

Goldilocks Hair Salon



Information Memorandum

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Wilsons Business Brokers Pty. Ltd.,
59a Stewart Ave, Hamilton South.
Ph: 02 4962 3388**

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OF THE SUBJECT BUSINESS.**

AGENTS DISCLAIMER

The following proposal for the sale of the subject business is prepared from information obtained from the present proprietor (vendor).

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Yours faithfully,

Wilsons Business Brokers Pty Limited

Tony Moore

Email: tony@wilsons.com.au

1. SUBJECT/LOCATION:

Name of business: Goldilocks Hair Salon

Address: Shop 6 ,Bay Shopping Centre, Fishing Point Rd Bonnells Bay
NSW 2264

Description of premises/location: Shopping Centre salon located in a fast growing region in West Lake Macquarie. One of 17 shops the salon is in a prime location facing onto the car park at the entrance to the centre.

2. OBJECT:

The subject business is offered for sale on the open market by way of private treaty. Expressions of interest should be directed to the exclusive selling agents listed hereunder inclusive of any questions and/or appointments.

3. SELLING AGENTS:

Wilsons Business Brokers Pty Limited

59a Stewart Avenue, Hamilton South NSW 2303

Ph: 02 4962 3388 (office hours)

Fax: 02 4969 5682

Mobile: 0408 833619

Email: tony@wilsons.com.au

DX; 4307 Newcastle West

4. PROPRIETORSHIP:

The business is owned by Carolyn Stevens who has operated the salon for the past 11 years.

5. ORGANISATION STRUCTURE/STAFFING:

The salon is staffed by 3 permanent employees and two part time employees. Contact is not to be made with any persons detailed without express consent of the agent.

Employee	Position	Age	How Long Employed	Average Hrs/ week	Wage
1	Senior	31	11	40	\$825.00
2	Senior	38	11	22	\$381.04
3	4 th Yr apprentice	18	4 months	38	\$465.00
4	1 st Yr apprentice	16	8 months	38	\$284.00
5	Senior	30	1.5 years	12	214.00

6. PLANT AND EQUIPMENT:

All equipment is in good working order and will be unencumbered at time of sale.

7. LEASEHOLD/RENT:

The lease is a 5 year term from 7th December 2004 with a further 5 year option with CPI increments. Current monthly rent is \$1950 per month plus outgoings.

8. TRADING FIGURES:

Financials for 2007 are not yet available. An analysis of 2006 figures is included below.

	<u>2006 YTD</u>
Turnover	\$220,535.26
COGS (Stock)	\$35,845.00
Other Income	\$8,850.00
Gross Profit	\$193,540.26
Expenses	\$183,120.53
Net Profit/Owners Drawings	\$10,419.73

Addbacks to Profit

Insurance	\$5,598.00
Interest	\$439.00
Motor Vehicle Expenses	\$2,472.20
Fixtures & Fittings	\$496.21
Depreciation	\$6,362.00
Lease Expenses	\$5,045.83
Wages (diff between 2006 & projected)	\$7,995.00
	<u>\$28,408.24</u>

Adjusted Pre-tax net profit available to owner operator

\$38,827.97

9. INCOME SOURCES:

The salon has been established for a number of years and has a significant loyal client base and is well positioned in the centre to secure passing trade.

10. PRICE:

The business is offered for sale at \$110,000 plus stock estimated to be approximately \$9,000. This purchase price would reflect a return on investment 32.6% based on the total purchase price including stock and an adjusted net profit of \$38,827.97.

11. REASON FOR SALE:

The current owner wishes to retire.

11. CONFIDENTIALITY:

Please treat this document and the content as **highly confidential** and subject to the terms of our confidentiality agreement which you have signed. Under no circumstances shall the recipient make any contact with the OWNER or STAFF without prior consultation and agreement with the selling AGENT. If you would like to be provided further information please contact Tony Moore and arrange for the information you require to be forwarded to you.

N.B. If it is that you do not wish to proceed further with the acquisition of this business please return this resume to Wilsons Business Brokers Pty. Ltd., 59a Stewart Avenue, Hamilton South NSW 2303.

12. PHOTO GALLERY



