

Businessbroker

The authority on buying and selling businesses

NEW ZEALAND EDITION, DECEMBER - MARCH 2017

Nurturing the Perfect Buyer

Waikato Office Growth

The Importance of the Build-up process

Defining Company Value

Are you Sick & Tired of your Business?

Own your own Café Franchise

LINK Awards 2016

KPMG: the importance of being sales ready

LINK New Premises

Entering into an Agreement to Lease?

Getting the Capital Gains when selling a Business

What are all these Acronyms?

The Critical Importance of Due Diligence

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Director of the LINK Group



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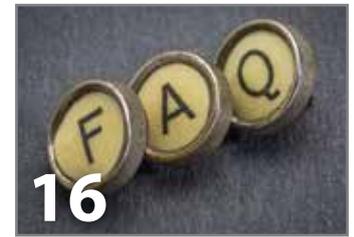
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Welcome From the Director

Aaron Toresen is the Managing Director of the LINK Group throughout New Zealand, South Africa, Australia, the United States and the Philippines through a successful franchise network. Competitive and solutions focused, he is also acutely aware of the value of long term relationships in business.

If you would like to join LINK visit linkbusiness.co.nz

We are now in the world of Trump! Since our last Business Broker magazine the world has transformed, and whatever your political view, the fact is we are entering uncharted territory. What does this mean for New Zealand? Well it seems it's anyone's guess with wide-ranging predictions from bad news to great. We do know the Trans Pacific Partnership is dead, but that doesn't mean we won't strike a positive independent trade deal with the U.S and we don't have TPP now, so this certainly won't be dramatic. Amazingly the stock market has responded positively with the staggering example (at the time of writing) of Warren Buffet having seen his investments increase by USD\$11 billion since the election and the DOW, NASDAQ and S&P500 have all posted record high closings. This flies in the face of the "experts" who warned us a Trump presidency would send the world into financial turmoil. And what about the political pundits who gave him no chance of winning? It seems the measures, polls, tests and expert advice we so heavily relied on are beginning to fail us. So what are we to do in the face of these contradictions? Carry on as usual. New Zealand is in great shape economically and we have been blessed with a political stability that is the envy of many. On top of all that the one thing that has been a hindrance to NZ's growth is our relative geographic remoteness, which increases shipping costs in both directions with whomever we trade. Ironically this remoteness seems to now be another of NZ's special assets, with the world a scarier place for many, NZ is the ideal safe haven for immigration and tourism.

At LINK we believe the future for New Zealand is dazzlingly bright and it seems even Trump can't slow us down!

Sincerely,

Aaron Toresen
Managing Director

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LINK International Conference 2016

New Zealand Winners



Nick Giles
Auckland, Ellerslie Office

LINK Business Broker 2016 New Zealand

This rewards the highest individual fee earner for the year within the LINK network throughout New Zealand.

Link International Business Broker of the Year 2016

This rewards the overall highest individual fee earner for the year within the LINK network worldwide. This award is hotly contested and represents the pinnacle of LINK's individual awards, as there is no better measure for success.

It was amazing to win the New Zealand Broker of the Year award this year and extremely humbling (and also a complete surprise!) to also win the International Broker of the Year award. We have some extremely talented Brokers across the globe and so it is really quite special to me.

Since winning the award I seem to be even busier, which is a nice problem to have! The Hospitality Industry continues to be very buoyant and I have been fortunate enough to pick up some very interesting businesses to sell, not only in the café and restaurant sector, but also in food service distribution, coffee roasting, weddings and conferences, and in accommodation.

I love dealing with the Industry and the people in it. I see my role very much as helping people find the right business to match their needs and their lifestyle. Buying a business is daunting and it's important to me that people feel relaxed and find a business that they can feel comfortable in. Crucially, of course, it is also about helping business owners really get the most out of their business financially after all their hard work.

To me it is very much about relationships. Many people that I dealt with 7 years ago I still deal with today! That gives me tremendous satisfaction and I very much look forward to forming new friendships and networks over the next 7 years.

See Nick's article page 24.



Martin Plom
Auckland, Ellerslie Office

LINK Rising Star 2016 New Zealand

All LINK New Zealand Brokers employed by LINK for less than 2 years are eligible for this award.

I was thrilled to win Rising Star 2016 New Zealand for LINK in my first year as a Business Broker. I also won the Real Institute of NZ Rising Star 2016.

To me, success can be put down to firstly my focus on businesses with a sale price greater than \$1 million in the Manufacturing or Import & Distribution space and secondly my strong business background both in the corporate field and from owning my own business.

I have a wide range of business experiences from being a management cadet with Fletcher Steel in the 1980's, to President Fletcher Forests USA (based in the USA), to General Manager Fonterra Ingredients NZ and then in as a business owner, running a large manufacturing and installation business in Papakura. I also have a Bachelor in Business Studies and am a chartered Accountant which is a great asset when dealing with large complex transactions.

My strengths include a sharp intellect, an approachable disposition and with a solid business background. My focus is to assist sellers in getting their business ready for sale, to maximise the value and sale price, with a managed and stress free approach. I also enjoy targeting strategic buyers – my first business sale was an Auckland Import & Distribution business that I targeted and sold to a buyer based in the UK who wanted to expand into Australasia.

Outside of work, I enjoy time with my wife of 28 years, our two adult daughters and spending weekends at our heritage tram bach on the Thames Coast in the Coromandel, where I fish the mussel farms whenever the weather permits targeting snapper & kingfish.

See Martin's article page 18.

LINK International Conference 2016 Awards



BOP & Waikato LINK Office of the Year 2016



The LINK Award (Award of Excellence) – Awarded to the LINK Franchise office internationally that has best epitomised and embraced the LINK culture & values over the last financial year. Overall performance,

growth, profitability, market positioning and market presence have been taken into consideration in assessing this year's winner. This is LINK's most prestigious award. *See Waikato article page 9.*



Secrets of an award-winning business

Source: Bay of Plenty Business News, September/October 2016 (by Max Christoffersen)

I arrived in the middle of a work in progress meeting.

It was my first introduction to the world of business brokering. The assignment - write about an award winning business that specialises in business selling and buying.

Anyone walking into the premises of the Bay of Plenty & Waikato LINK offices is likely to be struck by two things.

First there's laughter coming from the board room mixed with an air of serious people doing serious business for serious clients.

Then there are those inspirational posters on the wall. The big blue banners highlight life-thoughts from the famous. They could apply to any walk of life but they have found a home in the business of selling and buying businesses - and they fit.

There's a buzz around the place as people take up the day's work of working for clients looking to buy into or exit from an existing business.

It's a heady mix of enthusiasm and professionalism. The laughter in the office helps reassure that this brokerage is first and foremost, dedicated to people.

It is a people centred culture that has created a winning template of success. The LINK Bay of Plenty & Waikato franchisee recently won the Award of Excellence for the LINK Office of the Year beating other international LINK offices in Australia, South Africa, and the USA.

So, how does a Tauranga and Hamilton brokerage beat other LINK offices in Sydney, Johannesburg or Los Angeles?

Co-Directors Steven Matthews and Nuree Allan have together combined international business experience with the drive to create a healthy and happy working environment that works for their clients.

"Much of our success comes from the company culture that puts our clients' interests first. Our financial success is a bi-product of ensuring we provide the right advice and always act in the best interests of our clients."

The culture is genuine and refreshing and the international award is recognition that something quite different is happening at the Bay of Plenty & Waikato LINK offices.

Steven says the same 'client's interests first' approach is taken whether it is those selling (or buying) a 'fish 'n' chip shop' or a major corporate firm.

"Much of our work comes from referrals. We take this as an endorsement from our client base that they value our previous work, and also the manner we delivered our services to them."

There is a wealth of business experience within the LINK offices. Coupled to this experience is the support provided to the team from the company directors.

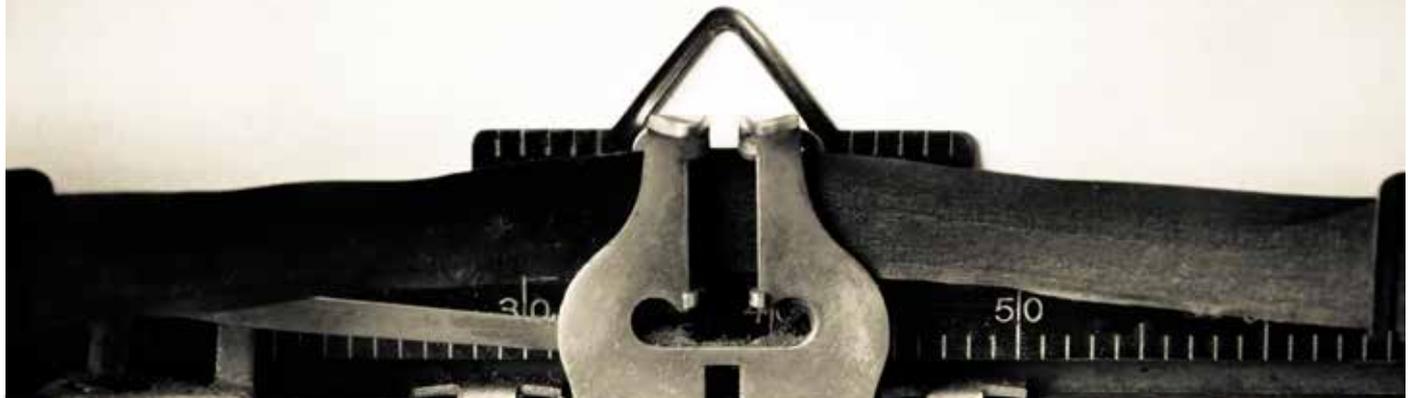
Steven and Nuree are both committed to being the supporters of those working in the front lines.

"We enjoy working in and around our staff who are happy and motivated. If we create the right culture, based on ethical business practise and putting our clients' interests first, then the results will follow."

The recent International Award of Excellence for the best LINK office is testimony to this philosophy.

The Bay of Plenty and Waikato LINK offices are growing 'phenomenally' as clients engage with the culture that has seen the LINK brand successfully become the largest Business Brokerage in the world.

TOP SECRET





As predicted, the Waikato region continues to grow in population, and so too do the number of brokers selling businesses at the LINK Waikato office.

LINK Waikato Seeing Strong Growth

We have seen an increase in business owners favouring the Waikato lifestyle and housing affordability. There is a noticeable rise in qualified buyers on the regions database; some looking for a specific industry, waiting to find the right business opportunity and those of the younger generation who have got to a period in their life where they want to own their own business.

In turn, we are approaching Waikato businesses about their exit strategies and emphasising why now is a good time to sell. The market has changed so much with the interest rates dropping and with the economy in better spirits, the demand for businesses is now high.

Waikato is the fourth largest region in New Zealand in terms of area and population. The area spreads from Lake Taupo and Northern King Country in the south, north to the Coromandel Peninsula. Hamilton City continues to be the primary commercial centre. However the surrounding suburbs are also generating a reasonable economy. The area is particularly rich in agriculture and one of the highest export regions in New Zealand* (*www.futureproof.org.nz)

The recent LINK International Office of the Year Award highlights the achievements for both the Waikato and Bay of Plenty team. LINK Waikato's Managing Directors, Nuree Allan and Steven Matthews, established the LINK Bay of Plenty office in Tauranga in 2009 and opened the Hamilton office in 2014. (The surge of growth has lead Nuree to now base herself from the Hamilton office along with eight other staff, while Steve continues to work from the Tauranga office with 14 staff.)

The Waikato team is made up of a very carefully selected number of business brokers, all of whom have extensive previous business experience and have been chosen to manage a wide and varied range of key industry sectors.

Introducing our LINK Waikato team:

Nuree Allan

Nuree with a true entrepreneur spirit lets nothing gets in the way of her goals. Perseverance and hardwork is her theory to success. Never give up and that is what is instilled into her successful team of business brokers.

Therese Bailey

Having owned & operated her own award-winning businesses, Therese respects ownership & will always be mindful of both the seller's & the purchaser's needs. Strengths in honesty, integrity and a strong work ethic. Consistent communication is paramount.

Rick Johnson

Rick has extensive experience developing NZ businesses in contracting/ service, engineering and manufacturing for export markets. Rick focuses on sales, mergers, acquisitions (going concern and shareholdings) and divestments of businesses in the value range \$500,000 upwards.

Alanah Eagle

Alanah has relocated to Hamilton from a successful career in Sales in Auckland. She has a history of hospitality mentoring and operations management. With over 15 years in the hospitality and retail industries Alanah has worked with numerous franchises, manufacturers, hospitality and retail suppliers.

Carron Chote

Carron and her husband Mike have been in business for 30 years, with hands on experience in the service industry to Accommodation and Tourism. Based in the sunny Coromandel Peninsular, she offers a fresh new local approach to buying and selling businesses.

Mike Chote

Being in business and self-employed for over 35 years, and covering all aspects of retail, building, decorating, and hospitality he has been on both sides of selling and buying of businesses.

Paul Lu

Paul's specialties include Hospitality, Tourism, High-Tech and Retail. He is familiar with cafes and restaurants both franchised and non-franchised. As a bilingual speaker, Paul is keen to provide first-class business consulting and brokering services to New Zealanders, NZ Chinese and overseas buyers.

Cliff Mancer

Cliff has many years of experience in commerce and consultancies; well known in the accountancy and legal professions. His strong ethical commitment to clients is to ensure that their best outcomes are achieved.

LINK Waikato is ideally located in Hamilton, one of the fastest growing cities in New Zealand. With knowledge and expertise second to none, our professional and experienced team have a database of over 22,500 buyers registered worldwide. Thinking about selling your Waikato business? Call or visit us for your no obligation confidential discussion.

LINK Waikato A 22 Naylor Street, Hamilton P 0800 225 999

KPMG: the importance of being sale-ready



If you had to sell your business tomorrow, would you secure maximum value?

Sellers who are deliberate about pre-sale preparation are more likely to achieve a good price.

In this article, KPMG's Hamish McLachlan and Justin Ensor offer six tips for business owners looking to maximise value at sale time.

1. Plan ahead

Regardless of whether you intend to sell your business tomorrow – or in 5 years time – it's important to be sale-ready.

Ideally you will be able to choose your timing to sell your business, rather than being rushed into a quick sale. But an unexpected change in circumstances, including ill health, may suddenly force your hand. "Having to sell the business due to ill-health is a common scenario," says Justin. "But if your business is sale-ready, this circumstance is less likely to be a factor impacting your price".

In a more positive scenario, you might receive an unsolicited approach by a prospective buyer. Being well-prepared will help you to take full advantage of the opportunity.

Justin noted that "Industries often go through periods where they are very attractive to buyers, and smaller businesses can be targeted as a part of a wider industry roll-up.

2. Know your buyer

At the end of the day, the real value of your business is set by the market.

Finding out what you can about recent sales of similar businesses can help you to make a judgement about the value of your business, and how long it could take to sell.

You need to build a compelling story based on sound financial information, as well as highlighting the business' potential.

It's important to identify your target market early, says Hamish. Your options may include a competitor/trade buyer, a joint venture or corporate partnership, selling to family members, or a management buy-out.

"Once you've identified your likely buyer, then you can ask the question, what does this business need to look like in order to appeal to the target?"

Trade buyers want to know your business will be a good 'fit' with theirs, for instance, while independent buyers will be more focused on the ability of the business to generate earnings past acquisition without your involvement.

3. Optimise value

This goes without saying – and it applies regardless of whether you're selling, or staying in the business.

If you're thinking of selling in 2-3 years' time, now is the time to start fine-tuning your business performance, increasing earnings or addressing issues that might get in the way of a successful sale.

Which areas need strengthening? How robust are your internal processes? Have you secured your business IP? It's never too late. "At KPMG, we offer a diagnostic programme that looks at all areas of a business, to assess its strength and weaknesses," says Hamish.

"We then help to implement changes that improve the marketability of the business."

4. Make yourself dispensable

This point is related to the one above. At the end of the day, prospective buyers want to buy earnings and/or potential – they don't want to buy your day-job.

Or as Hamish points out: "You can sell business goodwill; but not personal goodwill. If your business relationships and contracts are largely due to the owner, this is an issue."

If your business is of a suitable size, the key is to develop a good management team that can run the business without you. Not



only will this make the business far more attractive to prospective buyers – but it's also a sound strategy if you don't end up selling, and decide to retain your business as a long-term income stream.

5. Which type of transaction?

Are you clear about the pros and cons of an asset-based sale, versus a share-based sale? If not, that's another good reason to get a deal adviser on board.

As a rule of thumb, says Justin, your buyer is likely to prefer an asset-based sale (where they acquire only the specific business assets they want to purchase). Buyers often shy away from share transactions because they don't want to be exposed to the shareholders historical tax position. Your adviser can help you understand the value implications of each alternative.

6. Get help to close the deal

Few owners have the time or experience to sell their business alone.

Once you decide to sell your business – you'll want to do it once, and do it right. With expert advisers on board to facilitate the sale, you'll avoid the common (and costly) mistakes. For example, being aware of how much information to disclose to a potential buyer and when. "At the end of the day, all successful deals must have a degree of trust and open communication."

To sum up, the following example clearly highlights the importance of being sale-ready. Justin describes a recent deal KPMG were involved with, where a larger buyer approached two smaller businesses.

"The first business was well-structured, produced a clear set of management accounts, knew their KPIs and sailed through the deal successfully. The other business had messy records and struggled to produce the required financial information... as a result, they eventually fell out of the deal."

Do you have any questions about being sale-ready?

KPMG's Enterprise team will be happy to answer them. We can also work with you to ensure your business is in optimal shape for a sale, evaluate offers, manage due diligence procedures, and supervise the transaction.

Your sale-ready checklist:

- Are you maintaining an accurate and up-to-date set of accounts?
- Can you demonstrate a history of tax compliance?
- Do you have well-documented processes for various aspects of operating the business?
- Do you have clear KPIs and a strong understanding of what drives your business performance?
- Do you have a good track record with employment relations?
- Do you have clarity around all legal issues (e.g contracts in order, no unresolved disputes, intellectual property etc)?



Hamish McLachlan

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Entering into an Agreement to Lease?



The absolute minimum you should consider: It is not uncommon for a prospective tenant to enter into an *Agreement to Lease (Agreement(s))* prior to taking legal advice. We caution against this approach as far too often we see signed *Agreements* coming across our desk without simple amendments having been made which would avoid unnecessary liability and would otherwise benefit a tenant.

Here are some absolute basic considerations that should be thought through before you sign an *Agreement* (but always **seek legal advice** before signing):

Rent – is it right for the premises?

Is the advertised rent market appropriate (both for the site and your proposed business). If you're unsure, talk to a property valuer and your accountant and consider making the *Agreement* conditional on you undertaking due diligence on whether the premises is suitable to your business.

Check the Outgoings and get an estimate.

An *Agreement* will contain an outgoings schedule. If it doesn't, ask for it together with an estimate of the monthly costs relating to outgoings.

Whether the *Agreement* contains a schedule of outgoings or not, you can generally be certain that the *Deed of Lease* will contain such a list and, given the comments below, you are most often agreeing to be bound to pay such outgoings when you sign the *Agreement*.

It is also imperative that you are aware what items are owned by the landlord and what are the tenant's assets. Don't assume that [for example] the air-conditioning system is owned by the landlord – if it's a tenant asset, then you are likely to be responsible for its upkeep and maintenance.

Pick the term and rights of renewal(s) carefully!

It is in a landlord's best interests (generally) to make the term(s) of a lease as long as possible (unless they have plans to redevelop the property/premises).

It is in your best interests (generally) to have short terms with multiple rights of renewal. An important reason for this is that if you want to sell your business (which will require an assignment of your lease to the purchaser) or otherwise assign your lease, your liability to the landlord (and that of your guarantors if any) will continue until such time as the person who took over as tenant from you renews the lease or the lease terminates through expiry.

Can you avoid providing a personal guarantee?

Unless you are a big corporate, landlords will invariably require that the directors (and sometimes the shareholders) of a tenant company provide personal guarantees.

Ask your bank if it is willing to provide a bank guarantee in favour of the landlord for an amount equal to say 3 or 6 month's rent plus outgoings (plus GST) and then try offering that to the landlord in substitution for personal guarantees.

What's the difference between an Agreement to Lease and a Deed of Lease?

An *Agreement* is a preliminary document that contemplates the tenant, guarantors (if any) and landlord subsequently entering into a *Deed of Lease*. Generally, entry into the formal *Deed of Lease* will be after certain conditions set out in the *Agreement* have been met. Some examples of common conditions that an *Agreement* may be subject to are:

The landlord undertaking certain works on the property by a particular date;

- You undertaking due diligence such as the condition recommended above;
- The landlord undertaking a credit check on the tenant and guarantors.

An *Agreement* can come in many forms (and this will depend on whether the landlord is using a realty agency to list the premises and which agency that is) but it is very common for an *Agreement* to provide that when it becomes unconditional, the parties must then enter into a *Deed Of Lease* in the latest edition Auckland District Law Society form with the extra provisions (if any) contained in the *Agreement*.

It is imperative that you understand that by signing an Agreement, almost always you will be agreeing to: Enter into a *Deed of Lease* (on terms that you probably have not yet seen); and even if you do not enter into the *Deed of Lease*, be bound by the terms of that document (assuming a standard ADLS lease form applies or otherwise where a copy of the proposed lease are annexed to the *Agreement*).

Exercise caution and always seek legal advice before you sign any Agreement to Lease or Deed of Lease.



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Harshad is an experienced commercial lawyer and regularly attends on business sales, contract drafting, franchising, commercial negotiations and disputes.

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Nurturing the Perfect Buyer



When it comes to selling a business one of the key roles of your business broker will be to manage the process of qualifying buyers. This is a more demanding and difficult aspect of the business than many realise. Our primary goal at this early stage is to ensure we protect the confidentiality of the business and only share information to genuinely suitable purchasers. This from time to time causes frustrations for potential purchasers as they feel they have to “jump through hoops” before gaining access to information. It is however an unavoidable part of the process and we will sometimes decide not to share any information whatsoever; if we feel the buyer is not suitable, doesn't have the financial ability to complete a transaction or is just a curious competitor. Ascertaining the intention and suitability of the purchaser is made easier with a completed confidentiality agreement and an open and transparent discussion about funding the acquisition.

There are several types of business buyers in the market;

- Well-resourced corporate, strategic buyers looking for mergers and acquisitions or industry roll-ups. These types of financial buyers will often have significant economies of scale to bring to the business and will sometimes be prepared to pay a premium.
- Individuals who can be categorised as “buying a job”, some looking for the high rewards which sometimes go with higher risks but at a lower multiple, and others who seek a stable reliable income and are prepared to pay for that security (acquiring an existing profitable franchised business for example).
- Those seeking mid-level, steady cash flow rewards with minimal risk, typically aged 35-55. These buyers will be looking at a corporate level salary as well as a return on the investment and are prepared to pay between \$1million and \$5million for this opportunity.
- There are opportunistic buyers who look to benefit from a business which has failed but may have value to them when integrated with their existing business.
- There is the pure investor who buys a business that is fully managed and expects a return on investment in the order of 20 – 30% depending on risk, scope, scalability and other mitigating factors.

Within these categories there may be the educated, experienced buyer who knows what to look for and the inexperienced buyer who feels

their way around looking for a business that takes their fancy. There are also serial, acquisitive buyers who wish to develop a portfolio within a particular franchise or an industry-specific group. Operators owning multiple stores in a particular franchise has been a recent market trend as excellent reporting systems and controls of franchises make multiple ownership feasible.

It's important to buy a business for the right reasons. When considering buying a franchise for example, it is crucial to understand the franchise culture and philosophy. To be successful, you need to be the right fit. The decision to buy a business and the approach the buyer takes is often influenced by emotion. It's new territory; disciplined thinking is essential and there is no place for irrational thought or over-enthusiasm that may lead to overlooking flaws or characteristics that will, in time, result in dissatisfaction. An experienced business broker recognises when a buyer risks entering this space. I often ask a buyer, “What will happen in your life if you do not buy a business?” The answer reveals a lot about motivation and character.

Intending buyers who have not discovered a suitable business listed for sale have the option of engaging a business broker to find one. In this case, the buyer pays the broker's success fee and benefits from the expertise, experience and negotiation skills of the broker.

For existing business owners, the experienced business broker will prepare the business for sale interacting with the vendor's professional advisers and preparing an information memorandum. Marketing activity is then targeted carefully aiming to create good enquiry levels and perhaps a multiple buyer situation which will result in the best price achievable. And in all cases the broker will be judiciously screening buyers and protecting the vendor's interests.



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A graduate in Economics, with a wide array of work/ business experience, aviation, publishing, hospitality, packaging, foreign exchange. He has successfully managed the listing of 12 Franchises, won marketing awards & is also a business mentor.

Neville a Parsi Zoroastrian uphold the community standards of integrity diligence and hard work.



The Critical Importance of Due Diligence

Many business owners don't realise that the real negotiations often begin **after** the Sale and Purchase Agreement has been signed.

Due Diligence is the description given to key tasks to be undertaken during the period of time between the acceptance of the Purchaser's offer, and the date on which the sale becomes unconditional.

This is actually the most crucial time in the entire sales process. Up to that point, the Purchaser's understanding and knowledge of the business has been limited to the contents of the Information Memorandum and answers to any questions raised during the pre-offer stage.

During Due Diligence, the Purchaser and their team of advisers – lawyers, accountants, financial advisors, are given the opportunity to look into every single aspect of the business that they wish to investigate. The curtains are drawn apart so to speak.

If there are any surprises, or in other words if facts or figures come to light that are contrary to the information already provided, then this could either scuttle the deal, or at least result in the re-negotiation of the price.

It is during this time, that all the hard work spent in getting the business up to the best possible position for sale really pays dividends, or conversely leads to prickly discussions between the Vendor and Purchaser, supported by their respective advisers.

This is when the systems and processes established by the purchaser come to the fore. Detailed information requests, if not answered promptly can lead to the Purchaser starting to develop cold feet, and coming to the view that all is not as well as he/she thought and possibly even concluding that the Vendor might be trying to hide something.

Your Business Broker should be reviewing with you the likely requests that will be made during Due Diligence – before you get there, so that adequate provision of data and financials can be readily made available as soon as they are requested.

Data on customers, stock valuations, age banding of stock, the existence and substance of contracts with suppliers and/or customers, lease agreements and most importantly the skill sets, experience and willingness of the staff to soldier on are all extremely important aspects that need to be addressed before Due Diligence commences.

**DON'T FORGET THE DUE DILIGENCE!
IT CAN CATCH YOU UNAWARES.**



A LINK broker can explain these issues and will explain in more detail the crucial importance of Due Diligence to a successful sale.



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Mike is a seasoned deal maker. He relishes bringing the parties together and achieving a great outcome for the seller, and buyer. Mike is a qualified accountant, a banker with decades of experience and a business owner in his own right.

What do All these (ebpitda) Acronyms mean??



When businesses are valued, or appraised against current and historical market data, the suggested sale price is frequently represented as a multiple of a profit figure referred to as EBPITDA, EBITDA, EBITD, or EBIT. More recently another acronym has crept into this list and is referred to as SDE. Confused? You're not alone. Many people are in the same situation and struggle to understand what these acronyms mean and why there are so many variations of them.

In all cases, the **EB** stands for **EARNINGS BEFORE** and is intended to show the earnings of a business before key expenses, which will help determine a business's ability to generate freely available cash. The letters that follow (PITDA) all represent an expense that may or may not be relevant to the purchaser when understanding the freely available cash to support personal earnings, debt structuring or future capital expenditure.

Here's what the other letters represent:

P stands for **PROPRIETORS EARNINGS** and represents the money paid to the business owner in the form of wages, salary, or shareholder's pre-tax cash drawings. This figure provides a business buyer with an understanding of how much they can earn for their work in the business, or how much money is available to pay a future manager of the business.

I stands for **INTEREST** and represents the money available for debt servicing. This figure provides the business buyer with an insight into the debt levels the business could sustain when working out their finance structuring. If the business purchase is fully capitalised, then the allocation for interest falls straight to the bottom line as profit.

T stands for **TAX**. Unfortunately most of us can't avoid this expense, but some business people have tax losses that can be applied or tax structures that can be factored into the equation when considering a business purchase.

D is for **DEPRECIATION**. Depreciation is essentially the consumption of a **tangible asset** in the production of goods or services by the business. Here's an example: a business purchases a new delivery van. As the delivery van clocks up more and more km's in the process of delivering goods or services to the business's customers, the market value of the vehicle declines. To account for this under the GAAP (Generally Accepted Accounting Principles), businesses are allowed to have a **non cash** expense in their accounts to allow for the consumption cost of the asset. For vehicles, the generally accepted annual depreciation expense is 33% which would indicate that the vehicle has a (book*) value of \$0.00 at the end of three years. In reality, the vehicle may only have 75,000 km's on the clock, be in very good condition, and have several more years of working life ahead of it. However, the business has the benefit of a depreciation expense in its annual accounts to show the consumption cost of the vehicle in generating sales and revenue. The expense is a **non cash** expense and therefore does not reduce the business's working capital and actually helps the business achieve a greater bottom line profit. Understanding this figure helps the business buyer work out the profit available for the future purchasing of business assets, often referred to as Capital Expenditure or Capex.

A is for **AMORTISATION**. Amortisation is similar to depreciation, but for an **intangible asset** as opposed to a tangible asset. Let's use the example of

a franchise business. The Franchisee pays the Franchisor \$60,000 for their licence fee (right to use the Franchisor's brand and business systems). The Franchisor grants the Franchisee the franchise licence for a term of 6 years with no guarantee of a right of renewal. This effectively means that the \$60,000 licence fee will have a book value of \$0.00 at the end of the 6 year term. To account for this cost, GAAP allows the business owner to create an annual expense of \$10,000 in their accounts for the next 6 years to show the consumption cost of the franchise licence (intangible asset) in the production of goods and services to their customers. Once again, this is a **non cash** expense which doesn't impact on working capital and has a positive impact on bottom line profit. *(Please note that this example of amortisation can apply from an accounting perspective but would be case by case from a tax perspective as there are strict rules about amortisation of intangible assets in NZ).* Amortisation is not a widely used expense in SME's and is more frequently used by large companies who own significant intangible assets like brands and/or patents or who need to write down large goodwill payments from previous acquisitions.

Here are some examples of how the various acronyms might be applied by a business buyer.

When a business buyer is wanting to invest in a managed consulting business that has very few assets (desks, chairs and phones), but they need to borrow money for the purchase, then they would be interested in the **EBIT**. The manager's salary is included in the expenses as is a small depreciation expense for the few tangible assets the business owns. The EBIT figure shows profits before the costs of interest and tax.

If a business buyer is looking at investing in a manufacturing business that has an extensive array of tangible assets that require regular upgrading and a patent for producing the product then they will be interested in the **EBITDA** so they can understand the annual profit available for the regular replacement of the plant and equipment (capex), in addition to financing as above.

If a business buyer is looking at buying a business and managing it themselves rather than employing a manager, they will be interested in the **EBPITDA** so they can understand how much money is available to pay themselves for their efforts and risk in addition to financing and capital replacement costs.

SDE refers to **SELLERS DISCRETIONARY EARNINGS** and is very similar to **EBPITDA** but may also include discretionary expenses that may not be directly related to the production of business products or services such as personal vehicle use, personal travel, or personal phone use. These expenses are normally accounted for with FBT (fringe benefit tax).



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Dave Morgan manages the Wellington offices of LINK and has been selling businesses in this market for 10 years. He has owned several businesses during his career and continues to do research as part of his service to his colleagues and clients.

How do I know it's the right time to sell my business?



Article written by
Rudy Kokx

One of the most common questions we're asked is: when should I sell my business? And the answer isn't straightforward. The biggest misconception in business sales is that businesses only sell when they are not doing well. Why would you sell when you are doing well, ... right?!

The long and the short of the story is that the best time to sell is when business is up BUT that there is never a good time to sell a business! Just like there never seems to be a good time to have babies, have lunch in a busy work schedule or time to get your car serviced.

So, all the arguments aside; when IS the best time to sell your business?

Like any other commodity, business sales are driven by supply and demand. In a recession people are buying jobs; owner operated businesses of a lower value, and when the economy is good people look to get a higher return on investment than the bank can give them (or property which is not everyone's cup of tea).

When selling a business you are dependent on the market or industry you are working in, the demand created by external forces and you are dependent on what the purchaser wants. To make your business as appealing as possible (and standing out from the other many businesses on the market) you have the best chance to sell when your turnover and profits are increasing!

There are many businesses on the market. If your business doesn't look good compared to others, it will reflect in the offer.

It is not hard to see why people want to own their own business. The perception is often completely wrong, but most buyers of small businesses are thinking of the freedom of not working for a boss, a better income, freedom with more time to spend with family etc.... Even though it is not the truth, these are the motivators for most aspiring business owners to be.

Personally as a Business Broker I find January to March/April the best time to find buyers. People are looking for their New Year's resolutions in January and I found that advertising businesses for sale in January/February spikes the interest as lots of brokerages seem to go quiet over that time.

In my first year as a business broker I sold 3 businesses from January through to March, and in my second year I sold 6 businesses between February and June. Last year I had 4 contracts in April alone!

Most of the buyers started talking to us back in January or February/March, even if the business sold as late as June.

Starting the sales process in April is as good as any other time of the year, but you want to make sure you have your accounts ready as soon as possible after the end of the financial year. The previous year's accounts are now 12 months old and might not reflect the business in its current state. Buyers expect to see what you have done in the last 12 months.

Certainly in Northland, we have many seasonal businesses. These require exceptional timing. If you have a seasonal business you have to talk to us at the end of the summer (February – March). We should look at listing the business in July/August only to expect an offer in October or November, if you're lucky. More often than not it takes much longer to sell a seasonal business. Talking to a broker in October and expecting to sell your business before summer isn't realistic. It takes a month from signing an offer to finalise Due Diligence and settlement (at least!).

Hopefully now you can make a good judgement call on your timing. Our priority is to have you educated on the sale process before you sell. This makes the sale of your business much easier. The people that engage a business broker early on in the process will tell you that the process was not as hard as they would have thought. It is often when people rush into selling a business that problems arise later-on in the process.



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Rudy has worked from the LINK Auckland Office for 3 years and recently joined the LINK Northland team. He has sold businesses in wholesale/distribution sector, service industry and manufacturing businesses. His dedication is optimising the relationship between Vendor and Purchaser for the best possible outcome.

Determining a

Business's Value



The key concept when valuing a business is determining the Fair Market Value. This is defined as “the amount at which the business would change hands between a willing buyer and a willing seller when neither is acting under compulsion and both have reasonable knowledge of the relevant facts, and the negotiation for sale is at arm’s length”.

There are several valuation methods commonly used, they are:

Industry Ratios: Sales record compared with industry averages.

Asset Based: Value of collective assets, tangible and intangible.

Earnings Based: Used for larger businesses; ROI (Return on Investment) and earnings Multiples are common methods.

Market Based: On occasion, none of the above will work. It is not uncommon for the vendor and purchaser to arrive at a value that defies traditional appraisal methodologies but is in keeping with market realities. The main valuation method used in New Zealand (NZ) is the Earning Based / Multiplier method. This method multiplies the Earnings before Interest, Tax, Depreciation & Amortisation (EBITDA) times by a Multiple. The multiple generally ranges from 2 to 4, but can be higher if the business is extremely attractive or there is a strategic buyer prepared to pay a premium.

In most business sales you are buying the assets in the company – “a going concern”, not the shares and therefore you are not taking over the liabilities / balance sheet of the business.

There are two key steps to be taken when determining the value of a business. The 1st is calculating the EBITDA and normalising this and the 2nd is determining the multiplier.

To normalise the EBITDA we add back any legitimate adjustments with the aim of making the financial statements reflect the actual business earnings and with the goal of increasing the profit as high as possible. All adjustments have to be valid, and defensible. Normalisation adjustments will often be adjusting owners salary to reflect the true market salary for the position,

adding back personal travel, one-off consultant fees, a business coach, personal entertainment and personal vehicles costs that are not related to the business etc. All these costs will be added back to the EBITDA.

To determine where the multiplier sits in the range a number of things are taken into consideration

1. Recent sales in the sector and multiples achieved. There is a register called BizStats that has all business sales in NZ by sector and lists the sales, EBITDA, sales price and multiple achieved. The business name is not disclosed.
2. Sales that I and my associates at LINK have made in that sector. This analysis will determine a starting or mid-point for the multiplier. Then the starting multiplier is flexed using 8 drivers of value.

The 8 drivers that will influence the multiplier and will all be taken into consideration when determining the value of your business, are as follows.

Barriers to entry

Would it be easy for a competitor to become established in this industry? The higher the barrier, is the higher the multiple.

Risk profile of the business

Does the business rely on 1 or 2 customers? Are there supply contracts in place? Does the business rely on the owner? The lower the risk profile, the higher the multiple.

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Risk profile of the industry

Is the industry the business is involved in vulnerable? Is the industry at risk with new technologies i.e. electric cars may reduce the demand for petrol stations & mechanic workshops? Food would be an industry that demand will continue to be strong, thus a higher multiple than a petrol station or mechanic workshop

Is the business an established business?

The more established and stable the business, the higher the multiple.

How unique is the business?

Does the business have a well-defined "niche"? If the business has a point of difference and a well-defined market, (product niche) the higher the multiple.

Where is the business located?

If it is remote or rural, the business generally will be less attractive than a business that is based in a major city, which will attract a higher multiple value.

What are the Optics like?

Is the business attractive, what are buyers first impressions? Does it look attractive? Is it a clean and tidy premise? Does it have good documentation of business practices and health & safety etc? The better the Optics, the more buyers and the higher the multiple.

Size, growth & scalability

Larger businesses generally have good management structures in place, have good systems and procedures in place. Therefore are more attractive, and deemed safer to the buyer thus increasing the multiple

The more attractive the business is, the greater the buyer demand will be, and the greater the multiple and therefore the sales price will be.

For example, I've used a kitchen company with an EBITDA of \$1.0 million. The NZ BizStats average multiplier for Wooden Joinery – Cabinet Makers is 2.09 x EBITDA giving a valuation of \$2.1 million. But we must take into consideration the 8 drivers that flex the multiplier and this could increase it above 2.09. I recently sold a cabinet making business at a 4 multiplier, double the NZ average multiplier. It was an outstanding business with all 8 drivers of value pushing the multiple up and we had multiple offers on the business. This puts the valuation of this example in a range of \$2.1 million to \$4 million, so you can influence the final sale price of your business by ensuring all 8 drivers are as strong as possible.

If you are thinking about selling, would like some assistance in getting your business ready for sale, or help in maximising the sale price of your business or want a business value appraisal – **please contact me**. All enquiries and discussions will be treated absolutely confidential.



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Martin has had a successful senior executive career in New Zealand and USA, was a business owner for 7 years (bought and sold with LINK). Martin is a registered Chartered Accountant and specialises in larger and sometimes more complex businesses and enjoys targeting strategic buyers.

Are you Sick & Tired of Your Business?



How many of the following statements apply to you?

- *I used to be passionate about my business, but now it is just a way to make a living.*
- *I often think about moving on from my current business but don't know what to do.*
- *My business provides me with a great income, but I just don't have the same enjoyable experiences like I used to have.*
- *My business used to grow and improve every year, but that growth is not there anymore.*
- *My business was once exciting; now it is just tedious.*
- *I no longer look forward to going to work each morning, in fact, I dread it.*
- *I no longer have the energy to continue to drive my business forward.*
- *My business pretty much just ticks over on its own.*

If you have answered yes to even one of these statements, then it may be that the passion you once had for your business has diminished, perhaps replaced by resentment and exhaustion. If this the case then there is little doubt: the time to sell your business is now, before it has passed its sell-by date.

This is a similar situation to one described by FORBES Kate Harrison, "People often ask me what I feel is the single most important thing they need to be successful. I always answer passion. I sacrificed money, personal time, family time, and never regretted it. Then one day I realised I was tired, burnt out and even a vacation did not revive me. The scale had finally tipped from passion to exhaustion. If you are exhausted and cannot revive yourself, it might be time to make the difficult decision to sell," said Harrison.

When you are no longer the passionate, driving force of your business, the bottom line will not continue to grow positively; instead, it will likely decrease.

Businesses need a guiding force stronger than momentum alone: they passion and drive. To continue to push on forward without passion and energy is a fruitless endeavour.

Debbie Allen, a Phoenix-based brand strategist and consultant, described this dire situation that so many fall into, "Many people wait till their business is on the decline to sell. That is the exact opposite of what you should do. You want to sell when you are at the top of your game – peaked out," said Allen.

Buyers usually disappear when it is clear to see that the growth in the bottom line has crested. When investors talk about multiples of historical earnings, there is some merit, but be assured, the value of a company is based upon future cash flow.

Avoid burnout

"My business has been good to me. I poured my life into it, and for many years it was very fulfilling and financially rewarding. However, now it is not much fun and is boring. I know the business has lots of potentials. However, I just don't have the energy for it." - Business Development Solutions, South-eastern USA.

So when is the right time to sell? Many business owners struggle with the "sell" decision - and for a good reason. There is so much at stake.

You could sell when things come right again. Then again, things are not likely to improve all by themselves, are they? You will need passion, energy and drive to make that happen. However, isn't that what's missing in the first place? When you consider all of the components it is evident that things are not likely to change.

Many think to themselves that they could sell before the next market crash, or even after it. This strategy has some obvious problems - namely, is there even going to be another crash? It is a hotly debated topic: 50 per cent say, yes, 50 per cent say no, but do you really want to play those odds?

Why wait until the economy is better - another strategy based on chance. Consider the anxiety of just sitting back, and leaving all your hard work in the hands of fate. What are the chances of the bottom line improving when you feel the way you do?

Jason Calacanis an Angel investor, entrepreneur, conference host and podcaster agrees,

"You should sell your business if you are tired, bored, or resentful of having to come to work every day," said Calacanis.

The risk is in inaction, as Bill Rosenberg from Scoop Independent News points out,

"Holding on too long – Some business owners will grow tired and lose the passion for their business before they get to sell. Loss of interest can see a decline in business. Waiting too long with hope alone won't make your business more desirable. Often it is better to cash-out than burnout," said Rosenberg.

The best time to sell is before any of the above happens to you. If you are already in that position, then the most valid time to sell is now: inaction can be costly.

The Western Australian Government, Small Business Development Corporation has summed it up perfectly in this text taken from then Small Business Development Corporation, Government of Western Australia:

"As a general rule, the best time to sell is when the business and your sales are peaking, and the industry is likely to attract great interest."

Consult with an experienced Business Broker to work through with you the best course for your situation and what's involved in selling your business.



John Adams. AREINZ Accredited Business Broker at LINK Ellerslie.

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John has 28 years of business sales experience, he has experienced and worked with many business owners in the exact situations detailed above - and he helped them resolve these issues with a successful sale.

Buying a Café for a Return on Investment

When in the pursuit of profits from investments a tried and true strategy is to buy - for example, a café sold at a low price, then complete some modest yet well-leveraged refurbishments to increase the café's branding and ability to sell. The obvious end point to this process is to resell the business, ideally to a new owner who is passionate and experienced in the running of a café. Having increased the value of the café by strengthening the brand and the product, this is now a more marketable, more profitable business.

It is easier and faster to resell a café than to start a new one, as the Government is gradually increasing the restrictions when it comes to food safety. When you consider that there is no Capital Gains Tax in New Zealand at the current stage, the answer is simple.

It is not always easy to choose the right business - one that is both financially profitable, as well as one that matches other important aspects, for example, your own experience and passion.

Many people feel they know what a good business is; however in reality very few will come across one and even fewer will get the one they want.

When you find a good business, inaction can cost you dearly - you must be decisive and act without hesitation.

The golden rule is if you're not sure, you must never then just decide to buy a business on a whim. It is far more difficult to sell a 'bad' business.

In most of my conversations with clients, I always like to discuss and explain how to seize the opportunity, and how to avoid the risks for both the vendor and the buyer.

When you are looking for a business with potential, you should consider why this business is not in good condition. The reasons may be easy to find immediately, for example, the location is not quite ideal, or the service is poor - while others may take more time to discover. In the case of the franchise café, businesses such as these have elements like their menu and decoration that are fixed. If the changes are not welcomed, it is going to be difficult to conduct further development, even if the owner is experienced.

Generally, a profitable café should be popular within 3 to 6 months, and then become stable within 6 to 12 months.

Some tips to consider when reselling a café business:

1. Never choose a café with a high rent cost. The high rent will take up most of your costs, and as a result, the food quality and staff quality are often affected. The bad quality of food and service will bring less profit, which in turn will make affording the high rent difficult.

2. The key to making a café successful is to design a suitable menu for customers.

A suitable menu considers not only the kinds of food on offer but also the price. The price should be flexible and leave space for adjustments, and it can be increased to ensure profit, as well as reduced for promotional reasons.

3. The staff roster is also very important.

Consider making the roster well in advance to ensure there is enough staff to guarantee the service quality - this is another crucial task in the successful management of a café.

4. Promote your café with both advertising and social media.

Within the current market, social media is becoming increasingly more effective - it is a hugely powerful way to promote your business.

A wise business owner derives a capital gain from the resale of a café not only through profits but also through the learnings and experiences of that investment.

低买高卖—如何在卖生意时取得资本增值

买一些便宜的咖啡店然后把它做起来再去卖掉，这是一种很好的投资方式，特别的对于那些有经验的经营者们来讲，这种炒店的方式有些时候相比你去开全新的店还来的方便和快捷，特别在目前越来越严格的食品卫生法的情况下，这不失是一个很好的办法。

赚取生意的资本增值，目前新西兰还没有这个资本增值税，当然了，如果是以此作为投资目的，那可能又要另当别论。如何选择有潜力的好店，确实是一门学问，也是一种机会。知道什么是好店的人应该很多，但能真正遇到好店，又敢于下手出击的可能就是少数了。

提早做功课，知道什么是好店，碰到好店的时候要果断出击，有时候好店没有买着，但千万不要去买了一个烂店，买了烂店想卖都不容易。如何抓住商机，避开风险，这就是我们希望传递给大家的信息。

所以在你选择这些有潜力咖啡店的时候，你一定要了解他目前为什么做不好？他做不好的原因是什么？是因为地段，还是因为出品，服务，到底是哪种原因占主要？有些时候原因是多样的，只有通过详细的了解才可能知道。但有些问题显而易见，比如menu不好，装修不好而又不能改变，像许多连锁经营的咖啡店，因为品牌问题，食物不是随便能换的，这样的店如果生意不好，你可能就比较难有很大的发展，因为条条框框在那里，并且装修风格也不能随便改动，尽管你经验丰富，也不容易一下子提高生意额！吃力不讨好，这种不是炒店之选！

通常如果一个受欢迎的咖啡店，3-6个月就是腾飞期，6-12月就会逐步稳定所以在选店和经营的时候，以下几点可供参考：

1. 尽量不要去选租金极其昂贵的地点，因为前期很难达到收支平衡的前提下，你会承担很大的租金，从而导致食品质量的下降，付不起高工资请到有技术的员工，恶性循环，从而把自己搞得筋疲力尽，同时营业额也上升缓慢。
2. 推出符合周围大众口味的Menu是成功的关键，同时定价也一定要合理，可以稍微偏高以达到利润，同时又可以有下调的空间推销特价食品。
3. 员工时间搭配也很关键，做好后备员工选择，从而不会因为有人请假而导致无人可用。
4. 用广告和社交媒体来推广自己的生意和食物，在新世代下社交媒体的作用越来越神通广大，大有超越传统广告的趋势。一传十，十传百，甚至可以让其他城市的人来认识自己的品牌。

往往一家看似生意平平的咖啡店，可以通过这些改变从而让生意焕然一新，从新赢得客户的青睐。在出售这个生意时可以卖上一个好价钱，同时达到资本的增值！



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Craig is a specialist in selling cafés, restaurants, and sushi businesses all around Auckland. He has vast experience in Hospitality businesses.



A Business Appraisal – The Importance of The Build-up Process

One of the key tasks that any business broker has to take on in the business listing process is the preparation of an appraisal of business value for the client.

The reason for this Client Care Rule in the business broker industry is to, where possible, mitigate or avoid the risk of the broker over or under representing the potential market value of the business.

To obtain numbers for a range of appraised values, empirical data where it exists is used to support the appraisal case.

For most brokers information on the sales of similar businesses in comparable locations can be sources of data for the more common business types such as cafes, dairies, etc.

Once we move up the size and business complexity scale, my feelings of uneasiness for this cookie cutter approach begin to overwhelm me and my focus falls on sourcing more believable valuation techniques and comprehensive data sets.

Anyone who has an interest in valuations will certainly know from their research that there exists a wide range of theories, tools, software and ongoing research. On a personal level, my interest began back in the early 1990s following exposure to investment theory in a MBA programme and becoming aware of evolving valuation models being introduced to the market.

Some two decades later I am leaning towards a view that new thinking and very smart optimising software is now getting us closer

to the robust methods needed to arrive at more believable results for the privately owned business type that predominates in most western countries.

But herein lies a problem. For the interested reader of a valuation who looks at the assessment without understanding the process of obtaining that value, is relying on what is a black box and the leap of faith needed re the credibility of such.

The most recent ideas developed in the last say 10 years, rely on very sophisticated software programming ability or at least some skill in dealing with computer models and a reasonably sophisticated statistics and probability awareness – not really an easily understood set of factors for most people.

So where do we go in obtaining a believable valuation? Complex but theoretically robust or simplistic and probably weak in establishing a realistic value range, particularly for the more sophisticated business case?

The private business market where the assets of a business are normally sold compared to the shares of a business in the publicly listed market is often termed in the economic literature as being incomplete – ie a market where multiple values of a business can be derived depending on a viewpoint.

Our industry puts significant credence on a Chartered Accountant's (CAs) assessment of the value of a business and that may be a fair assessment, but from my experience the CA's understanding of a coherent theory

of business value as demonstrated in their reports still leaves me wondering if a more theoretically robust analysis should be expected.

Let us consider some of the basic areas of concern that I have. The valuation of a business is a view of where the owner of a business could be expected to take the business in a given time period into the future.

Business plans are an important ingredient in a business valuation, forecasts of cashflow one, two years etc into the future are unreliable at best and probably wrong, yet discounted cashflow valuation models rely on this mathematical manipulation to arrive at a valuation. Discounted future cashflow used as stock standard fare in finance courses, is used to arrive at theoretical answers for valuations.

Discounted cashflow of expected future cashflow streams should not be used to value a business but could be used to provide information about a real valuation decision arrived at by other means.

Discounted cashflow also ignores the valuation aspects of strategy, policy and reputation as it relates to a particular business.

Discounted cashflow also ignores the valuation aspects of strategy, policy and reputation as it relates to a particular business.

And to finish on one final note of concern, the discounted cashflow mathematical calculation ignores the value of real options such as the option for the business owner to wait or defer an action.

The calculation also ignores the way in which liquidity constraints can impact on decisions for investors in or the managers of a business.

The challenge for any broker when trying to advise a client with reasonable reliability and clarity of where a business value may lie, given the number may vary by in some cases, substantial amounts in dollar terms, can be of significant concern.

Years of work, sacrifice and risk have often been undertaken by an owner when building a business and for a broker to provide poor direction with a sales price target is a serious issue.

Using the most comprehensive data available and reliable theoretical underpinnings does provide a fair and reasonable assessment for an owner and valuable information for future effective marketing of the business.



A number or range of numbers is not sufficient for this serious task – a business valuation has to be supported by a comprehensive written business case as to how the figures were arrived at, the assumptions made, the data sources and hopefully some comments on the valuation logic, ie not a black box but a white box.

Potential purchasers will surely value information for their assessment of a purchase price that may have been uncovered with the modelling completed in the valuation process.



Jeff Lopas - Business Broker at LINK Christchurch & South Island

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W: linkbusiness.co.nz

Jeff is a business broker who particularly enjoys managing the larger transition opportunities in the market. He can put forward well-thought-out client strategies that can add value at many levels to a business and ultimately the owner's sale reward.

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Can A Hospitality Business Work As An Investment?

The short answer is 'yes!' However, like any investment, you need to go into it with your eyes very much open.

There is no doubt that a working owner will always run a tighter ship than with staff running a business completely, but that is not to say that *some* cafes and restaurants (and other hospitality businesses) cannot run effectively this way, especially at the upper end.

After more than 7 years selling business exclusively in this space I think I have probably seen every type of business on the market. Whilst Brokers will often say that a café or restaurant is 'managed', it is not always the case. Whilst an owner may not see his or her name on the weekly roster, they can be very present in a business and essential to its success.

Many owners, especially with larger businesses, will claim to work 'on' the business rather than 'in' the business. But they are there and they are a crucial presence. They meet and greet those important customers and gently steer staff in the right direction and anticipate customer needs. They are a conductor at an orchestra.

This 'conductor' role is vital in a successful hospitality business, but it needn't be the owner performing this role. There are plenty of highly capable managers out there. So why not pay them well to do such a vital job? A business that sells for \$1.5m would make you perhaps \$475,000 if you put in 50 hours a week and became the 'conductor' yourself. But you don't want to do that. You are no hospitality expert. You just want to leave your corporate job and own your own business for a change. You want to entertain clients and friends there and do a bit of marketing and meet with the manager and run the numbers and pay the bills and ... well, anything but actually work there!

So... find a good manager, pay him or her \$75,000 and offer them a \$25,000 bonus to hit all your KPI's. Then go and sit on a beach somewhere in the knowledge that your investment is being well cared for. OK it's cost you \$100k which is a huge pay rate in the industry. So what? \$400,000 clear profit is still 25% Return on Investment (ROI). OK call it \$325k; that's STILL 22% ROI! The banks pay what now?

You have to be careful. You have to look at each opportunity on its own merits, but I have sold a number of these, particular over the last few years. Corporate refugees and those coming out of property development (for example) love these sorts of opportunities. They are quite rare, but so great when you come across them. Right now I have 4 for sale!



Nick Giles - Business Broker LINK at Ellerslie.

M: 021 676 832 **E:** nickg@linkbusiness.co.nz

Nick has specialised in Hospitality Sales at Auckland Ellerslie LINK for over 7 years and has sold in excess of \$45m worth of these businesses. At LINK's recent awards in Fiji, Nick won both the New Zealand Broker of the Year *and* the International Broker of the Year awards.

He tends to specialise at the upper end of the Industry with cafes, bar restaurants and other Hospitality Businesses on the market at \$500k to \$3.5m.



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BUSINESS OPPORTUNITIES

Here is a selection of businesses LINK has for sale. For more business opportunities visit linkbusiness.co.nz

THE LINK NETWORK

We have offices with dedicated business sales professionals across New Zealand, Australia, South Africa and the United States.

LINK New Zealand linkbusiness.co.nz

Northland (09) 222 0120
northland@linkbusiness.co.nz
3 Otaika Road, Whangarei

Auckland, North Shore (09) 930 0200
Unit K & L, 40-42 Constellation Drive
Rosedale, Auckland
northshore@linkbusiness.co.nz

Auckland, Ellerslie (09) 579 9226
ellerslie@linkbusiness.co.nz
Level 1, 401 Great South Road
Ellerslie, Auckland 1061

Waikato 0800 225 999
waikato@linkbusiness.co.nz
22 Naylor Street, Hamilton East
Waikato 3216

Bay of Plenty (07) 579 4994
bayofplenty@linkbusiness.co.nz
26 Fourth Avenue, Tauranga 3110

Wellington (04) 472 7602
wellington@linkbusiness.co.nz
49 Boulcott Street, Wellington 6011

Christchurch & South Island
(03) 366 3394
christchurch@linkbusiness.co.nz
36 Lowe Street,
Addington, Christchurch, 8011

LINK NZ offices are Licensed REAA08

LINK South Africa linkbusiness.co.za

Centurion

Dolphin's Coast

Durban

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Garden Route

Johannesburg North

Johannesburg South East

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Manila

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Franchisor Office Link Business Franchising Ltd

Level 1, 401 Great South Road, Ellerslie, Auckland

For further LINK Franchising Opportunities please contact Aaron Toresen, Managing Director of the LINK Group - 09 555 6052 or aaront@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Freehold Russell Lodge / B&B

ref: 18120



Perfect opportunity for immigration applicants! This award winning property is located on the cliffs of 'Romantique Russell' in the Bay of Islands. Having undergone a sophisticated renovation in 2008 / 2010, the lodge now offers 5 star accommodation to guests. An incredible lifestyle could be yours. Enjoy the private residence, with its outstanding views across the Russell village and the Bay of Islands. Earn an income with 4 luxury guest suites, each with incredible views off the private decks. All suites are self-contained with kitchenettes and ensuite bathrooms. Additional guest facilities include a guest lounge with SKY TV, a dining room and fully stocked bar including an open fire place, BBQ, laundry, and off street parking.

Location: Russell, Northland **Asking Price:** \$2,700,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

5 Star Motel, New 30 Year Lease, \$300k+ NP

ref: 18261



Boutique apartment-motel, finest on the market. Luxury 5 star central city Whanganui accommodation including free wifi, spa baths, LCD Sky TV. Total of 28 rooms, all with spectacular in-room facilities spa baths and LCD TV's with SKY. An on-site boardroom allows the operator to host functions and conferences. Incredible owners accommodation with up to 6 bedrooms - would suit a large family operation or even two families working together.

Excellent financial performance with a positive trend in top line revenue and opex. Currently returning \$300k + per annum.

Winner of 2013 and 2014 TripAdvisor excellence awards.

Location: Whanganui **Asking Price:** \$1,200,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Rare Opportunity on Tutukaka Coast

ref: 18435



Beautifully presented holiday park in a growth industry, set in park like grounds adjacent to Tutukaka Marina and features quality chattels. As a spectacular and renowned diving location, this property is ideally suited to and accommodates large groups for this activity and also has a purpose built lockup wash/dry area for divers wet suits/gear. Complex consists of: * 63 powered sites * 40+ tent sites * 2 x ensuite cabins * 4 x self contained studios * 4 x self contained 2brm cabins * 2 x dorm rooms - sleeps 12 per room * 6 x standard cabins Amenities: * Main ablution block * Second separate ablution block * Separate laundry * BBQ area * Kitchen & lounge separate office.

Location: Tutukaka, Northland **Asking Price:** \$2,900,000
Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

Endless Opportunities!

ref: 18535



This freehold hotel is one of the largest accommodation complexes north of the Bay of Islands, with 70+ rooms across approx. 8,514m² of land. Total building area is approx. 3,781m². Conversion options might include independent living, a premier gated community, educational facilities or retirement living.

The complex features a large reception area, 2 restaurant areas, licensed bar, commercial kitchen and a conference room. 66 dedicated car parks and 3 large bus bays will allow you to run the business at capacity during peak times of the year. Owners accommodation is particularly generous. Enjoy a 4 bedroom apartment, with easy access to the entire complex.

Location: Northland **Asking Price:** \$3,900,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Historic Luxury Lodge

ref: 19398



Recent Awards 2016:

Hospitality New Zealand Supreme Award Winner
Sleepyhead Commercial Best Accommodation, 30 rooms and under
Spark New Zealand Excellence in Customer Service Awards - Selected in the top 100 world renowned hotels.

If you have a passion for cooking and entertaining, then you should seriously consider this perfect lifestyle. This lovingly restored 100 year old kauri farmhouse and its buildings have created a sophisticated and relaxing place to stay. Room decoration ranges from modern to rustic, but all come with plenty of space, natural light, and balconies or patios that look out over gardens and the Waipoua Forest in the distance.

Location: Waipoua Northland **Asking Price:** \$1,200,000

Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

Award Winning Holiday Park - Bay of Islands

ref: 20117



An absolute WINNER in one of New Zealand's absolute best places to live! In June it has won the PGG Wrightson - Holiday Park Grounds Awards at the HAPNZ Conference!

The options of this park for future development are amazing and the business is growing with 14% year on year. The current owners are now at retirement age and looking to hand over the reigns to a new owner further grow the development of the park. This land is one of the last pieces of flat land left in the sought after area of Russell.

You love nature? This is your home! You like investments? This has the potential for amazing future growth, including further development of the land and more businesses to add on to the existing offering.

Location: Russell **Asking Price:** \$2,550,000

Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

FHGC Motel - Paihia, Bay of Islands

ref: 20242



Ultimate lifestyle property - own and operate an 8 unit motel with 2 bedroom owners unit. Suitable for 1-2 people, 1 working owner and second person could work part time or manage tourist activities.

A beautifully presented property, the very caring owner has done most of the hard work on her own and presents a profitable opportunity for new owners to take this established business to the next level. Prime location close to town: - Under cover parking - Private courtyard area with BBQ - DVD Library - Guest laundry - Separate reception & office - Low maintenance Great time to buy freehold with low interest rate environment. A must to inspect! Viewing strictly by appointment.

Location: Paihia Northland **Asking Price:** \$1,200,000

Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

BE IN FOR SUMMER - FHGC Motel - Paihia

ref: NL00024



#8 of 43 hotels in Paihia and highly rated on Trip Advisor.

Situated in a prime location just 50 metres from Paihia shops, restaurants and beaches with a quiet village presence while still catering to busy corporate clientele/tourist trade.

Immaculately presented motel with kitchen facilities in all units plus the added bonus of an outdoor spa and BBQ area. The 14 units consist of 10 x studios and 4 x 1 brm units. Owners accommodation consists of two bedrooms, two bathrooms and a lovely open plan living area. This motel is situated on 0.1012 hectares (more or less) of valuable land and presents well maintained buildings and an excellent business.

Location: Paihia **Asking Price:** \$1,950,000

Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

Extraordinary Accommodation and Conference

ref: NL00032



Quite simply an extraordinary and very rare hospitality opportunity with sales in excess of \$4m per annum and profits to match.

- Stunning location
- Multiple income streams
- Huge growth potential
- Exceptionally strong 40 year lease

Anyone with a passion for the hospitality industry and / or with experience of owning or running a major company within the accommodation, wedding and conference space should look seriously at this one. This business is presently fully managed so could suit someone looking for an investment & looking to work on the business rather than in it. Enquiries in strictest confidence.

There are over 80 weddings booked for this coming summer!

Location: Auckland City **Asking Price:** \$3,200,000 plus stock

Broker: Michael Osborne / 021 676 832 / nickg@linkbusiness.co.nz

Live the Dream in Northland

ref: NL00025



Accommodation business for sale with long lease in place.

Boutique 5 star motel lease offering superior luxury/spacious owners accommodation. Situated in a prime location on main arterial route with proven performance and a loyal corporate client base.

The building is of quality construction with a total of 15 spacious rooms offering opulent chattels, kitchenettes, spa baths, air conditioning/heating, heated tiles and hush glass. The property also includes a guest swimming pool, petanque pitch, BBQ area, private parking, wine cellar and guest laundry.

Leave the big city - have fun and money!

Location: Whangarei **Asking Price:** \$1,050,000

Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Cartage Company for Sale

ref: 19572



This well known 28 year old cartage contracting company has a well maintained fleet of trucks and trailers.

They service road working and building companies with metal, sand, scoria and stone.

Market value of plant and equipment \$1,935,000 and owner's discretionary income is \$420,000.

This business is fully managed.

Call now for a confidential discussion.

Location: Auckland **Asking Price:** \$2,500,000

Broker: Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz

Sales-Simple -Rather Unique

ref: 20312



SALES-ONLINE PRODUCTS MANUFACTURED UNDER CONTRACT

The items have stood the test of time, being in the market well over 20 years.

Established and run by husband and wife for 10 years, with only part time involvement.

Small range quality products sold inexpensively online. Barriers to entry very high.

Great profits and increasing.

Location: Auckland **Asking Price:** \$1.7M

Broker: John Adams / 021 974 097 / johna@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Very Profitable Hire Services in Auckland

ref: EL00090



A successful business owner seeking to retire has created a unique opportunity for someone to purchase a long – established and very profitable hire services business.

Auckland based. A significant player in its market providing specialist value added hire services to the construction and infrastructure sectors. Long customer relationships. Strong branding in the marketplace.

Excellent staff and operations manager in place. Run it yourself or buy it as an investment and hire a GM to run it for you.

Excellent profitability with strong cash-flow. Very strong barriers to entry for competitors. Retirement opportunities.

Note: Strict confidentiality applies. Complete a confidential enquiry form at linkbusiness.co.nz/EL00090

Location: Auckland

Asking Price: \$5,700,000

Broker: Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

UNDER CONTRACT

Importer of Electronics. Exclusive Agency. Fully Managed.

ref: EL00284



Established for over 25 years, this well-known Auckland based business holds the exclusive New Zealand rights to import, distribute and service the product range of a global electronics brand into specialist market sectors nationwide.

The market position of this business is very strong with significant barriers to entry for competitors present. Customer demand could support a further scaling up of operations and opportunities clearly exist for a new owner to grow the business further. An excellent staff and general manager is in place. Run it yourself or buy it as a fully managed investment.

The asking price is well substantiated with financial data. Genuine reason for sale.

Note: Strict confidentiality applies. To this end the name and location of this business will only be disclosed at a personal meeting with the broker. Purchasers must be able to demonstrate the financial capability and business experience to proceed before detailed information will be shared.

Location: Auckland

Asking Price: \$1,950,000

Broker: Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

On-line Product Sales. Highly Profitable. Totally Relocatable

ref: EL00305



A successful business owner seeking to retire has created a unique opportunity for someone to purchase a long – established and very profitable on-line product sales business. Enterprises of this nature offer their owners excellent and consistent income with further growth

potential and hence they are tightly held and hard to obtain. Established 14 years ago, this business is a significant force in its chosen niche market selling a range of made in NZ products direct to local and international consumers via a state of the art ecommerce website. The business benefits from long held supplier relationships and strong branding in the marketplace. Enjoy excellent profitability underpinned by significant levels of recurring revenue from repeat customers. Goods are paid for before they ship which delivers strong cash-flow.

The operation is presently Auckland based but totally relocatable to anywhere you can get an internet connection and a courier pickup. Currently run by an owner operator with occasional part time help. This business would suit an individual working full time or a couple working part time.

Location: Auckland

Asking Price: \$1,850,000

Broker: Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

Wholesale, Distribution

ref: EL00206



Is this what you have been waiting for?

Original owners of this twenty four year old company, market leader in its sector, with a large customer base.

Local, national and international products. Custom designed software system from ordering, picking, invoicing - very slick.

Year on year growth for the past 5 years and 2 month YTD sales is exceeding budget of \$5M. Long term stable management team.

To top it off there is plenty of scope to grow the business.

Location: **Asking Price:** \$1,900,000

Broker: Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Service Retail 400,000, 2016 EBITDA

ref: 17472



Looking for a successful multi-unit business with plenty of room for expansion?

A business that is growing and has potential overseas? Opportunity to own your very own outlets that are widely known in the market and processes are in place to allow you to expand.

The business has a large number of employees that are reliable, brand loyal and generate repeat custom. Strict confidentiality applies.

SOLD

Location: Auckland **Asking Price:** circa \$2,000,000

Broker: Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Structural Steel Welders & Fabricators

ref: 20357



Dynamic business providing design & structural engineering services to the commercial and residential sectors.

- Strong commercial relationships with many large customers
- Extensive engineering resources
- Investment in new and efficient plant
- Modern workshop with capacity for growth
- Experienced and large workforce
- Advanced design & project management systems
- Very Profitable with substantial forward orders.

Retirement planned, owners available for ongoing consultation by arrangement if required.

Strategic opportunity for acquisition by an industry related business or well-resourced owner/investor.

Location: Christchurch **Asking Price:** \$2,940,000

Broker: Barry McFedries / 03 928 1947 / barrym@linkbusiness.co.nz

Meat Processing

ref: CS00009



- Successful and well established with a strong brand presence
- Supplying supermarket chains with top selling value added branded products
- Excellent supply chain terms in place
- Excellent processes and efficient distribution systems
- Fresh top quality chilled products competing in a niche market
- Up to date equipment, flexible production line facility
- Well established team with less than 25 employees, no shift work
- This business is located in the South Island
- Details released under a confidentiality agreement
- This is an opportunity not to be missed for an ambitious owner operator
- Call Murray for more information!

Location: South Island **Asking Price:** \$2,400,000

Broker: Murray Schofield / 03 595 2753 / murrays@linkbusiness.co.nz

Freehold Motel – Great Price

ref: CS00021



Right on the tourist route SH 6 from Te Anau and Queenstown.

This is an excellent opportunity to enter the motel industry with no lease agreements or landlord to consider.

Easy care well maintained 11 units with plenty of parking, it is a part of the Host accommodation referral and marketing group.

Spacious 3 family sized bedroom owners accommodation, wonderful open plan living, kept warm and cosy with a log burner. Sunny private outdoor living, double garaging with plenty of space.

Sale due only to a change in our client's circumstances.

Location: Invercargill **Asking Price:** \$1,200,000

Broker: Murray Schofield / 03 595 2753 / murrays@linkbusiness.co.nz

Be In For Summer! FHGC Motel Otago

ref: CS00045



16 spacious recently refurbished double glazed units, studio, 1, 2, 3 Bedroom units.

Spacious 3 bedroom owner's accommodation.

Conveniently located on the main road with easy access to the town centre, with shopping and cafes nearby.

High profile motel in a great location situated at the gateway to the spectacular scenery and natural beauty that the Catlins southern scenic route offers. Enjoy the growing tourist numbers coming to New Zealand, this is an ideal opportunity to join the motel business and reap the rewards.

Consistent income has allowed the owners to enjoy a relaxed lifestyle throughout the year.

Don't miss this excellent opportunity. Call Murray for more information!

Location: South Otago **Asking Price:** \$2,100,000

Broker: Murray Schofield / 03 595 2753 / murrays@linkbusiness.co.nz

Businesses for sale - \$1 million plus

FHGC Motel With Income From 6 Shops

ref: CS00047



Investors take notice, great returns on 6 shops plus Motel.

Well located in the main street of Gold mining town.

Run the motel and enjoy the extra income or put in managers and land bank.

Call Rick now for further information!

Location: West Coast **Asking Price:** \$ PBN

Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Cash Generator - New Housing Sector

ref: EL00077



Long history of successful trading providing essential services in construction. Well-developed systems, processes and customer/supplier relationships. Substantial forward orders. Comprehensive operations manual and growth template available.

Significant, long term prospects including potential to franchise. Last three years average

EBIT exceeds \$777,000. Owners offer sound vendor assistance.

Location: Auckland **Asking Price:** \$1,700,000

Broker: Tony Andrew / 021 938 5600 / tonya@linkbusiness.co.nz

Wholesale Food Manufacturing - rapid growth

ref: NL00020



This food manufacturing business is a privately owned wholesale business servicing cafes, restaurants, hotels, caterers and corporate clients throughout the Auckland region.

High margins, rapid growth and excellent return to an owner. Possibility to increase capacity by adding shifts and/or product lines. Everything is set up to take it to the next level.

Location: Auckland **Asking Price:** \$1,000,000

Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

FIBREGLASS MANUFACTURING

ref: 20416



Established since 1956. Business developed associated product line in 1993 and is the market leader.

Services transport industry both here and in Australia.

Recent trading history shows sustainable profits with excellent returns.

These activities may lead to future growth for astute owner. L&B optional (\$2,100,000).

Total Asking Price of \$3,600,000 (Business \$1,500,000 Freehold \$2,100,000) (All plus GST if any) Details by appointment only.

Location: Auckland **Asking Price:** \$1,500,000

Broker: Brett Clarkson / 0274 345 670 / brettc@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Land Clearing and Green Waste Processing ref: BOP00012



This well established business was started by the owner 16 years ago. It includes a full range of machinery and equipment and features the following:

- A diverse range of clients including work in the rural sector as well as large civil projects.
- High capacity equipment and skilled staff.
- The versatility to process a range of materials including green waste, bark, or wood.
- The ability to process raw material and turn it into a usable product on site.
- Stable and long serving staff.
- The business is well known with 40% of website searches typing in the specific name of the business.

Location: Waikato **Asking Price:** \$2,800,000

Broker: Peter McAdam / 021 841 691 / peterm@linkbusiness.co.nz

Highly Profitable Timber Processing ref: BPW00155



Selling niche, added-value timber products this company has a long-established history and is a well-known and respected brand.

Located in the Bay of Plenty this business has good transport links connecting it economically with its customers. Turnover is \$6.5million in the last year with excellent profitability.

The business would appeal to somebody in the joinery, timber processing or related industry experience or would suit a business looking for a strategic acquisition.

Location: Bay of Plenty **Asking Price:** \$3,500,000

Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

Waterfront Motel Freehold and Business ref: BPW00141



The only Waterfront Motel Accommodation in Thames. First time to the market in 17 years this Freehold Motel is minutes from Thames CBD, situated on the Main Coast Highway of the Coromandel, travelled by tourists daily.

- Set on 2,318 square metres freehold waterfront land
- One x 3 Bedroom Unit with Reception
- One x 3 Bedroom Stand-alone House
- One Studio Unit
- Five x 1 Bedroom Units
- One x 2 Bedroom Unit

Recent refurbishments, now a well presented Business. Opportunity to purchase bordering properties to create a substantial land investment portfolio.

Location: Thames **Asking Price:** \$1,100,000 plus GST (if any)

Broker: Mike Chote / 0275551176 / mikec@linkbusiness.co.nz

Maungatautari Lodge – Luxury Accommodation ref: BPW00178



Maungatautari Lodge is situated in one of the Waikato's premier locations - Lake Karapiro.

This lodge has a comfort level that exceeds expectations with an atmosphere incomparable in a perfect setting. There are five generous suites offering views of the lake and the immaculately groomed grounds.

This property would be ideally suited to a couple who want to live in this wonderful accommodation and host visitors or help couples and companies find that special venue for whatever the occasion.

Location: Waikato **Asking Price:** \$2,520,000 plus GST (if any)

Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Iconic Country Pub FHGC, Yielding \$150,000! ref: BPW00187



- Popular well-known and appointed Country Tavern with gaming machines, TAB & accommodation.
- Desirable land with three separate tenancies yielding a total income of \$150,000 plus GST
- Huge residential and lifestyle growth in the nearby area.
- Approximately 360sqm of warehouse/office space attached.
- Purchasers of the property are able to buy the businesses and live in the brand new manager's apartment.

Location: Bay of Plenty **Asking Price:** \$2,500,000 plus GST (if any)
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Profitable Regional Transport Company ref: BPW00197



This successful transport company has been operating for many years and has a strong reputation for responsive customer service in its operating regions.

Its strong links to its customers, proud history, diversified revenue streams and team of experienced and loyal staff make it a solid business proposition.

It would make a good add on to an existing business operation or suit a husband and wife operating team with transport experience.

Location: Greater Waikato **Asking Price:** \$1,800,000 (business only)
Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

Renowned Consulting Engineering Business ref: BPW00202



- Operates "nationwide" from their North Island base.
- Well known for their Geotechnical, Civil, Environmental and Structural engineering expertise.
- Diverse long term client base, from governmental through to large commercial, architects, surveyors, structural engineering and building companies.
- 26 experienced and knowledgeable staff offer a great range of technical and professional skills.
- Several Chartered Professional and Professional Engineering Geologists.
- Offers on site drilling and a test recourses.
- The Vendor has enjoyed generous net profits over the years and will meet the "market" with an asking price of \$3,640,000

Location: North Island **Asking Price:** \$3,640,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Truck & Trailer Transport Manufacturer ref: BPW00207



This company has been an established brand for many years, specialising in designing and manufacturing of heavy transport truck and trailer units, other highly specialised vehicles and modifying and refurbishing existing equipment.

They have become recognised internationally, for their innovation, design and customer focus.

This business would make a good add on to an existing similar industry operation or suit a husband and wife operating team with transport manufacturing experience.

Location: North Island **Asking Price:** \$1,000,000
Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

Businesses for sale - \$1 million plus

北島中北部大型亞洲超市 年賺過50萬 誠意出售

ref: WK00016



亞洲超市 首次上市 簡單易打理 現有員工管理 穩定客源
一年輕鬆年賺50萬有餘兩百萬以上買家請詢問

A well-known Asian Supermarket in Central North Island's fast growing urban area is on the market. The annual turnover is around \$5 million. Rent is around \$100k +GST p.a.. Labour costs is around \$2500/week. The above figures are subject to verification by the owners. This business is under almost full management at the moment with very considerable profitability (over \$500K* annually). A good investment for Asian investors, if you are the one, contact your listing agent today. The asking price does not include stocks.

Location: Central North Island **Asking Price:** \$2,200,000 plus Stock
Broker: Paul Lu / 0210474988/ paull@linkbusiness.co.nz

Managed Café Restaurant

ref: EL00242



A wonderful business with 10 years of history, very famous and with a strong brand.

This one really is fully managed with very competent staff and great systems in place. The location is superb on a main street with excellent foot traffic.

There is a solid lease in place and the rent is under 10% of sales. Weekly average sales are above \$40,000 a week and a working owner would stand to make around \$375,000.

This is a highly attractive business with good accounts, great systems and would work well as a managed investment or for a working owner.

Location: Auckland **Asking Price:** Asking \$1.5M plus stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Coffee Roastery and Retail

ref: EL00316



This is an exceptional and rare opportunity to purchase one of New Zealand's iconic coffee brands whose reputation and quality is unsurpassed.

With a convenient Auckland location, this well presented and well set up business has strong and strategic relationships with both customers and suppliers.

The sale includes all equipment and intellectual property, the wholesale coffee roasting division, product sales, and an exceptionally well performing café.

Details in this advert are limited to respect the confidentiality of the owners but full information is available to genuine enquirers upon signing a confidentiality agreement.

Forecasted surplus for this tax year is north of \$500,000 for a working owner.

Location: Auckland
Asking Price: \$2.1M plus stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Café Bar Restaurant

ref: EL00291



The financial accounts are in good order and a working owner would enjoy a surplus of around \$350,000 pa. The business is yet to reach its full potential and there is another lucrative revenue stream (catering) that has not yet been implemented at all. There is certainly an upside here if you would like to grow it further. Currently the business is operationally fully managed. The owner does drop in to see that things are running smoothly and oversees the business side of the operation. The manager has been there for 2 years and is highly capable.

- Rent of under 6% of sales
- Exceptionally strong lease
- Highly desirable location
- Strong staff and management
- Massive commercial kitchen

This is a highly desirable business! Located in a top suburb, the owner has done a fabulous job in building this business nicely over the last few years. The business enjoys excellent reviews and heaps of repeat and regular customers both from locals and visitors to the area.

Location: Auckland

Asking Price: \$1.05M plus stock

Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Food Service Distribution Company

ref: EL00272



Gulf Foods is the number 1 food service supplier on Waiheke Island.

The owner has not lived on Waiheke for 5 years and the business runs with an extremely capable staff.

Annual sales forecast in excess of \$3.8M (ex GST)
 Easy transition to new owner
 Strong reputation
 Exceptional profits in line with impressive sales
 No need for relocation to Waiheke

Location: Waiheke **Asking Price:** \$1.25M plus stock

Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Coastal Restaurant and Accommodation

ref: # 20443



This is a stunning place and an exceptionally strong business that is on the up. With awards and stellar reviews, this fabulous restaurant has been an important part of the Auckland hospitality landscape over the last few years.

With superb systems in place and excellent staff contingent the costs are well controlled and there is a nice solid lease in place.

Incredibly exciting expansion and business growth plan in place, including more rooms for the new owner which ties in nicely with the massive growth in tourism numbers throughout the Auckland Region. Fabulous views and timeless design make this an iconic destination that has fast become an institution.

Location: Auckland **Asking Price:** \$1.495M plus stock

Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Businesses for sale - \$1 million plus / Northland

Extraordinary Accommodation and Conference

ref: EL00278



Quite simply an extraordinary and very rare hospitality opportunity with sales in excess of \$4M pa and profits to match.

This is a very well established and well known hospitality business in the Auckland Region. Exceptionally strong 40 year lease. Rarely does something like this hit the market.

The current owner will focus on this future development. Anyone with a passion for the hospitality industry and/or with experience of owning or running a major company within the accommodation, wedding and conference space should look seriously at this one.

This business is presently fully managed. With further tweaks this could be pure gold.

Location: Auckland **Asking Price:** \$3.2M stock

Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Restaurant Fully Managed. Huge Sales.

ref: EL00029



Completely hands-off, managed return on investment of 25%. Over 15 years of solid history with sales in excess of \$4.5M pa.

Proven steady performance and all management and operational systems in place with a full management team in place.

This is an exceptional hospitality business that is just solid as a rock. A great mixed customer base ensures that the turnover hardly fluctuates year-on-year.

The business is being sold on a licence basis.

Location: Auckland **Asking Price:** \$3M plus stock

Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Fantastic Waiheke Cafe

ref: NL00028

Arguably Oneroa's best cafe and always my go to spot. Views to die for and a great fit out put this cafe above the rest.

Rent 7% of revenue. Excellent accounts and returns.

Call me now to own this wonderful cafe.



Location: Waiheke Auckland **Asking Price:** \$390,000

Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Kaipara Sawmill Business for Sale

ref: NL00031

For Sale - Residence, Land, Buildings and Business

This family sawmill business is regrettably now on the market due to poor health after many years of successful trading.

A great opportunity to take this business to another level with the added bonus of a lifestyle on the Kaipara Harbour. 3 bedroom home with orchard.

Location: Kaipara **Asking Price:** \$750,000

Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz



Automotive in Whangarei earning over \$300k

ref: NL00033

This is a great opportunity to take over a successfully run business for over 17 years. The business has a niche in a vertical market with barely any competition in the wider Whangarei region.

Working owner will be available for an extended handover period for 6 to 12 months to assure continuation of the business and protect the future maintainable income to a new owner.



Location: Whangarei **Asking Price:** \$750,000

Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

Hardware and Building Supplies GEM!

ref: NL00026

Are you into DIY or a builder looking to drop the tools?

This business is almost as good as it gets and in a fabulous location. Great books, good systems, clean and tidy in every way, plus growth on the horizon.

If you are looking for a well run business with room to grow and potential to run under management call me now.

Location: Northland **Asking Price:** \$590,000 plus SAV

Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz



Kerikeri Park - Profitable Motel Lease

ref: 19418

If you've been looking for a profitable motel lease which still has potential for growth - look no further. Kerikeri Park Motel is one of the newest accommodation properties in Kerikeri and as such is a favourite with corporate and leisure travellers in the area.



LOCATION Less than 5 minutes drive from Kerikeri township and 10 minutes from Bay of Islands Airport.

Location: Kerikeri **Asking Price:** \$480,000

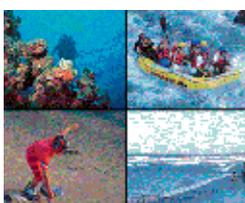
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Get Ready for the Summer - Play Hard

ref: NL00006

The business has three aspects that generate an income; retail, servicing and training.

Currently it services mainly the local market and the next step would be to grow the actual tourism industry. Even without this market the business owner has a discretionary income of over \$140,000.



Imagine what you can do if you are capturing this market?

Location: Northland **Asking Price:** \$350,000 plus Stock

Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

Restaurant with Flair!!

ref: 20391

Upmarket and well established restaurant situated down a busy arcade in the heart of Whangarei. Established in 2008, this fully licensed restaurant has a lovely ambience and is known for its authentic taste of Italian cuisine and friendly atmosphere.



Quality and authentic fit-out with a well set up commercial kitchen and a great indoor/outdoor flow with seating for up to 110 people.

Location: Whangarei **Asking Price:** \$269,000

Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

Paihia Waterfront Dining: Alfrescos

ref: 19259

With iconic views over the beautiful Bay of Islands, Alfresco's Restaurant & Bar is one of Paihia's most popular and established restaurants.



The current owner has grown the business over the last 8 years and it now delivers revenues well in excess of \$1m through its appeal as a destination for both local residents and tourists alike.

Location: Paihia **Asking Price:** \$750,000 + SAV

Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Move to Northland and earn over \$110,000

ref: NL00011

This business is in one of Northland's most beautiful locations, right on the waterfront. Servicing a large area in Northland, this business is busy all year round! With a mixture of onsite measuring/advising and retail this would perfectly suit a couple to share the work load.



Seller's Discretionary income \$108,000

Location: Far North **Asking Price:** \$130,000

Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

Freehold Motel + Business Kaitaia

ref: 18479

If you've ever wanted to own and operate a freehold motel / motor lodge business - an opportunity has arisen in Kaitaia, Northland. This Freehold Going Concern comprises 9 units with a separate 4 bedroom house for the owners / managers. On-site facilities include separate reception, games room, double garage / workshop, guest laundry, children's playground, swimming pool and spa (the spa pool is in need of repair).



Location: Kaitaia Northland **Asking Price:** \$995,000

Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

Bar & Gaming Goldmine - Offers required

ref: NL00005

The iconic Wade Hotel, its reputation speaks volumes. A true Gastro Pub.

Established in 1881 it has a rich tapestry of history and continues to be a destination of choice for locals and the region. Located in Silverdale, one of Auckland's fastest growing areas with up market Mill Water near by and close to the Northern Motorway. Not only a family favorite but popular with the trade and business people.



Location: Northland **Asking Price:** Expressions of Interest

Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Management Rights - Lake Taupo - 35 Years

ref: 19503

Management rights rarely come up for sale in New Zealand - especially ones in Lake Taupo.

Chevron Motel management rights are now available for sale and represent excellent value for money at the asking price.

A very long term of 20 years + a further 20 year extension by agreement (commencing 2010) is available. This is a very attractive proposition that will undoubtedly generate much interest.



Location: Taupo **Asking Price:** \$450,000

Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Businesses for sale - Northland / Auckland

Manufacturing - \$228k Surplus

ref: NL00010

Retirement sale; good bones, well respected, ready to be taken to the next level!

Manufacturing business producing kitchen benchtops for 30 years! Well respected and built on a strong reputation.

The business uses up to date machinery and equipment with an approximate depreciated value of around \$200,000 and EBPITD for last financial year was \$228,000.

Location: Auckland **Asking Price:** \$498,000

Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz



Clothing Business in a Prime Location

ref: NS00137

This well-established fashion clothing store is situated in a prime location right in the heart of Auckland City.

- It has good reputation with regular and loyal customer base, retailing top quality fashion and accessories for women.
- The current monthly turnover is about \$18,000 plus and this could be even more for a working couple.
- Weekly rent is about 1,418.

Location: Auckland CBD **Asking Price:** \$100,000

Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz



Franchise Cafe in Superb Mall Position

ref: EL00307

This is a beautifully set up North Shore franchise café located in a prestigious mall. The owner reports sales of \$10,500 per week (including GST) and coffee sales of around 18kg per week.

The fit-out cost of this place was considerably higher than the asking price!

It has a strong brand with good support and in a prime position within the mall and great opportunity for growth

Location: Auckland **Asking Price:** \$249,000 plus stock

Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz



Great Sushi Business for A Bargain

ref: NS00141

A well-presented and spacious sushi store in prime spot in main entrance of Silverdale, with seating for 30 people.

- Sales turnover is about \$4,000-\$5,000 a week.
- Very nicely presented and fittings in good condition.
- There is a secure lease until 2027.
- Suitable business for a working owner or a working couple.

Location: Auckland **Asking Price:** \$135,000+ Stock

Broker: Thomas Kim / 021 0820 5284 / thomaskim@linkbusiness.co.nz



Franchise Café for Sale

ref: NS00146

This franchise café is located in Auckland city, was brand new set-up by the current owner for 4 years ago.

- Large premise, seat arrangement is about 100 people.
- Rent is about 1,925 excluding GST & outgoings a week.
- Long and secure lease.
- On account of year 2016 showed the annual turnover was \$673,901 (average weekly turnover was about \$12,959).

Location: Auckland CBD **Asking Price:** \$ 238,000 + Stock

Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz



Franchise Café in Auckland CBD

ref: NS00147

This franchised cafe is located at the corner side of the main street, surrounding by lots of apartments, language schools and colleges.

- Vendor advises the weekly turnover is about \$10,000 with a secured lease.
- Easy operating because most of food is delivered by the head office, but you still can create some of your own menus.

Location: Auckland CBD **Asking Price:** \$210,000+Stock

Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz



Commercial Cleaning Business

ref: NS00149

This well-established commercial cleaning business is for sale at an unbelievable price.

1. Monthly turnover from \$25,000 right from start.
2. Only work 20 hours a week from Monday – Friday 4 pm to 8 pm.
3. Full start-up cleaning kit worth of \$5000.
4. No bad debts & quick payments.
5. Current areas of business mainly cover West Auckland.

Location: Auckland **Asking Price:** \$170,000

Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz



Easy Managed Dairy in a Prime Location

ref: NS00157

This Superette mart is located at a great site in one of the most popular shopping malls with high foot traffic.

- Weekly Sales is about \$6,200.
- Rent only \$604 per week (incl GST).
- Shopping Mall opening hours.
- 30% margin from the good dairy sale

Location: Auckland **Asking Price:** \$95,000

Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz



Profitable Dry Cleaning Business for Sale ref: NS00160

This dry cleaning business is open five & half days a week from 7am – 6 pm. No competition at nearby areas and ample parking available at the front of the shop.



- It has a full set of very new & modern equipment, installed in a spacious shop space (188 Square meters).
- Rent is about \$8,708 a month excluding GST.
- Turnover is about \$220,000 a year.

Location: Auckland CBD **Asking Price:** \$360,000+Stock
Broker: Thomas Kim / 021 0820 5284 / thomaskim@linkbusiness.co.nz

Hollywood Bakery Franchise Opportunity ref: NS00164

Hollywood Bakery Expresso has been established for over 16 years.



The business is structured with a board of directors and a central management team responsible for the day to day operations.

Now the franchise management has offered more opportunities to seek franchisees not only within Auckland also available in other city.

Location: Auckland **Asking Price:** \$400,000
Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Darts Bar for Sale ref: NS00171

This darts bar was established by the current owner about 3 years ago.



- Open 6 nights from 5 PM.
- Shop size is about 300 m².
- Rent is about \$1,000 exclusive of GST & outgoings a week.
- Turnover is about \$5,000 a week.

Location: Auckland CBD **Asking Price:** \$118,000+stock
Broker: Yong Wu / 021 678 980 / yongwu@linkbusiness.co.nz

North Shore Cafe for Sale ref: NS00175

New to the Market. This beautifully presented, modern- looking café is situated in the middle of a huge industrial area in North Shore.



- It operates five and half days a week with short trading hours till 4 PM.
- The current turnover is about \$7,500 a week with an experienced operator.
- Rent is about \$5,300 inclusive of GST a month.
- Long & secured lease.

Location: North Shore **Asking Price:** \$215,000+Stock
Broker: Thomas Kim / 021 0820 5284 / thomaskim@linkbusiness.co.nz

Western Auckland Café for Sale ref: NS00176

Well-established café on a West Auckland main road.



- Seats 40, equipped with spacious commercial kitchen.
- Rent is only \$507 per week.

Due to family reasons, current owner is looking to sell the business for only \$49,000.

Location: Auckland **Asking Price:** \$49,000+Stock
Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz

Bakery and Café in Industrial Area ref: NS00177

Current owner brand new setup the café for 7 years ago.



- A large premises with ample parking nearby.
- Rent is about \$978 a week including GST plus outgoings.
- Very good equipment and most of food is made onsite including pies, slices, cakes, etc.
- Coffee bean sales is about 10 kg a week.
- Open 6 days, current turnover is about \$9,500 to \$10,000 a week.

Location: Auckland **Asking Price:** \$285,000+Stock
Broker: Yong Wu / 021 678 980 / yongwu@linkbusiness.co.nz

Brilliant Restaurant for Sale ref: 20435

Nicely set up restaurant is located in one of the main roads of a popular dining area in North Shore. Close to an iconic beach.



- Over 120 seating inside and outside
- Fully equipped with commercial kitchen which has everything you need to start your own cuisine's menu
- Annual turnover is nearly \$1 million

Location: North Shore **Asking Price:** \$700,000 + Stock
Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Bakery Café at Ellerslie ref: 20013

This well-presented café is located at the Ellerslie suburb, surround by businesses, office buildings, residential buildings and an events centre.



The kitchen is of an excellent size, they make everything on site and there is most definitely the capability of catering, if you decide.

The indoor area would fill in up to 100 seats Experience and an energetic operator wanted.

Location: Auckland **Asking Price:** \$245,000 + stock
Broker: Amanda Wang / 021 2161013 / amandaw@linkbusiness.co.nz

Businesses for sale - Auckland

Retail opportunity in Taupo CBD

ref: EL00165

Busy main road of the prime central Taupo Suburb. The shop is literally a one-stop-shop for virtually anything. Clothing, accessories, home-ware, toys, and lot! The owner has operated it for 5 years, good reputation among the customers.

Weekly turnover is around \$8,000 with long and secure lease. Great profit for working owners, Suitable for the first business buyer. Asking price: \$135,000 + stock of approx \$150,000.



Location: Auckland **Asking Price:** \$135,000 + stock
Broker: Amanda Wang / 021 2161013 / amandaw@linkbusiness.co.nz

Cleaning business for bargain

ref: EL00209

Services include residential, commercial cleaning, moving services and open house. Full training support from head office.

- 20 plus loyal and return customers
- 3-5 days working, flexible hours
- Monthly Net Profit \$3,500
- Price includes van and stock
- Suits first time buyers



Location: Auckland **Asking Price:** \$42,000 (incl van)
Broker: Amanda Wang / 021 2161013 / amandaw@linkbusiness.co.nz

Franchised Restaurant

ref: EL00319

This restaurant is New Zealand's most popular buffet restaurant where nearly one million kiwis love to dine and celebrate every year. The range of special occasions that are celebrated are as diverse as the people who enjoy them, from birthdays to weddings, from bar mitzvahs to Christmas and Chinese New Year.

This restaurant does a weekly turnover of \$14,000 Excluding GST and has great potential of growth.



Location: Auckland **Asking Price:** 190,000.00
Broker: Anil Vazirani / +64 21 0277 8149 / anilv@linkbusiness.co.nz

Franchised Liquor Store

ref: EL00299

Franchised liquor store on busy main road, doing a weekly turnover of \$20,000 with good gross margins of 23% as they sell more wine.

Central Auckland Suburb.

Plenty of convenient car parks.

Rent \$845 including GST & OPEX per week, secured lease in place.



Location: Auckland **Asking Price:** 450,000.00
Broker: Anil Vazirani / +64 21 0277 8149 / anilv@linkbusiness.co.nz

International Brand Pizza Store

ref: EL00298

Internationally renowned franchise pizza brand, in existence in New Zealand since 1974. This store is located on a busy main road. Great profit margins, a very well presented store with well-maintained equipment. The average weekly turnover is \$18,424 including GST with potential for growth.



This store is currently operated and managed by staff, however a great opportunity for an owner/operator.

Location: Auckland **Asking Price:** 770,000.00
Broker: Anil Vazirani / +64 21 0277 8149 / anilv@linkbusiness.co.nz

Wanted -Gloria Jeans Franchisees

ref: EL00320

This international coffee café brand is looking to expand its operations throughout New Zealand. To be successful you need to have proven business success, affordability, a good command of the English language (oral and written) and people management skills. You will also be required to attend a comprehensive training course. Buy into this amazing opportunity NOW! Call me today to find out more.



Location: New Zealand **Asking Price:** \$500,000
Broker: Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz

Metal jobbing shop

ref: 18752

This is a great add-on business. They manufacture stainless and mild steel items. The current turnover is approx \$900,000 pa and is from a number of regular customers. The EBPIITA is \$110,000. There is also a small batch plastic coating plant for applications in the chemical, food and temperature sensitive applications. The price is based purely on the assets. Quick sale needed. Call now before this one goes.



Location: West Auckland **Asking Price:** \$280,000
Broker: Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz

Import/Distribution construction related

ref: EL00050

Very profitable business that is a leader in the market.

Product focus is construction equipment, marine industry, and associated hardware.

Essential service for all products is available and attracts customers.

Past profits have exceeded \$900,000.



Location: Auckland **Asking Price:** \$3,500,000
Broker: Brett Clarkson / 0274 345 670 / brett@linkbusiness.co.nz

Health Related Instruments/Consumables ref: EL00118

Owner/Operator business importing and distributing health related products to a NZ wide client base.

Established since 1995 with a range of equipment and consumables to suit a range of applications.

Business has shown turnover increases (\$333k to \$600k) and profit increases each year since 2012.

Location: Auckland **Asking Price:** \$680,000.00
Broker: Brett Clarkson / 0274 345 670 / brettcc@linkbusiness.co.nz



Amazing Central Suburb Cafe & Restaurant ref: EL00151

This profitable licensed cafe and restaurant enjoys a wonderful location on a busy street in a better Central Auckland suburb.

This café has great coffee and café food, and has sales over \$20,000 per week! As well as South-East Asian influenced items which are proving to be popular with both locals and visitors to the area.

The decor is inviting, the staff are friendly, the business is well run and there's plenty of opportunity for further growth.

Location: Auckland **Asking Price:** \$350,000 plus stock
Broker: Greg Mullins / 021943844 / gregm@linkbusiness.co.nz



Butchery - First Time on Market since 2002 ref: EL00132

Are you a butcher or do you want to own a good butcher shop? Here is the one you don't want to miss!

- Well established gourmet butchery
- Located in affluent North Shore suburb
- High-quality meat products
- Secured lease - rent of \$2,400 pm
- Potential to add wholesale to business

Location: North Shore **Asking Price:** \$156,000
Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz



Niche Retail and Internet Sales ref: EL00136

Established over 25 years, showing consistent growth and profits.

Specialises in selling bunks, children's beds and bedroom packages.

Excellent supplier relationships.
 Owners cash surplus \$114,000 per annum.

Owner retiring.

Location: Auckland **Asking Price:** \$185,000
Broker: Graham Hoffmann / 027 493 6411 / grahamh@linkbusiness.co.nz



Health Shop in Newmarket ref: NS00054

This well-established health shop is located in the heart of Newmarket. This health shop mainly sells New Zealand made natural health supplements and skin care products.

The annual turnover is about \$480,000 with monthly rent of \$3,641.67 inclusive of GST. Spacious store space that about 48m². All hard foundation work has been done. Good store reputation among nearby customers.

Location: Auckland **Asking Price:** \$38,900 plus Stock
Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz



Art Gallery ref: EL00158

Established East Auckland art gallery specialising in original contemporary New Zealand art. Excellent website and comprehensive database.

Owners Cash Surplus \$84,000 per annum.

Suit owner with interest in art or interior design.

Location: Auckland **Asking Price:** \$115,000
Broker: Graham Hoffmann / 027 493 6411 / grahamh@linkbusiness.co.nz



Takeaway in a Prime Location ref: NS00117

This takeaway has been successful for many years and was voted 'Best Fish and Chips in NZ' in 1995.

- Close to school and high density residential areas.
- Spacious shop front with capacity to expand and grow.
- Current turnover at \$4,500 per week.

Location: Auckland **Asking Price:** \$59,000 plus stock.
Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz



Franchisees Urgently Needed - Jan Pro ref: EL00163

Jan Pro specialises in top quality commercial cleaning services. Becoming a franchisee in NZ involves having clients already established for you, managing a team of cleaners and the ability to grow your business. If you have good management skills, top customer service expectations and want to own a business in a good brand ask for more information.

Owners urgently needed in CHRISTCHURCH, DUNEDIN, QUEENSTOWN, WELLINGTON.

Location: New Zealand Wide **Asking Price:** \$40,000 to \$100,000
Broker: Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz



Businesses for sale - Auckland

Iconic NZ Retail Stores - The Vault

ref: EL00187

On the market for the first time since they were opened these two stores, one in Wellington, the other in Auckland are full of NZ products from local artists and craftspeople.



These are upmarket gift stores. A new owner would need good retailing skills. As there is a "brand" associated with the stores there could be room for expansion into other cities.

The price includes stock from both stores.

Location: AKL & WLLG **Asking Price:** \$325,000

Broker: Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

A Brilliant Central Auckland Cafe

ref: EL00196

With weekly sales over \$30,000, seating for over 90 customers, an inviting atmosphere and extraordinary premises this amazing cafe is a "must have" for anyone serious about owning a fabulous cafe.



And there's more! It also has a remarkable fit-out and decor, an enclosed courtyard that is probably one of Auckland's best kept secrets, operates daytime hours only (at present) and has the potential to do so much more!

Location: Auckland **Asking Price:** \$868,000 plus stock

Broker: Greg Mullins / 021943844 / gregm@linkbusiness.co.nz

Excellent Cafe Opportunity

ref: EL00215

This café is located in an affluent eastern Auckland suburb. Excellent franchisor support and training opportunity provided.



The café specialises in coffee and tea (sells 16kg coffee beans a week), has a variety of revenue streams including a wide range of cabinet food and full breakfast/brunch menu. Steady turnover and very reasonable rent.

Location: East Auckland **Asking Price:** \$130,000

Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

Fantastic franchise cafe - renowned brand

ref: EL00238

This cafe is located in the affluent Auckland CBD with immense foot traffic. Focus is on healthy, delicious food and freshly roasted coffee beverages, this busy cafe has a weekly output of around 30kgs of coffee and a turnover of \$21,000.



Be a part of a prestigious franchise that provides the right training, support, forward thinking and innovation to take your business to the next level.

Location: Central Auckland **Asking Price:** \$480,000

Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

Podiatry Clinic

ref: EL00246

Well established Eastern suburbs clinic, consistent income with potential to increase further.



Owner works a four day week for an owners cash surplus of \$74,000 per annum.

Excellent equipment. Owner retiring.

Location: Auckland **Asking Price:** \$149,000

Broker: Graham Hoffmann / 027 493 6411 / grahamh@linkbusiness.co.nz

Outstanding Central Auckland Bar

ref: EL00261

This substantial bar is one of Auckland's best known hospitality venues!

It occupies a prime corner site, is spacious with multiple bar and dining areas, includes a popular function room and is suitable for live music.

Sales are strong (averaging over \$35,000 per week)

It also has a lot of history, is on a busy street, trades well and has the ability to do even better!



Location: Auckland **Asking Price:** \$529,000 plus stock.

Broker: Greg Mullins / 021943844 / gregm@linkbusiness.co.nz

Domino's - Limited Opportunities Left

ref: 20078

Domino's is the dominant pizza brand in New Zealand. There are several company stores available around the country for potential franchisee. If you have a good business background, high standards of customer service and great team management skills then this may be for you.



The brand is an innovator in its technological support and ways of communicating with its customers. But above all makes great pizzas!

Location: New Zealand **Asking Price:** \$300,000 to \$800,000

Broker: Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

Paper Plus Lower Hutt

ref: 20417

Paper Plus Lower Hutt is a well-established store located in a prime position. Offering a wide range of books stationery, cards magazines and gifts the store also operates the Ticketek agency for the Hutt Valley. This is a great opportunity to join a well-recognised and growing brand providing excellent support. T/O in excess of \$900,000 this business is highly desirable. The current owner is retiring.



Location: Auckland **Asking Price:** \$307,000

Broker: Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz

Laundry - West Auckland

ref: EL00122

Located in a block of shops in West Auckland.

- Manageable by one working owner
- No competition nearby
- Rent \$1,015 inc GST per month
- Potential to add other services
- 7 washers and 8 dryers



Location: West Auckland **Asking Price:** \$95,000 plus stock
Broker: Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Well Run North Shore Cafe

ref: EL00123

This well run day time café that is located in a popular North Shore residential area. Fantastic neighbourhood café with great atmosphere.

Reasonable rent of \$20,000 + GST per annum. Simple and good quality food.

Sunny location with great indoor/outdoor seating areas. Good turnover and high GP.



Location: North Shore **Asking Price:** \$448,000 plus stock
Broker: Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

5 Day Lunch Bar & Cafe

ref: EL00133

Excellent 5 day lunch bar located in a busy industrial area on a main road that is very handy to the motorway. Good parking and space for further improvement.

Good turnover & good lease. Current owner has been running the business successfully for 7 years and it's time to move on.

This business will sell quickly! Opportunities like this don't come around very often.

Location: Central Auckland **Asking Price:** \$395,000 plus stock
Broker: Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz



Moving Company, Great Return on Investment

ref: EL00180

Auckland-based moving and transport company offering customised packing and moving solutions for households and businesses.

They offer a complete service ranging from relocating a single item purchased from a shop or online, through to professional packing, relocating and unpacking large homes.

Commercial sector provides repeat and ongoing work. Majority of the work is undertaken in the greater Auckland area.

Location: Auckland **Asking Price:** \$725,000
Broker: Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz



Prime Location Auto-Workshop & WOF

ref: EL00182

Located in a prime position near central Auckland, this well-established car repair and car servicing business provides a top-quality experience to its customers. As an MTA member and licensed AA repairer, they also complete car repairs for insurance companies. Exceptionally well-run and professional owner-operated business offering exceptional service standards. Repeat business and a loyal customer base.



Location: Auckland **Asking Price:** \$554,000
Broker: Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz

Service Station on Busy Main Road

ref: EL00168

Great opportunity to own a renowned and well-established branded service station.

Good return on investment and long & successful trading history.

Selling café/deli food, shakes, ice-creams, trailer hire service & LPG bottle swap are other streams of income that add further stability to the business.

Location: Auckland **Asking Price:** 675,000.00
Broker: Ron Vazirani / +64 21 294 2978 / ronv@linkbusiness.co.nz



Media Distribution Franchise No 2

ref: EL00125

The business for sale is an eastern suburb media distribution franchise.

You will get 5+5 years franchise agreement. This franchise system is currently the country's largest media publisher, recently reporting a 3.8% growth in readership now crossed 400,000. This low risk business does not have any lease, sales bad debts or dead stock. It delivers dependable, steady cash flow.



UNDER CONTRACT

Location: Auckland **Asking Price:** \$400,000
Broker: Neville Choksi / 021 0599 519 / nevillec@linkbusiness.co.nz

Spacious Superette

ref: EL00153

This superette comprises of a spacious 100 square metre floor space stocked with a wide range of supplies from confectionery to grocery.

The store generates a comfortable weekly turnover during the summer and during the winter.

High gross margins. With secured lease in place and short operating hours this will suit an owner operator.



Location: Auckland **Asking Price:** 75,000.00
Broker: Ron Vazirani / +64 21 294 2978 / ronv@linkbusiness.co.nz

Businesses for sale - Auckland

International Brand Pizza

ref: EL00169

Internationally renowned franchise pizza brand, in existence in New Zealand since 1974. Making good profit margins, a very well presented store with well-maintained equipment. Average Weekly turnover \$17,000 to \$18,000 excluding GST & is growing day by day.
Rent \$710 including GST & Outgoing & Secured lease in place.
100% Staff managed store, however a great opportunity for an owner/operator.



Location: Thames **Asking Price:** 800,000.00
Broker: Ron Vazirani / +64 21 294 2978 / ronv@linkbusiness.co.nz

Natural Health Centre

ref: EL00200

A truly all-encompassing health and beauty destination. Services include, bespoke facials, naturopathy, massage therapy, herbal medicine, integrative medicine, holistic nutrition clinical psychology and mindfulness.



5 contractor professionals plus 2 part time staff ensure a very smooth operation. Sales over \$500,000 return over \$95,000 to owner.

Location: Auckland City **Asking Price:** \$175,000 plus stock \$75,000
Broker: Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

Media Distribution Franchise

ref: EL00240

This business for sale is a city fringe media distribution franchise.

You will get 5+5 years franchise agreement from the franchisor. Be apart of the country's largest media publisher, recently reporting a 3.8% growth in readership now crossing 400,000.



This low risk business does not have any bad debts or dead stocks but delivers dependable, low cost service.

Location: Auckland **Asking Price:** \$30,000
Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

Love Food and Tourism?

ref: EL00241

You're a dedicated foodie and will present your brands with flair and passion. You'll grow, process and pack and you'll exclusively import top-end European lines. There's a wholesaling division and a brilliantly located tourist-focused production, retail and tasting destination. If there's anything gourmet about you and you're good at marketing/customer relationships, this is a well-established lifestyle business.



Location: Auckland **Asking Price:** \$300,000
Broker: Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

The Coffee Club - Prime Location

ref: EL00245

This Coffee Club is located within a premium Auckland mall. Locals have fully embraced the strong coffee culture.

The cafe has an emphasis on providing a relaxed place that is both casual, sophisticated and stylish. Easy to manage with great support from the franchise team.



This is an opportunity not to be missed. Turnover is around \$15,000pw with potential to improve. Overseas bound vendor is motivated to sell.

Location: North Shore **Asking Price:** \$456,000
Broker: Susan Han / 027 566 938 / susanh@linkbusiness.co.nz

Pumping Solutions Provider

ref: EL00256

This reputable pumping installation and service business has been operating for many years and is now available for a new owner to take it to the next level. Has a well established customer network across infrastructure, local authorities, port, marine, farming/horticulture, milling and manufacturing sectors. Operates in a multi-economic sector central North Island region with sustained growth.



Location: Auckland **Asking Price:** \$300,000
Broker: Tony Andrew / 021 938560 / tonya@linkbusiness.co.nz

Sweet store in popular mall

ref: EL00300

Easy to manage sweets store that retails a variety of both local favourites and imported confectionery. Very popular as is situated in a fantastic location in popular mall privy to an abundance of foot traffic. Already established and easy to maintain, little previous experience needed. The shop has just been refurbished costing the vendor \$60,000.



Offers are welcome as the vendor is motivated to sell, due to family change.

Location: Central Auckland **Asking Price:** \$120,000
Broker: Susan Han / 027 566 938 / susanh@linkbusiness.co.nz

Wonderful Suburban Café

ref: EL00306

This café is on a hugely sunny site on the Lower North Shore. There is a strong lease in place with rent at just over 6% of sales. Great staff are in place and the café is currently fully managed.



The hard work has been done here but there is certainly room to further grow the business if you want.

An owner operator should earn \$240,000 here on current costs and this is excellent buying at this price.

Location: Auckland **Asking Price:** \$695,000 plus stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Lovely Day Time Cafe Opportunity

ref: EL00313

This café is cosy and full of ambiance and is located on a very busy main street in an affluent central Auckland neighbourhood, with plenty of shops around, and is a local favourite.



Excellent franchisor support and training opportunity provided. The café specialises in coffee and tea, has a variety of revenue streams. If you are keen to own an attractive, stylish, worthwhile cafe this could be perfect for you!

Location: Central Auckland **Asking Price:** \$185,000
Broker: Susan Han / 027 566 938 / susanh@linkbusiness.co.nz

Hair Salon - North Shore

ref: EL00314

An opportunity to take of one of the Shore's premier salons. Current owner of over 15 years is prepared to stay on part-time if required.



Recently complete refurbishment with all top line fittings including 4 basins and 10 stations.

Accounts show over \$70,000 to owner on sales of approximately \$365,000.

Location: North Shore **Asking Price:** \$168,000 plus stock \$20,000
Broker: Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

Franchise Cafe North Shore

ref: EL00310

What a stunning cafe this is! Sales are \$21k per week but it is certainly capable of more and that's where you come in! If you are looking for a business that you can grow and reap the financial rewards of capital gain then this one is a must to view!



This cafe has seen consistent sales above \$30k per week in years gone by and now needs a dynamic new franchisee to step in and crank it up.

Location: Auckland **Asking Price:** \$775,000 plus stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Distribution Franchise with 60% growth

ref: 20110

This business for sale is a Waikato based media distribution franchise experiencing 60% growth. You will get balance 6 years remaining of a 10 year franchise agreement.



Be apart of the country's largest media publisher, recently reporting a 3.8% growth in readership now crossed 400,000. This low risk business does not have any lease, salaries, debts or dead stocks but delivers a high cash flow.

Location: Waitako **Asking Price:** \$500,000
Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

Restaurant. Profits Over \$335k

ref: 20440

This a very well-run and extremely profitable local North Shore restaurant with an excellent reputation. Experience not essential here as great training is on offer.



Average sales are in excess of \$26,000 per week and an owner operator should earn in excess of \$335,000 pa. All systems are in place and the staff are solid with easy operation and very short hours! Huge profit for just 30 hours of trading.

Location: Auckland **Asking Price:** \$895,000
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Solid Earner with Lots of Potential

ref: 18461

The Auckland building industry is booming and this business is well-positioned to take advantage of that growth. Providing a very good six-figure income without stress, the business is simple to operate.



The business offers a complete service from start to finish providing and installing a range of timber and timber-styled flooring, and a complete range of flooring accessories.

Location: Auckland **Asking Price:** \$375,000
Broker: Paula Moore / 021 334 699 / paulam@linkbusiness.co.nz

Popular Penrose Lunchbar

ref: 20420

Popular 5-day per week lunch bar, centrally located in Penrose. Situated on a very busy road with excellent parking, the lunch bar has a strong customer base servicing a wide range of large industry and employers located nearby.



Regular catering is in place and potential exists to expand this offering. Turnover \$7k pw. The lunch bar holds an A-grade food hygiene rating and has recently been painted inside.

Location: Auckland **Asking Price:** \$175,000
Broker: Paula Moore / 021 334 699 / paulam@linkbusiness.co.nz

Paper Plus Gisborne

ref: 20419

Paper Plus Gisborne offers a full range of books, stationery, gifts, cards, games and toys.

paperplus

The store is well positioned for a high volume of foot traffic, and is surrounded by excellent neighbours including high quality retail stores.

Paper Plus are a well recognised and respected group with high brand awareness and excellent support systems. Full induction and training given. Stock approx \$271,000.

Location: Gisborne **Asking Price:** \$214,000 plus stock
Broker: Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz

Businesses for sale - Auckland

Upmarket Hair & Beauty Salon

ref: 20316

Returns over \$96,000 for non-hairdresser owner.

Five basins, thirteen stations and a sophisticated set-up catering to discerning clients.

Sales over \$5,500 per week and increasing as the busy season approaches. Keen seller moving overseas.

Location: One Tree Hill **Asking Price:** \$180,000 plus stock \$15,000
Broker: Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz



Café with Functions

ref: EL00222

Not only a fantastic destination for customers but an awesome place to own and work in!

Sales in excess of \$1.1M and a good mix between upmarket café and lucrative functions, conferences, and weddings. Approx 20% of business from functions.

This would suit someone wanting something more than just a typical café and it would be absolutely perfect for someone who loves event management.

Location: Auckland **Asking Price:** \$995,000 plus stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz



Habitual Fix Auckland.

ref: EL00312

For sale is an existing store in a key location with a huge amount of corporate business. The store is fresh and airy and there is a huge amount of parking adjacent to it.

Costs are well controlled and a working owner should look forward to a surplus of around \$130,000 pa on current sales. Habitual Fix is a well-respected, established, fast food franchise company with a passion for fresh, healthy products.

Location: Auckland **Asking Price:** \$449,000 plus stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz



North Shore Asian supermarket for Sale

ref: NS00017

Asian supermarket located in a reputable North Shore neighborhood's inner business circle.

- Light and spacious interior with a 200m² floor area and fully equipped with walk-in chiller
- Outdoors hosts 2 large walk-in chillers, 1 large storage room
- Reasonable rent, unlimited potential, turnover is at \$25,000+ per week with high profit margins

Location: North Shore **Asking Price:** \$300,000 plus Stock
Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz



Catering Company For Camps

ref: EL00325



What a unique and amazing opportunity to own this 30 year old company which is now available for just the 2nd time in that period. The company has some fantastic contacts and extremely long relationships with many of its customers.

Imagine working just 32 weeks a year in some of this country's most stunning locations!

It would be fantastic for a semi-retired couple or people with limited ties who are after an exciting and different kind of life.

You do not need to be a skilled Chef as the menus are purposefully simple and extremely easy to manage.

The price of the business includes all equipment and a Nissan van for the transport of food and provisions.

Location: Auckland **Asking Price:** \$325,000 plus stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Stunning Café in a Prime Location

ref: NS00108

This attractive spacious cafe is next to one of the most popular shopping malls.

- Seats for 70 people, most of the customers are nearby residents and shopping mall customers
- Open 7 days from 7:00 AM to 9:30PM
- Ample parking available
- Turnover stated by the vendor is about \$26,000 a week
- Rent is about \$3,220 a week

Location: Auckland **Asking Price:** \$870,000
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz



Baby Clothing Fashion Business

ref: NS00127

This baby clothing fashion business is located in one of the most popular shopping malls in Auckland. Surrounded by many retail shops and cafes.

- Average monthly turnover is about \$15,000 to \$16,000, well decorated store layout and good functional equipment
- Currently under good management by one working owner plus a well-trained part-time staff

Location: Auckland **Asking Price:** \$300,000
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz



Sub Sandwich - Biggest and the Best

ref:



Nationwide opportunity now exists to join this international brand and leading franchise in its category.

This sub sandwich brand has over 44,000 stores worldwide and comes with all the support and training that you would

expect from such a well- respected brand. Some of the attributes you will need to own franchise are:

- Have a strong customer focus
- Have equity or approved finance
- Be a team player
- Be willing to work full time in the business
- Have the ability to manager staff
- Be prepared to follow the system
- Have the ability to promote healthy eating
- Be well presented

Established businesses in the following location now available: Far North, Auckland, Coromandel, Wellington, Waikato and South Island.

Location: New Zealand wide

Asking Price: \$239,000 to \$850,000

Broker: Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Sales Simple - Rather Unique

ref: EDL00285

If you want a business that you can operate part time, produces \$100,000s profit p.a, then this if for you.

This is a unique business with branded top quality products designed for the NZ market, manufactured under contract overseas and sold direct to the home owner. No "middle men" so extremely low selling prices for top of the line quality products. The barriers to entry are extremely high.



Location: Auckland **Asking Price:** \$1,400,000 plus stock

Broker: Saurabh Tiwary / 021 294 8074 / saurabh@linkbusiness.co.nz

Kebab Shop in Busy Mall

ref: 19569

Kebab Shops are known for their simple operation. No food experience required, training will be provided to new owner.

This is one of the heavyweight shopping centres. It scores well on most measures, with an excellent retail mix and a quality shopping experience.



It also has great demographics, with a large and high-income catchment. The food court has a 2 sided entrance allowing for more foot traffic.

Location: Auckland **Asking Price:** \$239,000

Broker: Saurabh Tiwary / 021 294 8074 / saurabh@linkbusiness.co.nz

6 Days Sushi Shop on the Shore

ref: NS00136

This shop is located on the main road on the shore, same owner has run it for a long time, good reputation among nearby office and residential areas.

- Rent is about \$675 excluding GST PW
- Open 6 days from 10AM to 5PM Tuesday to Sunday
- Vendor advised the weekly turnover is about \$3,500



Location: North Shore **Asking Price:** \$150,000 plus Stock

Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz

Profitable Bakery in a Prime Location

ref: NS00139

A very well established bakery located on a main street in a busy shopping area in Silverdale.

- Weekly sales are \$10,000, opening at 6 AM morning and closing at 4:30 PM daily.
- The large premises have spacious shop are up to 90 m² and are fully equipped with well-maintained plant.
- Rent is about \$785 + GST per week, there is a high volume of foot traffic and out front parking is also available.



Location: Silverdale **Asking Price:** \$320,000

Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

Businesses for sale - Auckland / Bay of Plenty

Service Industry National Brand

ref: Super Shuttle

Exciting opportunities now exists to purchase exclusive franchise territories for Palmertown North, Rotorua, Nelson and Hawkes Bay for a strong national brand and market.



The business is currently owned by the company and is profitable. The business comes with excellent systems, training and support.

You will need to be able to manage a small team of staff, be self-driven with a desire to be successful.

Location: New Zealand Wide **Asking Price:** \$110,000 to \$125,000

Broker: Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Home Staging Business for Sale

ref: BPW00173

Largely operated from the internet and from the comfort of your own home, this business caters for the growth industry of residential, commercial and housing companies within the real estate sector.



With huge growth in one year this business has proven to be in high demand.

With an established client base this business is poised to hit great heights, owner moving and wants it SOLD quickly.

Location: Auckland **Asking Price:** \$50,000

Broker: Camella Anselmi / 0274 454 121 / camellaa@linkbusiness.co.nz

Auto Workshop – Established Clientele!

ref: 19752

Central Tauranga business attracting excellent following from Motorhome and light commercial owners.



- Purpose built Workshop.
- 2 bays with Pit and high doors.
- Owner retiring – priced to sell - consistent returns and attractive lease in place.

Location: Tauranga **Asking Price:** \$49,750 plus SAV

Broker: howardb@linkbusiness.co.nz / 0274 346 900 / howardb@linkbusi-

Manufacturing of Fishing Lures

ref: BPW00035

This well set up homebased business currently operates in Tauranga but can be relocated elsewhere. Included are over \$40,000 stock, all the equipment, show/exhibition stands and a comprehensive website. Growth opportunities are huge, by exploiting website sales and product promotion through markets and retailers. If you love fishing and like the idea of running your own home based lifestyle business look no further.



Location: Tauranga **Asking Price:** \$59,000

Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

A Lunchtime Massage?

ref: 19574



Located in the central city, clients can access this Beauty and Therapy business with ease. Two private rooms with newly refurbished Reception and large retail window display.

An attractive capped Rent for next 3 years and net surplus of \$52,000 to one working owner. Heaps of potential here with VIP Client database to be further developed.

Owner has offered to assist as required.

Location: Tauranga **Asking Price:** \$59,990 plus SAV

Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

General Engineering - Targeted Growth

ref: BOP00010

General engineering business located in a high profile position and currently growing sales by expanding a profitable specialised segment of the business. Requires new owner with an experienced general engineering skill base.

- Leased workshop & office approx. 400sqm plus.
- Two full time employees
- Net surplus approximately \$53,000.



Asking price includes plant and equipment and stock.

Location: Tauranga **Asking Price:** \$225,000

Broker: Mark Robinson / 021 524 766 / mark@linkbusiness.co.nz

Import & Wholesale in a Growth Industry

ref: BPW00045

Currently located in the Tauranga area but could be relocated to any area. Imports products that service a growth market in NZ they have a sole distribution agreement in place with the supplier for New Zealand.

A high quality website and a well sign written van are part of the business and there are some retail partners in place but this need to be expanded.



Location: Tauranga **Asking Price:** \$100,000 plus SAV

Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Stunning Hair Salon for sale

ref: BPW00052

One of Tauranga's most established, gorgeous décor, fabulous reputation and professionally run salons. Owner to hand over her extensive database of clients as she is leaving BOP.

Cash surplus, after expenses, over \$117K. Located in a busy, high profile area with plenty of free parking.



Location: Tauranga **Asking Price:** \$180,000 plus stock
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Over \$10k Sales Per Week!

ref: BPW00076

Specialty Foods, Home Brew, Artisan Beer

- Popular, successful store with specialty products, bulk buy and Bin Inn foods with large customer base.
- Full time managers, owner working 25 hours per week.
- Christmas home brew sales growing.
- Set up and hard work complete. Opportunity to add further stock lines, increase bottom line.



Location: Bay of Plenty **Asking Price:** By Negotiation
Broker: Camella Anselmi / 0274 454 121 / camellaa@linkbusiness.co.nz

Thermal Leasehold Motel in Rotorua

ref: BPW00081

Located in Central Rotorua, this is a great classic Kiwi motel featuring:

- 7 spacious, fully self-contained units
- A geothermal mineral spa pool
- A thermally heated outdoor swimming pool
- 2 bedroom owners' accommodation with internal access to reception office
- Walking distance from the CBD with all its specialty shops, cafes, bars and restaurants

The motel trades well and offers a great entry level opportunity.



Location: Rotorua **Asking Price:** \$290,000
Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Superb BOP Small town Café

ref: BPW00095

Great little performer, has continued to grow and is showing great profits too. Cafe has a large reputation for its fabulous point of difference, always worth a stop. Food is made on site in its large kitchen, & potential to grow further catering, extending the current dine in options. Staff are in place and summer is around the corner, so get in quick, this is priced to sell. Net Surplus approx. \$120,000



Location: Bay of Plenty **Asking Price:** \$290,000 plus stock
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Practical Person OK with Machinery 5 Days

ref: BPW00108

This outdoors, practical, hands on business would suit a person handy with mechanical power equipment such as chainsaws etc. Located in Tauranga it has an excellent reputation and is always busy with work, usually booked up some 6 weeks ahead. It works from a depot with extremely reasonable rent.

An owner operator employing 3 experienced staff could expect a cash surplus of over \$100,000 per year .



Location: Tauranga **Asking Price:** \$169,000
Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Tauranga Takeaways with a Difference

ref: BPW00113

What a fantastic takeaways business, with an outstanding reputation for their customer service and outstanding products they sell. Now it's your chance to pick up the reins and run. Located in a strip of evening take away food retailers, making this a destination area for locals. The scope to increase the offering at the shop is endless - the current vendor has just started to scratch the surface.



Location: Tauranga **Asking Price:** \$260,000
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Horticultural Contracting Bay of Plenty

ref: BPW00117

This horticultural contracting business provides supplementary pollination services to kiwifruit orchards and features the following:

- A short season of only 6 weeks pollination work required in the spring
- A patented pollen application method
- Specialised equipment developed over a number of years
- Easy to run
- Potential growth - kiwifruit is a growth industry



Location: Bay of Plenty **Asking Price:** \$275,000
Broker: Peter McAdam / 021 841 691 / peterm@linkbusiness.co.nz

Established Auto Car Painters

ref: BPW00118

Current ownership of over 21 years, with a wide range of customers including private, motor vehicle dealers and insurance companies keeping the turnover consistent.

Qualified staff in place and the current owner is happy to provide full training. Good lease in place of \$38,000 plus gst per year makes this business a great opportunity for someone to step in and build this business further.



Location: Tauranga **Asking Price:** \$155,000 plus SAV
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Businesses for sale - Bay of Plenty

Small Cafe, Big Personality & Small Rent

ref: BPW00119

Do you want to own a cafe that keeps growing from strength to strength? All the food is made on site in its open kitchen, so you don't miss out on the action in the café, keeping you in touch with the customers. Fantastic cafe for someone who wants to get into the industry without large out-lays and in one of Tauranga's fastest growing areas. Rent is approx. \$262 per week ex gst – try and beat that!



Location: Bay of Plenty **Asking Price:** \$138,000
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Velvet Steps Business for Sale

ref: BPW00120

Customers are quoted to say "IT IS THE BEST shoe shop in the Bay"
Amazing European, Australian and NZ shoes & handbags, that dare to be different, and are simply gorgeous. Beautiful downtown Mount Maunganui where retail space is rare and in high demand. Reasonable rent for its prime location. Fabulous income for a working owner. Be in for the summer rush. Stock approx. 80K.



Location: Mount Maunganui **Asking Price:** \$190,000 plus stock
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Must Sell – Equestrian Products!

ref: BPW00122

A niche business supplying quality equestrian products at affordable prices for the past six years to an established customer base. Here's your opportunity to take this business to the next level with a fresh injection of energy and vision.
Be a part of this active group and enjoy the very best the Bay has to offer with a brilliant lifestyle and income.
Vendor is keen to have this business SOLD and is open to OFFER.



Location: Tauranga **Asking Price:** \$99,000
Broker: Camella Anselmi / 0274 454 121 / camellaa@linkbusiness.co.nz

BOP Dance School for Sale

ref: BPW00133

Fabulous opportunity! All setup, leased premises, great teacher's and an extremely good reputation. Owner earns a fabulous income from this business, and it's FUN all the way.



Staff cover 98% of classes. New owner does not need to be a dance teacher. Owner works approx. 25hrs per wk in the business and has great holidays, as the school only operates the school terms.

Location: Bay of Plenty **Asking Price:** \$217,000 plus stock
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Well Known Hair Salon for sale

ref: BPW00136

Very established salon in the same location for years, leading to an extensive customer database; and a reputation of being one of the best salons in town. Many clients travel quite a distance to the salon.
Experienced staff deliver high quality services with exceptional customer service.
Modern & fresh décor, reasonable rent, plenty of parking for clients and staff.
The salon uses and sells top quality products.



Location: Whakatane **Asking Price:** \$82,000 plus Stock
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Import Wholesale - Returns Owners \$275k+ref: BPW00159



Live and work near one of New Zealand's best beaches. Well established, operating for 7 years with strong overseas supplier relationships. Large retail customer client base through New Zealand with strong sales and profits.

703sqm warehouse facilities with excellent lease in place until 2024. Limited competition & market leader with a professional website. Strong brand and niche / specialised product range.

Location: Tauranga **Asking Price:** \$495,000 plus SAV
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Pilates Instructor? Your Own Studio?

ref: BPW00139

Are you a passionate pilates instructor looking to start your own business? Beautifully furnished pilates reformer studio, mirrored & fully equipped.



The current owner has done the hard yards building this lovely space but has had a change in family circumstances and needs to sell. Currently run by an owner/ operator working approx. 20hrs per week, with space for the operation to expand.

Location: Tauranga **Asking Price:** \$48,000
Broker: Alanah Eagle / 07 579 4994 / alanahe@linkbusiness.co.nz

Farm Fertiliser Spreading of 15Yrs Trading ref: BPW00163

This is a very successful farm ground spreading business.

There is a great range of specialised - built for the job - gear. Four spreader trucks, three trailers, and a loader all valued at approx \$480,000. The business can be operated by one working owner with two staff. Current staff are very experienced. Very loyal and stable clientele. Cash surplus available for a working owner exceeds \$200,000 per year.



Location: Bay of Plenty **Asking Price:** \$575,000

Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Very Profitable Bin Inn & Wholefoods Store ref: BPW00164

All the hard work is done and it's time to reap the rewards !!

This beautifully presented specialty food and grocery store is located in the booming residential area of Papamoa. Currently the store offers an owner operator a cash surplus of approximately \$100,000 per year with rapidly rising turnover.

A very good business that is only being sold as the current owner is well under way starting her family!



Location: Bay of Plenty **Asking Price:** \$245,000 plus stock

Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

1000m² Entertainment Centre - City Centre ref: BPW00171

An over 900sqm entertainment centre at the edge of Rotorua city centre is for sale under its book value. The 25 gaming machines and eight pool tables occupies only 1/3-2/5 area of the shop.



The current owners were planning to open a cafe/restaurant/bar at the vacant site of the premise.

Location: Rotorua **Asking Price:** \$59,000 including Stock

Broker: Paul Lu / 021 047 4988 / paull@linkbusiness.co.nz

Busy Rural Automotive Workshop ref: BPW00177

Large workshop with a very high stud and roller doors with two hoists plus a large commercial pit suitable for working on buses and large trucks. This business has provided the two working owners with an income in excess of 120K per year over the last two years. An economical rent of \$18,039 plus gst per year for this large building with a good lease in place make this a very desirable business to operate.



Location: Bay of Plenty **Asking Price:** \$95,000

Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Appliance Servicing - 30 Yrs Still Strong! ref: BPW00179



Exciting electrical appliance service and repair business now for sale in Tauranga - first time in 20 years showing consistent revenue approaching \$500,000 each year.

- Operates both mobile and workshop services to their customers.
- Have received numerous industry awards received for excellence.
- Central city location, easy service entrance and parking.

The Directors are retiring but will assist the buyer in a seamless transfer of ownership.

Location: Tauranga **Asking Price:** \$125,000 plus SAV

Broker: Howard Brown / 0274 346 900 / howardb@linkbusienss.co.nz

Import Distribution - Iconic Sports Brands ref: BPW00184



This business requires a new owner willing to invest now for future gain. NZ distributor of two iconic US sports gear brands in a specific 'sports culture' market.

- Business relocatable and can operate from home
- Existing website, plant & equipment
- Bring your specialist retail knowledge & experience to revitalise the existing business model

Current earnings modest. However, exciting future growth potential.

Location: Relocatable **Asking Price:** \$267,001

Broker: Mark Robinson / 021 524 766 / markr@linkbusiness.co.nz

Businesses for sale - Bay of Plenty

Automotive & Manufacturing Mobile Service ref: BPW00186

Leader in engine cooling system power-flush technology in high value diesel engines and after several years of research, development and manufacture of the mobile machinery.

Vehicle, trailer and machine unit is included to commence service immediately and the potential to attract new operators and offer them their own region in New Zealand to conduct business is very real.



Location: Tauranga **Asking Price:** \$76,000 plus Stock
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Superette. \$35,000 p/w. 4-bedroom House ref: BPW00191

That's right \$35,000 per week plus a one year old brick & tile lovely 4 bedroom house at the rear. Eastern Bay of Plenty rural location.

Unexpected personal family reasons force the reluctant sale of this little gold mine. Rent \$2,000/month for the shop and \$450/week for the house. You would love to own this one but be quick as plenty of others will too!



Location: Bay of Plenty **Asking Price:** \$530,000 plus Stock
Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Franchise café great sales & systems ref: BPW00193

Fresh healthy food & drink is offered set among a beautiful & enchanting location, seating up to 140 inside/ out. A strong performer nationally & locally with a following among locals and visitors alike. The café makes all its delicious food on site, which in turn results in great cost of goods. The kitchen runs like a well-oiled machine. Coffee kilos approx. 40kgs per week. Weekly sales avg, \$23,000 in gst



Location: Tauranga **Asking Price:** \$575,000
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Building Construction and Joinery ref: BPW00195



Very rarely do you get a chance to take on a going concern which is a very long-standing, reputable, building construction and joinery manufacturing business in a popular provincial seaside location servicing a large area.

Experienced staff are on the tools and are most likely to stay on. If acquired as an add-on to your existing business you can expect excellent early full ROI. Experience on the tools is not essential, however you will need management ability. Turnover nearly \$2 million.

Location: Bay of Plenty **Asking Price:** \$300,000 plus GST (if any).
Broker: Cliff Mancer / 021 973 449 / cliffm@linkbusiness.co.nz

Semi Passive Income - Earn 125K 15hrs/wk ref: BPW00198

Rental accommodation business with low time input of 10-15 hours per week. Currently 100% occupancy with all clients on 6 months minimum contracts and mainly on direct debit payments.

Consistent new enquiries plus business can be expanded by additional capital investment. Territory covers the greater Bay of Plenty district. Can be relocated.



Location: Bay of Plenty **Asking Price:** \$520,000
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Exciting Manufacturing and Branding ref: BPW00199

Production and distribution of a range of products used by an increasing number of national corporate clients. All systems, staff and supplier agreements in place with a 10% growth in turnover from 2014 to 2016.

Return of \$126,000 to the working owner in the 2016 financial year with the current year looking to a further increase in turnover.



Location: Bay of Plenty **Asking Price:** \$317,000 plus SAV
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Industrial Business. Huge Potential ref: BPW00200

- Long established Hydraulics Business located in the Tauranga area.
- Large client data base of loyal clients in the greater BOP area from forestry through to the dairy industry.
- Two trucks geared up to do all new and repair work on the job.
- Huge potential growth, priced to sell for \$220,000



Location: Tauranga **Asking Price:** \$225,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Businesses for sale - Bay of Plenty / Coromandel

Hair Salon / Barbering Business for Sale

ref: BPW00201

This business has had fabulous growth in income over the last couple of years and on track for 20-30% increase for this financial year.

Stylish and contemporary fit out, with friendly and efficient staff. Walk in clients only, with no pre-bookings; the business is in a high profile and easily visible location. The last year provided the owner a cash surplus of over 70K; on track to increase that again this year.



Location: Whakatane **Asking Price:** \$120,000

Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Looking for a Big Licensed Café?

ref: BPW00204

- Licensed café that has it all
- High profile sunny location, indoor and outdoor seating
- Ample parking. Long solid lease with no earthquake strengthen required.
- Reputation for tasty food and fast coffee
- Private room that can be closed off for functions and meetings
- Large commercial kitchen that can handle the large numbers.
- Great front of house and chefs in place.



Location: Tauranga **Asking Price:** \$395,000

Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Profitable Earner in Good Times and Bad!

ref: BPW00206

- Excellent market share in a booming Bay of Plenty town.
- Shows a consistence considerable net profit in all financial climates.
- With 40 years of service the business has a huge client base.
- The Vendor will stay on as an employee for a long period to assist the new owner.
- Reliable staff, the work is popular and staff turnover rate is low.



Location: Bay of Plenty **Asking Price:** \$740,000

Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Womens/Mens/Lingerie & Accessories

ref: BPW00049

Ever dreamed of a fashion/department Store? Would you like to have access to one of the biggest wardrobes in town?

This store has dedicated spaces to Womenswear, Lingerie & Hosiery, Swimwear, Handbags & Accessories, even men's wear department and is the only lingerie stockiest in this busy beachside town.



Location: Whangamata **Asking Price:** \$60,000 plus Stock

Broker: Carron Chote / 027 289 6658 / carronc@linkbusiness.co.nz

Asset and Stock Sale!

ref: BPW00210



Auto Wreckers business now for first time sale. Acquisition of several competitor businesses has created a monopoly and stock has been written down for quick sale. Excellent staff – high telephone and online sales plus daily customer foot traffic.

Excess of \$1million in revenue and climbing. Ability to relocate or negotiate new Lease. New to market – unique offering with flexible terms able to be discussed by owner with genuine purchasers.

Location: Tauranga **Asking Price:** \$995,000

Broker: Howard Brown / 0274 346 900 / howardb@linkbsuiness.co.nz

Proven Towing Business

ref: BPW00050

- 21 years trading offers a proven business model on the Coromandel
- Home based business profitable income
- Great clients AA breakdown and insurance work.
- Specialised Truck – car trailer equipment leased yard fully lockable shed
- Owner retiring offering relief driving going forward to enable a balance work/play lifestyle



Location: Whitianga **Asking Price:** \$145,000

Broker: Mike Chote / 027 555 1176 / mikec@linkbusiness.co.nz

Hotel lease with Gaming and Bottleshop

ref: BPW00090

This Hotel is on a State Highway offering high traffic and profile situated at the gateway to the Coromandel Peninsula.

- Inside and outside Bar
- Restaurant trading day and night
- Courtesy van for rides home
- Bottleshop
- ATM, big screen television and sky for the games and TAB
- 8 Gaming Machines
- Accommodation 6 rooms



Location: Thames **Asking Price:** \$450,000 plus stock

Broker: Mike Chote / 027 555 1176 / mikec@linkbusiness.co.nz

Businesses for sale - Coromandel / Waikato

Motel Freehold Going Concern

ref: BPW00123

- 1796sqm land 12kms north Thames township.
- Motel complex 6 units, 4 x one bedrooms units 2 x two bedroom units, full kitchen facilities.
- Owners Accommodation 2 level home, with 3 bedrooms and 2 bathrooms, double garaging Reception.
- Continue lifestyle motel
- Long term rentals
- Units all on separate titles could be sold individually



Location: Thames **Asking Price:** \$975,000 plus GST (if any)
Broker: Mike Chote / 027 555 1176 / mikec@linkbusiness.co.nz

Popular Whangamata Cafe for Sale

ref: BPW00160

Blackies cafe in Whangamata has forged an exceptionally strong reputation. Unique location in Ocean Rd domain, behind the surf club. Obvious place to have a coffee and meal after a refreshing beach walk, surf or swim. An exceptional opportunity to own and operate a well performing cafe with a strong brand and the only cafe within 50m of Whangamata beach.



Don't delay this opportunity will not last long.

Location: Whangamata **Asking Price:** POA
Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

100k Forward Orders

ref: WK00008

- Service industry, Excellent plant and equipment, building boom, solid cliental.
- Operates Whitianga and Coromandel areas
- Established 5 years owner's role quoting PR, 2 full time employees.
- Large data base of Builders and private clients give continued supply of work, professional image sign written vehicles extensive plant list.
- Looking for Lifestyle and growth opportunity 5 Days per week



Location: Whitianga **Asking Price:** \$230,000 plus stock
Broker: Mike Chote / 027 555 1176 / mikec@linkbusiness.co.nz

Licensed Café 50m from Beachfront

ref: WK00014

- Wonderful friendly vibe offering good coffee blackboard menu & cabinet selection of classic kiwi food, all made onsite
- Indoor outdoor seating for 80 incl courtyard and conservatory
- Main Street position rent \$260 per week incl GST only 50 meters from the beach
- Licensed Premises 8 am to 11 pm Mon - Sun
- This could spell real opportunity



Looking to change your lifestyle this business could be it?

Location: Whitianga **Asking Price:** \$190,000
Broker: Carron Chote / 027 289 6658 / carronc@linkbusiness.co.nz

Home and Income by the Sea

ref: WK00019

Management Rights Waterfront beautiful Tairua Harbour adjacent to Boat ramp & Marina.
Complex of 5 Studios and 5 one bedroom units balcony's water views. Managers freehold accommodation 2 bedrooms, 2 bathroom, courtyard overlooking harbour. Lease has 22 years to run easily Managed complex has generous base salary & commission income



Freehold Unit \$620k & management rights business \$284k

Location: Tairua **Asking Price:** By Negotiation
Broker: Carron Chote / 027 289 6658 / carronc@linkbusiness.co.nz

Home & Income HUGE POTENTIAL

ref: 20062

Fantastic location approx half way between Tirau and Rotorua on a busy tourist route. Set in a unique bush environment, very popular. Suit a family who wants a business with potential and accommodation attached. Business showing a healthy profit with the ground work complete ready for the new owner. This freehold going concern business opportunity includes 510sqm of restaurant/ accommodation and 6675sqm of land.



Location: South Waikato **Asking Price:** \$680,000 plus GST (if any)
Broker: Camella Anselmi / 0274 454 121 / camellaa@linkbusiness.co.nz

Import Glasses Retail Store

ref: BPW00048

Well established fashion & sports glasses outlet. Own brand (and IP), website and unique chain of suppliers, it provides a good opportunity for buyers with or without glasses shop experiences. Financial report 2016 shows a cash surplus of \$54K for one working owner. The current rent is no more than \$20K p.a. including a car park. The vendors demand a quick sale, as they are moving overseas.



Location: Hamilton **Asking Price:** \$0 plus SAV
Broker: Paul Lu / 021 047 4988 / paull@linkbusiness.co.nz

Café with Retail Opportunity & Great Rent

ref: BPW00055

Only 40 mins to Hamilton CBD, 45 mins to Tauranga and the first decent place to stop for those heading south from Auckland. Tirau is an attractive town and this little cafe has real personality.



Annual rent of only \$7,350 (3.4% of turnover!). The hard yards have been done revamping this space, now it is ready for a new owner to walk in and reap the rewards.

Location: Waikato **Asking Price:** 94,000 plus SAV
Broker: Alanah Eagle / 07 579 4994 / alanahe@linkbusiness.co.nz

Energy Efficiency Sector – Huge Growth

ref: BPW00069

Specialist services to the residential and commercial building & renovation sector in Central North Island. Currently in a huge growth phase. Substantial contracts in place. Very reasonable lease, low overheads & customer database, this business has a very low risk profile. Sellers' discretionary earnings for the latest financial year were \$248,158 to two working owners.



Location: North Island **Asking Price:** \$495,000 plus stock
Broker: Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Have Handy Skills, Flair & Enjoy People?

ref: BPW00121

This is a good solid business situated in a thriving provincial town. The business offers a free measure and quote service, an in-home consultation service. Their products are flooring - carpet and vinyl, manchester, paint and wallpaper, curtains, blinds, Coopers Restoration System and much more. This business is well suited to couples who want to be their own boss.



Location: Waikato **Asking Price:** \$80,000 plus SAV
Broker: Camella Anselmi / 0274 454 121 / camellaa@linkbusiness.co.nz

Great Returns, \$700k Tangible Assets!

ref: BPW00124

This business will make work feel like less of a chore and has a very healthy bottom line, what more could you ask for?

Would suit anyone with a passion for V8s and motorsport or marketing and customer service.

This is market leading operation with Qualmark accreditation.



Location: Taupo **Asking Price:** \$780,000
Broker: Alanah Eagle / 07 579 4994 / alanahe@linkbusiness.co.nz

Lifestyle & Crafts Passion in Taupo!

ref: BPW00128

This retail business is a treasure trove of quality product and a well known shopping destination for customers seeking fine materials, associated machines & service.

- Trading 7 days with reduced hours Sat / Sun.
- 2 part time staff allow owners time off.
- Five premium product categories including a hardware and servicing component.
- Shop lease: Final expiry date January 2022. passion & lifestyle.



Location: Taupo **Asking Price:** \$190,000 plus stock
Broker: Mark Robinson / 021 524 766 / markr@linkbusiness.co.nz

Bargain Dairy Shop, First in First Served

ref: BPW00131

A Hamilton dairy shop in a prime location is trading around \$3K per week is for sale. The profitability of the shop has been impaired significantly due to the poor management. Empty shelves, lack of price tags and limited selection of goods etc made the business go downhill rapidly. The business comes with a secured lease to mid 2020's, with an annual rent under \$16K+GST.



Location: Hamilton **Asking Price:** \$49,900 plus SAV
Broker: Paul Lu / 0210474988 / paull@linkbusiness.co.nz

Best Location, Selling Under Book Value

ref: BPW00132

A well-known franchised ice cream shop located at the best spot of the biggest and busiest shopping complex in Waikato is for sale under its book value. With thousands of the shoppers passing through its counter, it would not be a very difficult challenge to convert customer flow to a solid turnover. The shop was initially set up two years ago for more than \$300K with all necessary machines to make ice cream.



Location: Waikato **Asking Price:** \$175,000 plus Stock
Broker: Paul Lu / 0210474988 / paull@linkbusiness.co.nz

Dynamic Community Focused Bar & Eatery

ref: BPW00137

This iconic Waikato bar & restaurant is well known in its local town as the prime place to eat and relax.

Operating for over 15yrs, this is the first time to market and this is a fantastic opportunity to take over a well run and established business that can still improve and grow. Revenues are averaging \$1.5M over the last two financial years; returns to one working owner are impressive.



Location: Waikato **Asking Price:** \$460,000
Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

28-Year Motel Lease, Growing Business

ref: BPW00169

Introducing a profitable leasehold motel with 28 years of lease. Located in one of the best spots for motels in Hamilton, this business demonstrates a strong growth within the last 2 years of operation.

The occupancy for this financial year has gone up by more than 14% than the same period last year.



Location: Hamilton **Asking Price:** \$650,000
Broker: Paul Lu / 021 047 4988 / paull@linkbusiness.co.nz

Businesses for sale - Waikato / Wellington

Agricultural Services

ref: BPW00145

Hoof trimming services to dairy goat farmers in the Waikato region.

- Large market share
- Experienced staff
- Labour saving equipment
- Long standing clients
- Mobile business
- Strong revenue growth

The owners have grown this business with very little marketing. They have strong customer loyalty with clear market dominance showing growth and good profits.

Location: Waikato **Asking Price:** \$240,000

Broker: Peter McAdam / 021 841 691 / peterm@linkbusiness.co.nz



Franchised Cafe, First Time to Market

ref: BPW00161

Well-known franchised cafe with good reputations and solid local customer base is introduced to the market for the first time after years of establishment. A secured long lease with very cheap rent is in place.

One of the prime locations in Hamilton for hospitality business. Years of trading, very solid and consistent turnovers, the cafe is still growing with good potentials to improve its profitability.

Location: Hamilton **Asking Price:** \$399,000

Broker: Paul Lu / 021 047 4988 / Paull@linkbusiness.co.nz



Eatery/Bar Great Location

ref: BPW00172

Popular local Bar and Eatery, modern fitout, seating 100+ inside & out Multi-functional venue with the capacity to accommodate group bookings for any occasion. Average weekly sales over \$25,000 inc gst. Rent \$1000 per week exclusive of GST. Expiry 2023. Fantastic opportunity for new owner to capitalise on the potential for further growth within the current structure while maximising the profitability.

Location: Waikato **Asking Price:** \$POA

Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz



Tavern, Dairy, Off Licence, 3-bdr House

ref: BPW00194

A country pub with a number of revenue streams including off licence and dairy. Rent is only \$400 per week (\$20,900 exc GST per annum, draft lease in place, terms can be negotiated).

Built in 1990 the space is well appointed with beautiful custom made wood fixtures. The front deck provides a cool outdoor space on hot days and the huge back garden bar and playground for the whole family to enjoy in the summer.

Location: South Waikato **Asking Price:** \$150,000

Broker: Alanah Eagle / 07 579 4994 / alanahe@linkbusiness.co.nz



Successful Computer Retailer

ref: BPW00190



Hurricane Computers is a retail and service centre which hosts the only internet café in town and has a reputation for providing quality services to the residents of Matamata and surrounding districts. Services include new computer and hardware sales, computer training as well as providing support for installing new software and transitioning to new devices.

Enjoy the benefits of an established business with a solid customer base. Growth opportunities exist and the Vendor is happy to provide details to a serious purchaser. Transition period available. Would suit an IT savvy couple or could make a good add on to an existing similar business.

Location: Matamata **Asking Price:** \$145,000 plus stock

Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

Price Reduced for Summer Start Cafe

ref: WK00022

Point of difference (from scratch and using natural/organic/local products wherever available) has created a strong local following. Could develop further by trading more days (currently trading only 4 days) or extending their current offering, to maybe carrying a retail range complementary to the current offering.



Great location on main st, Rent approx. \$210 per week plus GST – fabulous! Return approx. \$75,000

Location: Waihi **Asking Price:** \$105,000 plus Stock

Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Licensed Restaurant by the Bay

ref: 20300

This restaurant along with its fine food and wine to match offers a contemporary environment that has become a popular venue for weddings and other occasions along with its intimate bar area.

The Restaurants décor has been revamped and as such no renovations are required.

Seating is for 80 pax inside and 60 on the deck on a sunny day. Vendors of this very popular restaurant are looking for a lifestyle change.

Location: Lower Hutt **Asking Price:** \$390,000 + stock

Broker: Mary Anderson / 0210 869 9695 /



Building Franchise – A Winner “Every Step of the Way”

ref: BPW00158



Opportunities in Wellington and Christchurch.

Cambridge Homes is a long-standing family owned business who have grown from their roots as a local home builder to a national company providing quality with value.

Cambridge Homes are offering the opportunity of a lifetime to motivated and driven people to join the franchise team. In return the franchisee will get ongoing training and support from a dedicated and experienced team.

The entire franchise package has been developed, tested and is ready for you to review and consider. The philosophy of “Every Step of the Way” runs through the veins of the entire business model, covering our franchise partners as well as our clients, meaning you’ll be supported so you can succeed at every step.

Do you have a building background but want to work for yourself and be supported while developing a profitable business? Have you put in the “hard yards” learning your trade and are ready to reap the rewards?

Location: Christchurch / Wellington

Asking Price: From \$150,000

Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

A Solid Earner in a Great Location

ref: WL00019

Looking for a motel with a consistent record of profitable trading, in an excellent location and with inviting street appeal? Look no further. The 14 units over two levels consist of 8 x studio units, 4 x one bedroom units and 2 x two-bedroom family units.



The complex also includes a professionally presented conference room and an owner's garage with workshop. A long lease and good profit levels.

Location: Palmerston North **Asking Price:** \$635,000

Broker: Greg Dalton / 027 487 7744 / gregd@linkbusiness.co.nz

Bar, Tavern and Restaurant—Business + Prop.

ref: WL00003

Well established and iconic bar, tavern and restaurant. This business has several income streams, a loyal clientele, an iconic location, and a Vendor who is ready to retire. They are selling the business and the property and are very realistic about their asking price.



The venue is busy and the till is humming. This is an opportunity for a self-funding investment. Don't delay.

Location: Whanganui **Asking Price:** \$1,000,000 + \$500,000

Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Fully Managed Storage Facility

ref: WL00034

Ideal managed investment. Land Buildings and business with minimal input required for investor.



- Independent contracted Manager in place
- Net Income 2016 \$307,284 2015 \$262,942
- Established business since 2003
- Land & improvements \$2,210,000
- Palmerston north rating valuation 1/9/15

Location: Palmerston North **Asking Price:** TENDER

Broker: Richard Lunn / 022 428 6470 / rlunn@linkbusiness.co.nz

Franchised Restaurant and Catering Company

ref: WL00035

Breakers Restaurant has evolved – with franchises in 9 locations across New Zealand. Sitting along side the Breakers Restaurant is the ‘Hastings Function Centre’ – and The Food Co catering businesses all additional revenue streams.



Now is the time to grab this opportunity - All three, the restaurant, function centre and catering company. Turnover is now in the area of \$2m

Location: Hastings **Asking Price:** \$850,000

Broker: Gary Kaye / 021 222 1707 /

Businesses for sale - Wellington

Red Hot Domino's Pizza

ref: WL00037

One of the Top Performing Business In Wellington.

High sales and low rental. Has there ever been a better time and/or better location to own your very own franchised pizza store? A rare opportunity to get into a business that delivers the goods with high weekly sales of \$25,000 (excluding GST) that are continually growing.



Location: Wellington **Asking Price:** \$690,000 + stock
Broker: Benny Wang / 021 158 5110 /

Harrison's Carpet One Franchise

ref: WL00011

This is an outstanding opportunity. Harrison's Carpet One have an exceptional training system with proven business models. This makes previous experience in the carpet industry a non-requirement. If you a highly motivated owner operator expect to achieve high returns.



This business has a large territory and is priced to sell - Act Now!

Location: Wellington **Asking Price:** \$80,000
Broker: Mary Anderson / 0210 869 9695 / marya@linkbusiness.co.nz

SPECIALTY PLASTICS BUSINESS

ref: WL00051

Specialty designers and producers of Acrylic, PVC, & Polycarbonate/Lexan products. The business regularly produces custom ordered products alongside runs of regular products on standing orders. The business has been long established and has a good history with regular and repeat clients. The business has plenty of upside and would respond well to an new owner with strong sales and marketing skills.



Location: Lower Hutt **Asking Price:** \$225,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Well Established & Well Love ECC

ref: WL00040

The owner of this Early Childhood Centre on the sunny Kapiti Coast is reluctantly selling.

The Centre has been in existence for over 30 years, and is very much part of the child care infrastructure in a highly sought after suburb. Parents are enthusiastically engaged with the experienced and committed teaching staff in ensuring the best quality care and learning is afforded the children.



Location: Kapiti Coast **Asking Price:** \$640,000
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Rodney Wayne Coastlands

ref: WL00039

Existing Opportunity. Are you looking for a business where you can grow, be inspired and genuinely express yourself?

Industry experience is not necessary.

Excellent niche location.

Asking price \$150,000



Location: Kapiti Coast **Asking Price:** \$150,000
Broker: Gary Kaye / 021 222 1707 /

Classic Rural Hotel Lease

ref: WL00012

Situated in Marton in the heart of the Rangitikei, the business comes with a 10 year lease

With a public bar, a lounge bar, 18 gaming machines and a restaurant, this hotel has ample revenue streams.



This is a seriously cost effective offering for raising a family in a rural setting where your home is also your income. BE QUICK!!

Location: Marton **Asking Price:** \$110,000
Broker: Greg Dalton / 027 487 7744 / gregd@linkbusiness.co.nz

Healthy Food Franchise - Wellington CBD

ref: WL00050

A very rare & great opportunity to join NZ's fastest growing franchise. The business has a simple menu with salads, wraps, coffee, smoothies and much more. It is easy to operate, which means owner does not need employ too many employees resulting in lower labour costs. Currently the business is run by one owner and one other employee. There is huge potential for a working couple to further increase profits.



Location: Wellington **Asking Price:** \$220,000 + Stock
Broker: Benny Wang / 021 158 5110 /

Award-Winning Café/Restaurant

ref: WL00042

Beautiful and modern café/restaurant in an upmarket suburb. Indoor seating for approximately 120 plus a large sunny courtyard. It has had successful operation by current owner for over 6 years. Fabulous reputation for quality food and coffee, solid revenue each year with excellent profitability evident.



Quality businesses don't come up that often and this one is not over priced.

Location: Wellington **Asking Price:** \$355,000 + stock
Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

High Profile Glass Business

ref: WL00044

Well-established glass business that's been serving the Wellington region since 1999. Provides a full range of glass services from broken windows to balustrades, this company has a brand and reputation that is almost a household name. This business operates with exceptionally high standards and has completely documented their systems and processes. The business would dovetail nicely into an existing glass business.



Location: Lower Hutt **Asking Price:** \$462,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Sustainable & Profitable Business

ref: WL00049

This business has been running for 41 years, producing a steady stream of earnings for the owners. It gains new clients through its website, positioned on the busiest road in Kapiti, and word of mouth from satisfied customers.



Real growth opportunities are there to exploit for a new owner. The turnover of the business is over \$500,000 pa, and returns a respectable sum to the owner of well over \$100,000 pa.

Location: Kapiti Coast **Asking Price:** \$315,000
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Wellington Region - Strong Growth Potential

ref: WL00016

This business provides child care and sporting activities for younger children. It is well established, has excellent systems, great staff, and strong franchisor support.



There is plenty of growth potential – with very minimal capital investment.

Projected to return to the owner over \$250,000 (SDE) on a turnover of \$1,200,000 this business provides the ideal opportunity to build your capital base.

Location: Wellington **Asking Price:** \$650,000
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Year Round Earner

ref: WL00018

Situated on the banks of the beautiful Whanganui river, Anndion Lodge is a business which makes money from a variety of market segments, including accommodation, restaurant/bar and catering, to provide excellent year-round profit margins.



The grounds and buildings and owners' accommodation have been very well maintained. The lease has 35 years to run and the profit margins are amongst the best you will find.

Location: Whanganui **Asking Price:** \$595,000
Broker: Greg Dalton / 027 487 7744 / gregd@linkbusiness.co.nz

Hydro Seed Business

ref: 20223

Here's a growing business that is sowing the seed of success.



A non franchise hydro seeding business operation.

Well established and with a client base that includes commercial and domestic customers.

Love the outdoors? Then this opportunity is the one for you.

Location: Wellington **Asking Price:** \$165,000
Broker: Gary Kaye / 021 222 1707 / garyk@linkbusiness.co.nz

Café Bargain

ref: CS00018

Well established, equipped and staffed. Set in a fast-growing area with great further potential.



There's a good lease in place with reasonable rent and it is showing good profits.

Impending happy event means vendor very keen to sell soon.

Call Phil now for further information!

Location: Christchurch **Asking Price:** Make an Offer!
Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

"Southern Hospitality"

ref: 20434

Superior opportunity with high visual impact. Professionally designed and executed by an experienced and discerning hospitality host.



Sophisticated style yet also achieves a casual comfortable feel. Up to the minute and fully equipped. Set to draw Kiwis and tourists alike.

Extensive outdoor area, great in summer and proven to perform well in winter for year round trade. Call now!

Location: Canterbury **Asking Price:** \$850,000
Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

New Cafe

ref: CS00040

Fully fitted-out brand new cafe ready to open. Located in the new Ramada hotel at 264 Tuam Street, Christchurch. Customers will include hotel guests and from adjacent businesses. Major buildings and businesses recently opened make for a busy area. Purchaser is able to stamp their own brand here.



The developer has set a realistic price. Enquiry today!

Location: Christchurch **Asking Price:** \$90,000
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Businesses for sale - Canterbury

6 Day Bakery

ref: CS00043

Long established bakery with retail premises and a bake-house where the current owners prepare all the baking and wholesale distributions. Retail bakery is on a main road, managed by their loyal staff, the business is turning over more than \$8000 per week and there is scope to expand. The vendors are also happy to fully train the new purchaser, this is a perfect opportunity for a working couple. Give Ryland a call now!



Location: Christchurch **Asking Price:** \$149,000
Broker: Ryland Zhou / 03 928 1948 / rylandz@linkbusiness.co.nz

Progressive Medical Practice - Christchurch

ref: cs00038

Friendly family health centre providing high quality care to patients in attractive residential suburb in the north west of the city.

- Long established with high level of capitation funded patients
- Contracted provider to Pegasus Health
- Managed practice with fantastic staff
- Great systems for patient enrolment & ongoing care
- Strong income



Owner approaching retirement so wishes to sell their half share.

Location: Christchurch **Asking Price:** \$341,000
Broker: Barry McFedries / 03 928 1947 / barrym@linkbusiness.co.nz

Childcare Centre

ref: CS00019

Brilliant location north of Christchurch.

Licensed for 21 children, could be increased to 26. Good lease with cheap rent. Experienced qualified staff. Minimum owner input (1 day a week).



Showing good profits and very much priced to sell. Enquire today.

Location: North of Chch **Asking Price:** Make an Offer
Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

Books/Magazines/Post/Bank

ref: CS00020

Popular Suburban Post Shop / KiwiBank / Lotto store. Magazines, cards, books and more. Wide range of products makes for a diversified income stream.

Good income for working owner / couple. Pleasant working conditions in a nice environment. Prominent corner site. Always busy. Excellent staff. Good lease. Call now!



Location: Christchurch **Asking Price:** \$ POA
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Profitable Dairy With Accommodation

ref: CS00025

Here comes a good dairy that ticks many boxes. 3 bedroom accommodation attached, high turnover & profitable – sales over \$20,000 per week! Low rent, long established. Asking \$290,000 + stock Call Ryland Zhou for more information NOW!



Location: Christchurch **Asking Price:** \$290,000
Broker: Ryland Zhou / 03 928 1948 / rylandz@linkbusiness.co.nz

Flower Wholesaler

ref: CS00026

Flower wholesaler in Christchurch with over 50 years' history. Directly from growers, currently supply flowers, both locally and throughout New Zealand, this business has established solid clientele and ready to pass onto the new owner.



This business also has a retail premises and has scope to expand. Call Ryland Zhou now before it is too late!

Location: Christchurch **Asking Price:** \$149,000
Broker: Ryland Zhou / 03 928 1948 / rylandz@linkbusiness.co.nz

Bakery

ref: CS00027

Ideally situated in a prime shopping centre with good off street parking. Baking a range of products including breads, rolls, pies, biscuits and cakes. Ability to change the product mix to have that essential point of difference. Coffee and drinks available for customers as well. Full range of well maintained plant and equipment; ovens fridges, mixers, etc. Good lease. Ideal business for a working couple.



Location: CS00027 **Asking Price:** \$200,000
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Long Lease - Good Income

ref: CS00028

Thirteen-unit motel, consisting of 6 studios, 5 x 1-bedroom and 2 x 2-bedroom units with a 2-bedroom manager's flat. Excellent profile, located on one of the main thoroughfares into Rangiora. Close to amenities. The Long lease and reasonable rental make this business an attractive opportunity for a new business owner.



Great entry level motel with a very good income for a couple. The freehold is also available.

Location: Canterbury **Asking Price:** \$ POA
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Good Location, Great Presentation

ref: CS00029

This well-established motel is well-presented. The motel has a good mix of versatile studio and 1-bedroom units. Close to amenities. Secure lease in place with 2 renewals available, each of 10 years. The current owners have done extensive maintenance/refurbishment. With the location, presentation, a good lease, and a good base of regular guests, this business represents a great opportunity for new owners.



Location: Christchurch **Asking Price:** \$ POA
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Building and Construction Industry

ref: CS00048

Long established business providing custom manufacturing and installation services to commercial and residential customers throughout Christchurch.

- Operating for over 50 years
- Well defined niche market
- Diversified revenue streams
- Experienced and dedicated team of staff
- Spacious well located premises
- Operating under management.

Owners wishing to retire and pass on to the next generation.

Location: Christchurch **Asking Price:** \$525,000
Broker: Barry McFedries / 03 928 1947 / barrym@linkbusiness.co.nz



Café Today's Best Buy

ref: CS00046

Prime main street location in a South Canterbury town. Large catchment of regulars and tourists. Good carparking. Constantly increasing turnover and profits. Short hours. Good lease, cheap rent, excellent staff. Family circumstances dictate a quick sale so priced accordingly.



This must be today's best buy! Call Phil Adcock today!

Location: Chch Outskirts **Asking Price:** \$135,000
Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

5 Day CBD Café

ref: CS00032

Perfect opportunity for a working couple who want to only work 5 days a week. Current sales around \$2500 per week but the great location and the current short open hours means potential to increase the turnover.

Reasonable rent with new lease in place. Call Ryland now before it is too late!



Location: Christchurch **Asking Price:** \$149,000
Broker: Ryland Zhou / 03 928 1948 / rylandz@linkbusiness.co.nz

Entertainment

ref: CS00035

Well known and popular business is now for definite sale. Bungy - Water walkers - Inflatables- Bumper Boats. All fully OSH certified Parties, Christmas functions, corporate events. Major public / family events. Excellent cash business with a wide range of permanent bookings. Easily run by owner / operator. Buy now to capture the summer and trade.



Location: Canterbury **Asking Price:** POA
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Non-Franchise Café

ref: CS00036

5 days a week in popular Christchurch area surrounded by offices. Average turnover around \$5500 per week. Fully equipped kitchen and space suitable for catering.

Realistic and motivated vendor wants a quick sale, call Ryland now before it is too late!



Location: Christchurch **Asking Price:** \$149,000
Broker: Ryland Zhou / 03 928 1948 / rylandz@linkbusiness.co.nz

Royalty In The Centre Of The Wine Region

ref: CS00031

This Motel is fit for a King. A Large Family home with 20 Qualmark Rated 4 star rooms. The Phoenix Motor Inn, Blenheim. All of the units look away from the traffic and are quiet. There is a swimming pool and large meeting room. Call Rick Warren now!



Location: Marlborough **Asking Price:** \$ PBN
Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Home With Income - Greymouth

ref: CS00030

You will need to be quick, this will not last long. Central location with owners accommodation plus 8 rooms, making this a great choice.

There is a combination of short term and long term residents which supplies an ongoing second income. Call Rick today!



Location: West Coast **Asking Price:** \$215,000
Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Businesses for sale - South Island / Sold

Gold Nuggets in Central Otago

ref: CS0055

Roxburgh Motels is a great Freehold Going Concern motel opportunity for those looking to enjoy the Central lifestyle with an easy to manage 5 motel units and a lovely 3 bedroom family sized home. Development potential with a plans and consents in place, if desired. Buying or Selling – Call Murray today!



Location: Central Otago **Asking price:** POA
Broker: Murray Schofield / 03 595 2753 / murrays@linkbusiness.co.nz

Prime Central Location

ref: 19632

Located on a main highway in the city, the motel has a great profile. 12 spacious/modern units offering comfortable accommodation to both families/corporate guests. Its an easy walk to the great variety of shops, bars and restaurants. Nearby is the popular Caroline Bay with its beach and attractive walks. There are also many excellent sports facilities nearby which are widely used for events. Too good a business to miss.



Location: Timaru **Asking Price:** \$695,000
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Aldan Lodge Motel In Picton

ref: CS00039

New 30 year lease. 17 well-appointed rooms within walking distance of ferries.

The current owners have built this business over 20+ years and are now looking at retirement.

Don't miss the boat. Call Rick Warren today!



Location: Marlborough **Asking Price:** \$365,000
Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Rare Opportunity FHGC Café with Motels

ref: CS00044

Profitable and well presented café with the added value of 5 motel units. Located on State Highway 1 within 30 minutes driving distance from Dunedin City and 10 minutes drive to Dunedin airport.

The present owners have refurbished the café completely within the past four years and now it's your turn to take it to the next level.



Location: Clutha **Asking Price:** \$995,000
Broker: Murray Schofield / 03 595 2753 / murrays@linkbusiness.co.nz

Profitable Leasehold Motel on Main Route

ref: CS0053

Very well presented motel situated on SH 1.

14 units, low maintenance, modern fit out, very warm and all double glazed. Superb 3 bedroom owner's accommodation. Also included in this price are a further 10 units across the road. The present owners have had 10 successful years and would now like to pass on the opportunity to someone else.



This is the opportunity you have been waiting for. Call now for more information!

Location: Otago **Asking price:** \$425,000 plus GST (if any)
Broker: Murray Schofield / 021 252 5565 / murrays@linkbusiness.co.nz

Karamea Holiday Park

ref: CS0056

White bait heaven, after 20+ years the current owners are preparing for retirement. Great location by the sea. Loads of water activities, mountain walks and bike tracks. All the hard work has been done and it is now time for some new blood. Call Rick today for more information.



Location: Buller, West Coast **Asking price:** \$895,000 FHGC
Broker: Rick Warren / 022 351 6772 / rickw@linkbusiness.co.nz

Kiwi Insulation - Nelson

ref: 20212

Great opportunity. All the hard work building this business has been done. What a great place to live and work in sunny Nelson. You can operate this from your own premises or the current owners are open to a new lease or maybe just add it to your existing business. Forward works have been booked and stock ordered so you can walk in and takeover with the jobs in waiting.

Location: Nelson
Broker: Rick Warren / 03 595 0578
rickw@linkbusiness.co.nz



Freehold Going Concern Childcare Centre

ref: CS00002

Licensed for 23. A boutique business with a great reputation. Established over 16 years. It has wonderful qualified staff and requires only short hours from the owner. Modern, well equipped and it has the support of the local community. Situated in prime developing area with increasing population. Owner retiring offering a real opportunity for the new owner.

Location: Canterbury
Broker: Phil Adcock / 03 928 2011
phila@linkbusiness.co.nz



Import & Distribution - Relocatable

ref: CS00013

Home & Garden Products - Quality Range. Online & exhibit marketing mix with prepaid show schedule around the South Island. A new sole distribution agreement for Australasia is able to be negotiated, this must be a significant opportunity for a growth orientated owner. The current owner wants to step back from a business that was originally started as a hobby & is now requiring more commitment to keep up with demand.

Location: Nationwide
Broker: Jeff Lopas / 03 928 2010
jeffl@linkbusiness.co.nz



Bar & Gaming Goldmine ref: 20086

Hunter Star Hotel 1897! Serious hotel history here and a bright future too in this popular tourist town. Famous for the hundertwasser toilets and steam train. Not only that but 18 gaming machines, TAB, accommodation and separate Bottle O liquor outlet.

Location: Northland

Broker: Dave Beaumont
daveb@linkbusiness.co.nz

SOLD

Well-established, B2B manufacturer ref: 00078

Excellent machinery, a new vehicle fleet, stable talented workforce and management structure. Outstanding Return on Investment. Owners cash surplus \$800k. Strong Blue Chip repeat customer base, dealing with all the top building companies and architects. Significant forward orders in place. Your biggest challenge will be deciding what jobs not to accept. Asking Price \$2,700,000.

Location: Auckland

Broker: Martin Plom / 021 051 5507
martinp@linkbusiness.co.nz

SOLD

Industrial Café with Good Turnover ref: 00030

If you are looking for five days café in industrial area, here is your opportunity. This café is long established with great set-up. Seat for about 60, ample parking at the front. Rent is about \$1,173 plus GST a week. Current turnover is about \$10,000 a week. Two working owners with 3 staff can easily run the business. Experiences is not necessary. The vendor is happy to teach. Want to know more, call me now to find out. Asking Price \$273,000.

Location: North Shore

Broker: Yong Wu / 021 678 980
yongw@linkbusiness.co.nz

SOLD

Trendy Nectar Café – Whangarei ref: 00008

Healthy eating, great atmosphere and outstanding coffee; this café has it all. A diverse range of clientele fills up this trendy café on a daily basis. An easy to run 5.5 day operation in the heart of Whangarei near the bulk of all office buildings in town. The hard work is done, it is now time for fresh blood to come in and take it to the next level.

Location: Whangarei

Broker: Rudy Kokx / 021 421 346
rudyk@linkbusiness.co.nz

SOLD

Horticultural Business ref: 19835

Business undertakes a range of specialised horticultural work which involves utilising a comprehensive array of specifically designed equipment to do an essential orchard job. Owner of 15 years just managed the operational side of the business and employed up to 4 staff that do the actual work at the orchards. Asking Price \$595,000

Location: Bay of Plenty

Broker: Peter Redward / 0274 920 453
peterr@linkbusiness.co.nz

SOLD

Industrial Café with Good Turnover ref: 20017

This long established café is located on a popular dining street. It has a beautiful courtyard at the rear of the shop. There is accommodation upstairs, currently, using for storage. Seats inside and outside up to 40 people. The rent is about \$1,200 plus GST a week, turnover is about \$6,000 ~\$7,000 a week. Weekly coffee bean sales is about 10 ~ 12kg. This is a great business for the working couple, if you are looking for a long history cafe in a prime location, you can't miss out this

Location: Parnell

Broker: Yong Wu / 021 678 980
yongw@linkbusiness.co.nz

SOLD

Woodlands Motel & Conference Venue ref: 00030

A well managed professional business! In the heart of Kerikeri, Bay of Islands, Woodlands is perfect for business travellers, weekend getaways and tourists alike.

Location: Kerikeri, Northland

Broker: Jenny Blain / 021 455 421
jennyb@linkbusiness.co.nz

SOLD

NZ Food Manufacturer ref: 20265

Strong and diverse customer base selling through grocery channels, food services and export. Strong motivated management team in place to take the business to the next level. Attractive growth opportunities exist in both NZ and export to double the turnover with new innovative products and markets that are being developed. Asking Price \$5,000,000.

Location: New Zealand

Broker: Mike Fraser / 021 932 633
mikef@linkbusiness.co.nz

SOLD

EDRMS Business ref: 16934

Security and integrity of data and electronic evidence is big business and large organisations understand the need to protect it. Our client is a re-seller of industry leading software that implements unified records and document management systems. Their clients include a high percentage of Local and Central Government organisations. This business has several strong revenue streams with significant profit margins.

Location: Wellington - relocateable
Broker: Dave Morgan / 021 471 992
davem@linkbusiness.co.nz

SOLD

Magic Seal opportunity ref: 00121

On the market to SELL, these two Magic Seal areas in Central Auckland and the North Shore are creating an income of approximately \$70-80K for the current owner with no effort spent on advertising for clients. Leads are generated via the Magic Seal website and word of mouth. Very easy to run from a large double garage located anywhere in Auckland as the work is on the North Shore as well as a large area of Auckland city and suburbs. The current owner has spent time or money on increasing sales in several areas that has still made, after all expenses approximately \$70-80K. Asking Price \$50,000.

Location: Auckland

Broker: Laurel McCulloch / 021 786 813

SOLD

Suburban Café ref: 00037

The hard work has been done, strong sales, systems, talented staff are all in place, and ready for you to walk in and grow it further.

Operating 7 days a week, and has a liquor license.

This café could be run under 100% management, if desired. Asking Price \$495,000.

Location: Tauranga

Broker: Theresa Eagle / 021 289 0949
theresae@linkbusiness.co.nz

SOLD

Harley Davidson Dealership ref: 00000

Harley Davidson are seeking a new franchisee to represent the lifestyle brand in the Wellington Region. Applicants must have a genuine interest in motor-cycling and will be required to have \$1,000,000 in liquid assets. Applications must be accompanied by a \$25,000 application fee. Annual sales range between \$2.2M and \$2.8M with and expected return of 3-5% on sales

Location: Place

Broker: Dave Morgan / 021 471 992
davem@linkbusiness.co.nz

SOLD

Sales and Installation great profits. ref: 00110

A well-established business selling and installing quality products to home owners and trade customers throughout the greater Auckland area. Sales currently \$1.1million pa with an owners cash surplus of \$235,000 pa. The business is showing year on year growth with an increasing base of repeat business (currently 75%). An estimated further \$400,000 of additional revenue is achievable with the current labour base with zero additional overheads. A comprehensive handover would ensure a smooth, seamless transition to a new owner. Asking Price \$495,000

Location: Auckland

Broker: Graham Hoffman / 027 493 6111
grahamh@linkbusiness.co.nz

SOLD

Café, Great Potential in North Shore ref: 00122

This well-presented café is located near Albany business area. Surrounded by many offices, commercial and residential. Total seat for about 60, inside 36 and outside 25. Weekly rent is about \$652 inclusive of GST. Open five days from 8 am to 3 pm on the weekdays, most off customers are from nearby offices and retail business. Weekly turnover is about \$4,000 and there is a great potential to get more profit by extending trading hours.* Great kitchen and premium equipment. Asking Price \$1,700,000

Location: North Shore

Broker: Craig Zhu / 021 800 280
craigz@linkbusiness.co.nz

SOLD

Iconic Beach Front Café'/Restaurant ref: 00014

First time on market since 2002, as the owners are moving to Auckland. Open 7 days a week, run by staff. Fully licensed with indoor/outdoor seating. Turnover is \$980,368 for the year ending 2016 with weekly coffee sales of approximately 32 kg. This is an excellent opportunity for a couple or partnership that could minimise running costs and bring a new enthusiasm to maximise the full potential of this venture.

Location: Wellington

Broker: Benny Wang / 021 158 5110
bennyw@linkbusiness.co.nz

SOLD

Business Opportunities in High-Demand B2B Services

Internationally Developed and Proven Systems

These leading franchise businesses provide high-demand products and services, essential for branding and promotional activities in every business sector.

You are good with people, well organised and ready to apply your experience to growing your own business. So choose your brand - Speedy Signs or EmbroidMe - and become a successful player on the dynamic B2B business growth field.



Speedy Signs
grow your business faster

You'll offer a full range of signage and display products and services to your B2B customers. This is a multi-million dollar sector, and it's growing.

There are over 900 stores in 50 countries. Your business could be next.



You'll assist your B2B customers taking their presence into the wider market place through branded apparel and promotional items. Minimal stock holdings required through highly efficient supply systems and processes. Join over 350 stores operating worldwide.

Owners receive comprehensive support from the franchise team, an executive group committed to providing the training, consulting, equipment and resources you need to make your store a successful business.

- ✓ Monday - Friday trading
- ✓ High levels of repeat business
- ✓ No previous experience required
- ✓ Both new locations and established business opportunities
- ✓ Full company training provided
- ✓ Highly effective, modern IT systems
- ✓ Minimal stock and staff requirements

Contact me today to check out available locations



Tony Andrew - Business Broker at LINK Ellerslie.

P: 09 3556035 **M:** 021 938560 **E:** tonya@linkbusiness.co.nz

Tony Andrew is a LINK Ellerslie Business Broker with a depth of experience in many business categories. He has been both franchisor and franchisee and knows how to match new owners with the right business.

Businesses Wanted Now!

Due to unprecedented demand from qualified buyers we urgently require businesses to sell in these categories:

wanted

Café/Sushi Shop

Requires \$200,000 Net Profit per year, owner managed or full time manager operated.

Buyer Budget: \$800,000

Bryan Sui 021 283 6666

LINK Auckland, Northshore

Motel/Hotel

Requires business plus freehold.

Buyer Budget: \$3 million

Craig Zhu 021 800 280

LINK Auckland, Northshore

Wholesale/Distribution

Cleaning materials

Buyer has multiple businesses and is growing his portfolio of managed businesses.

Buyer Budget: Up to \$1m

Rudy Kokx 021 421 346

LINK Northland

Services

Home based businesses

Buyer looking to move back to Northland.

Buyer Budget: Up to \$300,000

Jenny Blain

LINK Northland

Retail General

Liquor Outlets

Qualified buyers seeking to purchase liquor outlets.

Buyer Budget: Up to \$300,000

Dave Beaumont 021 756 146

LINK Northland

Transport/Distribution/Logistics

Several large transport companies and private buyers waiting for multifleet successfully managed businesses. I also have owner drivers waiting for small businesses requiring Class 2, 4 and 5 licenses. Confidentiality assured.

Buyers Budget: \$100,000 to \$4M

Pra Jain 027 279 4652

LINK Auckland, Ellerslie

wanted

Import/Distribution/B2B

I have recently sold a couple of B2B businesses gaining a significant premium for the sellers. I have buyers who missed out - confidentiality guaranteed.

Buyers Budget: \$1M plus

Martin Plom 021 051 5507

LINK Auckland, Ellerslie

Medical/ Health Industry

I specialise in the above industries and have just completed a multimillion dollar sale of a Medical/Health business. Three offers have left 2 disappointed buyers missed out. If you would like a FREE market appraisal of your business, please contact me. No obligation, absolutely confidential.

Buyers Budget: \$500,000 to \$5M

John Adams 021 974 097

LINK Auckland, Ellerslie

wanted

Accountancy Practice

Buyer wanting a sole practitioner in Bay of Plenty with turnover around 100k plus a year.

Buyers Budget: Up to \$90,000

Cliff Mancer 021 973 449

LINK B.O.P & Waikato

Superettes

I have cash buyers wanting superettes with a turnover of over \$30,000/week.

Buyers Budget: Up to \$750,000

Peter Redward 0274 920 453

LINK B.O.P & Waikato

Rest Homes

Buyers wanting rest home, land & buildings from 20 beds – 40 beds.

Buyers Budget: \$800,000 - \$3,000,000

Lisa Lloyd 027 685 4556

LINK B.O.P & Waikato

Childcare Centres / In Home Care

I have cashed up buyers throughout New Zealand wanting profitable or not centres.

Buyers Budget: Up to \$2,000,000

Roger Brockelsby 027 919 5478

LINK B.O.P & Waikato

Café - Owner operate/Managed

Day time café with high turnover.

Buyers Budget: Up to \$1m

Benny Wang 021 158 5110

LINK Wellington

Convenience Store and Liquor Store

Multiple buyers await to have weekly turnover over \$20,000+.

Buyers Budget: Up to \$1m

Benny Wang 021 158 5110

LINK Wellington

wanted

Childcare Centres

Wanted to buy in the South Island (location flexible), all will be considered for an active private buyer. Prefer well organised and staffed. Freehold preferred.

Buyers Budget: Up to \$2m

Phil Adcock 021 909 950

LINK Christchurch & South Island

Food Manufacturing

Unsatisfied buyer looking for Food Manufacturing business in Christchurch / Canterbury.

Buyers Budget: \$1m to \$2m

Chris Bryant 027 228 5688

LINK Christchurch & South Island

Freehold Going Concern Motels / Campgrounds

We have buyers looking for freehold going concern motels / campground accommodation businesses in the northern areas of the South Island (location flexible).

Buyers Budget: Up to \$3m

Rick Warren 022 351 6772

LINK Christchurch & South Island



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