

Phone: 402-998-5288

[Confidential@TheFirmB2B.com](mailto:Confidential@TheFirmB2B.com)

**ID#: MED023-B**

***FOR SALE:* Established Omaha Dental Lab**

*High profit margin with constant growth!*

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| **Financial Overview**  **List Price:** **$890,000**  **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   **Valuation**: Cash Flow x Multiple = Valuation  $269,019 x 3.3 = $890,000 |  | **Funding Example**  **Purchase Price**: **$890,000**     |  |  | | --- | --- | | **10% Buyer Down Payment** | $89,000 | | **10% Seller Financing or Equity** | $89,000 | | **80% Bank Loan** | $712,000 |   *A 10% down payment of $89,000 returns $136,828 in the first year after debt payments*  **Description**    This established Omaha dental lab has been in business since 1999, and enjoys a high reputation with clients. Experiencing constant revenue growth while simultaneously enjoying a 20% profit margin, this business is a stable investment into the dental industry, an essential economic need. Over $250k in assets are included in the sale, including 3D printers, scanners, steamers, and mixers. The lab operates out of two side by side offices and offers full service creating top-quality custom restorations for dental and oral surgery offices.  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 $890,000, a buyer can expect a $136,828 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. |
| ***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 Partials, 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**: 6 months - 1 year  **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) |  |
| ***- CONFIDENTIAL -*** Last Revised NG 4.29.2022 | | |
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