

Businessbroker

The authority on buying and selling businesses

NEW ZEALAND EDITION, AUGUST - NOVEMBER 2017

Motels – A Good Deal for the Future

Franchises in the Accommodation Sector

Room to Improve

Considering a Lifestyle Change?

How to Run a Successful Motel Business – Focusing on the Asian Market

New Zealand Top 10 - No.1 Broker of the Month

New LINK Brokers

Upgrading or Building an Accommodation or Hospitality Business

Unit Titles Act 2010 and Management Rights

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Welcome From the Director

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

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

It Takes Two to Tango

This issue of Business Broker has a focus on the accommodation sector, and LINK is now the New Zealand market leader in this area. With the best group of accommodation brokers in the country, LINK is the envy of our competitors, delivering better results faster. Our expert brokers can guide you through the negotiation process and deliver meaningful advice throughout the process.

When it comes to negotiation, whether for a souvenir in Tijuana or when buying a business, it is a dance for two. The results of that negotiation will depend heavily on the attitude and skill of those tangled together in this timeless dance. Negotiation mechanics are well described in the 1950's philosophical and mathematical studies of "Game Theory" where the concept of win/win first appeared. Sadly, too often the approach to negotiation is based on the selfish concept of win/lose and when both parties have this approach, great opportunities slip away for all.

The true essence of a win/win negotiation on the other hand begins when you strive for empathy ie. a genuine desire to understand the other parties point of view and rationale. The next step is to be prepared to compromise and to give meaningful concessions from your side to reach a result. If both parties enter negotiations with this level of maturity and flexibility, considerably more creative solutions and better outcomes are enjoyed.

So whether you are buying or selling a business, turn up to the negotiations with the right frame of mind and be prepared to lead as well as follow, and before you know it, you'll be dancing the Tango.

Sincerely,

Aaron Toresen
Managing Director

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MARCH

2017



Phil Adcock

LINK Christchurch & South Island

A Multi award winning agent, Phil has been selling businesses in Canterbury for the last 36 years. Qualifying as AREINZ back in 1988, he enjoys selling the whole range of businesses from small to gigantic.

Having owned his own real estate companies and numerous bars, restaurants and cafes, Phil knows the stresses and pleasures of business ownership.

Phil has only recently joined LINK and at their recent conference was delighted to receive their "Rising Star Award", so the new standard is set. He also realises the importance of recognising the 'When & How' of selling & can confidently assist people to find what will work best for them.

Knowledge, enthusiasm and hard work is a winning formula that works for Phil and benefits his clients.

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APRIL

2017



Bruce Cattell

LINK Auckland, Ellerslie

Over the last 25 years Bruce has built up a broad range of experience ranging from ground-floor sales to marketing and sales management to web-marketing to marketing strategy development to international business development. He has owned, run, bought and sold his own businesses and understands well the pressures - and rewards of business ownership. Bruce is also a Director and Shareholder of the LINK Group.

Bruce focuses on sales, mergers, acquisitions and divestments of businesses in the value range \$1,000,000 to \$20,000,000 particularly in import, distribution, manufacturing, engineering, digital and media businesses.

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MAY

2017



Yong Wu

LINK Auckland, North Shore

Yong immigrated to NZ in 1990 and since then he has owned and operated many businesses. He has had many years' experience in New Zealand as an award winning business broker and brings a strong business broking background to lead the LINK North Shore team. His success is built on relationships based on outstanding ethics, great communication skills and aiming to exceed the clients' expectations.

Yong won LINK salesperson of the year in 2017. He enjoys working with a variety of people and helping others to achieve their own goals and make their dreams a reality. Yong is also fluent in Mandarin and Cantonese.

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JUNE

2017



Brett Clarkson

LINK Auckland, Ellerslie

What Brett does is sell businesses and has done for the past 30 plus years. His background is extensive, but probably not traditional. He successfully owned and operated a 24 hr service station and a country tavern before entering the world of performance based sales income. This has helped him create a sound business broking knowledge that enables him to assist sellers in achieving their goals, while introducing buyers to a future where they can thrive and enjoy the fruits of their efforts.

But it is more than that too. Comment from a past client advisor: Brett's level of professionalism and the way in which he goes about communicating with buyers and the selling party is outstanding.

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LINK NZ 2016/17 Award Winners



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Congratulations to this Year's Winners



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Clean Up at National LINK Awards 2016-17



LINK Bay of Plenty and Waikato have yet again come away from the LINK New Zealand annual awards conference with outstanding results. After 8 years of significant and consistent growth, the success story continues.

The company took out awards in the following categories.

LINK NZ Office of the Year - **LINK Bay of Plenty & Waikato (Franchisee)**

LINK NZ Deal of the Year - **Mike Fraser (Broker)**

LINK NZ Runner Up Sales Person of the Year - **Mike Fraser (Broker)**

LINK NZ Runner Up Broker of the Year - **Theresa Eagle (Broker)**

LINK NZ Excellence Award - **Kyla Scholes (Sales & Marketing)**

The directors of the company Steven Matthews and Nuree Allan commented that "The growth of the company has been phenomenal since its foundation in 2009 when we operated with just 2 brokers. With offices now in both Tauranga and Hamilton, the team at LINK consists of over 26 highly professional and motivated individuals, all striving to provide our clients with outstanding service and results.

Both Steven and Nuree put the success of the company down to having a great office culture, professionalism and a team environment where the focus is always on providing a win-win outcome for clients and customers. Steve and Nuree believe that results and success are a bi product of genuinely caring for people, especially as they go through the life changing process of buying or selling a business.

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LINK Waikato, 22 Naylor Street Hamilton East, Waikato, P: 0800 225 999*



Pictured right:
Mike Fraser LINK Business Broker Winner of 'LINK NZ Largest Single Deal of the Year' and 'LINK NZ Runner Up Top Salesperson of the Year'.

The population in the golden triangle (between Auckland, Hamilton and Tauranga) continues to show strong growth and combined with the baby boomer wave of business owners looking to sell up and retire, the future for LINK over the next decade looks very promising.

From all the team at LINK Bay of Plenty / Waikato we would like to take this opportunity to thank everyone who has engaged with our office over the last 12 months. We look forward to a healthy and prosperous 2018.

Pictured below: LINK Bay of Plenty & LINK Waikato. Winners of 'LINK NZ Office of the Year 2016-17'



Considering a Lifestyle Change?

Let's face it, we all do at some time or another. What drives this? Well for 2017 it seems to be house prices and traffic jams to and from work each day; ultimately affecting our work life balance and family time.

Owning your own business offers income opportunity, independence, employment, security and a lifestyle. Buying an established business has many benefits lease and premises are in place, often including plant and equipment, supply relationships, operations manuals, and perhaps experienced staff depending on size of the business and financial performance history. A training/handover period from the present owner, means you are earning income from day one.

Regions such as the Coromandel are attracting buyers looking for a lifestyle change. The price to relocate is reasonable, home and income opportunities are on offer, and it's conveniently only 2 hours from Auckland. Due to the attraction of self-employment and working from home the Accommodation/Hospitality Industry is popular.

So why not put pen to paper, and assess to your personal SWOT (Strengths, Weaknesses, Opportunities, Threats) to see if a lifestyle change is the next step for you.

SO WHERE DO YOU START?

Considerations to discuss with your LINK Business Broker if you are thinking of purchasing an accommodation business:

Location?

Overlooking the beach, main road frontage or tourist hot spot?

Size?

Number of units/apartments, larger property or boutique?

Leasehold vs Freehold?

Or a combination of both Management Rights?

Condition of property?

What are the current living conditions, are upgrades required, prepared to invest?

Opportunity to add value?

Can you offer extra services eg. breakfasts, bike hire, tourist bookings, more beds?

Staff?

How do you feel about managing staff, or working on a Sunday morning if staff don't turn up?

So now you have a picture of the ideal business you're looking for, it is important to see if this is realistic and fits with your buying criteria.

THE REALITY CHECK: HOW MUCH DO YOU NEED TO SPEND?

This will depend on your choice of leasehold or freehold and the income level you require.

- **Motel Freehold Going Concern** - Benefits better borrowing and capital growth but a higher entry price point returning 12% ROI
- **Leasehold** – A lower value entry price, annual rental/lease fees and replacement chattels returning 20 - 25% ROI
- **Management Rights** – A medium entry price, a component of freehold apartment and business with no overheads of lease or chattels 30 - 35% ROI
- **Is selling the family home an option;** prices have never been better and interest rates are low

Our aim is to match buyers and sellers that have the right "fit". The above considerations will help us through the process of finding the right business for you.

Speaking from personal experience; previously owning an accommodation business, one of the real highlights is having "your place" as the holiday destination for friends and family – you'll always have visitors, and ultimately always feel like you're on holiday too!



Carron Chote
LINK Waikato

As a LINK Business Broker, I can walk you through buying or selling; offering confidentiality, honesty, and attention to detail. I will assist in all aspects being mindful of both seller's and buyer's needs and most importantly open communication. With 30 years in business myself.

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“Room to improve”: achieving a successful sale of your accommodation business.



With New Zealand’s booming tourism sector, and despite the impact of Air BnB, the country’s accommodation occupancy rates have been steadily growing in recent years. (Latest figures from Stats NZ show national guest nights were up 4% for the year ended May 2017 – with growth occurring across all 12 regions).

This makes it an attractive time to buy, and therefore sell, your accommodation business.

In this article, KPMG Senior Manager Suneil Connor outlines some key considerations when preparing for sale.

What’s unique to this market?

While most of the general principles of selling apply to accommodation businesses – there are a few special considerations. For instance, the majority of accommodation businesses are leasehold properties rather than freehold.

“It’s absolutely critical that you have everything in order when it comes to your lease agreement,” says Suneil.

“A secure and well-structured lease, with a decent period left to run, will be one of your strongest assets come sale time.”

The other key issue is seasonality. Not many accommodation businesses have rock-steady occupancy all year-round; there are usually marked peaks and troughs according to the seasons, holiday periods, special events etc.

“Your prospective buyer will want to understand the full picture regarding seasonal occupancy; as this will impact the level of working capital they’ll need coming into the business.”

Here are some key areas to focus on:

1. Financials.

“As with any business sale, purchasers want clarity around what they are buying.” Make sure you can present clean and normalised accounts for at least three years.” says Suneil.

One of the first things a purchaser will ask is about your occupancy rates and trends – so it pays to be well-prepared.

“We suggest you provide a simple table which shows your different room types, prices and occupancy; which the buyer can verify as part of their due diligence. As well as getting an insight into room yield and occupancy rates, the buyer will be looking for opportunities for growth.”

Another factor that may come under the spotlight during due diligence is whether your point-of-sale booking system matches your profit-and-loss statement. Any undeclared cash payments could be detrimental to the sale.

Finally, if you own living space is on the same premises as your business, your annual accounts will factor in the “cost of domestic establishment”. For sale purposes, normalised accounts would exclude this figure.

2. The lease agreement.

The terms of your lease will be critical to a buyer. (So even if you’re not thinking of selling in the near future, you should bear this in mind each time you re-negotiate the lease).

“Don’t leave this until the last minute,” advises Suneil.

“With specialist advice, you may be able to rectify any shortcomings or negotiate a more favourable lease agreement.”

Ideally, at the time you present your business to the market, your lease will still have a reasonable time to run. At the very least, it’s a good idea to have a letter of intent from the landlord that indicates their willingness to renew.

In addition, your buyer will want some certainty around future rent costs.

“Again, that’s a matter of timing. You won’t want to be in the throes of a rent review negotiation while your business is on the market – and your new buyer won’t want to step straight into that either.”



5. Staffing.

There are a couple of specific considerations relating to staffing for accommodation businesses, says Suneil.

For instance, it is generally accepted that motels are operated by two proprietors, who work in the business full-time; with cleaners employed as required.

“So if you were paying a manager to run the business, that would be considered an extraordinary expense, and we would remove their wages from the equation when assessing profitability.”

Under New Zealand employment law, people who work in cleaning, catering, laundry and care-taking are classed as ‘vulnerable workers’. This means they have the right to transfer over to the new business owner/employer on their existing terms and conditions. Be sure to understand the obligations to your staff when it is time to sell.

6. Management rights.

Finally, there will be additional considerations – and potential complications – if your business is under a ‘managed apartment’ structure, where the apartments are part of a letting pool.

The body corporate may have the power to veto a potential sale; or individual title-holders can pull their apartment from the letting pool.

“Good communication is critical in these cases,” says Suneil.

“Make sure you’ve established good relationships with the unit title holders, and the body corporate Chair. Let them know at an early stage if you are thinking of selling, and keep the lines of communication open.”

Your pre-sale checklist:

- ✓ Can you present a set of clean and normalised accounts for at least three previous years?
- ✓ Will your current lease be attractive to the market (and if not, can you rectify it)?
- ✓ Can you provide a spreadsheet showing your occupancy rates (and yields) by room type?
- ✓ Does your point-of-sale booking system match your profit-and-loss statement?



Suneil Connor

Senior Manager
Auckland Enterprise

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Suneil Connor is a Senior Manager within KPMG’s Enterprise team. He advises rapidly growing businesses around cash flow, systemisation, and governance.



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Introducing... New LINK Brokers

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

LINK Auckland, Ellerslie



Lindsay Sandes - Business Broker

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Lindsay has an extensive management background in the tourism industry and has held senior domestic and international positions representing global accommodation brands. He has good understanding on the New Zealand accommodation industry and group branding.

Lindsay is a consistent high achiever and award winner selling Motel Businesses, Motel Freehold Going Concerns, Franchised Service Apartments, Hotels and Management Rights.



Merv Rebello - Business Broker

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Merv is a new addition to the Ellerslie team. Merv brings transferable skills from his previous roles in sales and business overseas. Merv's proactive approach takes him to various businesses to introduce himself and the business brokerage services he provides. Merv looks forward to engaging with business owners and is offering a Market Appraisal at no cost. Savvy business owners have realised it's a good offer and have responded positively.



Gordon Fridge - Business Broker

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Gordon Fridge is a specialist Broker with extensive industry experience selling hotels, motels and Management Rights. A wealth of industry knowledge and strong negotiation skills has ensured that Gordon has secured a very high percentage of sales in the Tauranga, Mount Maunganui & Whakatane region over the last 7 years.

Gordon welcomes your call and is happy to share his knowledge of the market.



Grant McKibbin - Business Broker

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Returning to New Zealand after living and working in Europe for 25, Grant has a vast experience in several fields, including, construction, hospitality, property management and sales and marketing. He prides himself on his work ethic, known to be well-prepared, well-researched and able to tackle sometimes complex scenarios.

Grant will always give a fair, honest and unbiased appraisal and always work in the best interest of the business owner.



Jono Jarvis - Business Broker

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Jono has been involved in property investment/management for the duration of his working life and has a practical working knowledge of the industry. He specialises in the tourist accommodation market, including motels, management rights, backpackers and lodges.

Covering the South Island regions of Otago, Nelson, Marlborough and the West Coast, Jono is able to offer a diverse range of options for both buyers and sellers.



David Moore - Business Broker

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David has worked across a broad range of industries that include real estate, IT / telecommunications, managed services, marketing, advertising, human resources, professional services and business consultancy.

David's roles have been mostly GM level and CEO level for the last 7 years. People describe David as direct, straight talking and operating with enormous integrity with the ability to develop pathways and strategies making difficult situations appear simple very quickly.



Ray Hart - Business Broker

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After selling his 4 star motel in Napier, Ray moved back to Auckland to be closer to family and made the decision to sell real estate; specialising in the accommodation/tourism industry. Ray has been successfully selling motels for the last 9 years, specialising in the Rotorua/Taupo region.

Ray has built a solid client base, due to honesty, integratory and penance for hard work.



Mahendra Velankar - Business Broker

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After specialising in distribution and retail throughout New Zealand and overseas Mahendra has come to LINK to apply this experience in the business broking world.

Even though a Civil Engineer by qualification, selling has been Mahendra's passion; especially after seeing both failure and success in business.

Mahendra is always motivated to get the best results.

LINK Auckland, North Shore



Jessica Zhao - Business Broker

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Arriving in 2001 Jessica began her studies, graduating with a Bachelor of Business majoring in Accounting from Auckland University of Technology (AUT).

She has owned and operated two businesses. She is pleased to be using her knowledge and experience to help buyers and sellers achieve their goal. Whether you are looking for, or selling your business. She has a wide range of knowledge in the business buying and selling process.

She speaks both English and Mandarin.

我自中研大，16年在新西的研、研商以及生活研我
有信心研提供研、研情的服。丰富的商研知研和研研研的
生意研提供最好的建研和研！研的研意和肯定是我工作的
最大成功。

LINK Waikato & Bay of Plenty



Amanda Leigh - Business Broker

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Amanda has owned and operated a business for nearly all of her working life, after graduating from University in the States. She strives to minimise stress levels for both the buyer and seller by taking care of the details and will work all hour's necessary.

LINK Christchurch & South Island



Derek Lough - Business Broker

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Derek is an experienced business owner from a high profile Franchise brand. Derek offers the full value of his business management experience with insights for buyers & sellers alike. He built up a diverse range of industries from positions in sales, management, warehousing & logistics as branch manager, and hospitality. Buying or selling, Derek gets excited to achieve a great outcome for all involved.



Anika Gamba - Business Broker

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Anika is an experienced business owner of some 20 years in service companies. The firms she has owned/operated include boutique firms of just 5 staff up to larger concerns ranging up to 120 personnel. Adaptable is what makes Anika a great business broker – a fast learner and great at defining what is important in a transaction. Anika is BIG on personal service and working with satisfying buyers and sellers alike.



Join LINK Today

Become a business broker in the LINK network, and be part of the most innovative and largest business broking group

At LINK we give you the training, support and technology you need to succeed, 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 New Zealand, Australia, South Africa, the United States and the Philippines. LINK is proud of its growth and market dominance - based on results and integrity.



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The authority on selling businesses

Written by Lindsay Sandes

Franchises in the Accommodation Sector



Purchasing a business and fulfilling self-employment presents numerous opportunities on choice of industry you wish to trade in.

The accommodation industry is dynamic, meeting and accommodating guests from all walks of life, corporate, leisure, countries and is an industry that benefits from many events – international and domestic tourism, conferences and business sectors.

If you are considering purchasing an accommodation business, Quest Apartment Hotels must be considered.

Lindsay Sandes has amassed numerous business sales of Quest Apartment Hotels over the past twelve years and is recognised by Quest as an approved broker. His knowledge on the accommodation industry and Quest businesses is second to none.

Quest is Australasia's largest apartment hotel operator and has created a brand business travellers have come to rely on for more than 25 years. Today, the Quest Logo takes pride of place atop 150 properties. The Quest network is continuing to rapidly expand with between 4 and 10 new locations opening each year.



Currently, Quest Palmerston North business is for sale and your call to explore Quest and the benefit of this franchise is welcomed. Please see reference EL00720.

Quest is the only 'purpose built' franchise operation that offers both lifestyle and financial certainty to the business person seeking to participate in the fast growing traveller accommodation sector. They have created a business model that takes away some of the major challenges for achieving success in small business.

From a guest perspective, the Quest business format franchise delivers consistency that ensures guest satisfaction is achieved. This consistency has contributed to Quest becoming New Zealand's fastest growing accommodation group with occupancy rates 20-30 percentage points higher than the New Zealand market average.

To become a Quest franchise owner, you do not need prior hospitality experience, but you do need to have a willingness to learn and be committed to being part of a national team. You will more than likely have some business experience at management level, or you may have owned and operated your own business in the past. You'll understand what it takes to run a business and the dedication it requires.

Quest has successfully come through the Global Financial Crisis, and the organisation is ready to enter its' next stage. Quest has not only sustained through the GFC; it continued to grow. Now with the return of international visitors to New Zealand; and an increase in domestic and corporate activity, the sector is only strengthening and Quest is well positioned to take advantage of the future.



Lindsay Sandes
LINK Auckland, Ellerslie

Lindsay is a professional Business Broker who has attained numerous successful sales of Motel Freeholds, Motel Business Leases, Motel Freehold Going Concerns, Franchised Service Apartments, sale of Hotels and Management Rights.

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How to Run a Successful Motel Business – Focusing on the Asian Market

Recently there has been a significant increase in the number of enquiries from the Asian market, particularly Chinese buyers who are interested in purchasing a motel business with freehold in Auckland. One reason for this is because a motel might seem like an easy business to run alongside having a family (such as good cash flow and a quality lifestyle). However, in order to run a successful motel business many aspects require care and attention.

Staff

The staff you hire will directly influence the quality of service provided to your guests. The nature of many of the positions within a motel, including housekeeping and the front desk, do not require employees to have previous or relevant experience as ongoing training is required regardless. While prior experience can be useful, it's important to remember to look for employees who show enthusiasm, look presentable and have excellent customer service and communication skills. Most of your guests will be English speaking so it is important to be able to communicate at the same level.

Cost Management

Keeping the rooms occupied with guests provides for the motel's steady stream of income, but controlling other outgoing costs will enable the business to become more profitable. Energy saving plays a huge part in this. Training all members of staff to switch off all electronics not in use, adjusting the thermostat in unoccupied rooms and using high-efficiency appliances are several ways to help reduce the motel's energy consumption.

Environment and Appearance

The outward appearance of your motels will impact the impression of potential guests. Make sure all kitchen appliances are clean and in good working order. Maintain the grounds the building's exterior by making necessary repairs when necessary. Inspect the grounds daily to ensure the general upkeep of the landscaping and to remove any litter. The interior of the rooms must also be clean to make sure your guests feel comfortable.

Setting high standards for your housekeeping staff will ensure that all of the above, and more, are part of the day-to-day tasks. This will create a good first impression and will be the reason that guests return to your motel and recommend it to their friends.

Of course there are many other important aspects of running a motel and ways to make it more profitable; a motel is an enjoyable business to run and a lifestyle option for Asian investors.

如何成功地经营Motel生意——尤其是亚洲市场

我们有越来越多来自亚洲市场的生意咨询，尤其是中国买家，在奥克兰想要一起买下motel生意和物业的。究其原因，无外乎motel方便经营，可以满足他们的一切家庭需求，比如说现金流，雇佣方式和生活方式。但是，如何成功地经营motel生意并且盈利绝非易事，我们需要关注以下几个方面。

人才乃企业之本

员工的素质关系到服务于客户的质量。在motel的很多岗位，包括清洁和前台，都是需要在雇佣前，让他们明白自己的职责。即使先前的经验可做参考，不断的培训也是不可或缺的。要雇佣那些沟通交流能力强，工作积极热情和纪律的人。对于亚洲motel的经营者而言，注意员工的语言技能，因为在新西兰大部分的游客还都是讲英语的。

成本管理

保持房间的入住率是motel有稳定收入的必须，但是若想获得丰厚的利润，还需控制好成本。节能是motel盈利的一个领域。训练工作人员关闭所有电子产品，并调整房间中的恒温器不占用时。使用高效电器有助于减少motel的能源消耗。鼓励您的员工减少浪费，以减少供应成本，保持酒店的运行。

环境与外观

您的motel的外观有助于客户建立潜在客户印象。确保所有炊具都清洁干净，烤箱和厨灶都处于良好的工作状态。通过进行任何必要的维修来维护建筑物的外观。清理景观，每天检查场地，寻找垃圾或其他有损于外观的地方。客房的内部还需要干净，维护外观，让客人感觉舒适。为您的清洁人员设置高标准，以保持房间看起来不错。一个干净整洁的房间将是您的客人的第一印象，这将是回顾的原因，并会推荐给其他朋友。

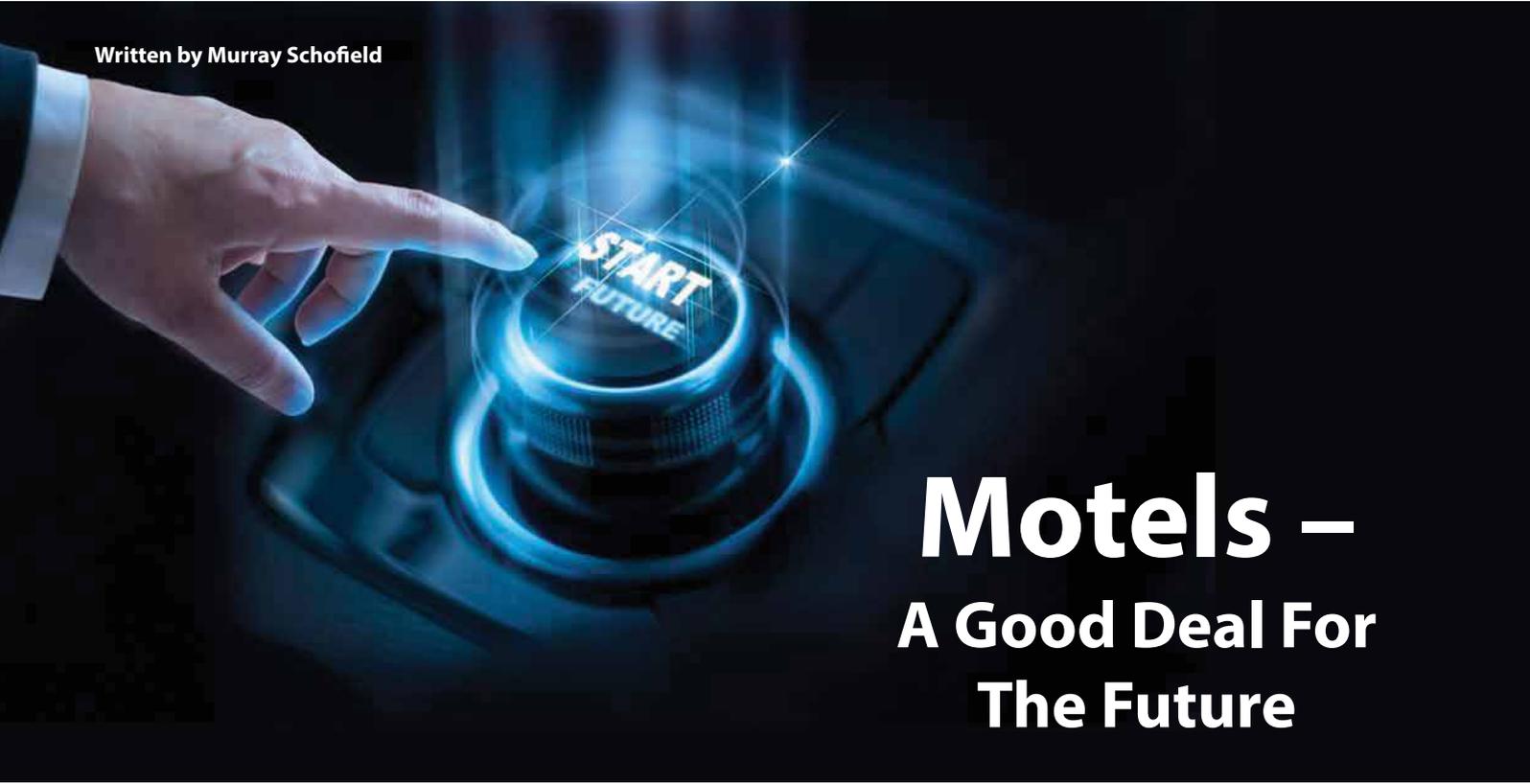
此外，这是亚洲投资者的一种生活方式和愉快的商业选择，好的环境也是给Motel的有利可图的经营的加分项。



Craig Zhu – Sales Manager / Business Broker
LINK Auckland, North Shore

Craig is a specialist in selling cafés, restaurants, and sushi businesses all around Auckland. Last year he sold one very successful café business worth over \$1.1 million, 2 large sushi business each of them was worth more than half million. With his wealthy café business background and personal connections with lots of café business owners, he always carries some successful hospitality businesses.

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Motels – A Good Deal For The Future

Motels are a business proposition with a bright future. Visitor numbers have been on an upwards trajectory for some time and with MBIE NZ predicting that by the year 2022 tourism expenditure is expected to increase by 65% to \$16 billion. Accommodation is one of the key growth industries to be in.

People start in the accommodation industry from a variety of backgrounds and circumstances. Often people tire of corporate life, the employment they have been in or perhaps have been made redundant and start looking around for other opportunities to continue your career and ask how can I best utilise the experience and skills I have built up? What type of business can I be involved in and what will I choose? There are many options to consider in answer to that question.

Usually, the first considerations that purchasers of a business are, what will give me a good return and will I have a work life balance? Those questions are valid and important as you begin to narrow down the options.

Managed well like any business, motels will provide a good return and as a result will allow you to have flexibility in the working week.

Choosing a motel, one of the first considerations is the financial outlay. A motel purchase, leasehold or freehold is entirely up to you as the buyer, both options have benefits. With the leasehold option, the financial outlay is less, so consequently you may be able to fund a larger and more upmarket complex with the potential for higher profitability. With a Freehold Going Concern, you have more flexibility and freedom with no landlord or rent negotiations to factor in and of course the potential for capital gain.

Managed well like any business, motels will provide a good return and as a result will allow you to have flexibility in the working week. With the relative business stability that a motel offers, the option of either form of ownership in that segment of the accommodation market has a lot of appeal. The benefits of home and income is very attractive. The low amount of inventory does not tie up capital and the business has strong cash flow with few accounts, very little in the way of data inputting and the corresponding wait for payment. With the continually growing trend of your guests now booking their own rooms and a computerised booking system that takes care of a large chunk of the administrative tasks.

The work-life balance is a personal choice and depends a lot on what time frame you set to stay in the business and your desire for profitability, obviously a person is able to work very hard over a short period and have little leisure time but if you wish to stay for longer in the industry the choice is yours of how you divide the week between leisure and work. The key is to have a capable team of people to assist in the everyday tasks.

An opportunity to stamp your own mark on and create something significant that you can work hard at and accumulate wealth is an attractive proposition and creates a great sense of fulfillment and often it can provide employment for family members to get involved and perhaps forge their own futures in the industry. Motels are an excellent way to build equity, appealing to people starting out with little or no experience in a service business or others more experienced looking to take a different path and to take their business aspirations to a higher level.



The selection of location is always an important consideration and can affect the way you feel about work, owning a motel is no different. As many motels are situated in tourist areas the feel good factor of waking up to stunning locations are a great boost to health and well-being. There is no doubt for a lot of people lifestyle plays a large part in the decision to own and operate a motel whether it is in a city or a smaller centre being totally satisfied with your work in a location of choice can be a very satisfying experience.

The lifestyle is a busy but manageable one and one that can be incredibly rewarding as you see all the good comments made by visitors that have stayed in your motel. It becomes a personal crusade to be the best and offer extraordinary service that leaves competitors in your wake. It is not a complex operating model but rather it is a consistent delivery of a high-quality guest experience.



Murray Schofield

LINK Christchurch & South Island

Murray has had an extensive business career in both retail and consulting and understands the complexities facing business owners every day. Murray will positively guide both the buyer and the seller through the sale process opening the door of opportunity for both parties.

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Unit Titles Act 2010 and Management Rights

If you are involved in management rights for bodies corporate, whether as manager, vendor, purchaser, agent or otherwise, then you must ensure you have a good working knowledge of the Unit Titles Act 2010 (UTA). As a consequence of the UTA bodies corporate have become more knowledgeable and empowered. Increased regulation has, as was desired, increased the focus on governance and procedure and good management. Owners (or some of them at least) are also increasingly more engaged.

Existing Management Rights

The UTA is relevant to existing management rights, whether they were created before or after 2010. The UTA introduced a concept of a “harsh or unconscionable” service contract. If a building management agreement between a body corporate and a manager is harsh or unconscionable then the Court can order it terminated. The *Sentinel in Takapuna* is the leading example of the operation of those provisions (Body Corporate 396711 & *Anor v Sentinel Management Ltd* [2012] NZHC 1957 (8 August 2012)). A 25 year management agreement was terminated by the High Court only part way into its initial term. Bodies corporate point to this decision to argue a building management agreement should be terminated where it:

- contains ultra vires clauses (i.e. it purports to delegate powers or duties beyond what the Body Corporates are permitted to, as the older contracts often do);
- has a long term of 25 years or more;
- contains unequal termination rights (e.g. allows a manager to terminate anytime but provides a body corporate can only terminate on material breach)

Subsequent decisions show the Court does not think a management agreement is necessarily “harsh or unconscionable” just because it has a long term e.g. 25 years. The Court took a dim view of the *Sentinel* manager being involved in the original creation of the management rights with the developer. There was evidence that suggested the arrangements were structured to create the maximum value for the manager at the expense of the body corporate.

The recent MBIE Review of the UTA in December 2016 discusses the possibility of introducing provisions which allow a body corporate to vary the terms of or seek to release themselves from longer term contracts, regardless of harsh or unconscionable on the current tests. That would leave management rights more vulnerable to action by bodies corporate. We await the decisions of MBIE on this.

We are seeing re-negotiation of management rights, because of commercial pressure created by the legal background, but more recently also as body corporate managers and owners seek to take back control of their own complexes. This is less of an issue where the complex is for short-term visitor accommodation, but even there as the complexes age and owners consider other uses, could lead to pressure on the manager.

Expiry of Term

There are interesting issues around the expiry of term for management rights businesses. There is no legal right to a renewal when all the terms and/or rights expressly provided for in the contract are at an end. Management rights are a contractual relationship, nothing more. A renewal or new contract is a matter for negotiation.

Creating New Management Rights

Developers are being relatively conservative when creating new management rights. Short-term visitor accommodation is typically structured using leases to bond owners and minimise the potential impact of the UTA. The management agreement with the body corporate is a lot more even-handed and may also be for a shorter term.

The UTA imposes duties on developers creating new management rights and entering onto contracts whilst they are deemed to be in control of the development. Those duties include using reasonable skill, care and diligence and acting in the best interests of the body corporate i.e. not the developers own commercial interests, in ensuring that:

- The terms of the contract achieve a fair and reasonable balance between the interests of the manager (or other contractor) and the body corporate,
- that the contract has appropriate terms;
- that the powers and functions of the manager (or other contractor) are appropriate and do not adversely affect the ability of the body corporate to carry out its functions

Leases

The manager's lease attached to the management rights and leases generally might also be vulnerable to termination? We have not seen that to date where an individual owner grants a lease to a manager, and this would be outside the ambit of the UTA. However it can be relevant to common facilities.

In July 2015 the owners at Tremont in St Lukes (Vermillion Wagener v Body Corporate 401803 (10 July 2015) had the Court of Appeal declare lease guarantees given by the body corporate void. This was a decision under the 1972 Unit Titles Act, but a same result is possible with the UTA. Leases were put in place for the manager's apartment and amenities (swimming pool, tennis Courts, gymnasium etc.). The leases were for a term of 999 years and 6 working days. Owners had paid \$1.32 million for these over 5 years.

Vendors and Purchasers of Management Rights

Vendors selling existing management rights would be wise to take early advice. Consider getting the body corporate involved early on also, rather than waiting to seek formal consent once the sale of a management rights business is under contract. These issues are best addressed outside of the due diligence process conducted by a buyer.

Buyers of management rights need to ensure they get good advice on these matters as part of their due diligence process.

No two management rights businesses are the same. The contracts and the structure of the business will have a big impact on the value of the business now and possible threats in the future.

The New Zealand management rights industry is relatively young. The Australian market is more mature and is well supported by its industry group, ARAMA. There is a relatively new industry group for management rights owners in NZ (see www.mranz.org.nz). This NZ group has created a standard management rights agreement and has made submissions as part of the UTA review.



Denise Marsden

Denise Marsden is a Director of AlexanderDorrington Limited. She has acted as a property lawyer for more than 20 years. Denise is an expert in all aspects of property law including unit titles, management rights, development, and property acquisitions, disposals and finance. Denise has a special interest in management rights businesses and has acted on the creation of management rights, sale, purchase and negotiating variations to existing rights.

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Three Basic Methods of Business Valuation

If you're considering selling your company, it helps to understand methods of calculating value to ensure you get the best price. Some of the simpler methods discussed here involve considering the company's market capitalization (based on issued shares and share value), analysing historical sales of comparable companies, or using industry-wide multipliers to determine market value.

METHOD 1 - Calculating Market Value Using Market Capitalisation

The simplest and most reliable method to determine a company's market value is to calculate its market capitalisation. The market capitalization is defined as a company's share value multiplied by the total number of shares issued. This method is used as a measure of a company's overall size.

- Note that this method only works for publicly traded companies, where share values can be easily determined.
- A disadvantage of this method is that company's value is subject to market fluctuations. If the share market declines due to external factors, the company's market capitalisation will decline despite its financial health.
- Market capitalisation relies on investor confidence, and is therefore volatile and an unreliable measure of a company's true value.

APPLICATION

1. Determine the company's current share price

This can be determined by checking the share price information made publicly available by the stock exchange.

2. Find the number of shares issued

This information can also be found through the stock exchange or through an online search of the company. Information on the number of shares issued is publicly available.

3. Multiply the number of shares issued by the current share price

This figure represents the total investor value in the company, giving a fairly accurate picture of the company's overall capital value.

Example

Xero's share price at the time of writing (11 July 2017) was \$25.75. The number of issued shares was 137,826,238.

$\$25.75 \times 137,826,238 = \$3,549,025,628$ (market capitalisation)

METHOD 2 - Finding Market Value Using Comparable Companies

This valuation method works well if a company is privately held. To estimate a company's value, look at the historical sale prices for comparable businesses.

- Market capitalisation may be deemed unrealistic if a company's value is mostly held in intangible assets and investor speculation drives the price up way beyond reasonable limits.
- This method has several shortcomings. First, it may be difficult to find enough data, as sales of comparable businesses may be infrequent. Also, this valuation method does not account for significant differences in business sales conditions, such as whether the company was sold under duress.

APPLICATION

1. Find comparable companies

There is some discretion involved in choosing which businesses are comparable. Companies considered should be in the same industry, be roughly the same size, and have similar sales and profits to the company you want to value. In addition, the business sales should be recent so they reflect more or less up-to-date market conditions.

- If you are determining the market value of a private company, you can use publicly-traded companies of the same industry and size for comparison. By using the market capitalisation method and searching online.

2. Create an average sale price

After identifying recent sales of comparable businesses or valuations of similar, publicly-traded companies (usually 3 as a minimum), establish an average sale price. This average value can be used as a bench mark for the market value of the company in question.

- You may wish to weigh the different values based on their closeness to the target company. For example, if one is of very similar size and structure to the company being estimated, you may choose to assign a higher weight to this company's sale value when calculating the average sale price.

METHOD 3 - Determine Market Value Using Multipliers

The most appropriate method for valuing a small business is the multiplier method. This method uses an income figure, such as gross sales, gross sales plus inventory, or net profit, and multiplies it by an appropriate coefficient (multiple) to arrive at a value for the business. This type of estimate is best used as a rough, preliminary valuation method because it ignores many important factors in determining the actual value of a business.

APPLICATION

1. Source the necessary financial figures

Generally, valuing a business using the multiplier method requires annual sales figures, gross profit figures, net profit figures and the values of tangible assets and current stock.

2. Find the appropriate coefficient to use

The coefficient (multiplier) used will vary based on the industry, the market conditions, and any special circumstances within the business. The reliability of the multiplier can be somewhat arbitrary depending on who you consult, however a market based figure can be obtained from your trade association or from a business broker/appraiser.

If you are determining the market value of a private company, you can use publicly-traded companies of the same industry and size for comparison. This is easier because you can find their market value using the market capitalisation method searching online.

3. Calculate the value using the coefficient

Once you find the financial figures needed and the appropriate multiplier, simply multiply the numbers to find an estimated value for the company. Again, keep in mind that this is a very rough estimation of market value.

Examples

- Imagine that the appropriate multiplier for mid-sized professional services business is estimated at 1.5 x annual revenues. If total revenues for the latest financial year are \$1,400,000, then the multiplier method yields a business value of $(1.5 * 1,400,000)$ or \$2,100,000.
- If a niche manufacturing business is earning 1,000,000 as a clear net profit after interest and depreciation a suitable multiplier might be 3.5, creating a market value of \$3,500,000. This value could change substantially based on variables such as market conditions, number of buyers, business location, manufacturing methodology, access to skilled employees and future market opportunities to name only a few.



Dave Morgan
LINK Wellington

Dave has had a successful career as a business investor, spotting businesses in need of professional management and robust operating systems. He has bought and sold businesses in the tourism sector, retail sector and the service industry and has extensive experience operating multiple franchise outlets.

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Written by Jono Jarvis

China is Forecast to be NZ's Largest Market by Spend



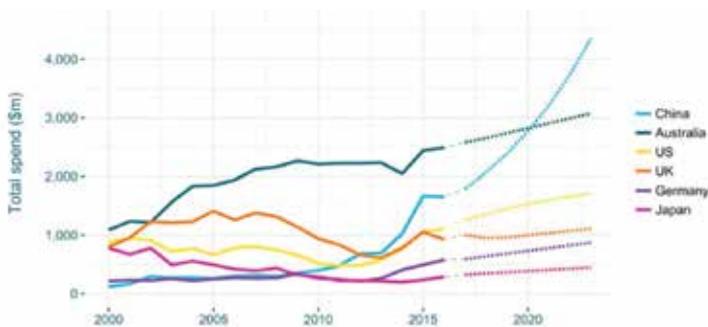
Australia is currently our largest market by spend, but China is projected to overtake it in the near future.

In 2016, Chinese tourist arrivals were up 15%, adding an additional 53,400 visitors per year.

By 2023

- China is expected to become NZ's largest tourism market by spend and reach \$4.3 billion, or 51% of total visitor spend.
- China is expected to contribute to 37% of total international visitor growth and reach almost 1 million.

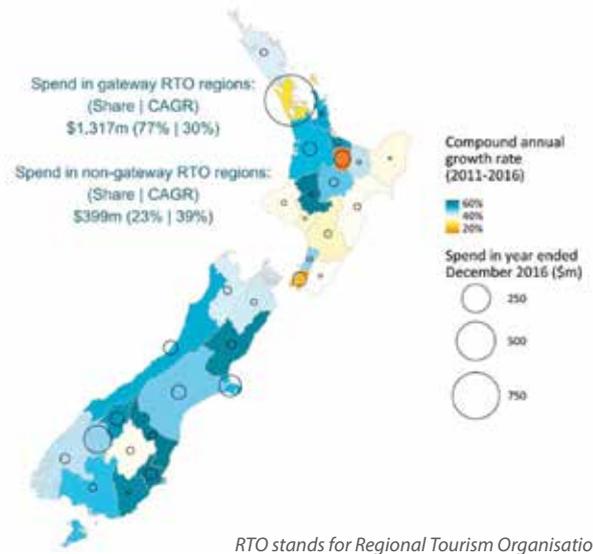
International Tourism Spend in NZ



Chinese tourists are growing more independent

There are an increasing proportion of free and independent travellers from China, where historically many Chinese visitors travelled as part of tour groups. Free independent travellers (FIT) now account for almost 50% of Chinese tourists and in the South Island the vast majority drive themselves or use public transport. This is driving changing travel patterns, with Chinese visitors spreading further across NZ's regions.

Chinese are visiting more regions than before, with strong growth in spend, especially in South Island regions.



Why the strong growth in Chinese tourists?

- China is focusing on rebalancing its economy and increasing its quality of economic growth, re-orienting itself towards consumption and services, which should encourage Chinese households to undertake international travel.
- Increase in airline seat capacity. An enhanced air service agreement with China is likely to prompt an increase in Chinese visitors with the maximum allowable number of flights from China to increase from 49 to 59 per week. The agreement means Chinese airlines can operate between airports in NZ, thus encouraging regional dispersal.

- The China-Australian Year of Tourism 2017 and NZ-China Year of Tourism 2019 will see a series of events over these years
- The extension of the Australian/NZ multiple-entry visitor's visa increasing to 5 years.

What it means for tourism accommodation operators?

Because NZ is a popular destination for tourists of all nationalities, it is challenging catering to the many and varied cultures. However, because China is forecast to be a dominant part of NZ's tourism spend, it makes sound business sense to be aware of what makes Chinese tourists happy! Remember, Chinese are prolific bloggers and social media authors!

Below are a few pointers:

1. Show respect towards the Chinese culture

- Provide basic information in Chinese
- A simple greeting in Mandarin creates a good impression
- If breakfast is offered, have some Chinese breakfast items

2. Show Chinese visitors that you treat them better than anybody else

NZ operators' mindsets need to adjust to the fact that Chinese visitors are aware that their country is the most populous and they are the biggest source market for international travel in the world, so they like to see you go the extra mile!

- Have important notices, such as morning ski reports in Chinese
- Provide slippers and tea pots in the rooms
- If travelling in a family group try to have interconnecting rooms, or rooms next door to each other
- Employ staff who are able to speak Cantonese/mandarin, but more and more Chinese speak some English

3. Provide fast and efficient service. Many Chinese travellers are 'money rich, time poor'. They also tend to be quite businesslike in their approach to service.

4. Have brochures in a dominant spot that appeal. Chinese love:

- Observing wildlife
- Walking and hiking (max 2 hours)
- 'Feeding ducks' is a novelty...our ordinary is their extraordinary
- On-water activities, such as rafting

To sum up

By 2023, forecasts suggest Chinese tourists will account for 51% of total visitor spend and number 1 million! That is approximately a quarter of NZ's population in today's terms.

Organised group travel is on the decline and a 2015 survey of Chinese FIT travellers found a quarter had been here more than once and about 65% were planning to return.

Of note, only 6% (approx. 8 million) of the Chinese population has a passport and the Chinese middle class is growing which values travel highly.

The Chinese tourist market has huge implications for NZ operators of Motels, Backpackers and Lodges, particularly in the regions. Growth in revenue is likely to result, particularly for those who successfully target and cater to the Chinese market.



Jono Jarvis
LINK Auckland, Eilerslie

Jono has over 20 years experience as a private residential property investor in both Wellington and Auckland and a shareholder of a private property company that owned serviced apartments in central Auckland. Jono is now passionately involved in the tourist accommodation broking business.

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ref: EL00539



This is an exceptionally well-run and well-presented franchise cafe in an absolutely prime location. Impressive sales come from a wide customer base of office workers, tourists, shoppers and students. The fit-out is of a high standard and there are a variety of seating areas both inside and out. This is a largely managed cafe and costs are extremely well controlled.

- Extraordinary coffee sales of 70kg per week
- Strong lease to 2032
- Strong profits
- Managed profit of \$270,000 means an ROI of 20%

Location: Auckland **Asking Price:** \$1,350,000 plus Stock
Broker: Nick Giles / 021 676 832 / nick.giles@linkbusiness.co.nz

Manufacturing. B2B. Outstanding. \$2.8M Profits

ref: EL00595

Here we present a very rare opportunity for someone to purchase a very profitable & long-established manufacturing business.

Businesses of this nature are generally tightly held and very hard to acquire.

Auckland based with customers nationwide. This firm is a significant player in its market. It benefits from strong relationships with "blue-chip" clients delivering significant levels of repeat business from a vigorous market sector.

Established for over 30 years. The operations are underpinned by robust and time proven systems and processes and high levels of automation executed by an outstanding and experienced team.

Significant barriers to entry exist for competitors. Multiple further growth opportunities are apparent and, subsequent to the recruitment of a General Manager, this could potentially be a fully managed investment for a hands-off investor.

Location: Auckland **Asking Price:** \$9,850,000
Broker: Martin Plom / 021 051 5507 / martin.plom@linkbusiness.co.nz
Broker: Bruce Cattell / 021 779 439 / bruce.cattell@linkbusiness.co.nz



Note: Very strict confidentiality applies. To this end the name and location of this business will only be disclosed at a personal meeting with the broker. Purchasers must be able to demonstrate the financial capability and business experience to proceed before detailed information will be shared. Complete a confidentiality agreement at linkbusiness.co.nz/EL00595.

Businesses for sale - \$1 million plus

Machinery Trader New/Used

ref: EL00735



Established in 1958, this business is a market leader with a reputation for offering quality plant and equipment.

The range of products is extensive, engineering, woodworking, automotive, electrical etc. There are many high value items included in the stock. Excellent margins that support a high gross profit and sellers discretionary earnings.

Present owner is ready to move on to new pastures and is keen to sell.

Location: Auckland **Asking Price:** \$1,325,000
Broker: Brett Clarkson / 027 434 5670 / brett.clarkson@linkbusiness.co.nz

Waiheke - Sumptuous Lodge & Lifestyle

ref: EL00736



A lodge hotel with panache and numerous accolades awaits a new owner.

This luxury, boutique, award winning, purpose designed lodge must be viewed to understand the significant appeal backed with consistent solid income. Expansive views mesmerise guests and owners alike.

A new owner might elect to retain the lodge and its forward business or commit to a truly spectacular executive home and retreat.

Location: Auckland **Asking Price:** \$4,800,000
Broker: Lindsay Sandes / 021 895 940 / lindsay.sandes@linkbusiness.co.nz

Superb FHGC Motel

ref: EL00626



Lifestyle location, Raglan Sunset Motel is the largest motel in this region, has a well utilised event room (weddings, conferences) and presents in excellent condition with recent refurbishment and re-decoration. Viewing is essential.

The motel complex comprises 24 units, is approximately 14 years old and occupies approximately 2579m².

The business sales are consistent, surplus exceptional.

Location: Waikato **Asking Price:** \$4,700,000
Broker: Lindsay Sandes / 021 895 940 / lindsay.sandes@linkbusiness.co.nz

CBD Pub in Prime Site

ref: EL00768



This is an incredibly rare opportunity to acquire this fabulous CBD hospitality business and enjoy the benefit of numerous different income streams. The business has an exceptionally rich history and has operated extremely well during the current owner's tenure. The great thing is - there is still plenty of room for growth!

An amazing asset here is your very own on-site brewery!

- Sales of \$2m+ per annum
- Solid Financial Accounts
- Reasonable rent
- Very desirable gaming machine income

Location: Auckland **Asking Price:** \$1,150,000 plus stock
Broker: Nick Giles / 021 676 832 / nick.giles@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Profitable Engineering & Steel Construction

ref: EL00404



Unique opportunity to purchase a long-established, well-known engineering and construction business. Operating from a thriving North Island province with national reach, this business has a large, high value customer base in the infrastructure, construction, dairy, winery and fruit growing and packing sectors.

Offering a consistent and significant profit history with a strong pipeline of future work and considerable growth opportunities.

2016 revenue \$11M+.

Location: Central North Island **Asking Price:** \$5,300,000

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

Authentic and Charming Country Retreat

ref: EL00757



With the original building dating back to 1862, the essential elements of a 19th century Coach Inn have been retained while sensitive, authentic refurbishing has captured the character and unique ambience of the gold rush era.

Danseys Pass Coach Inn features a restaurant, bar and accommodation comprising of 19 rooms. Function and conference facilities cater for up to 100 guests.

Located in Central Otago, Danseys Pass Coach Inn is set on 14 hectares (approx) and there is potential to develop walking tracks, a mountain bike course as well as building a number of stand-alone self contained units. Something for a new owner to make a reality!

Location: Central Otago **Asking Price:** \$2,000,000

Broker: Jono Jarvis / 021 177 9760 / jono.jarvis@linkbusiness.co.nz

5 Star FHGC in Lake Taupo

ref: EL00708



Acacia Cliffs Lodge is an exquisite, high class freehold going concern situated in Acacia Bay on 2 hectares of land with expansive 180 degree views over Lake Taupo.

The architecture build, design, comfort & luxury this amazing property has guests returning to Acacia Cliffs from all around the world. Guests have the very best of private suits coupled with ultimate privacy and specular lake views.

The business offers a stunning net profit which is derived from very commanding tariffs and high occupancy.

Location: Lake Taupo **Asking Price:** \$2,495,000 plus GST (if any)

Broker: Ray Hart / 021 335 488 / ray.hart@linkbusiness.co.nz

5 Star Management Rights Property

ref: EL00531



This absolute 5 Star accommodation property is on the lake's edge in wonderful Lake Taupo. Complete with a lengthy management agreement and commanding letting pool numbers along with a very sound and growing business offering an impressive return.

The purchase price also includes a freehold 3 bedroom, 2 bathroom 5 star apartment that has to be seen to be appreciated.

Sacred Waters complex is so classy and so unique it will leave you gob smacked!

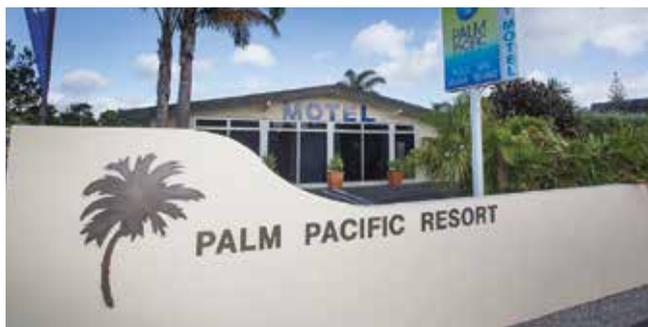
Location: Lake Taupo **Asking Price:** \$1,350,000 plus GST (if any)

Broker: Ray Hart / 021 335 488 / ray.hart@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Pack the Surfboard!

ref: EL00558



This management rights property comes to the market with an excellent management agreement tenure coupled with a freehold owners apartment + other associated real estate.

The business is solid, set in stone with the wonderful long summers, Beach-hop, Brits at the Beach!! The bottom-line is mouth watering as is the lifestyle!

Perfectly located in the sunshine capital of the Coromandel – this golden beach destination is a close drive to Tauranga and a mere 2 hour drive to Auckland CBD.

Location: Whangamata **Asking Price:** \$1,150,000 plus GST (if any)
Gordon Fridge / 022 156 9330 / gordon.fridge@linkbusiness.co.nz

Fantastic Retail Opportunity in Wellington

ref: EL00000



Palmers have been an iconic New Zealand brand for almost 60 years. They are excited to be opening a new retail store with a café in the heart of Petone. The new store offers a whopping 1100m²+ of floor space, a Botannix café and plenty of on-site parking.

The opening date in August 2018 will take advantage of the spring and summer seasons and will enable a new owner to bank the cash from day one!

There are very attractive lease terms in place for the first year and a generous rent relief in years two and three.

Location: Wellington **Asking Price:** \$1,935,000
Laurel McCulloch / 021 786 813 / laurel.mcculloch@linkbusiness.co.nz

Well Established & Highly Profitable

ref: EL00755



Offering an amazing opportunity for someone to purchase this well-established, profitable, growing business. This business offers a steady income of \$100,000+.

Established business enjoys a great reputation, long standing loyal customers, low overheads, great systems and solid contracts.

This is a simple service business that is easy to run, requiring a small office and a bit of storage. It can be run from home anywhere in Auckland, offering glide time and flexibility.

Location: Auckland **Asking Price:** \$1,250,000
Broker: Mike Fokkens / 021 598 188 / mike.fokkens@linkbusiness.co.nz

Automotive Service Workshop

ref: EL00541



This is a well-established speciality business caters predominantly to importers and traders of the automotive industry.

This automotive, panel beating and paint service workshop has been operating successfully for a number of years and has gained a reputation for honest trading and skilled workmanship.

All three aspects of business turn over more than \$1.1M per annum EBIDT (Earnings Before Interest Depreciation & Tax) for the year ending March 2017 - \$549,345.

Location: Auckland **Asking Price:** \$2,200,000 plus SAV
Broker: Anil Vazirani / 021 0277 8149 / anil.vazirani@linkbusiness.co.nz

Waterfront Cafe/Bar/Restaurant

ref: EL00674



Another exceptional premium listing in one of Auckland's most important waterside dining locations.

- Strong history
- Sales of over \$58,000 per week
- Very real growth potential
- Good training and support from vendor
- Average surplus in excess of \$500,000 plus per annum

This is relaxed waterfront dining at its best.

Location: Auckland **Asking Price:** \$1,890,000 plus Stock
Broker: Nick Giles / 021 676 832 / nick.giles@linkbusiness.co.nz

Profitable Suburban Family Restaurant

ref: EL00723



This restaurant is iconic in its neighbourhood and has a very long and strong history of serving simple, but quality food. It is an easy format and open just 35 hours per week! Sales are consistent and a full time working owner should make around \$350,000 surplus.

- Strong sales
- Rent under 5% of turnover
- High margin menu
- Just 35 hours a week
- Customers go for the place not for the owner
- Very long serving and loyal staff

Location: Auckland **Asking Price:** \$1,150,000 plus Stock
Hamish Aitchison / 021 779 018 / hamish.aitchison@linkbusiness.co.nz

Secure One Of New Zealand's Prime Waterfront Private Hotels, FHGC

ref: EL00506

A rare opportunity exists to purchase one of New Zealand's trophy private hotels. The Waterfront Hotel and Salt Restaurant is a popular corporate hotel and meeting venue because of its seaside ambience, waterfront location and easy access to the CBD. The next owner will benefit from a significant cash flow, fully managed hotel operation.

- Freehold Going Concern yield approx 11.3%
- NBS 100% and Seismic Grade 'A'
- Site 1,149m2, hotel floor approximately 3,384m2
- Three level complex, 42 suites and apartments
- Meeting/conference room
- Consistent cashflow
- Award winning hotel and restaurant operation
- Prime waterfront location



Location: New Plymouth **Asking Price:** \$11,500,000
Broker: Lindsay Sandes / 021 895 940 / lindsay.sandes@linkbusiness.co.nz

Businesses for sale - \$1 million plus

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

ref: 18261



Boutique apartment-motel, finest on the market. Luxury 5 star central city Wanganui accommodation including free wifi, spa baths, LCD Sky TV. This outstanding luxury motel is ideally located on Victoria Street - an easy walk to the local shops, supermarkets and surrounding restaurants. Total of 28 rooms, all with spectacular in-room facilities spa baths and LCD TV's with SKY. An on-site boardroom allows the operator to host functions and conferences. Incredible owners accommodation with up to 6 bedrooms - would suit a large family operation or even two families working together. Excellent financial performance with a positive trend in top line revenue and opex. Currently returning \$300k + per annum. Winner of 2013 and 2014

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

Michael Osborne / 027 242 6881 / michael.osborne@linkbusiness.co.nz

Endless Opportunities!

ref: 18535



This freehold hotel is one of the largest accommodation complexes north of the Bay of Islands, with 70+ rooms across approx. 8,514m² of land. Total building area is approx. 3,781m². Alternatively keep the current theme and focus on further developing the accommodation business. The complex features a large reception area, 2 restaurant areas, licensed bar, commercial kitchen and a conference room. 66 dedicated car parks and 3 large bus bays will allow you to run the business at capacity during peak times of the year. Owners accommodation is particularly generous. Enjoy a 4 bedroom apartment, with easy access to the entire complex - or have this property / business managed and offer the apartment as part of the remuneration package.

Location: Northland **Asking Price:** \$3,900,000

Michael Osborne / 027 242 6881 / michael.osborne@linkbusiness.co.nz

Iconic Waiheke Cafe/Bar - Charlie Farley's

ref: EL00627



Charlie Farley's is an Island institution! You could not get a better location directly across from the stunning Onetangi beach with uninterrupted sea views. This is an exceptionally well performing cafe, restaurant and bar with strong average weekly sales of circa \$62,000 per week. Sales have been trending upwards over the last 3 years.

There has been nice solid history here and the owner enjoys a simply wonderful lifestyle on the back of significant profits.

An amazing opportunity to acquire this highly profitable lifestyle business.

Location: Auckland **Asking Price:** \$1,950,000 plus stock

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

Premium Cafe in Central Location

ref: EL00665



This is definitely a premium daytime only café. Fabulous reviews, beautiful fit-out and it is buzzing! The café is operationally fully managed. The owner oversees the business but does not work in it.

- Top location
- Reasonable rent around 5% of sales
- Very strong customer base
- Excellent reviews
- Gorgeous fit-out
- Nicely profitable. Working owner should make \$430,000 plus per annum
- Still plenty of room for growth here

Location: Auckland **Asking Price:** \$1,490,000 plus stock

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

Businesses for sale - \$1 million plus

Holiday Park for Sale - Northland

ref: 20117



This is an award winning Holiday park with solid growth and massive potential. Last June it has won the PGG Wrightson - Holiday Park Grounds Awards at the HAPNZ Conference!

This land is one of the last pieces of flat land left in the sought after area of Russell. The park was even chosen by the BBC to film about New Zealand's rare wildlife. Some 25% of the property is dedicated to the walking trail and bird sanctuary.

Russell-Orongo Bay Holiday Park offers a broad range of accommodation options to suit any visitor, from glamping sites to powered campervan and unpowered tent sites, cottages to Lodge accommodation suitable for schools and groups.

Location: Russell Northland **Asking Price:** Negotiable

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

Consistently Good Earner Year In & Year Out

ref: BPW00042



- Highly profitable essential business with huge regular client base.
- New modern highly specialised "plant", that is easy to use.
- Based in a popular Waikato area servicing a large part of the Waikato.
- The work is seasonal plenty of time to go fishing and golfing.
- Two capable staff who are keen to stay on and work for the new owner.

Location: Waikato **Asking Price:** \$1,600,000

Broker: Mike Fraser / 021 932 633 / mike.fraser@linkbusiness.co.nz

Coastal Living at its Best, FHGC

ref: EL00656

Tatapouri Motor Camp is located 10 minutes north of Gisborne on one of New Zealand's excellent coastal highways. Coastal living options in pristine unspoiled locations are scarce these days. Crays just off the beach, marvelous sunrise and sunsets, surf breaks, golden beaches...take your pick.

Tatapouri is a delightful and peaceful East Coast location.

A new owner could elect to retain and develop into a dynamic holiday park, or build a coastal home and retreat. Further options to purchase additional land with consents is available.

- Cash-flow holiday park business
- Lifestyle option with income
- Redevelopment potential
- Three separate titles, totaling approx. 1.782 hectares
- FHGC



Location: Gisborne **Asking Price:** \$1,350,000

Broker: Lindsay Sandes / 021 895 940 / lindsay.sandes@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Make it Then Sell it or Rent it in Auckland!

ref: EL00717



Here we present an extraordinary opportunity for someone to purchase a very profitable and long-established manufacturing & rental business, with considerable and obvious scope for improved growth and profitability.

Auckland based with customers nationwide. This niche manufacturer is a significant player in its market. It is selling into an almost insatiable market demand and benefits from strong revenue streams from both product sales and rental.

With the replacement cost on the assets of \$2.4M, significant barriers to entry exist for competitors. Multiple further growth opportunities are apparent. Bring your finance, marketing or manufacturing skills and watch the profits pile up!

Subsequent to the recruitment of a General Manager, this could potentially be a fully managed investment for a hands-off investor.

Note: for confidentiality purposes this business has been listed under the LINK office address. Very strict confidentiality applies. To this end the name and location of this business will only be disclosed at a personal meeting with the broker. Purchasers must be able to demonstrate the financial capability and business experience to proceed before detailed information will be shared. Complete a confidentiality agreement at linkbusiness.co.nz/EL00717

Location: Auckland **Asking Price:** \$4,600,000
Martin Plom / 021 051 5507 / martin.plom@linkbusiness.co.nz
Bruce Cattell / 021 779 439 / bruce.cattell@linkbusiness.co.nz

An Incredible Central Auckland Restaurant

ref: EL00628



Rarely does a restaurant of this calibre come onto the market.

On the surface, it's a profitable, fully managed Central Auckland restaurant enjoying weekly sales over \$2m a year and showing a profit that is consistently over \$600,000 per year.

However, even though the business is an exciting, really worthwhile, consistent performer in it's current format with a return of over 20% on the asking price, that's just the beginning!

The real value for this extraordinary business is in trademarked name, the concept and it's proven resilience over time.

This is a business that can be replicated successfully by an owner/investor, or it could be franchised. It really is that good!

Location: Auckland **Asking Price:** \$2,785,000 plus Stock
Broker: Greg Mullins / 021 943 844 / greg.mullins@linkbusiness.co.nz

Rural Milking Servicing Business

ref: BPW00230



The industry that it serves is huge and vital to NZ's economy.

Has exclusivity to popular international brands.

Located in a popular go ahead Waikato township servicing a large rural economy.

Established 25 years ago the business is well-known and has a large client base.

The Vendor will give a generous hand over period to a new owner.

Five loyal and knowledgeable staff are keen to carry on their employment.

Location: Waikato **Asking Price:** \$1,600,000
Broker: Mike Fraser / 021 932 633 / mike.fraser@linkbusiness.co.nz

FHGC Hostel in Rotorua, 60 beds in 17 Rooms ref: BPW00310



A Freehold Going Concern (FHGC) Backpackers in Rotorua. Owners are demanding a quick sale, so they will consider any reasonable offers.

- Floor area over 450sqm dwelling on a flat section over 3000sqm
- Approx 60 bed spaces (including bulk beds, singles & doubles) in 17 units
- Additional storage unit that could be used for accommodation
- 3 bedroom owner's accommodation with own backyard
- Large common room with TV, computers and other facilities shared by guests
- Decent sized kitchen with dining area
- Good online ratings, over 8/10 on Booking.com and 4.5/5 on Tripadvisor
- Big parking lot, can fit tour buses or coaches
- 2 minutes drive to Rotorua city centre, Polynesian Spa and lake side

Location: Rotorua **Asking Price:** \$1,600,000 plus GST (if any)

Broker: Paul Lu / 021 047 4988 / paul.lu@linkbusiness.co.nz

Manufacturing/Installation-Very Profitable ref: BPW00385



A well-established presence in the building/renovation sector in Tauranga producing a quality product to a number of major players within the construction sector, this business is seeing continuing growth in both revenue and net profit. The production team are experienced and self-starting while the administration team ensures that processes are streamlined and efficient. The sales team deals with all customers leaving the owner to focus on growing the business and enjoying time away. If you are looking for a business that:

- Can be capable of running under management
- Has excellent and growing profits
- Has an established customer base

FY 2017 EBPITDA was \$390,012 while forecast FY18 is \$461,000.

Location: Bay of Plenty **Asking Price:** \$1,350,000 plus stock

Broker: Roger Brockelsby / 027 919 5478 / roger.brockelsby@linkbusiness.co.nz

Big Rewards & Dream Destination Supermarket ref: BPW00316



Winning Combination - Big Business, Big Rewards & Dream Destination Supermarket. Successful well established supermarket with strong brand presence. Trading extremely well, year on year growth, sales on the increase, surpassing the \$100,000 per week. Add to the mix the only supermarket and lotto agency for 25kms and you have a winner. Great staff in place, owners work 5 days per week, seasonal staff readily available. Long lease, good plant and equipment with recent upgrades. Mouthwatering returns topped with an enviable location, makes the icing on the cake with this business.

If you are looking to step up to the next level don't miss this opportunity.

Location: Coromandel **Asking Price:** \$2,025,000 plus Stock

Broker: Carron Chote / 027 289 6658 / carron.chote@linkbusiness.co.nz

Popular Holiday Park in the Bay of Plenty ref: BPW00311



This leasehold holiday park caters for all accommodation types: self-contained motels, a 5 bedroom bungalow, a backpacker styled lodge, cabins, on-site caravans, powered and non-powered campsites. As well as the standard kitchen/dining ablution facilities, the camp features 3 warm outdoor swimming pools, 2 hot private spa pools, swimming holes in a natural stream, BBQ & picnic area, recreation/function hall with kitchen, mini golf and bush walks. The two managers' residences adjoin the reception and staff lounge. Each residence has three bedrooms, separate lounge, kitchen and dining. The annual turnover is just under \$500,000 and the park yields an attractive cash surplus. Come and enjoy the lifestyle and rewards this holiday park offers.

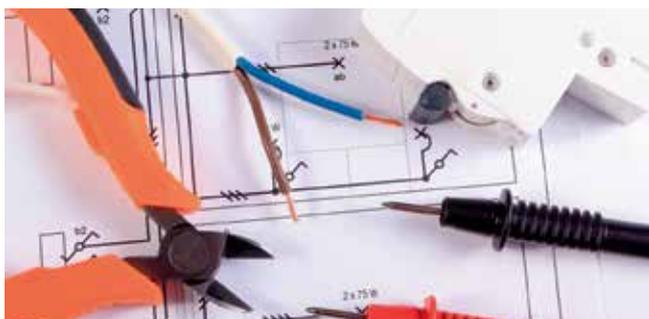
Location: Bay of Plenty **Asking Price:** \$2,150,000

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

Businesses for sale - \$1 million plus

Highly Successful Electrical Contractor

ref: BPW00388



High profile electrical contracting business has been established for over 45 years servicing the residential and industrial/commercial markets. The financial performance of the business is very impressive with consistent 7 figure sales revenue and a cash surplus in 2017 to the working owner in excess of \$400k. This business really does tick all the boxes. • Impressive client base and long-standing relationships • Growing sales and profits • Excellent Reputation • Excellent vendor assistance included in sale • Dedicated and Professional Staff.

Would ideally suit an existing electrician who recognises an amazing opportunity to run their own very successful and highly profitable entity or alternatively ripe for an acquisition/amalgamation.

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

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

Fabulous Café, Land & Family Home

ref: BPW00391



This is possibly one of the very BEST licensed roadside cafes in NZ. Comfortably seating 60 indoors & 40 outdoors with potential to increase to a further 80 indoors. Local demand to open in the evenings and to hold special events – concerts, small weddings etc.

Known for its incredible homemade food, and fabulous unique ambience. Sales are increasing weekly as this revamped and renamed café is taking traction.

Family home has been fully renovated, and the property has a flourishing home orchard plus some extra income from avocados & kiwifruit.

Location: Bay of Plenty **Asking Price:** \$1,350,000 plus GST (if any)

Broker: Lisa Lloyd / 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

Rest Home Facility in Manawatu

ref: BPW00402



This rest home has a wonderful name in its community, for providing excellent care to the residents in a warm and inviting environment. A mixture of rest home & dementia beds makes it a financially viable purchase, and is security for future income with demand for Dementia care increasing. The rest home beds can easily be converted to Hospital level care to ensure you are completely future proofing what the requirements will be. Immaculate premises with low maintenance grounds, and extra rooms available for future growth.

Location: Manawatu **Asking Price:** \$1,950,000 plus GST (if any)

Broker: Lisa Lloyd / 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

Pub and Pokies - Over \$400k Cash Surplus

ref: BPW00405



Sales over \$48,000 per week, hospitality businesses of this size do not come to the market often.

- 18 gaming machines
- \$416,000 cash surplus to working owner in 2017
- On licence until 3am
- High profile location
- Well known brand
- Established track record
- Increasing profitability
- Key staff in place. Simple offering

What more could you ask for? Let's talk business, this one will not be around for long.

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

Broker: Alanah Eagle / 07 579 4994 / alanah.eagle@linkbusiness.co.nz

Affinity Cruises - Great Lifestyle Cruising

ref: CS00077



Only New Zealand cruising company operating multi night cruises in the Marlborough Sounds, Fiordland and Stewart Island. Family owned since 1996.

Vessel has been maintained to a high standard. Current Survey: Enclosed waters 56 passengers + 6 crew, Coastal 12 passengers + 4 crew, Inshore 20 passengers + 4 crew.

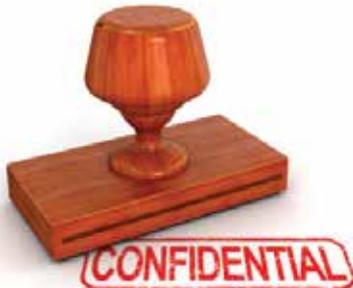
This business would suit someone with an affinity for the sea and enjoy meeting like minded people or the new owner(s) could be land based taking care of the day to day operations with employed crew on the vessel. The business is for sale as a going concern including; Vessel, Fiordland consent, goodwill and dedicated staff.

Location: Picton **Asking Price:** \$1,250,000

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

Food

ref: CS00096



Manufacturing and distributing direct to the consumer. After years in development the business is now growing at an exceptional rate.

Design, branding, ordering processes, product IP and development, web design and IT Platform are purpose engineered for the business and have been vigorously tested.

Market leading recipes together with nutritional information and special dietary requirements are just part of the extensive range.

The company is continually looking at and researching market trends. Developing and testing new recipes and then releasing to the market. Full details will only be disclosed upon meeting with the broker.

Investment is in the region of \$2 million.

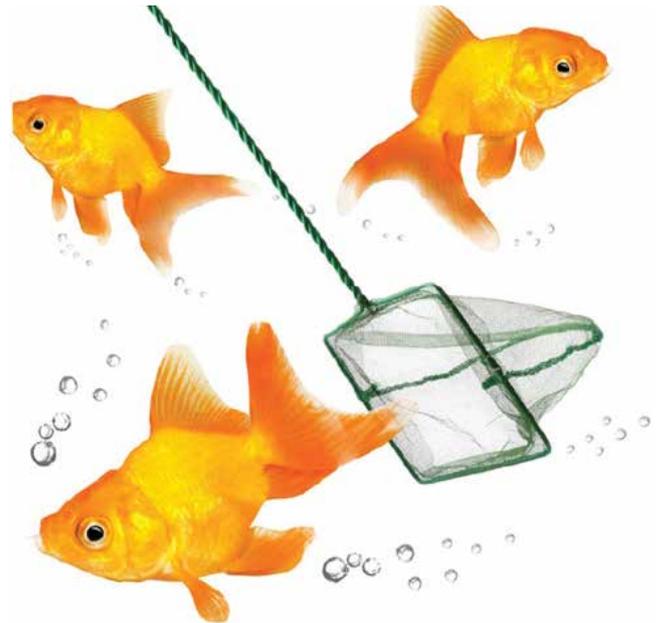
Call the broker now.

Location: Christchurch **Asking Price:** \$ POA

Broker: Brian Pankhurst / 03 928 1949 / brian.pankhurst@linkbusiness.co.nz

Seeking to Acquire. Businesses with \$1M + Profits

ref: 17477



Our client, an established and well known investment partnership which owns businesses in a variety of sectors, has commissioned us to seek profitable businesses in the upper North Island and Christchurch for acquisition.

Of particular interest are established manufacturing, import/ export, distribution, engineering & services businesses with EBITD profits in the range \$1M - \$2M. Ideally, an experienced full or partial management team will be in place. Most sectors are of interest. Chemicals, foodstuffs, plastics, pharmaceuticals, machinery, waste management, B2B services to name a few.

Our client has an enviable & demonstrable track record in successful acquisitions of privately held businesses. They are fully funded and able to move quickly for the right opportunity.

Discretion, integrity & absolute confidentiality.

Location: Auckland **Asking Price:** \$4,000,000 - \$10,000,000

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

Businesses for sale - \$1 million plus

Central Paihia - FHGC Motel

ref: NL00024



Land, Buildings and Business!

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

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

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

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

Extraordinary Accommodation and Conference

ref: NL00032



Extraordinary Accommodation and Conference. Profits+

Quite simply an extraordinary and very rare Hospitality opportunity with sales in excess of \$4m pa and profits to match. This is a very well established and well known hospitality business in the Auckland Region.

Exceptionally strong 40 year lease. This highly successful business is part of a larger future land development with massive growth opportunities for the current business. The current owner will focus on this future development. Rarely does something like this hit the market. Anyone with a passion for the Hospitality Industry and / or with experience of owning or running a major company within the Accommodation, Wedding and Conference space should look seriously at this one.

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

Michael Osborne / 027 242 6881 / michael.osborne@linkbusiness.co.nz

Northland Manufacturer

ref: NL00036



One of Northland's finest.

Housing related manufacturing company showing fantastic returns. Demand for housing is driving sales of this company's products forward. Very well run with established systems and practices.

Strong established links with suppliers protects your investment and limits competition.

After 25 years, owner is looking to retire and will provide full support.

Just bring your management skills and passion. Enjoy the life style and the profits.

Location: Far North **Asking Price:** \$1,500,000

Dave Beaumont / 021 756 146 / dave.beaumont@linkbusiness.co.nz

Agriculture Export & Manufacturing

ref: NL00037



Flax Fibre + Linseed Oil + Horse Feed Staged Investment - return 20-25%+ Year 1.

This start-up business, to be situated in Kaipara, Northland, NZ, is aimed at the high end textile/health/beauty/equine industries. Includes partial sale of IP and goodwill requiring capital of \$1m - \$2m over the next 12 - 24 months. We have produced the worlds warmest and strongest NATURAL fiber, from flax fiber and possum fur, and from the crop there is near zero waste. We are looking for investors/partners, with vision to step up and assist in the production of this world class fibre yarn.

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

Broker: Brent Herrick / 021 735 995 / brent.herrick@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Almost Waterfront - Central Paihia - FHGC

ref: NL00054



A unique opportunity to purchase a beautifully presented Freehold Going Concern motel in Central Paihia.

Situated almost on the waterfront and 5 minutes from the hive of activity of the Bay of Islands you will feel like you are on holiday all year around. This business has been easily run by the current owners for more than 10 years.

The motel includes a lovely 3 bedroom apartment with fabulous sea views and a 2 bedroom apartment also with seaviews and bush views. There are 2 x 1 bedroom apartments and 6 x studios all with sunny balconies and some with sea views. There is also an indoor private spa and a BBQ area.

Location: Paihia Northland **Asking Price:** \$2,400,000

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

Plastic Manufacturing - SDE \$750,000+

ref: NL00062



Based in Northland, this highly profitable business with solid growth year on year. Markets can be expanded and with the recent expansion of the neighbouring property it has the scale to increase production significantly.

The contract manufacturing plant is set up efficiently, supplying large clients in very specialised markets. Don't be fooled by the location; being based in a geographical strategic area (Northland) means it retains profits while they can optimise servicing key clients.

A strategic purchaser could add this business to a current portfolio and run under management or it could suit an owner operator that has a good understanding of how to take a good business to the next level.

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

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

Café & Retail Shop with Freehold Option

ref: NS00308



Famous café and retail business is located on main road just 40 minutes from Auckland. Current vendor has owned it for more than 20 years, now wants to sale because of retirement. The turnover of the business is consistently around \$2 million per annual, profit around \$280,000.

Two sections and one building for sale together with the business. Good potential to hold the property value.

Business price \$590,000 + Stock (Approx. \$350,000)

Freehold price: \$900,000

Location: Waikato **Asking Price:** \$590,000 Freehold: \$900,000

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

Freehold Unit Title Café for Sale

ref: NS00266



Quality-driven cafe with a warm, inviting atmosphere, located in a prime location on North Shore.

- Well supported by surrounding offices and retail shops
- Trades consistently increasing year on year sales
- Weekly sales around 8,000
- Lease is about \$58,000 per year plus GST & outgoings
- All food is made on-site in a well-appointed kitchen
- Seating for 35-40 people with a variety of seating options available. Currently the shop is managed by 4 full-time and 1 part-time staff members so it would be an advantage to a working couple to trim the wages bill

Freehold can be sold separately from the business.

Location: North Shore **Asking Price:** \$349,000 + Freehold: (\$1,410,000)

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

Businesses for sale - \$1 million plus

Major Brand Service Station

ref: EL00287



Popular brand service station on very busy main road.

Fuel sales: 9.4M litres per annum and shop sales: \$27,871 per week for the period from 1 April 2015 to 31 March 2016 and growing at a fast pace.

Double skin fibre glass tanks.

This site has been recently refurbished with LED lights in the canopy and brand new dispensers. Reasonable rent and outgoings with long secured lease in place.

Location: Rotorua **Asking Price:** \$3,900,000 plus SAV
Broker: Ron Vazirani / 021 024 2978 / ron.vazirani@linkbusiness.co.nz

Freehold Holiday Park Close to the Beach

ref: 15472



It is so easy to fall in love with this holiday park! The white sandy beaches of the Bay of Plenty are just meters away; the park has all the standard facilities associated with a holiday park; it caters for all types of accommodation; the park is a consistent performer, showing a good turnover and healthy cash surplus; a substantial part of the income is generated through the home park area under a license to occupy; the owners' accommodation is a spacious 4 bedroom house with internal access to reception; and the park allows its owner to enjoy a great lifestyle and to pursue other interests as well. This is a unique opportunity to own a freehold property and a solid business close to the beach - not many opportunities like this.

Location: Bay of Plenty **Asking Price:** \$2,600,000 plus GST (if any)
Broker: Nols Bertram / 027 238 1450 / nols.bertram@linkbusiness.co.nz

Unique Lifestyle with Income Mix

ref: EL00618



Makarora Tourist Centre is a unique complex bordering the Mt Aspiring World Heritage National Park. Situated on 2 titles (7.9 hectares approx.) there is scope to develop.

It offers multiple income streams, comprising a grocery/souvenir shop, gas station, café and fully licensed bar and accommodation with 26 'A' frame units individually set amongst the bush and powered camp sites.

Owner's accommodation is a 4 bedroom house, 3 single staff quarters and a small 2 bedroom and 1 bedroom houses. Loads of storage with double garage/workshop/implement shed.

Located at the head of Lake Wanaka, it is conveniently situated midway between Queenstown and the world renowned West Coast Glaciers on a major arterial tourist route.

Location: Queenstown Lakes - Wanaka **Asking Price:** \$2,900,000
Broker: Jono Jarvis / 021 177 9760 / jono.jarvis@linkbusiness.co.nz

Busy Cafe in Auckland Central

ref: EL00759



Fantastic café with large premises and well established clientele. Central Auckland premium location on main street surrounded by many offices and companies.

Full kitchen and full day menu, with an abundance of seating. High turnover of \$26,000pw.

Six day café with potential to open for brunch on the weekends and to increase revenue through marketing and catering.

Location: Auckland **Asking Price:** \$1,070,000
Broker: Susan Han / 027 566 8938 / susan.han@linkbusiness.co.nz

Businesses for sale - \$1 million plus

History Hotel and Bar for Sale

ref: NS00440



A history Hotel and Bar is located in main road in Waipa Waikato where the tourists around the world pass to visit the famous Waitomo Glowworm Cave.

The beautiful area is about 30 minutes drive to the Waitomo Cave and 40 minutes drive to the Hobbiton Movie Set.

The classic beauty is standing in one-ace land and includes 5 - room hotel and a spacious bar and restaurant that has just been renovated and looks stunning!

The turnover of bar and restaurant was \$700,000 annually and can grow up after renovation. It is very easy for somebody to develop a new hotel behind the bar.

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

Broker: Susan Xiao / 021 202 0268 / susan.xiao@linkbusiness.co.nz

Attractive \$ Returns and Lifestyle to Match!

ref: EL00808



The Knightsbridge Motel offers investors a wonderful opportunity to enter the flourishing Marlborough tourist market.

Reasons to purchase include: strong cash flow/profitability, 26 year lease tenure, attractive occupancy, beautifully maintained to a very high standard, multiple awards winner, excellent mix of spacious units.

The motel comprises 18 spacious units, with plenty of off-street parking, outdoor bbq area, swimming pool, spa and guest laundry. The owner's residence is a twin level 3 bedroom, 2 bathroom house, with stand-alone double garage.

Location: Blenheim **Asking Price:** \$1,295,000

Broker: Jono Jarvis / 021 177 9760 / jono.jarvis@linkbusiness.co.nz



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Businesses for sale - Northland

Choose a Good Lifestyle - Work & Travel

ref: NL00052

Two owner operators crafted this lifestyle business from a standing start over the course of 20 years.

This travel club business is built on providing a dedicated personal service to an extensive travelling customer database, drawn from across mostly Northland but also extending south of Auckland.



Location: Far North **Asking Price:** Price on Application
Broker: Rudy Kokx / 021 421 346 / rudy.kokx@linkbusiness.co.nz

Affordable Housing Manufacturer

ref: EL00203

Well placed to meet demand for high-quality, affordable, bespoke buildings in Auckland. Simultaneous construction of up to ten buildings allows excellent labour utilisation without travel or weather downtime.

Solid timber systems and lining options developed over 20 years deliver a choice of finishes retaining structural and transportable integrity. Low overheads, large labour pool, proximity to growth markets.



Location: Northland **Asking Price:** \$550,000
Broker: Tony Andrew / 021 938 560 / tony.andrew@linkbusiness.co.nz

Distribution Area for National Supplier

ref: 19784

Looking for a solid business with room for improvement to a working owner? Not many businesses have their income put into their account every week! This territory, takes in all of the Whangarei urban area, plus rural runs. The owners are not hands-on, by choice! Therefore a working owner can easily reduce staff costs, (especially in the area of Team Leaders) and streamline many parts of this business. The business for sale is the sole distributor of one of NZ's largest publication companies.



Location: Whangarei **Asking Price:** \$295,000
Laurel McCulloch / 021 786 813 / laurel.mcculloch@linkbusiness.co.nz

Motel Lease - Central Whangarei

ref: 18403

A very well presented 10 unit motel situated on busy main arterial route. Consists of 7 studios, 2 x 1/bedrooms and 1 x 2/bedroom units and a private in-ground swimming pool. Features 3 bedroom owners accommodation, master with en-suite, second main bathroom and a balcony off living area.



Can easily be run by one person. 30 year lease commenced 2007.

Location: Whangarei **Asking Price:** \$450,000 ono
Broker: Jenny Blain / 021 455 421 / jenny.blain@linkbusiness.co.nz

Popular Restaurant/Great Ambience Whangarei

ref: 20391

Owner returning overseas.

Upmarket and well established restaurant situated down a busy arcade in the heart of Whangarei. Regular clientele! Quality and authentic fit out with a well set up commercial kitchen and a great indoor/outdoor flow with seating for up to 110 people. Currently operating 5 days a week for lunch and dinner service with potential to extend hours. Excellent opportunity for further growth.



Location: Whangarei Central **Asking Price:** \$259,000
Broker: Jenny Blain / 021 455 421 / jenny.blain@linkbusiness.co.nz

Dive HQ Whangarei - Growth/solid profits

ref: NL00006

Get the best of what Northland has to offer! Work hard - Play hard, with big rewards!

Owning Dive HQ Whangarei is a unique and rare opportunity where work means play. With 3 aspects of the business (retail, servicing & training) it is steady business year round, with an obvious peak during the summer months.



Location: Far North **Asking Price:** \$348,000
Broker: Rudy Kokx / 021 421 346 / rudy.kokx@linkbusiness.co.nz

Hardware and Building Supplies Gem!

ref: NL00026

Profitable and easy to run.

Are you into DIY or a builder looking to drop the tools? Or just some one looking for a good business in the North.

This business is almost as good as it gets and in a fabulous location.

If you are looking for a well run business with room to grow and potential to run under management this is for you. Great returns, 29% ROI.



Location: Northland **Asking Price:** \$590,000
Dave Beaumont / 021 756 146 / dave.beaumont@linkbusiness.co.nz

Whangarei - Bathroom Supplies Retail

ref: NL00040

A well known established business which the Vendors have grown and developed over the last 10 years to achieve consistent annual revenues in excess of \$1m.

This business has strong brand recognition in Whangarei and Northland. This not only means a solid retail customer base but also regular repeat business from local building contractors who purchase fittings from Plumb' In themselves.



Location: Whangarei **Asking Price:** \$275,000
Broker: Jenny Blain / 021 455 421 / jenny.blain@linkbusiness.co.nz

Businesses for sale - Northland / North of Auckland

Cafe in Township North of Auckland

ref: EL00692

This busy, non-franchised café is located in a well-loved township north of Auckland. The café is well-established and well known to locals. It is located on the main street with plenty of traffic passing through.

- The weekly turnover is around \$14,000
- Amazing low rent is only \$577 per week
- Would suit both owner operators willing to relocate or investors



Location: North of Auckland **Asking Price:** \$307,000
Broker: Henry Han / 021 516 588 / henry.han@linkbusiness.co.nz

Auto & Marine Trimmers - Bay of Islands

ref: NL00057

This dynamic business is based in the beautiful Bay of Islands in the Far North of New Zealand and presents an exciting and rare opportunity to enter into a growth area.

Close to the waterfront there is loads of opportunity here with expanding market right on the doorstep.



Location: Opua Northland **Asking Price:** \$120,000
Broker: Rudy Kokx / 021 421 346 / rudy.kokx@linkbusiness.co.nz

Calling All Non-Building Builders!

ref: NL00058

Move to Bay of Islands and earn \$90,000 - Home Inspections.

16 years of trading history is a solid indicator of how good a small business can be. The current owner works from home with low overheads and enjoyable lifestyle. Services include pre-purchase inspections, weathertight assessments, certificate of acceptance reports and project management.



Location: Northland **Asking Price:** \$75,000 negotiable
Broker: Rudy Kokx / 021 421 346 / rudy.kokx@linkbusiness.co.nz

Aluminum Window Manufacturer

ref: NL00060

This is a long established business and supplier of all things aluminium. Excellent location to easily service a wide area. Years of consistent trading with good returns make this a sought after acquisition. Supply a range of aluminium products and services to established contacts and direct to the customer.



If you are looking for a solid business in the North this ticks a lot of boxes.

Location: Kaipara **Asking Price:** \$275,000
Dave Beaumont / 021 756 146 / dave.beaumont@linkbusiness.co.nz

Commercial Cleaning Business - Franchise

ref: NL00063

This business is flat out busy with commercial cleaning, carpet cleaning and domestic cleaning. And there is much more potential to grow in all different areas!

Due to ill health, the owners are open to make this work for you and motivated to sell. Current profit for the last 6 months were \$42,000 with current turnover of \$2600 per week.



Location: Far North **Asking Price:** \$60,000
Broker: Rudy Kokx / 021 421 346 / rudy.kokx@linkbusiness.co.nz

Busy Garage : Good Profits

ref: NL00067

This workshop is currently turning work away because it is so busy.

Located in a small town with minimum competition it is a thriving business in a little town on the tourist's main highway in Northland. The business is run by a husband and wife team with 1 other staff.



Operating profits are around \$130,000.

Location: Far North **Asking Price:** \$180,000
Broker: Rudy Kokx / 021 421 346 / rudy.kokx@linkbusiness.co.nz

Fabulous Orewa Restaurant

ref: NL00065

One of Orewa's finest cafe/restaurants.

Fully licensed. Great location with lots of foot traffic and sunny out door seating.

This popular spot has shown consistent yearly returns with room to grow.

Lovely fit-out and spotless kitchen. Orewa is growing fast and so is the hospitality sector. Stake your claim now. Reluctantly for sale due to change in circumstances.



Location: Orewa **Asking Price:** \$160,000
Dave Beaumont / 021 756 146 / dave.beaumont@linkbusiness.co.nz

Sports Bar and Gaming

ref: NL00066

Well Established local bar with 18 machines, licensed for 118 PAX. Main road frontage with great exposure. Runs like a well oiled machine with the owner only doing stock takes and ordering! No brewery contracts. Plenty of room to increase revenue or sit back and maintain your profits. Grab this opportunity while it lasts. Call me now.



Location: Rodney **Asking Price:** \$270,000
Dave Beaumont / 021 756 146 / dave.beaumont@linkbusiness.co.nz

Businesses for sale - Auckland

Profitable Vibrant Restaurant

ref: EL00610

This such a cool place! There has been a massive buzz about it both in magazines and online and it is a real social media hit.

The fit-out is uber chic and the layout is great. The owners have done a wonderful job building a desirable dining and drinking destination in this always popular suburb.



Location: Auckland **Asking Price:** \$595,000 plus Stock
Broker: Nick Giles / 021 676 832 / nick.giles@linkbusiness.co.nz

Fantastic Franchise Cafe

ref: EL00446

Located in a central suburb, this café enjoys sales of just over \$14k per week on average. A prominent site with good foot traffic and plenty of parking. You will enjoy good training and support from the Franchisor.

- Great suburb with good foot traffic
- Good lease in place
- Excellent training and support
- Surplus in excess of \$140,000 per annum
- A nice solid local Franchise cafe



Location: Auckland **Asking Price:** \$465,000 plus Stock
Broker: Rafiq Bhamani / 021 129 1916 / rafiq.bhamani@linkbusiness.co.nz

Franchise Cafe / Top Brand

ref: EL00463

This is an important site for this well respected Franchise brand. You can expect excellent training and support here but you must have the drive to succeed and a passion for providing a quality service to your customers.

- Sales of \$21,000 per week average
- Coffee sales around 30kg per week
- Good lease in place
- Excellent brand and location



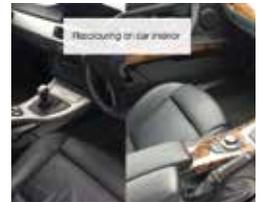
Location: Auckland **Asking Price:** \$480,000 plus Stock
Broker: Rafiq Bhamani / 021 129 1916 / rafiq.bhamani@linkbusiness.co.nz

Good with Your Hands?

ref: EL00528

This is an amazing opportunity for you to own two key territories (Auckland Central and West) with Trimfix, the largest trim and upholstery restorer in Auckland operating in the automotive, marine and furniture sectors.

Current owner earns a surplus of around \$110,000 per annum.



Location: Auckland **Asking Price:** \$265,000 plus Stock
Broker: Rafiq Bhamani / 021 129 1916 / rafiq.bhamani@linkbusiness.co.nz

Habitual Fix North Shore Location

ref: EL00669

Here is an excellent opportunity to own a Habitual Fix store in a good location. This is a simple operation that can be run with just 2 part time staff and a working owner.

- Good location next to the beach and a mall
- Opportunity for a hands-on operator to grow this store
- Recently refurbished, no need to worry for another six years
- Fantastic system in place for a first time buyer



Location: Auckland **Asking Price:** \$120,000
Broker: Rafiq Bhamani / 021 129 1916 / rafiq.bhamani@linkbusiness.co.nz

Pita Pita in Premium Location

ref: EL00695

This is an excellent opportunity to own a very successful hospitality business in one of Auckland's busiest malls. Pita Pit is well known for offering delicious, fresh and healthy food.

This particular store is doing very well. It has recently been refurbished and looks spectacular. A full time owner operator can look forward to a surplus of \$130,000 per annum. There is a good lease in place with sales of \$11,500 including GST. The operating costs are low and there are good support systems in place.



Location: Auckland **Asking Price:** \$360,000
Broker: Rafiq Bhamani / 021 129 1916 / rafiq.bhamani@linkbusiness.co.nz

Superb Kebab Shop

ref: EL00698

This kebab shop is on the market for the first time in 20 years! Established in 1997, it has a solid history.

- Recently spent \$70,000 on renovation with a modern look
- Simple operation can run with only 2 staff
- Low operating costs and rent of just \$40,000 per annum
- Surplus of \$144,000 per annum



Location: Auckland **Asking Price:** \$299,000
Broker: Rafiq Bhamani / 021 129 1916 / rafiq.bhamani@linkbusiness.co.nz

Gym with a Difference

ref: EL00689

So what is the difference? Here we have a stylish corporate gym that has a captured market. This captured market gives it a high retention rate, way above the industry norm. Under the present owners the membership has grown to over 850 and is still showing strong growth. The business has several different income streams, both in and outside of the gym. It is well appointed and maintained with an excellent staff structure in place to the point where the owner does not need to be there on a day-to-day basis.



Location: Auckland **Asking Price:** \$545,000
Broker: David Moore / 021 1299 650 / david.moore@linkbusiness.co.nz

Fresh Horticultural Products

ref: EL00206

Quality Auckland based business with countrywide wholesale and distribution throughout New Zealand. Steady year on year growth in revenues and profits.

This is a unique business with market dominance in it's area of operation. Easy to run but owner needs some understanding of wholesale/distribution and an affinity with perishable fresh produce. Great opportunity to acquire an excellent business with definable growth opportunities.



Location: Auckland **Asking Price:** Refer to Broker
Broker: Richard Ridler / 021 904 672 / richard.ridler@linkbusiness.co.nz

Auckland Central Eatery

ref: EL00699

Fantastic, fully licensed eatery open for breakfast, brunch & dinner 7 days a week. Located in an affluent neighbourhood in Auckland central. Amazing reviews on Zomato and TripAdvisor. High turnover (\$27,000), low rent/\$455 pw (long lease) and a well-established, stable clientel for in-house dining, catering & private functions.



Currently under management so new owner has the flexibility of enjoying the passive income or getting involved with the day-to-day management.

Location: Auckland **Asking Price:** \$895,000
Broker: Henry Han / 021 156 588 / henry.han@linkbusiness.co.nz

Saddle Up!

ref: EL00827

Retail and services business with a 'second to none' reputation and high value of goodwill. Long history and well established in the market. Business holds nationwide customer base with repeat clientele.

Integrated modern website and software system generating excellent on-line sales with much more potential for growth.

Stable year on year sales figures.

First time on the market, owner looking to semi-retire. Suited for someone with retail or horse related background.



Location: Auckland **Asking Price:** \$555,000 includes stock and assets
Broker: Jordan Larsen / 022 423 3006 / jordan.larsen@linkbusiness.co.nz

Domino's Pizza in Auckland

ref: EL00591

This is an opportunity to be part of a leading pizza franchise. Domino's pizza is the perfect business for passionate pizza lovers/entrepreneurs. It has a great system which is easy to operate. Full support and training provided. With weekly turnover of around \$20,000 and rent less than \$700 per week, this business makes a good profit for current working owner.



Vendor is very motivated to sell as moving overseas.

Location: Auckland **Asking Price:** \$660,000
Broker: Henry Han / 021 516 588 / henry.han@linkbusiness.co.nz

Newmarket Cafe - Daytime

ref: EL00509

Beautiful cafe and deli located in central Newmarket and privy to heavy foot traffic & corporate office workers. Stunning store front with open space planning and plenty of seating. Customer parking available.

High turnover of \$18,000-\$20,000 pw. Long lease (6yrs+6yrs).

Potential for further improvement, vendor motivated to sell. It's rare for a cafe this size to be available in a prime location like Newmarket so don't miss out!



Location: Auckland **Asking Price:** \$530,000
Broker: Susan Han / 027 566 8938 / susan.han@linkbusiness.co.nz

The Coffee Club

ref: EL00715

The Coffee Club is one of NZ's most popular cafe franchises with stores all over Auckland. This Coffee Club cafe is located in a busy mall with plenty of foot traffic.

The sales are over \$14,000 per week and still growing. Currently under staff management, this cafe definitely has more potential for improvement from having an owner operator.



Location: Auckland **Asking Price:** \$403,000
Broker: Susan Han / 027 566 8938 / susan.han@linkbusiness.co.nz

LPG Sales/Hire Shop

ref: EL00704

Its a DIY bonanza. LPG sales, equipment hire, tyre sales, small engine repairs. The business is owner-operated with 2 staff.

Lots of B2B business supporting tradespeople as well as the locals. Fun small business on the North Shore. Low rent due to reliable sub-tenant.



Location: Auckland **Asking Price:** \$267,000
Broker: Brett Clarkson / 027 434 5670 / brett.clarkson@linkbusiness.co.nz

Excellent Trade Business

ref: EL00576

This solid little Auckland based, trades and services company, provides a new owner a fantastic opportunity to buy a very well-priced and great value business. The business has operated in the glass services industry within the Auckland area for 10 years, has great staff and an excellent reputation, which has meant the business has thrived solely from word of mouth. A new owner will be able to add some additional marketing and staff and rapidly expand this business or franchise it! Annual revenues \$395K. Annual owners salary (SDE) \$155K.



Location: Auckland **Asking Price:** \$200,000
Broker: Jordan Larsen / 022 423 3006 / jordan.larsen@linkbusiness.co.nz

Businesses for sale - Auckland

Bar and Gaming Goldmine

ref: NL00005

The iconic Wade Hotel, its reputation speaks volumes. A true Gastro Pub. Established in 1881 it has a rich tapestry of history and continues to be a destination of choice for locals and the region.



Located in Silverdale, one of Auckland's fastest growing areas with up market Mill Water near by and close to the Northern Motorway. Not only a family favourite but popular with the trade and business people.

Location: Auckland **Asking Price:** \$690,000
Dave Beaumont / 021 756 146 / dave.beaumont@linkbusiness.co.nz

Unique entertainment venue

ref: NL00059

This venue is unique and profits are great. Minimal owner input! Consistent revenues and growing. Based in the heart of the city, it is a popular venue for tourists and locals and highly ranked on trip advisor. It provides a one of a kind entertainment experience that is popular with all ages. A fully licensed cafe is also included although not currently operational.



Location: Auckland **Asking Price:** \$330,000
Dave Beaumont / 021 756 146 / dave.beaumont@linkbusiness.co.nz

One of the Best Franchised Cafe

ref: NS00027

This business will be one of the top performed cafe in the franchise system. Weekly sales is around \$30k with a high coffee bean usage. Huge shop size over 300 square metre. Only 5 and half day business. Strong franchise support. 10% turnover and rent ratio, reasonable rent and long lease. Current vendor's business partner splits, forces to sell. Now all hard work has been done.



Location: Auckland City **Asking Price:** POA
Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Lotto & Dairy Shop in a Prime Location

ref: NS00036

- Large shop size up to 40m² with weekly rent of \$357 inclusive of GST and water
- Average weekly turnover is about \$14,000. \$10,000 is from the dairy sales, \$4,000 is from the lotto sales. Well decorated store layout and good functional equipment
- One working owner plus 1 part time staff can easily run the business



Location: Auckland **Asking Price:** \$178,000 plus Stock
Broker: Maggie Chen / 021 273 6258 / maggienc@linkbusiness.co.nz

Dynamic Manufacturing Business -North Shore

ref: BPW00330



This successful manufacturing business operates north of the Harbour Bridge and provides services on a business to business basis Auckland wide. Undertakes sheetmetal fabrication, rolling, cutting and welding of aluminium, stainless and mild steel as well as other specialised materials. A solid customer database. Operates from a tidy and well setup premises. The owner is prepared to offer the freehold for sale with the business or negotiate a mutually agreeable lease. Equipment is impressive with an extensive range of tooling and well maintained. SDE to 1 working owner could be approx. \$150k. This would be the ideal step up to owning a business for a qualified tradesman/couple or a great acquisition for an existing business owner.

Location: Auckland **Asking Price:** \$490,000
Broker: Rick Johnson / 021 991 485 / rick.johnson@linkbusiness.co.nz

Baby Clothing Children's Fashion Business

ref: NS00127

This baby clothing fashion business is located in one of the most popular shopping malls in Auckland. Surrounded by many retail shops and cafes. This business is an Auckland/NZ based new kids' boutique, operating both brick & mortar and online store. Average monthly turnover is about \$15,000 to \$16,000, well decorated store layout and good functional equipment. If you want to know more details, call me now!



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

Service Station Low Costs

ref: NS00306

This service station is an easy entry brand business without Franchise and guarantees fee expects for rent. It is located in a busy residential area in North Shore with stable customers and a safe environment, as well easy access for trucks to entry and parking for fuel. Operating hours 6:30am to 8pm Monday to Friday & 7:30am to 8pm Saturday and Sunday. If you want to find more, contact me!



Location: North Shore, Auckland **Asking Price:** \$630,000 plus Stock
Broker: Susan Xiao / 021 202 0268 / susan.xiao@linkbusiness.co.nz

High Turnover Bakery Manufacture for Sale

ref: NS00326

- Bakery manufacture with good location. The spacious factory size 500m² and 100m² for office area upstairs.
- Both wholesale and retail sale, well outsourced delivery and stable and loyal business customers.
- For retail, has website to order online. Good quality and reputation.
- High turnover for \$1,500,000-\$1,800,000 annual.
- Multi-cultural working environment, no need to worry about language barriers.



Location: Auckland **Asking Price:** \$950,000 + Stock

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

Popular Café with High Turnover

ref: NS00364

This unique café is located in one of the well-known garden centre.

- Large shop with seats is about up to 200, including indoor and outdoor. *Rent is only about 10% of the total turnover. Full liquor licence. Great for functions.
- Open 7 days from 8 AM to 4:30 PM.
- Turnover now is about \$18,000.00 weekly. Busy vendor had to sell the business due to family reasons. What a great opportunity for the new buyer!



Location: Auckland South **Asking Price:** \$495,000 plus Stock

Broker: Bryan Sui / 021 283 6666 / bryans@linkbusiness.co.nz

Bar In Devonport With Gaming Machines

ref: NS00367

- * Unbeatable location in Devonport.
 - * Has 270 m² of interior space with sprawling sea views.
 - * Seats are 140. This is one of the few bars in the area with gaming machine license.
 - * Operating hours are short with high profit margins. 2016 reports nett profit of over \$170,000.
 - * There is opportunity to expand the business by opening for breakfast.
- For more information, contact Gladys.



Location: Devonport **Asking Price:** \$680,000 plus Stock

Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz

Long Established Cafe in Main Street

ref: NS00373

- Located in the main street of North Shore, surrounded by shops, stable customers, reasonable rent.
- Week turnover of about \$12,000, the owner said the annual profit of was about \$260,000.
- The food has won many awards.
- The owner already has owned this business for 8 years. Due to family reasons it is reluctantly on the market, asking price \$350,000 plus stock.



Location: North Shore, Auckland **Asking Price:** \$360,000

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

6 Days Cafe For Sale-Auckland CBD

ref: NS00374

- Franchised cafe in Auckland CBD nearby offices and hotel, open 6 days from 7am to 4pm.
- Vendor advise us that the weekly turnover is around \$17,000 and rent about \$2,400 include GST.
- Big shop size around 160m² and a brand new hotel nearby is currently under construction. Potentially it will bring extra foot traffic into this area once it is available.



Location: Auckland CBD **Asking Price:** \$395,000 plus Stock

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

Liquor Shop Near CBD for Sale

ref: NS00395

- Shop is located close to the main road with comparatively low rent.
- Few competitors due to the shop's great location. Apartments are to be built in the same area.
- Current weekly turnover is around \$14,000. There is great potential, to become a business owner with this opportunity.
- To find out more about this opportunity, contact Gladys.



Location: Auckland CBD **Asking Price:** \$228,000 plus Stock

Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz

Good Business in Busy Food Court

ref: NS00415

Located in a food court in busy shopping area in North Shore.

No competition for their Japanese hot foods and sushi etc. Teriyaki, donburi, udon, sushi and hot foods etc.

This is an easily run business with good cash flow. Rent is \$1,080 weekly all inclusive.

Full training is provided by the vendor.



Location: North Shore City **Asking Price:** \$80,000 plus Stock

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

Franchise Ice Cream

ref: NS00416

This well-established franchised ice cream cafe is located in the town centre.

- Nice set-up
- Weekly rent is about \$1262 including GST and OPEX
- Simple menu and easy to learn
- Current turnover is about \$5,000 a week, busy summer is around the corner.



If you are looking for a simple business with reasonable income, here is the one. Experience is not necessary.

Location: Auckland East **Asking Price:** POA

Broker: Bryan Sui / 021 283 6666 / bryans@linkbusiness.co.nz

Businesses for sale - Auckland

Roast Shop For Owner Operator

ref: NS00417

- This established roast shop located by main a road. Shop size about 80m², parking at shop front, well equipped for roast including a walk in cool room, potato peeler machine, chicken pressure fryers, oven etc.
- "A" food licence, weekly rental is about \$673+GST, turnover now is about \$5,100-\$5,300, one working owner.
- If you are looking for no staff problem, be your own boss, contact me!



Location: Auckland City **Asking Price:** \$115,000 plus Stock
Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

Hair and Beauty Salon in CBD

ref: NS00426

- Hair and beauty salon located in Auckland CBD
- Business is located on the main road, close to other businesses.
- Newly renovated with weekly rent of \$1,150 + GST. Shop size around 75m².
- The business is run by the staff 4 days, owner in China. Net income is \$50,000 annual.
- This business is on the market for \$120,000. To take hold of this business opportunity.



Location: Auckland Centre **Asking Price:** \$120,000 plus Stock
Broker: Bryan Sui / 021 283 6666 / bryans@linkbusiness.co.nz

Franchise Commercial Cleaning

ref: NS00429

This franchise commercial cleaning service five site in the same area within 15 minutes drive.

Annual turnover is about \$100,000, one working owner plus part time, surplus is about \$70,000, experience is not necessary. The franchisor will provide full training for a successful purchaser. Be your own boss now, start your business here now. If that sounds like for you, call me now to find out more.



Location: Auckland East **Asking Price:** \$85,000 plus Stock
Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

Country Cafe and Event Centre

ref: NS00434

This cafe is located in the beautiful 6 acre private garden, indoor and outdoor area, it is perfect for functions and wedding seating for about 100, fully liquor licensed.

Weekly rental is about \$943+GST, average annual turnover for last two year is about \$800,000. If you are looking for a nice cafe, with lot of potential, easy to management with a strong income, call me now to find out more.



Location: Auckland South **Asking Price:** \$450,000 plus Stock
Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

NZ Louvres – Auckland South Territory

ref: BPW00395



NZ Louvres prides itself on creating innovative and environmentally sustainable outdoor solutions manufactured in NZ. They are seeking a Licensee to operate in the Auckland Central and South area. This prime operating region is coupled with a business that has a strong history, excellent systems and processes and is backed by a supportive licensor.

This business would suit someone with a marketing and technical sales background with good knowledge of the building/construction industry. The Vendors will provide a fully equipped company vehicle, marketing collateral and strong support.

A surplus to one working owner of \$200k+ is available. This is an ideal opportunity to purchase a business operation with strong future growth.

Location: Auckland **Asking Price:** \$495,000
Broker: Rick Johnson / 021 991 485 / rick.johnson@linkbusiness.co.nz

Great Cafe in Town Central

ref: NS00435

- This popular café is located on the main road in a busy central town.
- Sales have averaged \$5,000 per week currently and that's through winter!
- 6 days trading from 7am till 4pm.
- Ample car parking in front. 30 seats on balcony.
- This rent is reasonable, \$2,875 per month inclusive GST. Full training be provided to a new owner.



Location: Auckland **Asking Price:** \$120,000 plus Stock
Broker: Thomas Kim / 021 0820 5284 / thomas.kim@linkbusiness.co.nz

Situated on a Main Road in Parnell

ref: NS00438

- Takeaway/restaurant serving chicken and Japanese food.
- 25-30 seats, 2 private car parks.
- Current sales is about \$4,000 per week for trading just 6 days.
- Full licensed on the premise.
- 2 toilets and a good sized kitchen.
- Can easily be change to sell Chinese food, a Japanese restaurant or a sushi shop.



Location: Parnell, Auckland **Asking Price:** \$70,000 plus Stock
Broker: Thomas Kim / 021 0820 5284 / thomas.kim@linkbusiness.co.nz

Dairy in Prime Eastern Suburb

ref: EL00680

This tidy and spacious dairy is located in an affluent East Auckland suburb with supporting shops in the neighbourhood. Low rent of \$692.31 (incl GST and rates) per week with secured lease. Plenty of parking. Lots of potential to generate additional income such as flowers and magazines. The rear has a separate entrance and car parks.



Location: Auckland **Asking Price:** \$39,000 plus SAV
Mahendra Velankar / 022 657 4279 / mahendra.velankar@linkbusiness.co.nz

Import/Distribution Food and Beverage

ref: EL00719

The business has exclusive import agencies with a number of internationally known suppliers of superior food brands and premium ales and ciders. Customers are located nationwide with many opportunities for substantial further growth.

Based in Wellington with sales managed from Auckland the business may be easily relocated. Well-established growth performance. EPBITDA exceeds \$253,000. This opportunity will not last long!



Location: Auckland **Asking Price:** \$750,000
Broker: Tony Andrew / 021 938 560 / tony.andrew@linkbusiness.co.nz

Boutique Appearance & Beauty Clinic

ref: EL00436

Well-established beauty therapy and appearance medicine clinic in an up-market Auckland suburb, close to the city. This is a profitable business with a long trading history and a high level of repeat custom. The clinic is presented to a high standard, with a great lease and plenty of parking. The Vendors say there is potential for growth. Currently open 5 ½ days per week. The business would be ideal for a nurse, beauty therapist, doctor or entrepreneur.



Location: Auckland **Asking Price:** \$300,000
Broker: Paula Moore / 021 334 699 / paula.moore@linkbusiness.co.nz

Indian Grocery Champion

ref: EL00643

Located in a fast growing residential area. You will buy an established managed store with sales of over \$2M, net profit of over \$250,000 or 11.69% of turnover paying wages of \$160,000 or 7.49% of turnover this includes 2 owners wages of \$50,000 each. Rent is \$83,000 or 3.89 % of the turnover.

Lease end date of 2031 next rent review July 2022. The 300m² store has a 80m² walk in chiller that is not being used. Opportunity to apply for a liquor licence as there is enough space, start a fresh flower business!



Location: South Auckland **Asking Price:** \$700,000 plus stock \$300,000
Broker: Neville Choksi / 021 059 9519 / neville.choksi@linkbusiness.co.nz

Paper Plus in Auckland Central

ref: EL00397

This is a great opportunity to join the well-recognised and respected Paper Plus group with high brand awareness and excellent support systems. As a member of this co-operative you will have comprehensive support in all areas of retail operations, a full induction and training. A franchise fee and share purchase will apply.



Offering a wide range of books, stationery, cards, magazines and gifts the store also has a NZ Post outlet, providing a high level of foot traffic into the store.

Location: Auckland **Asking Price:** \$150,000 plus stock \$100,000
Broker: Amanda Wang / 021 216 1013 / amanda.wang@linkbusiness.co.nz

Owner/Operator Trucker

ref: EL00381

Business is binning oops – booming! If you would like to earn \$150,000 a year, then let the franchisor teach you how in this bin and skip hire business.

Start work from home each day with immediate cash flow, and ongoing free advice. This is a new franchise serving the construction and renovation sector.



Location: Central Auckland **Asking Price:** \$330,000
Broker: Brett Clarkson / 027 434 5670 / brett.clarkson@linkbusiness.co.nz

A Media Success Story

ref: EL00745

The vendors have run this successful weekly newspaper for over 20 year and will support a new buyer as a consultants for a short to medium time frame. The captive target market is poised for a massive housing, infrastructure and commercial growth over the next 5-20 years. The area is an affluent coastal community who have supported the newspaper due to its loyal readership of 6,000 households. Strict confidentiality criteria applicable. Details in person.



Location: South Auckland **Asking Price:** \$425,000
Broker: Neville Choksi / 021 059 9519 / neville.choksi@linkbusiness.co.nz

Food Production Wholesale

ref: EL00311

Specialty business producing and distributing everyday food products. Excellent range of customers. Twenty years plus trading history. Easy to operate. A-Grade, purpose-designed plant.

Good profit record with potential for further growth. Perfect add-on for existing food company or catering business.



Location: Auckland **Asking Price:** \$490,000
Broker: Tony Andrew / 021 938 560 / tony.andrew@linkbusiness.co.nz

Businesses for sale - Auckland

Franchised Women Only Gym

ref: EL00475

Located in the eastern suburbs, this well located gym needs an enthusiastic new owner. There is a base of 270 members to grow from. The equipment is in good order, there is a good team in place, and a new leader is what this business needs. Ideal for someone with a passion for women's health and fitness who will get out into the community to let the local ladies know what's available in the gym. Classes include Cardio Blast, Tabata, Pilates, Yoga, Balance and flexibility and more. Very realistically priced for new owner to grow this business.



Location: Auckland **Asking Price:** \$139,000
Laurel McCulloch / 021 786 813 / laurel.mcculloch@linkbusiness.co.nz

Busy West Auckland Cafe

ref: EL00524

Enjoying an exceptional main street location in the heart of a thriving West Auckland suburb this busy, licensed, daytime café is absolutely loaded with potential.

It's well-established, has weekly sales average over \$25,000 (including remarkable coffee sales of over 60kgs per week), is well-supported by locals and visitors and has a relaxed, inviting atmosphere enhanced by the sunny indoor and outdoor seating areas.



Location: West Auckland **Asking Price:** \$685,000 plus stock
Broker: Greg Mullins / 021 943 844 / greg.mullins@linkbusiness.co.nz

Award Winning Central Auckland Cafe

ref: EL00630

There are a few businesses in Auckland that have that special X Factor that separates them from the rest. These special businesses have the differences that make them outstanding - this is one of them.

Located in one of Central Auckland's most exclusive hospitality streets this mainly managed award-winning cafe has weekly sales averaging over \$40,000 including GST, shows a healthy surplus and is well run with strong systems in place.



Location: Auckland **Asking Price:** \$985,000 plus stock
Broker: Greg Mullins / 021 943 844 / greg.mullins@linkbusiness.co.nz

Central Auckland Cafe/Catering Opportunity

ref: EL00754

If multiple income streams appeal to you then this established hospitality enterprise could be perfect! It includes 2 retail cafe outlets in 2 different areas and also has catering so has 3 streams of income contributing to the overall sales. Although this may sound a little disjointed it works surprisingly well as a cohesive unit.

The main cafe is located in a popular central Auckland suburb and is within easy driving distance of the other outlet. And the catering helps provide consistency as a lot of it comes from regular customers.



Location: Auckland **Asking Price:** \$525,000 plus Stock
Broker: Greg Mullins / 021 943 844 / greg.mullins@linkbusiness.co.nz

Fabric Business

ref: EL00405

This well known, highly successful fabric business is on the market for the first time in its history. This business is a leader in its sector and has several unique selling points, making it a desirable, niche business.

It offers further growth potential, sustainability and an existing management team in place. EBITDA 290,000. Call Basil now to confidentially discuss this opportunity.



Location: Auckland **Asking Price:** \$950,000
Basil Badenhorst / 022 454 8248 / basil.badenhorst@linkbusiness.co.nz

Busy Auto Compliance Centre/Panel Beater

ref: EL00722

Approved compliance centre and panel beater working on around 200 to 250 vehicles per month. Annual turnover has increased to more than \$900,000. Insurance jobs done. Qualified trained staff.

Equipment includes a De Beer paint system mixer and paint booth with other equipment like quick 42, spot welding and Sulco brake roller. Owner moving abroad.



Location: Auckland **Asking Price:** \$555,000 plus SAV
Mahendra Velankar / 022 657 4279 / mahendra.velankar@linkbusiness.co.nz

Highly Profitable Paper Plus in Pukekohe

ref: EL00756

Grab this amazing opportunity to purchase this well-established, highly profitable business in the heart of Pukekohe. Paper Plus Pukekohe is a well-known and well-respected business. As Pukekohe's largest bookshop, the business has a distinct advantage. Combined with Kiwibank, NZ Post and Lotto it provides multiple revenue streams to its owner. This is an attractive opportunity to join a well-recognised, growing brand providing excellent support. Act now, this business will sell quickly!



Location: Auckland **Asking Price:** Expressions of Interest
Broker: Mike Fokkens / 021 598 188 / mike.fokkens@linkbusiness.co.nz

Mediterranean Cuisine & Tapas Bar

ref: EL00694

This restaurant brings it all to the table, from an inviting dining experience to a magnificent waterfront location. The menu holds a wide variety of international European recipes alongside a vast variety of exotic beverages, house wines and beers. With perfection in mind, this spacious restaurant has been equipped with quality furniture, lighting, bar and seating to accommodate up to 120 people. The restaurant has earned a top spot for hosting a variety of events over the last 2 years.



Location: Auckland **Asking Price:** \$320,000 plus SAV
Broker: Ron Vazirani / 021 024 2978 / ron.vazirani@linkbusiness.co.nz

Sports & Gaming Bar

ref: EL00724

- 9 gaming machines
- Gaming machine t/o of \$17k to \$18k (16% gross profit) p/w and bar t/o of \$4k (50% gross profit) pw (bar used to do \$7k to \$8k pw and has the potential to reach these sales again with an owner-operator and local marketing) Self managed.
- Rent is \$923 + GST p/w, which is reasonable premises size.
- Current Opening hours: Sun-Tue 10am-8pm, Wed 10am-12am, Thu-Sat 10am-1pm



Location: Auckland **Asking Price:** \$195,000 plus SAV
Broker: Shweta Vazirani / 021 236 840 / shweta.vazirani@linkbusiness.co.nz

Restaurant Opportunity

ref: EL00771

If you are looking for a well set-up restaurant with seating for 50 in the busy spot of CBD, then this is the place! Currently has over a10 years history as a Japanese restaurant in a great location and regular local customers and tourists.

- Strong lease in place
- Wonderful corner site
- Liquor licence
- Fantastic potential



Location: Auckland Central **Asking Price:** \$95,000
Broker: Amanda Wang / 021 216 1013 / amanda.wang@linkbusiness.co.nz

Franchise Cafe in Prime Location

ref: EL00321

- Popular Franchise café in a premium location in the heart of Auckland CBD with plenty of foot traffic
- Customers are mainly students, corporate professionals, and tourists
- Strong café and beverage sales
- Simple operation and food preparing, no chef needed. Easy to manage.



Location: Auckland **Asking Price:** \$199,000 plus stock
Broker: Amanda Wang / 021 216 1013 / amanda.wang@linkbusiness.co.nz

Flooring Fashion

ref: EL00641

A known brand with a first page Google web presence. Great showroom/warehouse location, proven marketing/administration staff, trade ties with major importers and manufacturers. Business is complimented by a team of reliable independent layer contractors.

Sales of \$2M and EBIT of \$160,000 per annum efficient systems in place enjoys a good reputation with consumers/suppliers, a strong purchase/supply chain. Management in place which results in a higher than industry norms gross profits.

Location: South Auckland **Asking Price:** \$410,000 plus stock \$100,000
Broker: Neville Choksi / 021 059 9519 / neville.choksi@linkbusiness.co.nz



Specialist/Engineering Shop

ref: EL00295

After many years, the owner is retiring. This specialist/general engineering shop (50:50) has a staff of 4 plus 2 temp workers as well. Currently the EBIPDITA is \$112,000, but this may be substantially improved by having a working owner on the floor. Everything is set to go.

Call Basil now to discuss this and see how it could fit you or your business.



Location: Auckland **Asking Price:** \$550,000
 Basil Badenhorst / 022 454 8348 / basil.badenhorst@linkbusiness.co.nz

Muffin Break Kiosk in Sylvia Park

ref: EL00761

This busy Muffin Break kiosk is situated in a prime location in the Sylvia Park shopping centre. Only two years old, there is still room for an owner-operator to make this even better. Full training will be completed before you take over. No cafe experience is necessary, but would be helpful.

If you have business experience or a drive to be successful, good customer service skills, (this is important), and are willing to learn from the experts this is a great opportunity and site to achieve your goals!

Location: Auckland **Asking Price:** \$330,000 plus training and stock costs
 Laurel McCulloch / 021 786 813 / laurel.mcculloch@linkbusiness.co.nz



Service Station in West Auckland

ref: EL00780

Great opportunity to own a renowned, well-established and branded service station on a busy road and is partly staff managed.

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



Location: Auckland **Asking Price:** \$275,000 plus SAV
Broker: Shweta Vazirani / 021 236 5840 / shweta.vazirani@linkbusiness.co.nz

Gift and Confectionery Store

ref: EL00631

Gift and confectionery store is in a busy West Auckland mall. Secured location - owner does not have to worry about break-ins. Sales over \$6,000 per week.

Healthy margins. Low rent at \$600 per week incl GST, OPEX and security. Can be operated comfortably by one person. Good sized store room. After 6 years vendor wants a deserving break.



Location: Auckland **Asking Price:** \$72,000 plus SAV
 Mahendra Velankar / 022 657 4279 / mahendra.velankar@linkbusiness.co.nz

Businesses for sale - Auckland / Coromandel Peninsula

Time to Build a Better Future

ref: EL00646

This construction company works in both the residential and commercial sectors, with the ability to move into one or the other depending on the volume and demand of work. The business completes all types of work, from residential fence builds to restoring historical buildings and multi-million dollar new build construction.



The business has plenty of confirmed work in the pipeline and no shortage of this work.

Location: Auckland **Asking Price:** \$375,000

Broker: Jordan Larsen / 022 423 3006 / jordan.larsen@linkbusiness.co.nz

Highly Profitable Service Industry

ref: EL00513

A franchise operating in your own exclusive area in Auckland. Full and extensive training with guarantees and finance in place for the successful applicant.

Currently operating on a part-time basis with returns over \$80k to owner. 5 days a week and short hours.



Location: Auckland **Asking Price:** \$83,000 plus stock \$6,000

Broker: Robin Harris / 021 968 779 / robin.harris@linkbusiness.co.nz

Keratin Hair Straightening Franchise

ref: EL00648

Due to increased demand, new franchisees are sought for the Auckland area.

Whether you are a hairdresser or not is irrelevant as full training is given on how to use the specific Keratin product you will be licensed to use.

Ongoing training on running your business franchise continues throughout the time you are a franchisee.



Location: Auckland **Asking Price:** \$41,000

Broker: Robin Harris / 021 968 779 / robin.harris@linkbusiness.co.nz

Specialist Gym

ref: EL00734

Trying to fit in fitness and a busy lifestyle? These don't always go together so well... which is why this gym specialises in helping busy people. They have a range of great options that will easily fit into your busy lifestyle AND give you great results in just 25 minutes a week. One on one training or 2 on one by request for all the customers.

Current returns over \$80,000 for part-time owner.



Location: Auckland **Asking Price:** \$114,000

Broker: Robin Harris / 021 968 779 / robin.harris@linkbusiness.co.nz

Superior Tyre Business

ref: EL00804

Superior presentation, location and profit performance. The leader in sales and service in automotive tyres, conveniently located to service industry customers and the public on Auckland's North Shore. Consistent growth in customer numbers, turnover and profit. Good lease. The business is able to operate under management and there's great opportunity for a new owner to add services to accelerate overall growth. Competent, stable, loyal staff. EBITDA exceeds \$219,000. This opportunity will not last long!



Location: North Shore, Auckland **Asking Price:** \$550,000

Broker: Tony Andrew / 021 938560 / tony.andrew@linkbusiness.co.nz

Own a New Format Café

ref: EL00398

Take over either an established café or open a new one. The new Gloria Jeans Ownership is taking this international brand to a whole new level. Besides having the normal café offering there are opportunities to open a new format store – which include additional food and beverage income options. Call Basil now to see if it fits your dreams.



Location: Auckland and surrounds **Asking Price:** From \$150,000

Basil Badenhorst / 0224 548 348 / basil.badenhorst@linkbusiness.co.nz

Amazing Waterfront Opportunity

ref: BPW00409

Enigma Whitianga restaurant & bar. Location! Location! rare opportunity, owner retiring.

Fantastic mediterranean fit out, two bars, seating 120+ inside dining; plus under cover verandas and decks, also walk straight off the beach to the pizza bar. Tourism mecca be in for summer.



Location: Whitianga **Asking Price:** \$POA

Broker: Carron Chote / 027 289 6658 / carron.chote@linkbusiness.co.nz

Location and Lifestyle. The Pauanui Bakery

ref: BPW00412

Brilliant bakery, fabulous location no near competition. Extra potential to add value, real opportunity. Presently run under management this bakery performs year on year and will reward an owner/couple operator handsomely. Strong lease only 5% T/O, excellent presentation, happy staff, annual turnover \$600,000.

If you are seeking a lifestyle change you will not want to miss this opportunity, but be quick.



Location: Cormoandel **Asking Price:** \$255,000

Broker: Carron Chote / 027 289 6658 / carron.chote@linkbusiness.co.nz

Businesses for sale - Coromandel Peninsula

Motor Home Sales / Service and Repair

ref: BPW00301

- A one-stop shop for all motorhome and caravan repairs, electronics, plumbing and modifications
- High profile site
- Retail outlet covers all motorhome requirements
- Sales and installation of solar water systems, wind turbines and photovoltaics, inverter / battery systems.
- General electronic skills would be useful in this business or a background in auto electrics, or mechanical repair.



Location: Hauraki **Asking Price:** \$190,000 plus stock

Broker: Mike Chote / 027 555 1176 / mike.chote@linkbusiness.co.nz

Auto Electrical Experience?

ref: BPW00303

- Great opportunity, owner retiring after 26 years
- Established workshop covering automotive, machinery and marine
- No direct competition
- Good staff & long lease with consistent income



Based in Whangamata a perfect business for a husband and wife team, currently office staff employed, operating 5½ days gives plenty of time to enjoy the beach. Asking price includes stock of approx \$30k.

Location: Thames-Coromandel **Asking Price:** \$85,000

Broker: Mike Chote / 027 555 1176 / mike.chote@linkbusiness.co.nz

Hahei Beach Cafe Opportunity PLUS

ref: BPW00332

This licensed café absolutely hums summer & winter months, currently open 8am to 4pm but licensed till 11pm, opportunity here! Great seating 84 + deck/conservatory/veranda and inside café. Weekly rent \$350. Annual turnover \$750,000+. Large kitchen & front of house, well laid out, friendly staff serving happy holiday makers year round.

Want a location café, with potential, easy to manage, strong income? Call me!



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

Broker: Carron Chote / 027 289 6658 / carron.chote@linkbusiness.co.nz

Like Working With Timber

ref: BPW00340

- Retirement sale, well established & respected business
- Operating in the Waihi Hauraki district for 13+years
- Handy man skills required, 5 days a week
- Manufacture of trellis, fence panels & outdoor furniture
- Forward work till end of year around \$100K
- Client base ranging from property developers, builders, building supply retail companies
- Workshop, huge outdoor area and 2 bdr. accommodation



Location: Hauraki **Asking Price:** \$115,000 plus Stock

Broker: Mike Chote / 027 555 1176 / mike.chote@linkbusiness.co.nz

Coromandel Painting Contract Business

ref: BPW00364

Cash Surplus \$230K. Situated on the booming Coromandel Peninsula servicing the building sector, strong and reliable client base. Established 15 years, one of the largest painting contractors on the Peninsula. Established ongoing maintenance contracts. Two owner painters could take charge and share the work load, currently run by a husband and wife team.



Location: Thames-Coromandel **Asking Price:** \$275,000

Broker: Mike Chote / 027 555 1176 / mike.chote@linkbusiness.co.nz

Painting and Scaffolding Business.

ref: BPW00396

Regular and reliable income stream from major client. No lease commitments. Plant equipment in good order. Makes a working owner around \$60,000 p.a. Well established business - 15 years plus, Beach and town area. Limited competition. Growth opportunities through add on services. Good vendor with assistance period being offered.



Location: Hauraki **Asking Price:** \$85,000 plus stock

Broker: Mike Chote / 027 555 1176 / mike.chote@linkbusiness.co.nz

Simple, Stylish & Profitable. Coffee Lover?

ref: BPW00403

"Barista" a chic new coffee hot spot. Two 40" containers create a contemporary space with a sun-trapped deck for morning coffees and sidewalk seating – a total of 50 seats. Simple operation with food. Current focus is on coffee sales. Presently run under management, but would really shine with an owner operator. Long lease in place, new plant and equipment. Showing good returns, all the hard is work done.



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

Broker: Carron Chote / 027 289 6658 / carron.chote@linkbusiness.co.nz

Hunting Fishing Business Coromandel Thames

ref: BPW00407

Well established business on the main Highway on the Coromandel Peninsula. Biggest range of bait and berley on the Peninsula Huge range of fishing rods, tackle and ammunition. Comprehensive range of hunting clothing from Gamegear and Ridgeline. Consistent growing revenue with a strong client base. Parking for boat and trailer right outside, food supplies for the fisherman next door.



Location: Thames **Asking Price:** \$165,000 plus Stock

Broker: Mike Chote / 027 555 1176 / mike.chote@linkbusiness.co.nz

Businesses for sale - Coromandel Peninsula / Waikato

Thriving Florist & Homewares Shop

ref: BPW00398

Low maintenance, easy to run business, located in the busy coastal tourist town of Waihi. Well established as the go-to for all your floral requirements, also presenting a fabulous range of on trend gift and homewares. Strong sales & profits and well supported by the locals and visitors to this area. Sales per week average \$6000 incl gst. Great opportunity for an owner operator with floral experience.



Location: Hauraki **Asking Price:** \$130,000

Broker: Therese Bailey / 021 707 641 / therese.bailey@linkbusiness.co.nz

Asian Restaurant, Prime Location, Low Rent

ref: BPW00313

- Annual rent approximately \$25K plus gst plus outgoings
- Final expiry date of the lease is until 2026
- Current owner does not work in the business at all
- Returning around \$85K - \$90K to a full time working owner
- Located on Victoria Street, Hamilton CBD
- Very high gross margins on both food and beverages
- Other overheads less than \$15K per annum



Location: Hamilton **Asking Price:** \$200,000 plus Stock

Broker: Paul Lu / 021 047 4988 / paul.lu@linkbusiness.co.nz

Fully Licensed Asian Restaurant CBD

ref: BPW00336

This restaurant is located in the heart of Hamilton. It is close to the main Shopping center, Wintec and Transportation Centre providing consistent foot traffic all day. Operated for over 10 years. It has a well-established, loyal clientele. This is a spacious restaurant with classic interior design with seating for over 80 people Well set up kitchen with great storage areas and walk in chiller space.



Location: Hamilton **Asking Price:** \$230,000

Broker: Therese Bailey / 021 707 641 / therese.bailey@linkbusiness.co.nz

Licensed Family Restaurant

ref: EL00773

This licensed family 65 seater restaurant is located in one of the finest towns in Waikato. Fully staff managed with owner residing in Auckland and selling due to other business commitments.

Great ambience and plenty of convenient car parks. Weekly T/O \$15,000 with good profit margins. Reasonable outgoings and secured lease in place.



Location: Waikato **Asking Price:** \$320,000 plus SAV

Broker: Shweta Vazirani / 021 236 840 / shweta.vazirani@linkbusiness.co.nz

Home and Income, Increased Revenue

ref: 20062



What an OPPORTUNITY! Home and Income with Increasing profits year on year. Very busy eatery with patriotic locals and many tourists stopping daily. Unique bush environment on busy tourist route, 30 minutes from Rotorua.

Suit family or couples who want a business with potential and accommodation/home attached. No specific skills required.

Vendor has other projects. to move onto and wants sold! PRICE SLASHED - BRING AN OFFER!!

Price plus gst (if any).

Location: South Waikato **Asking Price:** \$598,000 plus SAV plus Camella Anselmi / 0274 454 121 / camella.anselmi@linkbusiness.co.nz

Be Your Own Boss Working Monday to Friday

ref: BPW00337

This great business has been established for over 20 years and services it's local community as well as the wider Waikato.

- Part of New Zealand's largest mobile grooming group
- Currently the husband and wife team operate with three staff members
- Would suit owner operator who can manage a team while rolling up their sleeves and helping where needed
- Established relationships with local automotive dealers



Location: Waikato **Asking Price:** \$130,000

Broker: Alanah Eagle / 07 579 4994 / alanah.eagle@linkbusiness.co.nz

A Gem of Motel in Taupo

ref: EL00662

This fantastic little motel business at entry level pricing offers first timers or any operator looking for a change of direction an ideal lifestyle some special with an impressive business showing great profitability. Located across the road from the lake - this medium sized, but substantial motel offers lake views from most of the units and also from the 3 bedroom, 2 level owners home. Accommodation configuration consists of 8 units - including to large family sized homes.



Location: Lake Taupo **Asking Price:** \$440,000 plus GST (if any)

Broker: Ray Hart / 021 335 488 / ray.hart@linkbusiness.co.nz

Fast Food Franchise, Full Management

ref: BPW00361

First time on market after years trading. Prime location with high pedestrian flow. Reasonable rent with long secured lease in place. Fast growing international brand, no complicated training. Almost full management, the owner does not work in the business. A full time working owner would return around \$75K per year. Potential to expand the business by opening another restaurant in exclusive territory.



Location: Hamilton **Asking Price:** \$280,000

Broker: Paul Lu / 021 047 4988 / paul.lu@linkbusiness.co.nz

Licensed Restaurant with Lots of Potential

ref: BPW00393

On the fringe of the town centre, surrounded by a large catchment of residential housing with little competition. Annual Rent \$13,000 plus gest. Seats 40-50 inside, 25 outside. Owner-operator can generate a very decent net profit from the current operations of the restaurant with a lot of potential to grow. Currently operated as an Indian restaurant but could be changed to any retail food business.



Location: South Waikato **Asking Price:** \$98,000

Broker: Amanda Leigh / 021 606 345 / amanda.leigh@linkbusiness.co.nz

Fruit and Veggie Grocery Business

ref: BPW00397

Excellent location with ample parking. Well-run, nice layout, good turnover along with GP and net surplus. Secured lease at \$48,000 per year plus GST Current weekly sales \$18,000 to \$20,000 inc GST. Well staffed. Large chiller and storage area. Opportunity to take over an already successful business and prepare for further growth ahead.



Location: Hamilton **Asking Price:** \$330,000 plus stock

Broker: Therese Bailey / 021 707 641 / therese.bailey@linkbusiness.co.nz

Great Location Niche Retail

ref: BPW00319

Fantastic retail location in sort after area of Hamilton. With consistent sales, this store has a great layout with plenty of space to add more products lines. Currently selling niche confectionery, grocery and household items. • Open 7 days per week. • Operated by one working owner with opening hours from 10am to 6pm. • Rent per week \$788 plus gst. Great business opportunity to expand on.



Location: Hamilton **Asking Price:** \$130,000

Broker: Therese Bailey / 021 707 641 / therese.bailey@linkbusiness.co.nz

Iconic Manufacturing Business with Retail

ref: BPW00367



Soul Shoes is a well-established, profitable niche manufacturing business established 42 years ago. Located at Raglan Beach, this is the first time to market.

- Loyal and repeat customers • Strong supplier relations in place • Two retail locations plus web based sales • More growth opportunities ahead • Well-staffed • Steady profit trends. Soul Shoes manufacture and sell handmade shoes, handbags, belts and homewares. Goods are couriered out daily nationally and internationally with store retail as well. Very well set up with systems and procedures in place to make this the ideal business to fit with a beach lifestyle. Businesses like this don't come to market very often so call today.

Location: Waikato **Asking Price:** \$395,000

Therese Bailey / 021 707 641 / therese.bailey@linkbusiness.co.nz

Cambridge Cafe Making One Owner Over \$180K

ref: BPW00410

Cambridge is the place to be and this café is one of the town's gems!

- Sales over \$17,000 inc GST per week
- Rent only \$580 per week
- Well established with great reputation
- Long lease in high profile location
- Good equipment/chattels
- Simple and quality offering



Call today, strong businesses for sale in Cambridge do not come along often and sell fast when they do!

Location: Waikato **Asking Price:** \$549,000

Broker: Alanah Eagle / 07 579 4994 / alanah.eagle@linkbusiness.co.nz

Retail Opportunity To Get Excited About

ref: BPW00297

This Cambridge retailer has been a family run business for years, selling products you can't get about. Central location with a great customer base. Great potential for foot traffic. Sales growing year on year. Rent only \$538 per week with a good lease. 1 April 2016 -28 February 2017 net profit to one working owner \$71,761



Location: Cambridge **Asking Price:** \$240,000 including stock

Broker: Alanah Eagle / 07 579 4994 / alanah.eagle@linkbusiness.co.nz

Businesses for sale - Waikato / Bay of Plenty

Taupo Café - \$1.3 Million in Sales Last Year ref: BPW00416

This café is an institution of the busy tourist town it has serviced for over a decade. Here is your opportunity to live and work outside of the big smoke while still bringing in a six figure income.



- Sales average \$25,000 per week including gst
- 17 years left on the lease
- Strong team of staff covering all positions and allowing the owner plenty of time away from the business
- Great location

Location: Waikato **Asking Price:** \$590,000

Broker: Alanah Eagle / 07 579 4994 / alanah.eagle@linkbusiness.co.nz

Motel in Hamilton with Reasonable Price ref: BPW00411

A well-established motel in Hamilton is for sale now. The asking price is \$749,000 plus stock. Due to vendor's requirements, information about the listing is available to qualified buyers only. For further information such as name, address, lease and financial performance etc, please contact your listing broker Paul Lu for details. Serious vendor wants serious purchaser. No time wasters.



Location: Hamilton **Asking Price:** \$749,000 plus Stock

Broker: Paul Lu / 021 047 4988 / paul.lu@linkbusiness.co.nz

Hamilton Franchise Café Six-Figure Income! ref: BPW00415

Part of one of New Zealand's strongest café franchise this business is well established, in a great location and makes over \$130,000 to a working owner. Sales of over \$1 million including GST for the last three years with consistent growth year on year. The franchise support is there for you to learn how to run this successful business going forward.



Call me today to get further information on this great opportunity!

Location: Hamilton **Asking Price:** \$490,000

Broker: Alanah Eagle / 021 606 345 / alanah.eagle@linkbusiness.co.nz

5 Star Motel in Sunny Bay of Plenty ref: EL00764

The Landing Motel oozing class and luxury. Built approx 5 years ago and offering a 33 year lease term, the Landing has 15 units with a variety of accommodation options for its 5 star guests.



Are you used to high standards and super comfortable surroundings? Look no further as the extremely well appointed 3 bedroom owners quarters will meet your requirements.

Location: Whakatane **Asking Price:** \$865,000 plus GST (if any)

Broker: Gordon Fridge / 022 156 9330 / gordon.fridge@linkbusiness.co.nz

Climb to Great Heights in Building Industry ref: BPW00324



- Scaffolding is an essential service within the building industry that is required by all tradesmen.
- The business offers a complete scaffolding service and specializes in "tube and fitting."
- Has loyal customers from the residential to commercial builders.
- Situated in the Bay of Plenty's most popular city, Tauranga.
- A large part of your investment in this business is in assets and plant.
- Immediate return from ongoing contacts.

Priced to sell at a realistic price.

Location: Tauranga **Asking Price:** \$550,000

Broker: Mike Fraser / 021 932 633 / mike.fraser@linkbusiness.co.nz

Reliable Iconic High Profile Business Brand ref: BPW00370



- Buy into a brand known worldwide for its dependability.
- Excellent buy location in popular Bay of Plenty business district.
- Consistent long term net profit year in and year out.
- Skilled mechanical staff, keen to be employed by new owner.
- Bonus trips to Europe.
- Owner could be sales/administration oriented.
- The name on the building says it all!!

Location: Bay of Plenty **Asking Price:** \$550,000

Broker: Mike Fraser / 021 932 633 / mike.fraser@linkbusiness.co.nz

Owners Health Demands Urgent Sale

ref: BPW00347

Recently refurbished by its owners, this showroom / giftware retail store displaying a wide range of original artwork, locally designed and manufactured jewellery, chic homewares and high-quality hand-crafted giftware is urgently offered for sale due to ill health. Customers both local and from the visiting cruise ships frequently declare this dazzling store "the best presented in the Mount". BEST BE QUICK



Location: Mount Maunganui **Asking Price:** \$53,000 plus stock
Broker: Howard Brown / 0274 346 900 / howard.brown@linkbusiness.co.nz

Juice Distribution Run. \$100K Net

ref: BPW00348

A fantastic opportunity to purchase this run that distributes premium products for NZ's fastest growing healthy fruit & vegetable juice company. Sales are booming !! The current cash surplus of around \$76,000 will quickly climb to over \$100K as sales increase. The class 2 truck, and all equipment to do the run, is included. 5.5 days a week, low overheads, no stock to buy, and superb products. Be quick!!



Location: Bay of Plenty **Asking Price:** \$215,000
Broker: Peter Redward / 0274 920 453 / peter.redward@linkbusiness.co.nz

Premium Product Sales Returning Owner \$150K

ref:BPW00349

This thriving business specialises in the sales, service and installation of a premium high quality international product into the building industry. 3 year exclusive BOP Coastal Dealership Agreement in place with right of renewal. Established over 20 years & home based so low overheads. Strong growth, easy to learn & Mon-Fri makes this a desirable business. Provides owners a healthy \$150,000 cash surplus.



Location: Bay of Plenty **Asking Price:** \$450,000
Steven Matthews / 021 848 873 / steven.matthews@linkbusiness.co.nz

Partially Refurbished Motel in Rotorua

ref: BPW00351

Average occupancy over 85%. 10 One bedroom units, sleep up to 5 guests per room. Rent is only around 22% of the turnover. Tens of thousands of dollars has been spent over last few months on refurbishment voluntarily. Cash Surplus for one working owner is recorded for more than \$100K. Private owner's accommodation, 3 bedrooms. Maximum rent increase is 4.7% for every two years. 28+ years lease remaining.



Location: Rotorua **Asking Price:** \$350,000
Broker: Paul Lu / 021 047 4988 / paul.lu@linkbusiness.co.nz

Established Funeral Business

ref: BPW00352

Caring and compassionate nature required. Could be run under management. Established leased premises with funeral premises. Two purpose built hearses and one transfer vehicle. Vehicle storage and client holding facilities Central Tauranga office. Covering the Coromandel and Bay of Plenty. Offering client families any type of service and celebration.



Location: Bay of Plenty **Asking Price:** \$375,000 plus stock
Broker: Mike Chote / 027 555 1176 / mike.chote@linkbusiness.co.nz

Omokoroa Plumbing/Gasfitting Business

ref: BPW00344



32 years established in sunny Omokoroa, Bay of Plenty, enjoying the benefits of referral business from new and past clients. The owner/operator has enjoyed an excellent financial return in successive years. This business would suit an existing plumbing company looking to expand and acquire a "niche" operation in a popular seaside location and/or a registered Plumber wanting to hit the ground running, enjoy the relaxed lifestyle and run their own business. Products and services offered include;

- Plumbing and gas fitting services.
- Fully equipped vehicle.
- Local workshop with an attractive lease in place.

Consistent Annual Cash Surplus in excess of \$90,000 over the past 3 years -

Location: Bay of Plenty **Asking Price:** \$139,000
Broker: Howard Brown / 0274 346 900 / howard.brown@linkbusiness.co.nz

"Magicseal" Homebased Manufacturing

ref: BPW00353

Manufacturing magnetic window fly screens and secondary double glazing for thermal and acoustic insulation. Works from home in a garage sized space. Simple yet innovative products that are in big demand. Currently the owner works just 4 days per week to achieve a cash surplus of \$60,000 per year. A rewarding and interesting business with few overheads. Practical person with ability to learn will get full training.



Location: Bay of Plenty **Asking Price:** \$115,000
Broker: Peter Redward / 0274 920 453 / peter.redward@linkbusiness.co.nz

Businesses for sale - Bay of Plenty

Stunning Hair Salon in Tauranga

ref: BPW00052

One of Tauranga's most established salons with a fabulous décor; sound reputation and professionally run. Plenty of free parking for clients and staff. Cash surplus to the working owner, after expenses, of over \$100,000. Located in an extremely busy area of Tauranga.



Location: Tauranga **Asking Price:** \$140,000 plus stock
Broker: Lisa Lloyd / 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

Great Starter Franchise Cafe

ref: BPW00307

Franchise cafe has a quality fit-out, and is ready to be taken to the next level. Coffee sales have always been high in this business, and sales are tracking over 20% on previous year and still growing. Equipment is in place, the brand is strong, the location is fantastic and the Franchisor support is there for the owner.



Location: Tauranga **Asking Price:** \$199,000
Broker: Theresa Eagle / 021 289 0949 / theresa.eagle@linkbusiness.co.nz

Lifestyle Graphic Design & Copy Business

ref: BPW00309

- Excellent retail premises on main street plus state of the art print & copy machines.
- Potential to enhance the existing graphic design services and limited competition.
- Additional space available to add further retail lines or services.
- A free monthly local newsletter, funded by local advertisers is compiled and printed by the business. Currently the newsletter is going out to over 5000 homes in the area.



Location: Bay of Plenty **Asking Price:** \$38,000 plus SAV
Grant Jacobson / 0274 540 432 / grant.jacobson@linkbusiness.co.nz

Premium Bar with Gaming

ref: BPW00345

High profile and premium location Bar with discrete Gaming Room operating 18 busy machines. Solid lease with final expiry 2035. Popular meeting place for an affluent, mature age group ranging from the mid-twenties to late fifties. Vendors rolling out a strategic & innovative new component to the business designed to dramatically reduce operating costs and deliver a significant increase to their net surplus!



Location: Tauranga **Asking Price:** \$780,00
Broker: Mark Robinson / 021 524 766 / mark.robinson@linkbusiness.co.nz

Successful Importing & Distribution

ref: BPW00308



- Nationwide business, established over 30 years ago and has a huge client database.
- Business to business, all markets, all areas with a strong education sector.
- Three experienced staff enable the owner to have plenty of time to work on the business.
- Has experienced seven years of continual growth and has huge potential to continue.
- Seen by suppliers and customers as a trend setter and market leader in its field.
- Great opportunity for an energetic sales and marketing specialist.

Location: Bay of Plenty **Asking Price:** \$670,000
Broker: Mike Fraser / 021 932 633 / mike.fraser@linkbusiness.co.nz

Trade in the Thriving Building Industry

ref: BPW00346

- Long established business with little competition in the Tauranga / Mt Maunganui area
- Great demand for their recycled and factory second products
- No experience required
- Loyal staff keen to stay
- Generous handover period to train the new owner
- At present the business is fully managed
- Approximate cash surplus of \$100,000 to one working owner



Location: Bay of Plenty **Asking Price:** \$165,000
Camella Anselmi / 0274 454 121 / camella.anselmi@linkbusiness.co.nz

Easy to Run Cafe with Great Support

ref: BPW00300

Are you first time cafe buyer? Do you want a business that has been around for years and has the systems in place? Franchise has been running every day and you can benefit from the experience you have gained. We have taken away the guess work by implementing systems and cross training the staff. Cafe does approx \$17,000 per week in sales. This is one of the best.



Location: Tauranga **Asking Price:** \$395,000 plus Stock
Broker: Theresa Eagle / 021 289 0949 / theresa.eagle@linkbusiness.co.nz

Extremely Popular Shoe Store

ref: BPW00120

Located in the main street of beautiful Mount Maunganui.

This business is known as one of BOP's most amazing shoe stores, with stunning stock that's a 'little bit different'. Exclusive European brands to Mount Maunganui. Prime location, good rent, good returns, beautiful European shoes & accessories. What are you waiting for – INQUIRE NOW. This is a strong and established business.



Location: Mount Maunganui **Asking Price:** \$90,000 plus stock
Broker: Lisa Lloyd / 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

Fresh Produce Shop Bay Of Plenty

ref: BPW00170

- 5.5 day week trading
 - Great location in the town
 - Established business of 20 years
 - Weekly turn over approx. \$20 000 per week
 - Wholesale sales growing monthly
 - Plenty of opportunity to add value and increase cash surplus.
- Call Camella for the information today.



Location: Bay of Plenty **Asking Price:** \$250,000 plus SAV
Camella Anselmi / 0274 454 121 / camella.anselmi@linkbusiness.co.nz

Million \$ Turnover - Flooring Business

ref: BPW00183

- Solid trading history for over 35 years
- 50/50 mix of income, contract work booked well into 2017 and retail sales of top quality flooring products
- Reliable repeat business from proven/quality workmanship
- Well trained staff to manage work load
- Little competition within the region
- Plenty of room for expansion and growth
- Approx \$170,000 to one full time and one part time working owner



Location: Bay of Plenty **Asking Price:** \$265,000
Camella Anselmi / 0274 454 121 / camella.anselmi@linkbusiness.co.nz

Simple Café Franchise in BOP

ref: BPW00290

Who wants high foot traffic, high coffee sales and fantastic visual frontage?
Every franchise cafe model dream.
High coffee volumes at approx. 30kgs per week.

Cafe has a simple cabinet offering with most of the food made onsite.
Sales over \$700,000 for 2017 financial results.
The franchise provides recipes and training to deliver the best to the customers each time.



Location: Tauranga **Asking Price:** \$448,000
Broker: Theresa Eagle / 021 289 0949 / theresa.eagle@linkbusiness.co.nz

Money Making Machine in Mount Maunganui

ref: EL00567

The Atlas Suites & Apartments is a superb 4 Star accommodation business nestled in the heart of Mount Maunganui – the village, beaches, cafes, shops, hot pool & Pilot Bay are all within a two minute walk.

There are 3 levels to this complex – the first is underground car parking & the remaining two levels are dedicated to accommodation. The configuration of the Atlas complex is superb with the first level zoned for tourism purposes – meaning you will always have a guaranteed (large) number of apartments in your letting pool.

Key Features

- 34 Apartment complex / 23 in Letting Pool
- A number of apartments guaranteed to be in Letting Pool
- Guest accommodation options range from studio to 3 bedroom
- Entry level pricing
- A superb net profit!

The Atlas Suites & Apartments business has a year in, year out, established turnover & bottom-line. The commanding

Location: Mount Maunganui, Tauranga **Asking Price:** \$879,000
Broker: Gordon Fridge / 0221 569 330 / gordon.fridge@linkbusiness.co.nz



tariffs coupled with the high return clientele numbers and the continued growth of the Atlas corporate business will make this a purchase options well worth considering.

This is a business only purchase – management rent an apartment on-site. Secure leasing (or purchase) options are available to new owners.

Businesses for sale - Bay of Plenty

Fantastic Eco-Tourism Opportunity

ref: BPW00356

A dream opportunity to secure Tauranga's premier eco-tourism operation. Offering a unique experience to travellers, this business has seen impressive growth yielding the owner an excellent income for seasonal effort. Significant barriers to entry ensure an ongoing competitive advantage while the current owner's commitment to a sustainable and hugely enjoyable experience has resulted in excellent reviews.



Location: Bay of Plenty **Asking Price:** \$699,000
Roger Brockelsby / 027 919 5478 / roger.brockelsby@linkbusiness.co.nz

Niche Business - Essential Services

ref: BPW00366

Projected 2018 sellers discretionary earnings (SDE) of \$80k - \$90k. Operating for over 35 years, this business provides essential services to residential, commercial and recreational markets. Owner practical skill set ideal however the existing experienced service team provides a solid support base. New lease available (currently \$18,732 p.a.) Great opportunity to run your own business in this niche business sector.



Location: Bay of Plenty **Asking Price:** \$165,000
Broker: Mark Robinson / 021 524 766 / mark.robinson@linkbusiness.co.nz

Women's Clothing Store at the Mount

ref: BPW00372

Operating for 19 years in the same location. Stock purchased from Australia & NZ, with some lines being exclusive to this store. Includes clothing, jewellery, shoes & accessories. Lovely spacious, light filled premises. Owners require an urgent sale - priced accordingly. Asking price of \$45,000 plus stock of approximately \$10,000.



Location: Mount Maunganui **Asking Price:** \$55,000
Broker: Lisa Lloyd / 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

\$60K to One Working Owner. Growth Potential

ref: BPW00376

- 50 year established business supplying roofing material to the building industry
- Access to all major types of roofing, fascia and spouting - a one stop shop for roofing requirements
- Supplied by all major manufacturers, nationally recognised brands
- Manufacturers warranties
- All roofing installation contracted out to qualified licensed building practitioner
- \$60K to one working owner



Location: Tauranga **Asking Price:** \$170,000
Camella Anselmi / 0274 454 121 / camella.anselmi@linkbusiness.co.nz

Local Pub & Eatery For Sale in Tauranga

ref: BPW00354



Ever dreamed of owning your own pub & eatery, where your customers are regular, staff are reliable, the fit-out is great and the sales are consistent? This neighbourhood business is a great one to begin your hospitality career or add to your portfolio as the owners do not work in the business on a day to day basis.

All the key staff are in place and know what to do, so you can leave them and enjoy a return on investment of approx. 15%. Or you can get involved and work in the business and return yourself approx. \$100,000.

The business operates only 6 days per week, and only trades lunch time for 5 days. Sales were approx. \$16,900 per week for the 2017 financial year. The location business allows for bumper trade days throughout the year.

Location: Tauranga **Asking Price:** \$349,000
Broker: Theresa Eagle / 021 289 0949 / theresa.eagle@linkbusiness.co.nz

Childcare Centre - Freehold Only

ref: BPW00377

Business has been sold, now for the land and buildings. An initial 8-year lease term with 3 x 6 year ROR, this modern purpose-built childcare centre in a central location will make a worthwhile investment to the astute investor. Childcare centres are a sought-after sector offering long leases and stable tenants. A recent valuation report is available so call now for further informat



Location: Bay of Plenty **Asking Price:** \$POA
Roger Brockelsby / 027 919 5478 / roger.brockelsby@linkbusiness.co.nz

Unique Niche Market Bay Of Plenty

ref: BPW00381

- Packaging supplies
 - Large, active and loyal database
 - Established history of steady year on year profit.
 - Excellent location with high foot traffic
 - Generous handover period for purchasers
 - Ideal husband and wife business with potential to increase net profit.
- Great opportunity for someone moving to the Bay of Plenty. Talk to Camella now.



Location: Tauranga **Asking Price:** \$135,000
Camella Anselmi / 0274 454 121 / camella.anselmi@linkbusiness.co.nz

Licensed Indian Restaurant

ref: EL00675

Licensed fine dining Indian restaurant in a Bay of Plenty town. Weekly turnover of \$5,500+. Low weekly rent of \$531 includes GST/OPEX/rates/rubbish. Very secure lease with negotiable term.



Fully staff managed with owner residing in Auckland and selling due to serious family commitments. Short operating hours for dinner: 5pm - 9pm (7 days) and lunch: 11:30am - 2pm (4 days).

Location: Bay of Plenty **Asking Price:** \$99,000 plus SAV
Broker: Ron Vazirani / 021 024 2978 / ron.vazirani@linkbusiness.co.nz

Iconic Photography Business at the Mount!!

ref: 19919

- Well established portrait and commercial photography business with large database of clients
- Purpose designed modern studio facility in a central Mount Maunganui location with good rent
- Experienced staff in place



This business would suit an experienced photographer who wants to create a lifestyle business or a recently qualified graduate who wants a business to grow into and develop for themselves

Location: Mount Maunganui **Asking Price:** \$75,000
Grant Jacobson / 0274 540 432 / grant.jacobson@linkbusiness.co.nz

Innovative Internet & Direct Mail Business

ref: BPW00383

This is a well structured and highly profitable mail order company, which is one of the leaders in its industry sector. Current ownership of 11 years & over 30 years in the NZ market. High quality premium products with a professional catalogue produced (four times per year). Very good website & database almost 20,000. Turnover of \$971,000 inc GST provides the owners a healthy \$198,000 cash surplus. Great building.



Location: Mount Maunganui **Asking Price:** \$545,000 plus SAV
Grant Jacobson / 0274 540 432 / grant.jacobson@linkbusiness.co.nz

High Performing Lotto Opportunity!

ref: BPW00304

Great coastal lifestyle on offer with this established family business. Opportunities to increase current net surplus to between \$70-\$90k. New complimentary product category has contributed to success of this business offering; Lotto, Giftware, Confectionery and DVD hire. The business has been built on exceptional customer service with an understanding and fulfilling the needs of their loyal customer base.



Location: Bay of Plenty **Asking Price:** \$120,000
Broker: Mark Robinson / 021 524 766 / mark.robinson@linkbusiness.co.nz

Join the Domestic Flooring Boom!

ref: BPW00400



- Enjoy the purchasing benefits of a NZ wide franchise
- Large forward contract with group housing companies
- Modern newly refurbished office/showroom and warehouse premises
- Situated in the Tauranga/Mt Maunganui area on a high profile site
- Current owner will give a generous handover period to incoming purchaser
- Knowledgeable staff that are passionate about their work and are keen to stay employed

Location: Tauranga **Asking Price:** \$550,000
Broker: Mike Fraser / 021 932 633 / mike.fraser@linkbusiness.co.nz

Lifestyle with International Travel

ref: BPW00302

- Work a few months of the year with great cash and potential
- Enjoy two overseas trips per year and travel NZ wide
- Work with quality handmade products
- Minimal overheads, supply products to order, work from home
- Established for 15 years, with strong relationships with customers and suppliers
- Comprehensive trading agreements in place
- Generous handover period from vendors. Don't miss this one!



Location: Tauranga **Asking Price:** \$260,000
Camella Anselmi / 0274 454 121 / camella.anselmi@linkbusiness.co.nz

Thriving & Profitable Business in Tauranga

ref: BPW00343

Supplying a finishing product in the building industry, and... of the very best!

...great lease in... ward orders for

Cash surplus to the full time owner of \$217K for the 2017 financial year, and looking stronger this year.

Established 20 years ago; very profitable; amazing staff; great hours – hard to fault.

Location: Tauranga **Asking Price:** \$580,000
Broker: Lisa Lloyd / 027 685 4556 / lisa.lloyd@linkbusiness.co.nz



Businesses for sale - Bay of Plenty

Golden Income in Mt Maunganui

ref: EL00568

Thinking about the perfect lifestyle in Mt Maunganui-with an income to replace your Auckland income? Capri on Pilot Bay is an excellent Management Rights business at entry level pricing with a fantastic bottom-line, very good letting pool numbers and established clientele base! Very hard to pass on this one. Just a short stroll to everything important-beach, cafes, activities-great for you & the guests.



Location: Mt Maunganui **Asking Price:** \$759,000 plus GST (if any)
Broker: Gordon Fridge / 022 156 9330 / gordon.fridge@linkbusiness.co.nz

Wild Foods Takeaways In Premium Location

ref: BPW00406

State of the art kitchen with the very best gas equipment and fittings that could do any food type you wanted. Set up for the long term by the current owner at a cost of over \$300,000 but sadly a health situation has cut his dream short and he offers it for sale at an absolute give away price. His loss will be your gain !! Top quality foods, presented in style. 60 five star reviews already. Rent just \$25K/yr.



Location: Bay of Plenty **Asking Price:** \$180,000
Broker: Peter Redward / 0274 920 453 / peter.redward@linkbusiness.co.nz

Manufacturer Wholesaler - Home Furnishing

ref:BPW00401

SDE \$90k+ p.a. Straight forward owner operator business requires good 'all rounder' with practical skills or an ex-tradesperson with an 'eye for detail'. Australian, Taiwanese and local NZ suppliers in place. Clean modern commercial unit with office / reception & workshop area. New lease available - current rent \$15,558 p.a. plus GST. Established retail customer base and a good stable wholesale business operation.



Location: Bay of Plenty **Asking Price:** \$255,000
Broker: Mark Robinson / 021 524 766 / mark.robinson@linkbusiness.co.nz

Busy Well-known Takeaway in Lakefront

ref: NS00332

The Roast is a famous brand in Rotorua which located in a lakefront main road. A casino is planning to be built behind soon. The owner has been running the profitable business since 2009 and it is time for him to retire.

The turnover keeps growing around \$15,000 weekly with 40% cash revenue now but the rent is low only \$405 + GST weekly and new longer lease is just renewed about 12 years.



Location: Rotorua **Asking Price:** \$300,000 plus Stock
Broker: Susan Xiao / 021 202 0268 / susan.xiao@linkbusiness.co.nz

A Motel of Substance – Discover the Livingston!

ref: EL00577

There are few motels that offer such spacious accommodation both for guests and for owners. The Livingston was established in the mid 90s and obviously at that time size mattered! All 15 ground floor suites are very spacious, well appointed and most offer the luxury of either private spa pool or spa bath.

Offering a solid 20 year lease – this established business will leave you suitably impressed with return clientele & corporates frequenting the motel in their droves.

Whakatane also has a very significant business and corporate market year-round through companies such as Fonterra, Norske Skog Tasman and of course – the burgeoning boat building industry.

The value of tourist attractions such as the 'live' volcano – White Island, cannot be underestimated.

No need to down-size, no need for the kids to share rooms in this spacious owners' home.



Location: Mount Maunganui, Tauranga **Asking Price:** \$669,000 (+ GST if any)
Broker: Gordon Fridge / 0221 569 330 / gordon.fridge@linkbusiness.co.nz

Businesses for sale - Taranaki / Manawatu / Wanganui

Taranaki Motel - Combine Home & Income ref: EL00640

Our vendor requests that we present all offers for this superb as new motel business. Regular corporate business supplemented with leisure travellers and consistent sales make this a 'must consider' option for anyone thinking about motel businesses.

Sound lease, modern building, easy care grounds.



Location: Taranaki **Asking Price:** \$575,000

Broker: Lindsay Sandes / 021 895 940 / lindsay.sandes@linkbusiness.co.nz

6 Days a Week Profitable Café ref: BPW00176

Long-established cafe in busy coastal Taranaki suburb.

Providing both breakfast & lunch menus, as well as freshly baked goods and quick cabinet meals to regular local clientele and visitors to this area.

• Open 6 days per week • Average Sales per week over \$11,500 • Rent per week \$273 plus GST • Fully licensed

This cafe has consistent steady sales with a great reputation close to schools and sports areas.



Location: Taranaki **Asking Price:** \$295,000

Broker: Therese Bailey / 021 707 641 / therese.bailey@linkbusiness.co.nz

The Mayfair New Plymouth Central ref: NS00215

Well-established bar and restaurant in a popular shopping block in New Plymouth.

- It has 18 gaming machines with valid licence
- Current weekly turnover is about \$30,000, summer time can go higher if manage well
- Rent is \$120,000 plus GST a year

Current owner run this business for the last 6 years, time to change.



Location: New Plymouth **Asking Price:** \$580,000 plus Stock

Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz

Main Road Bar & Cafe - South Taranaki Region ref: EL00738

Located in the CBD of a small town in South Taranaki, this popular dine-in cafe and bar sits on a main road exposed to ample local foot-traffic and holiday-goers heading to the water-front.

The cafe is well known amongst the locals for its vast variety of European continental food which caters from appetizers to desserts.

The bistro is currently owner-managed. The owner has decided to move overseas and the business must go! - The business can easily be converted into a staff-managed operation.



Location: Taranaki **Asking Price:** \$129,000

Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Merv Lucas Auto Electrical - Iconic Business ref: BPW00368



Merv Lucas Auto Electrical has been servicing the New Plymouth market successfully since the 1950's, is a well-recognised brand and has a long history providing quality services to the downtown and surrounding New Plymouth customer base.

Servicing almost anything from cars, vans, trucks, motor homes, diggers, buses, trailers, boats, motorbikes and even electrical hoists, as well as offering the Yuasa battery range the team has the experience to support almost any requirement.

This is an excellent opportunity for either a tradesman or trade related person/s or complimentary business to acquire this successful operation.

Location: New Plymouth **Asking Price:** \$316,000

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

Well Established Profitable Palmers ref: EL00763

Located on busy Devon Rd in New Plymouth, this Palmers Garden Centre and Cafe Botannix are available for a new owner to benefit from several years of hard work to create the great profitability it has now. The good news is there is still genuine room to add value to this business.

A new owner with retail experience could look at new ways of adding sales. Each Palmers owner is able to choose the product that goes into the store to match their customers needs. It's up to the imagination of the new owner.

Location: New Plymouth **Asking Price:** \$770,000

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



Aluminum Fabrication/Locksmithing ref: WL00076

Consistent profits on account figures over many years. Two income streams with potential to add related security work to this solid business operation located on a busy main road. Known for quality products & reputable service, would suit an owner operator. Owner is a registered Locksmith, "may" consider part time contract work for new owner. Stock in the business approx. \$30,000. This business is priced to sell.



Location: Horowhenua **Asking Price:** \$135,000

Broker: Richard Lunn / 022 428 6470 / richard.lunn@linkbusiness.co.nz

Businesses for sale - Wairarapa / Wellington

Invest in a Country Hotel/Cafe

ref: WL00068

You can own the Freehold now and at the expiry of the current lease term consider possibly running the operation if wanted or releasing the business.

Wairarapa rural location and well known by the locals and Route 52 Tourist Trail. A hotel since 1948, that's some trading testament. Outdoor dining, Pokies, Café. Asking price includes chattels of \$80,000.



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

Broker: Richard Lunn / 022 428 6470 / richard.lunn@linkbusiness.co.nz

Industry Leader!

ref: WL00096

Designing and building steel frame sheds, dairy shed, covered yards, hay sheds and implement shed throughout the Wairarapa region.

The company also specialises in farm bridges ranging from 6 – 30 metres. Strong customer focus dealing with a variety of industries including sheep and beef, wineries and light industrial.



Location: Wairarapa **Asking Price:** \$320,000 inc. stock

Broker: Gary Kaye / 021 222 1707 / gary.kaye@linkbusiness.co.nz

Bakery - Locally Renowned and Recognised

ref: WL00093

Successfully operated business for many years, open 7 days with high weekly sales and good rental at only \$700 p/w.

Watch your dough rise with this one... Profitable, no extra outlay required, fantastic location within shopping centre - abundance of food & vehicle traffic - no experience necessary.



An owner operator would benefit from this business.

Location: Wellington **Asking Price:** \$345,000 + Stock

Broker: Benny Wang / 021 158 5110 / benny.wang@linkbusiness.co.nz

Dry Cleaners - Rarely on Market

ref: WL00088

This business is located in an established Wellington suburb and has been successfully owned by a H & W team for 6+years. It is open 5 days p/w + additional 2/3hrs on a Saturday.

Very Profitable business and a safe investment for an astute operator. Easy to run, strong potential, great lifestyle.



Location: Wellington **Asking Price:** \$259,000 + Stock

Broker: Benny Wang / 021 158 5110 / benny.wang@linkbusiness.co.nz

Timber Mill and Firewood Processor

ref: WL00111

This business has a high traffic count on SH close to Wellington. Income derived from milling logs selling to the construction industry as well as retailing direct to the consumer. The firewood business runs alongside the mill and sells to a large database of local clients. Deliveries throughout wider Wellington area. Current owner has replaced & repaired some older equipment which will directly benefit a new owner.



Location: Wellington **Asking Price:** \$325,000 Inc. Stock

Broker: Gary Kaye / 021 222 1707 / gary.kaye@linkbusiness.co.nz

Digital Printing & Copying Business

ref: WL00057

This business has a diverse range of clients ranging from government departments to local businesses, out of town and off shore clients. Their production systems have been streamlined over many years, and the entire business can be run by two people. This low cost entry business would provide a new owner with profit, growth and independence. Invest your capital, grow your asset and be the master of your own schedule.



Location: Wellington **Asking Price:** \$135,000

Broker: Dave Morgan / 021 471 992 / dave.morgan@linkbusiness.co.nz

Cafe Pioneer Up for Sale

ref: WL00107

A Wellington Café is up for sale 5 years after it set the benchmark for all day breakfast in the Capital. The business is a well established and profitable operation. It serves all the boxes. The business is supported by offices, residential and commercial hotels. It has an extensive and professional fit out, very popular and revenue is growing significantly year by year. Contact me now to plunder this opportunity.

UNDER CONTRACT



Location: Wellington **Asking Price:** \$395,000 plus Stock

Broker: Benny Wang / 021 158 5110 / benny.wang@linkbusiness.co.nz

Established Roofing Company

ref: WL00075

For sale is a highly successful specialist roofing company operating throughout the Wellington region. 12 years dealing with metal, shingle, cedar and slate roofing. Very good revenue with strong returns.



Location: Wellington **Asking Price:** \$285,000

Broker: Gary Kaye / 021 222 1707 / gary.kaye@linkbusiness.co.nz

Aligned to the Building Industry Nets \$400k ref: BPW00091



Personalised to a niche market primarily to the new build trade and personal clientele. Established 7 years operating from modern industrial retail premises. Ample shop space and warehousing.

Group buying with backup support. Huge growth area located in a lakeside provincial town. Presently a husband and wife team with a small staffing numbers. Large income stream that could easily cater for full management.

The business has rewarded a working owner/couple a very generous 6 figure income. Long term lease ample customer car parking.

Stock approx \$100k.

Location: North Island **Asking Price:** \$775,000 plus Stock
Broker: Mike Chote / 027 555 1176 / mike.chote@linkbusiness.co.nz

High Turnover Café on the Shore ref: NS00279

This well-presented café is located in Whangaparoa and surrounded by many retail shops.

* Tidy and clean shop layout with ample parking at the front. * Spacious shop size that up to 120m² and prepare space, weekly coffee bean sale is about 16kg; * Seating arrangement is about 58 inside and 24 outside; * Monthly rent is about \$8,900 inclusive of GST & Outgoing. * Weekly sales is around \$11,000-\$12,000.



Location: Whangaparoa **Asking Price:** \$128,000 plus Stock
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

Top Performing Motel Leasehold ref: WL00019

Consistent record of profits for this top-quality motel & conference centre. 14 Units over two levels, conference room and excellent owners accommodation and garaging/workshop. Lease to 2038 with recent review just completed with negligible increase on last 2yrs. Considerable money spent on upgrading the business, all systems in place for new owners to build on the current profitable business operation.



Location: Palmerston North **Asking Price:** \$635,000
Broker: Richard Lunn / 022 428 6470 / richard.lunn@linkbusiness.co.nz

Innovative Roofing Product - Area License ref: WL00077

The Vendor has two licensed installers covering the Auckland region and the Christchurch/Sth Island region. They are now offering a licence opportunity for the lower Nth Island. Projected earnings are impressive. This is an ideal opportunity for a roofing company that wants to differentiate themselves from the rest with an exclusive product, or for a company that wants a distinct product advantage. BRANZ Appraised.



Location: Kapiti Coast **Asking Price:** \$630,000
Broker: Dave Morgan / 021 471 992 / dave.morgan@linkbusiness.co.nz

Profitable Niche Import-Web Based ref: BPW00375

Well established, home based, profitable niche market business established 12 years ago.

- Loyal and repeat customers
- Operated by one owner working part time
- Substantial sales growth being maintained year on year
- Comprehensive and professional website
- Strong supplier relations in place
- Flexible hours to suit owners lifestyle
- More growth opportunities
- Can be based and operated anywhere in New Zealand.



Location: Relocatable **Asking Price:** \$345,000
Broker: Therese Bailey / 021 707 641 / therese.bailey@linkbusiness.co.nz

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Businesses for sale - Canterbury

Sparkling City Café

ref: CS00081

Compact, trendy, well positioned for all year round trade. Fully licenced café – wines, spirits, bottle & tap beers. Great food offering with “top of mind” kiwi style favourites – breakfast and lunch. Catering services offered to the corporate neighbourhood customers. Well supported by local business & holiday maker foot traffic. Premium tourist precinct location. Call Jodi now!



Location: Christchurch **Asking Price:** \$ POA
Broker: Jodi Yin / 03 595 5206 / jodi.yin@linkbusiness.co.nz

Bar, Restaurant & Cafe

ref: CS00082

Fully fitted out to the highest standard. High profile, corner location. Easy access and own lift. Abundant car parking at the rear. Solid profitable business – the turnover has more than doubled in the last 12 months and it is still growing! Open for breakfasts, high teas, lunch and dinner. Potential for function centre and late night venue. Excellent long term lease. Call Jodi now!



Location: Christchurch **Asking Price:** \$ POA
Broker: Jodi Yin / 03 595 5206 / jodi.yin@linkbusiness.co.nz

Restaurant Café Night Club

ref: CS00083

Upmarket stylish fully equipped and trading well in a new well positioned building. Outstanding opportunity for a new owner to continue with the growth. Now offered for a fraction of the set up costs!!! Call Phil now!



Location: Christchurch **Asking Price:** \$400,000
Broker: Phil Adcock / 03 928 2011 / phil.adcock@linkbusiness.co.nz

Look Into This!

ref: CS00086

Well-known nationwide brand. Strong, enduring corporate backing. Cornerstone industry. All systems are in place. Great staff. Mix of cash sales and accounts. Strong cash flow. Ideal individual or would suit a couple. Room for growth? – depending on your ambitions! Call Derek now!



Location: Christchurch **Asking Price:** \$ POA
Broker: Derek Lough / 03 595 2754 / derek.lough@linkbusiness.co.nz

Function Centre / Bar

ref: CS00091

Situated in a desirable Christchurch suburb with over 500m² of entertainment space plus abundant car parking. Fully fitted out and licensed for over 300 people. 18 gaming machines. The business is offered for sale well under replacement cost - wow! Brilliant opportunity for an experienced operator.



Location: Christchurch **Asking Price:** \$300,000
Broker: Phil Adcock / 03 928 2011 / phil.adcock@linkbusiness.co.nz

Home Based

ref: cs00095

Substantial growth since its start up in 2013. Selling technology leading products. Demand is expanding. Excellent website bringing in good sales. Supply arrangements are in place with International and NZ companies. Considerable scope for expansion. Currently run by 1 full time owner and 3 part time staff. Suit a couple. EBPIDT is around \$150,000. Full details available only upon meeting with the Broker. Call now.



Location: Christchurch **Asking Price:** \$ POA
Broker: Brian Pankhurst / 03 928 1949 / brian.pankhurst@linkbusiness.co.nz

Tourism Industry - Car Rental Business

ref: CS00099

Great reputation. Rave reviews by customers over many years. Strong pipeline of future bookings. Close to Christchurch Airport. Significant opportunities for an astute new owner. Take advantage, future growth of Christchurch's regenerating tourism industry. Ideally suit a business owner looking to get in, roll their sleeves up, and build on a solid market position. My client is looking to pursue other interests.



Location: Christchurch **Asking Price:** \$295,000
Broker: Derek Lough / 03 595 2754 / derek.lough@linkbusiness.co.nz

Designer Wear National and International

ref: CS00104

A unique opportunity to buy an established store, offering beautiful locally made dresses AND bridal gowns from exclusive designer houses. All staff are well trained and excellent tailor makers using breath-taking handpicked material to create the perfect look. Present owner is absent from the business - an ideal opportunity for the new owner to make their mark!



Stock at Valuation (SAV) estimated \$200,000.

Location: Christchurch **Asking Price:** From \$89,000 plus SAV
Broker: Anika Gamba / 03 928 1948 / anika.gamba@linkbusiness.co.nz

Progressive Medical Practice - Christchurch ref: CS00038

Friendly family health centre providing high quality care to patients in attractive residential suburb in the north west of the city.

- Long established with high number of capitation funded patients
- Contracted provider to Pegasus Health
- Managed practice with fantastic staff
- Great systems for patient enrolment & ongoing care
- Strong income



Owner approaching retirement so wishes to sell their half share.

Location: Christchurch **Asking Price:** \$260,000

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

Roofing & Spouting - Christchurch ref: CS00048

Well known family business providing specialist manufacturing and installation services to the construction industry for over 53 years.

- Extensive & well defined customer base
- Diversified revenue streams
- Great staff
- Well located premises with room for expansion

Suit trade related buyer or owner/operator.



Location: Christchurch **Asking Price:** \$400,000

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

Mowers Chainsaws & Outdoor Power Equipment ref: CS00057

One of Canterbury's leading power equipment suppliers providing sales/servicing of a wide range of lawnmowers, chainsaws, trimmers, leaf blowers, pole saws, generators & other garden equipment.

- In business for over 35 years
- Great reputation with well-known brands
- Experienced staff
- High profile location on busy thoroughfare
- Generous customer parking.

Suit owner/operator with sales & people skills.

Location: Christchurch **Asking Price:** \$345,000

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



Great Outdoors Opportunity ref: CS00060

The business is trading strongly with great forward work order book. Very realistically price - great return on investment for an astute new owner. Environmental contracting specialist company which operates mostly in the North Canterbury to Marlborough areas. Currently located in North Canterbury and is relocatable to your property. Qualified/experienced staff. Substantial forward work included in the sale.



Location: North Canterbury **Asking Price:** \$ POA

Broker: Derek Lough / 03 595 2754 / derek.lough@linkbusiness.co.nz

Bakery ref: CS00073

Ideally situated in a busy shopping centre. Products made onsite. Baking a range of products including breads, rolls, pies, biscuits and cakes. Good profit for working owners. Well maintained plant and equipment. Very easy to learn with established easy to follow systems in place. Training and support provided by the vendor during a transition period. Good lease in place. Ideal first step business. Enquire now!



Location: Christchurch **Asking Price:** \$ POA

Broker: Jodi Yin / 03 595 5206 / jodi.yin@linkbusiness.co.nz

Café/Bar Best Spot !!! ref: CS00074

Situated in the heart of Christchurch, on the tram line route this up market cafe is only open during the day meaning real growth opportunities here. Seating for over 100 people inside/outside. It ROCKS !!!



Location: Christchurch **Asking Price:** \$190,000

Broker: Phil Adcock / 03 928 2011 / phil.adcock@linkbusiness.co.nz

Lawns and Landscaping ref: CS00076

Established Canterbury business. Experts in hydroseeding & roll out instant lawn for commercial/residential properties. First class landscaping services are also offered. Full range of equipment and vehicles, all in first class working order. Well trained staff attend to day to day operations. EBPIDT over \$130,000. Full details about this excellent business is only available upon meeting with the broker. Call now!



Location: Christchurch **Asking Price:** \$ POA

Broker: Brian Pankhurst / 03 928 1949 / brian.pankhurst@linkbusiness.co.nz

Fantastic Motel Opportunity ref: CS00079

Prime location within 5 minutes of airport. 19 units including 2 bedroom townhouse onsite. Separate Manager's accommodation with adjoining reception. Well maintained, interiors repainted 2016, and ongoing chattel upgrades. Currently under management but offers a good income to working couple with part time help. Good lease. Genuine sale due to owners' other commitments. Don't miss out Call Sally now!



Location: Christchurch **Asking Price:** \$849,000

Broker: Sally Everitt / 03 595 0935 / sally.everitt@linkbusiness.co.nz

Businesses for sale - Canterbury / Otago

Brumby's Bakery

ref: CS00105

Brumby's Barrington has traded successfully since 1998. Excellent location in Barrington Mall. Great business with a healthy sales turnover. Brumby's is an established name in Australasia. Currently operated by the owner with 4 full time and 7 part time staff. Established easy to follow systems. Franchisor training/support. Full details of this exciting business are available only from the broker. Enquire now.



Location: Christchurch **Asking Price:** \$400,000
Broker: Brian Pankhurst / 03 928 1949 / brian.pankhurst@linkbusiness.co.nz

PC Sales and Servicing

ref: CS00106

Offering: Good monthly trade; Strong, loyal database; Excellent online trade; Superb suppliers. This owner-run business plus technician could suite you well. Selling and servicing personal computers, laptops, monitors, tablets, printers, computer accessories and other computer hard ware. Companies specialising in design, graphics and gaming, buy their PC's and computer products from this retailer.



Location: Christchurch **Asking Price:** \$150,000
Broker: Anika Gamba / 03 928 1948 / anika.gamba@linkbusiness.co.nz

Wonderful Café in High Country Holiday Spot

ref: CS00107

Come in and enjoy a barista made coffee and sweet treat, and a light snack or lunch. Captivating scenery setting for tourists and kiwis alike. Fully Licensed, seasonal hours. Great support from locals week to week. Don't delay - enquire today!



Location: Canterbury **Asking Price:** \$ POA
Broker: Robert Brawley / 027 220 8787 / robert.brawley@linkbusiness.co.nz

Stunning Location FHGC Lodge & Campground

ref: CS00080

A fabulous accommodation spot in one of New Zealand's unspoilt pristine locations on the doorstep of the Catlin's Scenic area. Twenty units in total comprising of 7 ensuites, 6 Budget rooms, 6 Family rooms and one upstairs flat, all centrally heated. Large outdoor spaces complete the picture, offering powered sites as well as unpowered sites.



This is a truly unique proposition with a character laden building.

Location: Clutha **Asking Price:** \$725,000
Murray Schofield / 03 595 2753 / murray.schofield@linkbusiness.co.nz

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Superb Location - Leasehold Motel

ref: CS00062

Located close to the University and Forsyth Barr Stadium, with a long lease in place these motels present an excellent opportunity to start in the accommodation industry. On offer are 8 x two-bedroom units so lots of space for guests to spread out. The owner's accommodation is a very spacious 4-bedroom home. This opportunity is waiting for you. Motels in this price bracket are seldom offered in Dunedin. Act now!



Location: Dunedin **Asking Price:** \$350,000
Murray Schofield / 03 595 2753 / murray.schofield@linkbusiness.co.nz

High Profile Location - Excellent profits

ref: CS00102

Here is a fabulous opportunity to join the organisation of the world's premier sub-sandwich stores, which specialises in providing a range of salads, wraps and sandwiches that the brand has become internationally recognised for. All operating systems are in place plus two weeks in depth training. This business is situated in a very busy commercial area of a rapidly growing town. Don't miss this opportunity.



Location: Central Otago **Asking Price:** \$495,000 plus stock
Murray Schofield / 03 595 2753 / murray.schofield@linkbusiness.co.nz

Modern and Spacious

ref: EL00601

Located in the seaside town of Picton in the world famous Marlborough Sounds, Jasmine Court comprises 19 modern, spacious and very comfortable units in the heart of Picton.

Reasons to buy this property are, Qualmark 4 star plus, rated #3 out of 17 on Trip Advisor, broad range of units, conveniently located and a 30 year lease tenure.

The owner's accommodation is a 3 bedroom multi level residence.



Location: Picton **Asking Price:** \$790,000

Broker: Jono Jarvis / 021 177 9760 / jono.jarvis@linkbusiness.co.nz

Maximise your Income

ref: EL00597

High Street Living Motel is a classic kiwi style single level complex with 10 units comprising of 4 studio and 6 two bedroom spacious units.

Located right in the heart of the pretty port town of Picton in Marlborough, the motel is in the main street and next to restaurants, cafés and bars and only a short stroll to the Picton waterfront, inter island ferry terminal and railway station.



Location: Picton **Asking Price:** \$125,000

Broker: Jono Jarvis / 021 177 9760 / jono.jarvis@linkbusiness.co.nz

Balmoral Motel - Tahuna Beach

ref: 20046

What a find! Close to beach, airport, and loads of activities. Good selection of restaurants and Nelson City close by. The introduction of 4 new airlines has seen a rise in visitors and travellers to the region. 14-unit motel with the owner's unit consisting of 3 generous bedrooms, 2 bathrooms. Easy care gardens with the inclusion of a sparkling swimming pool for the guests. 23 years remaining on lease. Call now.



Location: Nelson **Asking Price:** \$495,000

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

Great Motel in Historic Gold Mining Town

ref: CS00093

Lantern Court Motels, were recently renovated to recreate the historic golden days of Reefton. 1-, 2-, and 3-bedroom spacious self-catering units, provide accommodation to suit a variety of budgets, and are a great base to explore this fascinating area. Visit Victoria Conservation park, Trout fishing, Gold panning and bush walks. The current owners have now decided to sell the Leasehold business, loads of potential.



Location: West Coast **Asking Price:** \$385,000

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

Solid Income Earner with Attractive Cash Flow

ref: EL00596

Located in the Marlborough region, world famous for its wine, Admirals Motor Lodge is set in beautiful grounds with mature trees and outdoor guest areas. The complex comprises a broad range of 20 spacious units and a three bedroom owner's residence, with double garage.

The complex has conference and boardroom facilities (cater up to 50 people), parking for up to 25 vehicles, guest BBQ area, swimming pool and spa.

Business Opportunity

Over the last 7 years the owners have tirelessly worked to build the business and net profit has risen consistently over the years. With the projected growth in visitor numbers, the tourism sector is looking very attractive and this is your chance to generate an attractive profit with the very real opportunity to grow the business.

Location

The property is located 3 minutes from Blenheim airport and 25 minutes from the Picton ferry that connects the North

Location: Blenheim **Asking Price:** \$785,000

Broker: Jono Jarvis / 021 177 9760 / jono.jarvis@linkbusiness.co.nz



and South Island with an estimated 1 million passengers p.a. It is conveniently located to a number of restaurants, cafes and bars as well as a supermarket and shopping mall.

Businesses for sale - South Island / Nationwide

Pizza Store with Licensed Bar

ref: EL00476

This popular brand pizza store is located in Queenstown which draws more than 2 million visitors each year to the town. The store is doing an excellent weekly turnover with very high gross profit margins. The 141m² premises comfortably seats 26 inside and 16 outside. It has recently been refurbished and offers a newly fitted bar to give you more bang for your buck.



This store is 100% staff managed, however has a great opportunity for growth with owner operators working in the business.

Location: Queenstown **Asking Price:** \$649,000 plus SAV
Broker: Anil Vazirani / 021 0277 8149 / anil.vazirani@linkbusiness.co.nz

Fish & Chips and Ice Creams

ref: CS00092

Prime main street location. Very close to the Hanmer Springs Thermal Pools entrance. Business is booming! Family circumstances dictate a sale. Unmatched on the market today! Act now!



Location: Hanmer Springs **Asking Price:** \$220,000
Broker: Phil Adcock / 03 928 2011 / phil.adcock@linkbusiness.co.nz

Motel Lease- Buyers delight!

ref: CS00084

Yes, the asking price is right! There is a short term left on the lease and the landlord is willing to negotiate an extension with new lessees. 13 spacious units; 1 studio, 9 x 1-bedroom & 3 x 2-bedroom, plus a 3-bedroom manager's house. Located on the main road into Timaru, the motel has many regulars and also is popular stopover for tourists. Easily managed by a couple or by one owner with part-time help.



Location: Timaru **Asking Price:** \$175,000
Broker: Sally Everitt / 03 595 0935 / sally.everitt@linkbusiness.co.nz

Childcare Centre - FHGC - South Island

ref: BPW00162

Licensed for more than 30, this centre provides a beautiful early learning environment with plenty of space. Well-equipped and with a stable teaching team, the occupancy level is excellent; there is also an opportunity to increase the licence numbers and opening hours to further enhance the bottom line. The centre property is also for sale at the registered valuation of \$695,000 plus GST (if any).



Location: Lower South Island **Asking Price:** \$475,000
Roger Brockelsby / 027 919 5478 / roger.brockelsby@linkbusiness.co.nz

Motel lease- Hanmer Springs

ref: 20295

Ideal for new moteliors or for someone wanting an easy complex to manage, having an income and a lifestyle. 11 well maintained units within a 2 minute walk to the Thermal Reserve & Spa and with many shops and cafes within close proximity. Comfortable and warm three bedroomed managers' house. Good parking for guests, some undercover. If you are considering going into motels you should have a look at this complex.



Location: Hanmer Springs **Asking Price:** \$300,000
Broker: Sally Everitt / 03 595 0935 / sally.everitt@linkbusiness.co.nz

Ideal Location - Very Profitable

ref: CS00071

Amazing opportunity to step on the business ladder and come into a well-established business. Located in one of the most beautiful places in Central Otago this little beauty ticks all the boxes. The business is centrally located easily accessed, but with affordable rent, a Monday to Friday work week plus it's easily managed. This opportunity is in a rapidly growing area just waiting for you join. Don't miss out.



Location: Queenstown-Lakes **Asking Price:** \$175,000
Murray Schofield / 03 595 2753 / murray.schofield@linkbusiness.co.nz

Premium Ventilation Franchise Opportunity

ref: BPW00417

Delivering premium healthy living environments for New Zealanders these home ventilation systems are built to specifications that allow service to not only the residential market but commercial also. New franchisees will have exclusive access to operate this business in their territory with great support from Head Office and minimal overheads.



Location: Nationwide **Asking Price:** \$139,000
Broker: Alanah Eagle / 021 606 345 / alanah.eagle@linkbusiness.co.nz

Document Productivity Business

ref: WL00038

Well established automated productivity improvement software for professionals and admin support personnel in formatting of documents and reports. Unique EDRMS product. Established legal and government customer base with recurring income; this business has enormous upside. Owner is a highly skilled technician and has developed outstanding products. Potential can be found by investing resources into sales & marketing.



Location: Relocatable **Asking Price:** POA
Broker: Dave Morgan / 021 471 992 / dave.morgan@linkbusiness.co.nz

Tradies & Gentlemen, Step Right Up!

ref: EL00788

This business is one of only 3 main players who deliver this service and regarded as the clear market leader. High customer demand.

Owner is ready to retire now. Business is consistent and steady due to demand for the work this business provides its customers mainly in Auckland but also Nationwide.

2 well-presented company vehicle both sign written and stocked with tools and materials. 2 full-time staff who are very skilled and plan to remain in the business. Full package business ready to go!

Location: New Zealand **Asking Price:** \$265,000

Broker: Tony Andrew / 021 938 560 / tony.andrew@linkbusiness.co.nz



Cleaning Business Opportunities

ref: EL00707

Join this award-winning network of 160+ business owners. Paramount Services cleaning franchisees are affordable and rewarding. You'll start with commercially viable guaranteed turnover.

With drive and energy you could join the 17 Paramount Services owners who have won or been finalists in the Westpac Franchise Awards. Franchise fee and training is \$15,000. Full franchise cost will reflect the business turnover.

Location: New Zealand **Asking Price:** \$15,000

Broker: Tony Andrew / 021 938 560 / tony.andrew@linkbusiness.co.nz



Digital Cashflow

ref: EL00691

Digital advertising is profitable and booming. Additional partners are sought for co-ownership of digital billboards throughout New Zealand.

You'll co-own yours with the operating company and receive the profits it generates.

No requirement for management or executive time input.



Location: New Zealand **Asking Price:** From \$110,000

Broker: Tony Andrew / 021 938 560 / tony.andrew@linkbusiness.co.nz

Make Cost Reduction Your Business

ref: 20399

Earn a substantial six figure income as a cost reduction analyst. Work with a respected international brand that's been operating here since 1994.

There are over 700 licensees in 30 countries. Licensee opportunities are available throughout New Zealand. Extensive support and training includes a 10 day training package in the UK. Costs (flights, transfers, accommodation and training) are included in the licence price.

Location: New Zealand **Asking Price:** \$79,500

Broker: Tony Andrew / 021 938 560 / tony.andrew@linkbusiness.co.nz



Sub Sandwich – Biggest and the Best

ref: 16321

Nationwide opportunity now exists to join this international brand and leading franchise in its category. This sub sandwich brand has over 44,000 stores worldwide and comes with all the support and training that you would expect from such a well-respected brand. Some of the attributes you will need to own franchise are:

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

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

For further information via a confidentiality process contact Nick Stevens



Location: Nationwide **Asking Price:** \$239,000 to \$850,000

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

Businesses

Wanted Now!

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

Early Learning Childcare Centres

Buyers Budget: \$500,000 - \$1m

Jenny Blain 021 455 421

LINK Northland

Hotel/Motel/Management Rights

Accommodation with Food and Beverage – Auckland area

Buyers Budget: Up to \$5m – Profits \$1m plus

Management Rights - all areas

Buyers Budget: Up to \$2m

Michael Osborne 027 242 6881

LINK Northland

Retail General/Hospitality

Bars with Pokie Machines

Buyers Budget: Up to \$700,000

Liquor Outlets

Buyers Budget: Up to \$250,000

Service Stations

Buyers Budget: Up to \$500,000

Qualified buyers looking for above

Dave Beaumont 021 756 146

LINK Northland



wanted

Motel/Hotel

Requires business plus freehold

Buyers Budget: \$3,000,000

Bryan Sui 021 283 6666

LINK Auckland, North Shore

Café/Sushi Shop

Requires \$200,000 Net Profit per year, owner managed or full time manager operated.

Buyers Budget: \$800,000

Bryan Sui 021 283 6666

LINK Auckland, North Shore

Childcare Centre

Requires business plus freehold

Buyers Budget: \$3,000,000

Craig Zhu 021 800 280

craig.zhu@linkbusiness.co.nz

LINK Auckland, North Shore



wanted

Print/Media Businesses

We have a qualified buyer ready to go, looking for any print or digital media businesses in the Auckland area.

Buyers Budget: \$200,000 - \$2M

Jordan Larsen 022 423 3006

LINK Auckland, Ellerslie

Import/Distribution

Buyer wanting business with growth potential in Mechanical/Tools etc.

Buyers Budget: \$1.5 million - \$2 million

Brett Clarkson 027 434 5670

LINK Auckland, Ellerslie

Engineering/ Manufacturing Business

At present I have very strong buyer enquires for above businesses.

These buyers are keen to buy as an add-on to their businesses or stand alone.

Call me great opportunity exists to maximise your sale price.

Confidentiality assured.

Buyers Budget: up to \$3 million

Pra Jain 027 279 4652

LINK Auckland, Ellerslie

Business Wanted – Food and Beverage Distribution

Do you own a food distribution business in either Wellington, Kapiti, Wairarapa or Hawkes Bay and looking to sell

Buyers Budget: \$250,000 - \$2.5 million

Gary Kaye 021 222 1707

LINK Wellington

Café/Restaurant Wanted - Manawatu & Wellington Area

Multiple genuine buyers interested in purchasing a café/restaurant (Independent or Franchised) with varied price range.

Benny Wang 021 158 5110

LINK Wellington

IT Business

Qualified buyer looking to buy a technology IT business within the Canterbury region.

Motivated buyer is able to act immediately.

Buyers Budget: Up to \$3 million

Derek Lough 03 595 2754

LINK Christchurch & South Island

Freehold Going Concern Motels

We have freehold Buyers wanting to purchase Freehold Going Concern Motels in the Nelson, Marlborough and West Coast regions.

Buyers Budget: Up to \$5 million

Rick Warren 03 595 0578

LINK Christchurch & South Island

Childcare Centres

Wanted to buy in the South Island (location flexible), all will be considered for an active private buyer. Prefer well organised and staffed. Freehold preferred.

Buyers Budget: Up to \$2 million

Anika Gamba 03 928 1948

LINK Christchurch & South Island

Seaview Resort Ticking all the Boxes - FHGC

This immaculate presented resort style motel/accommodation business offers the best of the best that is available in the Bay of Islands. It's an absolute rare opportunity to own this Freehold Going Concern with its well-established business, owned by the family for over 11 years.

ref: NL00034

Location: Paihia

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

SOLD

Franchise Asian Bakery for Sale

This well-known franchise Asian bakery is in CBD.
*Weekly rent is about \$1,153 plus GST.
*Weekly turnover is about \$14,000.

You don't need to bake on site, most of bakery product come from the franchise head factory. Experience is not necessary.

Great business opportunity to join the successful franchise system to become your own boss.

ref: NS00253

Location: Place

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

SOLD

Atrium Apartments, Mount Maunganui

Based in the stunning Bay of Plenty town of Mount Maunganui, the Atrium complex is one of the largest buildings in the region consisting of 60 apartments with over 30 apartments in the ever increasing letting pool. A solid growing business showing an impressive ROI makes this an absolute winner!

ref: EL00632

Location: Mount Maunganui

Broker: Gordon Fridge / 022 156 9330
gordon.fridge@linkbusiness.co.nz

SOLD

Childcare Centre - Whangarei Central

This childcare centre would be ideally suited to an owner/operator looking to provide a quality early learning environment.

- Excellent location and proximity to schools
- Licensed for 26 children (2 to 5 yrs)
- Current hours of operation 8am - 4.30pm
- Experienced qualified staff

ref: NL00042

Location: Whangarei

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

SOLD

High Turnover Fruit and Veg Shop

This well-known brand Fruit & Veg Shop is located on the main road of the in Eastern Auckland.

- Next to many retail shops
- Ample parking available
- Rent \$7,561.78 per mth includ. GST & outgoing with large shop size of 300m² with long lease
- The weekly t/o is about \$45,000 with 27% gross profit. Large potential to grow the business.

ref: NS00208

Location: Auckland East

Broker: Bryan Sui / 021 283 6666
bryan.sui@linkbusiness.co.nz

SOLD

Specialty Plastics Business

Specialty designers and producers of Acrylic, PVC, & Polycarbonate/Lexan products. The business regularly produces custom orders products alongside runs of regular products on standing orders. The business has been long established and has a good history with regular and repeat clients. The business has plenty of upside and would respond well to a new owner with strong sales and marketing skills.

ref: WL00054

Location: Lower Hutt

Broker: Dave Morgan / 021 471 992
dave.morgan@linkbusiness.co.nz

SOLD

5 Star Motel Lease in Central Whangarei

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

ref: NL00025

Location: Whangarei

Broker: Michael Osborne / 027 242 6861
michael.osborne@linkbusiness.co.nz

SOLD

Café Bar Restaurant

High profile café bar restaurant with very strong customer base. An award winner and exceptionally well known. Beautiful fit-out and the hard work has been done in creating a fabulous business here.

- Average sales circa \$50k per week
- Strong lease in place with reasonable rent
- Growth opportunities still exist
- Significant profits here
- Very desirable location

ref: EL00407

Location: Auckland

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

SOLD

Classic Rural Hotel Lease

Situated in Marton in the heart of the Rangitikei, the business come with a 10 year lease. With a public bar, a lounge bar, 18 gaming machines and a restaurant, this hotel has ample revenue streams. This is seriously cost effective offering for raising a family in a rural setting where your home is also your income. BE QUICK!!

ref: WL00012

Location: Marton

Broker: Dave Morgan / 021 471 992
dave.morgan@linkbusiness.co.nz

SOLD

Extremely Low Rent Franchise Cafe

Franchise cafe located in one of the shopping area nearby Auckland airport.

Weekly turnover is around \$17,000 to \$19,000.

Extremely low rent and lease is possible to extend.

Profit of this business is around \$300,000 per year and currently under management.

Franchisor is looking for a qualified franchisee can successfully run this business.

ref: NL00089

Location: Auckland

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

SOLD

Media Distribution Franchise

Dependable cash flow business. Work 2-3 early hours in your territory. Where you get 5+5 years rights. No Lease sales competition or bad debts. Asking price \$350,000.

ref: EL00441

Location: Auckland

Broker: Neville Choksi / 021 059 9519
neville.choksi@linkbusiness.co.nz

SOLD

Plumbing and Roofing Business

25 years of proven success in providing residential, commercial and rural services. They provide the one stop shop for the construction industry in providing plumbing, gas fitting, drainage, septic tank systems, heating and roofing. The business is well respected throughout the Wairarapa region.

ref: 19042

Location: Place

Broker: Gary Kaye / 021 222 1707
gary.kaye@linkbusiness.co.nz

SOLD

Businesses for sale - SOLD

Café / Bakery

Entry level opportunity for a baker or café operator. Great location on a very busy main highway, north of Christchurch. Good population base. The café is nicely set up with the bakery at the rear. Outside area, behind the café, offers scope for sheltered outdoor dining. Good parking. Genuine reason for sale.

ref: CS00063

Location: North Canterbury

Broker: Sally Everitt / 021 421 346

sally.everitt@linkbusiness.co.nz

SOLD

Light Industrial / Processing

Well-established business, producing award winning products for an extensive customer base including some of New Zealand's most recognised brands. Dominant market position. Christchurch based with national reach and increasingly overseas with opportunities to grow the business. Increasing turnover and profit. Note: Strict confidentiality applies.

ref: 19496

Location: Christchurch

Broker: Phil Adcock / 03 928 2011

phil.adcock@linkbusiness.co.nz

SOLD

Very Profitable Landscaping

Providing landscaping and construction services to larger customers and Local Authorities this company has shown solid returns each year. Great brand recognition and strong, long-standing client relationships. Excellent profitability. 12 month forward work load. Continued growth opportunities. \$270k average 3 year SDE.

ref: BPW00306

Location: Waikato

Broker: Rick Johnson / 021 991 485

rick.johnson@linkbusiness.co.nz

SOLD

Aluminium Joinery

Comprehensive range of plant and equipment for domestic joinery manufacture all in good order and well maintained. The premises large enough and set up for both commercial and domestic joinery. A new lease will be put in place. The owner after many successful years has decided it is time to move and has set a very realistic asking price.

ref: CS00051

Location: Christchurch

Broker: Brian Pankhurst / 03 928 1949

brian.pankhurst@linkbusiness.co.nz

SOLD

Large Profitable Eatery and Bar

A quality eatery with a cutting edge fit-out, well located in Hamilton, plenty of parking, strong systems with experienced staff managing the day to day running. Approx. 60% food and 40% drink sales split. Great 12 year lease in place. Capable of seating over 200. Impressive kitchen which is in full view.

ref: BPW00009

Location: Hamilton

Broker: Therese Bailey / 021 707 641

therese.bailey@linkbusiness.co.nz

SOLD

Pub & Eatery Growing & Returning Great Profits

Current owners have done the hard work of rebranding; well received by locals increasing sales by over 70%. Liquor on licence; tavern licence. North facing so outside seating is used all day. Well-appointed seating inside & out. Sales turnover tracking to do approx \$1,600,000 incl gst in 2017. Fresh, simple and appealing menu options.

ref: BPW00285

Location: Bay of Plenty

Broker: Theresa Eagle / 021 289 0949

therese.eagle@linkbusiness.co.nz

SOLD

Thriving & Profitable Tauranga Business

Involved in the building industry supplying finishing product. No previous experience required. Known as one of the 'very best' in industry. Huge \$ value in forward orders. Stunning showroom in a central location. Operating 9-5 Mon-Fri & Sat mornings. Returned a full time working owner approx \$217K cash surplus in the 2017 financial year.

ref: BPW00343

Location: Tauranga

Broker: Lisa Lloyd / 027 685 4556

lisa.lloyd@linkbusiness.co.nz

SOLD

Franchise Liquor Store

To market for the first time in 17 years as owners retire. Great parking, annual rent \$92,000 plus gst, located in one of Hamilton's busiest suburbs, sales average \$74,000 per week incl gst, secure lease till 2029, open 7 days, large fit out.

ref: BPW0360

Location: Hamilton

Broker: Therese Bailey / 021 707 641

therese.bailey@linkbusiness.co.nz

SOLD

Bay of Plenty Childcare Centre - FHGC Available

This mid-sized centre is well-located with excellent staff in place. Occupancy is approximately 70-80%. The building is purpose-built with a generous outdoor space. The business is for sale at \$320,000 plus GST (if any) with the land and buildings also being available for purchase at the registered valuation.

ref: BPW00377

Location: Bay of Plenty

Broker: Roger Brockelsby / 027 919 5478

roger.brockelsby@linkbusiness.co.nz

SOLD

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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.



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