



PRE-NDA BUSINESS SUMMARY

**AWARD-WINNING
DESIGNER
HAIR SALON IN
AVENTURA, FL**

ASKING PRICE:
\$245,000
including Inventory

Business Broker: Sarah Vaziri
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This Pre-NDA Summary Booklet is provided to prospective Buyers subject to the terms and conditions of the Disclaimers and Notices contained herein. This document has been prepared by the Marketing Department of Royal Crown Group under the supervision of the Brokerage Principal, Ms. Jane Doe. CONFIDENTIAL AND COMMERCIALY SENSITIVE.

Business Summary

BUSINESS REFERENCE

ABC123

INDUSTRY

Health & Beauty

LOCATION

Aventura, Florida

HISTORY

Established in May 2010

TRADING HOURS

Monday-Friday 10am-7pm

Saturday 10am-5pm

Sunday Closed

STAFF

2 x Full-time Hair Stylist

2 x Part-Time Assistants

1 x Admin

Reception Staff

OWNER'S ROLE

1 x Full-time owner-operator

RENT

\$2,500 per month

LEASE

The current lease runs until 17 May 2020 with a 3-year renewal option until 17 May 2023

FINANCIALS

Annual Income: \$430,000

Annual S.D.E.: \$205,000

WAGES

\$387,790 Per Annum (F.Y. 2022)

INVENTORY

\$245,000 Approx

(included in Asking Price)

FF&E VALUE

\$80,000 Approx.

ASKING PRICE

\$245,000

including Inventory



Financial Summary

PROFIT & LOSS SUMMARY	2022	2021	2020
Total Revenue	\$1,125,320	\$1,049,305	\$1,125,433
Cost of Goods Sold	\$354,447	\$330,504	\$301,534
GROSS PROFIT	\$770,782	\$718,716	\$823,899
GROSS MARGIN	68.5%	68.49%	62.49%
Rent	\$102,318	\$95,406	\$87,044
Salaries & Wages	\$387,790	\$361,595	\$246,745
Electricity	\$28,321	\$26,408	\$24,093
Water	\$7,240	\$6,751	\$6,159
Insurance	\$6,050	\$5,641	\$5,147
Motor Vehicle Expenses	\$1,800	\$1,678	\$1,531
Other Expenses	\$132,010	\$123,093	\$347,834
Total Expenses	\$665,529	\$677,455	\$718,554
NET EARNINGS	\$105,253	\$41,261	\$105,345
NET MARGIN	9.35%	3.93%	9.36%

ADD-BACK SCHEDULE	2022	2021	2020
Covid-19 Relief Payments (Reversal)	-\$20,000	-\$80,000	-\$40,000
Depreciation	\$3,000	\$4,300	\$7,800
Interest Paid	\$0	\$15,540	\$6,509
Owner's Remuneration	\$100,000	\$100,000	\$25,000
Non-Recurring Expenses	\$1,518	\$33,009	\$38,750
Total Add-Backs	\$84,518	\$72,849	\$38,059
SDE	\$189,771	\$114,110	\$143,404
NET (ADJUSTED) MARGIN	16.86%	10.87%	12.74%

3-YEAR AVERAGE S.D.E.

\$149,095

Future Maintainable Earnings

ASKING PRICE

\$375,000including FF&E (est. at \$30,000)
and plus Inventory (estimated at
\$50,000)

R.O.I.

50.60%Return on Owner's Investment Rate
based on FY 2022 SDE

WOULD YOU LIKE TO KNOW MORE?

If you would like to proceed with your enquiry, please complete and return to us the Non-Disclosure Agreement.

NON-DISCLOSURE AGREEMENT

In consideration of Royal Crown Group and its Client ("Seller/s") providing certain information, by way of a Business Profile, supporting documentation and a confidential discussion, in relation to the business and affairs of the Seller ("Confidential Information") to the Recipient/Company, the Recipient/Company acknowledges that the Confidential Information is private and confidential in nature and that disclosure thereof could cause damage to the Seller/s and/or to Royal Crown Group, therefore jointly and severally undertake :

- (A) Not to disclose the Confidential Information to any other person, including the Seller/s' landlord, suppliers, customers, employees or any business stakeholders;
- (B) To use the Confidential Information solely for the purpose of assessing and evaluating the opportunity to purchase the said business;
- (C) Not to use or allow the Confidential Information to be used to gain a business or other advantage or persons in receipt of the Confidential Information;
- (D) To discuss the Confidential Information only with professional advisors (Lawyers, Accountants, Valuers and Banks) who have agreed to the confidentiality undertaking referred to herein.
- (E) To keep the Confidential Information and all copies of Financial Statements, Lease Agreements, Tax Returns, Franchise Agreements, Staff Rosters and Wage Schedules and other records of Confidential Information under its control at all times;
- (F) To immediately return to Royal Crown Group upon request (verbal or written) all Confidential Information referred to above and all other correspondence which may exist in relation to the said business;
- (G) Not to discuss the business or the Seller/s' information with any party other than referred to in (D) above;
- (H) Not to disclose to any other party the opportunity or any discussions that may have taken place with the Seller/s' in relation to the said business;

In the event that the Recipient/Company breaches any term of this agreement, the Recipient/Company is hereby liable to Royal Crown Group and the Seller/s' for any and all loss and damage arising either directly or indirectly from the breach of this agreement. The loss and damage includes but is not limited to all costs of Royal Crown Group in respect of the lost sale, amounts commensurate with the amount Royal Crown Group would have received from the Seller/s' had the Recipient/Company not breached this agreement, and all legal costs associated with the breach on an indemnity basis. The Recipient/Company hereby acknowledges that they have read and agreed to this clause and that loss and damages listed are reasonable;

Further, not to approach the Seller/s of the said business(es) directly, without the consent of Royal Crown Group.

All inspections, communications, negotiations and offers regarding the business must be made through Royal Crown Group. All information provided by Royal Crown Group whether verbal or written has been prepared and supplied by the Seller and/or their Accountant/Lawyer. Royal Crown Group and its employees and management disclaim any express or implied warranty thereto.

If you are not in agreement with any of the above, we ask that you do not proceed any further with your enquiry.

Signed: _____ Name: _____ Date: _____

Zoom Business Brokers

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