years. Employees have received world class training and are constantly learning new trends by continuing their education.

Services offered by the skin company include cool sculpting, Botox, fillers, microdermabrasion, dermaplaning, oxygen mask treatment, skin tightening, eye treatments, micro needling, body waxing, permanent hair removal and tattoo removal. Furthermore, they provide a large array of facial services.

The owner has elected to sell the company and retire, and the business is being offered for sale on an exclusive basis by CAPSTONE Business Advisors, LLC.

Summary Financial Performance

| | 2015 | 2016 | 2017 | 2018* |
|---------------------|--------------|--------------|--------------|--------------|
| Revenue | \$ 3,025,038 | \$ 3,213,201 | \$ 3,767,673 | \$ 1,691,389 |
| Gross Profit | 2,213,446 | 2,288,207 | 2,700,465 | 1,236,218 |
| Gross Margin | 73.17% | 71.21% | 71.67% | 73.09% |

*Through May

Opportunity

A buyer will inherit a premium brand and can use the owner's formula to open additional locations. These factors make for a compelling acquisition opportunity:

- Historically stable and high margins,
- Established reputation and customer base, and
- Highly skilled employees/service providers.