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NEW ZEALAND EDITION, AUG - NOV 2015

VENDOR FINANCE -

The Answer for Buyers & Sellers?

**New LINK Office -
Auckland North Shore**

**Buying or Selling a Business?
What You Need to Know
about Vendor Warranties**

5 Tips to Help You get Paid

**Consulting with Employees
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Welcome from the Director

Aaron Toresen is the Managing Director of the LINK Group throughout New Zealand, Australia, South Africa and the United States 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

Lions and Sheep

Do you bounce out of bed every morning with purpose and energy? Have you got your eyes transfixed on a goal that you desire so badly it drives you beyond your comfort zone, while both scaring and exciting you?

While not everyone is like this, the people we deal with typically are, and there is a good chance if you are reading this you are a lot more lion than sheep. The reason we deal with these strong A-type leaders is that they take chances, they take calculated risks and they believe in themselves. All of which you need to be a business owner. You don't need to be exceptional, you just can't be weak. Many around us fear change and are jealous of others' success and will compel us to take the safe and steady road; "But what happens if you buy the business and it isn't as successful as you hoped?" or "You don't have enough experience to do something like that." Taking advice is important and is a vital trait of a strong leader, but only take advice from those who are successful. Don't ask a sheep how to kill a buffalo.

So if you have a yearning for more, if you believe you have something untapped within you and you have more to offer, then consider buying a business. Take that first step and make an enquiry on one of the many hundreds of fantastic businesses we represent, you will be surprised how easy the process is. And because I simply can't resist another Lion quote, here is one from Vernon Howard (who was an American spiritual teacher, author, and philosopher); "A truly strong person does not need the approval of others any more than a lion needs the approval of sheep."

Sincerely,

Aaron Toresen
Managing Director

"I am a lion and I refuse to talk, to walk, to sleep with the sheep. I will not hear those who weep and complain, for their disease is contagious. Let them join the sheep. The slaughterhouse of failure is not my destiny."

-Dg Mandino



New LINK office - North Shore, Auckland

LINK Auckland, North Shore is delighted to launch its office at Constellation Drive, Rosedale, North Shore. The office is owned by Yong Wu and Craig Zhu, both of whom are experienced business brokers and have owned other businesses. They have long and stable relationships with many business owners.

As the team leader and General Manager, Yong Wu, 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 client's expectations.

Operating since 1st May 2015, the North Shore team already have six experienced business brokers. They also have a strong business consultant team working to support the brokers and their clients.

With the great reputation of the LINK brand, the North Shore team is gaining attention in all aspects of business sales, including the Asian market and local clients. They will work to achieve the best results year by year.



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VENDOR FINANCE - The Answer for Buyers & Sellers?

For business owners wishing to sell, an effective way to achieve a sale at the best possible price could be is for the vendor (seller) to finance part of the sale. Vendor finance is used more often than you might think to achieve a business sale and it can present tremendous opportunities for buyers and sellers to consummate a better deal for both parties. Purchasers see it as a way to reduce risk and get into a business they might not otherwise have been able to finance. Vendors use it to achieve a faster sale at a better price than may otherwise have been achieved.

WHAT IS VENDOR FINANCE?

In simple terms, it is money left in a transaction on pre agreed terms and conditions by the business owner (vendor) so they can achieve the asking price for their business when there is a shortfall in a purchaser's equity and bank finance. Vendor finance can take many forms, from an uncomplicated secured term loan to a structured 'earn out' arrangement that is based on the business achieving agreed levels of performance at a point in the future.

WHY USE VENDOR FINANCE?

The biggest advantage to the seller is making the business more affordable to a wider selection of buyers. By widening the potential number of buyers, the Vendor vastly increases their chance of achieving a sale more quickly and at a better price. Their business stands out from others on the market. From the purchasers point of view, it solves the difficulties of obtaining finance from a bank and the vendors confidence in offering finance makes the business appear less risky.

Example Secured Term Loan:

- Purchase price of a business is \$1,000,000
- Purchaser pays \$750,000 on settlement and a further \$250,000 over two years at 7% interest only payable monthly with the loan secured on the assets of the business, a 2nd mortgage over the purchasers real estate and backed by a personal guarantee from the purchaser. After two years the purchaser refinances and pays the vendor out.

There are many variations of vendor finance. It's a matter of coming up with an approach that suits both parties and agreeing the terms in writing.

TYPICAL VENDOR FINANCE TERMS

In a vendor finance loan, the following terms are typically put into the sale & purchase agreement or perhaps a separate loan agreement:



Bruce Cattell

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- The amount being borrowed;
- The interest rate to be charged
- The frequency of the payments (monthly?)
- The term (years) and form (interest only?) of the loan
- Securities and how they will be provided.
- Who pays the legal costs associated with the loan

In the event of an earn-out, performance milestones and how and when financial reports will be provided to the vendor will also be agreed.

MAKING IT SAFE

Obviously, there is a financial risk to the seller providing vendor finance. Happily, there are a number of effective methods for minimising the risk. This includes making sure that:

- The loan agreement is properly drafted by an experienced solicitor
- The loan is secured by a charge over the assets of the business being sold
- The loan is secured via a charge over the assets of the purchasers business and/or mortgage over real estate property owned by the purchaser.
- The purchaser providing personal guarantees

A vendor might also consider requiring the purchaser to do any of the following:

- Enter a deed of priority, which would give the vendors loan priority against third party lenders.
- Limiting the purchaser's ability to borrow more money until the seller has received full repayment.
- Require the purchaser to give the vendor a first right to buy the business back at a pre-agreed pricing formula should the purchaser default.

CONCLUSION

Vendor Finance can be a very creative method of financing to get the deal over the line. Any vendor finance arrangement will have risks. However, these risks should be weighed against the potential substantial benefits of a faster sale at a better price for the vendor and a lower risk, easier transaction for the purchaser. There are common sense mechanisms through which the vendor can protect their interests. Both parties must take sound legal and financial advice.

So when it is time to sell, or if your business has been on the market for a while without achieving the sale you want, make sure you consider the vendor finance option!

Buying or Selling a Business?

What You Need to Know about Vendor Warranties



When selling a business, a purchaser will rely on the warranties a vendor provides relating to various aspects of the business. While this article discusses the key warranties that a vendor provides to a purchaser under an ADLS Agreement*, a purchaser should ensure that it has considered whether additional warranties appropriate to the business are required.

1. What are vendor warranties? Vendor warranties are a guarantee or promise that a vendor makes to a purchaser about various aspects relating to the business being sold. The purchaser relies on these warranties when agreeing to buy the business and, for that reason, it is imperative that both vendor and purchaser have a sound understanding of what warranties are being provided and whether or not those warranties are appropriate or sufficient.
2. The key (but not all) vendor warranties under the ADLS Agreement are:
 - a. That, as at the date the agreement was signed, the vendor has no knowledge of any matter that could negatively affect the business (or the business's premises) which it has not disclosed to the purchaser in writing. This is a broad warranty which will capture things such as (for example): a Worksafe NZ notice to the vendor advising that the layout of the business premises is unsafe and should be rectified; a landlord advising that it will need the business to close for 3 months next year in order that important repairs to the building are undertaken; or a key customer or supplier advising that it can no longer purchase/supply product from or to the vendor.
 - b. That, between the date that the agreement was signed and the settlement date, the vendor must:
 - i. Use all reasonable endeavours to carry on running the business to ensure that turnover and sufficient stock levels are maintained and that the goodwill of the business is preserved. This warranty is designed to ensure that the vendor does not take its foot off the pedal after the agreement has been signed and that it continues to operate the business in the ordinary course.
 - ii. Not enter into contracts or arrangements relating to the business or the premises that is not in the ordinary course of operating the business unless the purchaser has consented to this. This also extends to giving any consents or waiving obligations that other people may owe to the vendor which affect the business. For example, allowing some other person to use the business's name, trademarks or any other intellectual property owned by the vendor and used in the business.
 - iii. Advise the purchaser of any notices or claims it has received from any person that may affect the business including notices of the type described in paragraph 2.a above. Some examples include: a notice from the Commerce Commission advising that it is investigating the business's activities in respect to fair trading or consumer legislation compliance; or proceedings being brought against the vendor which relate to the business.
 - c. When settlement takes place: All the assets (including stock) are unencumbered. Typically, a vendor will have facilities in place with a bank and if so, that bank will almost certainly have registered a financing statement against the vendor claiming an interest in the vendor's assets. Similarly, suppliers who supply on an invoiced basis will most likely have a financing statement registered against the vendor claiming an interest in all unpaid stock supplied to the vendor from time to time. As part of the settlement process, these financing statements must be discharged. Accordingly, while a vendor must ensure that it will have sufficient funds to clear any funds owing to its creditors, a purchaser must be equally vigilant to ensure that it obtains a search showing the financing statements registered against a vendor and requiring them to be discharged on settlement. A purchaser's solicitor should make this request in the ordinary course of settlement.
 - d. That the assets of the business are in good operational order and condition (having regard to their condition when the agreement was signed).
 - e. That the vendor has all the requisite approvals from its landlord and Council in respect to any alterations made to the business premises which required consent.
 - f. That, on or immediately following settlement, the vendor will:
 - i. Clear all its debts and liabilities relating to the business.
 - ii. Do anything necessary that is reasonably required to give the purchaser the full benefit of the business.
 - iii. Transfer all forms of communication with the business (including phone and mobile numbers, P O box numbers and websites) to the purchaser. Where the vendor operates a social media page (such as Facebook), then a special provision should be inserted dealing with that (social media sites will have differing policies on the transferability of accounts).
 - iv. Arrange for a suitable person to assist the purchaser in coming up to speed with operating the business for the agreed number of "vendor assistance" days following settlement.
 - g. That any turnover information provided on the front page of the ADLS Agreement is true and correct.
3. Whether you are a vendor or a purchaser, be sure to take the time to consider whether the vendor warranties being provided are appropriate for the business being sold. Ask your solicitor to assist you in this process before you sign or, if you are a purchaser and have a due diligence period, then during that period.

Always seek legal advice before making any binding commitments.

*The most common form of agreement used for buying and selling businesses in New Zealand is the Auckland District Law Society's Agreement For Sale and Purchase of a Business, 4th edition 2008(2) (ADLS Agreement).

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5 tips to help you get paid

WHAT'S A GOOD WAY TO ELIMINATE DEBT PROBLEMS? Stop them from occurring in the first place. Prevention is far better than cure, so here are five tips to help make sure that your invoices are paid on time.



1. TO GET GOOD RESULTS, FOLLOW SOUND PROCEDURES

Establishing clear rules, systems and procedures at the start is the best way to make sure that you avoid problems later.

Avoid offering credit and be prompt at invoicing

Reduce the number of credit accounts you offer. If possible, avoid extending credit at all by trying to get payment straight away. If you're dealing with business customers, try to offer credit only to regular customers who have a proven record of paying on time.

Customers are unlikely to pay until they have been invoiced.

There is no rule that states invoicing should be left until the end of the month. Instead, complete invoices as sales are made and send them promptly. Email invoices rather than posting them, to cut down on response time. Or even produce an invoice as soon as you've completed the job, face-to-face, if possible. This is especially relevant if your customers are individuals.

For example, trades people should ask their customer "Are you happy with the job?" and when they say "Yes", they should produce the invoice. The customer's natural reaction is to reach for their wallet. There are several payment solutions, such as ANZ FastPay, that enable you to take EFTPOS and credit card payments on the spot from your customers as soon as the job is done.

Check creditworthiness

Where circumstances dictate that you should provide credit, the customer should complete a standard credit application form, so you know exactly with whom you are dealing. This is the time to agree on your credit terms, so that your customer is aware of when payment is expected.

If you don't have such a form, ask one of your suppliers if you can use their form as a guide, or get a free sample from a debt collection agency. Ask your lawyer and your accountant to review the form you choose; they may suggest improvements. The form should include aspects such as a provision for interest payments on overdue amounts and a personal guarantee from a director if you're dealing

with a limited liability company, and if you're offering a significant level of credit. If the customer refuses any of these, it is your business decision whether to take the risk of supplying on credit.

Check credit referees to make sure the individual or business has paid promptly in past dealings with other businesses. If in any doubt, ask a credit agency for a credit check on a prospective customer.

2. CREATE EFFICIENT SYSTEMS

Without an efficient system for invoicing customers, a business is heading for debt collection problems.

Set shorter terms

Many people seem to think that 'payment by the 20th of the month following invoice date' is a tradition that has to be followed. It is not. Change your payment terms for new customers to 'Terms: payment within 7 days' and you are well on the way to improving your cashflow. For existing customers you can phase in the new terms, for example, announce the change will take place at the start of the next financial year.

Eliminate statements

End of month statements simply sum up what the customer owes. This extra administrative step costs time and money, so why not eliminate it if possible?

You can do this in many cases by stating at the bottom of all your invoices in bold: 'Please pay on this invoice as no statement will be sent.'

If you have to send statements, avoid the layout common to many statements that shows how long payments have been outstanding: 30 days - 60 days - 90 days - Total. This layout simply encourages tardy payers by signaling that you are prepared to wait up to 90 days for payment - after all, it's on the statement! A better layout omits the timespans, for example: **Current - Overdue - Total.**

**The SOONER
you ask for payment,
the sooner you can get paid.
It really is as simple as that.**



3. GET ON TO PROBLEMS EARLY

Follow up unpaid invoices promptly

Few people enjoy chasing up people for money. But the longer you leave an unpaid invoice, the less likely your chances of getting paid. The faster you collect debt, the better your cashflow will be (and the more attractive your business is to a potential buyer, if you wish to sell it).

Stick to your terms of payment

What's the point in setting out terms of payment and then not sticking to them? Customers will soon work out that you don't mean what you say. If people have accepted your credit terms, then you have a right to expect payment on time, and you are entitled to contact them if this does not happen.

Review all your credit accounts regularly and phone those who have not paid within the agreed period. The earlier you start your credit control, the more relaxed you can make your initial contact.

Cut off credit if necessary

Adopt a consistent 'stop credit' policy of refusing to supply customers who are seriously overdue. Ask the customer to settle the outstanding debt first before you supply more goods and services.

4. SET DEBT REDUCTION TARGETS

If the average age of your debtors' ledger is 55 days, you could set a target of reducing this to 40 days. Your accountant could help get a benchmark figure for your industry to help set targets. For example, if the average for your industry is 40 days but your business takes an average of 47 days to collect debts, your business is less efficient than the industry norm, and there is room for improvement.

5. AVOID THESE COMMON TRAPS

Beware of large orders

You may be delighted to get that large order, but what happens if you commit significant resources to fulfilling it and payment is delayed - or you end up not getting paid at all?

At least make sure you've checked creditworthiness and received guarantees. If possible ask for a deposit or arrange for progress payments to improve your cashflow and reduce your exposure.

Danger of the single customer

If your business is dependent on just a few customers, you could think about making customer diversification a top priority.

It is better to spread your risk over 10 smaller customers than depend on one large customer for your business.

MORE CASHFLOW TIPS?

Check out ANZ Biz Hub for more helpful articles for small businesses: bizhub.anz.co.nz.

And for expert support for your business, find your local ANZ Business Banker at anzbusinessbanker.co.nz.



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CONSULTING WITH EMPLOYEES IN RELATION TO A BUSINESS SALE



"Ben Morrison is a commercial partner at Lowndes Jordan. Duncan Coats is a commercial solicitor (qualified in England and Wales) at Lowndes Jordan with a specialty in employment law. Ben and his team regularly advise on business acquisitions and sales, with Duncan providing expert input on employee issues arising in that context."

In an asset sale, where a business is being sold as a going concern, the vendor will terminate the employment agreements of affected employees' with effect from the completion date of the sale. This is because a technical redundancy situation arises and the roles of the affected employees will be surplus to the vendor's requirements going forward. Accordingly, the ordinary rules that govern justified dismissals apply. In broad terms, this requires employers and their employees to deal with each other in good faith. In the context of a business sale, this requires the vendor to:

- **consult with its employees about the proposal to sell its business (since that decision may have an adverse effect on its employees' continuing employment);**
- **provide affected employees with access to relevant information about the proposed decision; and**
- **allow employees to comment on the information provided, before any decision is made.**

The steps below outline the general approach and minimum considerations for a vendor when dealing with the sale of its business. Matters such as negotiations with the purchaser, time constraints, confidentiality obligations, other commercial considerations and the nature of your employees will affect the approach you take, including the number of meetings you hold and the amount of information you are able to provide your employees.

Note: This article only applies to employment relationships that are governed by individual employment agreements and employees that are

not considered "vulnerable employees" (as set out at Schedule 1A of the Employment Relations Act 2000).

INITIAL CONSIDERATIONS

1 Review your employment agreements to determine your contractual obligations

- Your employment contracts should contain an "employment protection provision" which sets out the procedure you will follow in order to try and protect your employees' employment when negotiating with the purchaser about the sale of your business. You should ensure that you follow the provisions of the employment protection provision clause and, if no such clause exists, you should, at the very least, comply with the steps set out in this article.
- The employment contracts should also contain details of your employees' notice periods. The date that their employment terminates will usually be the same date that the business transfers to the purchaser (the settlement date). Where there is a substantial period between completion of the sale and purchase agreement (SPA) and the settlement date, it may be possible to service notice to terminate employment (after consultation is complete) and require employees to work out their notice period. Vendors should however be aware that if there is insufficient time for employees to work their notice period (e.g. because the date of completion of the SPA and the settlement date are the same), then they will need to pay employees in lieu of notice (whether in whole or in part). This is the case even if employees commence employment with the purchaser the day after the settlement date (and means employees could get a financial windfall though careful drafting of the SPA can avoid this issue). Employment contracts should be reviewed to ensure they include a payment in lieu of notice clause.

2 What does consultation mean?

Consultation is more than mere prior notification. It requires an employer to engage in meaningful discussions with

its employees before implementing a proposal or undertaking a course of action. It is important that a proposal is not acted upon by an employer until consultation is complete. Sufficient precise information must be given to enable employees to state their views either orally or in writing. Employees must know what is proposed before they can give their views. Employees must also be given a reasonable opportunity to state their views. Genuine efforts must be made to accommodate the views of employees. There should be a tendency to seek consensus (however there does not have to be agreement between the employer and its employees). An employer must listen to what its employees have to say before deciding what to do.

3 When should consultation begin?

- Strictly speaking, a vendor should consult with its employees about the proposal to sell its business before taking any concrete steps (including, for example, signing a SPA). Arguably, any consultation that commences after a vendor has signed a SPA may be considered to have commenced too late by the Employment Relations Authority.
- However, in practice, it is not uncommon for consultation to commence in the latter stages of the transaction. This can be due to a number of reasons including preserving confidentiality or a lack of knowledge of the purchaser's intentions. In addition, if all employees will be offered employment by the purchaser then that can sometimes cause a vendor to lean towards consulting at a later stage of the sale process (since the practical risk of employees bringing employment-related claims is likely to be lower where ongoing employment is being offered).
- In deciding when to commence consultation, you need to consider the "personality" of your workforce (are any employees likely to raise complaints?) and your commercial interests, including any confidentiality or other obligations you have to other persons (e.g. the purchaser).

THE CONSULTATION PROCESS

4 How to commence consultation

- Consultation may initially take the form of a general meeting with all your employees (at which you inform them in general terms of the proposed sale and the potential impact that may have on their employment) or at

individual meetings. You should not tell your employees that you have already made your decision to sell your business.

- If you choose a group meeting you should also discuss your intentions with each employee individually (since employees might not raise their concerns in a public forum). It is particularly important to meet each employee individually if employees will be treated differently (i.e. only some employees are to be offered employment by the purchaser) or if matters are sensitive for any other reason.
- The early stages of your consultation may simply involve advising your employees that you are considering an offer to sell your business. As more information comes to light during the transaction, the detail and quality of consultation will increase. You should note that the more informed employees are, and the earlier you begin consultation with them, the more time you have to address any issues that may arise.

5 Provide information to employees about your and the purchaser's intentions.

Such information may include (depending on your situation) the date the proposed sale of your business may take place, whether the purchaser is considering employing all or some of the employees (and the terms of such offer), information about the purchaser, how much notice each employee will receive of any termination, any redundancy entitlements, and, if such entitlements are

available, the process to be followed to determine those entitlements.

6 Give your employees an opportunity to consider all the information you provide.

Your employees should be given a reasonable amount of time to consider the information. This could be anything from 1 day to a week (or longer) after each meeting depending on your situation and the complexities that may have arisen.

7 Meet your employees regularly to discuss any developments and/or any comments or questions they may have.

- Consider each employee's views and advise them you will get back to them. Don't make any decisions during any meeting. You will need to ensure that you have taken all relevant matters into account before delivering a reasoned and well-thought-through response to employees.
- Give your employees an opportunity to comment during any meetings.

8 Liaise with the purchaser throughout the transaction.

- You may need to instigate meetings with the purchaser on regular occasions to keep up to date with the purchaser's intentions so you can keep your employees well informed. The purchaser may want you to provide information about certain employees. You should obtain each employee's consent to disclose such information before doing so.
- You should negotiate and discuss possibilities of redeployment of your employees with

the purchaser (having specific regard to the employee protection provisions in employees' employment contracts).

- If applicable, you should ensure that you insert appropriate provisions in the SPA that deal with how employees may be transferred to the purchaser. In particular, will you insist that the purchaser makes written offers of employment to employees, will you require some control on the content of the purchaser's offer of employment, will the purchaser recognise transferring employees' annual leave (and other statutory) entitlements, etc.?

9 Consider each employee's views and then meet with them to advise them of your decision.

Make sure you give your employees the requisite notice and pay any redundancy or accrued (but untaken) annual leave entitlements due to them (unless your employees have agreed to transfer such entitlements to the purchaser – note that if this happens, the requisite liability in respect of annual leave is sometimes taken off the purchase price or dealt with in a similar manner under the terms of the SPA).

You should follow up this meeting with a letter to each employee which confirms the date of termination of their employment and provide details of the payments (if any) that will be made to them.



"We appointed Ben Morrison of Lowndes Jordan to act as our legal advisor for the sale of an operating business with annual revenues in excess of \$20 million. Lowndes Jordan were professional, comprehensive and timely in all their dealings, the sale and purchase agreement was watertight and we achieved a good commercial outcome with no disputes being raised by either party since. I would not hesitate to recommend Ben as a legal advisor for the sale of your business."

Daniel Aldersley, former board member, Iris Ltd

Ben Morrison

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SLIDE in sideways



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RightWay – “Straight up Accounting for Straight up Kiwi Business”

Greg Sheehan, the CEO and Co-Founder of RightWay, couldn't be happier. He's helping small businesses grow at the helm of New Zealand's fastest growing accounting and business advisory firm. Known for being straight up, super knowledgeable and producing a damn good Pinot Noir, Greg is a small business advocate and business leader with true passion and grit.

For many of you reading this I have some sad news for you. This is your last year on the planet.

Statistically that's just a fact. Hopefully it's not you though, right?

So assuming you're OK with the concept that one day you will drop dead, are you making the most of your life?

When you were a kid you dreamed big. Do you still dream big or do you feel like the dream is a bit snuffed out? Can I encourage you to re-ignite it? I meet so many people around the country who feel trapped. They think they are trapped by commitments – mortgages to pay, jobs they don't like etc.

Their biggest trap is that they have given away their freedom to choose. Their belief is that the commitments they have made (paying the mortgage etc) mean that their choices are limited. Bollocks. They just need to make some tougher choices.

I've always said that people should have an occupation that makes them not only enough money to live on comfortably, but that also allows them to do what they love to do. When I suggest that to people you should see the objections I get. But show me someone who has a passion for a new career and I will show you a possibility for change. The obstacles are just choices.

Here's an example.

I meet “Bob” and his story every few weeks up and down the country. Bob is 43 and has been working for around 25 years. He is married to a woman he loves and he has great kids. But he doesn't love his job. If he could start all over again he'd “be” something else but hey with the mortgage commitments he's locked in. Or so he thinks.

Here's the rub. A span of 25 years is a long time. It's like being 15 and planning what career you will have until you are 40. How many 40 year olds can even remember being 15? So why do 40 year olds say their options and choices are now set in stone when they have about 25 years before they retire – give or take?

No, Bob is only locked in because he doesn't want to lose owning his own home. Maybe the kids are in good schools and he likes the area. He's worked hard to give his kids that neighbourhood. And hey that's commendable. But again he's made a choice. He's chosen the home and the lifestyle over living a life with purpose and doing what he was made to do.

But there is an alternative. But only if he is brave enough.

He could sell the home and rent something else out of town with his family. He could attend University or some other form of technical training that he need, to retrain into the vocation of his dreams. He could stop smoking or drinking. He could start going for a run and getting fitter to help him think more clearly. He could do so many things. But he doesn't. Why? Because he's given away the dream!

Personally I love the world of business and setting up RightWay has been one of the most rewarding things I have done yet. We get to help people earn more, stress less and have a better life in their business.

Ultimately I just love doing what I do. I'm not lucky. I've just made some tough choices and I'm sure they're not over yet.

Go on be brave and live a life of passion and purpose.

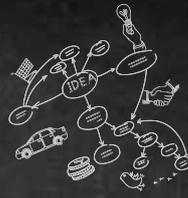


Fight the good fight this week.

I've always loved that great philosophy (I can't even remember how it goes exactly) of rather than plodding through life, we need to skate through, waving at our problems and sliding sideways into our grave at the very last minute, holding a glass of champagne in one hand and a bunch of flowers in the other.



RightWay



Get help with more than just the numbers!



Control cashflow with monthly billing (no surprise charges for every phone call you make!)

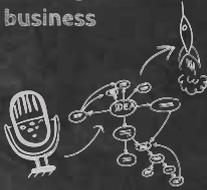


Save yourself another trip - we'll come and see you



7 WAYS TO EARN MORE AND STRESS LESS

Deal with an accountant who knows how to grow their own business



Get regular financial updates to help kick-start new strategies



Take advantage of bulk buying power through our networks

Let us help you with an exit strategy (even if it's 10 years away)

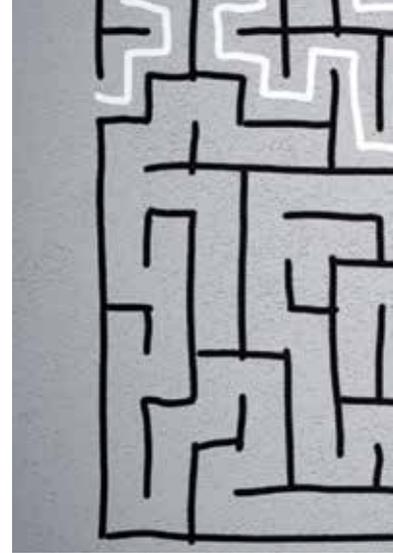


Contact us for a free 1 hour consultation with your local regional partner. Go to rightway.co.nz or call us on **0800 555 024**



Preparing your business FOR SALE

Selling your business will be one of the bigger decisions that you make in your business career, so we believe you really need to plan the process to ensure you can achieve the best possible outcome. Getting the process right may have a significant impact on your financial future. This article is intended to highlight issues that you will need to consider in the preparation of your business for sale.



MAKE SURE YOU KNOW WHY YOU WANT TO SELL.

Buyers always want to know why the owner is selling, particularly if the business is successful and profitable, so you must be very clear in your mind why you are selling and you must be able to clearly and convincingly communicate this to a potential buyer so you don't lose their confidence.

ARE YOU SELLING BECAUSE YOU'RE TIRED OR BURNED OUT?

Would a break or a holiday help you renew your energy and enthusiasm for your business? Are you able to employ a manager who can run the business so you can have more time to pursue other interests or business opportunities?

HOW CRITICAL IS YOUR ROLE IN THE BUSINESS?

Are you able to make yourself redundant? The less you have to do with the day to day operations of the business, the more buyers you will be able to attract. Document your operational policies and systems in a Procedures Manual. The more you document, the more confident a buyer will feel about your absence from the business. Make sure your staff understand their responsibilities and performance expectations and delegated the management of their performance to an internal manager or supervisor. Try to remove yourself one step from the operational level so you can maintain a business performance overview that a new owner can step into without having to understand the more complex technical or operational details in their early stages of ownership.

Are your business relationships on a personal level and critical to the success of your business? If your clients do business with you because of you, you might want to consider how you take a step back from the personal nature of the relationship and put it on more of a business footing. Document any verbal agreements with clients and suppliers so they become more tangible and transferable, and ensure any existing contracts are not due to expire. This will provide a greater level of value and security for your buyers.

ARE YOU CHOOSING AN OPPORTUNE TIME TO SELL?

Timing is critical when selling and that timing could be critical for you and your personal needs or circumstances or for the business and what it might achieve from a sale.

AS A RULE THERE ARE TWO BEST TIMES TO SELL:

1. When you have an unsolicited offer to buy your business.
2. When your operational performance and sales are optimised and there is likely to be significant interest from other industry operators.

Would you be better to wait for a lift in the market or should you sell now before the market declines further? If you could sell your business for your desired price, could you put your capital to work somewhere else and achieve a greater return?

Would a sale restrict your ability to continue to work in this industry (a restraint of trade clause might prevent this)? Will the proceeds of a sale provide you with sufficient funds to retire?

WHO WILL BE IMPACTED BY THE SALE OF YOUR BUSINESS?

There are many people to consider when selling your business, most important being you. What will you do after selling? Will you be able to relax or will you need to find a job? What will be the impact on your family? Will they suddenly be able to have you around more often to spend time with, or will a potential loss of income affect your current lifestyle?

And what about your employees, how will they be effected by the sale of your business and what are your legal obligations to them? As a minimum, you will be obligated to pay out their annual leave and any day in lieu entitlements.

Do any of your employees have excessive annual leave owing and have you factored that cost against what you might expect to get from the proceeds of the sale? The purchaser of your business will not be obligated to re-employ your existing staff. Do you have any redundancy commitments in your employment agreements?

Ensure all your employees have current employment agreements and don't be afraid to let them know that you are considering selling the business. It is better to tell them yourself than for them to find out from a third party. Maintaining your employees trust and confidence is critical during the sale process.



DO YOU HAVE ONGOING TENURE AND THE ABILITY TO TRANSFER YOUR LEASE?

If you lease your operating premises, check the remaining term of your lease. Do you have a reasonable term and further rights of renewal that will give a buyer ongoing security of location? Is there flexibility in the lease if the buyer wants to re-locate the business? You will also need to know if you have an assignment clause in your lease that allows you to transfer your obligations under the lease to a third party or a new tenant. Landlords frequently keep the original lease in place and allow an assignment, but keep the original tenant on the hook by not releasing the personal guarantee in case the assignee defaults on the rent. This protects the landlord, but exposes the original tenant (seller of the business) to the risk that the business buyer may not be a successful operator. The ideal scenario is to be able to release all of your obligations to the landlord and have them transferred to the assignee. Make certain that you understand what is required to achieve a complete and thorough assignment of your lease.

IMAGINE YOUR BUSINESS IS YOUR HOME

When we sell our houses or homes we always tend to have a big clean up and through away lots of rubbish and then paint, polish, clean and manicure the property so it is well presented to potential buyers. Tidy, clean, and uncluttered properties are always more inviting and attract more buyers. The same applies to a business. Clean and maintain your operating plant and equipment. Make sure you have up to date service records for critical machinery. Clean and tidy the operating premises and make sure all your operating permits and compliance records are current. Review your inventory and sell all your obsolete or slow moving stock.

ENSURE YOUR FINANCIAL RECORDS ARE CURRENT

Your financial records are the most important piece of information for demonstrating the businesses profitability to a prospective buyer. Expect the buyer to want to see financial accounts produced by your accountant for the last three years. This will help them identify profitability, trends, and variances. Having to wait for financial records will always create uncertainty for a potential buyer. Make sure your debtors are up to date and not stretched out beyond your normal terms of trade. Buyers might see poor debtors' management

as an opportunity to increase efficiency in the business but that will also affect the price they offer because of the impact this might have on cash flow. Equally, make sure your creditors and suppliers are paid up to date as this will give a buyer confidence that the business is financially stable. If your financial records are up to date and you can produce timely financial reporting you will give the buyer confidence that the business is well managed.

DETERMINE THE BUSINESS'S VALUE

Attaching a value to your business is always a challenging process. There are several methods that can be applied to the business valuation process and are dependent on the nature of the business. Valuing a business is very different to valuing a house. Valuation and sales data for houses is abundant and tangible. Data on business sales in NZ has been collected over the last 10 – 15 years. Sales data for more common business sales (cafes and restaurants) is abundant, though data for more obscure businesses can be sketchy at best.

Everyone needs somewhere to live, but not everyone needs to buy a business, and those in the pool of potential business buyers all have very specific buying criteria including industry, scale, location, price and personal involvement.

Valuing your business on your own will generally provide you with a very subjective figure. Always engage a professional advisor who has experience in providing business market appraisals to ensure you get an objective and market oriented perspective on the recommended selling price for your business.



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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.



The authority on selling businesses

LINK is a member of the Motel Association of NZ



LINK has a proud history of sales of motel businesses, and as a result can provide key information which will assist you to achieve the successful sale of motel and other accommodation businesses with the best possible outcome for you and your family.

Call today to find out how LINK can assist with preparing your business for sale

0800 546 528 linkbusiness.co.nz

LINK NZ offices are Licensed REAA08.

Kingfish Lodge

KINGFISH LODGE – NORTHLAND’S CROWN JEWEL OF LUXURY PROPERTIES

Kingfish Lodge is an iconic Northland property that offers seclusion and tranquility in a setting unmatched in its lush beauty and unspoilt marine environment.

This harbourside hideaway is accessible only by water and has hosted weddings and private functions and been the private escape for celebrities including Robin Williams, Michael Douglas, Tom Cruise, and Nicole Kidman.

Just a 10 minute boat ride from the quiet settlement of Whangaroa, approximately 4 hours’ drive north of Auckland, opportunities are boundless in making Kingfish Lodge into a retreat, health spa or exclusive getaway or simply keeping it for your own private use.

Kingfish Lodge has a place in the heart of the region’s identity since its establishment in the 1940s; its name still synonymous with luxury lifestyle and abundance. Current owners have invested well in bringing the property up to date and recreating its sense of restful grandeur amid a sub-tropical paradise.

Available on the market as a Freehold Going Concern (Land, Buildings & Business) – the retreat is perfect for purchasers who value serenity, peace and time away from it all. The land is on 13 titles, opening up even more opportunity for a buyer with big dreams and a strong vision.

The property features luxury waterfront guest rooms, a restaurant / bar, a private beach and jetty – complete with boat.

Such unique qualities are unparalleled in any other New Zealand property: a private piece of paradise which truly has to be seen to be believed.

**Sale by Tender Expressions of Interest.
Closes 26th September [unless sold prior].**



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MRANZ - Chairman



MANAGEMENT RIGHTS

If you are involved in buying and selling management rights then you need a good understanding of the Unit Titles Act 2010. As a consequence of the 2010 Act we are seeing bodies corporate becoming more empowered, largely as a result of the creation of the role of chairperson, who must be a unit owner. Increased regulation has in turn resulted in increased emphasis on the management of bodies corporate.

Critically in relation to the creation of new management rights businesses, the Act imposes duties on developers. Those duties include:

- *Acting in the best interests of the body corporate i.e. not the developers own commercial interests; and*
- *Using reasonable skill, care and diligence to ensure a fair and reasonable balance between the interests of the manager and the body corporate, that the management contract has appropriate terms and do not adversely affect the ability of the body corporate to carry out its functions.*

Developers are being relatively conservative when creating new management rights. Terms are often shorter than that seen previously.

The Act is also relevant to existing management rights. The Act 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. A management agreement that was 5 years into its 30 year term was terminated by the High Court. Bodies corporate rely on this decision to argue termination where a building management agreement:

- *contains ultra vires clauses (i.e. beyond the body corporate's legal powers)*
- *have a long term*
- *contain unequal termination rights*

The facts in that case are important to consider. The manager was involved in the 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. That is not always the case.



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In addition there has been recent comments by the Court, that just because a management agreement

has a long term does not mean that it is harsh or unconscionable. For existing management rights there are also other issues to consider when assessing vulnerability to termination – for example has the body corporate consented to sale of the management rights business and removed the threat of termination?

The manager's lease attached to the management rights might also be vulnerable to termination. Typically the property management agreements are not directly affected. That is usually the bulk of the income stream. The property management agreements might have quite short notice periods though and be vulnerable in other ways – perhaps 1 month for complexes involved in longer term residential letting.

Vendors selling existing management rights would be wise to take early advice and to consider early involvement with the body corporate 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.

There are interesting issues around the expiry of term for management rights businesses. We are also seeing re-negotiation of management rights, predominantly because of commercial pressure created by the legal background. Tensions often arise from the different interests of owner-occupiers and investors. Those tensions are typically reduced 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. 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. MRANZ is a new industry group, see www.mranz.org.nz. This group plans to create a standard management rights agreement and assist those in the industry. A lot of the new development in Auckland is multi-unit development so this is potentially a growth industry.



PRIME Passive Investment – Motels

Motels are located throughout New Zealand, and a large proportion of these businesses are operated by those who have purchased the business or “the lease”. Generally a new motel lease is for a continuous period of 30 or 35 years, which contrasts with commercial building leases, which are typically for periods of 3 + 3 + 3 years (or similar), where a tenant can withdraw from the lease at each 3-year renewal point.



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The benefits of owning a motel freehold investment, leased to an operator (tenant) include:

- A long uninterrupted lease period – typically commencing at 35 years. There is no regular renewal at which time a tenant can withdraw.
- Regular rent reviews – normally every two years throughout the period of the lease. Often “ratchet clauses” exist, which will prevent rents from going down.
- All building outgoings (except for repairs to make the building weatherproof or structurally sound) are the responsibility of the tenant – including insurance premiums for the building, rates, etc. For this reason, the rates of return to an investor/owner are generally nett rates.
- Opportunity to sell more lease-years. Because banks require motels to have at least 20 lease-years in place where lending to a purchaser of the business, tenants will require to purchase more lease-years when the number remaining falls below 20. This is done by negotiation with the tenant, and there is no formula in place for the price of lease-years. In some cases a tenant may seek additional lease years and accept a higher-than-normal rent at a review to cover this. On other occasions the negotiations will involve consideration of such factors as the size of the motel complex, the location, the performance, etc.
- It is in the tenant’s best interests to maintain the motel building(s) and grounds, gardens, etc. in top condition to attract custom. However, many leases have very prescriptive redecoration requirements.
- Many leases have a “first right of refusal” for a landlord to purchase the business at the time of sale. Conversely, the tenant has the “first right of refusal” if a landlord wishes to sell.

Motel investments are generally purchased on the basis of the returns offered, and typically we see motels selling offering rates of return between 6.5 and 8.5%. Smaller motels in smaller towns may have higher rates of return, and some city motels may be sold with a rate of return as low as 6% p.a.

If you are seeking a motel investment to purchase, you will need to consider:

- a. Location – is the location attractive, and a popular tourist destination, or is it a location which attracts a year-round flow of corporate guests? Try to ascertain the types of guests catered for (corporates, families, domestic tourists, international tourists, tour parties).
- b. Is the business in a prime motel location? Most towns or cities have prime motel locations, which may be on main arterial routes, on a lakeshore, with a sea frontage, etc. These factors often ensure the profitable longevity of a motel, despite changing tenants. Secondary locations (side streets, poor access, etc.) should be avoided, as in quieter economic times, motels in these locations can struggle.
- c. Would you consider investing in a motel complex in a distant location? Or would you prefer to invest in your home area, where you have regular opportunities to drive past your investment? Good opportunities may exist in other parts of the country in which you reside, and they may need to be considered.
- d. Age and condition of the building – modern premises are unlikely to require any structural upgrading. Commissioning a pre-purchase building inspection is advisable. Also we often see older motels performing similarly to those in secondary locations.
- e. How saleable is the motel if you have a need to liquidate your investment?
- f. Do the returns provide sufficient cover for mortgage repayments? Is there a “soft ratchet clause” which will allow the rent to be decreased, and adversely affect returns?
- g. Do you relate to the tenants? If you are going to build a good business relationship it is important that you can relate to the tenants – after all, they are the people making the money to pay the rent. And although tenants can (and do) change, as landlord you have the opportunity to approve new incoming tenants.

Motels can be attractive ongoing investments providing the above matters are considered. Excellent business relationships (understanding the other party’s situation) between landlords and tenants of good motels can create a “win-win” situation for both parties, making for a perfect passive investment for the property owner.

SELLING Your Accommodation Business?

The attraction of self-employment and working from home remains very much in demand.



Nuree Allan

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The accommodation industry attracts people from all walks of life from retiring farmers, professionals, immigrants to your everyday couple simply looking for a change. We have also noticed, due to the Auckland house price inflation, people are forced to look in other regions which offer a better lifestyle. The hospitality industry offers a fantastic opportunity for the home and income focused purchaser.

As an accommodation business owner the key to realising your best price is in the preparation.

THIS IS WHERE YOU START:

Profit & Loss accounts: The purchaser will calculate their return on investment from the previous 3 years profitability illustrated in the financial accounts, plus the GST returns for the current trading year, therefore it is paramount these accounts are accurate and reflect the true business net profit.

Any non-business related expenses included in the operating expenses must be identified and removed then added to the net profit.

Chattels: It is important to have a complete and current list of chattels to present to

a purchaser as this also forms part of the business assessment. Any damaged chattels should be removed or repaired as many buyers see these defects as an opportunity to support a lower offer to purchase.

Presentation: You only get one chance to make a good first impression, so eliminate any opportunity for a purchaser to be negative, ensure all required maintenance has been completed including small paint touch ups or a simple leaky shower. Have the gardens groomed and the complex looking its absolute best. Ensure your website is fully optimised and include professional photos showcasing your business to the world?

As the saying goes "a picture paints a thousand words" this is your opportunity to entice a buyer within moments of viewing.

Registered Valuation: If you are selling the freehold it is imperative to have a current registered valuation in support of the price, most lenders will request this valuation when considering the borrowing capacity of a purchaser. This is likely to be the biggest sale you will make and investing in a registered valuation will increase the chances of a satisfactory outcome and a shorter sales process.

Leases: Motel leases account for a high percentage of Motel transactions, therefore along with financials; the length and terms of a lease are critical to the overall business value. Typically the longer the lease the higher the value, it is more common for new leases to be in excess of 30 years and most buyers are looking for a minimum of 25 years. Lease extensions can be granted by lessors at an extra per annum cost of the requested extension, there is no specific formula when calculating the per year lease cost to extend a lease, each situation is different and negotiated between the lessor and lessee giving consideration to the location, age and condition of the Motel.

If the remaining lease is less than 15 years it is advisable to seek confirmation of a lease extension from the Landlord prior to selling to maximise the Motel value.

When choosing a LINK Business Broker you will experience respect, confidentiality and generosity of spirit from a team with knowledge and negotiation skills essential to achieving premium results with integrity.

Meticulous planning and presentation provide the best opportunity to receive the best price.

Benefits of Using a LINK Business Broker



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

LINK Marketing

Information Memorandum

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



Business Broker Magazine

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



LINK Information Technology

linkbusiness.co.nz

linkbusiness.co.nz has higher web traffic than any other brokerage* and **3x our biggest competition****. Our powerful online search engine advertises business opportunities without disclosing confidential information.



*Source: Alexa.com.
**Similarweb.com.

LINK's Monthly E-Newsletter

Sent only to those who have registered on the LINK database (approx 23,000).



Best Possible Service

Selling a business can take considerable time and commitment in order to achieve the best possible price and we can do much of that time-consuming work for you. Our brokers activities are regulated by legislation – the Real Estate Act, Consumer Guarantees Act, Fair Trading Act and are all REINZ Accredited.

They are also governed by ethical constitutions and our own strict internal policies. You have the comfort of knowing you have someone experienced in selling businesses, who knows your industry, the current market and will have an educated opinion on the value of your business. Our brokers have access to a vast network of qualified potential buyers.

"29 Offices in 4 Countries"



Our commitment to excellence has helped forge our reputation as industry leaders, and that is why we are confident to state that we are –

"The authority on selling businesses"

A PRACTICAL GUIDE to achieving the best price for your business

If you have thought about selling your business, you may or may not know what to do next, how to prepare business and what information is required.

The Whole Sales Process Will Involve The Following:

- 1. Examine your motives for selling:** To sell your business you have to have a buyer. A buyer will buy for his reasons, not yours. Your attitude and what you say can drastically de-value your business.
- 2. Price:** This is the most important part in selling your business. Sellers will have one view, buyers another, accountants another! There are many and varied methods of business appraisal. If the business is priced too high the serious buyers won't even look. If price is too low you are throwing away hard earned money or creating suspicion. "What you want for your business or what it owes you, is not its value."
- 3. Prepare for sale:** Buyers and their accountants will want 2 to 3 years of profit and loss accounts, (GST returns, list and age of plant, fixtures & fittings being sold. In case of a company lease; details, term, renewal as well as staff details including contractors and operating hours are also required.
- 4. Mistakes to avoid:** How many times have you heard people say, "if only I'd done that". In selling your business you may only get one chance of getting it right, so you need to be aware of the possible mistakes such as:
 - Your motives of selling are trivial.
 - The business is not priced for the market.
 - You didn't realise there could be additional tax to pay on sale.
 - Confidential aspects are ignored.
- 5. Use a broker:** By using an experienced business broker, you are limiting the costly mistakes that could otherwise be made. Do what you do best- carry on running your business. An accredited experienced business broker will guide you all the way through to completion of sale- hassle free and at the best possible exit price.



If you wish to know more
or discuss how
a broker can help;
call for free advice.



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BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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

LINK New Zealand linkbusiness.co.nz

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LINK South Africa linkbusiness.co.za

Ballito Knysna/Plettenberg
Centurion Bay
Durban Port Elizabeth
East London Western Cape
Garden Route Westrand
Hibiscus Coast
Johannesburg North

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Franchisor Office Link Business Franchising Ltd

Level 1, 401 Great South Road, Ellerslie, Auckland

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

Hotel Freehold Going Concern, 81 Rooms, CBD Fringe Tauranga

ref: 19271



First time on the market in 18 years. This complex is in absolute Blue Chip investment. I would even say one of the best sites in Tauranga central for location, elevation and potential. The business is profitable with plenty of options for further growth or re-development to the land and buildings.

MAIN FEATURES:

- Blue chip location
- Profitable business with so much more room for growth
- Qualmark Rating 3.5
- 81 rooms, majority have been renovated including spa baths
- A replacement new roof in past 2 years
- Own hot water bore, offering low overheads and heated swimming pool
- Earthquake compliance completed, rated an A grade building
- 24 hour liquor licence and several large conference rooms.
- Beautiful NZ wood used throughout the building, Bar and Lounge areas full of leather furnishings.
- Corner site 4,813 m2, Floor area 5,420 m2
- City or water views from most of the rooms and only minutes' walk to Tauranga shopping, Rose Gardens and Sports fields
- Possible option to become Student Accommodation for the proposed University Campus
- Beautiful Garden Park next door that are popular for weddings
- Prime commercial site consented under the district plan for height development to 19 metres providing 360 degree views of Tauranga Harbour, Mount Maunganui
- Reinstatement value \$16,500,000

WHY TAURANGA?

Strong Transport infrastructure including the country's largest port.

Industrial land and commercial properties are attractively priced.

Government in investing \$400 m in the Tauranga Eastern Link positioning the city as a major north island hub for road transport.

Building consents hit a nine-year high with more than \$66 million worth of new projects approved in Tauranga City including a new path lab regional diagnostic lab valued at \$8m and a Kmart store in Bethlehem-source <http://www.priorityone.co.nz/>

A new campus is proposed by the Bay of Plenty Tertiary Education Partnership, which is made up of four tertiary institutions Bay of Plenty Polytechnic, Te Whare Wananga o Awanuiarangi, Waiariki Institute of Technology and the University of Waikato.

The Regional Infrastructure Fund is providing up to \$15m towards the construction of stage one, a new purpose built campus by 2016. Following that, stage two will see a second building on the campus by 2022. It's expected that following the development of the campus, 8000 tertiary students will study in the Bay of Plenty over a 17 year period.

Source: Bay of Plenty Times 2015

Location: Tauranga **Asking Price:** \$10,500,000

Broker: Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Rare Opportunity to Acquire a High Performing Business Servicing the Construction Industry

ref: 18713



- Sales \$5,000,000 to \$6,000,000
- Continuous year on year growth
- R.O.I in the region of 25% (pre-tax and interest)
- High Profile client base
- Normalised EBPITD of around \$2,000,000 p.a
- Excellent Growth Opportunities
- Niche Industry Sector
- Solid staff and management structure in place
- Well established and respected within the industry
- Modern / Smart Business Premises
- Owner committed to providing thorough and professional handover.

If you are considering a strategic acquisition of a highly successful and profitable business such as this, please contact us today to obtain further information.

Information on the business will only be supplied to interested parties, post completion of our company confidentiality/qualifying procedure.

Location: North Island of New Zealand **Asking Price:** \$6,900,00 Inclusive of plant and stock estimated at \$500,000

Broker: Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

Freehold Holiday Park Close to Beach

ref: 15472



Not often that there is an opportunity to purchase freehold land close to the beach! This freehold holiday park is only metres from the white sandy beaches of the Eastern Bay of Plenty and is only separated from the beach by a reserve.

The park offers everything expected from a popular holiday park and caters for all types of accommodation. The park is a consistent performer and is now also starting to benefit from the new Motu Dune Cycle Trail that runs along the boundary. The owner's accommodation is a spacious 4 bedroom house. The park yields a very good income and the owners enjoy a great lifestyle with enough time for fishing, golf and other leisure activities.

Location: Bay of Plenty **Asking Price:** \$2,700,000 plus GST (if any)

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

Immaculate Management Rights by the Beach

ref: 18748



Imagine waking up in a luxurious apartment with the beach only 80 metres from your doorstep – this hospitality opportunity will give you that and more!

Closest accommodation to the beach, with ocean views

from some of the units, plus a beautiful park type setting next door. Walking distance to town, local restaurants and the golf course.

Owner's apartment is an immaculate modern unit. The complex consists of 17 other units - immaculate condition, tastefully decorated. All units are in the pooling system and have always been this way.

The business has a fabulous reputation with repeat business year on year and great reviews on tripadvisor.com and booking.com. It also provides a very good management salary and fee structure with 19 years left on the management rights.

This is a fabulous home and income opportunity. Price includes business and the apartment, plus GST if any.

Location: Coromandel Peninsula.

Asking Price: \$1,030,000 plus stock

Broker: Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Freehold Motel in Central Tauranga

ref: 19256



First time on the market in 13 years, the owners have decided to pursue other interests leaving behind a very successful Motel operation for the next owner. 11 units plus a 4 bedroom owners accommodation, large playground spaces & secure in-ground swimming pool for

family entertainment. Several single level blocks of solid construction built in the 1970s & they extend over 3300m² in a desirable central city location.

A rare opportunity to own the freehold, and the business would be attractive to a working couple or family.

The paying guests have returned on a regular basis over the years, enjoying the privacy and friendliness of the hosts.

A consistent financial performer with positive trends going forward as Tauranga proves its reputation as one of the fastest growing towns in NZ.

This opportunity will not last long, so contact the broker for further information.

Location: Tauranga

Asking Price: \$2,190,000 plus GST (if any)

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

Businesses for sale - \$1 million plus

Online Advertising Services. \$1.8M Profits

ref: 19074



This fast growing, well established and industry leading digital media business operates nationally providing online advertising services to a niche market sector.

An excellent team of staff is in place and the business benefits from strong operational processes and experienced personnel. The business has a long history of year-on-year growth in both revenue and profits with excellent cash flow.

The market position of this business is extremely strong with significant barriers to entry for competitors present.

Customer demand could support a further scaling up of operations. Opportunities clearly could exist for a new owner to grow the business further.

Note: Strict confidentiality applies. Purchasers must be able to demonstrate the financial capability and business experience to proceed before detailed information will be shared.

Location: Auckland

Asking Price: \$ 7,000,000

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

Printing & Print Services. \$3M Profits

ref: 19073



This industry leading Printing Services Group operates nationally providing print management, creative design, offset and digital printing services to a wide spread of customers across a number of sectors.

A high performing management team is in place and the business benefits from strong operational processes, experienced personnel and strong supplier and customer relationships. The business has a long history of year-on-year growth in both revenue and profits.

Market-place demand is firm & could support a further scaling up of operations. Opportunities clearly could exist for a new owner to grow the business further.

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

Location: Auckland

Asking Price: \$11,750,000

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

Businesses for sale - \$1 million plus

Respected NZ Manufacturer / Exporter

ref: 18308



Rare opportunity for strategic acquisition by an international wholesale/retailer, or manufacturer of industry related products. Operating for over 30 years.

Features include:

- Premium quality garments
- Strong brands
- Network of over 900 independent retail stockists
- Advanced technology equipment and manufacturing systems
- Experienced, skilled team

Retirement planned - flexibility around structuring the sale.

Location: Christchurch **Asking Price:** \$4,982,000

Broker: Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

Opportunity Knocks – LOUDLY!!

ref: 18760



Superbly-presented modern hotel, 15 hotel-style rooms, 4 motel units, plus bar and restaurant.

Favoured West Coast tourist location, close to glacier attractions, with stunning views of Aoraki Mt Cook / Southern Alps. Scope to further develop.

A chance to purchase freehold land and buildings significantly below registered valuation - no additional cost for the business.

Outstanding opportunity - make the call now!

Location: Fox Glacier **Asking Price:** \$2.25m

Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

A Rock Solid Investment in Tauranga

ref: 18778



A substantial 18 unit accommodation complex in central Tauranga - Freehold Investment!

- Now long term tenanted units professionally managed.
- Owners accommodation plus conference room available to develop.
- Annual revenue \$277,000.
- Attractive net surplus to Owner.
- Studios, one and two bedroom units available.
- Current building Warrant of Fitness 15/16 in place.
- An upside with potential land development e.g. unused swimming pool.
- Located on major arterial route to the city.
- Financials from broker under confidentiality agreement.

Location: Tauranga **Asking Price:** \$2,650,000 plus GST (if any)

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

Import. Add Value. Distribute. \$600k+ Profits

ref: 18783



This long established and well regarded Auckland based firm is a specialist importing, wholesaling & services business operating in a lucrative non food niche market.

It has a solid financial history and there are significant income streams from both specialist contract services to manufacturing plus the import and wholesale of products which undergo value adding processes before being on-sold.

A well-diversified range of customers across New Zealand and a skilled team of staff in place, round out the package. Opportunities clearly could exist for a new operator to grow the business further. Retirement sale.

Location: Auckland **Asking Price:** \$2,200,000

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

Businesses for sale - \$1 million plus

Golden Bay - World Class Living

ref: 18797



Twin Waters Lodge lies in the Golden Bay coastal paradise of Pakawau.

The lodge is inviting, private, and a complete fit into the coastal bush clad environment. Twin Waters is wonderfully themed/decorated throughout with exquisite facilities.

There is room for your own family out of the guest zone too. Potential to have a hobby business, arts & crafts. All are catered for in the spaces away from the guests. Call now!

Location: Golden Bay **Asking Price:** \$1,100,000 + GST if applicable
Broker: Chris Bryant / 03 928 1945 / chrisb@linkbusiness.co.nz

Hanmer Springs B&B - on 12 Acres

ref: 19155



Mad Cow Manor – well there are NO mad cows here!

You will find a very new, very large and very grand home/B&B.

All the core development work has been achieved. A master stroke where an environmentally friendly outcome meets purposeful design and construction!

Our clients have not taken this decision to leave Hanmer lightly – but an old home town across the Tasman is calling.....

Location: Hanmer Springs **Asking Price:** \$1,300,000 + GST if applicable
Broker: Chris Bryant / 03 928 1945 / chrisb@linkbusiness.co.nz

Lakefront Lodge – Rotorua - FHGC

ref: 15942



If you're looking for an investment which is located on one of Rotorua's most exclusive addresses, that features a deep Jetty with riparian rights. Only a few minutes from CBD, Rotorua International Airport & some of NZ's top tourist attractions, then call me.

Land 3,773 sqm, two titles, 10 rooms, two dwellings, plus stand alone managers flat.

Price includes freehold title and business.

Location: Rotorua **Asking Price:** \$3,450,000 plus GST (if any) **Broker:** Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Profits in the Tropics -Idyllic Tourism Experience

ref: 18901



Combine an island lifestyle with high earnings from a wonderfully conceived tourist experience. Premium location in the heart of a long-established tourism destination. Very productive relationships with the tourist accommodation sector. It's under management and highly profitable. Kick back and enjoy, or use your business development skills to take it to an even higher level. SDE exceeds \$800,000.

Location: Pacific Islands **Asking Price:** Please consult broker
Broker: Tony Andrew / 09 555 6035 /tonya@linkbusiness.co.nz

Scaffolding - Expanding Rapidly

ref: 18925



Growing market sector. Regulatory requirements have helped this scaffolding business grow extremely quickly and there are still a myriad of opportunities to expand the business over the coming years supporting regional infrastructure and development projects. A highly trained workforce, leading edge management, marketing and operational systems make this business one to take seriously.

Location: Wellington Region **Asking Price:** \$2,250,000
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Regional Plumbing and Roofing Business

ref: 19042



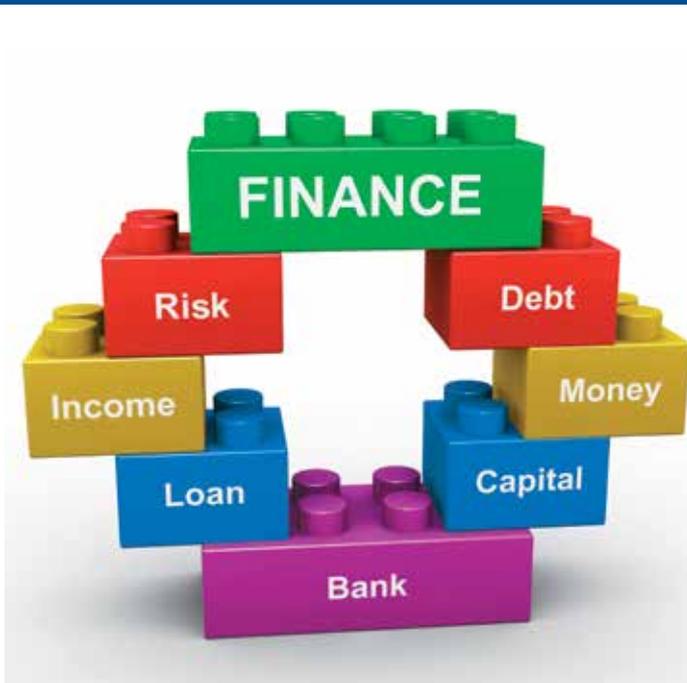
Extremely well established plumbing and roofing business with 20 year history. Purpose built premises with option to buy or lease.

- Outstanding local reputation
- Well trained and professional staff
- Commercial, Residential and Rural
- Plumbing, drains, roofing, gas and solar
- Waste management and septic design

Location: Wairarapa **Asking Price:** \$2,200,000
Broker: Gary Kaye / 021 222 1707 / garyk@linkbusiness.co.nz

Fast Growing Financial Services. \$6M Profits

ref: 19247



This unique financial services business provides a basket of financial services and investment advice to a rapidly growing pool of over 1000 private clients nationally from its Auckland HQ.

A high performing management team is in place and the business benefits from strong operational processes, advanced technology, experienced personnel and strong supplier and customer relationships.

The business has a long history of growth in both revenue and profits and substantial pipeline of further fee and commission income ahead as well as recurring trail incomes.

This business needs further working capital to fund growth. The current owners would consider a full or partial sale and the opportunity could suit an investor seeking a fully or partially managed business. It would equally be an ideal acquisition for an existing financial services provider.

Market-place demand is extremely buoyant & could support a considerable scaling up of operations. Opportunities clearly could exist for a new owner to grow the business both quickly and substantially

Note: Strict confidentiality applies. Purchasers must be able to demonstrate the financial capability and business experience to proceed before detailed information will be shared.

Location: Auckland **Asking Price:** \$ 14.5 M. Partial sale considered
Broker: Bill Hayward / 021 760 773 / Billh@linkbusiness.co.nz or Bruce Cattell / 021 779 439 / Brucec@linkbusiness.co.nz

Businesses for sale - Motels

Modern Unique Tasteful Motel & Backpackers ref: 16084

Easily maintained Motel & Backpackers lease with high foot traffic in Rotorua's CBD. Excellent sales showing growth over past 12mths, low overheads, local amenities & tourist attractions nearby. 50% average occupancy, offering further growth. 27yr lease offering a good sell down option later. Modern owner's accommodation. Enter the Accommodation business; make \$100,000 per year with most living expenses covered.



Location: Bay of Plenty **Asking Price:** \$299,000
Broker: Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Kingswood Manor - Growth Potential ref: 16967

Motel offers an attractive investment for a purchaser seeking future growth potential. Set in an idyllic private garden setting, would suit both first time buyers as well as those with previous experience.



Features 18 self contained studio units and 1x1brm. Owners apartment with 2 brms, separate lounge and /or conference facility will accommodate the family.

Location: Whangarei **Asking Price:** \$470,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Cypress Court - Best Value in Whangarei ref: 16968

Best value motel in Whangarei. Motivated vendors with a genuine reason for sale.

Located in the heart of Whangarei CBD, Cypress Court offers leisure guests and corporates easy access to central shops and parks. The property consists of 11 well appointed units, with solid brick and block construction. Facilities include spa pool, outdoor BBQ area, shared laundry, wifi internet and two conference facilities.



Location: Whangarei **Asking Price:** \$350,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

The Northerner Hotel - FHGC - 8,514 m2 ref: 17019

This Hotel is one of the largest accommodation complexes north of the Bay of Islands, with 70+ rooms. Total building area is approx. 3,781m2. Situated in a high visibility area with excellent frontage.



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.

Location: Kaitia **Asking Price:** \$4,250,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Motel Lease for Sale ref: 18199

15 units/conference room/ground pool/private spa/3 brm upstairs owners accommodation/extra room downstairs.

- Prime location on main arterial route
- Member of ASURE accommodation group
- Very good corporate clientele
- Close to Whangarei Hospital
- Business showing upward trend



Location: Whangarei **Asking Price:** \$479,000 ono
Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

5 Star Motel New 30 year lease \$300k+NP ref: 18261

Boutique apartment-motel. Luxury 5 star central city accommodation.

Total of 28 rooms. Onsite boardroom for functions/conferences. Owners accommodation with up to 6 brms.



Excellent financial performance with positive trend.
Currently returning \$300k+ pa.
Winner of 2013/14 Trip Advisor excellence awards.

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

Pride of Position Motel Lease ref: 18403

A very well presented 10 unit motel on busy main arterial route.

Consists of 10 units and features private in-ground swimming pool. 3 brm owners accommodation with balcony off living area, master with en-suite and second bathroom. New carpet recently laid throughout complex. 30 year lease commenced 2007. Could easily be run by one person.



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

Whangarei Motel, 18 Rooms, 31 Year Lease ref: 18460

A beautifully presented motel located in a prime location on Western Hills Drive in central Whangarei. The motel features 18 rooms over three accommodation types - compact studio, executive studio, and 1 bedroom unit. All chattels have been recently upgraded so this is a turnkey operation.



Owners accommodation comprises a spacious 3 bedroom, 2 bathroom home with ample storage.

Location: Northland **Asking Price:** Expressions of Interest
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Freehold Motel + Business

ref: 18479

Located in Kaitaia, motel comprises 9 units with separate owners 4 brm house. Games room, guest laundry, childrens playground, swimming pool/spa, separate reception.

An extra easement is in place offering the option to develop the land at the rear in the future.

Motivated Vendor

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

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



Freehold Taupo Hotel-64 Rooms+Facilities

ref: 18725

Situated on the beautiful shores of Lake Taupo. Comprises of 64 studio units and features a tennis court, outdoor swimming pool, 2 private indoor spas, guest laundry & extensive conference facilities.

Plenty of off-street parking and located in a tranquil landscaped area.

A must view for experienced operators/developers alike.

Location: Taupo **Asking Price:** Price on Application

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



Booming Christchurch Backpacker + Motel

ref: 18684

Unique combination of backpacker hostel plus motel, prime central Christchurch location, 4-bedroom Manager's residence. Close to a wide range of amenities. Excellent long lease term, reasonable commencing rental. Performing strongly with option to further develop.

Rare opportunity to purchase a business with ability to service a range of accommodation needs in the booming Christchurch market. Enquire now!

Location: Christchurch **Asking Price:** Offers

Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz



BUY OF THE YEAR-8 UNIT FHGC MOTEL

ref: 18790

Studio, 1brm & 2 brm units all with full kitchens

Office adjoins 2 brm owner's accommodation
Very good location

- Block/cedar single level complex
- Double garage/tool shed
- Shared patio BBQ area
- Parking in front of each unit
- Due to health reasons, must be sold

Location: Kaitaia Northland **Asking Price:** \$595,000

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



Christchurch's Best Motel Location?

ref: 18975

Architecturally-designed, modern, quality 11-unit motel in prime Riccarton Road site a short stroll from Westfield Riccarton Mall. Attractive native bush backdrop. High visibility with strong street appeal. Quality fit-out, with economical ceiling heat panels, double glazing, and high-standard bathroom and kitchen fittings. Three-bedroom, 2-bathroom, Manager's residence. Outstanding location. Rare opportunity.

Location: Christchurch **Asking Price:** \$799,000

Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz



Outstanding New Christchurch Motel!!

ref: 19022

Exciting quality motel, highly visible corner site, prime central Christchurch location, close to CBD and a wide range of amenities.

Can be purchased separately as a 13-unit motel, 2-bedroom manager's residence - \$799,000 + GST; or 14-unit motel, 3-bedroom manager's residence - \$850,000 + GST; or 28-unit motel - \$1.6m + GST. 35-year lease, reasonable commencing rental.

Completion due 2016. Excellent opportunity.

Location: Christchurch **Asking Price:** From \$799,000 + GST

Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz



Motel in Rotorua - Brand New 30 Year Lease

ref: 19237

This tidy low maintenance motel located in the heart of Rotorua.

- 10 one bedroom units, each could sleep up to 5 people
- Spa pool in each unit
- Free wireless internet
- 3 bedroom owner's accommodation
- CBD location, offering all amenities & tourist attractions nearby.

Average occupancy rate at around 85% in the past 3yrs. Easily managed by one person with the assistance of casual part time staff.

Location: Rotorua **Asking Price:** \$250,000

Broker: Shirley Xu / 027 251 0758 / shirleyxu@linkbusiness.co.nz



Luxury Lodge in the Coromandel

ref: 18128

This 5 star lodge is in a class of its own and is setting the standard. The 3 luxury guest rooms with en-suites, the in-ground swimming pool, spa pool and breath taking sea views in a quiet and tranquil environment make staying there an unforgettable experience. The owners enjoy a great lifestyle and a good income from this gem, currently operated 8 months a year.

Location: Coromandel **Asking Price:** Offers \$2,500,000 plus (+GST if any)

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



Businesses for sale - Northland

Northland Sub Tropical Nursery

ref: 17443

Not only a business, the location of this property in Northland offers an incredible lifestyle with a reliable income stream. Supplying some of New Zealand's leading Garden Centres this business is very well structured and positioned for further development.



If you are looking for a home and business contained on a 10 acres of land – then look no further!

Location: Kaitaia **Asking Price:** \$790,000

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

2015 Resolution - Be Your Own Boss

ref: 17618

This is a small to medium semi-rural/coastal business you can have some fun with.

If you love the Northland lifestyle and want an opportunity to work on the incredible Tutukaka Coast, this could be your chance. Member of a very supportive chain – not a franchise. Systems are streamlined. DIY knowledge helpful but not essential



Potential to increase equipment hire.

Location: Tutukaka Coast **Asking Price:** \$245,000 + SAV

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

Paihia-Stunning Bay of Islands Tourism

ref: 18006

Purpose built passenger cruiser which operates out of Paihia, offering a cruising experience along the Waitangi river to the Haruru falls, accompanied by lunch or dinner.

Loyal client relationships include the international cruise ship operators visiting Paihia over the summer season as well as the regular and busy bus tour market.



The investment secures a truly unique business proposal.

Location: Paihia, Northland **Asking Price:** \$650,000

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Luxury Freehold Lodge - 5 Star + Sea Views

ref: 18120

This award winning property sits on the cliffs of 'Romantique Russell' in the Bay of Islands and the lodge offers 5 star accommodation.

An incredible lifestyle, enjoy the private residence, with its outstanding views across the Russell village and the BOI.



Earn an income with 4 luxury guest suites, each with great views off the private decks. All suites are self-contained with kitchenettes and ensuite bathrooms.

Location: Russell, Northland **Asking Price:** \$2,700,000

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

Tyre Retail & Workshop

ref: 17445

The vendor presents a very well maintained and organised tyre retail / service operation ideally located adjacent to a busy road serving passing traffic. The opportunity exists to develop the current business or add further products to expand the income stream.



The business component and equipment is for sale but the freehold land & buildings is also available if required.

Location: Northland **Asking Price:** \$135,000+SAV

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Speedy Signs Whangarei Franchise

ref: 17982

Centrally located in Whangarei and established since 2005, this is the perfect opportunity to run your own business with the confidence of an international franchise support network behind you.



Revenues demonstrate year on year growth and with its experienced team in place this is the perfect opportunity for a new franchisee to keep driving the business forward.

Location: Whangarei **Asking Price:** \$118,000

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Fencing Services - Whangarei

ref: 18101

A rare opportunity to purchase an established Whangarei fencing contracting business which has been servicing its customers for over 30 years.

Fully NZOSH compliant, this business is able to count several major construction companies amongst its clients. A flexible handover and training period is available if required, as well as free access to the current storage yard for to 12 months.



Location: Whangarei **Asking Price:** \$125,000

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Paihia: Roadrunner Tavern Business for Sale

ref: 18250

This business offers many features beyond its 'Thirsty Liquor' bottle shop including the tavern with its popular bar meals, gaming & TAB facilities, covered BBQ area and pool tables. The Tavern's loyal local customer base enjoys quiz nights, karaoke, pool and fishing tournaments to name just some of what's on offer.



In the summer months the population of the whole of Northland swells and Paihia is no exception.

Location: Paihia **Asking Price:** \$299,000+SAV

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Tourism - Bay of Islands Booking Office

ref: 18310

Ideally positioned in the very heart of Paihia's retail sector and serving Northland by providing a focal point for many of the activities and attractions that the Bay of Islands has to offer.



This commission based business is primed for a new owner to integrate it with related tourism activities or to take it to the next level as Paihia's only independent booking office.

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

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Rare Opportunity on Tutukaka Coast

ref: 18435

Beautifully presented property in a growth industry, set in park like grounds adjacent to Tutukaka Marina featuring quality chattels.



As a spectacular and renowned diving location, this property is ideally suited to and accommodates large diving groups and also has a purpose built lock up wash/dry area for divers wetsuits/gear.

Separate office - owners accommodation is currently a 2 brm relocatable.

Location: Tutukaka Coast **Asking Price:** \$2,500,000

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

Exciting Restaurant Opportunity

ref: 18526

A fantastic opportunity awaits YOU! Unrealised ability to increase turnover by incorporating buffet style cuisine, bakery, out catering or functions. Put your own stamp on this business and take it to the next level.



This fully licensed restaurant is a highly visible business and occupies an enviable position on a major arterial route through central Whangarei.

Location: Whangarei **Asking Price:** \$175,000 + SAV

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

Factory Outlet - Bathroom Supplies

ref: 18584

Plumb 'In, Whangarei is a well-known, established franchised business with strong local brand recognition, which the vendors have grown to achieve consistent annual revenues in excess of \$1m with strong profits.



Committed to great service and focused on providing high quality products at a low price the business has achieved a reputation as a destination factory outlet for a wide range of bathroom supplies.

Location: Whangarei **Asking Price:** \$270,000 + SAV

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Established Restaurant - Waipapa, Kerikeri

ref: 18602

Whilst potentially lending itself to almost all types of dining, the authentic Thai experience upon which this business has built its popularity and reputation is a serious asset to a new owner.



Both the Thai chef and manager are very enthusiastic about continuing to build the business with its new owner, who can be as directly or indirectly involved in the day to day management of the restaurant as they want to be.

Location: Waipapa Kerikeri **Asking Price:** \$275,000

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Bar/Bistro & Gaming: Managed business

ref: 18716

Enquiry in strict confidence, is encouraged for the purchase of this managed business opportunity which will deliver a combined return of 25%+ to an owner/investor or even more to a working owner/partnership.



Excellent reputation serving a loyal local customer base.

Revenues approximately \$1.3m
Earnings approximately \$250K

Location: Whangarei **Asking Price:** \$875+SAV

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Whangarei Bar & Grill: 9 Gaming Machines

ref: 18793

Popular venue in Whangarei, centrally located and known for its friendly atmosphere.



The business is making a name for itself with its great food and craft beers. The venue promotes various events throughout the year and is frequently made available for private functions.

Great opportunity for a new operator to continue to develop a business that has been re-energised, refurbished and primed.

Location: Whangarei **Asking Price:** \$99,000+SAV

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Book Lover in Business, Matakana Bookshop

ref: 19011

Located in the centre of vibrant Matakana village, The Village Bookshop is an imaginative destination for all book lovers.



Matakana hosts a hugely popular Saturday Farmers market which attracts the local population, holiday visitors to the region and regular day visitors from Auckland, who are an easy one hours travelling distance away.

Offering a truly delightful environment this is a bookstore as it should be!

Location: Matakana **Asking Price:** \$40,000 + SAV

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Businesses for sale - Northland

Orewa Cafe For Sale

ref: 19015

The Historic Cafe is on sale Now.

It has a Seating arrangement for up to 140 people. The operation is easy. Turnover weekly around \$15,000. Full liquor licensed so it grabs a lot of evening trades with very reasonable outgoings and long secure lease.



This stunning cafe house was operated by the current owner for almost 9 years, Vendor is compelled to sell this business due to family reasons.

Location: Orewa **Asking Price:** \$378,000

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

Award Winning Dive Tourism Venture FHGC

ref: 19089

All the hard work has been done so move in and reap the rewards. Multiple income streams from Diving, Training, Retail, Bed and Breakfast and even RV parking.



Ample room to grow from this established and immaculate platform. Change in circumstances forces sale, your gain.

Act Now and move to sunny Northland.

Location: Kerikeri **Asking Price:** \$440+SAV+house

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

Paihia: Waterfront Restaurant & Bar

ref: 19259

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



Ranked within the top 5 (of 47) restaurants in Paihia, on Trip Advisor, this spacious restaurant is located next door to the prestigious Edgewater Palms Apts.

This is an exciting opportunity to invest in this fully managed business or to work as an owner/operator.

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

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

Freehold Investment in Heart of City

ref: 19105

This property offers an exciting opportunity for commercial/residential options to an investor in a prime location. Presently operating as student accommodation.



Front entrance opens onto busy main street in central city within walking distance to cafes/restaurants, retail, library, McDonalds, KFC and much more.

- * 5 carparks
- * 12 rooms
- * 4 levels

Location: Central Whangarei **Asking Price:** Expressions of Interest

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

Freehold Investment Whangarei

ref: 19080

Currently returning approximately \$146,000 pa
Commercial tenant returning \$98,000pa
Commercial lease ends 30 September 2015



- Prime location in Central Whangarei
- Fully tenanted/multiple income streams
- Seismic capacity 34%NBS
- Residential tenancies return \$48,620pa
- MOTIVATED VENDOR

Location: Central Whangarei **Asking Price:** Expressions of Interest

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

NZ POST/KIWI BANK - Kerikeri

ref: 19140

Books on Hobson (Sale on behalf of the Liquidators). This established profitable business is seriously for sale. Strong national brands in the popular Far North town of Kerikeri. All the training and support that you would expect from such a prominent franchise system.



Auckland cashflow with the beach lifestyle.

To be sold by Deadline Private Treaty By 31 August 2015 (unless sold prior).

Details via confidentiality process only.

Location: Kerikeri **Asking Price:** \$360,000

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

Home Based: Curtain & Blind Home Service

ref: 19262

This home based business delivers a personal service to homeowners, guiding them through the endless variety of colours and fabrics which will help them to achieve the best window design solutions for their home, all fully fitted.



With the option of being run full or part time, the business enjoys a strong reputation in Rodney district and is ideally suited to an owner with some creative design flair.

Location: Rodney **Asking Price:** \$115,000 + SAV

Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Kingfish Lodge - The Perfect Hideaway

ref: 19336

Nestled privately in the hills of Whangaroa, this exclusive property features 13 rooms, a restaurant / bar, jetty and private beach.



13 titles with approx. 30 acres of land.

For sale by Tender
- closing 28 Sept 2015 @ 4pm.

Location: Northland **Asking Price:** By Tender

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

Heavy Fabrication & Engineering in Auckland ref: 18943



This fast growing Auckland based Engineering business specialises in heavy fabrication, on-site engineering, installation, site welding and maintenance works.

Recent work has included welding and fabrication of civil infrastructure steel work, bridge railings and side barriers, overpasses and tunnels. Pilings for bridges, wharfs and pontoons.

The business is highly regarded for its high quality workmanship. Genuine reason for sale. The asking price of \$735k includes \$400k of plant, equipment and motor vehicles as well as a good pipeline of forward work.

Location: Auckland **Asking Price:** \$735,000

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

Great Beauty Therapy Shop for Sale ref: 19049

This business is located in the hub of a very busy market. A very well presented shop that has been branded with a loyal customer base.

This classic beauty therapy shop is spacious, well equipped so it offers an extensive range of treatments and beauty products. Opened 5 days a week and the potential to open weekends.



The owner is willing to provide assistance & support to the new buyer.

Location: North Shore City **Asking Price:** \$100,000

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

Ice Cream Shop in Prime Location ref: 19170

This Ice Cream Shop was brand new that set up by the current owner, they have the Exclusive Rights to sell this Top Brand ice cream in this area.

Business still growing with Healthy Profits, potential to add more foods and drink for grabbing more sales.



The Average Turnover is around \$2,000, GP 82%. Weekly Rent ONLY \$519+GST. This is a great and simply operated business.

Location: Auckland CBD **Asking Price:** \$78,000 + Stock

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

Great Fashion Shop in Auckland CBD ref: 18921

This store is well renovated and located near Elliot Street and Queen Street, which is absolutely a premium location.



Long term lease. Good exposure with non-stop foot traffic all day long. Huge potential for someone who wants to start their own business.

This is a perfect business for someone who is passionate about the fashion industry.

Location: North Shore City **Asking Price:** \$60,000

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

Dairy Shop - Orewa - Urgent Sale ref: 18952

Well presented Auckland Orewa Dairy in a busy area. Reported weekly sales \$6,000 to \$7,000 with high gross profit.



Reasonable rent. It is comfortably operated by one owner. The new owner could expand the business to include perhaps coffee, scoop ice-cream and fruit and Veges.

The vendor is very motivated to sell. Urgent sale!!!

Location: Auckland **Asking Price:** \$60,000 plus SAV

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

Great Franchise Food Shop For Sale ref: 19169

It is a great opportunity to join the world's Number One Franchise Now!

This sub-sandwich shop was renovated mid-2013. This shop is located in one of the biggest shopping malls in Auckland.



Strong and steady customer base. This is a simple business to learn. The franchisor will provide full training for approved purchaser. Continue the success and enjoy the great return!

Location: Manukau **Asking Price:** \$498,000 + Stock

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

Great Cafe Shop For Sale ref: 19255

Low rent cafe located in the busy foot traffic areas in Auckland. It pays \$394 per week includes Rent, Rates, GST, Building Insurance and Outgoing. Weekly Turnover is around \$14,000. Indoor and outdoor is about 40 seats. Coffee bean usage is about 20-25kg per week.



The current owner has built a very strong reputation within the neighbourhood. Now he is turning the business into a semi-managed cafe.

Location: Auckland **Asking Price:** \$598,000 + Stock

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

Businesses for sale - Auckland

North Shore: Bar & Gaming

ref: 18710

Located in its ever expanding North Shore location, this business serves a loyal local customer base offering a friendly atmosphere with great food, beverages and a gaming room with 18 machines.



This is a popular venue for watching sport on big screen TV's, live bands, quiz nights and also has outside seating, with the potential to grow the business with the development of café style service.

Location: North Shore **Asking Price:** \$428,000+SAV
Broker: Graham Mitchell / 021 411 873 / grahamm@linkbusiness.co.nz

Large Cafe - South/East Auckland

ref: 16478

Well-known franchised-café is large with a good-sized kitchen. Excellent parking. This cafe is well established with regular customers.



The shop is to be refurbished and the plan is to be chosen by the purchaser.

Everything is in place, this is an easy business to operate. Good training provided, will suit first-time buyers.

Location: Auckland **Asking Price:** \$250,000 plus stock
Broker: Hannah Jiang-Hardellett / 021 876 122 / hannahj@linkbusiness.

Cafe - North Shore

ref: 18924

This is an easy running cafe in a popular location, with seating up to 40 people. T/O is \$5,000 per week.



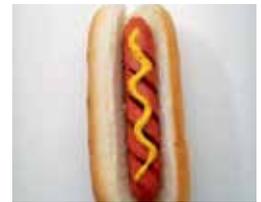
Daytime café only. Huge potential for the new owner. This is a great opportunity for a first-time buyer, well worth considering. The vendor wants to move on.

Location: Auckland **Asking Price:** \$100,000
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

Cafe - Fast Food, Premier CBD Location

ref: 17215

This 7 days sit down or takeaway business is located in a busy down town location with endless foot traffic. Current turnover is \$11,000/week, high gross profit with lots of possible potential.



Very simple operation and could be run under management. All quality plants and beautiful setup.

Long lease, 12 years to go.

Location: Auckland **Asking Price:** \$200,000 plus stock
Broker: Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Live your passion and make money too!

ref: 16124

For the wood working enthusiast. Make rare wood furniture (Rimu/Oak, etc.) and sell it the many repeat customers country wide, on the internet and through the on-site factory outlet.



This business has done repeatedly well every year. There are so many opportunities for further growth and increasing profits. Owners retiring and seeking a quick sale. This is such an opportunity.

Location: Auckland **Asking Price:** \$295,000
Broker: Basil Badenhorst / 022 4548 348 / basilb@linkbusiness.co.nz

Pizza Burger Master Chef

ref: 17664

Participate in the success story of an evolving Franchise

A true partnership unlike some Franchises

- Gourmet Pilot store 165k + Net profit
- Great location, lease systems & staff
- Training & support from vendor
- T/O increase of 2k pw from last year



Location: Auckland **Asking Price:** POA
Broker: Neville Choksi / 0210599519 / nevillec@linkbusiness.co.nz

Pizza Business in Top Auckland Location

ref: 16631

Desirable turnover, low overheads and top location in CBD. Easy to run. It is hard to beat this opportunity. Weekly sales are strong and steady.



Good landlord and rent is low for such a good location. Training provided. This business will suit somebody with or without food experience. The owner finally agreed to lower the price.

Location: Auckland City **Asking Price:** \$348,000 plus stock
Broker: Hannah Jiang-Hardelett / 021 876 122 / hannahj@linkbusiness.

Sheetmetal Business & Property

ref: 17953

Established for more than 20 years, this sheetmetal fabrication business is equipped to perform various works like ducting and range hoods. Retiring owner is flexible to stay on longer upon mutual agreement. The floor supervisor is capable to help a new owner run the operations. Owner-occupied freehold property in Central Auckland.

\$400,000 plus approx \$25,000 stock (Business)
\$790,000 plus GST if any (Property)



Location: Auckland **Asking Price:** \$400,000 plus stock
Broker: Efred Pascual / 021 782 820 / efredp@linkbusiness.co.nz

Cashflow From Home

ref: 18833

A high-demand, profitable, financial service - Invoice Discounting or Factoring to release your clients' capital and support cash flow. Use your business knowledge and contacts network to access earnings at a potential return on investment rate in excess of 50%. An internationally established franchise with high quality marketing, support and training.



You'll need a minimum of \$100,000 working capital as well as a one-off franchise fee. Franchises available in a number of New Zealand locations.

Location: Auckland, Marlborough, Nelson, Canterbury, Otago **Price:** POA
Broker: Tony Andrew / 09 555 6035 / tonya@linkbusiness.co.nz

Building related business! Great opportunity

ref: 18171

This business is growing fast. Recent developments make this even more attractive to a buyer.



In fact in a short while the business will have doubled. Backed by world class leading products that have been BRANZ approved and patented, there is no shortage of opportunities.

Location: Auckland **Asking Price:** \$360,000
Broker: Basil Badenhorst / 0224 548 348 / basilb@linkbusiness.co.nz

Well Run North Shore Cafe. Popular Area

ref: 18401

This well run day time café is located in a popular North Shore residential area

- Busy main street location
- Steady foot traffic
- Sunny location, indoor/outdoor seating
- Stable client base.
- Current T/O \$12,500/week, good GP



Location: Auckland **Asking Price:** \$335,000 + Stock,
Broker: Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Home Based Business, Excellent Profit

ref: 18461

An executive income without the stress!

Home-based business, current owner is working 40 hours per week on the business, with no weekend work. Can be located anywhere in Auckland.



This business is simple to operate and provides the current owner a six figure income. Highly trained but minimal staff, no stock. No specialist skills required to run this great earner.

Location: Auckland **Asking Price:** Discuss with Broker
Broker: Paula Moore / 021 334 699 / paulam@linkbusiness.co.nz

Commercial Laundry

ref: 18476

Located in busy shopping block. Steady sales and a long secure lease in place. Suitable for a couple /family business.

- Spacious : 300 sqm / Office upstairs
- 10 washers and 13 dryers
- Stable Client Base
- Current owner has it for 8 years
- Huge potential to increase sales



Location: Auckland **Asking Price:** \$335,000 plus stock
Broker: Mei Wang / / meiw@linkbusiness.co.nz

Rental Car Franchise Auckland

ref: 18480

A great opportunity to have a Rental Car Franchise in the hub of NZ's most vibrant city.

Systems are all in place and Franchisor is pro-active with assisting in all aspects of the business.



Area consists of Auckland City , CBD and the North Shore. An excellent training programme is provided by the Franchisor to bring up to speed quickly. Other areas available also.

Location: Auckland **Asking Price:** \$300,000
Broker: Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

Popular Franchise! Fruit/ Vege/Grocery store

ref: 18528

Popular franchised fruit, vegetable & grocery store with large ample storage & cool rooms. Spacious, neat & tidy premises together with plenty of convenient car parking.

Weekly retail sales between \$42,000 to \$45,000 with excellent profit margins.



Reasonable outgoings, long & secured lease in place.

Location: Auckland **Asking Price:** \$499,000 plus SAV
Broker: Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz

Wanted: Medical/Pharmacy related business-

ref: 18561

Many qualified prospective buyers registered and also getting strong enquiry for all businesses related to Medical, Health and Pharmacy. If you have ever thought of selling, let me talk to you about what's involved.



No commitment required and all discussions will be held strictly confidential. So if it's time for you to retire, or you're just sick of it and/or want a change, I can help you.

Location: North Island **Asking Price:** POA
Broker: John Adams / 021 974 097 / johna@linkbusiness.co.nz

Businesses for sale - Auckland

Takeaway - Prime Location - Auckland City ref: 18610

Indian Takeaway located in one of the busiest streets of Auckland City catering to nearby Apartments & Offices.

Good quality chattels. The business enjoys a great busy main street location together with very reasonable outgoings. Average weekly turnover \$6,500 with very high profit margins, the turnover has been growing day-by-day.



Location: Auckland **Asking Price:** \$85,000 plus sav
Broker: Shweta Vazirani / 0212365840 / shwetav@linkbusiness.co.nz

Beauty Salon in Prime Location ref: 18631

Stunning salon offering clients a relaxed environment in which to be pampered.

Business has shown strong growth in the last 2 years with plenty of potential for a new owner to continue the upward trend. Rent just \$22,040 p.a.



Good systems in place for easy handover.

Location: Auckland **Asking Price:** \$69,000 plus stock
Broker: Fiona Carter / 0274977707 / fionac@linkbusiness.co.nz

\$235k Surplus – This is where Glory Starts! ref: 18646

Level headed petrol-heads would love this niche entertainment business with, currently, minimum input from the owners.

A working owner with a mechanical and/or marketing background would be beneficial as well as having the drive to grow a business, building on already existing success.



Current investor owners are motivated sellers to free up cash. Current Sellers Discretionary Income is \$235,000 p.a.

Location: Auckland **Asking Price:** Negotiable
Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

Profitable Beauty Salon ref: 18691

Exciting opportunity to own this long established salon in one of Auckland's premier locations.

Good turnover with surplus to part time owner in excess of \$80,000 p.a.



Good lease with rent just \$26,406 p.a.

Good systems in place and plenty of further growth potential.

Location: Auckland **Asking Price:** \$113,000 plus stock
Broker: Fiona Carter / 027 497 7707 / fionac@linkbusiness.co.nz

Well Known Ice Cream Shop in Popular Mall ref: 18620

Do you want to own a business in the most popular Shopping Mall in Auckland?

Here it is! A well known brand and successful franchise system is your way to success!

This Ice Cream shop is proudly owned by the current owner for three years, and it is time to move on.



Easy operation and strong on-going support from Head Office.

Location: Auckland **Asking Price:** \$325,000 plus stock
Broker: Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Cafe in Good Location, Quality Setup ref: 18639

Café has been set up well and is located in a good and growing location, seats up to 40 customers.

Great indoor and outdoor seating to suit all customers.
Lots of parking available on site. In need of a new direction. Turn over approximately \$4,000 to \$5,000 per week.



Be quick. A café like this will not last.

Location: Auckland **Asking Price:** \$85,000 plus stock
Broker: Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Café Restaurant Super Star! North Shore ref: 18690

Wonderful place with wide customer base in this busy beachside suburb and it even enjoys a peep of the ocean!

Heaps of support and possibility of a management team staying in place

On current costs an owner operator should achieve a surplus of over \$325,000. A smart operator should be able to reduce costs further and reap further rewards.



Location: Auckland **Asking Price:** \$1,100,000
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Steel manufacturing with a coating plant ref: 18752

This 40 year-old business has mild and stainless steel manufacturing capabilities.

There is also a unique plastic coating plant on site. This allows the business to sell to niche markets where there is an increasing demand.



The plastic coating is specified for the food, cosmetic, freezing/chilling, chemical and health industries. The added mixture of mild and stainless steels allows unlimited scope.

Location: Auckland **Asking Price:** \$350,000
Broker: Basil Badenhorst / 022 4548 348 / basilb@linkbusiness.co.nz

Wonderful Suburban Restaurant. ROI 31% ref: 18758

This a fabulous local restaurant with average sales in excess of \$50,000 per week, perfect accounts and \$410,000 surplus to a working owner.

A great business to invest in. Proven results and a business to be proud of owning.

If you had a manger in place on a salary of \$70k, you would achieve a Return On Investment of 31%.



Location: Auckland **Asking Price:** \$1,100,000
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Service Station on Main Road ref: 18775

Spacious service station located on a main road.
 Fuel turn over 1.5ML Litres per annum.

Shop weekly turn over circa \$14,000
 Very reasonable outgoings.

Don't miss on this opportunity, contact Anil Vazirani today!



Location: **Asking Price:** \$350,000 plus SAV
Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Fully Managed Café in Auckland CBD ref: 18777

Location, location, location. Very busy area in Auckland CBD. Premises close to a huge property development. Fully managed by well trained staff and led by a store manager. Real potential to grow with an owner operator.

An established franchise store, ideal for 1st time buyers. Beautiful fit-outs and well maintained equipment. Efficient system with gross profit at 72%. Weekly sales close to \$20,000.



Location: Auckland **Asking Price:** \$536,000
Broker: Efen Pascual / 021 782 820 / efenp@linkbusiness.co.nz

Gifts, Clothing and Souvenirs - Pukekohe ref: 18794

Located in central Pukekohe, this long-established business offers an exceptional range of clothing, gifts and souvenirs to local residents, tourists and Kiwis travelling overseas.

An extensive range of products are sold including NZ-made sheepskin slippers, Ugg Boots, Possum & Merino knitwear, All Black clothing, Tui Products, jewellery – the list goes on!



Location: Pukekohe **Asking Price:** \$63,000 plus stock
Broker: Paula Moore / 021 334 699 / paulam@linkbusiness.co.nz

Master Franchise - Niche Service Industry ref: 18803

The Vendors imported this system from Australia where they had been successful franchisees. They started the business in April 2014. From the second month they were in profit running their own franchise business and testing the systems to streamline it for the NZ market.



The business is going from strength to strength with their first franchisee now up and running. They now wish to return to Australia. A profitable business with lots of growth potential here.

Location: Auckland **Asking Price:** \$350,000
Broker: Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

Chinese Restaurant Auckland Central Suburb ref: 18806

This licensed Chinese Restaurant is located on a main road in a desirable Auckland central suburb and now is offered for sale.

Vendor has spent over \$500k to set up this beautiful restaurant.

The owner is compelled to sell due to personal reasons. The weekly taking is \$12,000.



Location: Auckland **Asking Price:** \$195,000 plus stock
Broker: Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

Cafe with Cheap Rent - North Shore ref: 18826

Easy to run Café located in a residential area of Auckland's North Shore. Nice, friendly neighbourhood with a strong regular customer base.



Large operating kitchen with very low rent. The annual rental cost is only \$16,400 + GST Open 6 days, 8am to 3pm. One part time working owner could make between \$110k - \$120k per year!

Location: Auckland **Asking Price:** \$330,000 + Stock
Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

Work from Home Roofing Company Managed ref: 18869

The current manager organises contractors to supply their specialised services to building owners.

Whether it is installing a new products, construction repairs & maintenance, this is all organised and products supplied. Excellent cash flow



Accounts show a consistent increase year by year. 2015 Accounts show owners discretionary earnings approx \$280k.

Location: Auckland **Asking Price:** \$950,000
Broker: Robin Harris / 021-968-779 / robinh@linkbusiness.co.nz

Businesses for sale - Auckland

Lotto Outlet plus \$2 Shop

ref: 18870

First time on the market since 1997. With massive developing plans in the residential and commercial sector of the area, the business will definitely benefit in the future. Ageing couple is retiring and wants to give this great opportunity to people who are energetic and motivated to grow the business. Priced for sale at only \$45,000 plus stock approximately at \$75,000.



Location: Central Auckland **Asking Price:** \$120,000
Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

Retail Chain- Specialised Niche

ref: 18897

3 established stores! An unique opportunity to join the market sector and be part of the largest and independent retailing group in Australasia with strong buying power, an excellent marketing programme and head office support.



This is a thriving business showing a strong EBITD by still plenty of growth opportunities.

The financial benefits could be yours!

Location: Auckland **Asking Price:** \$1,100,000
Broker: Nick Stevens / 021641978 / nicks@linkbusiness.co.nz

Home Based Part Time

ref: 18906

Marine industry related. Vendor has full time job and spends a maximum of 10 hours pw, mainly taking phone calls from new customers wishing to come on board to share a boat.



Customers pay annually in advance for the right to hire a fully surveyed boat on a daily basis for 36 days a year.

Returns approx \$105,500 to the owner plus they have the use of the boats when they are not hired out.

Location: Auckland CBD **Asking Price:** \$449,500
Broker: Robin Harris / 021-968-779 / robinh@linkbusiness.co.nz

Takeaway Shop with Cheap Rent

ref: 18919

This business is located in Auckland Central with heavy foot traffic and regular clientele base.



Currently open 6 days a week, the new owner could further grow the business by opening 7 days.

The business currently makes Fish & Chips, Pies and Chinese food. This is a great business that could be easily run by a family.

Location: Auckland Central **Asking Price:** \$119,000 Plus Stock
Broker: Michael Jiang / 021 531866 / michaelj@linkbusiness.co.nz

Busy Beauty Salon

ref: 18876

Long established salon in idyllic location, this stunning salon offers three treatment rooms.

Long lease with low rental rate of \$14,489 p.a.

Surplus to part time owner in excess of \$90,000 p.a.

Ideal for owner/therapist to realise continued future potential.



Location: Auckland **Asking Price:** \$110,000 plus stock
Broker: Fiona Carter / 027 4977 707 / fionac@linkbusiness.co.nz

Convenience Store for Sale - CBD

ref: 18899

This convenience store in a busy central Auckland location. A secure and stable business environment.

The business currently achieves an average weekly sales, of \$10,000 with 35% Gross Profit margins.



This is an ideal opportunity for an owner operator.

Location: Auckland CBD **Asking Price:** \$180,000
Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

Niche Market Manufacture – unique Products

ref: 18916

Well established, profitable manufacturer supplies primarily into the commercial building industry with some residential.



Growing rapidly and needs committed owner to continue this and take it to the next level. Also imports some product.

Net cash flow over \$400,000 from sales of \$3.2 million. Heading for \$4.5-5.0 million T/O this year.

Location: Auckland **Asking Price:** \$950,000
Broker: Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz

Great Cafe in Devonport

ref: 18933

An excellent Café located in the local community of Devonport. There are no surrounding competitors and is located only a few minutes walk from the beach. Excellent reviews from Trip Advisor and Lonely Planet.



This Café serves 15kg of coffee per week, has a popular menu and a good range of catering options. Weekly turnover is \$8,500. Secure long-term lease at \$3,300.50 inc GST per month.

Location: Auckland **Asking Price:** \$260,000 plus stock
Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

Manufacturer/Distributor Opportunity - Rural ref: 18949

Currently this business is run as a division of a company, mainly servicing the rural sector but plenty of potential in the commercial markets.



Through a wholesale/distribution model you could get to a more profitable economy of scale. The (current) parent company will continue to be a key seller/distributor.

Well protected design registrations in place for both New Zealand & Australia.

Location: Auckland **Asking Price:** \$250,000

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

Franchise Cafe in North Shore Mall ref: 18956

This high profile franchise cafe is located in a North Shore shopping mall.



The business operates under one of New Zealand's best known franchise brands, which has great systems in place and excellent training and support.

The vendor is motivated to sell after successfully running the business for four years. Weekly sales are over \$14,000.

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

Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

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

Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

Impressive North Shore Franchise Cafe ref: 18967

Superb fit out with over 200m2 of space. Great training & support on offer & owners willing to ensure a smooth handover.



- Superb onsite parking
- High visibility in a very busy location
- One of the brand's flagship stores
- Sales around \$30,000 per week
- Very strong weekday and weekend business

Location: Auckland **Asking Price:** \$995,000

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

Laundromat Open 6 Days with Cheap Rent ref: 18968

The business is located in central Auckland suburb with plenty of convenient car park nearby.



Currently open 6 days, Potential for the new owner to take this business to the next level by opening 7 days a week.

Cheap rent and a secured lease in place, 5 washing machines and 8 dryers. Great opportunity for a first time buyer and would be a fantastic business for a family to run.

Location: Auckland **Asking Price:** \$135,000 plus stock

Broker: Michael Jiang / 021 531866 / michaelj@linkbusiness.co.nz

Freehold Hospitality Investment Opportunity ref: 18981

Do you want to be financially independent? If you do, this could be ideal, especially if you are involved in or have an interest in hospitality.



On offer is a FREEHOLD fully licensed profitable restaurant, and a 4 bedroom home, on over 5,600 square metres of land in one of Auckland's fastest growing areas.

The location is outstanding and the potential is amazing!

Location: Auckland **Asking Price:** \$2,910,000

Broker: Greg Mullins / 021 943 844 / Gregm@linkbusiness.co.nz

Home and Garden Retail Business For Sale ref: 18997

This North Shore based retail business offers:

- Prime location at a busy intersection.
- Excellent profit margin for its popular and unique products.
- Consistent 3-year cash surplus over \$125,000 pa.
- Great set-up as family business and easily managed.
- Vendor is willing to give extensive training until the new buyer is confident.



Location: Central Auckland **Asking Price:** \$435,000

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

Franchise Cafe in Office Building ref: 18998

This day-time cafe is located in a multi-level corporate building and has a beautiful top quality fit-out. This busy cafe is currently semi-managed and making good profit to the owner. Full time operator should make more money and improve the sales. Vendor is selling due to overseas family commitments. The cafe is now bringing in over \$11,000 per week. A full time owner/operator could make around \$150,000 a year.



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

Broker: Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

Businesses for sale - Auckland

A Brilliant CBD Daytime Espresso Cafe

ref: 19012

This extraordinary café has taken the word 'iconic' to a whole new level!

It has a reputation that is international, sales and profits that are exceptionally high and systems that are sound.

What is more the owners are prepared to provide an extended training period to ensure the new owner gets the best possible start in this exceptional venue.



Location: Auckland **Asking Price:** \$1,450,000

Broker: Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Make this your own

ref: 19059

Be it Aluminium, mild or stainless steel this jobbing shop can fabricate it.

With 5 full time staff and the working owner this business is growing and making money.

After 8 years the current owners are retiring. The long-standing customer base also contains blue chip companies who look to this fabricator as the "Go-to shop".



Location: Auckland **Asking Price:** \$276,000

Broker: Basil Badenhorst / 022 4548 348 / basilb@linkbusiness.co.nz

5 days Cafe with Good Turnover

ref: 19085

This cafe is located on the main road and surrounded by many offices. It is a steady and easy- managed café shop with room space close to 300 m2, a seating arrangement for inside about 80, outside about 28.

Fully liquor licensed, it is easy to park in front of the shop. Opens 5 days, turnover average weekly is around \$15,000. High Coffee Sales at about 27kg a week with reasonable Rent and Opex.



Location: Auckland City **Asking Price:** \$480,000 + Stock

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

Licensed Japanese Restaurant 5 Days CBD

ref: 19127

This is an excellent opportunity to operate your own Japanese Restaurant in vibrant Auckland City.

- Busy main road location
- Long secured lease in place
- Currently open only 5 days a week
- 50 indoor and 10 outdoor seating
- Under staff management



Location: Auckland **Asking Price:** \$79,000 plus stock

Broker: Michael Jiang / 021 531866 / michaelj@linkbusiness.co.nz

Cafe Opportunity Herne Bay

ref: 19050

- * Great location on the main road in Herne Bay
- * Business under management but suits an owner operator
- * Excellent potential to improve sales
- * Motivated vendor must sell due to personal circumstances
- * Current turnover is around \$5,000 but was \$9,000 previously
- * Priced for sale at \$110,000 plus stock



Location: \$111,000 **Asking Price:** \$111,000

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

Wendy's Supa Sundae - Top Mall location

ref: 19083

Leading franchise business and a successful franchise chain. Easily operated and will suit either a working couple wanting their own first business or a seasoned operator.

Owner needs a change after operating this store for 10years and the business is offered for genuine sale.

Full training provided with the vendor & franchisor to ensure a smooth transition.

Location: Auckland **Asking Price:** \$155,000 plus SAV

Broker: Shweta Vazirani / 0212365840 / shwetav@linkbusiness.co.nz



Franchise System – Household Name

ref: 19119

A well-established brand that is known in most homes in NZ. Steady cash flow with a stable nest of franchisees.

The business has an extremely modern up-to-date IT platform which make the business very mobile to the point where it could be operated from a home office.



Interested parties having to go through a confidentiality process and proof of purchasing ability.

Location: Auckland **Asking Price:** \$2,200,000

Broker: Nick Stevens / 021641978 / nicks@linkbusiness.co.nz

Well established heavy automotive workshop

ref: 19152

Operating for 30 plus years, has an establish client base. Including parts inventory of \$80,000 & fixed assets of \$55,000

- Exclusive agencies
- Turnover in 2015 \$1M/ Highly profitable
- Sellers discretionary earnings \$320,000
- Excellent staff
- Opportunities to grow the business



Location: Auckland **Asking Price:** \$625,000

Broker: Martin Plom / +64 21 051 5507 / martinp@linkbusiness.co.nz

Profitable CBD Franchise Bakery

ref: 19177

This proven, well run bakery enjoys a high profile position in an upmarket area.

The owner's main focus is on managing the business, marketing and improving the profitability. The brand is well known, the suppliers are robust and the training thorough.

Ideal for a well presented, motivated operator with good communication skills.

Location: Auckland **Asking Price:** \$768,000

Broker: Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz



Clevedon's Pumping

ref: 19048

This pumps installation and service business has been operating for many years as a profitable division of Clevedon Rural Supplies and is now available for a new owner to take it to the next level. Clevedon is booming with significant residential growth projected through Council's Plan Change no 32.

Leading pump brand distribution agencies, sound customer base and a growing community where everyone needs water. SDE: \$149,215.

Location: Clevedon, Auckland **Asking Price:** \$430,000 plus stock

Broker: Tony Andrew / 09 555 6035 / tonya@linkbusiness.co.nz



Jamaica Blue Espresso Bar Waiheke

ref: 19193

Exciting new site to be built in the new Countdown complex on bustling Waiheke Island. This will be an opportunity for an owner to have a great site, brand, support Jamaica Blue and lifestyle on this jewel in the Hauraki! Jamaica Blue will serve great coffee, snacks, muffins, slices etc.

Foot traffic past this business should be busy as it will be in the entrance to the complex.

Location: Waiheke Island **Asking Price:** \$255,000

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



Postshop, Kiwibank & Lotto

ref: 19201

Very busy Postshop in one of the busiest South Auckland shopping centres. Postal services incl bill pay, Kiwibank & a Lotto franchise. Plus an Auckland Transport agency to sell the "Hop" cards and top ups. A Kiwibank ATM machine brings in a net site rental of approx \$9,000 per year.

This is a very busy operation and it has a big turnover that generates a healthy six figure income for its owner. Be quick, it's good!!

Location: South Auckland **Asking Price:** \$430,000 plus stock

Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz



Home Care Services

ref: 19230

Senior care is one of the fastest growing industries in NZ. Here is an opportunity to own your own business in a sector that is expected to increase dramatically over the next few years due to our ageing population.

Join this premium brand, providing older adults with quality care that enables them to live happier, healthier lives in their own homes.

Be in quick to secure your area!

Location: Auckland **Asking Price:** POA

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



Rest Home in Ideal Auckland Location

ref: 19231

Long established rest home business in a purpose built facility. Mostly single rooms. Highly accessible location, very convenient for families to visit their loved ones.

Currently licensed for 22 beds with extra accommodation for the owner or a manager. Well-trained staff in place.

Residents enjoy the beautiful garden and the flat section. Long and secure lease of over 20 years.

Location: Auckland **Asking Price:** \$795,000

Broker: Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz



Food Manufacturing - Niche

ref: 19240

Food manufacturing, web based with home delivery. The business markets a range of specialised products directly to the end consumer and or using a third party for distribution.

Would ideally suit someone in the food manufacturing sector who is looking for extra sales added (\$690k plus) to their existing business or someone with skills in this industry looking to break out and be their own boss.

Location: Auckland **Asking Price:** \$250,000

Broker: Nick Stevens / 021641978 / nicks@linkbusiness.co.nz



Central Auckland Gym

ref: 18569

A well-located, high visibility, profitable, specialty gym with added value operations and opportunities for growth. Great team of contracted instructors. Operates off-site corporate classes. Contracts classes for educational institutions. Holds distribution rights for branded fitness product range. Comprehensively equipped. Good lease.

Great opportunity for a good customer relationship manager with a passion for fitness and training. SDE: \$149,215.

Location: Auckland **Asking Price:** Please consult broker

Broker: Tony Andrew / 09 555 6035 / tonya@linkbusiness.co.nz



Businesses for sale - Auckland

Telecom/IT Distributor with Blue Chip Clients ref: 18614

Profitable importer and distributor of leading technology brands with a Blue Chip customer base in New Zealand and the Pacific. Well reputed for top level implementation and service. Opportunity to develop distribution agreement rights in Australia. Plenty of potential for those with IT/telecommunications capability and the right customer service approach.



Would also make a sound acquisition for an existing operator in this sector. SDE: \$141,305.

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

Broker: Tony Andrew / 09 555 6035 / tonya@linkbusiness.co.nz

Highly Profitable Restaurant. 6 Nights Only ref: 19321

This a well-run and extremely profitable local restaurant and is only open 6 nights pw! An owner operator should earn well over \$350,000 pa, that's over 35% ROI.



This place has been really steady under the same owners for over 5 years. All systems are in place and the staff are solid. The place enjoys huge amounts of repeat business. If you want to increase the business just open that 7th night and even for lunch.

Location: Auckland **Asking Price:** \$995,000 plus stock

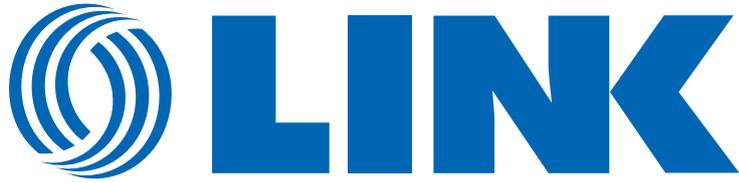
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

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LINK was founded in Auckland in 1996 to provide New Zealand with a high quality business brokerage.

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LINK has grown from a small and local brokerage to the pre-eminent business brokerage in the world. With offices across New Zealand, Australia, South Africa and the United States. LINK is proud of its growth and market dominance - based on results and integrity.

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Businesses for sale - Bay of Plenty & Waikato

Project Management Foodie Required

ref: 19153



Can you organise large teams of staff, stay within budgets, love critiquing food and exceed customer's expectations? Do you want to work on your business rather than in your business?

If yes, then look no further. All the tools, branding and sales are in place, the hard part is done, you will be developing and growing an existing business.

This trendy eatery located in the heart of Tauranga has come onto the market, with a special tavern licence to boot! Turnover is close to \$2 million and growing every month.

Location: Tauranga

Asking Price: \$980,000

Broker: Theresa Eagle / 021 289 0949
theresae@linkbusiness.co.nz

Freehold - 2151m2 in Central Tauranga!

ref: 18755

The present owners converted their 8 Unit Motel Complex to long term accommodation 20 years ago. This business has provided an attractive income for them and their 3 bedroom character home on the property is very comfortable.

"Retirement now Beckons!"

- 4 x Studio Units
- 2 x One Bedroom Units
- 2 x Two Bedroom Units
- Water views on boundaries of property

Location: Tauranga **Asking Price:** \$1,245,000 plus GST (if any)

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



Lakefront Lodge - Rotorua - FHGC

ref: 15942

If you're looking for an investment which is located on one of Rotorua's most exclusive addresses, that features a deep Jetty with riparian rights. Only a few minutes from CBD, Rotorua International Airport & some of NZ's top tourist attractions, then call me. Land 3,773 sqm, two titles, 10 rooms, two dwellings, plus stand alone managers flat. Price includes freehold title and business.

Location: Rotorua **Asking Price:** \$3,450,000 plus GST (if any).

Broker: Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz



Low Risk, Well Systemised Investment

ref: 19053

Well-structured with comprehensive "lean manufacturing style" procedures in place covering all day to day operations. Cross-trained personnel ensuring a low stress, seamless & highly professional customer service & operations is maintained. Totally modernised business, with quality up-to-date equipment. Net cash surplus to one working owner over a 3 year period just short of \$200,000 pa.

Location: Hamilton **Asking Price:** \$650,000

Broker: Aaron Carter / 021 196 7778 / aaronc@linkbusiness.co.nz



On Call From Home - Earn 95K Per Year

ref: 17919

Plumbing/drain laying related business developed 3 years ago. Can be operated from home, is on call averaging approximately 20 hours per week, ability to expand business further. Business comes with all equipment, vehicle, website, 0800 number and full training will be provided. Ideal owner operator, Net surplus of almost \$95,000 in 2014.

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

Broker: Grant Jacobson / 027 454 0432 / grantj@linkbusiness.co.nz



Businesses for sale - Bay of Plenty & Waikato

Long Standing Florist Shop For Sale

ref: 19045

In a fabulous location in central Tauranga, and successfully operating for many years. An impressive turnover and income to the part-time working owner. If you have always wanted to be a florist and have your very own business, this could be your answer. Great staff and favorable lease in place with rent only \$14K plus GST per annum.



Location: Tauranga **Asking Price:** \$89,500 including stock
Broker: Lisa Lloyd / 027 685 4556 / lisa@linkbusiness.co.nz

Function Venue with 180 Degree Views

ref: 18257

Dedicated functions venue, which has a lovely layout to cater for weddings, corporate functions and social events.



Over the years the systems & plant have been implemented to maximize efficiency while reducing expenses. Located close to the CBD & accommodation, nearby ceremony & photo shoot locations along with plenty of free parking makes for a sought after venue.

Location: Tauranga **Asking Price:** \$279,000 plus stock
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Owner Operator Wanted for Dominos Taupo

ref: 18611

This is a great example of how this brand has grown and become more sophisticated!

Located on the lakes edge in amongst other upmarket eateries. If you join the Dominos team you will get 6 weeks of extensive training.



What you do need is the drive and enthusiasm to grow this business further. The initial hard start up work has been done it now needs a "face" to get into the local community.

Location: Taupo **Asking Price:** \$675,000
Broker: Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

Fabulous Location, Profitable Cafe

ref: 18689

Successful well positioned 7 days a week café. Well-staffed, with great systems in place to enable the new owner to continue trading from day one. All food is made onsite & the coffee machine feels like it doesn't stop all day! Offering a yummy cooked blackboard menu or cabinet food. Lease \$846.00 per week plus GST. Turnover per week over \$20,000,00 inc GST. Returning over 200,000.00 net surplus to 2 working owners.



Location: Waikato **Asking Price:** \$495,000
Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz

Mini Super Market with LOTTO - Waikato

ref: 18682

Mini Super Market with Lotto in a busy location with plenty of designated car parks.

Weekly T/O Dairy Sales - \$40,000 + LOTTO Sales - \$3,000 (Lotto installed 2 Months ago)

Good storage and a chiller room. Good profit margins & very low outgoings. Rent only \$377.70 Including GST per week.



Location: Waitako **Asking Price:** \$685,000 plus SAV
Broker: Anil Vazirani, / 021 0277 8149 / anilv@linkbusiness.co.nz

Mount Eatery: Location Location Location

ref: 18753

Fantastic licensed eatery & bar. Has all the right attributes, just needs a hands on owner to pick up the reins! Great lease in place until 2027 & currently running at approx. 9% of turnover. Currently trades limited hours, so scope to increase turnover. The venue lends itself well to private functions and this is a growing side of the business. A great opportunity and the vendor has priced it to sell.



Location: Mount Maunganui **Asking Price:** \$248,000 plus stock
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Hospitality Investment Opportunity

ref: 18696

The handsome tavern's turnover is \$1.3 million a year from the cafe/bar operation.

There are more options including fine dining, function or a three bedroom accommodation that has a beautiful view. This long established steady business is lucrative to the current owner.



\$1,500,000 plus stock (\$500,000 plus stock for business; \$1,000,000 plus GST if any for the land and building)

Location: Whanganui **Asking Price:** See above
Broker: Hannah Jiang-Hardellet / 021 876 122 / hannahj@linkbusiness.

Leave Auckland & Move to Whakatane

ref: 18927

Steady with systems in place, the owner has been running this restaurant as a relaxed lifestyle business over the last couple of years. \$160,000PA for a working owner, & you do not need to be the chef! Customer service experts & business minded people will love this opportunity. Awesome lease, beautiful fitout & water views. Currently closed on Sundays & public holidays. Get in before summer is on our doorstep!



Location: Whakatane **Asking Price:** \$388,000 plus stock
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Businesses for sale - Bay of Plenty & Waikato

Not a "Patch" on this Business!

ref: 19123

Specialised machines produce apparel logos, embroidery & patches. One working owner operates this easy to run 5 day week business which shows excellent growth past 4 years trading. Website attracts business, orders nationwide and overseas, plus local referrals keep the order book full. Rent \$7,700 plus opex. Central Tauranga location. Genuine reason for sale so if this opportunity sounds like you contact the broker today.



Location: Tauranga **Asking Price:** \$90,000 plus SAV (+GST if any)
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Embroidery Returning Owner \$300K

ref: 19000

Well-established & highly profitable, located in a lifestyle destination.

- Sales +\$1m with 3yrs of consistent growth
- Normalised cash surplus to owners approx \$300K p.a
- Established 15 years plus
- Good lease/s in place
- Long standing & loyal client base
- Solid staff structure in place
- Potential 30% Return on Investment for acquisition (pre interest, tax and dep)



Location: Bay of Plenty **Asking Price:** \$600,000
Broker: Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

Popular Variety Store in Waikato

ref: 19234

An established business located in a desired Waikato area, which has been successfully run for many years.

The business could be easily run by a working couple or one working owner with help of a part time staff. It opens 9.00am to 5.00pm Monday to Saturday and 10.00am to 3.00pm on Sunday. The average turnover is around \$5,000/week with attractive margin. For more information, call the broker today.



Location: Waikato **Asking Price:** \$150,000
Broker: Shirley Xu / 027 251 0758 / shirleyx@linkbusiness.co.nz

Paper Plus - Taupo

ref: 19166

With over 25 years in Taupo, Paper Plus is a well-established store located in a prime position on Taupo's busiest shopping street. The shop has recently been renovated and refreshed. Excellent neighbours include a bank and high quality retail stores.



A great opportunity to join a well-recognised and growing brand providing excellent support. Turnover in excess of \$1.3m and growing. Great location.

Location: Taupo **Asking Price:** \$385,000 plus stock
Broker: Paula Moore / 021 334 699 / paulam@linkbusiness.co.nz

Childcare Centre FHGC - Hawkes Bay Rural

ref: 19129

Business plus Land & Buildings. Licensed for over 30 children, at the heart of a strong rural community. Purpose-built premises, enjoying very good occupancy, . Excellent, stable staff in place. Ideally suited to an owner/operator wanting a centre that has demonstrated its ability to provide a quality early learning environment. An opportunity to secure an excellent centre at a very reasonable price.



Location: Hawkes Bay **Asking Price:** \$810,000 plus GST (if any)
Broker: Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Customer Service Aficionado

ref: 19176

Very in-vogue Mount eatery has captured the smart casual dining, the strong sales reflect this. Ticking all the boxes in so many ways, that it will not be on the market long.

- Strong steady growth - Tick
- Excellent lease - Tick
- Current owner not the chef - Tick
- Superb location - Tick
- Returning part time owner over \$120,000 PA - Tick



Work and live life in the best place - Mount Maunganui! Phone today.

Location: Mount Maunganui **Asking Price:** \$480,000
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Catering Business - Commerical Kitchen

ref: 19136

Fabulous set up with some major local corporate names as catering clients. Fantastic opportunity to take this business to the next level. Well-staffed with great systems in place. Fabulous spacious kitchen with option to open takeaway cafe. Sales are growing year after year with many options here to grow and expand on existing business. Great lease in place. Don't delay call me today!



Location: Waikato **Asking Price:** \$395,000
Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz

Make No Mistake, This will be Sold!

ref: 19137

- Situated in the sunny Bay of Plenty
- Leaders in the stainless steel design and the fabrication field
- Long established, and has always maintained a great reputation
- Their client list includes many well know nationwide companies
- Many of their skilled staff have been with the company long term
- The business has plenty of upside for a new owner with skills in marketing



Location: Tauranga **Asking Price:** \$495,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Businesses for sale - Bay of Plenty & Waikato

Tauranga Central Café

ref: 19202

A popular 2 year old Café with Indoor/outdoor seating.

- Weekly sales averaging over \$4,000
- High profile location on Cameron Rd
- Attractive rental and lease in place
- Busy offices on both sides – customer traffic.
- Present owner retiring due to ill health.
- Suit motivated working couple or family unit
- Plenty of storage – opportunity here!



Location: Tauranga **Asking Price:** \$95,000 plus stock
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Childcare Centre FHGC - Bay of Plenty Rural

ref: 19180

Licensed for over 50 & fully managed, this centre provides a fantastic environment for learning and play. Excellent staff, very good occupancy and profitability combine to make this very desirable. If you could picture your ideal early learning centre, this would be it. Very tidy accommodation is available as well. Land & buildings are below valuation at \$1.1 million and the centre business is priced at \$750,000.



Location: Bay of Plenty **Asking Price:** \$1,850,000 plus GST (if any)
Broker: Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Big Space for Big Hospitality Business

ref: 19306

Tidy big cafe/restaurant/bar. High profile sunny location, indoor & outdoor seating. Ample parking nearby. Solid long lease with no earthquake or demolition issues. Excellent kitchen facilities with pizza oven. Great chefs & staff in place. Liquor license 8am-12am, 7 days and own designated keg room. Big space at 284.3m2. If you are looking for a big open space, which gives you many options then call me today.



Location: Tauranga **Asking Price:** \$350,000 plus Stock
Broker: Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Essential Dairy Service Business!

ref: 19249

One stop shop for all Dairy farm essentials, from milking machines through to water supply. Established 25yrs ago & has built up a reputation to be envied. Selling, installing & maintaining three market leading dairy brands.

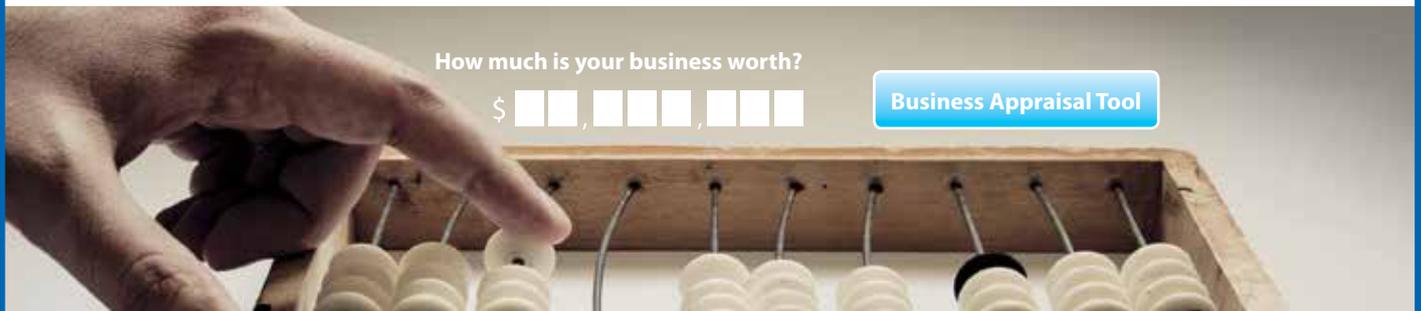
Excellent, competent & settled staff who have been with the company for many years. Services include as well as many others; engineering, new dairies and upgrades and effluent systems.



Location: Waikato **Asking Price:** \$1,400,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

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Businesses for sale - Wellington

THAI RESTAURANTS (2)

ref: 17097

Two exceptionally well run Thai Restaurants, both producing a managed profit for the owner are available for sale. These restaurants enjoy a good reputation with regular clientele, both have good leases and have long established staff who are well trained in all current business systems. AND they're very realistically priced! Buy one and run a restaurant. Buy both and run a business!



Location: Wellington **Asking Price:** \$195,000 & \$265,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

CENTRAL CITY CAFE

ref: 17367

This iconic, high profile Wellington Café is for sale for the first time since 2003 and would be considered a jewel in any multi-site café operator's crown. Outstanding location, sound building with high NBS rating, good lease, & liquor license. It's all there. The current owners are independent operators and the business stacks up as an independent owner operated café. A scaled operator could do even better!



Location: Wellington **Asking Price:** \$395,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

GLOBAL SUB SANDWICH - NRTH WLG REGION

ref: 17946

Be a part of the worlds leading sandwich franchise and benefit from outstanding training, systems, branding and cash flow.

- Owner Operator Required
- Quality business experience required
- Customer and service focused
- Able to motivate and lead staff
- Willing to travel for superb training



Location: Nrth WLG Region **Asking Price:** \$240,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

WASTE WATER INFRASTRUCTURE REPAIR

ref: 18429

This specialist waste water maintenance business is regarded as the 'go to' company for infrastructure trouble-shooting and repairs. They are market leaders in innovative repair systems and techniques and have developed several industry leading technologies which have provided a strategic advantage. This is a great strategic purchase for an industry operator wanting a Wellington presence. Genuine reasons for selling.



Location: Wellington Region **Asking Price:** P.O.A.
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

OFFICE AND HOME RELOCATIONS

ref: 18500

One of Wellington's leading commercial and residential relocations business's is available for sale and would provide a great opportunity for an existing operator to expand or to get a footprint in the Wellington market. This business is semi-managed (owner is very part-time), has a great management structure and is strategically located. The sale includes a comprehensive fleet of trucks.



Location: Wellington **Asking Price:** \$695,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

MECHANICAL WORKSHOP - NATIONAL BRAND

ref: 18622

One of 50 NZ wide service centres, this workshop is in their top 10 performing centres. Location and service have been the key to their success. Owners have achieved their 5 year goals and are now ready for new challenges. Thousands spent on upgrading the workshop. This business is a great workshop for a good mechanic who wants the security of their own business.



Roll your tool box in and get started!

Location: Wellington **Asking Price:** \$195,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

CBD - 5 DAY CAFE

ref: 18647

Excellent owner operated cafe
- Easy to run
- Monday to Friday - no wknds or pblc hols
- Civilised hours - 7.00 - 4.00
- 1 part-time staff member
- Quality cabinet food delivered fresh daily
- Regular, loyal and long standing clientele
- Simple, clean and tidy fit-out
- Opportunity to grow for a growth minded buyer
Need we say more?



Location: WELLINGTON **Asking Price:** \$180,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

TWO CAFES - SINGLE BRAND

ref: 18711

Two cafes operating under a single, non Franchised brand. Two sites provide economies of scale and the ability to distribute staff. One site under management, the other growing rapidly. Both cafes are 7 days and have well trained and professional staff. Strong cash flow gives a new owner a worry free entry into this industry and the ability to grow the business for future gains. Buy one or both.



Location: WGTN & LH **Asking Price:** \$500,000 & \$250,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Logistics Opportunity

ref: 18727

Exciting start up Franchise opportunity. Get up and go with personality are the keys to success in this business. Home based with option to grow. Proven track record. All office functions taken care of by Franchisor. Full training provided. Just follow the 'programme' to succeed. Once established clients provide residual income. This opportunity is limited to 1 only in the greater Wellington region. Enquire now.



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

Broker: Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

IMPORT DISTRIBUTION - HOSPO

ref: 18747

Here's a business that ticks ALL the boxes:

- Growth Industry
- Consumable products - daily sales
- High barriers to entry
- Excellent management systems - IT driven
- Opportunity to expand product range and client base
- Ideal owner operator or husband/wife team
- relocateable

An astute purchaser will immediately see the opportunity to grow and develop this business.

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

Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz



HARLEY DAVIDSON DEALERSHIP

ref: 19139

Harley Davidson are seeking a new Franchisee to represent the lifestyle brand in the Wellington region. Applicants must have a genuine interest in motor-cycling and will be required to have \$1,000,000 in liquid assets. Applications must be accompanied by a \$25,000 application fee. Annual sales range between \$2.2M - \$2.8M with an expected return of 3-5% on sales.



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

Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Coastal Dry Cleaning Business

ref: 18638

A motivated Vendor wishes to sell their Dry Cleaning business which is well established and the only business of its type in the region. The business produces consistent profits for the owner. The Vendor would like an outright sale, but would consider a jointly owned operation which could include the Curtain Cleaning side of the business.



Location: Kapiti Coast **Asking Price:** \$300,000

Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Dairy/Convenience Store

ref: 19126

New in 2010, this well established convenience store is modern, clean, well stocked, and presented in a fashion consistent with inner city retailing. The business enjoys a great relationship with regular customers and spontaneous purchasing from very high and consistent foot traffic. The business has multiple income streams with general dairy lines plus dry-cleaning, Snapper, hot food and drinks and an ATM contract.



Location: Wellington **Asking Price:** \$299,000

Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Global Sandwich Brand

ref: 18814

Outstanding opportunity to gain entry into the world's leading franchise opportunity. Known for its fast, healthy foods and is internationally renowned in terms of promoting 'healthy living'. Assistance will be available and extensive training will be provided to the successful purchaser. This is a managed store and offers a very acceptable return to the investor.



This is an opportunity worth investigating.

Location: Wellington **Asking Price:** \$625,000

Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Strong growth, profitable, well run company

ref: 18925

This is a scaffolding business located in the Wellington region. It has enjoyed strong growth over the last three years with profits increasing in line with growth. Still plenty of opportunity to expand business further.



Established for over 12 years, employing and training local people to the highest standards.

Grab this opportunity. Solid company, solid growth, solid profitability.

Location: Wellington **Asking Price:** \$2,250,000

Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Upmarket Bar and Restaurant

ref: 17776

One of Wellington's finest Bar and Restaurant complexes in the entertainment district has come to the market and presents a significant opportunity for a seasoned operator.



The owners are keen for a quick sale to encourage an enthusiastic buyer to get in before the festive season and busy summer trading period. This venue has it all. Bar, Restaurant, Private Dining room, and Courtyard Bar.

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

Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Businesses for sale - Christchurch & South Island

New Cafe

ref: 13039

Established business now in new location and new premises. Latest fitout, signage and systems. Great coffee and food. Trading ahead of expectations. 7 day operation with good full time and part time staff. The owners are highly motivated to sell. Very realistic price. Call today to discuss with the broker. Owners will seriously look at all offers. Your offer may make a difference.



Location: Christchurch **Asking Price:** \$ POA
Broker: Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Restaurant and Christchurch Bar of the Year

ref: 18609

"Christchurch Bar of the Year 2014" is now offered for sale.

Housed in the historical strategy building on Moorhouse Avenue. The Monday Room is a popular place thanks to their Japanese inspired menu and their impressive selection of wine and spirits. High turnover.



An experienced operator will see the opportunity to take this business to the next level! Call NOW!

Location: Christchurch **Asking Price:** \$ Make An Offer
Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz

Café Business For Sale - Christchurch

ref: 18658

Fully licensed café with high quality, modern fitouts. The business is currently operated under management and would suit a hands-on operator(s), trading 6 days a week, serving great food and fabulous coffee. This place is becoming a popular place with steady turnover, however vendor's circumstances has changed and requires a quick sale, and will consider ANY offers! Be in quick!! Call now to find out more!



Location: Christchurch **Asking Price:** \$ Make An Offer
Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz

Chinese Takeaway, Fish & Chips

ref: 18708

Located on a prime corner site.

Vendor report \$4.5k turnover a week, rent approx. \$500 a week includes GST and rates.

Full training provided.

Motivated vendor is ready to move on, asking \$87,000 but will consider other offers. Call Ryland now for more information!



Location: Christchurch **Asking Price:** \$87,000
Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz

Large Contracting Business

ref: 18866

An exciting opportunity now exists to purchase a very successful Canterbury business. Significant niche. Involved in site preparation, asbestos removal and demolition. Excellent staff. Full range of equipment. Currently very busy with forward work available for some years. Turnover running in the millions with EBPIDT over \$2M. Suit a company seeking to expand, or wishing to extend. Call now to meet with Brian.



Location: Christchurch **Asking Price:** \$ POA
Broker: Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

New Truck Wash Franchise - Christchurch

ref: 18961

Market leading large scale truck cleaning business is expanding their operations and are looking for a Franchisee to run a new Christchurch facility.

Professional and efficient service for small through to large vehicles. State of the art equipment and outstanding business operating systems.

Suit an enthusiastic operator from a transport or customer service background. Comprehensive training & support provided.

Location: Christchurch **Asking Price:** \$90,000 Plus Set Up Costs
Broker: Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz



Marlborough Camp Ground Lifestyle

ref: 18963

A real Kiwi affair for those that can "make their own fun". Located in a stunning bush setting on the banks of the Wakamarina River. Sealed road access a short drive from the main Nelson-Blenheim highway.



Family home plus the grounds offer 24 powered & 20 non-powered sites and 7 cabins. Kitchen, laundry and bathroom facilities. Equipment for all ages. There is plenty of scope for further development/enhancement.

Location: Marlborough **Asking Price:** \$630,000
Broker: Chris Bryant / 03 928 1945 / chris@linkbusiness.co.nz

Busy Fully Licensed Vietnamese Restaurant

ref: 18985

Well-established restaurant showing good profit. Popular location with ample parking, fully licensed with high quality fittings. Average weekly turnover over \$20k.

Motivated Vendors have other plans in mind and need to move on asap.

An opportunity not to be missed! Call Ryland today!



Location: Christchurch **Asking Price:** \$ POA
Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz

Goldmine - Thai Restaurant

ref: 18993

Absolute Prime, Busy, High Profile, Corner site with good off street parking sunny outdoor area. Downstairs a reception, bar and seating for 60. Big kitchen and lots of storage. Upstairs another room with 60 seats served by a dumb waiter to quickly move those meals and drinks. A stylish, practical design. This business has been operating out of this purpose built building on this site for over 20 years.



Location: Christchurch **Asking Price:** \$ Offers Invited
Broker: Phil Adcock / 021 909 950 / phila@linkbusiness.co.nz

Have it All in Hanmer Springs

ref: 19004

The management rights for this 5 star rated complex is now for sale. Located approx 90 mins Northwest of Christchurch Airport, the resort comprises 13 modern apts, furnished to a very high standard, with all modern amenities you would expect from a serviced apartment offering.



This business offers excellent income potential, with a long remaining term. The apt has 3 bedrooms and offers an attractive lifestyle.

Location: Canterbury **Asking Price:** \$879,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

General Engineering

ref: 19007

Machining, welding, fabrication and specialist services to the mining, contracting and heavy transport industries.



Features include: Servicing substantial clients, Large well located workshop, extensive plant, Experienced staff.

Owner approaching retirement. Suit experienced owner operator or industry buyer.

Location: West Coast **Asking Price:** \$290,000
Broker: Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

Logburner Installation

ref: 19036

Established in Christchurch for 15 years. Excellent reputation/history. Fully staffed with flexible owner input.



No building to lease, only requires say a double garage so could be operated from home, and holds negligible stock so low running costs.

Established contacts ensure a regular flow of work with good forward bookings. All set up. Excellent profits for a new owner from day one.

Location: Christchurch **Asking Price:** \$185,000
Broker: Phil Adcock / 021 909 950 / phila@linkbusiness.co.nz

Franchised Café – Christchurch Mall

ref: 19078

Proven success, popular Christchurch Mall location. Currently run under semi-management and showing good profit.



This is your opportunity to become part of a well-established and trusted brand with a system that gives you the on-going training and support.

If this sounds like you, contact Ryland today for a full information pack!

Location: Christchurch **Asking Price:** \$ POA
Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz

Dream Restaurant

ref: 19094

Located in a rural setting, close to the Airport and Riccarton Race Course.



Inside is cosy with a log burner, outside extensive sheltered decking and rolling lawns, trees and grapevines.

There's seating for about 100 people. Sparkling condition with a modern, contemporary feel, a popular business with a growing turnover. Ideal for hands on couple who want to make their mark.

Location: Christchurch **Asking Price:** n/o \$260,000
Broker: Phil Adcock / 021 909 950 / phila@linkbusiness.co.nz

Self-Storage including substantial property

ref: 19122

This self-storage business operates close to the inter-island ferry. Growth opportunities abound for a committed owner to take this well-established operation to the next level.



Presently nets around \$70,000 with very little input. Accommodation is available on site.

Asking \$950,000 which includes 3 sections with a combined value of around \$930,000.

Location: Marlborough **Asking Price:** \$950,000
Broker: Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz

Profitable Niche Dunedin Bridal Business

ref: 19132

Purpose-designed bridal boutique, one of NZ's most comprehensive stockists of designer- and general-label bridal wear. Plus special-occasion formal wear.



Qualified committed staff provide personalised customer service. Wedding gowns professionally altered / tailored in-house.

This turnkey business represents an opportunity for a fashion-focused passionate entrepreneur to enter the wedding/event sector. Enquire now!

Location: Dunedin **Asking Price:** \$350,000
Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Businesses for sale - Christchurch & South Island - Nationwide

5 Day Industrial Café / Lunch Bar

ref: 19174

Located at a popular industrial area, perfect entry level for a single operator or couple. 5 days a week - short hours with weekends off. Food made onsite - high gross margin. Very reasonable rent. Motivated and realistic vendor wants it sold NOW after 4 years of operation. Contact Ryland today!



Location: Christchurch **Asking Price:** Offers invited
Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz

Reputed Pizza Brand - New Stores

ref: 19254

This is a popular New Zealand brand recognised for making classical hawaiian or pepperoni pizza & pittas. Newly established stores. Full training & ongoing support will be provided.



Multiple locations available nationwide. Approval criteria applies.

If you have business experience and a drive to create a good business for yourself this could be the opportunity you have been waiting for.

Location: Nationwide **Asking Price:** \$180,000
Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Zones Landscaping Specialists

ref: 19233

Do you have business experience and are great at managing people and processes? Or, are you a landscaper looking to grow and make more money?



Zones are a one stop landscaping shop – from design through to completion of outdoor projects. Landscaping experience is not necessary but you will need practical and people management skills. If you are looking for a great business opportunity with an excellent support network, then call me today!

Location: Nationwide **Asking Price:** \$50,000 + GST
Broker: Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz

Manufacturer/Distributor Opportunity-Rural

ref: 19140

Currently this business is run as a division of a company, mainly servicing the rural sector but plenty of potential in the commercial fields. This business would benefit from a person experienced in sales & marketing.



You will already have ongoing sales from the current parent company who will continue to be a distributor. While it is an easy product for them to add on to their current range they have decided to focus on their core offering.

Location: Nationwide **Asking Price:** POA
Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

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All LINK NZ offices are Licensed REAA08.

Global Sub Sandwich

ref: 16321



It is truly a privilege to own one of these stores, they are highly sought after and sell quickly.

You must:

- Have a strong customer service focus.
- Have equity or approved finance.
- Be a team player
- Be willing to work full time in the business.
- Have the ability to manage your staff.
- Be prepared to follow the system
- Have the ability to promote healthy eating.
- Have the ability to relocate for lifestyle chooses.
- Be well presented.

Locations Available;

Far North, Auckland, Wellington, South Island, Waikato.
Bank finance of over 50% may be available to approved

This international franchise brand is looking for franchisees to own and operate businesses in major cities and provincial towns throughout New Zealand. This global sub brand has over 40,000 stores worldwide.

Location: Nationwide

Asking Price: \$239,000 to \$950,000

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

New Zealand Post/ Kiwi Bank

ref: 19148



We are looking for candidates who are capable of bringing in a viable/approved host business to either put inside the post shop or move the post shop into your business.

Locations Available Include;

Far North
2 Auckland
7 Bay of plenty
2 Wellington
2 Waikato

Please contact Nick Stevens 021641978 or
Neville Choksi 021 059 9519

We have been appointed by "New Zealand Post" to market company owned stores converted to a "Franchise model".

Outstanding opportunities in 15 locations within New Zealand for a purchaser to own a profitable business.

Location: Nationwide

Asking Price: \$50,000 to \$400,000

Broker: Nick Stevens / 021641978 /
nicks@linkbusiness.co.nz

Businesses for sale - Nationwide & International

New opportunities for Baby on the Move

ref: 17546

Baby on the Move is a NZ grown business and we are looking to expand further throughout the country. Specialising in selling and renting a huge array of baby and toddler equipment and accessories, this is a sort after service.



We are looking for enthusiastic new owners for the following areas: West Auckland, Rotorua, Taupo, Palmerston North, Wanaka/ Queenstown, Rangiora, and Ashburton.

Location: All New Zealand **Asking Price:** \$180K approx

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

Cash Converters

ref: 19189

Looking to build a real business and real profits? Join the world's largest second-hand dealer, market leader in pawn broking and short-term credit.



Over 700 stores in 21 countries (20 in NZ). Extensive training and support provided from an experienced Master Franchisor.

Locations available: Whangarei, Hamilton, Mt Manganui, Gisborne, Napier, Kapiti Coast, Upper Hutt, Dunedin, Invercargill.

Location: Nationwide **Asking Price:** POA

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

Incentive available to start a Para store.

ref: 17641



Para Rubber is an iconic New Zealand brand and still providing specialised products and services only Para can do. The brand is expanding into specific areas in New Zealand and are looking for these new owners. You will need to have good retail skills and be confident to start a store from scratch. But you will have the initial training and ongoing support from Para head office.

To make this a bit easier there is an incentive package with the value of \$75K over a two year period to give you a kick start! Areas needing new stores are; South, West and North Auckland, Wellington and Dunedin. If this sounds like you call now to receive an information package.

Location: New Zealand Wide **Asking Price:** \$250,000

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

Brand Promotion

ref: 17703

In an incredibly brand-focused world, the companies with the strongest brands win!

Own your own business with a proven, well-known brand that has a strong business-to-business sales channel providing branded apparel, promotional material, uniforms and more.



You don't need any experience, but you do need a sales focus and the desire to be your own boss!

Location: Nationwide **Asking Price:** \$250,000

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

Profits in the Tropics

ref: 18901

Combine an island lifestyle with high earnings from a wonderfully conceived tourist experience. Premium location in the heart of a long-established tourism destination. Many opportunities for incremental turnover within the existing facility. It's under management and highly profitable. Kick back and enjoy, or use your business development skills to take it to an even higher level.



Location: Pacific Islands **Asking Price:** \$4,100,000

Broker: Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

This Retail Business is Gold

ref: 19124



Get involved in a retail business that trades in one of the oldest commodities. Become part of a growing franchise that is currently the only one in this market!

The retail stock is stable and you have three different avenues to sell - retail, wholesale and liquidating. No requirements to open Sundays.

Multiple revenue streams within the store & the ability to extend business with satellites stores. Suited to those with a business-mind & customer service skills.

Pricing includes franchise fee, training, store fit out, individual website, and unique software package.

Cash flow capital required approx. \$35,000. The pricing starts from \$44,000 per territory and up to \$135,000 depending on the size and population.

Location: Nationwide **Asking Price:** Start from \$44,000

Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz



Choose your own hours and earn a guaranteed gross income of \$2000* per week as a Green Acres franchisee!

For much less than the cost of a traditional retail franchise, with Green Acres you'll enjoy financial security plus all the benefits that come with being self-employed. And you'll be backed by ongoing support from the country's most well-known and successful home cleaning business!

* Guaranteed income varies depending on initial investment and hours worked. Visit greenacres.co.nz/calculator to see how much you could earn as a Green Acres franchisee.

To find out more contact:
LINK Auckland, Ellerslie (REAA08)
Mike Fokkens 021 598 188
michaelf@linkbusiness.co.nz
Paula Moore 021 334 699
paulam@linkbusiness.co.nz



ONCE YOU BECOME A HUBBY, EVERYONE WANTS YOUR NUMBER

For over a decade, Hire-A-Hubby have helped Kiwis nationwide to improve their properties with skilled service and a can-do attitude.

If you have skills in project management, team leadership, a trade or general property maintenance work then Hire-A-Hubby could be the ideal platform to help you build a successful business.

A variety of natural service and installation contracts ensure there's always plenty of work available in both the residential and commercial sector.

To find out more contact:
LINK Auckland, Ellerslie (REAA08)
Mike Fokkens 021 598 188
michaelf@linkbusiness.co.nz
Paula Moore 021 334 699
paulam@linkbusiness.co.nz

Plus you'll be able to leverage the benefits of the hugely popular Hire-A-Hubby brand - including impressive discounts on materials, fuel, hardware, vehicles and more from companies such as Bunnings, Z Energy, VW, ANZ and Vodafone.

For a smaller initial investment comparative to most other franchise systems you'll enjoy flexible working hours, control over your income, and the support of an award-winning business that's - dare we say it - in pretty amazing shape.



Teach a person to fish...



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Good Governance™ is a leading provider in taking the proven principles of Corporate Governance and simplifying these right down for the benefit of your everyday business owner.

We help SMEs (Small to Medium Enterprises) to hold short and punchy Board Meetings to bring greater stability and direction to their business.

Check & Review combined with Planning is an excellent practice to master in business.

**“TEACH A PERSON TO FISH
AND THEY WILL FEED THEMSELVES
FOR LIFE”**

In order to meet growing demand we are looking for experienced business people with excellent communication skills to join our team.

You don't need to know everything as full training will be provided.

Live local and work local – a real quality of life!

Call now as this one ticks all the boxes –

- ✓ **written guaranteed income**
- ✓ **vendor finance (to the right people)**
- ✓ **projected income in the first year of \$161,260 after expenses**

LOCATION	Nationwide
ASKING PRICE	\$86,956.52 + GST
LISTING	19016
BROKER	Robin Harris 021 968 779 robinh@linkbusiness.co.nz

* Commissions paid for professional referrals

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Development Scheme).



Freehold Motel Northland ref: 18469

Retirement/lifestyle + income = tranquil spot looking over very popular harbour.

6 unit motel • Units have new carpet/lino, freshly painted with new chattels • New balustrading along front of complex • Exterior building freshly painted • 2 bedroom owners accommodation with deck.

Location: Whangaroa

Broker: Jenny Blain / 021 455 421

jennyb@linkbusiness.co.nz

SOLD

Freehold Motel Opportunity ref: 18244

A rare FHGC investment opportunity with generous income and incredible development potential. The property features 18 motel units, 6 of which were newly built in 2012 to 5 star, apartment-style standard. 7 older units, 4 deluxe spa bath units and generous two brm family apartment. Revenues are strong and net profits are trending upwards.

Location: Kerikeri

Broker: Michael Osborne / 027 242 6882

michaelo@linkbusiness.co.nz

SOLD

Whangarei Tonic Restaurant ref: 18118

This iconic restaurant is perfectly poised for a new owner to capitalise on the excellence it has already achieved. It is rated amongst the top 10 (out of 80) in Whangarei on Trip Advisor. The intimate, fully licensed restaurant seats around 30 diners, who enjoy fine dining in a warm and friendly atmosphere.

Location: Whangarei

Broker: Graham Mitchell / 021 411 873

graham@linkbusiness.co.nz

SOLD

Property With Great Profit ref: 19091

Great Profit Margins, Asking \$3,521,000. This is easy to run home-based business. This is a well-established business property that specialises in the business operation in Auckland region. The current owners have another business reason for selling. Full property management training will be provided to assist the new owner.

Location: Karaka

Broker: Yong Wu / 021 067 8980

yongw@linkbusiness.co.nz

SOLD

Roast Takeaway Wants Offer ref: 18819

The current owner bought this business and spent thousands of dollars to renovate it. The business is still growing. It has got great equipment including high-pressure Deep Fryer, Potato Peeler Machine, Industrial oven and Walk-in cool room. Turnover now is \$5,000 Per Week, Rent is Only \$278 a week including GST.

Location: East Tamaki

Broker: Yong Wu / 021 067 8980

yongw@linkbusiness.co.nz

under CONTRACT

Restaurant on Dominion Road ref: 18977

This well-known restaurant is located in a prime location of Dominion Road. It has seating up for 80 people, BYO licensed, easy parking nearby. This restaurant got a large kitchen, Weekly Rent is ONLY \$1,465 inclusive of GST.

Location: Auckland City

Broker: Yong Wu / 021 067 8980

yongw@linkbusiness.co.nz

under CONTRACT

Bar & Eatery ref: 17829

A very sound, profitable, rapidly improving managed bar that is relatively easy to run. It is well equipped, has plenty of character and is earthquake compliant. Furthermore the building including adjoining premises can also be purchased for \$1.5m plus the price of the business, so why not be your own landlord as well!

Location: Northland

Broker: Greg Mullings / 021 943 844

gregm@linkbusiness.co.nz

SOLD

Niche Construction & Services ref: 18221

This long established and well regarded Auckland based business undertakes specialist construction related projects across greater Auckland. The current owner's role is general management, project management & customer-facing sales. There is little or no requirement for an owner to be "on the tools".

Location: Auckland

Broker: Bruce Cattell / 021 779 439

brucec@linkbusiness.co.nz

SOLD

Freehold Motel with a Twist ref: 18703

Set on 5 acres, the lush grounds are home to 7 individual cottages that beautifully reflect the character and personality of the surrounding wine region. You'll feel right at home in the owners / managers on-site house - a private and independent abode that allows you to relax after hours with picturesque views.

Location: Kumeu, Auckland

Broker: Michael Osborne / 027 242 6881

michaelo@linkbusiness.co.nz

under CONTRACT

Beachfront Cafe Restaurant ref: 17727

Looking for a Cafe/Restaurant/function business that is absolute beach front? This would have to be one of the prime locations to hold a celebration, after work drink or a romantic evening. The business is showing good annual growth with plenty of potential left. Currently under management the business would also benefit from owner operators.

Location: Tauranga

Broker: Nuree Allan / 0274 466 987

nureea@linkbusiness.co.nz

SOLD

Smooth Cafe - Great Profits ref: 18161

Want to own a cafe that keeps growing from strength to strength? This great performer continues to grow & is showing great profits. One of few in the area that has fantastic seating for meetings/large groups without sitting on top of each other! Food is made on site in its large kitchen & there is a unique licence in place for the evening trade.

Location: Tauranga

Broker: Theresa Eagle / 021 289 0949

theresae@linkbusiness.co.nz

SOLD

Refrigeration & Air Conditioning ref: 18245

Established for over 15 yrs • Blue chip commercial clients on contracts • Elite Dealership Status and secure supply agreements in place • New Lease located in busy industrial zone with sub lease opportunity Sales and Profits steady and consistent • All Plant equipment in excellent condition.

Location: Hawkes Bay

Broker: Steven Matthews / 021 848 873

stevenm@linkbusiness.co.nz

SOLD

Fire and Rescue Training ITO ref: 18442

A well established training organisation that focuses on fire safety & rescue training, would be an ideal add-on to an ITO or other training provider. Could also be a great opportunity for 2 or three NZFS officers to band together and continue to build this business by leveraging their existing knowledge and expertise.

Location: Wellington

Broker: Dave Morgan / 021 471 992

davem@linkbusiness.co.nz

SOLD

Auto workshop & Vehicle Rental ref: 17782

Branded Auto Repair and Servicing business, a Genuine Parts Service Agent for leading vehicle brand and a Vehicle Rental business to round it all off. Three strong revenue streams in the one business! Add a Licensed AA repair shop, and an MTA Member. How much more credibility can one workshop have?

Location: Wellington

Broker: Dave Morgan

davem@linkbusiness.co.nz

SOLD

NZ Manufacturing \$300k+ ref: 18646

This is a New Zealand Kitchen manufacturing company sourcing raw materials and key components from both local sources and off shore. They are competitive in the market place working with both B2B (home group builders) as well as B2C (the consumer market). Massive growth into home builder group market.

Location: Auckland

Broker: Rudy Kokx / 021 421 346

rudyk@linkbusiness.co.nz

SOLD

Businesses for sale - SOLD

Software Solutions

ref: 16827

Huge opportunity for a professional with an affinity for technology solutions and great marketing skills. Superior cloud based fully integrated Tier 3 software system to meet the needs of business owners seeking to improve their business performance. Multiple revenue streams. Joint venture option or outright sale.

SOLD

Location: Christchurch

Broker: Barry McFedries / 021 873 243
barrym@linkbusiness.co.nz

Brew Moon Licensed Cafe

ref: 17480

Popular cafe situated just south of Amberley on State highway 1 about 40 minutes from Christchurch. Set in pleasant countryside surroundings. Open 7 days a week for lunch and dinner. Solid regular client base. Good lease; reasonable rental. Current owners administer the business which is steadily profitable. Suit a couple with hospo background.

SOLD

Location: Amberley

Broker: Brian Pankhurst / 021 334 865
brianp@linkbusiness.co.nz

Excellent Motel

ref: 17876

Attractive two-storeyed Christchurch motel in a prized highly visible corner location. Excellent mix of well-presented easy-care units. 4 Star Qualmark rating. Good lease, very reasonable rental. Outstanding consistent profitability. This is a great opportunity just waiting to be snapped up - make it yours!

SOLD

Location: Christchurch

Broker: Athol McCully / 027 433 8052
atholm@linkbusiness.co.nz

Vacuum Cleaner Mega Store

ref: 18022

Vacuum Cleaner Mega Store Franchise. Substantial retail presence in fast growing suburb. Franchise fee on purchase price • Owner operator 150k + potential • Gross Profit 40%, Turnover \$1m • Market Leader with wide range of stock • Price reduced to 500k plus stock.

SOLD

Location: Manukau

Broker: Neville Choksi / 021 059 9519
nevillec@linkbusiness.co.nz

Established Cleaning Company

ref: 19178

This business has 180 on-going clients and is doing on average 30 - 40 one-off cleans per month and 480 on-going cleans per month and are provided by 3 groups of 2 contractors. The sale of the business includes 4 websites with combined over 3,000 monthly visitors and generating over 400 leads per month.

under CONTRACT

Location: Auckland

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

North Shore Cafe. \$30k pw

ref: 18326

This is a fabulous cafe business located in a very high foot traffic area with a captive audience! The current owners have been there for over 6 years. There is seating for well over 100 people both inside and out and superb parking in the area. An owner operator should expect to earn between \$250,000 and \$275,000 pa.

SOLD

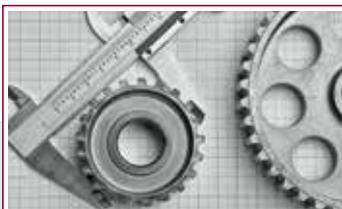
Location: Auckland

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

LINK Corporate Division Mid-Market Sales & Acquisitions

0800 546 528
linkcorporate.co.nz

LINK Corporate is a division of New Zealand's largest business brokerage; **LINK - The authority on selling businesses.** Founded in 1996, LINK has enjoyed considerable growth since becoming an international network of brokerages. While LINK deals with businesses of all sizes and from all industries, LINK Corporate specialise only in larger more significant businesses, typically selling for in excess of \$1 million.



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Current Opportunities include:

- Large Scale Dairy Unit
- Manufacturing Import & Wholesale
- Investment Partnership
- Construction Industry
- Stainless Steel

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Team of Brokers

Our brokers have acquisition opportunities for serious investors. If you are considering selling a business or are looking to acquire a business, a broker from our LINK Corporate team may be your ideal partner.

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