

Businessbroker

The authority on buying and selling businesses

AUSTRALIAN EDITION, JANUARY 2018

**Business Sales
Case Studies**

**I'm Considering
Selling My Business.
Where Do I Begin?**

**New LINK
Brokers**

**The Zero
Moment
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LINK is the largest Business Broking company in the world! Multi-award winning, our organisation is rapidly expanding its footprint across Australia and changing the face of the industry.

With a career at LINK, you will excel on your very first day with first class training, a state of the art CRM and a global database at your fingertips.

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Other benefits to becoming a Business Broker with LINK include; flexible work hours where weekends are optional, low competitive marketplace, unlimited scope and a wide value proposition; focusing on SMEs \$50K-\$50M.

For more info contact Adam Heathcote on
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Director of the LINK Group



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Aaron Toresen is the Director of the LINK Group throughout Australia, New Zealand, South Africa, 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.com.au

Welcome From the Director

Buying a business is no minor venture and should be approached with clear intent. It's important that you do your due diligence, ask the gritty questions and arm yourself with all the facts. Asking the right questions from the outset can save you a lot of time and disappointment in the long run. Get over familiar with, the history of the business, its financial position, legalities, marketing and day-to-day operations.

The history of a business contains valuable information; information that will unlock invaluable insight. Delving into the history of a business, exposes the foundations, allowing you to identify any concerning cracks.

Understanding the financial situation of the business is paramount. Dig deep into the money questions. Having a clear understanding across the financial state of the business, will help you to determine it, as an option for further enquiry.

Legal entanglements can often go hand in hand with buying a business. You don't want to be blindsided by any surprises, setbacks, or unforeseen expenses, that could have been avoided with a little more research.

Questions surrounding target market and marketing, are key. Market knowledge will help you to shape an understanding of where the business sits, and how you might influence this for the better.

Finally, it's important to understand how the business operates on a day-to-day basis, and to identify, whether this is something you can, and are, willing to commit to. Ask the personal questions, get an insight of what life might look like, should you proceed with a purchase.

At the end of the day, running a business is just like a relationship, and, like any good relationship, it's fraught with ups and downs. You need to determine whether it's a good fit for you. Do the research, ask the questions, gather as much information as possible. In this case, more is most definitely more.

In this issue we delve into some case studies that highlight how successful the buying and selling process can be for both parties. If the seller is thoroughly prepared, the buyer does their due diligence and the broker involved is equipped to facilitate a "fair negotiation", then the results are sure to be celebrated by all concerned.

At LINK, our brokers are at the very top of their game. They come with an expanse of knowledge, and a level of experience, that can only be classed as expert. Their target is always success and you can trust me when I say, they have a great aim.

Sincerely,

Aaron Toresen
Director

Businessbroker

The authority on buying and selling businesses

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The authority on selling businesses

LINK Australia Broker Spotlight

LINK Gold Coast



Alan Minshull

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With 30+ years' experience and matching qualifications in both traditional and franchise businesses, Alan is a proactive, results driven professional.

Having been involved in business re-sales, franchisee recruitment and leasing for many years, he knows first-hand the hurdles that buyers and sellers go through to achieve the sale.

He will offer professional advice on how to best prepare and present your business to the market, as well as being involved in dealing with franchisors, financial institutions or landlords throughout the sale process.

LINK Brisbane



David Zhang

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After operating a successful hospitality business, David was looking for his next chapter in business life which lead him to the LINK Brisbane team. Even though David has only been with the LINK Brisbane team a little under 6 months, he knows what it takes to get a deal done.

His hard-working ethics and good judgment of the market, coupled with his hospitality industry experience, ability to listen to his clients and superior negotiation skills, ensure that the best possible result is achieved in the shortest possible time for David's clients.

In his short time with LINK, David has built a network of buyers and has a great reputation in the Chinese market which we believe will grow over time and be an asset to his future as a Business Broker.

LINK New South Wales



Marco Gentili

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Reaching 7 years as a LINK broker in January 2018 and the prestigious \$5 million dollar club, Marco is far from slowing down on his successful business broking career. He has consistently kicked goals having secured multiple settlements over the past year, always exceeding expectations including listing businesses at the full fees or above.

Marco also goes out of his way to assist new broker colleagues utilising his industry knowledge by coaching, encouraging and providing valuable feedback. With these traits, it's no wonder Marco was the winner of the New South Wales team's Listing Competition this quarter, with a whopping 9 listings attained in less than two months. He has indeed set a solid benchmark for 2018!

Introducing... New LINK Employees

Visit linkbusiness.com.au for further information on LINK brokers, businesses for sale and industry related advice

LINK New South Wales



Manu Raina - Business Broker
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With experience in management consulting, general management and business development gained over 16 years in the IT, manufacturing and petrochemical industries, both locally and internationally, Manu brings a diverse mix of operational excellence and business strategy to LINK Australia.

At LINK, Manu is a specialist within the distributions, energy, manufacturing and technology industries. Manu is dedicated to ongoing professional development and is currently completing his Executive MBA at the Australian Graduate School of Management.



Paul Helliwell - Business Sales Consultant
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Paul has extensive senior management experience in corporate telecoms, cable TV and digital media businesses, hospitality and technical energy sectors. Paul has also owned and operated a real estate agency, operated energy and manufacturing businesses through to consulting in the finance and digital marketing industries.

Paul understands that buying or selling a business is about helping clients achieve their ambition. His ethos is always integrity, honesty and confidentiality, working with his clients from start to finish to achieve their dream.



Nicolas Yanni - Business Sales Consultant
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Nicolas Yanni has over 20 years of diverse experience in buying, selling, managing and developing businesses across Australia, New Zealand and the Middle East. He has been involved in managing business relations between countries as he worked for many years in one of the middle eastern Embassies in Australia/ NZ. Nicolas belief is that building trust and good communication is a key aspect to any successful business.

LINK Sunshine Coast



Jacques Scherman - Business Broker
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LINK Sunshine Coast welcomes Jacques to the team. From his experience of being a soldier in the military, to a CEO of international companies, Jacques has proven his abilities as a visionary, creator and driver of strategies and business plans. Jacques has outstanding cross-functional qualifications spanning all aspects of production, logistics, marketing, sales, financial, operations and general management.

Jacques makes his living from selling investment opportunities. He is an expert at executing the sale of businesses to competitors and other strategic business buyers. He always strives to ensure that both the buyer and the seller are happy as well as satisfied with the ultimate outcome.

LINK Brisbane



Brady Anketell - Broker Support
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Brady joins the LINK Brisbane team as a recent graduate of a Bachelor of Business majoring in finance. With specialist knowledge in the areas of discounted cash flow modelling, asset valuations and corporate finance, Brady has ambitions of becoming a successful business broker. Currently, Brady supports and assists LINK's senior and corporate brokers in all areas of the business sale process. In turn these brokers coach and mentor Brady in the intricate aspects of brokering and are assisting to develop his skills to begin his career as a broker.



David Hall - Business Broker
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LINK Brisbane welcomes David to the team as their specialist childcare broker.

With 12 years' experience in commercial real estate and the childcare industry in sales and leasing, David is a firm believer in looking after all parties when doing a transaction to make the process seamless and achievable.

His skills in real estate and childcare have transferred to business brokering as have his people skills.

David has sold and leased childcare centres, worked with childcare business owners on development sites and thoroughly understands the industry.

Become a Business Broker in the LINK network,
and be part of the **Most Innovative** and
Largest International Business Brokerage

LINK is the largest Business Broking network in the world, known for our confidentiality, integrity, marketing and our innovation in the technology we use.

At LINK we give you the training, support and technology you need to succeed and to seek your full potential to tackle the challenges. LINK is an environment where you are rewarded for your hard work. If you are good at networking and creating relationships, then Business Broking is a career that will open doors for you and allow you to succeed at an unlimited pace. With offices across Australia, New Zealand, South Africa, United States and the Philippines, LINK is proud of its growth and market dominance - based on results and integrity.

The success and growth of LINK is largely attributed to three key factors:

- Specialist brokers and divisions.
- Embracing technology and shaping it to gain benefit.
- LINK's unique success system, founded on work-place training and competency based standards, which translate into proven training and operational procedures these have been documented in easy to follow sales and administration manuals incorporating appropriate policies, protocols and practices.

LINK's commitment to excellence has helped us forge a reputation as industry leaders and that's why we are confident to say we are

"The authority on selling businesses"

If you would like to join LINK as a Business Broker please contact us for a face to face meeting at one of our Australian offices

1300 763 668 linkbusiness.com.au

Our Culture

The difference between LINK and our competitors must be the unquestionable ethics of our brokers, and their high degree of professionalism and SUCCESS.

LINK is a vibrant, growing entity founded on strong service and caring principles, with a non-negotiable philosophy of ethical dealings. It follows the reporting disciplines of a larger company but without the bureaucracy.

Are You?

- Prepared and capable of prospecting ✓
- Self motivated ✓
- Practical and professional ✓
- Ready for some bumps and bruises ✓
- Results focused ✓



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Case Study – Business Sales & Purchases

Whilst business sales all follow a similar process, each step in the process is nuanced and should be managed with care. The process should not only aim to maximise value for the vendor, but to overcome the potential barriers to a successful sale.

"It's the process, not the promise of a price that will sell your business"
Tom Panos

XYZ Transport was a family owned and run business that consolidated freight from several large national carriers then distributed it across a local geographical footprint. They achieved economies of scale through aggregation that larger carriers could not if doing their own last leg deliveries in that particular location.

The business consisted of 9 vehicles, 8 staff members and a warehouse used for storage and despatch. It had been on the market for 2 years with a business broker as well as by private advertisement without success. The vendors were of the view that there were "no buyers out there", their biggest mistake being they considered their business to be on the market in isolation not in competition.

A thorough Business Appraisal Valuation was conducted to establish a price range that would be acceptable to the market.

A LINK broker was engaged and the following process led to a settled sale in approximately 8 months.

The previous **Preparation of Source Documents** was inadequate. Prior to going to market with LINK, an evidentiary dossier of current source documents was prepared which demonstrated to buyers their potential lease commitment, plant & equipment value included in the sale, vehicle values and current financial information.

A thorough **Business Appraisal Valuation** was conducted to establish a price range that would be acceptable to the market. When benchmarked against actual sales of similar businesses in the same and similar industries, the previous pricing was considered to be too high. This creates a barrier for prospective buyers at first contact who may otherwise proceed further along the sale process.

Consideration was given to **Identifying Likely Buyers** which in turn informed the marketing strategy. The size and current management structure of the business made it clear that any potential buyer would need to work in the business or be able to add it to an existing enterprise; it would not suit investors with no experience. With this in mind a buyer list was developed using an in house database of registered buyers, local competitors who may consider the acquisition an opportunity to grow, and local buyers.

A combination of website marketing, a direct mail campaign and email marketing formed the basis of the **Marketing Programme**. LINK's database yielded several potential buyers who had looked at similar businesses in the last 6 months, classified by budget, location and industry. The business was advertised on 7 businesses for sale websites generating the lowest quality, but the largest number of enquiries. Following strict confidentiality processes to protect the seller's identity, 200 letters were directly mailed to industry competitors.

As enquiries came in, care was taken to **Qualify Genuine Buyers** before proceeding to inspections or providing confidential information. Phone or face-to-face meetings (without the vendor) were conducted to ascertain buyer's industry experience, finances, current employment situation and time in the market. Over the course of the business sale only 3 buyers were qualified as potential purchasers and only two were invited to attend inspections. The eventual buyer came from LINK's in house database of registered buyers.

LINK's database yielded several potential buyers who had looked at similar businesses in the last 6 months classified by budget, location and industry.

An offer was received leading to the negotiation of a **Sale and Purchase Agreement**. It is valuable to point out that this was not a back and forth negotiation on price, rather a discussion on how to eliminate the barriers to a sale proceeding.

A price was agreed to relatively quickly, leaving the main barriers as;

1. Motor vehicle values which were resolved by the broker arranging a third party valuation.
2. The buyers caution driven by limited industry knowledge resolved by a no obligation training period during Due Diligence.
3. A time gap between the buyers and sellers preferred handover date which was resolved by the seller agreeing to remain on as manager for 10 weeks after handover.

The **Due Diligence** condition of the business sale contract raised issues for the buyer in regards to the transfer of large carrier contracts from the seller to the buyer. This was anticipated by the broker prior to due diligence being entered into giving the seller the opportunity to discuss the issue with their

large carriers before contract stage. They were able to educate themselves on what would be required and prepare the carriers for the sale in advance. This was the most likely point at which the deal would not proceed and preparation was the key to moving it forward.

The **Settlement and Handover** date arrived with some nervousness. The buyer had significant changes in their personal circumstances and whilst their ability to complete the sale was not in question, the time frame was under pressure. The importance of building trust with all parties was clearly evident as the broker was called on to discuss possible alternative for training as well as the vendor's ongoing management role before settlement was finally achieved.



Troy Potter - Business Broker at LINK Gold Coast

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Along with formal business management and engineering qualifications, Troy has 18 years' experience buying, running and selling SMEs across a broad range of industries.

Make **YOUR** Dream
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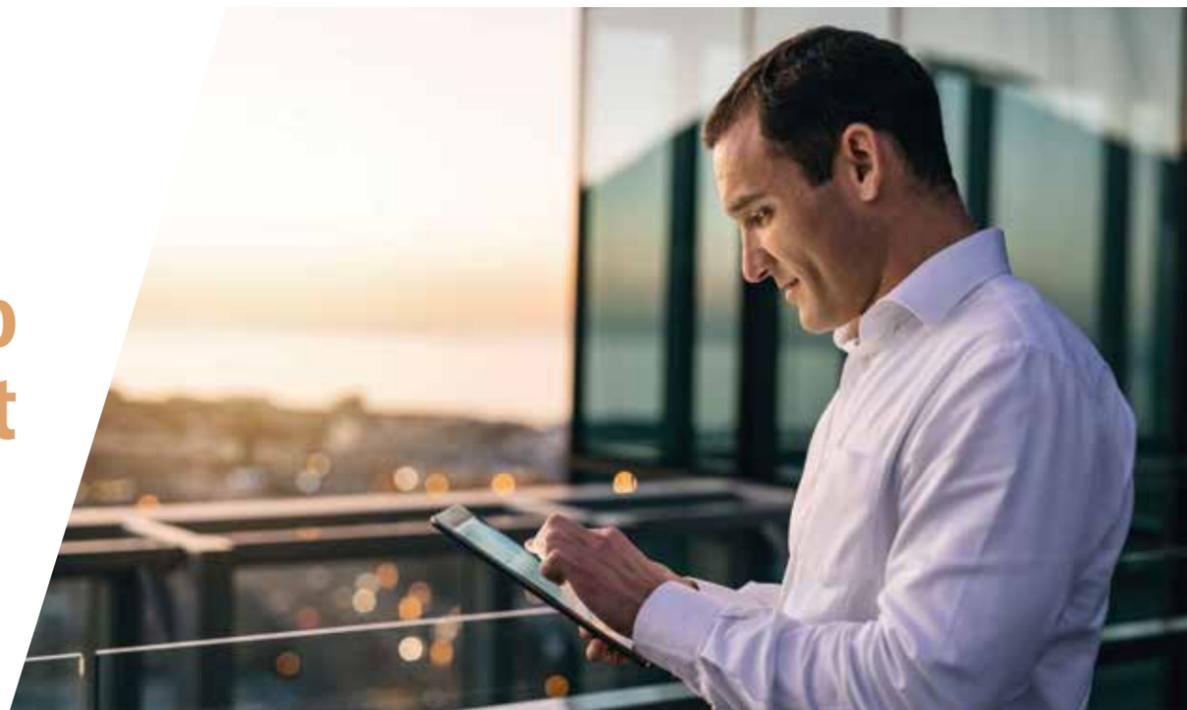
Whether you are looking for a small business or a corporate empire, we are sure to have what you want.

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or visit linkbusiness.com.au



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Case Study – The Zero Moment of Truth



After every business settlement I like to look back and review the process. This gives me an opportunity to self-evaluate to see if there are areas for improvement.

Earlier this year I was given the opportunity to market and sell one of Brisbane's most iconic seafood retailers.

The marketing was strong and a potential buyer was found. A deal was negotiated, where both parties were happy to move forward to a sale contract. This was subject to due diligence and a two week trial of a guaranteed weekly turnover.

The process was moving along nicely and the due diligence was completed with the two week trial about to start. Unfortunately, the buyer was unable to start the trial on the agreed date and pushed the trial period right to the end, in fact the trial finished the day before settlement.

Monday morning came along, the day of settlement; the bottle of Moët was chilled ready to celebrate another successful business transaction. With only 3 hours to settlement, I received the call nobody wants "Hi Roley, we have a problem, we need to talk". The two week trial of guaranteed weekly turnover came in 24% lower than what was agreed. Unfortunately, when the guaranteed weekly turnover was established, all parties did not consider factoring the seasonality of the retail seafood business. In fact, over 25% of the sales are made within the Christmas and Easter periods; hence the weekly guarantee was incorrectly calculated and unachievable for the trial period.

As you can imagine, the buyer was devastated as time and money had been invested to get to this stage. The seller had been advised not to communicate with either myself or the buyer. As the final hours of the settlement day ticked by with no communication from the seller, the buyer had no option but to terminate the contract, leaving both parties frustrated and disappointed to say the least.

One of my golden rules in life is:

"Never make long term decisions when feeling down, cranky or upset"

Over the following weeks I kept in regular contact with both parties as the dust settled, along with the emotions. I was able to rekindle the buyer's interest in the purchase of the business which brought both parties back to the table. I am pleased to say that we have now settled on the business and all parties were ecstatic with the end result.

The week after settlement, the buyer invited myself along with the seller and our families to share a meal to acknowledge the past and to celebrate the future of the business. The relationship between both parties is very strong considering the rocky road that was travelled within its journey.

Quite often a lot of deals are terminated and never revisited when people stop focusing on the bigger picture and the final outcome.

Some things to always remember:

- Always be upfront and look for the solutions
- Understand and allow for people's emotions
- Focus on a successful outcome
- Don't look for blame, don't run and hide
- Communication is the key
- Never give up
- Work with all parties including lawyers and accountants. Together you will find common ground

A good deal is "when both the buyer and the seller are happy"



Roland West - Business Broker at LINK Brisbane

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Roland has an extensive and unique view about the needs of small to corporate size businesses and what owners are required to do to prosper and maximise the value of their business.

1300 763 668 linkbusiness.com.au

We have a database of capable buyers waiting for good businesses!



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Benefits of Using a LINK Business Broker



"We know how to create and roll out an effective, tailor made marketing strategy for your business. By marketing widely we will increase the possibility of multiple offers and attain the best price for your business. We are the largest business brokerage and have the biggest reach nationally and internationally, including New Zealand, South Africa, United States and the Philippines. In order to deliver the best possible service, we have specialised business brokers. Our long history in business broking and our strict quality control measures including peer reviews ensure that your business is presented accurately and that liability is minimised, and that the sales value achieved is maximised."

LINK Marketing Information Memorandum

We will prepare a comprehensive, well presented Information Memorandum that will only be provided to qualified buyers who have signed a confidentiality agreement with us. Our view on protecting your company's information is uncompromising.



LINK Information Technology linkbusiness.com.au

LINK's powerful online search engine advertises business opportunities without disclosing confidential information.



LINK People Online Training Academy

LINK's own online training tool, adapted for each country individually and certified through our head office. This translates into proven training and operations procedures which have been documented in easy to follow sales and administration manuals incorporating appropriate policies, protocols and practices.



Business Broker Magazine

LINK publishes its own magazine, Business Broker three times a year.



LINK's Monthly E-Newsletter

Sent only to those who have registered on the LINK database.



**"40 Offices in
5 Countries"**

There are many elements to selling a business and the extent or amount of these elements vary greatly depending on the type of business in question. It's wise to think of selling your business as a process rather than just a one off event.

I'm Considering Selling My Business. Where Do I Begin?

Rarely will business sales happen overnight or in a week (unlike residential property sales). Careful and correct preparation and planning are required if you are seeking a premium price for your business.

The following 9 steps will help you make the preparations and adjustments needed to present your business in the best possible light to prospective buyers:

1. Get a Fair Market Value

Do you really know how much your business is worth?

Most business owners believe they have a thorough understanding of current market conditions, but in reality they lack critical evidence and facts about prevailing markets. The GFC meant that many business owners held on to their businesses until conditions improved for selling and the number of baby boomers preparing to sell their businesses will reach a peak in the next fifteen years. This means more sellers and fewer buyers. How will this impact on the value of your business?

How many other businesses like yours are currently on the market? What was the recent sale price for a similar business to yours? What are the global trends for your kind of business?

Don't trust your instincts, get a proper fair market appraisal for your business so you have a complete picture. If it's not what you'd hoped for or expected, then dedicate some time and energy to aspects of the business that need attention so you can realise a higher sale price.

2. Fact Checking

One question that many sellers rarely address when selling is: Would I buy this business if I knew all the inside details?

If you answer this question with a resounding YES, that's great. However, if you also knew all about the data of the current marketplace, the present and previous financial history of the business, the products, service margins, the staff, the condition and details of the lease and so on, would you buy it? If the honest answer is no, or not yet, then now is the time to prepare and position your business.

Consider the additional questions that a buyer might ask:

Is your business model clear and easily understood?

What is your unique point of difference or selling proposition compared to your competitors?

How do you separate yourself in the market?

3. Pursue Opportunities

I've seen business owners take the time to prepare and promote their business for sale only to sit back and stop putting effort into the business.

Don't think that because you are selling your business that you need to stop building it. If you take your foot off the gas it will impact your short and long term opportunities. It will devalue your business and ultimately the sale price. A buyer can see revenue and profits have taken a recent downturn.

Having a simple plan for the next few years shows a buyer that you are serious about the business continuing to perform well even when you are no longer around.

Make a list of your biggest opportunities, pick the most promising ones and develop a plan to maximise these opportunities and then implement, measure and track.

You don't have to start all the plans just make sure you have one.

Your business continues to promote an aura of moving forward and growth and clearly shows a future buyer your vision. Some businesses take longer to sell than others, so it's prudent to continue to run the business as if you are keeping it.

4. Remove Yourself

A common saying at business or marketing conferences is 'Stop working IN your business and start working ON your business'.

What does working on your business really mean? In the simplest terms it means stop doing ALL the work yourself.

For small businesses, particularly where you are the sole operator, this is difficult. You are the sales manager, account director, marketing coordinator, procurement officer, cleaner and government tax collector!

Would a potential buyer want to wear all those hats? Think about where your time is best spent and then outsource or systemise the rest. Buyers want to see that you have put systems in place that mean you are not spending more than 90 hours a week at the business; including many hours that are distracting you from working on growing your business.

I've seen sales break down when buyers (and their spouses) realise that the business for sale, while great, does not allow for any work/life balance.

Many owners are so emotionally invested in their business that they do not want to let go of any aspect. Getting a professional to help you with some areas of your business can not only save you time, but save you money and allow you to work on your business.

5. Plan to Sell

Pick the date you want to sell, then work backwards.

A business sale is not an event, it is a process that can sometimes take months to realise.

Track your gross profit and net profits regularly and make a habit of looking at ways to improve the bottom line.

Nothing excites a buyer more than a growing business.

6. Continue to Grow Assets

Continue to grow your business assets such as customer databases, website traffic or newsletter subscribers.

If your business has a social media presence like Facebook or YouTube, continue to build these customer and leads assets. Buyers will be interested in not just the numbers, but how engaged your customers are with your brand. Are you measuring these? Make a list of all your tangible and intangible assets. All of these can add value to a sale price.

7. Stop Wasting Money

If there are expenses in your business that are non-essential or no longer needed, get rid of them. For example, are you tracking advertising and marketing campaigns? How do you know if they are effective? Is your insurance the best rate? Are you paying market rent? Are you tracking your supply purchases?

Have a purpose for every dollar you spend and be able to account and explain all expenses in your profit and loss statement to a buyer. Granted, you may be running some non-essential expenses through the business for convenience, but be prepared to provide proof when the question from a buyer arises.

Look at your current expenses. Printing out a P&L from your accounting software on a monthly basis can give you a snapshot of the business' health. Examining the expenses is a good way to find where some non-essential expenses may be going. Ask yourself - are all the expenses necessary?

There are good and bad expenses, just like good and bad debt. A good expense could be a new marketing campaign, if you are tracking the return on investment on that campaign but if you are just pouring money into a print ad campaign and not tracking the results then you are just throwing money away!



Don't think that because you are selling your business that you need to stop building it. If you take your foot off the gas it will impact your short and long term opportunities.

8. Get Rid of Skeletons

Buyers looking at your business will want to know everything.

Do you have any skeletons lurking in the closet? Are there poor accounting practices, OH&S issues or a disgruntled former employee hiding in there?

The last thing you want is a buyer making you an offer then commencing a thorough due diligence process, only to find some undisclosed factors in the business that may have a dramatic effect on the business going forward or halt a sale. The cleaner your business and accounts are, the more transparent you can be and the greater confidence you'll have in selling the business. Eliminate the element of surprise wherever you can.

9. Clean Up

It sounds obvious, but few business owners looking to sell even consider this.

Selling a restaurant or cafe with a dirty or untidy kitchen or storeroom, for example, does not create a great first impression or present value to a buyer.

If essential equipment is broken, fix it.

Think of it like you are selling your car or home. Would you get a better price for your car if you washed and polished it prior to a buyer seeing it? Would a fresh coat of paint and new carpet add thousands of dollars to the sale price of your home?

This is simple stuff that is often overlooked and can be the difference between a buyer walking away or wanting to learn more.

If you are considering selling or purchasing a business in the next 12-24 months, now is a good time to begin.



Manuel Ribeiro - Director & Business Broker at LINK Sunshine Coast

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From the invaluable experience gained in the SMEs, Manuel has developed an in-depth understanding of businesses at all levels and can competently appraise/value almost any business realistically relative to current market circumstances.

BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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

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Auckland, Ellerslie
Auckland, North Shore
Bay of Plenty
Christchurch & South Island
Northland
Waikato
Wellington

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For further LINK Franchising Opportunities please contact Aaron Toresen, Director of the LINK Group -
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Cape Town CBD and West Coast
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Durban West
East London
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Businesses for sale - \$1 million plus

Franchise Gym on Steroids!

ref: BR00113



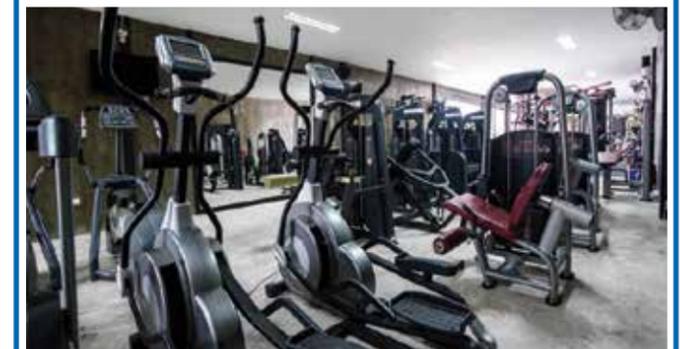
One of Australia's very best performing franchise gyms.

- Superb range of equipment, fully unencumbered
- Very solid return on investment
- Huge membership base
- 95% of income is direct debit
- Netting \$1.5m+ per annum

Location: Brisbane **Asking Price:** \$4,900,000
Dustin Slypen 0425 121 788 / dustin.slypen@linkbusiness.com.au

Cluster of Franchise Gyms

ref: BR00177



These 24/7 gyms are well established with an exceptional reputation.

- Under excellent management structure with quality systems in place
- Superb range of equipment, fully unencumbered
- Very solid return on investment, Ideal passive investment
- Consistent membership base at each of the locations
- Excellent secure leases in place
- 95% of income is direct debit = Steady income from the day you take over!

Location: Brisbane **Asking Price:** \$1,769,000
Dustin Slypen 0425 121 788 / dustin.slypen@linkbusiness.com.au

Highly Profitable Pool & Spa Construction

ref: BR00290



Long established and highly profitable pool and spa construction business for sale, over 30 year's history and currently returning a working owners in excess of \$600,000 per year. Design, council approval, construction and landscaping/pool fencing. Easy 5 day a week business. Accredited with the Manga Pool Systems assuring customer comfort

- Huge new residential estates opening within 2km of the store
- New lease available at market rent with long lease term
- Plant and equipment value of \$200,000 included in price
- Seller willing to stay on to train new owner

Location: Brisbane Northside **Asking Price:** \$1,200,000
Frank Willett 0415 288 954 / frank.willett@linkbusiness.com.au

Successful RTO in the Fitness Industry

ref: BR00334



This is a very well established and successful RTO with excellent contracts in place across schools and government organisations.

- Low overheads
- Easy to re-locate
- Great staff and trainers
- Excellent relationships with a range of clients
- Huge growth potential
- Very solid ROI

Location: Brisbane **Asking Price:** \$1,555,000
Dustin Slypen 0425 121 788 / dustin.slypen@linkbusiness.com.au

Unique Dairy Production Business – First Time Sale! ref: BR00223



This family run business produces high quality cheese products using traditional, age-old recipes. Servicing a large network of wholesalers and restaurants / deli's this business primarily supplies gourmet halloumi and has experienced massive growth since inception.

- Sales in excess of \$1.4M
- Very strong profits
- Established 15 years
- Great opportunity for future growth

Location: Brisbane South **Asking Price:** \$2,500,000 plus SAV
Roland West 0450 484 008 / roland.west@linkbusiness.com.au

Crane/Forklift Hire Business for Sale SE QLD ref: BR00261



This long established SE Queensland based crane/forklift hire business is being offered for sale for the first time.

- Established since 1996
- Providing specialised wet hire services to a key number of blue chip clients
- Excellent niche in the market place
- Perfectly primed to be expanded nationally
- Equipment valued at more than \$1.1M

Location: Brisbane **Asking Price:** \$1,600,000 WIWO
Vince Konig 0430 332 208 / vince.konig@linkbusiness.com.au

Aged Care Funding Programs in the Australian Health Industry ref: GC00209



Extensive medical database is your platform to connect with health service providers, medical centres, home doctor services and patients.

- Enormous networking opportunities and marketing / advertising in the Health Industry for My Aged Care & NDIS by leveraging this company's services
- Access to an estimated 14,430,000 medical centre patients includes repeat patients and growing
- Ideally suited for investors, corporations, marketing companies and allied service providers

Location: Gold Coast **Asking Price:** \$3,500,000
Alan Minshull 0498 955 890 / alan.minshull@linkbusiness.com.au

\$841,696 NET ref: GC00176



This is a real business making a fortune!
Average Net of \$841,696 over last 4 years.

- Specialists in concrete kerb and guttering
- 27 years and still going strong
- Excellent contracts, long list of customers and more work than you can poke a stick at
- Good equipment, solid and reliable crew
- Can run this business from the office

Location: Gold Coast **Asking Price:** \$2,190,000 plus Stock
Tim Craft 0411 874 452 / tim.craft@linkbusiness.com.au

Engineering Business For Sale ref: GC00181



Well established engineering business which along with general engineering projects also specialises in other areas.

- 3 different income streams
- OEM of own brand trademarked equipment. Sold internationally
- Agents and customers worldwide
- Diversification into general engineering projects
- Excellent reputation with plenty of new and return business
- Can run under management. Full engineering team in place
- Ideal for any engineer or as a bolt-on for a larger company

Location: Gold Coast **Asking Price:** \$2,500,000
Glen Dixon 0410 517 000 / glen.dixon@linkbusiness.com.au

Iconic Home Building Franchise ref: GC00134



Revenue for 2016 \$26M - EBITD 4% + Expected 20% increase in revenue for 2017.
On offer:

1. Business for sale at \$2.2m	5. 1 x display home \$879k
2. Head Office Freehold \$950k	6. 2 more display homes ready in 2018
3. 1 x Display home \$740k	7. Option to buy or lease
4. 1 x Display home \$779k	8. Plus work-in-progress

Location: Gold Coast **Asking Price:** \$2,200,000 plus Freehold plus WIP
Guy Cooper 0431 227 644 / guy.cooper@linkbusiness.com.au

Swimming Pool and Spa Construction Business ref: GC00205



Established for over 30 years is one of the largest businesses on the Gold Coast and Northern NSW region, specialising in the construction of in-ground concrete swimming pools and spas.

- With a reputation second to none for quality and service, this business is extremely busy and currently has over \$400,000 in contracts booked and with deposits taken.

- The owner will assist with the handover and all current contracts at the time of settlement will carry over to the new owner, giving the buyer immediate work and cash-flow.
- This presents the perfect opportunity for a new owner to hit the ground running and capitalise on the contracts in place and continue to grow the business.
- All work is completed by contractors that have worked for this business for many years. This offers the buyer a truly unique opportunity to manage and contract out any aspect of the business with no staff on the payroll.
- The business office is home-based, allowing the buyer to relocate the office to where ever they feel offers the best commercial advantage.
- Plant & equipment is not included in this sale as all contractors provide their own equipment.
- Return to a working owner in excess of \$500,000.

Location: Gold Coast **Asking Price:** \$1,200,000
Alan Minshull 0498 955 890 / alan.minshull@linkbusiness.com.au

Custom Joinery Manufacturing Business ref:13965



Profitable niche manufacturer providing architectural design, manufacture and construction of all forms of custom made joinery, including kitchen and bathroom units, entertainment furniture for media rooms and free standing furniture for a variety of applications for a large number of well-known architects and builders.

- Offered for sale the first time in 25 years
- Selling price includes stock of approx. \$65,000
- Excellent CAD/CAM systems and CNC manufacturing equipment in place. Experienced skilled workforce of 23
- High level of repeat business. Easily run under management

Location: Sunshine Coast **Asking Price:** \$2,250,000 WIWO
David Morris 0410 716 025 / david.morris@linkbusiness.com.au

Leading Producer of RV Camping/Caravan Guide Books & Apps ref: SC00046



This successful and well-known business produces a comprehensive range of Australia's leading recreational vehicle camping guide books and navigation tools.

- Sold more than 640,000 printed book copies in Australia
- Also offers an innovative App in the digital market to complement the printed guides
- Most recognised guide in Australia
- Huge potential to grow into the digital market
- Lifestyle business
- Excellent returns of investment of over 30%

Location: Australia Wide **Asking Price:** \$1,800,000 plus Stock
Wim Janssen 04514 074 099 / wim.janssen@linkbusiness.com.au

Unique Daintree Organic Ice Cream Factory ref: NQ00019



Once in a life time opportunity to own an iconic business and a piece of the historical Daintree rainforest featuring:-

- The Business – unique & authentic organic ice cream factory in the tropics
- No competition for this exceptional product in the area
- Sale includes the Intellectual Property Rights to all original & exclusive recipes
- Current liquor license - it is believed there will be no further liquor licenses issued in the area

Location: Northern Queensland **Asking Price:** POA
Wendy Treacey 0404 823 116 / wendy.treacey@linkbusiness.com.au

Sydney's Finest Café and Restaurant ref: NSW00495



This incredible business is run entirely under management and represents an excellent passive investment opportunity. This business is of the highest standard in the market place today, while keeping a humble approach to customers and community alike.

- Gross sales exceed \$4m in turnover
- Rental expenses at just 4.25% of revenue
- Excellent lease with 5 x 5 x 5 remaining
- Strong profit returns to the owner at 25%
- Excellent financial records available to an approved purchaser

Location: Sydney CBD **Asking Price:** \$3,000,000
Dan Levitus 0450 326 146 / dan.levitus@linkbusiness.com.au

Tour Operator Island Cruises ref: SC00047



This unique, reputable and well-known business offers exquisite reef, lagoon, pontoon and Island experiences to the Southern parts of the Great Barrier Reef. It holds the advantage to access a pontoon at Lady Musgrave Island Reef daily with 300 visitors.

- This permit is the only one of its kind on Great Barrier Reef with unique combination of Island, Coral lagoon & Pontoon access
- Permit includes 5 moorings for ancillary vessels at the pontoon site and daily visitor access to Lady Musgrave Island
- Includes glass-bottom boats, semi-submersible, dive/fishing vessel, passenger transfer boats, shore-based pontoon & moorings and 23 years of intellectual property

Location: Bundaberg & Wide Bay **Asking Price:** POA
Wim Janssen 0451 074 099 / wim.janssen@linkbusiness.com.au

Online Lifestyle Business – Dieting Meal Plans ref: SC00055



Targeting the Australia, New Zealand, USA and UK markets, this online business provides complete weight loss meal plans within a rapidly growing industry.

Carefully designed with known calorie levels, carbohydrate content and protein content, and offered to customers based on their personal needs. Diet selection based on age, gender, height, frame size, current weight and current level of exercise.

Website can be easily extended, step by step, into different cultures and languages, with added special dietary needs and add-on products including recipe or lifestyle books and branded merchandise.

Location: Australia Wide **Asking Price:** \$1,000,000
Wim Janssen 0451 074 099 / wim.janssen@linkbusiness.com.au

Major Earthmoving and Demolition Business ref: NSW00501



Opportunity to acquire a well-reputed industry leader in civil construction operations, providing earthworks and demolition services to large projects in the Greater Sydney region.

- Long history of successful high-profile projects
- Average net profit \$750k+
- Well maintained plant & equipment
- Full range of services – no jobs too large
- Extensive list of forward orders & projects

Location: Greater Sydney Region **Asking Price:** \$3,000,000
Victor Whiteley (02) 9899 1999 / victor.whiteley@linkbusiness.com.au
Bernard Bornstein (02) 9899 1999 / bernard.bornstein@linkbusiness.com.au

Highly Profitable Mechanic Workshop ref: NSW00554



This business has an incredible trading history and is extremely well regarded within the industry. Its approach to mechanical repairs and upgrades has allowed the business to capture a niche part of the market.

- Incredible trading history with full financials available
- EBIDTA in excess of \$700,00 per annum
- Revenue in excess of \$4,000,000 per annum
- Excellent reputation
- The plant and equipment can handle additional 50% capacity

Location: Sydney CBD **Asking Price:** \$2,250,000
Dan Levitus 0450 326 146 / dan.levitus@linkbusiness.com.au

Beachside Café with Exceptional Position ref: NSW08114



Consistent trading over \$44,000 per week, with very little seasonality for the area.
Run under management owner not present in the business. Must improve with owner involvement.
Breakfast, lunch and dinner 7 days a week with beach front views and outdoor seating the cafe has a beach easy vibe. Days doing well opportunity to increase night turnover.
Warm friendly service backed up by great food, delicious drinks and good coffee in a 'one of a kind' location.
Recently renovated nothing to spend!

Location: Sydney **Asking Price:** \$1,100,000 plus Stock ONO
Matthew Page 0418 115 204 / matthew.page@linkbusiness.com.au

Automotive Acquisition Opportunity ref: NSW08201



Founded over 35 years ago in a small speed workshop where they once operated in, this business is now a leader in its field, built on a long term consistency of being a specialist in aftermarket automotive components.
Their success has primarily come from word of mouth and a good online presence, with a high level of clientele in their system ranging from the general public to hobby specialists, engine reconditionists and hot rodders.
With new energy in the business, this business has the opportunity to grow even further! All training will be provided.

Location: Western Sydney **Asking Price:** \$1,200,000
Marco Gentili 0404 805 222 / marco.gentili@linkbusiness.com.au

Australia's #1 Store for Leading Café Franchise ref: 14594



Remarkable opportunity to acquire this first time for sale and leading café franchise.

- 6.1% occupancy costs
- Security of tenure to 2033
- Location! Location! Location!
- Full training package and ongoing support provided from the franchisor
- Existing business with full financial statements available

Location: Brisbane Northside **Asking Price:** \$1,300,000
Daniel Burrows 0450 907 396 / daniel.burrows@linkbusiness.com.au

Multi Retail Site SME - Unique Hospitality brand ref: BR00311



Opportunity to acquire a multi-store corporately owned hospitality brand.

- Established over 10 years
- Food manufacturing and multiple retail outlets
- Fully managed with retail ops manager & production ops manager
- Niche, in house product offering with synergies to other existing brands
- Franchising/licensing opportunities

Location: Greater Brisbane Region **Asking Price:** \$5,600,000 plus SAV
Daniel Burrows 0450 907 396 / daniel.burrows@linkbusiness.com.au

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NSW Est. Clinic (DWS + RRMA 5) - Accredited ref: NSW08058



- Established practice with \$550-\$650K pa profit and growing!
- Four more drs under process to commence before the end of 2017
- Plenty of room for upstairs expansion for specialist suites and/or day surgery
- Owners are looking to go to market at around \$2m

Location: Riverina, NSW **Asking Price:** \$2,000,000
Sally Stuart 0437 082 045 / sally.stuart@linkbusiness.com.au

Childcare Centre in Brisbane for Sale ref: BR00333



Well established childcare business for sale on Brisbane's north side, good occupancy, experienced director, purpose built centre, could easily be remotely managed.

- Licensed for 75 children
- NE Brisbane CBD
- New 10 year lease with 10 year option
- Currently running 85% occupancy

Location: Brisbane Region **Asking Price:** \$1,400,000
David Hall 0426 253 042 / david.hall@linkbusiness.com.au

Regional Childcare Business For Sale ref: BR00326



Modern centre servicing multiple towns in a farming district in the granite belt, well managed by the experienced director and stable staff. This centre has had a steady income for many years and could easily be managed remotely. The centre is 65 places and was architecturally designed for child care. The centre receives government funding due to the remote location and students.
This opportunity is both freehold and leasehold, it is well worth further investigation.

Location: Granite Belt Region **Asking Price:** \$2,100,000
David Hall 0426 253 042 / david.hall@linkbusiness.com.au

Unique Fruit & Veg Shop - Southside of Brisbane ref: BR00314

This awesome unique fruit and veg shop is located in a very popular and busy shopping centre on the Southside of Brisbane!

- \$40,000 per week in sales!
- Rent is less than 10% of turnover
- Long secure lease
- Great position in the shopping centre
- Fully staffed
- A small juice bar is included in the sale



Location: Brisbane **Asking Price:** \$290,000 plus SAV
David Zhang 0407 468 414 / david.zhang@linkbusiness.com.au

Profitable Sushi Restaurant - Inner City ref: BR00317

This well-established sushi restaurant located at CBD Fringe. \$40,000 weekly sales.

- Over \$2m annual turnover!
- Rent is only 6.5% of the sales!
- Long and secure lease
- Fully management. No competition
- Well established and self order system installed.
- Not franchise business. Training will be provided



Location: Brisbane **Asking Price:** \$890,000 plus SAV
David Zhang 0407 468 414 / david.zhang@linkbusiness.com.au

Brisbane's Best Brazilian Restaurant ref: BR00289

Great opportunity to acquire this first time for sale and leading Brazilian restaurant. This is Brisbane's most awarded South American style dining venue, original owners now looking to retire.

This one of a kind restaurant has an outstanding reputation in the industry second to none! Great location.

One of a kind style dining venue. Long lease. Huge potential to increase sales. Full training provided by the seller



Location: Brisbane CBD **Asking Price:** \$499,000
Frank Willett 0415 288 954 / frank.willett@linkbusiness.com.au

Entry Level Childcare Centre and Freehold ref: BR00332

Unique childcare business and freehold opportunity for sale, locate in regional Queensland and established in 2008.

This centre is licensed for 42 children, servicing the town and the surrounding farming community. The business is also for sale without the freehold. The centre was formerly a state government kindergarten and is on 2292m² of land with three street frontage.



Location: Southern Queensland **Asking Price:** \$260,000
David Hall 0426 253 042 / david.hall@linkbusiness.com.au

Calling All 4 Wheel Drive Motoring Enthusiasts! ref: 14213

Well established registered training organisation providing training and education to a large base of corporations and also to the public.

Opportunity to grow the business by setting up a Franchise model as a Franchise program has already been developed.

Will suit a new owner with basic business skills and a basic knowledge of the VET training sector and R.T.O. requirements.



Location: Brisbane Northside **Asking Price:** \$395,000 WIWO
Garth Nell 0406 109 150 / garth.nell@linkbusiness.com.au

A Great Modern Cafe in Brisbane CBD ref: BR00101

Located in the centre of Brisbane CBD with massive foot traffic.

- Monday to Friday business
- Beautiful fit-out and well set up kitchen in good working condition
- Seating around 60 pax
- 7 years lease in place, excellent rent
- Good turnover with good net profit
- Experienced staff in place



Location: Brisbane **Asking Price:** \$250,000 plus SAV
Christina Li 0405 613 788 / christina.li@linkbusiness.com.au

A Great 5 Day Cafe in Brisbane CBD ref: BR00213

This great café is a well established business, located in the centre of Brisbane's CBD with massive foot traffic

- Monday to Friday business
- Beautiful fit-out and well set up kitchen in good working condition
- Seating around 30 pax
- Long lease in place, excellent rent
- Good turnover with good net profit, experienced staff



Location: Brisbane CBD **Asking Price:** \$268,000 plus SAV
Christina Li 0405 613 788 / christina.li@linkbusiness.com.au

Hydraulic Repairs and Sales Business ref: 14569

A successful North Brisbane business owner seeking to move on, has created a unique opportunity for someone to purchase a long – established and highly profitable Hydraulic services business. Enterprises of this nature offer their owners excellent stable and consistent income with further growth potential and hence they are tightly held and hard to obtain.



Location: Brisbane Northside **Asking Price:** \$275,000 WIWO
Garth Nell 0406 109 150 / garth.nell@linkbusiness.com.au

Large Asian Supermarket ref: BR00236

Large and busy Asian supermarket for sale on Brisbane's Southside.

New well equipped operation in a large business premise.

Good location in a busy shopping centre.

Exclusive use for Asian Supermarket from landlord.

Good lease and low rent. Huge potential to improve.

All equipment in good working order.



Location: Brisbane **Asking Price:** \$250,000 plus SAV
Kevin Li 0451 505 168 / kevin.li@linkbusiness.com.au

Fast Food Asian Takeaway ref: BR00248

The go-to shop for authentic Chinese dumplings and other tasty Asian specialties in a very convenient location within a popular shopping centre.

Strong consistent sales, and increasing.

Easy to operate, you do not need a chef.

Under management.

If owner working at shop at least \$250,000+ net profit per year.

Full training available.



Location: Brisbane **Asking Price:** \$625,000 plus SAV
Kevin Li 0451 505 168 / kevin.li@linkbusiness.com.au

Very Profitable Import Business ref: 14819

Long established family owned and operated premier supplier of superior compressors in Australia.

- Long lease available
- Net return to owner operator \$225k pa
- Opportunity to substantially increase revenue
- Ongoing supplier contracts
- No technical skills required



Location: Brisbane South **Asking Price:** \$595,000 plus SAV
Paul McIlroy 0426 263 918 / paul.mcilroy@linkbusiness.com.au

Rare Commercial Cleaning Business ref: BR00232

An amazing opportunity to purchase an industry leading business that has been operating for over 29 years. Focusing on water damage restoration, mold removal, disaster and decontamination services.

- Large turnover with strong profits
- One stop service provider in this sector
- Accountants financials available
- Easy to run business. Well trained & reliable staff
- Huge list of plant & equipment



Location: Brisbane North **Asking Price:** \$945,000 plus SAV
Roland West 0450 484 008 / roland.west@linkbusiness.com.au

Profitable Dental Centre Brisbane North Side ref: BR00219

Well established Dental Practice is a preferred provider to Medibank and BUPA and has been established for over 40 years. Gross Income in excess of \$480k p.a. with potential for growth.

There are facilities for 3 surgeries, with two surgeries fully operational. The practice has a huge database of patients (approx. 3,500) with most of them residing in the area.



Location: Brisbane Region **Asking Price:** \$260,000 WIWO
Garth Nell 0406 109 150 / garth.nell@linkbusiness.com.au

Southside Cafe ref: BR00279

Solid café located in the suburbs.

- Selling 25kg coffee per week
- Free car parking offered
- Adjacent to two major retailers and a children's playground
- First café at shopping entrance
- Light meals – No chef required



Location: Brisbane CBD **Asking Price:** \$250,000 plus SAV
Kevin Li 0451 505 168 / kevin.li@linkbusiness.com.au

Signage Design / Manufacture / Install ref: 14159

Regarded as the leading, high quality signage business in the greater Brisbane South East, working with clients to maximise their business and brand exposure through quality commercial and vehicle signage.

Established 2007. Loyal repeat customer base including referrals.

Fully fitted design studio and workshop.

Turnover and profits increasing year-on-year.

Easy to run with minimal overheads.



Location: Brisbane **Asking Price:** \$345,000 plus SAV
Paul McIlroy 0426 263 918 / paul.mcilroy@linkbusiness.com.au

Modern Japanese Sushi Outlet ref: BR00221

- Massive foot traffic
- Modern fit-out including commercial kitchen in good working condition
- Currently run under fully management
- High turnover
- Fantastic net profit
- Long lease with reasonable rent



Location: Brisbane CBD **Asking Price:** \$450,000 plus SAV
Christina Li 0405 613 788 / christina.li@linkbusiness.com.au

Rubbish Removal

ref: 14751

- Established 9 years, current owner 9 years
- Equipment value at approx. \$50k+ for equipment loan purposes
- Comes with 2 tipper trucks, plus serviceable Skip Bins
- Also comes with a Fantastic website presence for booking online
- Not a Franchise
- Currently operated by 1 owner plus casual workers as required



Location: Brisbane, Southside **Asking Price:** \$165,000
Kevin Hurst 0417 425 243 / kevin.hurst@linkbusiness.com.au

Panel & Spray Paint Repair Workshop

ref: GC00180

Business very well established, services all major insurance companies.

Trades 5 Days Mon-Fri 7.30am-4pm.

New lease available to qualified buyers. Building size 900m² approx. total under roof plus holding yard.

Rent \$2,310 per week + outgoings & GST, sensational rent % to turnover.

Consistently turning over \$2.5m for the last 3+ financial years.

Huge Net Profit to hands-on operators. Freehold property available to purchase.

Location: Southside **Asking Price:** \$485,000 WIWO
Kevin Hurst 0417 425 243 / kevin.hurst@linkbusiness.com.au



Well Established Jewellery Business

ref: BR00292

The current owner has operated the business for the last 16 years and its time to move on. The business employs qualified jewellers who manufacture and repair jewellery, in addition to the retail component.

- Well known and established
- Lots of repeat customers
- Fit-out and equipment estimated to be worth approx. \$200,000. Recently renovated with new lease
- Located in an upper middle suburb of Brisbane



Location: Brisbane **Asking Price:** \$460,000 plus SAV
Vince Konig 0430 332 208 / vince.konig@linkbusiness.com.au

Best Lifestyle & Work Mechanical Business

ref: GC00173

No expense spared in the set-up and it has plenty of room to grow.

- Turnover of \$1.2m + over the last 3 years
- Boats a huge well-equipped workshop bays and has capacity to spare
- Specialist in European vehicle needs
- Quality services
- A loyal and stable group of staff
- Well established and repeat customer base



Location: Brisbane Bayside **Asking Price:** \$395,000 plus Stock
Chris Cooper 0403 865 959 / chriscooper.gc@linkbusiness.com.au

Distribution Business

ref: 13930



Price includes 2 late model Mitsubishi refrigerated trucks & equipment (approx. value \$110k plus).

- Servicing approx. 370 long established industrial customers including industrial/office lunch rooms plus some cafés/takeaways
- Distributing Pauls/Parmalat range also to approx. 50 homes
- Trades 5 days Monday-Friday. Owner drives 1 half day per week
- 2 full time delivery drivers are employed at approx. \$45k each per year

Location: Brisbane, Southside **Asking Price:** \$175,000
Kevin Hurst 0417 425 243 / kevin.hurst@linkbusiness.com.au

Licensed Cafe & Restaurant Franchise

ref: GC00211

Busy well known licenced cafe and restaurant Franchise located within easy reach from the Brisbane CBD.

- Trades early morning to late evening
- Large menu featuring quality, delicious food and drink options. Indoors or alfresco style dining. Seating over 100 customers
- Immaculate fully equipped kitchen and restaurant
- This opportunity ideally suited for a hands-on operator or family with industry experience ready to grow this business



Location: Brisbane **Asking Price:** \$149,000 plus Stock
Alan Minshull 0498 955 890 / alan.minshull@linkbusiness.com.au

Michel's Patisserie - Brisbane Northside For Sale

ref: BR00316

Australia's largest patisserie chain specialising in decadent cakes, French inspired pastries, mouth-watering savouries and exclusive award-winning coffee.

- Successfully running for over 13 years, first time on the market
- No major competition in the centre
- Steady annual sales between \$560,000 - \$570,000
- 25kg to 30kg coffee per week
- Easy to run and would suit a family or couple operator



Location: Brisbane **Asking Price:** \$195,000 plus SAV
David Zhang 0407 468 414 / david.zhang@linkbusiness.com.au

Night Owl Convenience Store

ref: BR00231

Very well presented store prominently located West of Brisbane.

The business offers:

- Very secure lease on reasonable terms
- Profit and maintainable earnings
- Modern image and fit-out
- High exposure
- Accountants financials



Location: Brisbane **Asking Price:** \$275,000 plus SAV
Blair Luckman 0433 227 997 / blair.luckman@linkbusiness.com.au

Family Coffee Franchise Brisbane

ref: BR00193

Michel's Patisserie is centrally located within busy shopping center with Anchor tenants such as Coles and Woolworths. Located in a growing population area this business is well placed for ongoing future maintainable earnings.

- High net profit to working owner
- Financials for your accountant or bank
- Good coffee and food mix
- Ample seating
- Franchise systems and procedures = proven success



Location: Bayside Brisbane **Asking Price:** \$148,000 plus SAV
Blair Luckman 0433 227 997 / blair.luckman@linkbusiness.com.au

Buy Into One of the best Franchise Systems

ref: BR00063

Perfectly positioned business to business opportunity in the heart of a strong industrial precinct. This business shows solid profits, backed by one of the best franchise systems in the world.

Work on your business, not in your business

Lease: Negotiable for a long lease

Rent: LOW RENT less than \$500 per week

Trading Days: Monday to Friday only

Profit: \$90,000 per annum



Location: Brisbane Westside **Asking Price:** \$150,000 plus SAV
Vince Konig 0430 332 208 / vince.koing@linkbusiness.com.au

Long Established Convenience Store

ref: BR00306

Opportunity to acquire a profitable convenience store located on one of Brisbane's busiest roads.

- Long lease with further options
- Sales exceed \$30,000 per week
- Opportunity to increase revenue
- No technical skills required
- Minimal staff needed to operate



Location: Brisbane North **Asking Price:** \$285,000 plus SAV
Paul McIlroy 0426 263 918 / paul.mcilroy@linkbusiness.com.au

Great Tyre Retailer Rarely Available

ref: BR00199

The business is located on the southside of Brisbane in a popular growth corridor.

- Well established and good reputation
- Strong Franchisor support marketing
- Strong business operation
- Extensive training provided for right person

Good business acumen required but not experience necessary.



Location: Brisbane South **Asking Price:** \$575,000 plus SAV
Chris Cooper 0403 865 959 / chriscooper.bris@linkbusiness.com.au

Asking 1.5 Times Multiple

ref: 13606

Sub sandwich franchise located in very busy Brisbane CBD location.

Under management.

Accountants books and records.

Refurbished in 2015 to current standard.



Location: Brisbane CBD **Asking Price:** \$170,000 plus SAV
Blair Luckman 0433 227 997 / blair.luckman@linkbusiness.com.au

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Offices in **Brisbane** **Gold Coast** **North Queensland** **Sydney**
Sunshine Coast **Newcastle** **Tasmania** **Perth**



The authority on selling businesses

Lighting installation, Test and Tag Business for Sale ref: BR00260

New Australian lighting company that offers a unique, cost effective service ideally suitable to commercial outlets, retailers and domestic customers. Our Gold Coast franchise territory is being offered for sale and is already producing considerable turnover with a huge and impressive growing client base.



This business also provides test and tag services, as well as all of your lighting globe testing and replacements.

Location: Gold Coast **Asking Price:** \$59,500
Frank Willett 0415 288 954 / frank.willett@linkbusiness.com.au

Refrigeration Transport / Distribution ref: GC00157

Established transport company, servicing Gold Coast region, Brisbane and northern NSW.

Home based business established for over 17 years with customer database.

Two purpose built, fully equipped refrigerated trucks sold with the business, valued over \$150k. The business operates with 3 full-time employees.

Sales revenue of \$580k pa with a healthy EBITDA of over \$170k pa. Great business opportunity for an owner/driver to make more \$\$\$.



Location: Gold Coast **Asking Price:** \$395,000 WIWO
Baz Sanjakdar 0412 488 008 / baz.sanjakdar@linkbusiness.com.au

Air-Conditioning & Refrigeration Sales/Service ref: GC00207

Sales Revenue: \$500k plus. Owner/operator should net \$128k plus.

- Established Gold Coast for 20+ year
- Provides commercial, industrial and residential refrigeration and air conditioning solutions
- Includes two full fitted-out vans
- Large database of regular customers
- Will suit qualified air conditioning and refrigeration technician



Location: Gold Coast **Asking Price:** \$125,000 WIWO
Guy Cooper 0431 227 644 / guy.cooper@linkbusiness.com.au

Timber Doors & Windows ref: 14809

Net Profit \$200k+

Established 7 years on the Gold Coast with well recognised name. Consistent trading history with increased sales and net profit year after year.

Proudly Australian-made with no imported products. This business is renowned for its high quality product range. Extremely low rent. Approximately 2% of the annual turnover. Owner does quotes/administration and has fully trained staff in the workshop. No QBCC builder's licence required.



Location: Gold Coast **Asking Price:** \$350,000 plus Stock
Myron Plumb 0415 303 370 / myron.plumb@linkbusiness.com.au

Gold Coast Cafe Fully Licensed ref: GC00195

Weekly turnover \$10,000 > \$12,000 trading 7 days and no nights.

- Prestige restaurant and a full commercial kitchen set-up including walk in cool-room plus a new bar
- Very low rent with a long and secure lease in place
- There is nothing to spend as the business has high end top of the line plant & equipment
- Seating inside & out for approx. 60 customers



Location: Gold Coast **Asking Price:** \$198,000 plus Stock
Graham Tippett 0418 782 082 / graham.tippett@linkbusiness.com.au

Sandwich Bar / Cafe ref: GC00198

Excellent presented fit-out, with a fully equipped kitchen and service counter.

Trading 6.5 days a week, offering breakfast and lunch menu - no dinner trade.

Regular daily repeat clientele from surrounding office blocks and residential towers. Strong trading figures with excellent profit margins over approx. \$150,000 pa.

Good long lease with reasonable rent of \$40,000 pa. ROI in less than 2 years.



Location: Gold Coast **Asking Price:** \$220,000 plus Stock
Baz Sanjakdar 0412 488 008 / baz.sanjakdar@linkbusiness.com.au

Building and Maintenance Company ref: GC00190

Building and maintenance company that is growing bigger by the day. The current owner cannot cope with the work load due to other businesses and we have been instructed to sell.

- General building maintenance, water-proofing and leaking showers, general renovations, roof leaks, plaster and repair work. Vehicle included
- Sales last year exceeded \$800k and will significantly increase this year



Location: Gold Coast **Asking Price:** \$395,000
Glen Dixon 0410 517 000 / glen.dixon@linkbusiness.com.au

Events Management Business ref: GC00155

Normalised Earnings 2016/17 \$479,872 (Est).

Well established with successful track record. High percentage of repeat business and long loyal standing clients. Owners receive generous wages plus dividends. Income is received upfront, minimal working capital required.

Short working year and plenty of time off for holidays. Service provider business specialising in education, training and employment exhibitions. Home based, can be operated from anywhere in Australia.



Location: Gold Coast **Asking Price:** POA
Guy Cooper 0431 227 644 / guy.cooper@linkbusiness.com.au

Crypto Currency Teller Machines - Australia Wide ref: GC00212

Australia's first brand of Crypto Currency Teller Machines offering secure privacy booths.

- User-friendly machine allows consumers to buy, sell and trade Bitcoin and other digital currencies
- Currently 1,500 machines globally with only 14 operating in Australia. Fantastic return on every transaction
- No need for software and hardware maintenance, cash handling or servicing - this brand does it all for you! 100% cash-flow positive - no working capital required



Location: Gold Coast **Asking Price:** \$89,000 plus GST per machine
Myron Plumb 0415 303 370 / myron.plumb@linkbusiness.com.au

No Muff Too Tuff Custom Exhaust & Mechanical ref: GC00192

"Mufflers To The Max" has been supplying and installing, fabricating full systems and custom exhausts systems for around 25 years.

It is a One Stop shop that boasts;

- Huge well-equipped workshop
- Performs repairs and custom fabrication to anything with a motor
- Full mechanical capability. Supplier of wheels and tyres
- Online business for the enthusiast



Location: Gold Coast **Asking Price:** \$225,000
Chris Cooper 0403 865 959 / chriscooper.gc@linkbusiness.com.au

Pizza / Pasta / Fish & Chips ref: GC00189

Established for 11 years same owner.

Trading 4pm-8.30pm, 6 days pw - closed Mon. Located in a residential shopping centre.

Regular repeat local clientele.

Staffing in place with owner working 30 hrs pw.

Huge potential for improvement.

Strong trading based on short hours.

Ideally suited to a family or owner/operator.

Fully equipped kitchen.



Location: Gold Coast **Asking Price:** \$150,000 plus Stock
Baz Sanjakdar 0412 488 008 / baz.sanjakdar@linkbusiness.com.au

Unique Fresh Food Franchise ref: GC00208

This business has the answer by allowing their customers to design their own meals. Its low fat, low carb, is quick, great value and tastes fantastic. This business has a loyal customer base and high-volume catering sales.

- Customer dining seats 12 inside & 8 outside
- Accountants financials
- Easy systemised franchise model
- No refurbishment requirements
- Long term lease & low rent



Location: Gold Coast **Asking Price:** \$270,000 plus Stock
Alan Minshull 0498 955 890 / alan.minshull@linkbusiness.com.au

Busy Gold Coast Cafe ref: GC00110

Net Profit \$237,000 (for working owner).

- Est. for 14yrs with a very popular name
- No competition in local precinct
- Business operates with very loyal staff
- Turnkey operation with strong systems and procedures in place
- Good lease with long tenancy available. Rent is only \$8,000 per month
- Consistent sales of \$17,000 per week
- Owner works minimal hours and is only present for opening and closing



Location: Gold Coast **Asking Price:** \$350,000 plus Stock
Myron Plumb 0415 303 370 / myron.plumb@linkbusiness.com.au

Snack Bar on Steroids ref: 14596

\$60,000 sales per week

- Huge premises supports multiple income streams. Immaculate food vans servicing the fast growing local areas
- 2,000 employees within 1km radius
- Substantial commercial kitchen
- Excellent lease that is less than 3% of the turnover with a further 5x5 year options
- Delivers flexibility & further growth potential with no restrictions of trade
- Weekday close at 3pm, a short half day to 12 on Saturday



Location: Gold Coast **Asking Price:** \$950,000 plus Stock
Graham Tippett 0418 782 082 / graham.tippett@linkbusiness.com.au

Premium Licensed Cafe ref: NSW08272

Upscale Kiosk Style Operation located at the prime location of Pacific Fair Shopping Centre

- A fully licensed venue - perfect party spot for group celebrations and thoughtful functions menu for groups of all sizes
- Opens all 7 days - Serving up morning espressos and breakfast, and continues throughout the day with lunch, dinner, dessert, cocktails and an extensive tapas menu for everything in between



Location: Gold Coast **Asking Price:** \$685,000 plus SAV
Sabrina Xia 0434 462 388 / sabrina.xia@linkbusiness.com.au

Cash Converters ref: GC00164

Very rarely do one of these highly profitable businesses become available.



- Has been owned by the same people for 25 years. They have decided to retire
- Showing an average Net Profit over the last 3 years of \$409k and run under full management
- Fully staffed with the owner not participating in the shop at all

Location: Gold Coast **Asking Price:** \$409,000 plus Extras
Tim Craft 0411 874 452 / tim.craft@linkbusiness.com.au

Manufacturing and Distribution of Mining / Agricultural Products

ref: 14792

This industry leader has developed innovative products for the mining & agricultural industries, sold Australia wide and overseas.



- Turnover increased more than 85% 2016 FY
- Net profit well over \$400,000 to owners with no marketing
- Proven systems and processes in place
- Huge opportunity to expand in the Australian and overseas markets

Location: Sunshine Coast **Asking Price:** \$895,000 plus Stock
Wim Janssen 0451 074 099 / wim.janssen@linkbusiness.com.au

Sushi Dine In / Takeaway - 6 days

ref: SC00019

Modern fit-out Japanese/sushi casual dining restaurant located next to a very busy Supa IGA.



- Excellent location, no competition
- Turnover \$8,500 - \$9,000 per week
- Seating 35 people plus sushi takeaway section
- Partly managed, well trained staff in place
- Takeaway or dine in, Tuesday to Sunday

Location: Sunshine Coast **Asking Price:** \$180,000 plus Stock
Manuel Ribeiro 0429 626 835 / manuel.ribeiro@linkbusiness.com.au

Leading Distribution Company

ref: SC00030

One of Australia's leading distribution companies for professional cleaning equipment, chemicals and accessories.



- Exclusive supply agreements in place for a range of products
- Agents across Australia
- Excellent online presence ranking 1st with some of their products
- Option to purchase freehold at market value

Location: Sunshine Coast **Asking Price:** \$495,000 plus Stock
Wim Janssen 0451 074 099 / wim.janssen@linkbusiness.com.au

Long Established Transport Company

ref: SC00025

Australian family owned trucking business that since its inception has focused on the cartage of timber products and general freight, for their respective clients.



- Loyal customers have used this transport company for decades
- Excellent systems in place
- Selling for less than replacement value of trucks and trailers
- Freehold available at current market price

Location: Sunshine Coast **Asking Price:** \$500,000 + Stock + Freehold
Wim Janssen 04514 074 099 / wim.janssen@linkbusiness.com.au

Well Established Wholesale and Retail Bakery

ref: SC00049

Privately owned iconic commercial bakery established for more than 50 years in Bundaberg.



- Excellent factory with State of the art Equipment
- Retail shop in busy shopping centre
- Managed business with excellent loyal staff in place
- Fully systemised - Turn-key operation
- Turnover nearly \$1.7m

Location: Bundaberg & Wide Bay **Asking Price:** \$695,000 plus Stock
Wim Janssen 0451 074 099 / wim.janssen@linkbusiness.com.au

Iconic Licensed Fast Food Restaurant / Takeaway

ref: SC00056

Renowned premium fast food restaurant/ takeaway iconic location attracting visitors and local community.



- Run under management for the last 3 years
- Good location in busy coastal area, excellent catchment area
- Well-equipped indoor & outdoor dining area
- Liquor licence
- Envious reputation for quality and value for money

Location: Sunshine Coast **Asking Price:** \$415,000 WIWO
David Morris 04140 716 025 / david.morris@linkbusiness.com.au

Reputable Party Hire Business

ref: SC00061

This business is busy all year round and is the only one of its kind in the area catering for all occasions.



- Established 35+ years
- Forward booking to the value of \$400k
- Warehouse stock is neatly stored, well organised for easy dispatch
- Friendly staff offer a range of qualifications and experience

Location: Sunshine Coast **Asking Price:** \$580,000 plus Stock
Wim Janssen 0451 074 099 / wim.janssen@linkbusiness.com.au

Online Bamboo Fabric Store

ref: SC00060

Unique business opportunity for an organised and motivated buyer wanting to supply an already established niche market, or as an add-on to an existing business.



- Established 10+ years importing & distributing range of bamboo fabrics, clothing, nappies & bedding
- Professional website with online shopping
- Strong on-line sales and presence with current stock on hand
- Flexible working hours. No rent, no landlords, limited overheads

Location: Sunshine Coast **Asking Price:** \$90,000 plus Stock
Manuel Ribeiro 0429 626 835 / manuel.ribeiro@linkbusiness.com.au

Leading Manufacturer of Post Form Benches

ref: SC00063

Well established, fully managed business that prides itself on quality products and exceptional service.



- Top of the range software and systems
- Repeat clients from the Sunshine Coast to Rockhampton
- Capacity to take on any sized job
- Expertise to deal with technically challenging jobs
- Opportunity to increase profit further if owner is active

Location: Sunshine Coast **Asking Price:** \$850,000 plus Stock
Wim Janssen 0451 074 099 / wim.janssen@linkbusiness.com.au

Established Coffee Shop Sunshine Coast

ref: SC00066

Operating in one of the most sought-after places on the Sunshine Coast and well known for its good service. Excellent following from locals.



Good lease in place with a market related rent. Seating 20 people inside and 15 people outside. Owner managed with well trained staff in place. Easy to operate with a lot of upside. Owners prepared to assist new buyer with handover.

Location: Sunshine Coast **Asking Price:** \$60,000 plus Stock
Jacques Scherman 0432 554 775 / jacques.scherman@linkbusiness.com.au

Sunshine Coast Manufacturing & Service Business

ref: SC00072

This business designs, manufacturers, installs, and services garage doors.



- Also design and manufacture custom doors and gates, plus add the mechanical devices as required
- Owners are looking to retire, and so the opportunity now arises for a new owner
- Accredited dealer for an iconic brand in Australia
- Prime business is a sought-after location

Location: Sunshine Coast **Asking Price:** \$245,000 plus Stock
Chris Reid 0419 378 777 / chris.reid@linkbusiness.com.au

Pump, Irrigation and Pool Supplies

ref: SC00073

Well-positioned retail outlet, and specialises in the supply and service of pumps, irrigation, water filtration plus pool and spa equipment and chemicals.



- Return to working owner in excess of \$180k
- Business has demonstrated constant annual growth. Great mix of clients including home, farm, industry and resorts
- Business has operated 18 years, with current owner for the last 11 years
- Two service vehicles, storage yard, retail shop, repairs workshop

Location: Sunshine Coast **Asking Price:** \$315,000 plus Stock
Chris Reid 0419 378 777 / chris.reid@linkbusiness.com.au

Long Established Airport Transfer Business

ref: SC00075

Offering travellers a comfortable, private and convenient form of VIP transport by providing a professional door to door pick up and drop off service.



- Longest established private transport operator on the Sunshine coast
- Over 50% repeat customers – corporate and individuals
- Sought after business name

Location: Sunshine Coast **Asking Price:** \$15,000 WIWO
Wim Janssen 0451 074 099 / wim.janssen@linkbusiness.com.au

Curtain Blind Awning & Shutter Business

ref: SC00069

Highly regarded curtain, blind and soft furnishings retail business run by the current owners for over 12 years, with great staff in place.



- A beautiful showroom full of up-to-date stock to cater for all tastes
- Showroom and workshop of 160m²
- New lease available
- All plant/equipment is unencumbered
- FY2017 revenue of \$673,144

Location: Sunshine Coast **Asking Price:** \$240,000 WIWO
Manuel Ribeiro 0429 626 835 / manuel.ribeiro@linkbusiness.com.au

Ladies Shoe Boutique

ref: SC00071

An iconic, well known, long established, profitable ladies shoe boutique is now on the market for sale – first time in 28 years located on Mooloolaba Esplanade.



- Current owner works 4 days per week
- Lease expires Dec 2023
- Well-presented shop with an area of approx. 91m²
- Very popular tourist destination as well for locals
- Sales in excess of over \$700,000 per annum

Location: Sunshine Coast **Asking Price:** \$110,000 plus Stock
Manuel Ribeiro 0429 626 835 / manuel.ribeiro@linkbusiness.com.au

Best Local Pizza Shop

ref: SC00074

Well located in busy shopping hub with plenty of parking with significant residential building and construction happening in the area.



- Significant growth opportunities
- Non franchise operation with modern plant and equipment
- Large repeat and referral client base
- Easy to operate

Location: Sunshine Coast **Asking Price:** \$185,000 plus Stock
Chris Reid 0419 378 777 / chris.reid@linkbusiness.com.au

IGA Supermarket - Run Under Management

ref: BR00280

Great potential for this independently owned IGA Supermarket in North Mackay Queensland.

- Run under full management
- Well trained staff in place
- Loyal and regular local clientele
- Plant and Equipment in good condition
- Trading 7 days - 6am to 9pm
- Strong brand and support



If you are looking to buy an IGA Supermarket this could be your opportunity.

Location: North Mackay **Asking Price:** \$605,000 plus SAV
Roland West 0450 484 008 / rolandw@linkbusiness.com.au

Outstanding & Profitable Patisserie - 5 days

ref: NQ00010

Prime location among other retail outlets

- Reasonable and long term lease
- Established for 10 years, extensive customer base, quality product
- Fully operational including near new Salva twin deck baking oven
- No competition. Growing revenue & profits
- Suit owner operator passionate about creating quality patisserie & cakes
- A chance for a life style change with an engaging business



Location: Northern Queensland **Asking Price:** \$345,000 plus Stock
Wendy Treacey 0404 823 116 / wendy.treacey@linkbusiness.com.au

Quintessential Country Pub & Motel - Profits

ref: NQ00020



Authentic Australian country hospitality!

The business - renovated pub and beer garden, 7 motel rooms refurbished to a high standard

- Revenue increased 44% over past year, good net profits, motel occupancy 60%
- Refreshed menu is drawing local cattle farmers, tourists travelling to and from the Gulf and the Tablelands plus contractors from the nearby recently reinstated zinc mine
- New POS system for ease of operation, new security system, little competition
- Suit a couple or family looking for a lifestyle change with home & income!

The freehold - 6 freehold lots of 1,012m² each, 2 of which are available for development or sale.

Location: Northern Queensland **Asking Price:** \$750,000 all inclusive
Wendy Treacey 0404 823 116 / wendy.treacey@linkbusiness.com.au

Popular Cafe in Peaceful Beachside Town

ref: SC00068



Excellent opportunity for someone who has a background in wholesome, healthy food.

- Excellent following from locals
- Good lease and suppliers in place
- Near new plant and equipment
- 125m² with a seating capacity of 60
- Easily run by one working owner with staff

Location: Gladstone Region **Asking Price:** \$139,000 plus Stock
Jan Macalister 0432 554 775 / jan.macalister@linkbusiness.com.au

Brand New Opportunity with Port Douglas Lifestyle!

ref: NQ00021



Boutique children's clothing store in Paradise!

- Brand new shop & fit out, all the hard work has been done, no expense spared
- 4 months in operation and off to a good start with fast growing customer base in store and on-line
- High end, classic product with sole distribution rights for Hugo Boss, DKNY, Scotch & Soda and Bardot Junior to name a few
- No competition
- Nothing like it North of Brisbane
- Suit single person or semi-retired owner to maximise profits
- Enjoy a tropical lifestyle with income!

Location: Northern Queensland **Asking Price:** \$130,000 plus stock
Wendy Treacey 0404 823 116 / wendy.treacey@linkbusiness.com.au

Butcher - Country's Best

ref: 13728

Sales \$1.2m. \$4,000 average Net Profit per week.

- Great location near Byron Bay
- Excellent business plus huge potential
- Near new fit-out
- Presently run under management



Location: Northern Rivers Region **Asking Price:** \$250,000 plus Stock
Graham Tippett 0418 782 082 / graham.tippett@linkbusiness.com.au

Great Corner Location Cafe in High Traffic Centre

ref: GC00184

Restaurant is located within neighbourhood shopping centre just over the border in the Northern NSW.

Partly managed by owner who works approx. 12 hours per week with coffee sales generating 24 to 30kg of coffee purchases per week.

Current lease offers secure tenure for the next 13 years.

Licensed area for outside dining is included in the lease along with exclusivity of Take-away coffee sales within the centre.



Location: Northern Rivers Region **Asking Price:** \$395,000 plus Stock
Troy Potter 0412 286 176 / troy.potter@linkbusiness.com.au

Long Established Malaysian/Chinese Restaurant and Patisserie

ref: NSW00305

Long established Malaysian/Chinese restaurant and patisserie located in a prime location on a busy main street. Ideal business for a couple looking for a tree change.

- First class fixtures and fittings with near new equipment
- Modern shop front
- Strong local and tourist patronage
- 6 day trade



Location: Blue Mountains & Surrounds **Asking Price:** \$198,000
Bob Yates 0414 823 266 / bob.yates@linkbusiness.com.au

Beauty Salon in a Prime Location

ref: NSW00370

Get in quick to acquire this spacious sun-drenched, north facing salon comprising of 5 fully equipped treatment rooms.

Key features

- Micro dermabrasion machine
- 2 specialised nail stations
- New lengthy lease available to purchaser
- SAV worth approximately \$16,000

Vendor is prepared to assist 3 days per week to facilitate a smooth transition.



Location: Blue Mountains & Surrounds **Asking Price:** \$85,000
Bob Yates 0414 823 266 / bob.yates@linkbusiness.com.au

Furniture Removals

ref: GC00183

Located on the northern coast of NSW this removal company has a well-respected reputation for quality removals between Brisbane and Sydney and anywhere in between. Full packing and unpacking service available. Residential and commercial business.

Competitive rates. High quality moving materials. Weekly Sydney runs. Back-loading available. Three quality sign written vehicles.

Would suit owner/operator or bolt-on for a larger company.



Location: Northern Rivers Region **Asking Price:** \$240,000 plus Stock
Glen Dixon 0410 517 000 / glen.dixon@linkbusiness.com.au

Civil & Structural Engineering

ref: GC00159

Qualified engineers provides civil and structural engineering services to builders, developers and home builders across the Northern Rivers.

- Large database of clients built up over 40 yrs
- Constant supply of work via referrals and new business
- With minimal marketing expenditure over the last 3 years, revenue has grown significantly year on year. A focus on marketing and the addition of extra services would grow this practice rapidly



Location: Northern Rivers Region **Asking Price:** \$275,000
Troy Potter 0412 286 176 / troy.potter@linkbusiness.com.au

Flooring Business + Freehold Office & Warehouse

ref: 14717

The opportunity is to acquire the business and assets of a high end flooring business.

FY2015/16 sales turnover \$756k+.

Extensive range of well known brand products. Established 20+ years with a highly regarded reputation for service and quality. Systems and procedures in place with multiple opportunities ready to scale and market.

Untapped potential for growth to the overseas market. Owner has worked hard and built a strong reputation with high quality service and product. Fully equipped warehouse.

Location: Sydney **Asking Price:** \$450,000 (Building \$940,000)
Charles Gallen 0411 185 606 / charles.gallen@linkbusiness.com.au



Commercial Air Conditioning Service Company

ref: NSW08179

Air conditioning company servicing commercial clients. Well established and very professional. Established in 1991. 100 commercial clients that they maintain on a regular basis, 160 commercial sites in total. Well established client base.

Owner has worked hard and built a strong reputation in this market with high quality service. Motor vehicles included with business listed below.

Immense potential with their clients to sell new air-con units, as much of the equipment they service will need replacement soon.

Location: Sydney **Asking Price:** \$495,000
Charles Gallen 0411 185 606 / charles.gallen@linkbusiness.com.au



Iconic Licensed Restaurant- Sydney South

ref: NSW00393

First time offered in 33 years.

- Amazing opportunity
- Licensed for 130 seating
- Huge repeat clientele
- Huge commercial kitchen
- Located in popular eatery hub



Location: Sydney South, St. George **Asking Price:** \$150,000
John Hughes 0418 963 112 / john.hughes@linkbusiness.com.au

Popular Seaside Licensed Restaurant in Sth Sydney

ref: NSW00444

Great opportunity to secure this thriving business, located in busy mall.

- Highly profitable and easy to operate
- Long term lease with good rent
- Near new fit-out with nothing to spend
- Liquor licensed and well trained staff
- Highly motivated owner will listen to offers



Location: Sutherland Shire **Asking Price:** \$230,000
John Hughes 0418 963 112 / john.hughes@linkbusiness.com.au

Manufacturing Window Blinds & Shutter Business

ref: NSW00085

Established for over 30 years, this business has developed a respected reputation for custom made and manufactured fitted blinds and window furnishings providing a high standard of quality and service.



No set up costs required. Equipment needed for measure and installation included in asking price. Easy transition for a new owner to walk in and be earning from the first day.

Two showrooms and one factory/warehouse, both in easy to access locations.

Location: South Western Sydney **Asking Price:** \$635,000
Amy Li 0403 665 058 / amy.li@linkbusiness.com.au

Popular Charcoal Chicken Shop – SW Sydney

ref: NSW00520

Great location. Close to railway station and a hotel.

- Takeaway plus both indoor and outdoor eating areas
- BYO approved
- Plenty of off street parking
- Huge scope for growth
- New long term lease with affordable rent



Location: South West Sydney **Asking Price:** \$85,000
John Hughes 0418 963 112 / john.hughes@linkbusiness.com.au

Café Restaurant in Leura Mall

ref: NSW08124

This café restaurant set in the historical Leura Village has been established for over 20 years. It is situated in a prime location with all new décor, seating 60 pax.



Location: Blue Mountains & Surrounds **Asking Price:** \$175,000
Bob Yates 0414 823 266 / bob.yates@linkbusiness.com.au

Busy Supermarket Western Sydney

ref: NSW00142

- Premium location on the main road
- Owner operated for 6 years
- Trading hours: Mon-Sun 8:00am-8:30pm
- Shop with an area of approx. 100m²
- Lots of regular loyal clientele
- Successful business with plenty of room to grow



Location: Western Sydney **Asking Price:** \$89,000
Christine Yu 0416 009 600 / christine.yu@linkbusiness.com.au

Unrivalled Inner West Cafe

ref: NSW00180

This classic style Inner West cafe is extremely busy with a very strong local following. The cafe is in a great location on the main street near a local primary school, several community centres/activity venues, bus stop with no direct competition.



- Low rental amount of \$845 + GST
- Consistent turnover of \$14,000 per week (not susceptible to seasonal trends)
- Light decor with 32 seats inside and 28 seats outside
- Day trade only for breakfast and lunch. Full kitchen

Location: Eastern Suburbs **Asking Price:** \$190,000
Daniel Kogan 0401 620 918 / daniel.kogan@linkbusiness.com.au

Cake and Pastry Wholesale and Retail for Sale

ref: NSW00153

Located in one of Sydney's favourite suburbs, this unique business offers a sensational finished product using very high quality ingredients, and hand crafted techniques. Trading since for over 20 years, in this time the business has won multiple awards for their European style cakes, tarts, pies, sweets and much more.



High profile wholesale customer base with proven consistency and payment terms.

Location: Sydney CBD **Asking Price:** \$499,000
Dan Levitus 0450 326 146 / dan.levitus@linkbusiness.com.au

Highly Regarded Café in the Northern Suburbs

ref: NSW00232

This newly refurbished, profitable cafe in the Northern Suburbs is now on the market.

- \$900,000 turnover per year - Highly lucrative business
- Nothing to spend, it is ready to go as a trend setting venue
- Friendly ambiance, with regular clientele
- Produces 30 - 35kg of coffee per week



This prime, up-market venue will not last long so now is the time to enquire!

Location: Northern Beaches **Asking Price:** \$250,000
Marco Gentili 0404 805 222 / marco.gentili@linkbusiness.com.au

Profitable Café & Bar in South Sydney

ref: NSW00283

This highly regarded café and bar is located in a prime South Sydney location with plenty of passing traffic.

- Currently run 100% under management
- Comes complete with full liquor licence
- Operating 5 days per week with short hours
- Seat 32 inside and out
- Brand new fit-out
- Currently selling 45kg coffee per week



Location: Sydney **Asking Price:** \$249,000
Marco Gentili 0404 805 222 / marco.gentili@linkbusiness.com.au

RTO Training Organisation Sydney

ref: NSW00439

2017 Personal Earnings were \$180,000.

Has a good reputation in the industry with very strong links to the Industry Body.

A fully compliant RTO with all policies, procedures and systems in place for ongoing operation.

A well running client management system assisting with marketing campaigns.



Location: Sydney CBD **Asking Price:** \$600,000
Amy Li 0403 665 058 / amy.li@linkbusiness.com.au

Amazing Licensed Cafe in Bondi

ref: NSW00396

This is a must see for any hospitality entrepreneur, a modern cafe perfectly located in Sydney's Eastern Suburbs that is well setup, highly profitable and priced to sell.

- Highly profitable \$260,000+ per annum
- Low rent with a 5+5 year lease
- Low overheads
- Catering kitchen included allowing for multiple streams of income
- Seats 46 patrons indoors and outdoors



Location: Eastern Suburbs **Asking Price:** \$215,000
Daniel Kogan 0401 620 918 / daniel.kogan@linkbusiness.com.au

Well Established Cafe - Busy Sydney CBD Location

ref: NSW00440

- Prime location with high traffic
- Commercial kitchen with cool room and store room
- Trades 5 days closed Sat/Sun
- Turnover is about \$7,500 to \$9,600 a week
- Coffee 20kg per week
- Seats 33 indoors
- Bus stop on the front of door



Location: Sydney CBD **Asking Price:** \$100,000
Christine Yu 0416 009 600 / christine.yu@linkbusiness.com.au

Opportunity to Buy a Successful Ice Cream Parlour

ref: NSW00516

In a major shopping centre with a spacious set-up and superb plant and equipment.

Very easy to operated. Will suit a working couple wanting to buy their first business.

Premium location with high traffic.

Bus stop on the front of door.

Franchise but no Franchise Fee.

This business will sell quick, do not miss out!!



Location: Western Suburbs **Asking Price:** \$105,000
Christine Yu 0416 009 600 / christine.yu@linkbusiness.com.au

Licensed Cafe Restaurant in Paddington

ref: NSW08104

An amazing investment opportunity in the heart of Paddington's restaurant district. This trendy cafe restaurant has established itself as the go to dining spot in the area and is perfect for any level of hospitality enthusiast.

- Average weekly turnover \$17,500
- Fully managed
- Long lease 4 + 6
- On premise liquor licence
- Outdoor seating (front and rear)



Location: Eastern Suburbs **Asking Price:** \$299,000
Daniel Kogan 0401 620 918 / daniel.kogan@linkbusiness.com.au

Stunning Cafe in Sydney's CBD

ref: NSW08030

Presenting you with the opportunity to acquire an amazing cafe in heart of Sydney's CBD.

- Great location surrounded by offices
- Big space. 100m², seating 50 indoor/outdoor with a fashionable fit-out
- 5 day cafe operation. Offers catering which is rapidly increasing and has huge potential for growth
- Attractive website and Facebook page created
- Fully licensed venue



Location: Sydney CBD **Asking Price:** \$310,000
Amy Li 0403 665 058 / amy.li@linkbusiness.com.au

Mobile Café

ref: NSW08109

Enjoy the established mobile café run for 13 years. This mobile café serves the best coffee, without the expense of any rent. This café enjoys a high customer rating.

No royalty fees, no franchise commission, no contracts, no council fees!!!

Best coffee (15kg on an average per week), hot food, cold food etc.

5 days a week (start 6:45 am to 3-4pm).

Fantastic opportunity for an owner to further increase sales.



Location: Inner West Sydney **Asking Price:** \$162,000
Bhautik Patel 0433 676 136 / bhautik.patel@linkbusiness.com.au

Acquire 2 Cafés for the Price of 1 - Urgent Sale

ref: NSW08127

Two businesses for the price of one. Urgent Sale!! (Due to the owner expecting a baby).

- No royalties. Cheap rent (lease till 2021)
- Excellent returns. Turnover is \$14k+
- Great location. Plenty of potential for a hands on owner (can add more to the menu & utilise the space)
- Fully set up with a cool room, ventilation and excellent gas kitchen. Seats 24 inside, 16 outside. Opening hours: Mon - Sun 7am - 4pm. Fri and Sun 6pm - 11pm



Location: Inner West Sydney **Asking Price:** \$250,000
Bhautik Patel 0433 676 136 / bhautik.patel@linkbusiness.com.au

Western Sydney Café

ref: NSW08135

This is an excellent opportunity for an owner/operator or husband and wife team could earn approximately \$150k - \$170k per annum. (Current owner can prove that).

Top location in a very busy centre with very high exposure.

Increasing sales & will improve even more as they have renovated the place.

First time this business has been offered for sale in 8 years.



Location: Western Sydney **Asking Price:** \$225,000
Bhautik Patel 0433 676 136 / bhautik.patel@linkbusiness.com.au

Sydney Fringe Café 7 Days

ref: NSW08132

Café deli with 5 year lease, low rent (9% occupancy cost) growing client base well known in area for great coffee and great food!!

Averaging 30kg of coffee per week.

No direct competition.

One owner operator makes \$186,000 pa (PEBITDA).

Enjoys both business and residential customers quite rare to have the best of both and taps in to a high profile private school.



Location: Sydney CBD Fringe **Asking Price:** \$295,000
Mark Scott 0447 219 799 / mark.scott@linkbusiness.com.au

Wholefoods Café (Best in its Marketplace)

ref: NSW08139

Consistent trading over \$26,000 per week, highs of \$30k in peak season.

Established 15 years, this place is an institution in the area.

Caters for vegans, vegetarians, paleo, gluten free and meat lovers alike.

Menu is strictly health-based and its intentions simple and unpretentious. All the menu items are documented with standard recipes.



Location: Northern Beaches **Asking Price:** \$825,000 plus Stock ONO
Matthew Page 0418 115 204 / matthew.page@linkbusiness.com.au

Substantial Truck and Bus Repair Business

ref: NSW08161

This well-established business is ideally located in Sydney's 'transport hub', offering professional truck and bus repairs to the transport industry.

- Strong and consistent profit performance
- Revenue \$2.6m+ in FY 2017
- Full repairs and roadside assistance
- Highly qualified and experienced team
- Large and regular customer base



Location: Western Sydney **Asking Price:** \$450,000 plus SAV
Victor Whiteley (02) 9899 1999 / victor.whiteley@linkbusiness.com.au

Weed and Pest Control Equipment

ref: NSW08199

A long-established business with over 50 years' experience that manufactures and supplies equipment to the pest and weed control industry through a network of Australia-wide resellers.

- Strong industry recognition and branding
- Specialised, quality products
- Large reseller base
- Consistent repeat business
- Solid export potential



Location: Western Sydney **Asking Price:** \$500,000 plus SAV
Victor Whiteley (02) 9899 1999 / victor.whiteley@linkbusiness.com.au

Spacious Licensed Cafe in the Inner City

ref: NSW08180

- Corner location in one of the busiest streets
- All day menu, breakfast menu, beer, cider and wine
- Spacious - 280m², long lease to 2020 with a 5 years' option
- Excellent operation and a great team - fully under management
- Selling an average 55kg of coffee per week



Location: Sydney **Asking Price:** \$599,000 plus SAV
Sabrina Xia 0434 462 388 / sabrina.xia@linkbusiness.com.au

Medical Practice. 'Think Outside the Box'!

ref: NSW00545

With most GP clinics restricted by the freeze on Medicare, this practice is 'thinking outside the box' and working smarter not harder to achieve above-average results by providing the following privately billed or higher item number services

- Procedural work billed privately
- Skin cancer treatments
- Cosmetic services
- Minor surgeries
- Significant number of PEM's



Location: Hunter Valley **Asking Price:** \$450,000 ONO
Sally Stuart 0437 082 045 / sally.stuart@linkbusiness.com.au

Affluent Allied Health Practice (Owner to Stay on)

ref: NSW08197

The owner wants to remain practicing at this location working 2 days per week for the next 4-5 years.

Owner is a qualified Osteopath who bought this practice into existence 4 years ago with the transition of her pts from over the last 17 years into this North Shore location. Currently there are 11 staff with 3x osteopaths, 3 Chinese traditional medicine practitioners and acupuncturists, 2 massage therapists & reception staff; all on a p/t basis.



Location: Sydney **Asking Price:** \$375,000 ONO
Sally Stuart 0437 082 045 / sally.stuart@linkbusiness.com.au

Franchise Café Sydney West

ref: NSW08243

Situated in one of the busiest shopping centres in Western Sydney. This store just built and opened in September 2017 at a cost of over 370k and franchisor has it running smoothly.

Currently trading at \$16,000 per week and coffee and food sales still growing.

This store will benefit with an owner operator in place. 7 year lease and Franchisor provides full training and support.

Till readings and store turnover figures available.



Location: Western Sydney **Asking Price:** \$399,000
Mark Scott 0447 219 799 / mark.scott@linkbusiness.com.au

Zeus Greek Street Food Restaurant / Franchise

ref: NSW08122

- Consistent trading over \$35,000 per week, with very little seasonality
- Long, long lease to 2035 (after exercising options)
- Run under full management (owner present in the business but not hands on or required).
- Lunch and dinner 7 days a week plus take away and delivery
- It's a franchise business model that has proven successful throughout Australia



Location: Sydney Inner west **Asking Price:** \$890,000 plus Stock ONO
Matthew Page 0418 115 204 / matthew.page@linkbusiness.com.au

Bakers Delight Franchise Sydney North Shore

ref: NSW00496

Situated in a prime location in this Sydney North Shore shopping centre.

New 8 year lease just negotiated. Vendor will do the re refurbishment as per new lease to the new standards required by the Franchisor at his cost and inclusive of the purchase price. You do not need to pay for the fit-out.

Currently run under full management. Well established with regular customer base and trades off the local community and businesses in this area.



Location: Sydney North Shore **Asking Price:** \$625,000
Mark Scott 0447 219 799 / mark.scott@linkbusiness.com.au

Top 10 Muffin Break - 50kg Coffee PW - Great Team

ref: NSW00460

Prime location in the centre of food court with plenty of foot traffic.

Average weekly sales of \$17,000, with 50kg coffee per week.

Staff are well trained, efficient and friendly.

Vendor has spent \$120k on refurbishing the store, there is nothing further to spend.

Top quality training and support from one of Australia's nationally recognised and well established brands.

Established clientele with many repeat customers.

Location: Central Coast **Asking Price:** \$350,000 plus SAV
Sabrina Xia 0434 462 388 / sabrina.xia@linkbusiness.com.au



Real Italian Restaurant Franchise

ref: NSW08061

Rozzi's are currently growing their fresh kitchen food franchise through NSW and looking for passionate, progressive food partners to join them.

- Operations Manuals for all operating needs
- Initial 6 weeks of comprehensive training provided
- Ongoing marketing and operational support
- Documented system and strong supplier arrangements
- Excellent return on investment to a dedicated operator



Location: Greater Sydney & NSW **Asking Price:** \$450,000
Graham Streeter 0418 870 920 / graham.streeter@linkbusiness.com.au

Swimart Pool & Spa Specialist Mobile Franchise

ref: NSW00399

If you are looking for a business where you can derive a strong income and rewards for ALL the hours you work, a Swimart Mobile franchise could be the business for you.

- Initial investment from \$30,000 plus GST for the franchise
- No Royalty payments for the first 12 months
- Comprehensive full training program
- Strong commercial agreements with third party suppliers
- Professional franchise and industry support



Location: Greater Sydney Area & Central Coast **Asking Price:** \$30,000
Graham Streeter 0418 870 920 / graham.streeter@linkbusiness.com.au

Ogalo Portugese Chicken

The Ogalo story was founded in 1989, as one of Sydney's most famous Portuguese chicken shops offering succulent chicken cooked in the traditional Portuguese way. The secret recipe for their marinated chicken has been maintained since 1988 and has not changed since they served their very first customer.

- Available Locations:**
- Dank St Shopping Plaza - \$195,000
 - Westfield Eastgardens - \$195,000
 - Westfield Penrith - \$195,000
 - Westfield Hornsby - \$195,000
 - Westfield Woden - \$195,000
 - Westfield Liverpool - \$195,000

Location: Various **Asking Price:** Various
Gareth Wolrige 0448 715 762 / garethw@linkbusiness.com.au



Piccolo Me Franchise

Founded in 2012 by two brothers, Piccolo me was named from the love of their coffee of choice – the Piccolo Latte. So, they set out to develop a brand that was different and not like your traditional chain. Priding themselves on being young at heart but strong on traditions Piccolo Me has quickly grown to 15 stores nationally with another 3 stores in the works.

- Available Locations:**
- Hunter Street Sydney CBD - \$149,000
 - King Street Sydney CBD - \$179,000
 - Botanical Gardens - \$110,000

Location: Various **Asking Price:** Various
Gareth Wolrige 0448 715 762 / garethw@linkbusiness.com.au



Top Juice

Famous for delivering delicious, healthy and convenient foods and juices made from only the freshest natural ingredients.

- Available Locations:**
- Newcastle - \$345,000
 - Shellharbour – \$165,000
 - Central Coast - \$298,000
 - Warriewood –
 - Campbelltown - \$199,000
 - Canberra Centre – \$540,000
 - Hornsby - \$150,000
 - Belconnen - \$290,000
 - Charlestown - \$295,000
 - Woden - \$290,000
 - Warringah Mall - \$395,000
 - Tuggeranong - \$220,000
 - Wollongong - \$299,000
 - Collins Place Melbourne - \$395,000

Location: Various **Asking Price:** Various
Gareth Wolrige 0448 715 762 / garethw@linkbusiness.com.au



Investor Opportunity Early Education

ref: GC00216

Partner with a global provider of education services. Looking for investment ready entrepreneurs who want a foothold in the early education sector. Multi-site opportunities available for sales and marketing oriented business owners.



Proven business model ready to be expanded nationally. Your sites will deliver award winning education programs backed by an experienced team of educators, learning designers and infrastructure. Price includes marketing support, training, software and systems.

Location: Australia Wide **Asking Price:** \$124,000 plus GST
Troy Potter 0412 286 176 / troy.potter@linkbusiness.com.au

New Australian Wide Mobile Carts Franchise Opportunity

ref: NSW00484

Nathan's Famous have created the world's best beef hot dogs and crinkle cut fries since 1916.

- Multiple business models (mobile carts, kiosks, full menu restaurants)
- Assistance with all pre-opening requirements
- High profits, low costs and great returns
- Training and ongoing support
- Suits passionate and committed operator



Location: Australia Wide **Asking Price:** \$90,000
Graham Streeter 0418 870 920 / graham.streeter@linkbusiness.com.au

Motel Leasehold in Bali

ref: 14515

- A rare opportunity to purchase motel leasehold in Bali. All exclusive lease until 2032
- 15 guest rooms, fully furnished
- All rooms equipped with air conditioning, Wi-Fi, and separate bathrooms
- Large common areas with cable TV, kitchenette and outdoor pool
- Award winning quality accommodation
- Services available include, airport transfers, car rental, laundry, surf lessons
- A fantastic location near a first rate surfing beach

Location: Bali **Asking Price:** US\$495,000
 Charles Gallen 0411 185 606 / charles.gallen@linkbusiness.com.au



Businesses Wanted Now!
 Due to unprecedented demand from qualified buyers we urgently require businesses to sell in these categories:

Coffee Houses & Cafes

Owner operated or managed. Enormous demand with an average listing time of only 2-3 months. Often cash buyers.
 Buyers Budget: Up to \$300,000
 Manuel Ribeiro - 0429 626 835
 manuel.ribeiro@linkbusiness.com.au
 LINK Sunshine Coast



Wholesale & Distribution

Huge demand and interest from buyers in this category on the Sunshine Coast.
 Buyers Budget: Up to \$500,000
 Wim Janssen - 0451 074 099
 wim.janssen@linkbusiness.com.au
 LINK Sunshine Coast

Industrial Cafes

Numerous buyers across all price points.
 Buyers Budget: Up to \$500k
 Marco Gentili - 0404 805 222
 marco.gentili@linkbusiness.com.au
 LINK New South Wales

Accounting Practices

Looking for accounting firms in Sydney CBD & North Shore area
 Buyer's Budget: \$300k - \$1mil
 Sabrina Xia - 0434 462 388
 sabrina.xia@linkbusiness.com.au
 LINK New South Wales

Easily Manageable Business

Looking for motel and hotel businesses in Sydney
 Buyers Budget: \$2-3mil
 Sabrina Xia - 0434 462 388
 sabrina.xia@linkbusiness.com.au
 LINK New South Wales

Childcare Businesses

Multiple buyers looking to buy a childcare business.
 Buyers Budget: \$2 million.
 David Hall - 0426 253 042
 david.hall@linkbusiness.com.au
 LINK Brisbane

Accounting / Bookkeeping Practices

Recently listed a similar business and have had a huge response of buyers looking to purchase.
 Frank Willett - 0415 288 954
 frank.willett@linkbusiness.com.au
 LINK Brisbane

Health & Wellness Businesses

Numerous buyers across all price points.
 Dustin Slypen - 0425 121 788
 dustin.slypen@linkbusiness.com.au
 LINK Brisbane

4 Cold Rock Ice Creamery Shops

- Sales July 2015 to June 2016 - \$2.085m - Net Profit \$378,996
- Australian owned and operated retail franchise - full training offered
- Proven best franchise business formula and quality products available
- All stores have solid leases in place and fair rents
- All four shops are fully fitted out with quality plant and equipment

ref: 14082

Location: Gold Coast

Graham Tippett 0418 782 082 /
graham.tippett@linkbusiness.com.au

SOLD

Flagship Highly Profitable

- Consistently in top 3 stores of the Jax Group
- Consistent earnings every month
- Freshly renovated premises, all showroom and workshop equipment new
- Established as a tyre store for 30 years+
- Be a part of a major brand with strong buying and promotional power
- Exceptional support and guidance from a successful franchise group

ref: GC00105

Location: Sydney Region

Chris Cooper 0403 865 959 /
chriscooper.gc@linkbusiness.com.au

SOLD

Byron Bay Food Distribution

- Established 18 years with strong recognition in local area and surrounds
- Sales exceeding \$30k per week and increasing
- Ongoing supply to restaurants, cafes, schools, festivals, catering companies and food/hospitality outlets
- Loyal and longstanding staff in place with many years of experience, including manager of 5 years. Large premises with low rent. Perfectly located in easy delivery zone

ref: GC00100

Location: Northern NSW Region

Myron Plumb 0415 303 370 /
myron.plumb@linkbusiness.com.au

SOLD

Wholesale Coffee Manufacturing Business

Australian roasted coffee is truly on the world map, and leading the race in producing the world's finest finished coffee products.

At the heart of this are several roasters with varying methods, and business models. This business for sale is one of these roasters.

ref: 14440

Location: Australia

Dan Levitus 0450 326 146 /
dan.levitus@linkbusiness.com.au

SOLD

Web Hosting & Web Development

The company specialises in E-commerce/Business Hosting and the development of websites for companies using Magento, and other shopping cart or CMS software.

ref: NSW00203

Location: Sydney

Stuart McLachlan 0404 687 706 /
stuart.mclachlan@linkbusiness.com.au

SOLD

CBD Lobby Cafe

This brand new business has been built in the last 12 months and is located right in the heart of CBD Sydney.

This business is the CBD café owners dream being extremely easy to run and manage.

ref: NSW00240

Location: Sydney CBD

Dan Levitus 0450 326 146 /
dan.levitus@linkbusiness.com.au

SOLD

Brisbane's Best Known Seafood Retail Outlet

Operating successfully for over 30 years, this business has established itself as the seafood hub of Brisbane.

- Consistent sales in excess of \$4 million
- Well-known business with great reputation
- New premises with long secure lease
- Comprehensive operating procedures in place
- Capacity for large sales growth

ref: BR00179

Location: Brisbane Northside

Roland West 0450 484 008 /
roland.west@linkbusiness.com.au

SOLD

Established Locksmithing Business

This well respected Brisbane based locksmith and alarm business is being offered for sale. They are a fully mobile service with 3 vehicles on the road to cater for all needs.

- Trading in Brisbane for 6 years
- Significant client base and therefore this opportunity will provide a solid ongoing income
- Services cover domestic, industrial and commercial customers, with contracts in place with councils. Qualified locksmiths in place

ref: BR00184

Location: Brisbane Westside

Vince Konig 0430 332 208 /
vince.konig@linkbusiness.com.au

SOLD

Indoor Plant Hire Business

Over 30 years history and currently returning a working owner in excess of \$195,000 per year. All systems in place and with trained reliable staff servicing the large client base.

- Easy 5 day a week business
- Large customer data base
- Huge list of plant and equipment
- New lease available - Seller willing to stay on to train new owner

ref: BR00220

Location: Brisbane Westside

Frank Willett 0415 288 954 /
frank.willett@linkbusiness.com.au

SOLD

Cuban Cigar Company

- First time on the market in 20 years
- Net profit to working owner \$240K
- Sold in just 4 months of listing
- Enquiries from over 45 qualified buyers

ref: SC00035

Location: Sunshine Coast

Manuel Ribeiro 0429 626 835 /
manuel.ribeiro@linkbusiness.com.au

SOLD

Noosa Event and Catering Company

- Established over 20 years
- Sold within 3 months of listing
- Catered for over 5,000 weddings, corporate events, birthdays, school graduations etc.
- Purpose built warehouse

ref: SC00039

Location: Sunshine Coast

Wim Janssen 0451 074 099 /
wim.janssen@linkbusiness.com.au

SOLD

Yoga Magazine

- Boutique publication established sine 1999 distributed Australia and New Zealand
- Home based business, owner working just 2 days per week
- Sold within 2 months of listing
- Very happy seller and buyer

ref: SC00045

Location: Sunshine Coast

Manuel Ribeiro 0429 626 835 /
manuel.ribeiro@linkbusiness.com.au

SOLD

How much is your business worth?

\$ [] [] , [] [] [] [] [] [] [] []



Establishing the true value of any business is a complex process where financial performance is considered in context with many other, more subjective factors.

Identifying and quantifying these factors can have a significant impact on buyer appeal, greatly affecting the final sale price.

Valuing your business is just one area where LINK can provide sound, professional advice based on long experience.

It's all set out in the LINK guide to managing the sale of your business.

Compiled by industry experts, the guide provides a comprehensive overview of all the steps, from grooming through to settlement and handover.

It gives insights on how you can manage the process in a planned, orderly manner, ensuring that uncertainty is avoided and the best price is achieved.

For your FREE guide, or a confidential appraisal of your business,

Call 1300 763 668.



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