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The authority on buying and selling businesses

NEW ZEALAND EDITION, APRIL - JULY 2016

Intellectual Property

What to Think About
When Buying or
Selling a Business

Gold Rush - Northland

Business Brokers'
Responsibilities &
Obligations

Hospitality Conversions –
Value in Buying an Existing Business

Company Constitutions:
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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

In this issue of Business Broker we explore many topics that are important to business owners in New Zealand, including a valuable piece on Intellectual Property as it relates to business value. New Zealand companies have a strong history of innovation and as we strive to grow our “weightless” economy and diversify away from the rural sector, protecting our designs and ideas are increasingly important. I’m very proud to be a New Zealand business owner and all over the world I enjoy the benefits of the great reputation we enjoy. However, we have historically been very weak in protecting our intangible assets and trade secrets in these offshore markets.

As knowledge is power, it is important we are all learning and improving and we would be delighted if you gained even small insights from our articles within these pages. In the meantime, if you are considering buying or selling a business, we have brokers around the country and indeed around the world, waiting to serve you.

Sincerely,

Aaron Toresen
Managing Director

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Hospitality Conversions – Value in Buying an Existing Business

There is real value in buying an existing hospitality business that may not be performing, for you to convert into your dream business.

Written by Theresa Eagle

Have an Idea

- What is the product or service?
- Write a Business Plan.
- Have a clear idea of your branding.
- Who is your target market? Are they being serviced successfully.
- Will it work in the existing business location and space?
- Will you need to apply for further consents/ licenses? It may be currently run as an unlicensed café and you would like to convert it to a restaurant. What would the Council require you to do?

Make a Plan

- Have a detailed start-up budget, ask different professionals in the hospitality industry to help guide you – always shop around and remember commercial equipment can last over 10 years verses domestic equipment.
- Buying an existing hospitality business, can reduce timelines, Council consent processes and expensive set-up costs, such as grease traps, extraction hoods, the number of toilets required.
- Look at the reasons why the existing is not performing; offerings, cash flow problems, bad management, dated or location?
- Write a cash flow with at least three different scenarios on turnover; fantastic/good/bad.
- Look at both successful and unsuccessful businesses in similar concepts, why do they work or not work.
- Know your industry KPI'S (Key Performance Indicators). This is where it is beneficial to be a member of Hospitality Associations and talk to your local specialist business broker who will have an understanding of current guidelines.
- Have a good amount of working capital – expect not to make profit for the first couple of months.
- Use your Specialist accountant or mentor to keep you on track for the first year or two, and do this by having monthly or bi-monthly meetings about the business. Remember the plan.



Reality – Open

- Open when you are ready, soft openings (no marketing) are a great way to iron out kinks before you get too busy!
- Weekly tracking of your KPI's. Don't wait for the accountant to tell you how much money you have made, or worse, lost.
- Set up a GST account – it's not your money to spend.
- Refer back to your cash flow and business plan regularly.
- Keep in touch with your business broker for regular appraisals of your business and knowledge of what is happening in the market. This will help you keep your business sale ready for the best results.

The hardest thing about business is turning the idea into a reality that makes money!



Theresa Eagle – Business Broker at LINK Bay of Plenty

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Theresa has a strong hospitality background, with the ability to translate budgets into real life practice. She has worked for most of NZ's leading café franchises. These skills are paramount in the success of delivering results.

Awarded LINK NZ Rising Star 2015.

Company Constitutions: Why Have Them?



Does Your Company have a Company Constitution?

If you are operating a business, the chances are that you are doing so through a limited liability company. While that has been par for the course for many years, there is a surprisingly large number of trading companies that do not have important company documentation. This article briefly touches on the importance of one such document - a company constitution.

What is a Company Constitution?

- A practical document that sets out the procedures and rules for how a company will be controlled, what a company and its directors are permitted to do, how shares may change hands and many more.
- While a constitution is not a mandatory legal requirement in New Zealand, if a company has not adopted a constitution, then the default rules relating to the governance of companies as set out in the Companies Act 1993 (the Act) will apply.

What's Wrong with Relying on the Companies Act?

- The Act contains a good set of generic rules that apply to companies but given its generality, it is not necessarily suitable for every type of business or company structure.
- There are some pitfalls in the Act that could be avoided by adopting a suitable constitution.
- Many provisions of the Act may be inconsistent with how you may envisage your company should be run.
- The table below highlights some issues with the existing Act (by way of example) which can be varied by adopting a suitable constitution:

How do I Adopt a Company Constitution?

- The first step is to speak with your commercial/company lawyer who will guide you through which provisions of the Act may be advisable to override by having an appropriately drafted constitution.
- In many cases, it may be acceptable to use a standard form constitution (such as the type published by the Auckland District Law Society) with certain specific modifications to suit the needs of your company. This should be a relatively inexpensive process. For more complicated company structures with multiple shareholders and possibly differing share classes, it would be more appropriate to have your solicitor prepare a bespoke constitution.

There are many other benefits for having a constitution and in our view, a company constitution is a key foundation document that almost every trading company should have in order to protect the directors and shareholders.



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

Some default rules under the Act

Transfer of shares (s84):

A board cannot refuse to accept a transfer of shares from an existing shareholder to a new shareholder arbitrarily. It may only refuse a transfer of shares if the current shareholder owes the company money for the shares being transferred.

Insuring directors & employees (s162): Prohibition on ability to insure directors and employees.

Acting in the best interests of the company (s131): A director must always act in the best interests of the company.

Special resolutions (s2(1)):

Special resolutions require a majority of at least 75% of shareholders.

Decisions that require a special resolution of the shareholders are limited.

The effect of the rule (unless you have a constitution that says otherwise)

A shareholder in the company may transfer their shares to a third party without:

- Obtaining the consent of the other shareholders or the directors as to the suitability of that person; or
- Having to first offer those shares to the existing shareholders.

A company cannot insure its directors or employees for liability arising from them carrying out their duties for the company or the costs associated with defending any claim brought against a director or employee arising from them carrying out such duties.

There may be situations which arise where a director is faced with a decision that, while advantageous to the company, may have an adverse effect on a shareholder. The director would be bound to make the decision in favour of the company rather than the shareholder who he/she represents.

If the makeup of your company requires that this percentage be higher, then unless you provide as such in a constitution, the default 75% threshold will apply.

There may be decisions which you and your fellow shareholders may consider should be determined by special resolution but which are not matters requiring a special resolution under the Act.

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Selling Your Motel Business

You've operated your motel business and have now decided to move on – how do you go about selling?

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 your business with the best possible outcome for you and your family.

What Do I Need to Do to Commence the Process of Selling My Motel?

We recommend contacting a LINK Broker as early in the process as you can – be assured that your LINK Broker will treat your contact with complete confidentiality. At this stage you should be prepared to provide the Broker with the following information:

- Profit & Loss Statements for the 3 most recent financial years
- Recent GST returns
- A copy of the lease
- Details of the current lease, any variations, and rent review dates
- Details of any recent abnormal expenditure – for example, exterior painting, repairs & maintenance
- Current details of maintenance fund
- Employee schedules – personal details and wages
- Any other information you consider is appropriate

What Happens Then?

Your LINK Broker will then undertake an appraisal of your business to establish a market price range. Under current regulations, a Broker must provide you with a market appraisal prior to listing the business. Your LINK Broker will use a special LINK Valuation Tool, as well as experience, to arrive at the appraised market price range. This appraisal is confidential between you and your LINK Broker – future prospective purchasers will need to make their own assessment of the business.

So, How Do I Take My Motel Business To the Market?

Once your LINK Broker has provided you with a market appraisal, an agency agreement can then be prepared, listing the business at a price you agree to – this may be above, within, or even below the appraised value, depending upon your motivation and other circumstances. Once the agency has been completed, your LINK Broker will, in conjunction with you, prepare an Information Memorandum, providing as much information as possible for prospective purchasers. It should be noted that your LINK Broker will not provide information to any party until they have signed a confidentiality agreement, have the financial capacity to purchase, and are regarded as genuine prospective purchasers by your LINK Broker.

Keeping You Informed

LINK brokers have access to sophisticated research and analysis software that enables us to provide valuable insights into the progress of your business sales programme.

LINK provides detailed feedback covering marketing activity, level of enquiry, prospect profiles and comment, website tracking and a host of other factors.

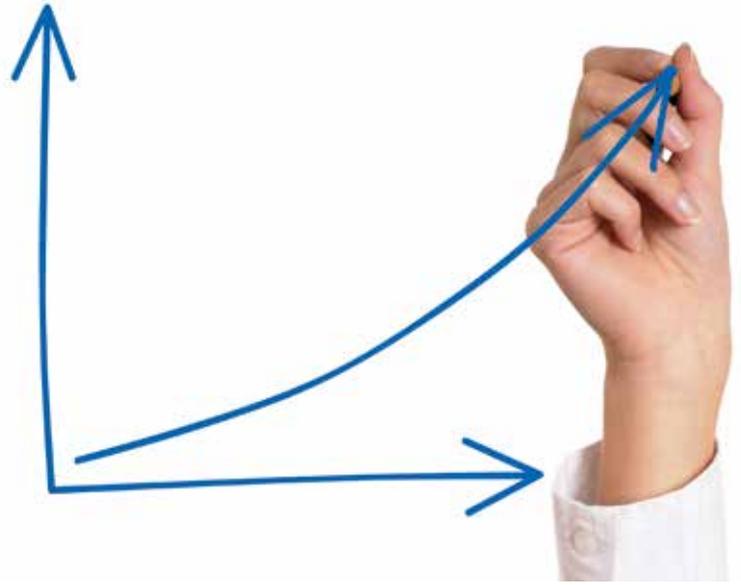
It also allows for the marketing campaign to be refined or adjusted to maximise effectiveness, and keeps you completely informed of the campaign's progress.

LINK is the only Australasian business sales brokerage that provides service to this level, with regular detailed reports, supplemented by meetings and telephone updates.

LINK was founded in 1996, on a vision of ethics, service and professionalism. With offices in New Zealand, Australia South Africa and the United States -

LINK is a powerful force in business sales.

We have the **most powerful marketing** capacity of any Business Brokerage in NZ



What Else Do I Need to Do?

When selling anything, presentation is the key, and motel businesses are no different in this regard. Maintenance of your buildings and units should be right up to date, and your manager's residence should be presented in a tidy uncluttered state – this is important to purchasers, as it is where they will live. Attend to any gardens or planters and make sure they are looking their best.

When your LINK Broker brings prospective purchasers to your business, try to provide a list of units which have been cleaned and are ready for viewing. You can offer to go around with the Broker, but often purchasers wish to see the business without feeling that they cannot look closely at things because the vendor is there – your LINK Broker will advise what is best. However, at the end of the viewing, purchasers will usually have questions, and you should allow some time to answer these in conjunction with your LINK Broker.

Presentation of an Offer

Your LINK Broker will contact you to bring you an offer. An offer is always in writing, with price, terms and conditions all recorded. The prospective purchaser is serious enough to put an offer to you in writing, and it is important that you respond – generally by acceptance, or a counteroffer of price and/or terms to meet your requirements.

Agreement Reached – What Then?

Normally agreement is reached with the purchaser requiring to satisfy some special conditions – such as finance and due diligence, all within specified timeframes. The due diligence requirement may be facilitated through your LINK Broker, or your solicitor.

Often as part of the lease agreement, there is a provision for the business's freehold owner (your landlord) to purchase the business on the same terms as the purchaser has offered, within a period of time specified in the lease. While landlords don't usually exercise this right, the process must be followed. Similarly, the lease normally requires that the landlord needs to approve the purchaser as the incoming tenant, and you may have to present appropriate background details of the purchaser to the landlord to assist in this process.

Once all special conditions have been met, the Agreement is confirmed, and the deposit (normally 10% of the purchase price) is payable. Once this has occurred, you can consider the business to be sold. All that is left to occur is that on possession date you move out and the purchaser pays the balance of the purchase price, and moves in. You will have an agreed period following possession (usually between 5-10 working days) to provide free assistance to the purchaser to ensure the continued smooth running of the business, after which you are clear to pursue your next opportunity in life.

Remember, your LINK Broker works for you to achieve the best possible result for you.

Gold Rush - Northland

Timing has never been better to invest in Northland, with an absolute dedication from the Northland Regional Council to harness the potential of this beautiful region and deliver prosperity to all that choose to call Northland home.

Written by
Michael Osborne

Northland is a region with a very bright future. At the northern most tip of New Zealand the location represents some natural assets, with a temperate climate, generous rainfall and surrounded by some of the world's most beautiful coastline. Its residents enjoy an unparalleled lifestyle.

Traditionally, the leading economic industries have been based around agriculture and dairy, forestry, horticulture and tourism. There is huge untapped potential to further strengthen these areas in addition to other industries such as aquaculture, building, manufacturing, energy, education, digital, mining, marine, health and Maori development.

Sights are set firmly on maximising the economic potential of all productive industries in the region and Northland extends a warm welcome to individual and company investment, with a lot on offer.

New Zealand consistently ranks highly in the world for ease of doing business and is currently first in the world for protecting minority investors and lack of corruption. Northland combines the best of New Zealand's support for capital development and investment with the best of a naturally more laid back lifestyle that encourages a great work / life balance.

Sights are set firmly on maximising the economic potential of all productive industries in the region

Some of the key attractions of the region are:

- Developed infrastructure (utilities, rail, roads, port facility, etc.) to ensure transport to and from International airports and ports
- Dedicated government financial and logistic support for the recruitment and training of staff
- Whangarei City, a 'service and support centre' to a range of sectors and industry
- An unmatched lifestyle proposition for staff locating to Northland
- Excellent port facilities with considerable land for storage and the potential for expansion
- Purpose zoned/consented land available (including land for development next to the port)
- In-region skills based training for a range of key sectors



Michael Osborne – General Manager of LINK Northland

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Michael Osborne as general manager of LINK Northland brings a wealth of experience with a background in property development, hospitality management and business and real estate sales.

Over the last 2 years Michael has successfully assisted many new business owners who have relocated to Northland to take advantage of the incredible growth and potential of the area.

LINK Northland has a database of investors that are actively seeking new opportunities, including businesses and commercial assets throughout the region.

How to Avoid Bad Business Deals

Written by Rudy Kokx



The biggest myth in business sales is that only bad businesses are on the market. There are lots of reasons why people want to move on from their existing, well run business. Surely, as a business broker it is our job to get the phone ringing! Businesses advertised for sale always boast of all the good things of the business that is on the market to entice your curiosity. In New Zealand though we are bound by some reasonably strict rules under the Real Estate Agents Authority (the REAA).

We can't just make claims that sound good but are not true. All facts in advertising for a business (or house) need to be substantiated. For example you cannot exaggerate the owner's earnings and you cannot print that it is fully managed if the owner actually works 20 to 40 hours in the business. (Puffery is still accepted so when you read "Best business in the whole wide world" you probably know already they are exaggerating, or it is point of view, so it is accepted).

Certainly for a first time buyer it can be difficult to determine if you are getting a good deal, and finding out can be a costly exercise. Talking to the right kind of business broker will certainly help!

But how to avoid a bad business deal? Here are a few pointers;

- Remember; 'if it is too good to be true, it probably is!'. It is tempting to put a (relatively) small amount of cash in return of all the promises. Certainly investigate the opportunity but do a thorough investigation during due diligence and ensure there are plenty of ways out of the contract. (Under New Zealand law all deposits are refundable when you cancel the contract during this period, unless specifically stated).
- As part of the due diligence, do a reference check on the business by calling debtors (clients), creditors (suppliers) and review their business online (no cowboys, shark patrol etc.) before committing to a deal. You will soon find out how people talk about the business and if they have complaints against them.
- Document all your dealings and correspondence in writing. The only way to secure your investment is to have a contract with all the conditions in writing. If you wish to have anything added outside the contract contact the vendor by email, verbal agreements do not mean anything in court!
- Do not assume; it's making an ASS out of YOU and ME; Never assume anything! Always ask the question. If you are unsure of the verbal answer ask them to verify this in writing. If you don't know what a certain business term means, ask!
- Have an experienced (legal) team of people help you with due diligence. Ask an independent business broker to value the business opportunity. Ensure they are familiar with the reviewing business terms and terms & conditions in a sales agreement.

- On the other hand, in most cases the worst advisers are friends and family (unless they have experience...).
- Remember that you get what you have paid for. Some businesses look great because of price but after some homework, that other, more expensive investment could be much more secure. Think about how solid the contracts to suppliers are, or the strengths of the clientele and how well it is protected.
- Make sure that ALL parties involved in the deal sign off on every term with their signature.
- Insist on personal contact with buyers and sellers, but also business brokers and agents. A meeting face-to-face is an important part of a good start in a business relationship.
- Select a Business Broker (and brokerage) carefully. Ensure they have integrity and a good reputation with proven results. Consider a LINK business broker in your local area.

At LINK we have all the tools, and as part of the LINK Northland team, we can offer the following;

- Get an accurate appraisal value through our in-house appraisal tool, developed in conjunction with Auckland University Statistics Department (the only one of its kind in New Zealand).
- Get exposure to more buyers through the largest database of any brokerage in New Zealand.
- We provide better quality buyers through our qualifying process.
- Increase confidentiality because we can provide actual qualified buyers.
- Eliminate risk with no upfront cost apart from a marketing budget (where applicable).
- We provide ongoing support & guidance at no cost; before, during and after the sales process.

Get better results through the teamwork at LINK Northland and the international network of LINK brokers in New Zealand, Australia, South Africa and the United States.



Rudy Kokx – Business Broker at LINK Northland

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

Intellectual Property

What to Think About When Buying or Selling a Business

Written by Ben Morrison and Olivia Porter



The value of the intellectual property (IP) of a business can be significant – sometimes forming a large percentage of its total value. There are many forms of IP including trade marks (whether registered or not), brands, domain names, patents, copyright, databases, trade secrets, recipes, software and designs.

It is important to both purchasers and vendors that IP is properly dealt with in business sales. In particular, it is important to properly identify and value the IP of a business. Vendors want to obtain the best price for their valuable IP and purchasers want to know they are getting the full benefit of what they're paying for.

Preparing for Sale/Purchase

Prior to putting the business on the market, a vendor should make sure its IP is in order. For example, the vendor should consider the following:

- What trade marks/patents/designs are registered?
- Are there other trade marks/patents/designs that could/should be registered prior to sale?
- What domain names are owned by the business?
- Are there any outstanding IP disputes? Can they be resolved prior to sale?
- Does the business have the licences/permits/consents it needs to legally carry on the business?
- Is the business IP owned by the vendor (for example, IP is sometimes registered in the name of individual directors rather than the business owning company)? If not, can/should it be assigned?
- Has the business licenced any of its IP to or from third parties? If so, how will that impact on the sale and the value of the business?
- What is the value of the IP?
- Has the vendor granted any security over the IP to a third party? If so, what is required to have that security released on settlement?

- Is the IP transferrable? For example, customer lists will only have value if the named customers will stay with the business post-sale.

The above considerations are also important from a purchaser's perspective – a prudent purchaser should conduct its own IP due diligence in order to independently verify these matters. In particular, although a sale and purchase agreement may include a list of the IP included in a sale, a purchaser may wish to obtain searches of intellectual property registers to confirm the ownership and status of IP. Purchasers may need to engage IP experts (in New Zealand and potentially overseas) to assist with the searches.

Depending on the value involved, a purchaser and/or vendor may also want to obtain an independent valuation of the IP from a specialist IP valuer.

Confidentiality Agreement

If the nature of the IP of a business is particularly sensitive or valuable, a vendor should insist on the purchaser signing a confidentiality agreement prior to disclosing any information about the IP – usually at the start of negotiations between the parties (i.e. before a sale and purchase agreement, or even a term sheet, is signed).

The Sale and Purchase Agreement

The sale and purchase agreement may, depending on the particular circumstances:

- include a list of all IP of the business included in the sale;
- attribute a value to the IP;
- require a separate Deed of Assignment of IP to be signed and provided by the vendor on settlement – that way the Deed of Assignment can be used to register a change of ownership, instead of the sale and purchase agreement, which may contain sensitive information;
- prevent the vendor from using the IP (in particular company/business names) after the sale; and



- include vendor warranties regarding matters such as:
 - o ownership of the IP;
 - o infringements by third parties;
 - o infringements against third party rights; and
 - o ongoing disputes.

Websites and Domain Names

Business website(s) and domain name(s) are usually transferred to the purchaser in a sale. Each registrar (domain host) has slightly different rules and processes for transferring domain names. The process can sometimes take some time, so the parties should determine what is involved well before the settlement date and agree who will be responsible for each aspect.

Company Names

Usually a purchaser intends to use the business name after settlement. If the vendor is a company, it may be obliged to change its name on or before settlement to exclude the use of the business trade name or other business trade marks. Although this is a relatively straightforward process, a vendor will need to choose an alternative company name and reserve it via the Companies Office website in advance of settlement.

Conclusion

There are many factors to consider in relation to business IP. Purchasers and vendors should consider the issues carefully and get IP advice prior to signing a sale and purchase agreement.



Ben Morrison is a commercial partner at Lowndes Jordan. Olivia Porter is a commercial solicitor at Lowndes Jordan who works with Ben on a range of commercial transactions including (among others) immigration, overseas investments, and sales and acquisitions of businesses, shares and properties.


**Lowndes
Jordan**



“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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Business Brokers' Responsibilities & Obligations

Written by Craig Zhu

First of all, the LINK North Shore Team wish all LINK customers a happy new year, Gong Xi Fa Cai. (恭喜发财!)

Responsibilities and obligations of our business brokers are mutual and happen two ways. One is the responsibility for the vendor, the other is the broker's obligation to the purchaser. There are many reasons why vendors choose LINK business brokers to sell their business, rather than selling it privately.

Firstly, the confidentiality. The process is different between selling a business and selling a property. When selling a business, the majority of vendors want confidentiality with documents, employees and landlords. They don't want potential buyers to disturb the normal operation of their business before the official sale and purchase agreement is issued. This is our responsibility to the vendor to keep things as confidential as we can and select valuable potential buyers during the selling process.

Secondly, we will act as a middle man to help both parties to negotiate and communicate during the selling process. Each sale and purchase agreement will have different conditions such as Due Diligence, Landlord Consent, Finance Conditions, etc. During the selling process, both parties will encounter various difficulties and obstacles before they are both satisfied with the conditions in the agreement. We will need to communicate with the landlord, banks and solicitors in the selling process in case some of the conditions affect the settlement date, as well as saving some unnecessary costs for both parties.

The reasons why buyers choose us to help them when buying a business is similar to the reasons vendors choose LINK. The main reason is trust. A good reputation is the most important success point for our business brokers, each buyer will be our potential vendor. We work together to help them to get a successful sale, by building up our client's trust during the sale process.

Most successful businesses rely on the owner's individual business management power and experience in business. The first six months of new ownership can be a turbulent time. For a smoother transition, the LINK business broker will assist you with a comprehensive handover for your well matched buyer. Keep in mind this can be an essential time to maintain consistent product quality controls and close management.

Our responsibility to the purchaser is to collect all the related information about the business, including Financial Accounts, Leases, Employee Payroll Records, Franchise Agreements, and even customer's testimonials. We will generate all of this information into an easy to follow document, to provide a comprehensive analysis and advice to purchasers. Purchasers can also consult their lawyers and accountants to gather some objective advice. The purchaser is the person who will make the final decision on choosing to buy, or not to buy that business based on his/her own judgment.

We hope that our clients contact us when they encounter difficulties during the selling process, we will offer them our suggestions objectively as soon as we can. Most of our LINK business brokers in the North Shore Office have run their own business in the past. We believe that the experience and professional knowledge this has given us will greatly benefit our clients.

Finally, we wish our LINK clients a happy business and a happy family.



Craig Zhu – Sales Manager at LINK Auckland, North Shore

P: 021 800 280 **E:** craigz@linkbusiness.co.nz

W: linkbusiness.co.nz

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

生意中介的责任和义务



首先祝所有link的客人新年快乐，新春愉快，恭喜发财。

我们生意中介的责任和义务是双向的，一方面对于卖家负责，另外也同样需要对买家履行义务。

对于卖家为什么会选择我们link来代理出售他们的生意而不是选择private sell呢？原因之一就是保密，生意的出售不同于房产和物业，没有open home可以来操作。而且绝大多数的卖家会要求我们做到文件，员工和房东的保密。他们不希望潜在的买家在没有实际的合同下来打扰到他们生意的正常运作。所以我们对卖家的责任就是尽可能的做到上述的保密工作和对买家的删选，尽量在操作过程中不影响生意。

其二，作为中介我们会在合同进行过程中起到调解和沟通的作用。每个合同中都会有不同的条件存在，比如due diligence, landlord consent, finance condition, 在条件满意前多多少少会遇到不同的困难和阻碍，我们在处理过程中会和房东，银行，律师进行沟通和析，以节省买家和卖家的时间和精力，尽量不影响到交割的日期，以免去不必要的费用产生。

对于买家选择我们的原因第一就是信任，口碑和信誉对于我们生意经纪人来说是最重要的成功点，每个买家都是我们以后潜在的卖家和客人，

每一笔成功买卖的背后都是对我们信任的建立。生意的成功与否很大程度上是取决于老板的个人能力和经验，我见过很多成功的生意在交接的半年后就开始走下坡路，在周围环境没有任何变化的同时，新任老板是不是应该看下自己在生意的运作方面是否出现问题或是货物的品质有没有下降，而不是一味的责怪买到了不真实的生意。因为不真实的生意为什么在半年后才体现出来。

我们对买家的责任是尽可能的收集到所有关于生意的信息，包括账目，租约，员工工资记录，连锁合同，甚至是顾客的网络反馈情况，综合所有的信息来向买家分析和指导。买家也可以向自己的律师和会计来咨询以取得客观的建议，最终的买卖权还是自己来掌握，觉得自己力所能及或是值得投资来进行买卖的过程。

在买卖合同操作的过程中所遇到的困难可以随时向我们经纪人提出问题，我们会客观的提出自己的建议，因为我们link大多数的经纪人都曾经经营过自己的生意，有过相关的经验和教训。相信我们可以帮助到想自己创业的朋友们！

最后在这里预祝我们LINK的朋友们买卖兴隆，阖家快乐！



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The Coolest Little Capital in the World is Alive and Well

Written by Dave Morgan



Strong inbound visitor numbers reaching a record 2.95 million in the year ending March 2015, a 7% increase over the previous 12 months

The Wellington accommodation sector had an outstanding year in 2014 and according to Tourism Industry Association New Zealand (TIA) research, collectively recorded the second highest annual occupancy rate in New Zealand. TIA's 23 member hotels in Wellington enjoyed 74.6% occupancy. This was the second highest of all TIA Hotel regions and the city's best result in five years. The average daily rate (across all star grades) increased to \$148, up \$5 on 2013, and the best since 2011 when strong demand was generated by the Rugby World Cup.

Underpinning this positive performance has been an improvement in the New Zealand economy and a continuation of strong inbound visitor numbers reaching a record 2.95 million in the year ending March 2015, a 7% increase over the previous 12 months. Correspondingly, the New Zealand hotel and tourism market witnessed unprecedented growth in the first quarter of 2015, with many regions reaching historically high occupancy levels together with surging room rates and corresponding RevPAR growth. Wellington's results were boosted by a strong events calendar, including the expansion of the *World of Wearable Art* season which extended out to three weekends.

These positive trends continued through 2015 and as a result, there is large scale reinvestment with a number of the region's hotels undergoing refurbishment. Buyer demand is also at an all-time high with an increasing number of investors wanting to purchase hotel assets. We're soon likely to see more assets being brought to the market as vendors start to take advantage of higher property values based on long term sustainable growth in revenue and profitability from strengthening yields.

Wellington hotels are currently enjoying a hot summer with full houses for big events, and a Singaporean investor is making an estimated \$20 million bet on the city, buying the former Kingsgate Hotel. The purchase comes as the city's hotels enjoy high occupancy rates and rising room rates, but with up to three new hotels on the horizon, adding hundreds of rooms. The five-star, 130-room Sofitel near Parliament is due to open in July of this year. In addition, just prior to Christmas, the Wellington City Council approved the new movie museum and convention Centre, expected to have 165 rooms and conference facilities for 1100 people, to be located opposite Te Papa. There are also plans for a new hotel at the airport.

Hoteliers are confident these plans will not alter the balance between supply and growing demand for rooms in the city, with current occupancy rates in the high 70 per cent to 80 per cent range. With such a strong outlook for the accommodation sector in Wellington, there couldn't be a better time to get into the market.



Dave Morgan – General Manager at LINK Wellington

P: 021 471 992 / 04 4 472 7602

E: davem@linkbusiness.co.nz **W:** linkbusiness.co.nz

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.

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.



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.



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.

"36 Offices in 4 Countries"

Business Broker Magazine

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



LINK's Monthly E-Newsletter

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



BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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

LINK New Zealand linkbusiness.co.nz

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

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

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

Waikato 0800 225 999
waikato@linkbusiness.co.nz
401 Anglesea Street, Hamilton

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

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

Christchurch & South Island (03) 366 3394
christchurch@linkbusiness.co.nz
131 Deans Avenue
Riccarton, Christchurch 8011

LINK NZ offices are Licensed REAA08

LINK Australia linkbusiness.com.au

Sydney
Newcastle
Sunshine Coast
Brisbane
Gold Coast
Adelaide

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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LINK United States linkbusiness.com

Los Angeles
Phoenix
St. Louis
San Diego
Dallas

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

Freehold Motel- Passive Investment

ref: 19986



A tidy 2 storied complex with 13 units. Room to expand. Plans for 8 more units will be available for new owner. Long lease December 2040. All the normal outgoings are paid by the lessees, who have owned the business for 2 years and are good business operators.

The motel is located on a busy main road in a fast growing township in North Canterbury. There are many events held each year in the area which attract good numbers of visitors.

Location: Canterbury **Asking Price:** \$1,400,000 plus GST (if any)
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Stunning & Enduring Women's Fashion

ref: 19764



Market leading retailer of "top end" women's clothing and accessories with international labels, in house design and custom made service.

- Retail stores & manufacturing - Christchurch based
- Stockists throughout New Zealand
- High spending local and international customers
- Experienced staff for personal service
- Strong sales and profit growth.

Retirement planned. Ongoing design & consultancy available by negotiation.

Location: Christchurch **Asking Price:** \$1,500,000
Broker: Barry McFedries / 03 928 1947 / barrym@linkbusiness.co.nz

Highly Profitable Engineering Business

ref: 20154



This well-established general engineering and steel fabrication shop provides an excellent income to its current owners. The business has established very close working relationships with a variety of industries, including the booming infrastructure market in Auckland.

The business enjoys an excellent reputation in the market due to their versatility, capability and location.

Operating from a well laid out factory and office premises based in Auckland, the business has a highly skilled and dedicated team of experienced employees.

The first time on the market, this well-established general engineering and steel fabrication shop provides an excellent income to its current owners. The business has established very close working relationships with a variety of industries, including infrastructure.

A highly skilled and dedicated team are in place to take advantage of the booming infrastructure market as a result of the increasing population growth in Auckland.

Location: Auckland
Asking Price: \$1,200,000
Broker: Michael Fokkens / 021 598 188 / michael@linkbusiness.co.nz

Businesses for sale - \$1 Million Plus

Warm & Beautiful Fully Managed Rest Home

ref: 20173



An opportunity for an investor. This is a solid and purpose built structure. Building and chattels are well maintained to a high standard. This 24-plus bed facility is located in a central residential area.

This rest home has been fully managed since Day 1. Previous experience in the industry is not a requirement. Owners of many years have genuine reason for sale. Price includes freehold property and business.

Except for a short period, occupancy rate is consistent and usually lingers around 90%. The management team has done a good job over the years in maintaining a good relationship with the local District Health Board.

Freehold going concern

Location: Northland **Asking Price:** \$1,910,000 plus GST (if any)
Broker: Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz

Holiday Park with "X" Factor

ref: 20117



Russell-Orongo Bay Holiday Park offers a broad range of accommodation options to suit any visitor, from glamping sites to powered campervan and unpowered tent sites, cottages to Lodge accommodation suitable for schools and groups. Surrounded by nature and close to Russell Village, there is something appropriate available for everyone.

One of the main features of the park is the abundance of wildlife and rare birds on the property. The park was even chosen by the BBC to film an upcoming documentary about New Zealand's rare wildlife.

For Sale as a Freehold Going Concern. Motivated Vendor.

Location: Russell Northland **Asking Price:** \$2,550,000
Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

Popular Restaurant/Bar with Own Jetty

ref: 20093



Situated on the waters edge, this tavern is a favourite for diners, groups and large functions with a warm ambience of rich history and great stories.

- Significant renovation of the tavern
- Carparking for 72
- 4 x pokies, TAB self service machine & 2 x pool tables
- Northland gastro pub Award 2010 - 2012

This is a rare and exciting opportunity to acquire a very successful business in a picturesque location with scope for further improvements.

Motivated vendors.

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

Fabulous Opua Motel

ref: 19913



This boutique Motel is set on 1012m2 of landscaped grounds and comprises 5 units, one being occupied by the current owner.

Two 2 bedroom units. One 1 bedroom unit and two studio units. It is beautifully presented and is easily run by one person.

Highly rated on trip adviser and in a highly visible location this motel is hard to miss and has also carved out its own niche within the accommodation sector.

From the sea views to sitting quietly among the birds and bush, Its charm will quickly captivate you.

If you are looking for a fabulous life style in a beautiful part of the country you must check this out.

Location: Opua, Northland **Asking Price:** By Negotiation
Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Rare Opportunity on Tutukaka Coast

ref: 18435



Beautifully presented holiday park in a growth industry, set in park like grounds adjacent to Tutukaka Marina and features quality chattels. As a spectacular and renowned diving location, this property is ideally suited to and accommodates large groups for this activity and also has a purpose built lockup wash/dry area for divers wet suits/gear. Separate office. Complex consists of:

- * 63 powered sites
- * 40+ tent sites
- * 2 x ensuite cabins
- * 4 x self contained studios
- * 4 x self contained 2brm cabins
- * 2 x dorm rooms - sleeps 12 per room
- * 6 x standard cabins

Location: Northland **Asking Price:** \$2,900,000

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

Manufacturer/Distributor/Exporter - Garments

ref: 18308



Highly regarded business specialising in the manufacture of superior quality garments and accessories from the finest materials.

- Well known New Zealand brands
- Network of over 900 independent domestic & overseas retail stockists
- High tech equipment and lean manufacturing systems
- Experienced management and staff incentivised for high productivity

Retirement planned - flexibility around structuring the sale.

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

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

Very Profitable Industrial Services

ref: 19850



**UNDER
OFFER**

Auckland based, this 30 year old business dominates its market providing specialist value added services to the manufacturing & engineering industry. It benefits from detailed operational processes, long held supplier relationships and strong branding in the marketplace.

An excellent staff and management team is in place. The business enjoys excellent profitability underpinned by significant levels of recurring revenue from customers delivering strong cash-flow.

This is a retirement sale. The business price is well substantiated by financial results. Strict confidentiality applies.

Location: Auckland

Asking Price: \$5,300,000

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

Businesses for sale - \$1 Million Plus

Fully Managed All Day Eatery. 34% ROI

ref: 20075



This is an exceptional opportunity for someone to buy a fully managed hospitality business that is running so well.

This all day eatery enjoys sales in excess of \$35,000 per week and managed profit in excess of \$475,000.

This represents a Return On Investment of over 34%.

Further information provided in strictest confidence.

Location: Auckland **Asking Price:** \$1,400,000 plus Stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Top End Kitchen and Joinery Manufacturer

ref: 19875



Company enjoys the benefits of a deserved reputation for uncompromised quality.

Customer base drawn from top socio-economic segments of Auckland's residential market.

Production facilities, plant and systems are well maintained and capable of supporting continuing development of the business.

Financials demonstrate sustained profitability and consistent growth.

The forward order book is very healthy. Projected revenue for this financial year approaches \$2.4 million with EBIT around \$477,000.

Location: Auckland **Asking Price:** \$1,200,000
Broker: Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

Long Established Importer & Manufacturer in Auckland

ref: 20115



An outstanding opportunity to purchase all or a majority share of this long established importer and manufacturer operating in a vibrant niche market.

Excellent cash-flow. Experienced staff team in place. Strong supplier relationships and a broad selection of trade customers in the construction, architecture and design fields all feature and make this business stand out.

Current owner would consider keeping some ownership or staying on in a management role if desired.

A long history of profitability dating back over 20 years means savvy purchasers should investigate.

Strict confidentiality applies. A long history of profitability dating back over 30 years means savvy purchasers should investigate.

Note: Strict confidentiality applies. To this end the name and location of this business will only be disclosed at a

Location: Auckland
Asking Price: \$ 1,100,000
Broker: Bruce Cattell / 021 779 439 /
brucec@linkbusiness.co.nz

Freehold Russell Lodge / B&B

ref: 18120



This award winning property is located on the cliffs of 'Romantique Russell' in the Bay of Islands. Having undergone a sophisticated renovation in 2008 / 2010, the lodge now offers 5 star accommodation to guests.

Enjoy the private residence, with its outstanding views across the Russell village and the Bay of Islands. Earn an income with 4 luxury guest suites, each with incredible views off the private decks. All suites are self-contained with kitchenettes and ensuite bathrooms.

Additional guest facilities include a guest lounge with SKY TV, a dining room and fully stocked bar including an open fire place, BBQ, laundry, and off street parking. Just a short walk to Russell village.

Location: Russell, Northland **Asking Price:** \$2,700,000 + GST if any

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

Import Distribution Wholesale Retail

ref: 19848



Allied to the building trade this business supplies a range of products which are used in every domestic and commercial building. Having had a profitable trading history of about 7 years and is continuing to expand on a monthly basis. Operating from two up market retail showrooms and 4 warehouses the vendor feels there is room for further significant expansion & growth.

Experienced and loyal staff in place who understand and work the current system in place which places high importance on service and value for money.

Excellent cash flow. There is huge potential of more growth in this business. Accounts show returns over \$400k to owner for the last year.

Location: Auckland **Asking Price:** \$2,000,000 + \$1,500,000 stock

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

One of Auckland's Premier Cafes

ref: 19809



This is simply an amazing café. Sales are over \$41,000 per week (including GST) with exciting profits. This is a fabulous daytime only business that runs exceptionally well come rain or shine. It has an exceptional lease and enjoys rent under 3% of sales! If you run this place yourself you can tighten costs still further and reap the rewards. There is certainly a market here for nights if you want even more turnover!

- Proven sales well above the 'norm'
- 17 year lease with rent under 3%
- Fully managed with excellent staff
- Great support and training on offer

UNDER OFFER

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

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

Shower Manufacturer and Wholesaler

ref: 19733



This niche custom shower manufacturing business has shown solid growth.

With long-standing supply lines and a strong customer base the growth is expected to continue.

This is a gem of a business, with good staff, great systems and a highly profitable bottom line.

Cash surplus to the working owner is \$400,000+.

Information will only be revealed to potential buyers at a one on one meeting with the broker.

Location: Auckland **Asking Price:** \$1,100,000

Broker: Basil Badenhorst / 0224 548 348 / basilb@linkbusiness.co.nz

Businesses for sale - \$1 Million Plus

An Outstanding Central Auckland Suburb Café ref: 19721



This popular cafe has to be one of the best opportunities in the market right now! It enjoys weekly sales averaging over \$34,000 pw (last 6 months), a significant profit for a working owner, a brilliant location and potential for even more growth.

Plenty of off-street parking for customers, a growing customer base, high coffee sales and a very reasonable rental and lease term. The café opens days only, has a strong local community base, is well run with great staff and has sound operating systems in place so even the owner has holidays!

Very worthwhile at \$1,250,000 plus Stock.

Location: Auckland **Asking Price:** \$1,250,000 plus Stock
Broker: Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Indian Grocery Champion (Under Contract) ref: 19551



Turnover is \$60k p.w. EBIT \$400k p.a.

Opportunity to own a business with a proven income record and convert this successful retail model with registered brand IP pilot store to a new franchise.

Online sales 10% of turnover and growing. A warehouse of approximately 200 sq meters will be provided with the business.

Details only provided in person to buyers who can substantiate a financial ability of \$1.5M plus stock of approximately \$500k to fund this opportunity.

Location: Central Auckland **Asking Price:** \$1,500,000 plus Stock
Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

Major Brand Service Station - Prime Location ref: 19415



Major brand service station located in a prime Central Auckland suburb. Reasonable rent & secured lease in place. Prime main road location with high volume of traffic.

Fuel Volumes approximately 2.5 million litres p.a. and shop sales \$825,000 p.a. with high gross profit margins. Dispenses 91, 98, Diesel and LPG swap bottles.

Convenient working hours:
- 6am to 10pm Monday to Friday
- 6:30am to 10pm Saturday
- 7:00am to 9:00pm Sunday

Location: Central Auckland **Asking Price:** \$1,798,000 + Stock At Val
Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Highly Profitable Financial Services ref: 19247



An outstanding opportunity to purchase all or a majority share of a well-established, fully managed, rapidly growing, financial services business. Sales of \$100 Million delivering very substantial EBITDA. Excellent cash-flow.

The business is under-capitalised so we are looking for a buyer who is seeking an opportunity to gain from adding value and capital to enjoy a handsome return on investment.

Note: Strict confidentiality applies. To this end the name and location of this business will only be disclosed at a personal meeting with the broker.

Location: Auckland **Asking Price:** \$30,000,000
Broker: Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

Light Manufacturing, Installation

ref: 16668



Long established category leader manufacturing products and providing installation services primarily to the food and beverage processing sector. Average NEBITD last four years (after management cost) \$328,012.

2016 is running well ahead of 2015. Good prospects for continuing growth.

High levels of repeat business. Long-service staff, good stability. Good prospects for continuing growth. Owner retiring

Location: Auckland **Asking Price:** \$1,300,000

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

Specialised Service - Franchise Potential

ref: 17472



A significant opportunity has developed in Auckland to own your very own chain of four retail service outlets that are widely known in their industry sector.

This is a specialised business that has high margins with opportunities to expand by adding either new stores (two more planned for this year) or new industry services to the well-established, well-known brand with a loyal customer base. Robust systems and processes are in place to allow for further expansion.

The business has a quality marketing history, skilled employees that are reliable, branding and systems in place with repeat custom.

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

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

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

ref: 17477



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

Of particular interest are established manufacturing, import/export, distribution, engineering and services businesses with EBITD profits in the range \$1M - \$2M. Ideally, an experienced full or partial management team will be in place.

Most sectors are of interest. Chemicals, foodstuffs, plastics, pharmaceuticals, machinery, waste management, B2B services to name a few.

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

Discretion, integrity and absolute confidentiality are assured.

Location: Auckland

Asking Price: \$4,000,000 to \$10,000,000

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

Businesses for sale - \$1 Million Plus

Superb Business For A Couple With Flair

ref: 19833



Very successful service business will suit a person who has an eye for detail & perhaps a little bit of a flair in interior decor. 10-year history of super success that just continues to rock along. Currently run by a working couple to generate them a cash surplus of around \$280,000 per year.

Firm industry links means much of the turnover comes from stable established customers who rely on this business for their own success.

If you want a very successful and enjoyable business that is not tied to set hours but rather to customer demand, generates a substantial income that allows you to enjoy the best of living in the Bay of Plenty, and gives you the reason for overseas tax deductible travel each year if you wish.

Location: Bay of Plenty **Asking Price:** \$1,250,000

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

FHGC Motel in Rotorua – Top Performer

ref: 19670



Prime location close to the Rotorua CBD. There are 13 high quality units. Each studio unit features a private outdoor hot pool, thermally heated, with the apartments each containing spa baths and sleep up to 7 people.

Built in the 1980's with solid materials & a refurbishment further elevated the quality of the property in 2010. Total land area is 1214sqm. Owners' accommodation is a generously sized 2-bedroom apartment with office.

Very profitable trading history & annual turnover is over \$450,000 with a cash surplus of well over \$200,000 available to a working couple. Although the motel is performing very well, there is still room for growth as shown in the forecast for the current financial year.

Location: Rotorua **Asking Price:** \$2,152,500 plus GST (if any)

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

Lakefront 8-10 Room Freehold Lodge

ref: 15942



Located on an exclusive address in Rotorua this property is ideal for owner operators or left semi-managed. The lodge is on 3,773sqm land, has a superior fit out and furnishings with recent partial refurbishment, superior location, good strong growing tourist business, deep Jetty on Lake Rotorua, riparian rights offering lake front privacy, two dwellings, 10 rooms with 10 bathrooms and a very nice owners apartment. Lake front kitchen and dining facilities, lakefront sauna and spa, two titles offering the option to sell down and to top it off, skiing and trout fishing straight out, off your lawn. All only a few minutes away from the central CBD, Rotorua International Airport & NZ's most favourite tourist attractions. This lodge has it all!

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

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

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

ref: 18261



Boutique apartment-motel, finest on the market. Luxury 5 star central city Wanganui accommodation including free wifi, spa baths, LCD Sky TV.

This outstanding luxury motel is ideally located on Victoria Street - an easy walk to the local shops, supermarkets and surrounding restaurants.

Total of 28 rooms, all with spectacular in-room facilities spa baths and LCD TV's with SKY. An on-site boardroom allows the operator to host functions and conferences. Incredible owners accommodation with up to 6 bedrooms - would suit a large family operation or even two families working together.

Excellent financial performance with a positive trend in top line revenue.

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

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

Solid Business Providing EBITDA of \$2m+

ref: 18713



Rare opportunity to acquire a high performing business servicing in the construction industry.

- Sales \$6M+
- Continuous year on year growth
- R.O.I in the region of more than 30% (pre depreciation, tax and interest)
- High profile client base
- Year ending 2016 on track for EBPITDA of around \$2.4M 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

Location: North Island **Asking Price:** \$6,900,000

Broker: Steven or Rick / 0800 225 999 / stevenm@linkbusiness.co.nz

Asian Supermarket with A Good Turnover

ref: 19827



This well-known Asian supermarket is located in a busy shopping block. Ample parking nearby. Large shop size that up to 1,270 m2. The weekly rent is about \$3,653 exclusive of GST. It has many functional sectors to fulfill the demand for their consumers, including the fruit and vege, grocery, butcher and cashier.

Well- trained staff, vendor just need to go to the market to buy the fruit and vege himself. The current turnover is about \$90,000 a week. The GP is about 25%. The wages are at 8% a week.

If you are looking for steady with good return business, here is your opportunity.

Location: Auckland **Asking Price:** \$1,150,000 plus Stock

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

Light Manufacturing \$1.2 M Profits

ref: 19496



Yes! This business holds all the aces!

Producing award winning products for an extensive customer base including some of NZ's most recognised brands.

Long established and well regarded, with experienced staff and strong supplier and customer relationships.

Operating from modern, purpose built building using well maintained modern equipment.

Market place demand is strong & could support a further scaling up of operations. Opportunities exist for a new owner to grow this business.

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

Location: Christchurch

Asking Price: \$5,200,000

Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

Businesses for sale - Accommodation

Bargain! FHGC Motel in Taihape

ref: 16078

- Great location on SH1, only 45mins south of the Ruapehu Ski Fields
- Lovely outlook onto native bush & rolling hills
- Approx 2400sqm of land
- Single level complex comprising 14 units
- Consistent turnover & a tidy cash surplus
- Separate 3-bedroom + office owners' accommodation



Location: Taihape **Asking Price:** \$495,000 plus GST (if any)
Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Leasehold Motel in Matamata

ref: 16501

This motel occupies a corner site on SH27 between Auckland & Hamilton & only 2min drive to Matamata town. Constructed in the late 1990's & has an attractive exterior finish. 14 spacious units, a conference facility, sauna, laundry facilities & 16 private carparks. The owners' accommodation is a large 4 bedroom apartment. Lease currently has 17 years to run and could be extended. The annual rent is \$85,000 plus GST.



Location: Matamata **Asking Price:** \$380,000
Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Balmoral Motel Tahuna Beach

ref: 20046

What a find! Close to the beach, airport, and loads of activities & restaurants. Nelson City is close by. The introduction of 4 new airlines has seen a rise in visitors and travellers to the region. 14-unit motel with 3-bedrooms, two bathroom owner's unit. Easy care gardens with a swimming pool. 23 years remaining on lease. Call now to inspect by appointment only with Rick Warren Nelson Bays/Marlborough Area Manager.



Location: Nelson **Asking Price:** \$480,000
Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Urgent Sale - Freehold 8 Unit Motel

ref: 18790

Block/cedar single level complex. Office adjoins 2 bedroom owners accommodation. Complex consists of:

- Studio, 1 brm & 2 brm units
- Double garage/tool shed
- Shared patio BBQ area
- Parking in front of each unit
- Very good location
- All units have full kitchens
- Due to health reasons must be sold!



Location: Northland **Asking Price:** \$595,000
Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

Historic Luxury Lodge

ref: 19398

Overlooking ancient Northland kauri forest, this stunning historic lodge offers a unique guest experience and an enviable lifestyle and income for its new owners.

This lovingly restored lodge has gained an international reputation built not only on its 5 star Qualmark luxury accommodation rating but also the outstanding surrounds in which it is located and also the memorable guest experience delivered by its hosts.



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

Kerikeri Park - Profitable Motel Lease

ref: 19418

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

1. Freehold Going Concern (Land, Buildings, Business) POA
2. Lease Only



Location: Kerikeri **Asking Price:** \$500,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Opportunity Knocks

ref: 19725

Fabulous lifestyle opportunity to own this popular cafe/restaurant with attached four bedroom home on 2210sqm land. Currently only open Wednesday to Sunday evenings from 5pm. Strong demand to open days and so much potential!



The area is becoming increasingly popular for people from Auckland with TV3's Paul Henry among recent purchasers.

Location: Paparoa, Northland **Asking Price:** \$520,000 FHGC
Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Best Motel Buy in Christchurch

ref: 19736

Twelve unit recently redecorated centrally located motel. Outstanding opportunity to obtain a very profitable business. Manager's residence has two double bedrooms and spacious lounge/living area. Located within 10 minutes' walk of the city centre & has a bus stop outside. Convenience of the location, and the reasonable tariffs offered, attract guests to this motel. Well-presented units offer guests very good value.



Location: Christchurch **Asking Price:** \$350,000
Broker: Chris Bryant / 03 928 1945 / chrisb@linkbusiness.co.nz

Outstanding Motel

ref: 20079

A very well presented motel is located in the picturesque township of Geraldine, and is only 1½ hours from Christchurch on the main tourist route to Queenstown.

Having 14 spacious units, with King Studios and 2 bedroom units the motel attracts both local and international travellers as well as families who love to holiday in the area. The motel is also very popular for overnight stays for people in transit.



Location: Geraldine **Asking Price:** \$710,000 plus GST (if any)
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Family Sized Motel

ref: 20080

Family sized manager's accommodation! Sunny lounge, kitchen & outdoor living. Reception steps off the kitchen, which is situated as the hub in this villa style home. Directly off the kitchen in one direction is the sunny lounge/outdoors and the other direction leads to the bathroom and further on to the 3 generous bedrooms. Business profits, occupancy and trip advisor reports are healthy. Good lease & fair rent.



Location: Dunedin **Asking Price:** \$550,000
Broker: Chris Bryant / 03 928 1945 / chrisb@linkbusiness.co.nz

Big Picture Investment

ref: 20096

Substantial motel complex for the investor or owner operator. Generating substantial cash surplus. Very "efficient" operation with few - if any vices. Ideal for a hands on commercially minded operator looking for profits, is capable of managing the staff, and may contemplate stepping back when satisfied that operations are running as they like.



Location: Dunedin **Asking Price:** \$POA
Broker: Chris Bryant / 03 928 1945 / chrisb@linkbusiness.co.nz

Price Reduced - Urgent Ssale

ref: 17019

PRICE ON APPLICATION - PRESENT ALL OFFERS

This freehold hotel is one of the largest accommodation complexes north of the Bay of Islands, with 70+ rooms across approx. 8,514m2 of land. Total building area is approx. 3,781m2.



Situated in a high visibility area with excellent frontage. Owners accommodation is particularly generous.

Location: Kaitia **Asking Price:** Price on Application
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Management Rights - Lake Taupo - 35 Years

ref: 19503

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

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

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



Location: Taupo **Asking Price:** \$450,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Motel Lease - Rotorua CBD - Profitable

ref: 19502

This motel is located in Central Rotorua, within walking distance of most CBD bars, restaurants, and Lake Rotorua.

A long lease, 30 yrs gives you plenty of time to understand and grow the business. Most of the hard work has already been done thanks to the diligent work of the current owners. Owners / managers accommodation includes a 2 bedroom spacious apartment.



Location: Rotorua **Asking Price:** \$440,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

Milton Chalets Motel Nelson City

ref: 20052

13 unit motel complex. Offers large, spacious sunny units. All are well appointed with full kitchens, queen and king-size bedrooms. Current lease owners have enjoyed 15 years of this great centrally located motel, but have now decided on retirement and selling the remaining 27 years of lease available. 3 bed owner's unit. Call now to inspect by appointment only with Rick Warren Nelson Bays/Marlborough Area Manager.



Location: Nelson City **Asking Price:** \$350,000
Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Tuscany Gardens Motor Lodge Nelson

ref: 20047

Quality Best Western Motel on Tahunanui Drive Nelson, attracting both corporate & tourist alike. The Tuscan look motel consists of 12 units, & 3 bedroom owner's unit. The business has been run by 1 operator for the past 6 years, with 18 years remaining on the lease. Our Vendor is seeking retirement. This is a great opportunity for a smart operator or family to takeover and enjoy this great Nelson lifestyle business.



Location: Nelson **Asking Price:** \$450,000
Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Businesses for sale - Northland

Freehold Motel + Business Kaitaia

ref: 18479



For Sale: Land, Buildings, Business

If you've ever wanted to own and operate a freehold motel / motor lodge business - an opportunity has arisen in Kaitaia, Northland - the largest town North of Whangarei.

This Freehold Going Concern comprises 9 units with a separate 4 bedroom house for the owners / managers. On-site facilities include separate reception, games room, double garage / workshop, guest laundry, children's playground, swimming pool and spa (the spa pool is in need of repair). Within walking distance to Pak N Save supermarket.

The 4 bedroom owners accommodation will ensure that you've got plenty of space for the whole family and offers a good opportunity to balance work with a lifestyle that works for you.

Location: Northland **Asking Price:** \$995,000 plus GST if any

Broker: Michael Osborne 027 242 6881 / Jenny Blain 021 455 421

Well Established Bar - 36 Gaming Machines

ref: 19740

This bar is well established with a loyal customer base. With minimum input from the owner the business achieves a surplus of \$240k per annum.

- Multiple income streams
- Strong/ loyal management in place
- 30+ gaming machines
- \$1.2M turnover
- \$240 surplus with minimum input from current owner



Location: Northland **Asking Price:** \$875,000

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

Fantastic Bar

ref: 19798

This Northland bar is an exceptional opportunity.

Great returns and easily run under management.

Well known, popular and in a great location. Maintain the current business and enjoy lots of relaxation time or increase revenue with additional hours and greater use of the kitchen facilities.



Location: Central Whangarei **Asking Price:** \$210,00 plus SAV

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

Restaurant Super Star Performer

ref: 19076

This is an excellent opportunity to acquire a well established and highly reputed restaurant and bar in one of the most desirable locations.

- Consistently high revenue and earnings
- Well documented, verifiable financial
- An attractive lease in place
- A well developed system with highly trained staff and management team
- Prime location



Location: Northland **Asking Price:** \$335,000 plus SAV

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

Liquor Retail Outlet + Bar & Grill/Opua

ref: 18250

Business OR Freehold Going Concern.

The business: \$295,000 plus SAV
Fantastic opportunity for energetic couple or family.

Prominent liquor retail + bar. Substantial premise. Function room + garden bar. Gaming area. Parking for 60+ cars. Owners-Managers accommodation. Only outbound duty free in the area. New lease.



Location: Paihia **Asking Price:** \$295,000 plus SAV

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

Paper Plus Whangarei

ref: 19268

A large database of customers, business accounts, and a good working relationship with local schools ensures strong, consistent sales. A lotto franchise provides good additional cash flow.

At present the company is managing the store, supported by long serving experienced staff. This is a great opportunity to join the well-recognised and respected group with high brand awareness and excellent support systems.



Location: Whangarei **Asking Price:** \$140,000 plus SAV (approx \$125k)

Broker: Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz

Freehold Investment Whangarei

ref: 19080

Situated in high profile location in recently refurbished central city mall.

4 x residential flats returning approx \$48,620 pa. Currently seeking a new commercial tenant. Seismic capacity 34% NBS.

Building 430m2.



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

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

Paihia Waterfront Restaurant/Bar

ref: 19259

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



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

Location: Paihia, BOI **Asking Price:** \$750,000

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

Engineering Icon

ref: 19762

This family business has been serving the engineering requirements of Northland for 50+ years. The company provides a range of product and services for the farming, residential and commercial sectors in the north and Auckland too. Trading through many economic cycles, continues to trade well with three recent years of growth.



Rarely do companies of this calibre come to market, call now to continue its legacy.

Location: Northland **Asking Price:** \$770,000

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

Distribution Area for National Supplier

ref: 19784

Looking for a solid business with room for improvement by a working owner? This territory takes in all of the Whangarei urban area, plus rural runs. The owners are not hands on, by choice, therefore a working owner can easily reduce staff costs, (especially in the team leaders sector) and streamline many parts of the business. This business is a sole distributor for one of NZ's largest publications.



Location: Whangarei **Asking Price:** \$385,000

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

Restaurant with Historic Ambience

ref: 19931

This Whangarei restaurant reflects a philosophy of being inclusive rather than exclusive. Provides pleasurable dining for friends and family in a relaxed atmosphere, including an outdoor courtyard. Enjoy a cocktail, NZ wine or craft beer!



Situated in a historic building in a very good location.

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

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

2016 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 plus SAV

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

Gasoline Alley Service Station

ref: 19841

Bustling gas station situated on the busy tourist route known as the Kauri Coast discovery trail SH12.



FHGC - Buildings include a 3 bedroom house, service station, workshop and 1461sqm land.

Workshop currently leased. Live on site or rent the house out. A very attractive station with near new pumps and tanks.

Location: Paparoa, Northland **Asking Price:** \$495,000

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

Hire A Hubby - Whangarei

ref: 19886

Did you always want to start your own business but it was too hard to get out on your own? This Franchise might be the answer you are looking for! The Franchisees enjoy the benefits of the franchise system while keeping the flexibility, lifestyle & income of an independent business owner. With an exodus of Aucklanders there is plenty of work in the regions.



Location: Kamo, Whangarei **Asking Price:** \$48,500

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

Profitable Kebab Shop

ref: 20048

This is a great opportunity to own the renowned "Kebabulous" in Paihia and what a location.



Not just Kebabs but a Juice bar and boutique ice cream ensure good profits year round.

Kebabs are well known for the ease of operation and full training will be provided.

Call me now and enjoy doing business in the bay!

Location: Paihia, Northland **Asking Price:** \$180,000 plus SAV

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

Businesses for sale - Auckland

Convenience Store for Sale – CBD

ref: 18899

This convenience store is in a busy central Auckland location. Secure and stable business environment. The business currently has 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:** \$75,000 plus Stock
Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

Great Cafe in Auckland CBD

ref: 19555

This stylish cafe is located in a popular shopping area of Auckland's CBD. It is surrounded by many offices and universities.

Seating up to 65 people, also comes with a spacious store room (approx. 100m2). Weekly turnover is around \$20,000 to \$24,000. Average coffee bean sale is about 30kg to 34kg a week.



Location: Auckland CBD **Asking Price:** \$500,000 plus Stock
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

5 Days Sushi for Sale

ref: 19665

This 5 days sushi shop is located in a developed commercial area near Auckland's airport. Surrounded by lots of other retail stores, hotels and office buildings.

Current weekly turnover is about \$15,000. Short trading hours, open from 10am - 4pm, Monday to Friday. Rent is only 8% of the turnover which makes this business very profitable.



Location: Auckland Airport **Asking Price:** \$590,000 plus Stock
Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Retail Business with Great Potential

ref: 19865

This well-established health shop is located in North Shore City. Same owner for the last 5 years. This health shop mainly sells New Zealand made natural health supplements and skin care products.

The weekly turnover is about \$6,500 to \$7,000 with rent of \$800 inclusive of GST a week. Open 6 days only from Monday to Saturday 9:00am to 5:00pm. An easy business that would give a working couple the opportunity to become their own boss.



Location: North Shore **Asking Price:** \$200,000 plus Stock
Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz

Great Printing Shop on the Shore

ref: 19522

A well-established printing business is for sale now. This printing business is located in the North Shore city, great location. The annual turnover is about \$220k.

They provide plates and films for offset printing and screen printers, wide format printing (A2 - A0 posters), graphic designing, business cards. Same owner for the past 30 years. Steady and loyal customer base and good reputation.



Location: North Shore **Asking Price:** \$150,000
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

Popular Burger Shop in Auckland

ref: 19604

This well-presented takeaway shop is located on a busy main street of the Mt Eden/Epsom area. Great location and easy roadside parking.

It has a big store room of almost 70m2 and a simple menu selling fish & chips and burgers. Weekly turnover is about \$5,300 and still growing with great potential. The rent is about \$630 inclusive of GST a week. Low outgoings.



Location: Auckland Central **Asking Price:** \$125,000
Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

North Shore Franchise Cafe for Sale

ref: 19829

This well-known franchise cafe is located in the heart of a shopping centre. Ample parking available at the front of the shop. Spacious store space of 120m2, providing seating for up to 80 people.

The weekly turnover is around \$9,000 to \$10,000. Weekly coffee bean sale is about 15kg. Reasonable rent and secure lease.



Location: North Shore **Asking Price:** \$208,000 plus Stock
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

Fruit & Vege Shop with Low Rent

ref: 19995

This fruit and vege shop is located on a main road in the West Auckland area. Easy parking at the front. Large loading zone at the rear of the shop.

The rent is about \$585 a week inclusive of GST. The current turnover is about \$18,000 a week inclusive of \$2,000 income from the Sunday Market. Long lease, due to vendor's family reasons is now for sale.



Location: Western Auckland **Asking Price:** \$228,000 plus Stock
Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

Rental Car Franchise Auckland

ref: 19284

Well established and situated in a prime position close to Manukau Shopping Centre. Started in May 2008 and has shown steady growth with still more to come.

Franchise has recently been renewed and a lease with excellent terms is available. Returning over \$120k to working owner.

Owner has commitments to his other business and says "present all offers".

Location: South Auckland **Asking Price:** \$97,000 plus cars
Broker: Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz



Lovely Warm Inviting Cafe. Prime Street

ref: 19543

Located in a premium suburb and sitting in the middle of the main street. Wonderfully set up, with a variety of seating - on the pavement at the front, within, and outside in a beautiful courtyard.

The café has just been granted a liquor licence and business continues to grow. It has a fantastic reputation and reviews from locals and visitors alike.

Currently only open daytime, with ability to open evenings.

Location: North Auckland **Asking Price:** \$290,000 plus Stock
Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz



Automotive Business with Great Potential

ref: 19592

This unique, successful business offers three different revenue streams - along with vehicle servicing, the business also imports used vehicles, and supplies both new and used spare parts. Along with a large workshop, the fixtures and fittings are excellent, with plenty of room for parking. With regular customers; the business does little advertising and has more work than it can handle. Opportunity exists to grow.

Location: Auckland **Asking Price:** \$365,000 plus SAV (approx \$270k)
Broker: Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz



Top Refresh Renovations Franchise

ref: 19612

This profitable star performer is now available for a new owner to grow even further! This business does the big reno jobs with two teams of builders on board. There is plenty of future work booked! Refresh is the leading brand in the renovation industry in New Zealand with a sophisticated website, marketing strategy and support for the franchise owners. You don't need to be a builder to run this business.

Location: Auckland **Asking Price:** \$540,000
Broker: Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz



Perfect Suburban Café. Great Sales & Profits

ref: 19649

It's hard to find a café that 'just works'. This is a fantastic lower North Shore café on a wonderful corner site and it's also a bit of a superstar performer!

Sales have averaged over \$23,000 per week over the last 6 months and this average continues to rise. Coffee sales are a very smart 33kg per week and other costs are well controlled. The café is fully managed and rent is just 6% of sales.

Location: Auckland **Asking Price:** \$795,000 plus Stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz



Transport Company - Own Client Base

ref: 19714

Well known and long established transport company. Auckland area - short hours - clean palletised deliveries. 5 days per week. After a long time business is on the market as vendor now wishes to retire.

Part time working owner spends very little time in business. Businesses such as this rarely come on market. Late model fleet attractive and well maintained, GPS and tail lifts.

Location: Auckland **Asking Price:** \$730,000
Broker: Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz



Medical Clinic

ref: 19745

The business operates under an exclusive area license.

Presently operated by registered nurses with client referrals from past and existing clients, doctors, specialists and walk-ins. Financially performing well but should easily be grown by a full time owner, either a registered nurse or a marketer.

This type of business isn't often available.

Location: Auckland **Asking Price:** \$179,000
Broker: John Adams / 021 974 097 / johna@linkbusiness.co.nz



Fast Food Franchise - My Kitchen

ref: 19851

Founded in Auckland in 2007 serving premium Taiwanese Cuisine. This unique fast food franchise is now recruiting new franchisees who can either buy existing stores or set up in a new location.

The business offers a proven system with guaranteed GP over 60%. Easy operation, cost effective, competitive price. All semi-cooked food is from the central kitchen. The asking price varies depending on location.

Location: Auckland **Asking Price:** \$350,000 plus stock
Broker: Susan Han / 027 566 89383 / susanh@linkbusiness.co.nz



Businesses for sale - Auckland

Profitable Lady Fashion Shop

ref: 20010

Well-established lady fashion shop located in a popular shopping area of Auckland's CBD.

Turnover is about \$7,500 a week. Rent is about \$525 a week inclusive of GST. Currently, it is managed by one full-time and one part-time staff member. The owner does not work at the shop.



Location: Auckland CBD **Asking Price:** \$98,000
Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

Leading Franchised Fruit World Business

ref: 20018

This well-established franchised Fruit World business is on the Shore. Next to a butcher, bakery and liquor shop. Ample parking at the front. Large loading area with security gate. Handy for loading and unloading. Three walk-in coolers.



Last year's turnover averaged around \$27,000 per week. EPITD (Net Surplus) on account is over \$100,000.

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

Profitable Bakery Business for Sale

ref: 20105

This well set-up bakery is located on a main road in North Shore's residential area.

- Large shop with weekly rent of \$577 + GST
- Average weekly turnover is about \$7,000
- Current owner has it since 2012
- Stable client base
- Simple menu and easy to learn



Location: North Shore **Asking Price:** \$160,000 plus Stock
Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz

5 Days Café in Auckland CBD

ref: 20147

This well established cafe is located on a busy road in Auckland's city centre.

- Spacious: 85m² inside and 80m² outside
- Open five days only 6:30AM to 4:00PM
- Weekly turnover is about \$7,000
- Rent is \$875 plus GST a week
- Current owner has owned it for 11 years



Location: Auckland CBD **Asking Price:** \$220,000 plus Stock
Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz

Cafe with Low Rent for Sale

ref: 20011

This long established cafe business is located in the North Shore area. The same owner has run the business for 17 years, good reputation among the customers. Spacious shop space that spreads up to 100m².



Weekly turnover is about \$5,000 and rent is about \$260 a week inclusive of GST. Long and secure lease. The current owner wants to sell the business due to retirement.

Location: North Shore **Asking Price:** \$125,000
Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

Great Dairy in West Auckland

ref: 20069

This nice dairy is located on the main road of West Auckland. Close to a church and school. Excellent lease conditions. Weekly turnover is about \$5,000 plus.



It is a stable business - the current proprietors have run and owned the business for 9 years. First time on the market in 9 years, great business opportunity is not to be missed.

Location: Auckland **Asking Price:** \$75,000
Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz

Gloria Jeans Franchise Coffee for Sale

ref: 20108

This franchised cafe is located in the Auckland CBD. Weekly turnover is around \$11,000 and potentially can increase with the new management and concept of the purchaser in the future.



Well known franchise system that providing strong and full support and training. New road layout will be completed soon to increase the foot traffic around this area.

Location: Auckland CBD **Asking Price:** \$250,000 + Stock
Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Asian Buffet Restaurant

ref: 19904

This well-established buffet restaurant is located on the main road with ample parking nearby.



Serving with Asian food like Japanese etc. Spacious shop size that provides seating up for 110 people. Fully liquor licensed. Reasonable rent with the current weekly turnover that is around \$15,000.

Location: North Shore **Asking Price:** \$238,000 + Stock
Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

Large Franchised Cafe

ref: 16478

Well-known franchised café located in a prime spot with wide frontage. Good sized floor area and kitchen with excellent parking around. This long established café has a desirable and steady turnover with loyal local clientele. Everything is in place, this is an easy business to operate with room to refurbish. Good training provided so this would suit first time buyers. Genuine reason to sell and this must be sold.



Location: Auckland **Asking Price:** \$250,000 plus stock
Broker: Hannah Jiang Hardellet / 021876122 / hannahj@linkbusiness.co.nz

Spacious Superette and Lotto

ref: 19802

Fantastic location, busy main road with supporting shops in the neighbourhood. Weekly turnover is more than \$20,000, plus LOTTO sales of \$4,000.



Very spacious chiller at the rear for adding fresh produce. Plenty of parking, easily accessible. Also attached is a studio apartment with kitchen and shower facilities, perfect for a couple. Rent \$995 p/w inc. GST and operating expenses.

Location: Auckland **Asking Price:** \$490,000 plus SAV
Broker: Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz

Wonderful West Auckland Cafe!

ref: 19984

What a fantastic café this is. Fresh, bright, new and humming nicely! Sales continue to grow and this growth is set to increase as this area just becomes busier!



West Auckland is super-hot right now for development and this café really strikes the right notes. The rent here is unbelievably good for this very high profile location at just \$40,000 per annum. The lease is also nice and secure.

Location: Auckland **Asking Price:** \$485,000 plus Stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Franchise Cafe - Premium Brand

ref: 20035

This cafe is open day-time only, 5 and a half days a week. The weekly turnover is between \$17,000 to \$18,000. Located on a main road and surrounded by lots of offices and businesses, the cafe has spacious indoor and outdoor seating as well as ample parking.



The business makes good margins as it produces most of the foods in its modern kitchen. On the market for sale as partnership is dissolving.

Location: Auckland **Asking Price:** \$630,000 plus stock
Broker: Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

Supermarket (Franchised) Opportunity

ref: 18428

This is a new franchised store, with over 60 stores in the group.

Electronic labelling & profit tracking system.

Turnover closing on \$40k per week.

330m2 retail space. Fast high density growth area.



Owner operators entry in the lucrative supermarket industry. Details given only in person.

Location: Auckland **Asking Price:** \$900,000 plus Stock (approx. \$150k)
Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

Wholesale & Retail Butchery

ref: 19808

Very successful in a convenient location. Supplies wholesale meats to restaurants Auckland wide, and sells meat and small goods through shop. Open Tuesday to Saturday, current owner works 30 hours per week. This is a well-established shop within a large community that buys regularly for family and social functions.



Rent per week is only \$214.00 + GST + OPEX. Weekly average turnover approx \$16,000/week.

Location: South Auckland **Asking Price:** \$190,000
Broker: Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz

Dry Cleaning Business For Sale

ref: 19999

This drycleaners is now on the market for sale after a 10-year ownership by the vendor. The business is run by a husband and wife team with a couple of staff. The rent is reasonable for \$352 per week.



The business is open 5.5 days a week for normal working hours. Generating a good income for the current owner but now is the time for the owner to move on.

UNDER OFFER

Location: East Auckland **Asking Price:** \$300,000 plus Stock
Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

Franchised Liquor Shop

ref: 20063

Positioned on a busy main road of a prime central Auckland suburb.

- Weekly turnover is around \$17,000 inc GST

- Weekly rent \$1,000 inc GST

- This business is currently semi-managed, but the vendor works only two and half days per week

- Busy foot traffic with convenient car parking



Location: Auckland Central **Asking Price:** \$149,000
Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

Businesses for sale - Auckland

5 Day Franchise Cafe in CBD

ref: 19882

This is a brilliant opportunity as overseas vendor is keen to sell. The business offers:

- Well-known brand and a proven system
- Great location on main road within an office building jungle
- Low rent with secured long lease in place
- Short hours from 7am to 4pm week days only
- High turnover with very good margins
- Under management but suitable for owner operator



Location: Auckland **Asking Price:** \$220,000 plus Stock
Broker: Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

Online Business 83% GP

ref: 20066

Do you want to work from home and make good money? Do you want to have a secondary, or maybe primary income? If yes, then this is a great opportunity for you.

All the hard work has been done. These Google-optimised websites are generating significant on-line traffic and are still growing. With very low overheads, this business can be run from home. Best suits buyers based in Auckland. There is great potential in this business.



Location: Auckland **Asking Price:** \$75,000 plus Stock
Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

Diesel & Turbo Specialists

ref: 20076

One of the longest established diesel fuel injection specialists in New Zealand.

Bosch accredited service agents and have facilities and expertise to service the majority of systems, including marine and agricultural.

All aspects of turbo charger services offered from spare parts to overhauls. Very reasonable price, owner retiring.



Location: Auckland **Asking Price:** \$510,000
Broker: Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

Café in Fast Growing Community

ref: 20146

Newly established café in newly developed area. Average weekly sales around \$13,000. Day to day operations run by dedicated staff. Top quality fit outs and chattels. Well presented premises and kid friendly.

Carry on as fully managed. Excellent for husband and wife team too. Huge on-going development in the area, vendor expects customer base and sales to grow over time. Long lease in place.



Location: Auckland **Asking Price:** \$260,000
Broker: Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz

Cafe - Rent for \$180 GST inclusive

ref: 19958

- Good location on Papakura main street
- Currently under management but would suit an owner operator
- Very low overheads with potential to increase sales
- Long lease with final expiry date in April 2024
- Motivated Vendor wants to sell to focus on other business

Please contact the best business selling team.



Location: Auckland **Asking Price:** \$75,000 plus Stock
Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

North Shore - Great Cafe

ref: 20070

With an A-Grade food licence, this attractive corporate-styled daytime cafe is extraordinarily well-equipped, looks absolutely fabulous and has plenty of seating for its customers. The cafe is trading well with plenty of growth opportunities.

Open 7 days, all food is made on site. This café has become a firm favourite with local business people and café lovers from all over. Monthly T/O \$45,000. Rent \$5480 + GST.

Location: North Auckland **Asking Price:** \$288,000
Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz



Café Set to Go Through the Roof

ref: 20118

Day to day operations run by dedicated staff. Top quality fit outs, spacious and immaculately presented. Relaxed yet modern and kid friendly. Average weekly sales close to \$18,000. Normalised annual profit after management around \$150,000.

Huge development going on in the area. Vendor expects customer base to grow over 100%. Well set to go through the roof! Genuine reason for selling.

Location: Rodney, Auckland **Asking Price:** \$597,000
Broker: Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz



Profitable Retail Business for Sale

ref: 20179

This long established retail shop is located in one of the busiest shopping centres in Southern Auckland. Nearby a residential area and surrounded by many takeaways, supermarket and pharmacy shops.

Average weekly turnover is about \$17,000, GP is over 50%. Great profit for working owners. Experience is not necessary.

Location: Auckland **Asking Price:** \$65,000 plus Stock
Broker: Bryan Sui / 021 283 6666 / bryans@linkbusiness.co.nz



Jewellery Store North Shore

ref: 16525

Ideally situated on the main road this store attracts a lot of foot traffic. With a database of over 3,000 customers this store has a high percentage of repeat business.

This is a turnkey sale – everything has been done for you - from day one you will make money. Net cash to the working owner is over \$200,000+.



Location: North Shore **Asking Price:** \$450,000
Broker: Basil Badenhorst / 022 4548 348 / basilb@linkbusiness.co.nz

Established & Profitable Cafe

ref: 18178

Here is a wonderful opportunity to be happily involved in a well established, profitable and “turn key” café in one of Auckland’s most desirable locations.

Established 8 years back by its current owners, it has enjoyed steady growth and strong profitability over the years and has attracted a loyal following of repeat local customers and many shoppers in the area.



Location: Auckland Central **Asking Price:** \$569,000 including Stock
Broker: Saurabh Tiwary / 021 294 8074 / saurabh@linkbusiness.co.nz

Sushi Sushi Sushi

ref: 18215

Well established business in a busy shopping centre of East Auckland.

Excellent high sales with great profit margins. Simple menu and easy to operate. Full training to be provided.

This is an excellent chance to own your own sushi business in a busy mall.



Location: East Auckland **Asking Price:** \$298,000 plus Stock
Broker: Michael Jiang / 021 531 866 / michaelj@linkbusiness.co.nz

Well Known Franchised Ice Cream Shop

ref: 18620

Do you want to own a business in the most popular shopping mall in Auckland?

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

Easy operation and strong on-going support from head office.

Premier unique location with a lot of foot traffic.



Location: South Auckland **Asking Price:** \$288,000 plus Stock
Broker: Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Fish & Chips takeaway with cheap rent

ref: 18919

Located in an Auckland Central suburb with heavy foot traffic and regular clientele base.

Currently open 6 days but the new owner can further grow the business by opening 7 days. Cheap rent only \$1760.85 per month plus GST.

The business currently makes Fish & Chips, Pies and Chinese takeaway. There is potential to increase sales by adding even more to the menu.



Location: Central Auckland **Asking Price:** \$60,000
Broker: Michael Jiang / 021 531 866 / michaelj@linkbusiness.co.nz

Laundromat Open 6 Days with Cheap Rent

ref: 18968

Located in a central Auckland suburb with plenty of convenient car parks nearby.

Currently open 6 days, potential for the new owner to take this business to the next level by opening 7 days a week. Very cheap rent and a secured lease in place.

This is a great opportunity for a first time buyer and would be a fantastic business for a family to run.



Location: Central Auckland **Asking Price:** \$135,000 plus Stock
Broker: Michael Jiang / 021 531 866 / michaelj@linkbusiness.co.nz

Licensed Restaurant & Bar

ref: 18999

A well-established licensed bar and grill in an excellent area. This bar caters for and is licensed to accommodate 175 people with 110 seats downstairs and 60 - 70 people upstairs.

The upstairs area has a separate bar and is also being used for private functions. Secure lease in place. Low rent for the size of the premises at \$4,700 including GST & operating expenses per month.



Location: Auckland **Asking Price:** \$275,000 plus SAV
Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Sheetmetal Manufacturing Workshop

ref: 19059

If its made of mild, aluminum or stainless steels this workshop can fabricate it. The customer base has a number of Blue Chip companies who make up a large portion of the repeat work.

There is an office manager who assists with the day to day running of the business. The sound rated building may be leased or purchased. The owners are retiring and want a quick sale.



Location: East Auckland **Asking Price:** \$276,000
Broker: Basil Badenhorst / 022 4548 348 / basilb@linkbusiness.co.nz

Businesses for sale - Auckland

Restaurant & Function Venue - \$30,000 pw!

ref: 19345

Located in the thriving, rapidly developing Northwest area of Auckland this superbly presented, profitable hospitality enterprise is ideal for an experienced operator wanting a really worthwhile opportunity with plenty of upside.



The business has a generous lease term, a worthwhile rental, a well thought out fit-out and décor, reasonable hours, a great location, and several other outstanding features.

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

Postal, Freight, Courier Services

ref: 19464

This is a very easy to operate business. This company offers a complete range of postal, freight, courier, packaging and removals services, and it is operating successfully through a national retail network.



Operating 5 and half days a week. Managing packaging, freight and mailing services for businesses of all sizes, as well as for householders and tourists nationwide and on an international scale.

Location: Auckland **Asking Price:** \$250,000 plus SAV
Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Kebab Shop Busy Mall

ref: 19569

Established business in a busy food court. Easy operation. No food experience required, training will be provided to new owner. Kebab shops are known for their simple operation. This is one of the heavyweight shopping centres.



It scores well on most measures, with an excellent retail mix and a quality shopping experience. It also has great demo-graphics, with a large and high-income catchment.

Location: Auckland **Asking Price:** \$299,000 plus SAV
Broker: Saurabh Tiwary / 021 294 8074 / saurabh@linkbusiness.co.nz

Franchised Liquor Store – Central Auckland

ref: 19635

Spacious & well-presented liquor store in central Auckland on a busy main road location, attached to a well-known and established franchised group.



Ample designated carparks on the premises. Weekly turnover averages between \$14,000 and \$15,000 per week with very good gross margins. Vendor reports net surplus of \$102,000 for 10 months period ending 31 March 2015

Location: Auckland **Asking Price:** \$195,000 + stock
Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

5 Day Industrial Cafe - Central Auckland

ref: 19650

This good sized cafe is located in the heart of an industrial area in the central suburb of Auckland with a lot of office people around!



Well presented with plenty of parking.

Current turnover is \$9,000 per week.

Reasonable rent considering its location. Good kitchen, indoor and outdoor seating.

Location: Central Auckland **Asking Price:** \$280,000 plus Stock
Broker: Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Franchised Fruit, Vege & Grocery

ref: 19701

Popular franchise fruit, vegetable & grocery store with huge storage & cool rooms. Easy operation, great & supportive franchise. Spacious, neat & tidy premises.



Plenty of convenient car parks. Turnover: averaging \$28,000 per week with excellent profit margins.

Operating hours 7:30 am - 7:00 pm, Monday - Sunday. Reasonable outgoings, long & secured lease in place.

Location: Auckland **Asking Price:** \$250,000 plus SAV
Broker: Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz

Catering Business for Sale

ref: 19703

If you are involved in catering and would like to expand then this is your golden opportunity, comes with its very own distributed commercial kitchen.



Good lease.

Average \$27,000/week, good profit.

You will need catering experience for this one. It will go quickly, so call now.

Location: West Auckland **Asking Price:** \$500,000 plus Stock
Broker: Mei Wang / 027 467 848 / meiw@linkbusiness.co.nz

Cafe - Central Auckland - Pure Magic

ref: 19723

If you are an experienced operator in the market for a great cafe (weekly sales over \$30,000) with the potential to nearly double the turnover, this is the one for you!



The equipment, décor, seating, facilities, location, lease, rent, staff and future growth are all exceptional so if it's of interest, best you call now!

Location: Auckland **Asking Price:** \$925,000 plus stock
Broker: Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Mexicali Fresh - Princes Wharf

ref: 19749

Outstanding opportunity to purchase the original Mexicali Fresh in New Zealand in a prime inner city location.

If you are looking to break into the hospitality industry in a busy Auckland CBD location this is well worth a look.

Full training and support from an experienced Franchisor.

Location: Auckland **Asking Price:** \$695,000 plus Stock
Broker: Nick Stevens / 021641978 / nicks@linkbusiness.co.nz



Niche Small Manufacturing Business

ref: 19822

Niche small business manufacturing a well-known marked brand through an established wholesale customer base in New Zealand and exporting to Australia. The owner works an average of 20 hours per week operating and running the business.

Would make an attractive addition to an existing business. Can be relocated from Auckland to anywhere in NZ.

Location: South Auckland **Asking Price:** \$159,000 + stock
Broker: Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz



Restaurant & Bar – Extraordinary Opportunity

ref: 19928

Enjoying a high profile corner site on the outside of a popular Central Auckland shopping centre this well-equipped restaurant and bar is a “must see” for any experienced operator keen to establish their own restaurant/bar in an incredibly desirable location.



If you have a strong concept and proven hospitality experience (a “must have” requirement for the landlord) then this opportunity could be perfect!

Location: Auckland **Asking Price:** \$385,000 plus Stock
Broker: Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Asian/Japanese Restaurant on the Shore

ref: 20055

An exciting opportunity for those looking for a licensed restaurant in North Shore. Licensed for over 50, this restaurant is roomy in term of seating, bar, kitchen and storage areas. Good numbers of parking too.

The quality plant and equipment will last. The front of the shop and road exposure is impressive. The rent is very reasonable for this place.

Location: Auckland, North Shore **Asking Price:** \$220,000 plus Stock
Broker: Hannah Jiang / 021 876 122 / hannahj@linkbusiness.co.nz



Master Franchise

ref: 20060

Established North Island Master Franchise. Where the hard work has already been done for you. The business has been made profitable with a 15 strong franchise network and plenty of room for growth.

Operating in a defined market sector that has been showing growth. The business has a very good system with an experienced team in place.

Location: Auckland **Asking Price:** \$895,000.00
Broker: Nick Stevens / 021641978 / nicks@linkbusiness.co.nz



Beauty Clinic in Parnell

ref: 20153

An upmarket facility located in a high profile location, shared with other professionals. Smart, visually pleasing décor. Established 4 years ago, steadily growing client base. Rent only \$470 (incl GST), per fortnight, and this includes power, water, internet & cleaning. Would you like your own Beauty Therapy clinic, all set up and ready to go, this one is priced well & has plenty of potential for further growth.

Location: Auckland **Asking Price:** \$55,000 plus Stock
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz



Industrial Machinery Servicing

ref: 19317

Profitable, well established, easy to run and well known and respected brand. Guaranteed income.

Owner needs some mechanical skill or background. price includes a well set up mobile service van including signage, racking, work table and tools.

Great opportunity for owner operator to net \$140,000 plus.

Location: Auckland **Asking Price:** \$190,000
Broker: Michael Fokkens / 021 598 188 / michael@linkbusiness.co.nz



Home Improvements - North Shore

ref: 19039

This well established business does primarily bathrooms and kitchens but any interior work can be done.

Profitable, growing and easy to run and can be home based. Full price of \$270,000 based on an EBIT of over \$100,000 is very reasonable and includes vehicles, stock and other plant.

All trades subcontracted, showroom. Great opportunity for owner operator to net \$160,000 plus.

Location: North Shore **Asking Price:** \$270,000
Broker: Michael Fokkens / 021 598 188 / michael@linkbusiness.co.nz



Businesses for sale - Auckland / Waikato

Engineering Shop & Machinery Sales

ref: 19386

A well-established food processing machinery and engineering business based in South Auckland.

It offers an import and export aspect, along with new and second-hand machinery sales. Included is the manufacturing of a line of unique packaging machines, and the ongoing supply of spare parts.



An exclusive agreement is in place for vacuum packaging equipment.

Location: Auckland **Asking Price:** POA

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

Paper Plus, NZ Post & Sportsworld Otoro-

ref: 19629

Paper Plus, NZ Post and Sportsworld are well-established, well-recognised businesses within the town and offer the added advantage of a Lotto outlet which provides a high level of foot traffic into the stores.



These businesses offer great returns. This is a fantastic opportunity to join well-recognised, growing brands with excellent support, and full training offered to a new owner.

Location: Otorohanga **Asking Price:** \$350,000 + stock

Broker: Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz

Forest Oasis, Ideal Family Business

ref: 20062

- Fantastic location approx half way between Tirau and Rotorua on a busy tourist route
- Set in a unique bush environment, a must-stop for coffee & food
- Ideal family business with own accommodation attached
- Healthy profit with plenty of potential for the new owner
- This freehold going concern business opportunity includes 510sqm of restaurant/accommodation and 6675sqm of land, be your own landlord!



Location: South Waikato **Asking Price:** \$695,000 plus GST (if any)

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

Well Established Garden Maintenance

ref: 20097

Established for over 20 years still with excellent opportunity for expansion. This business has long standing regular client base which includes commercial and residential clients. Price includes all equipment, van with covered trailer and well-presented website. Opportunity to improve profit for a working couple or full time owner. Currently returning an average of over \$60,000 to owner working part time.



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

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

Floor Sanding - Fully Staffed

ref: 19601

Experienced trademen handle the day to day operational side of this easy to run business.

Established 25 years and owner retiring.

Great opportunity for owner operator to net \$100,000 plus.

Presently home-based. Easy to run. Owner retiring after 25 years.



Location: North Shore **Asking Price:** \$230,000

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

Import/Distribution of "Marque" Brand Auto

ref: 20036

Medium sized specialist parts business. Leader in its niche market segment and supply's the whole of NZ. • Parts importing – Marque Brands • NZ agent for automotive components direct from source in Europe • Parts wholesaling (B2B) • Trade & retail sales • Minor repairs & wrecking • EBPIDT of approx. \$180,000 • Strong trading history • A leader in its market segment. Land & Buildings also available for sale.



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

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

Make Your Hobby Your Income

ref: 20064

Ideal for the sports enthusiast, well-known 20yr old business. The only general sports shop in town. Wide range of sports goods, plus sales of firearms, gym equipment rental & local school uniforms. Very economical rent of \$18,000 plus gst including outgoings enables the current owner to achieve a very comfortable profit and enjoy a lifestyle business with well trained staff available to allow time off when wanted.



Location: South Waikato **Asking Price:** \$135,000 plus SAV

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

Popular Waikato Cafe

ref: 20188

Popular Waikato cafe, open 7 days with plenty of seating options inside and out. Fabulous parking at its door step makes this an easy stop for the locals. A modern relaxing decor with well-appointed assets utilising space well, with average weekly sales over \$20,000 incl GST. Great staff already in place. New owners can walk in and continue trading from day one!



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

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

Cafe Te Aroha

ref: 19156

A tourist town at the end of the well known Hauraki Rail Trail. Around 41,000 people, including international tourists, cycled the trail last summer. Te Aroha also has tourist and leisure attractions.

The cafe has many regular clients and tourists who enjoy inexpensive coffee and cake or a good quality restaurant dinner meal. House sales in the area are going crazy! So is this the ideal time to acquire your own cafe?



Location: Waikato **Asking Price:** \$257,000
Broker: John Adams / 021 974 097 / johna@linkbusiness.co.nz

Manufacturer – Net Surplus \$250K

ref: 19250

Offering bespoke solutions to private & professional clientele including architects, designers & builders, this exceptional business showed a net cash surplus to a working owner of over \$250,000 for the 2015 financial year. Reliable and long standing staff, excellent premises and location and up-to-date plant combine to make this a great opportunity for a new owner. Generous transition period available.



Location: Otorohanga **Asking Price:** \$450,000 plus Stock
Broker: Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Iconic Retail - Paeroa Furniture & Flooring

ref: 19385

Long established business specialising in a quality range of furniture, flooring, curtains & bedding to their many long term customers. Spacious retail shop with a large additional storage facility. Experienced staff in place. Includes vehicles for delivery & mobile service. Take advantage of a solid retail business in a great provincial town with affordable property prices which allows you a great lifestyle.



Location: Paeroa **Asking Price:** \$99,000 plus SAV
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Cafe on Main Highway

ref: 19595

This successful well positioned cafe bar on the main road is well supported by locals and the many visitors to this town. Set to benefit even further from the new Waikato Express Way which is now under construction.

- Open 7 days
 - Lease \$3,320 per month + GST
- Plenty of options here to expand on the current business.



Location: Tirau **Asking Price:** \$300,000 plus SAV
Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz

Smooth Running Small Town Café

ref: 19617

Want your own café, but need support & training? This franchise café has everything you ever wanted • High profile SHW location • Small town rent • Large kitchen • North facing • Multiple entrances & loads of parking • Welcoming décor • Systems in place & working well • Flexible menu. Currently run under management returning nearly \$90,000, but a working owner could be returning higher numbers - in sales and profits!



Location: South Waikato **Asking Price:** \$345,000
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Childcare Centre – South Waikato

ref: 19945

This attractive and spacious centre is licensed for more than 50 children. It has very good occupancy, is well-managed and has a good lease in place.

This centre would suit an owner/operator or for someone looking for a fully-managed option.



Location: Waikato **Asking Price:** \$580,000
Broker: Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Rural Contracting with Solid Income Stream

ref: 19969

Rural contracting business reluctantly offered for sale due to the owner's change in circumstances. Long-standing client base complements the high-quality plant & very good income stream. Recently started to actively market the service which has resulted in additional customers; the owner has recently bought another tractor/cutter with modified ute to cope with the increased workload.



Location: Waikato **Asking Price:** POA
Broker: Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Thriving Auto & Equipment Workshop

ref: 19996

Opportunity for an experienced mechanic to take over a thriving established workshop. Specialises in farm machinery, car, truck & tractor repairs onsite & in the field; approx a 50/50 split in automotive and agricultural work. WOF issuing authority. Prime commercial land & buildings also available. A competitive lease plus a very generous training period. Average EBPITDA of \$116,000 achieved over the last 3yrs.



Location: Putaruru **Asking Price:** \$135,000 plus SAV
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Businesses for sale - Bay of Plenty

Ten out of Ten Business Investment!!

ref: 17771

A thriving digital printing business. Over the nine years of business it has grown steadily. Last year's turnover just over \$600,000. Latest large format equipment which produces high quality & high volume prints; pullup displays, banners, billboard skins, truck curtains, vehicle graphics, are but a few. Customers from throughout the country & have exported to Fiji & other Pacific Islands.



Location: Bay of Plenty **Asking Price:** \$650,000
Broker: Mike Fraser / 021 932 6333 / mikef@linkbusiness.co.nz

Professional Stylists Make You Look Great!

ref: 19426

Established over 25 yrs ago this landmark location has been home to prominent salon owners, the present owner of 4+ yrs. Client database has grown and now is ripe for change. Modern decor with 8 work stations. Present owner will negotiate terms which may include an agreement to continue as an experienced Stylist. Can one start up a new salon from scratch with a built in client list for this price? Let's do the sums!!



Location: Tauranga **Asking Price:** \$45,000 plus SAV
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Horticultural Services - \$200K Returns

ref: 19835

Cash surplus of \$200,000 is achieved from just 3-4 months work p.a. Take the rest of the year off to travel & spend the generous income!! A range of specialised horticultural work which involves utilising a comprehensive array of specifically designed equipment to do an essential orchard job. The unique equipment involved provides a very real cost of entry barrier to any would be competitors setting up in opposition.



Location: Bay of Plenty **Asking Price:** \$595,000
Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Fantastic Job for a Practical Man. Net \$80K+

ref: 19909

Home-based 5 days per week. A "Dingo" is a specialised, incredibly versatile, mini earthmover that can operate in confined spaces. Small earthmoving, digging, trenching, post holes, landscaping work, for builders, plumbers, and the general public. Full training will be provided by the retiring vendor. Cash surplus of over \$80,000 per year easily achievable for one owner operator.



Location: Tauranga **Asking Price:** \$145,000 o.n.o
Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

North Facing Waterfront Eatery

ref: 18927

Upmarket eatery, with top of the line commercial equipment. Business is steady & systems are in place, the owner has been running this restaurant as a relaxed lifestyle business over the last couple of years. \$160,000 PA net surplus. Great lease of \$40,000+ PA. Closed on Sundays & public holidays, scope to increase sales with longer opening hours. Currently running as a restaurant but could be a great daytime café.



Location: Whakatane **Asking Price:** \$298,000
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Prime Mount Maunganui Location

ref: 19176

Captured the smart casual dining, this in-vogue Mount eatery reflects strong sales.

- Superb location with super trendy decor
- Top of the line commercial grade equipment throughout
- Chef and good staff in place
- Excellent lease of \$52,000 + PA, with expiry 2024

Great returns. Work and live life in the best place – Mount Maunganui! Want to know more? Contact me today to enjoy the bustling summer trade.



Location: Mt Maunganui **Asking Price:** POA
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Top Milk Bar/Dairy in the Bay!

ref: 19867

Located in the main street of Te Puke, here is your opportunity to hit the ground running with a busy retail dairy. Owned since 2009 the growth in revenue across several product lines has been steady. An exclusive well-respected franchise product line available to an approved buyer. Regular customer base & high pedestrian traffic the store is ideally located with plenty of parking outside.



Location: Te Puke **Asking Price:** \$149,000 plus Stock
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Car, Truck, Van Rentals. \$146K Cash Surplus

ref: 20174

- 17 year history and showing good growth
- Set to make it's working couple a \$146,000 cash surplus this year
- 32 vehicles include small trucks, cargo vans, people movers, cars and station wagons. All are very tidy vehicles
- Depot lease in prime visibility location with rent of just \$20K per year
- Easy business to run but some mechanical aptitude would be helpful



Location: Bay of Plenty **Asking Price:** \$340,000 o.n.o
Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Lifestyle Biz - "Your Dream/Our Passion"

ref: 19910

Design, construction & renovation business involved in the outdoor lifestyle industry which shows a 20% return of turnover to the owner (EBIPTDA). All systems, staff & sub-contractors in place for the new owner to choose their level of involvement. Servicing the high-end market provides significant on-selling opportunities. Suited to someone with a building background who has strength in sales & customer service.



Location: Tauranga **Asking Price:** \$290,000

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

Profitable Charter Boat Business

ref: 19921

Successful charter boat business features:

- Two very well maintained boats able to cater for a large number of people
- A comprehensive and informative website where customers can book online
- Large customer database built providing repeat business
- Experienced skippers
- Compliant under Maritime NZ's new survey regulations (MOSS)
- Profitable, easy to run & is well known in the Bay of Plenty



Location: Bay of Plenty **Asking Price:** \$560,000 plus GST (if any)

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

Trendy Barber Shop in BOP

ref: 19973

Barber shops are gaining huge popularity. Running costs are low. Guaranteed income with loyal male customers - working on a no pre-booking system. Generates the owner a cash surplus (2015 accounts) of just over 60K for a maximum of 30hrs cutting per week. Full time staff also in place. Premises are modern and attractive. Constantly busy and a growing database. Rent is \$1427 per month including opex; excluding GST.



Location: Bay of Plenty **Asking Price:** \$110,000

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

Cafe in Mount with Cheap Rent

ref: 19985

Further scope to grow this business as it has not met its full potential. All food is made on site. Liquor license in place for the evening trade. Great location and is an icon in the area. One of a few in the area that has fantastic seating for large groups without sitting on top of each other! Fantastic all year round courtyard with a fabulous fireplace. Rent is approx. \$235 per week ex gst - try & beat that!



Location: Mt Maunganui **Asking Price:** \$215,500 plus Stock

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

Great Profits & Systems for this Local Cafe

ref: 20043

Continues to grow from strength to strength. Strong branding this Cafe enjoys local customer awareness. Gets the morning sun, which they utilise with loads of seating outside. Staff & systems in place. Good lease, & rent is less than 6% of turnover. Tracking to return well over \$160,000 to one working owner. The hard work has been done, and it's now ready for you to refine and lead it to the next phase.



Location: Mt Maunganui **Asking Price:** \$549,000

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

5 Day Industrial Lunchbar with Mini Bakery

ref: 20056

Prime area with no other lunchbars in the street! Very well equipped with a fully set up mini bakery that enables you to make everything on site for greater profit margins. This lunchbar is ideal for a working couple and if you have some basic baking skills you could make a very good living here in this very busy and under catered street. Rent is very reasonable at \$18,600 p.a & the lease currently runs to 2022.



Location: Mt Maunganui **Asking Price:** \$95,000

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

Bar & Eatery - Tavern Licence

ref: 20061

Vendor is asking plant value for this really modern bar & eatery in a great location, with a tavern licence. Located in Central CBD surrounded by hospitality, open 4pm to close 4 days/week & 11.30am to close Friday-Sunday. Hours could be extended to provide breakfast & lunch. Staff in place & now operating by owner until sold. Top line plant & equipment. Brilliant seating options. Great lease at \$53,200 plus GST.



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

Broker: Nuree Allan / 021 196 7778 / nureea@linkbusiness.co.nz

Join the Booming Manufacturing Market!

ref: 20094

- Well established business with special niche in the market
- Long term staff keen to continue employment in the business
- Net profits have been consistently good year on year, with potential for growth
- The Vendor is prepared to stay on for a generous handover period
- Based in a very popular Mount Maunganui, Bay of Plenty



Location: Mount Maunganui **Asking Price:** \$275,000

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

Businesses for sale - Wellington

Custom Light Engineering

ref: 17600

This business has been involved in gate and access automation for 16 years and has made everything from pedestrian barriers to high security gates. The company makes gates for residential, commercial and high security properties including foreign embassies in the Wellington region. The business could be run as a stand-alone or as a strategic acquisition for a security company looking to acquire a strategic database.



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

5 Day café in Wellington CBD

ref: 18647

This is a great family business opportunity for an owner operator. Opportunity for growth, rent \$17,500 P.A.

- Mon-Fri 7:30-4:00 - no wkends/pub hols
- 1 part-time staff member
- Quality cabinet food delivered daily
- Regular and loyal clientele
- Simple, clean and tidy fit-out



Location: Wellington **Asking Price:** \$150,000 +stock
Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

Ear Health – A Growing Opportunity

ref: 19403

This clinic offers the safe removal of ear wax & other debris from the ear canal using micro suction. The procedure is carried out by registered nurses who've been trained as ear health nurses. Located in Wellington CBD with daily clinics in the Hutt Valley and Porirua. The market for ear health services is rapidly increasing with an emphasis on health. Ideally suited to a nurse seeking independence and autonomy.



Location: Wellington **Asking Price:** \$225,000
Broker: Gary Kaye / 021 222 1707 / garyk@linkbusiness.co.nz

Sewing Retailer

ref: 19469

This business is one of the largest selections of sewing machines and overlockers in NZ featuring brands from the world's leading manufacturers. There is a large range of sewing accessories & furniture, haberdashery, an extensive range of wool, craft supplies and a selection of dress making & quilting fabrics. The business has an annual turnover of close to \$1 million and produces an excellent return for the owner.



UNDER OFFER

Location: Wellington **Asking Price:** \$525,000
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Food Wholesale

ref: 19516

This business is one of only a few food businesses that has a niche market all to itself. Currently operated from certified premises where the products are packaged and distributed into lower North Island supermarkets. Use your skills to have this product marketed and sold throughout New Zealand. Premises can also be acquired.



Location: South Wairarapa **Asking Price:** \$195,000
Broker: Gary kaye / 021 222 1701 / garyk@linkbusiness.co.nz

Fish & Chips - Owner Wanting to Retire

ref: 19823

This well established local business has been in the family for 30 years. Over the years it has built a great reputation for its quality food and customer service. A simple menu, easy to operate and not a great deal of experience required. Vendor will train a successful buyer. This is an amazing opportunity for someone looking for an instant cash flow business.



UNDER OFFER

Location: Wellington **Asking Price:** \$168,000 plus Stock
Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

Bargain Takeaway or Dine in

ref: 19860

This shop is located in a busy cluster of complementary businesses and has great support with surrounding shops, such as liquor shop, restaurant, bar, supermarket, & two big service stations. Currently open Tuesday to Sunday for five hours with sales of \$4,000, this takeaway has the potential to open for lunch 7 days a week due to customer demand.



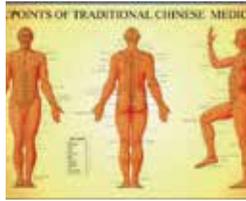
Location: Porirua **Asking Price:** \$40,000
Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

Businesses for sale - Other North Island Locations

Clinic of Oriental Medicine

ref: 20181

This clinic of oriental medicine is a unique health services practice, specialising in osteopathy, acupuncture, Chinese herbal medicine, women's health & fertility. The vendors are committed to assisting a new owner with the benefit of their unique knowledge gained over decades. There will be several options for a new owner to develop this business further.



Location: Wellington **Asking Price:** \$150,000
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Plastics Injection Moulding

ref: 17489

An opportunity exists to purchase this plastics injection moulding business that produces a range of consumable products that are regularly shipped around NZ from the factory. The business includes 3 injection moulding machines, a wide selection of moulds and a full range of supporting equipment. Current products are sold in New Zealand to wholesale customers.



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

Tavern Investment Opportunity with Freehold

ref: 18696

Work less, earn more than Auckland. This handsome tavern turns over \$1.3M/year approx. Profit mainly generated from café and bar operations, group functions is a plus. A 3-bed accommodation, currently unused, has a beautiful view. Long established lucrative, steady business. Quality staff gives the business a self-managing opportunity. Asking \$485,000 + stock for business; \$1M +GST (if any) for the land & building



Location: Manawatu **Asking Price:** \$495,000 plus Stock (business only)
Broker: Hannah Jiang Hardllett / 021876122 / hannahj@linkbusiness.co.nz

Freehold Accommodation Opportunity

ref: 19735

An exciting opportunity to own a freehold accommodation facility near Mt Ruapehu and at a very cheap price! 2.3172 ha of land. Three buildings on site - Main building comprises of 17 accommodation rooms, an office area, & laundry, a second building is a large 972 m² shed, currently set up as an indoor equestrian facility. No business is currently operating from the property, but can be easily prepared for operation.



Location: Ruapehu **Asking Price:** \$395,000 plus GST (if any)
Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Build a New Life at the Beach

ref: 19746

Renovations / Building Franchise Business

- Established 7yr reputation
- Showing excellent profits
- Strong Franchise support & brand awareness
- Only specialised renovations business in the region
- Huge growth opportunities
- Renovations industry is booming
- Comprehensive handover by owners
- One of NZ's most beautiful beach towns
- Sensibly priced



Location: North Island **Asking Price:** \$100,000
Broker: Peter McAdam / 021 841 691 / peterm@linkbusiness.co.nz

Fabulous Costume Hire Business for Sale

ref: 20101

Extensive online presence & website. High % of sales & hiring of costumes are made online, although the shop allows customers to come & try outfits on. Valuable offshore stock suppliers. Cash surplus after expenses to a full time working owner; is approx \$80,000 for the 2015 financial year. Leased premises costing just under 20K per annum, but could be home-based. AN ENTERTAINING & CREATIVE BUSINESS TO BE PART OF!



Location: Tauranga **Asking Price:** \$125,000
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

'Lawn Care That's Right For You'

ref: 18304

Turf & lawn business providing installation, advice & ongoing support services to private & commercial customers including local schools. Currently run approximately 25-30 hours per week Monday to Friday. Full training will be provided by the current owners. EBPITDA of \$103,000 achieved in 2014/2015 by two working owners but this could be achieved by one working owner working longer hours (40-50 hours per week).



Location: Bay of Plenty **Asking Price:** \$195,000 plus SAV
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Growing, Profitable, Solid Café Business

ref: 20067

This is an ideal opportunity for a marketing orientated, experienced caterer/chef to take this prime located, award winning café to new heights. This cafe is located near the city centre of Palmerston North, surrounded by multi-level office buildings. With the morning sun warming all outside guests as they sit down for breakfast and sip their first cup of beautifully prepared barista coffee.



Location: Palmerston North **Asking Price:** \$497,500
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Businesses for sale - Canterbury

Childcare Centre - Freehold

ref: 19753

Set in a delightful semi-rural setting with a large catchment only a short distance from Christchurch city. With over 3000m² of child friendly grounds there's plenty of room for parking and plenty of room for play, with an emphasis on maintaining a sustainable environment and with a modern purpose built building. Established a little over 5 years ago and licensed for 25 children with room for expansion.



Location: North Canterbury **Asking Price:** \$740,000
Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

Established Family Restaurant/Bar

ref: 19930

Very popular, fully licensed family restaurant located beside a large suburban shopping complex and adjacent to a busy arterial road. Specifically designed for catering for large and small groups. Seats just over 200 patrons. Very popular with families and for other group occasions, and has a loyal following of regular diners. Open 7 days a week for lunch and dinner. Good lease with a corporate landlord.



Location: Canterbury **Asking Price:** \$800,000 plus GST (if any)
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Café - Fast Growing Rural Town

ref: 20007

Multi award winning café, situated on the main street and a hit with locals and tourists alike. Enjoying an excellent lease with a modest rental, there's plenty of parking, a BYO License and its funky.



The owner only works part time but an imminent happy event means its seriously for sale. Turnover and profitability is growing impressively, WOW!

Location: Canterbury **Asking Price:** \$135,000
Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

Indian Restaurant

ref: 20160

Established 3 years ago in a new building in a prime location on a busy road with high visibility and abundant car parking.



Approximately 200m² plus outdoor area. Its fully licensed and fully equipped.

Trading successfully as is. It could be adapted to other food styles.

Location: Christchurch **Asking Price:** \$250,000
Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

Hibbard's Butchery

ref: 19856

This well-known, long established independent Butcher is now for sale. Everything including small goods prepared and made on site. Excellent new premises in Stanmore Road. All new equipment, everything replaced or updated since 2012. Loyal clientele. Has traded steadily since 2012 with good income for the working owner. Good lease includes on site car parks. Realistic price, now reduced, Call now!



Location: Christchurch **Asking Price:** \$159,950
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Well-Known Christchurch Restaurant

ref: 19972

Busy, fully licensed restaurant in high profile location! Indoor and outdoor seating 50+, turning over more than \$2 Million a year!!! This business is semi-managed, our vendors have been operating since 2011 and ready to move on. The investment price is \$85,000 + GST (if any). Act NOW and grab this Bargain!



Location: Christchurch **Asking Price:** \$85,000 plus GST (if any)
Broker: Ryland Zhou / 03 928 1948 / rylandz@linkbusiness.co.nz

New to Market - Retail - Prestige Solutions

ref: 20107

High end retail with all the boxes ticked;
- Established recognised industry name
- Operating systems
- Processes and procedures
- Premium brands



Many options and opportunities for the astute purchaser.

Location: Christchurch **Asking Price:** \$350,000
Broker: Jeff Lopas / 03 928 2010 / jeffl@linkbusiness.co.nz

Scaffolding

ref: 20196

Successful Christchurch company providing much needed service to the wider building and construction industries. Very well organised with good staff & systems. Strong client base with wide mix of industry types & sizes. All as new equipment. Easily run. Good organisation, strong communication & motivator is what the new owner needs. Call now.



Location: Christchurch **Asking Price:** \$590,000
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Language Education Business

ref: 19700

While English has been the dominant global language for a long time, some say Mandarin is the language of the future. Mobile business, no rent to pay. Well-trained staff. Suit a single operator. Significant growth the last 3 years, profit showing on accounts. Newly established franchise, possible to expand. Franchise system. Gain business skills & people skills. Call now to learn more about this exciting opportunity!



Location: Christchurch **Asking Price:** \$60,000
Broker: Ryland Zhou / 03 928 1948 / rylandz@linkbusiness.co.nz

Leading Mobile Welding/Plant Maintenance

ref: 20002

Very successful and profitable owner operator business providing a comprehensive range of on the spot services throughout Christchurch and wider Canterbury.



Well equipped with mobile crane trucks and on board plant. Staff member available. Great reputation with extensive client base of substantial businesses. Operate from anywhere.

Location: Wider Christchurch **Asking Price:** \$190,000
Broker: Barry McFedries / 03 928 1947 / barrym@linkbusiness.co.nz

Be Your Own Boss

ref: 20003

Current owners are retiring, have owned the business for past 16 years. Keen to sell! Small café, ideal for couple. Facing into a large carpark and with afternoon sun. Located in New Brighton, a seaside suburb, which is now undergoing great transformation. Confidence is returning to this growing area. Great opportunity to buy an entry level business. Call now for more information.



Location: Christchurch **Asking Price:** \$40,000 ONO plus GST (if any)
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Busy Café Busy Mall

ref: 20049

Location can't get any better! Gross sales (ex GST) more than \$12,000 a week on average! Great brand, great coffee, great food! Profitable business, EBPIIDT over \$130,000 per year! Realistic vendors, realistic price! Asking only \$350,000 plus franchise fee & GST (if any). Great opportunity not to be missed, give Ryland a call for a quick chat!



Location: Christchurch **Asking Price:** \$350,000 plus GST (if any)
Broker: Ryland Zhou / 03 928 1948 / rylandz@linkbusiness.co.nz

Robert Harris Greymouth

ref: 19981

Exceptional cafe. Great food, 1st class espresso is what Robert Harris is renowned for. Very strong brand. Leaders in the café scene. Very best of systems & Franchisor support. Excellent staff help make this a top West Coast café. Strong support from locals & tourists provides good all year round trade. Well-presented premises in a desirable location. Experience is not essential, training is provided. Enquire today.



Location: Greymouth **Asking Price:** \$395,000
Broker: Brian Pankhurst / 03 928 1949 / brianp@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 and demolition. Excellent staff. Full range of equipment. Currently very busy with forward work available for some years. Turnover running in the millions with EBPIIDT over \$2M. Experience not essential – ability to manage, communicate, negotiate are main requirements.



Location: Christchurch **Asking Price:** \$ POA
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Busy Motel

ref: 20210

Popular 11 unit motel located on prime Riccarton Road. Earthquake repairs and renovations were completed last year. The owner is now ready to move on. The fully self-contained ground floor units comprise of studio, 1-bedroom and 2-bedroom options. Ample off-street parking available. Call Ryland now for more information.



Location: Christchurch **Asking Price:** \$550,000
Broker: Ryland Zhou / 03 928 1948 / rylandz@linkbusiness.co.nz

Function Centre / Bar / Opportunity

ref: 20207

Large 560m² fully fitted out with 200 plus seats, well-equipped bar, kitchen, stage & dance floor. Great outdoor area with hundreds of car parks. Overlooking a park. Situated in a prime inner city suburb. Wait, there's more, its licensed for 18 gaming machines, has a separate Karaoke room & two separate lounges. Currently used for functions, with abundant bookings. Real opportunity for an energetic owner!



Location: Christchurch **Asking Price:** \$ Offers Invited
Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

Businesses for sale - Nationwide



LOVE A GREAT DEAL? LOOKING FOR AN EXCEPTIONAL RETURN?

Then you should join the world's largest second-hand dealer and market leader in short-term credit. Cash Converters has over 700 stores in 21 countries worldwide so you'll be part of a proven system with multiple income streams.

Across New Zealand there are 27 new-look stores, comprising of 12 franchised stores and 15 company owned and operated stores in Auckland where they have tested, refined and proven the franchise system. Franchises available in: Wellington Central, Upper Hutt, Kapiti Coast, Napier, Whangarei, Hamilton, Dunedin, Invercargill, Mt Maunganui, Nelson and Gisborne.

You will need around \$650,000 of available capital and Cash Converters will assist with additional funds of around \$500,000.

To be a part of this amazing opportunity with extensive training and support provided by an experienced Master Franchisor, contact us today!

For full details via a confidentiality process contact Nick Stevens.

E: nicks@linkbusiness.co.nz

M: 021 641 978

convert your thinking **cashconverters**

Kiwi Bank NZ Post Corporate Stores

ref: 19241

Committed to running your own business with strong business & leadership acumen, and a profitable track record?

Financially secure with a clean police record? Capable of bringing in a viable/approved host/retail/service business i.e. Chemist, stationery & gift?

You will need additional capital to add a host business in the store, with a viable business plan. New Zealand Post Ltd approval process applicable.



Location: New Zealand **Asking Price:** \$50k-\$125k plus Stock

Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

Do You Love Weddings?

ref: 19642

An online wedding directory with a gorgeous state-of-the-art website; drawing many wedding planners to it each month. Advertisers listed on the website from throughout NZ. Income is generated from a joining fee, & then an ongoing fee per referral. Perfect for an owner/operator, & possibly a commission based sales rep who would assist with selling advertising. Full training would be provided by the vendor.



Location: Web Based **Asking Price:** \$87,000

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

Multi Function Mobile Events Centre

ref: 19776

As the only high spec function mobile venue in Australasia, this hybrid venue is the king of catering to host clients or provide brand presence at sporting occasions or major national events, or just have a huge party. It can transform quickly into a custom venue suitable for 50 to 400 guests in just a few hours. 50% shareholding in the business available



Location: Relocatable in NZ **Asking Price:** \$350,000

Broker: Gary Kaye / 021 222 1701 / garyk@linkbusiness.co.nz

NZ Opportunities for New Dominos Stores

ref: 20078

Dominos is NZ's leading pizza brand, with the latest technology. The brand is expanding and will be building new stores over the next couple of years. If you want to join a strong international brand, have great systems, products, initial and ongoing support look seriously at this opportunity. No previous food experience is required but you need to have a good business head and the desire to be part of a great team.



Location: Nationwide **Asking Price:** \$550,000 (Depending on area)

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

Global Sub Sandwich

ref: 16321



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.

They are highly sought after and sell quickly. Over 70% of applicants are not suitable.

So 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 choices
- Be well presented

Locations available:

Auckland, Wellington, South Island, Waikato.

Location: Nationwide

Asking Price: \$239,000 to \$1,000,000 plus

Broker: Nick Stevens / 021 641 978 /

nicks@linkbusiness.co.nz

Businesses for sale - SOLD

Absolute Waterfront Resort

ref: 19449

The Haruru Falls is one of the most iconic attractions on the tourist route in Northland. At the foot of the Falls is the Haruru Falls Resort on a prime location at the old Paihia wharf! Ideal for group accommodation, weddings, touring buses holiday destination, Health Spa Resort or..... endless possibilities (some other uses could be achieved, depending on resource consents).

Location: Northland

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

SOLD

Major Franchise Café

ref: 19799

This is a key North Shore café and certainly one of the key stores for this franchise brand. The café performs exceptionally well with weekly sales near \$30,000 per week and very happy customers. The franchisor will provide training and good support to a new owner and the current owners will ensure a smooth hand over.

Location: North Shore City

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

SOLD

Dry Cleaning – Coast Lifestyle

ref: 18638

Coastal lifestyle - simple operation. This dry cleaning business is the only one in the area and it services a significant market that's continuing to expand. The Kapiti Coast is growing rapidly with large development projects, major roading works and a fast developing airport. All this activity fuels the need for services and dry cleaning is no exception.

Location: Kapiti Coast

Broker: Mike Redman / 021 722 342
miker@linkbusiness.co.nz

SOLD

Beauty Therapy Bargain

ref: 19832

This well established beauty therapy clinic resides in the fast developing area of Kumeu, Auckland.

A well set up clinic with a great location, great client base. Separate spray tan area and room to double revenue with an additional treatment room. The owners have to relocate so their loss your gain! Do not be shy, owner requests immediate sale.

Location: Kumeu, Auckland

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

SOLD

Popular Café with Good Return

ref: 19839

This cafe is located in a great office area and closed to the Epsom and Greenlane area. Seating for indoor and outdoor up for 100 people, spacious lounge besides the café that providing seat up for 40 people. Traditional menu and high coffee sales at 60kg a week. Current turnover is around \$37,000.

Location: Auckland

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

SOLD

Café – Outstanding Opportunity

ref: 19609

5.5 day cafe, open 8am to 4pm and Saturday 10:00am to 3:00pm, offering simple coffee, sandwiches and cabinet food. This business is a turn-key style operation and is perfect for a dynamic couple that would want to take full advantage of the potential that this shop has to offer. Located on main street of Wellington's CBD with high foot traffic.

Location: Wellington

Broker: Benny Wang / 021 158 5110
bennyw@linkbusiness.co.nz

SOLD

Import/Wholesale Distribution

ref: 19380

Specialised importer & reseller to B2B as well as B2C markets. The business supply some of the larger wholesalers/ resellers in the country. Competitive market where knowledge and service would be key to its success. This business has been successfully operating for over 13 years under the same management.

Location: North Shore City

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

SOLD

Restaurant in Northwest Urban

ref: 19651

This beautiful set-up restaurant is located in a shopping block by the main highway, ample parking at the front. Shop size is about 165m². Seats for 50 to 60 people. Fully liquor licensed. Current turnover is about \$6,000 a week, Weekly rent is about \$850 inclusive of GST & outgoings.

Location: Auckland, Kumeu

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

SOLD

Language School

ref: 19330

One of NZ's premier English Language Schools. Category 1 NZQA approved. Offering General English-IELTS- Cambridge and TOEIC Exam Preparation plus EAP Pathway programme to University. Students can have work rights. Established 33 years. Known Worldwide. Multi Award winning. Campuses in Christchurch and Auckland.

Location: Nationwide

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

SOLD

Freehold Childcare Centre

ref: 19766

Well established, well managed - lovely set up centre.- MOE license for 36 children (10 U2 and 26 O2). Centre operating at 100% occupancy. Managed by supervisor. Owner spends only about 10 hours per week. Good profile, good staff and good proximity to large population catchment area. Owners net surplus profit high \$200k. ROI 9.6%.

Location: East Coast North Island

Broker: Pra Jain / 027 279 4652
praj@linkbusiness.co.nz

SOLD

Six Days Café with Low Rent

ref: 19944

This café is located on the main road. Well set-up store layout that provides seating up for inside 20 people, outside 6 people. Ample parking at the front. The rent is only \$232 a week inclusive of GST. Open six days now from 7 AM to 2 PM. The weekly turnover is about \$3,800.

Location: Auckland

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

SOLD

Non-Franchise Sushi

ref: 19506

The only Sushi business inside a popular Christchurch Mall! Reasonable rent approx. \$42k per year includes everything! No upgrading of premises required-vendor has just finished renovating! Steady turnover showing profit (EBPIDT) on their accounts! Great opportunity for a single operator or a couple! Realistic asking price, enquire today!

Location: Christchurch

Broker: Ryland Zhou / 03 928 1948
rylandz@linkbusiness.co.nz

SOLD

Engineering and Fabrication

ref: 18943

The Vendor wants action on this growing Auckland based Engineering business specialising in heavy fabrication, on-site engineering, installation, site welding and maintenance works. High profile projects have included major motorways & roads, bridges, tunnels & wharves in greater Auckland and the upper North Island. Genuine reason for sale.

Location: Auckland

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

SOLD

Import – Distribution/Wholesale

ref: 19488

This very profitable business has been established well over 30 years and is a market leader in their field. A brilliant opportunity for a focused owner to address some management issues in this business and return it to it's extremely profitable past.

2015 profit (SDE)* represents a 45.5% return on asking price. Price includes \$800,000 in stock.

Location: Lower Hutt

Broker: Dave Morgan / 021 471 992
davem@linkbusiness.co.nz

SOLD

Cafe – Liquidator's Sale

ref: 19842

Well-known Christchurch cafe. Unfortunate circumstances meant the company was put in liquidation. Well-resourced kitchen with built in chiller/freezer & lots of storage. Seats approximately 65 people. Liquor licence with generous hours. Ideally suit someone with hospitality experience, especially someone with energy, enthusiasm and flair.

Location: Christchurch

Broker: Phil Adcock / 03 928 2011
phila@linkbusiness.co.nz

SOLD

Hotel 81 Rooms in Prime Location ref: 19271

One off opportunity to secure a Hotel bursting with potential. Located on one of the best sites in Tauranga. The business is profitable with plenty of options for further growth or re-development to the land and buildings.

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



Join the Building Boom!!

ref: 19708

Be part of Tauranga's growth spurt, supplying essential commodities to the housing industry. Established in 1992 and in ownership of a huge client database. Well-presented premises. Net Profits have been consistently good.

Location: Tauranga
Broker: Mike Fraser / 021 932 633
 mikef@linkbusiness.co.nz



Care Services Business for Sale

ref: 19339

Providing quality community care by offering many different services, for private paying and Government subsidised clients. Current rent \$2166 plus GST per month. Cash surplus to one working owner for the 2015 financial year - \$214,000

Location: Waikato
Broker: Lisa Lloyd / 027 685 4556
 lisal@linkbusiness.co.nz



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