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NEW ZEALAND EDITION, DECEMBER 2017 - MARCH 2018

Business Sales Case Studies

Wording of the Agreement is Paramount

"Ready for Action": Building a Business Plan that gets Results

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

New LINK Brokers

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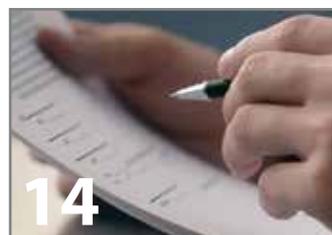
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Business Opportunities

24	\$1 million plus	58	Taranaki / Manawatu / Wanganui
38	Far North / Northland	59	Lower North Island
39	Northland / Auckland Surrounds	61	Canterbury
40	Auckland	63	Canterbury / Other Sth Is Locations
50	Waikato	64	Nationwide
52	Coromandel Peninsula / Bay of Plenty	65	Wanted Businesses
53	Bay of Plenty	66	Sold Businesses
57	Taupo / Hawke's Bay		



Welcome From the Director

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

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

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

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

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

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

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

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

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

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

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

Sincerely,

Aaron Toresen
Managing Director

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Business Broker Magazine is published by
Link Business Franchising Ltd.

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JULY

2017



Therese Bailey

LINK BOP & Waikato

Therese has a strong business background. Coming from Hospitality and having owned and operated her own award-winning café, she understands and appreciates what it means to own a business and how emotional it can be when the time comes to sell.

As a business broker, Therese uses this experience to assist buyers with what to look for when buying a business, and for sellers how to prepare their business for sale.

Therese has a well-rounded understanding of the Waikato region, having grown-up in the area. She now has a strong sales history in the area with proven results in multiple industries.

Her strengths are honesty, integrity and a strong work ethic. Therese has received numerous sales achievements and regularly achieves top broker at the regional office.

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AUGUST

2017



Martin Plom

LINK Auckland, Ellerslie

Martin has a sharp intellect, is very approachable and has a solid business background to assist you in getting your business ready for sale, to maximise the value and sale price, with a managed and stress free approach. Martin has a Bachelor in Business Studies, a Diploma in Finance and is a qualified Chartered Accountant.

After 20 years of successful corporate life Martin decided it was time to become a business owner and grow his own equity instead of someone else's. Having a strong business background, finance qualifications and having purchased and sold with LINK, Martin chose to become a business broker with LINK.

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SEPTEMBER

2017



Ray Hart

LINK Auckland, Ellerslie

Ray was born and educated in Auckland. In 1985 he sold the 3 dairy farms he owned in the Waikato and moved back to Auckland. He owned and operated a marine brokerage business until 1990.

In 1991 he started a new business that imported and manufactured contract furniture for the hospitality trade. He sold this business in 2004 and with his wife they travelled extensively around NZ for nearly 2 years.

On completing the trip he settled in Napier having purchased a 4 Star motel. He subsequently sold and moved back to Auckland. Ray decided to sell real estate and has been successfully selling motels for the last 9 years, specialising in the Rotorua/Taupo region.

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OCTOBER

2017



Nick Giles

LINK Auckland, Ellerslie

Nick is an expert in the field of Hospitality sales. His passion is understanding how each business ticks both financially and operationally and then finding out how to add the maximum value to the business.

Nick enjoys the process of helping and advising buyers immensely. It can be a daunting prospect buying a business and people feel immediately comfortable once they learn that Nick has been through the process and understands what they are experiencing.

Nick has been in the Top 3 sales people at LINK for the last 8 years running and has been involved in the sale of over \$70m of hospitality businesses. He was LINK International Broker of the Year in 2016 and New Zealand Broker of the Year for 2016 & 2017.

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Introducing... New LINK Brokers

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

LINK Auckland, Ellerslie



Ray Gilroy - Business Broker

027 238 1716 / ray.gilroy@linkbusiness.co.nz

Ray has been a licensed business broker for over 10 years. He previously owned and operated several successful businesses in Auckland and Tauranga including a large hardware store, a garage workshop, a franchised tyre shop, a large service station and a home improvement franchise. Prior to purchasing his first business Ray held senior management positions in the retail and commercial banking industries.



Dru Mackie - Business Broker

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With his enthusiastic and professional approach, Dru is looking to make a mark in the business broking world with LINK.

Business and marketing strategy are key strengths and passions with a Bachelor of Commerce ensuring a solid foundation from a numbers point of view.

Fortunate to have done business in SA, NZ, Australia and the Indian Ocean islands on behalf of a large international company and in his own operation, Dru counts himself blessed by the experience which has taught him that the most important ingredient and only common denominator is people.



Natasha Duffy - Personal Assistant to Directors Aaron Toresen and Bruce Cattell

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Originally from the South-East of England, Natasha first came to New Zealand in March 2015. In her spare time, she enjoys hiking, horse riding on the beach and reading.

In 2014 Natasha spent a month travelling South Africa and two months volunteering at an orphanage in Malawi, East Africa. She is passionate about travel and has been to 20 different countries. Her second language is French.

Natasha joined the LINK team in January 2017 as the Ellerslie Receptionist. She is now the Personal Assistant to Directors Aaron Toresen and Bruce Cattell.



Hamish Aitcheson - Business Broker

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Hamish has a career in the hospitality industry spanning over 30 years. His experience includes restaurant and café design and build projects, working hands-on as a Chef in busy restaurant environments and recruiting and training staff for Auckland's busiest venues.

His strengths lie in the ability to communicate with people at all levels, a vast industry knowledge and the integrity and reliability to successfully take your business to market.

Hamish joined the Ellerslie office of LINK in May of 2017 and is leveraging his experience and industry contacts to create successful outcomes for his clients.



Natalie Connell - Receptionist

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Natalie joined LINK in September 2017. She has experience in customer service, general office administrator and data analysis.

Her day to day tasks at LINK consist of customer service, social media and supporting the brokers.

Outside work Natalie enjoys watching documentaries, exercising and maintains a healthy lifestyle. She is also a part of the Pomeranian club with her dog Mila.

LINK Auckland, North Shore



Gigi Li - PA to Yong Wu

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I graduated from Beijing Dance Academy and Beijing Sports University, and I'm currently studying for a Master's degree in business.

I was the champion of the 2017 Miss Chinese Beauty Pageant (New Zealand). I am fluent in speaking and writing in Chinese and English, and can understand Cantonese.

As a member of LINK North Shore, I will use my experience to help with the sale of businesses in our office.

Gigi Li (李美琪)来自吉林,目前正在奥克兰攻读硕士学位。

在北京求学13年,毕业于北京舞蹈学院及北京体育大学。同时也是2017年纽西兰华裔小姐选美大赛的冠军。

作为Link North Shore的一员,我将以专业的能力紧密配合经理的工作,用积极的工作态度帮助每位顾客达到他们的需求。



Lyn Cao - Business Broker

021 538 387 / lyn.cao@linkbusiness.co.nz

Lyn describes herself as a details person, positive and with communication high on the priority list. With a background in costume design, she attributes her success to her ability to listen to her clients requirements and make suggestions accordingly. Lyn has 8 years sales experience and has taken the bold move to put her expertise to good use in the Real Estate industry. Since immigrating to New Zealand 7 years ago, Lyn was attracted to the charm and lifestyle of the country and is already seeing benefits in her Real Estate career as a result. In previous Real Estate transactions in both sales and leasing, Lyn has earned trust from a number of clients. The momentum is building! Whether you are looking to buy or sell, you will be thrilled with Lyn professional service. Feel free to get in contact today. She will spare no effort.

LINK Waikato & Bay of Plenty



Eileen Li – Business Broker

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I am originally from China and moved to New Zealand 17 years ago where I graduated from the University of Waikato with a Master Degree in Marketing and International Management.

I have owned and successfully run my own retail business for the last 10 years enabling me to build a wealth of experience and knowledge in business ownership.

I am fluent in both English and Mandarin, I am a motivated, organised and methodical.

I am a mother of two children. In my spare time, my husband and I love to take our children and dogs walking or biking.

I am a highly motivated individual who is goal focused and I strive to achieve the absolute best results for my clients.



Andrew Whyte – Business Broker

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I'm excited to join LINK, after years of being self-employed in media arts and a Bachelor of Management Finance degree from Waikato University (2014).

I am a strong communicator and believe that getting the message across in a timely, clear and concise manner is the key to success in any business transaction.

When asked what makes a great Business Broker I would reply with "total discretion, a strong belief in following up every lead and working the process with almost obsessive attention to detail".

Based in Taupo, I will facilitate you through the complex process of selling and/or buying a business in the Central Plateau and the Hawkes Bay regions.



Steve Cox – Business Broker

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For the most part of my life I have been involved in businesses, and am passionate about it.

I have a sound grasp of both the excitement and the risks of owning and running a business, and a deep understanding based on my own experience in both working for and running businesses for other people, and operating my own businesses, primarily in Information Technology.

I also bring a successful career in sales and marketing spanning 37 years, and so combined with my business background and experience, I am well placed to help you get the results you deserve in buying or selling the right business for you.

Some of my other keen interests are, natural health & fitness, music, politics, motorcycles and food/cooking.

LINK Wellington



Brendan O'Connor – Business Broker

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Wellington born and bred, Brendan has had a varied career which has involved business ownership, time in the corporate world, and professional sports coaching.

Recently Brendan has spent 10 years in the private sector as a business owner and manager, while also running his tennis coaching operation over that period. Prior to that his corporate experience was in the dairy industry where he held positions in operational planning, logistics and procurement.

50 odd years living in Wellington, and coming from a large family of Wellington business people, has given Brendan a sound appreciation of the local business landscape.



Andrew Stewart – Business Broker

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Andrew has over 25 years in corporate and financial roles here in NZ and around the world, in sectors ranging from aviation to vaccines. Andrew's experience includes executive management, corporate governance and company secretary, corporate finance and tax, IPO's, listed companies, financial reporting and modelling, strategic assessment of atypical businesses, logistics and natural resource developments.

Andrew has been described as naturally friendly and helpful, acting with utmost integrity and a genuine interest in the people he deals with. This is true not just in business, but also in coaching the school cricket team to running men's events at local parishes.

LINK Christchurch & South Island



Jodi Yin – Business Broker

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Jodi enjoys business! He is a former restaurant owner. Operating/managing all areas of the business from start-up. He has worked extensively in hospitality – as a manager he holds a liquor licence, and managed for other retail service providers. Jodi speaks English and Chinese. He is well experienced in local business requirements, including franchise operations. In fact so much so being a business broker is a lifestyle choice for Jodi!

Jodi (海涛来自中国北京, 10多年来在新西兰的工作, 学习和生活让我有信心为您的生意买卖提供最专业, 诚信的建议和选择, 欢迎您随时向我咨询任何有关生意买卖的事情.

“Ready for action”: building a business plan that gets results.



Business plans generally fall into one of two categories. One is a document that sits forgotten in a drawer, gathering dust. The other acts as a powerful motivator and ‘live’ roadmap for the business.

In this article, KPMG’s James McGeorge offers 5 tips for business owners looking to create a plan for their business that can be quickly and efficiently translated into action.

Why is planning key for every business owner?

If you need any incentive to start working on your plan, just take a look at the statistics. According to research from Cranfield University School of Management and Warwick Business School, businesses that plan effectively are up to 30% more profitable.

The key to having an effective plan, though, is one that supports implementation. In other words, it helps you get things done.

The old style of business plan is a template-type document that is dutifully written and filed away in a drawer. It is only dusted off and updated in reaction to a particular event or realisation, such as a meeting with the bank or needing more capital.

Actionable business plans are highly valuable to any business owner – and at any stage of the business life-cycle – whether you’re starting out, growing, or looking to exit your business.

Here are some key areas to focus on:

1. Know your SWOT

Wondering where to start? A useful way to frame up your thinking is to gain an understanding of your Strengths, Weaknesses, Opportunities and Threats. There will be two main outcomes from this, explains James.

“By looking at your competitive advantages and areas of strength, as well as honestly recognising weaknesses, you can generate a realistic picture of your business in its current state,” he says.

“A frank assessment of the risks and competition facing the business, as well as the size of your opportunities, will itself begin to flesh out important objectives for your plan.”

2. Be ruthless about prioritising

Your initial brainstorming may give you dozens of ideas – and that’s great. But it’s critical to then achieve focus by limiting your plan to: a) a small number of your most important objectives that will b) deliver the most value.

“If you allow yourself to include almost every initiative you can think of, you’ll generate a lot of noise clouding out what is most valuable. Having too many objectives in your plan when you start implementing can result in you feeling swamped, or spreading resources and efforts too thinly.”

James advises that you narrow your focus to around 4-6 key areas, which are ranked in order of priority.

“Knowing you’ll receive the greatest value by focusing on your top priorities will motivate you to stay disciplined to your plan. It also helps put your team on the same page.”



3. Break down each objective into actionable steps

At the end of the day, your success against your plan will be measured by how many objectives are successfully implemented.

But simply stating the goal (e.g. "increase market share by 10% in 12 months") will not ensure it gets implemented. Objectives should be broken down into a series of steps or tasks, and business owners should strive to keep objectives and tasks Specific, Measurable, Achievable, Relevant and Time-bound.

"Being able to track progress, and knowing when each part is complete or overdue, helps any team working to a plan by driving urgency and action," says James. 'What gets measured gets done' is a common adage that applies here.

It's also important to strike the right balance in terms of being 'achievable'.

"Unachievable objectives will lower motivation – people are quick to realise futile tasks," says James.

"But nor should you make them too easy, or not exciting enough. I'm a firm believer in encouraging stretch-goals and ambition within any business. That's where the real magic happens."

4. Keep your plan 'live'

Firstly, don't hide your plan away in a drawer – keep it out there and visible. Get it made into posters to hang around the office, for example, or laminate goal cards for your sales team to keep on their dashboard.

Secondly, ensure you keep it 'live' and constantly updated. James recommends actively using your plan to drive business-as-usual towards achieving your goals.

"The best plans are used regularly to give direction and purpose," he says.

"Reviewing your plan at consistent intervals provides opportunity to diagnose any issues or blockers early, allowing you to reallocate resources or seek additional help before you're too far behind."

5. Seek independent guidance

To be effective, your plan needs to be robust and realistic. That's why it's useful to challenge any assumptions by asking a trusted mentor or advisor to review your plan.

"There is much to be gained from independent, expert viewpoints when building your plan," says James.

"This will keep your plan honest, and can also be used to help address areas of weakness or where you may have less knowledge. You'll have a far stronger plan as a result."

You might also consider seeking ongoing advice and guidance from your experts. For instance, KPMG offers a tool that will help you build your plan faster – as well as keep you on track with implementing it.

Your business planning checklist:

- Do you know your Strengths, Weaknesses, Opportunities and Threats (SWOT)?
- Have you limited your plan to your top priorities that will deliver the most value?
- Have you identified the steps or tasks that together comprise each objective?
- Are your tasks and objectives as Specific, Measurable, Achievable, Relevant and Time-bound (SMART) as possible?
- Do you have reminders set to regularly review your plan, and will you be able to use your plan between these milestones?
- Have you sought independent input to challenge your assumptions, and ensure your plan will deliver real results?

Do you have any questions about building a plan for your business?

KPMG's Enterprise team will be happy to answer them. We can also work with you to build a comprehensive plan for your business using our online planning tool (which you can access on any device). This will save you time, help optimise your efforts, and translate your objectives into actionable results.

Available exclusively through KPMG Enterprise, KPMG Business Planning combines subscription access to our online planning tool with KPMG's expertise and experience, and is tailored to the needs and budget of New Zealand's small-to-medium enterprises.

To watch a demo, go to:

<https://kpmg.businesssorter.com/>

Or contact us:

Email: businessplanning@kpmg.co.nz

Web: get.kpmgenterprise.co.nz/business-planning



James McGeorge is a Manager within KPMG's Enterprise team. He specialises in advising small to medium businesses and fast-growth companies with their strategy and business planning.

Case Study – A Win-Win

I was approached by the owner of a successful import and distribution company, about the possibility of selling his business. He'd started the business from scratch some 20 years prior, and in that time, had grown it to be an incredible success. An EBITDA (earnings before interest, tax, depreciation & amortisation) of \$1.15m was testament to this success.



I valued the business in the range of \$4.2m to \$4.5m. I explained to the owner, that the likely outcome would be \$4.2m (3.65 multiple x EBITDA). He felt that this reflected fair value, so we signed an Authority to Act agreement and started to work on the Information Memorandum.

At LINK, if a business is outstanding, well established, has a strong brand, is low risk and has significant growth opportunities, we will put a high multiple on it and target specific buyers. Such buyers are prepared to pay a premium for this kind of business, owing to the synergies they can extract from owning it. At LINK, we refer to these buyers as strategic buyers.

I asked the owner to consider a list of suitable buyers, and we planned to meet in a few days' time to discuss it. We met, and together we brainstormed the options. He felt very strongly, that he would not sell to a couple of immediate competitors. He was concerned of the impact such a sale may have on his long serving & loyal staff. It was assumed, that these competitors would likely close his two warehouses and merge them into their own. We came up with a list of three companies that we felt would benefit from owning his company.

We completed the Information Memorandum and put a price of \$5 million on the business. A significant premium, but one we were confident we could achieve if we could get one of the three targeted companies on the hook. I managed the owner's expectations, and prepared him to be happy with a sale price of \$4.2m, the appraised value.

Investment Required: \$5,000,000

Normalised Profit before Interest, Depreciation & Tax (EBITDA)	\$1,155,804
The business is priced at a 4.33 multiple or 23% Return on Investment	\$5,004,631

I contacted the three strategic buyers; one in New Zealand, one in Australia and one in England. The buyer from England showed the most interest. They completed a confidentiality agreement and commenced evaluating the business. They had a complimentary product range that could be sold to the same customers, and could utilise the existing supply chain the current owner had in place.

The English company was very keen. They drafted a Heads of Agreement, which included exclusivity for one month and a purchase price of \$5 million.

The English company did not have any professional parties to assist with the transaction. LINK put forward an accounting firm, an international tax expert and a lawyer as options for them to consider. They selected all three and commenced a very detailed and formal due diligence process.

During the due diligence process it was identified, that owing to an overseas company buying the business, it would be best suited to change from an asset sale (normal process) to a share sale (buying shares in the existing company). This is a more complex sale, as it involves the take-over of the assets, and liabilities of the existing business, including working capital (creditors & debtors). With the inclusion of the working capital, net purchase price increased to \$5.5 million at settlement.

As part of the due diligence process, the managing director and finance director flew to New Zealand, to verify important aspects of the deal. They conducted face to face meetings with key staff members and visited the two warehouse locations.

Part of the agreement, was that the vendor stayed on for a year, to establish the new products into the supply chain, and to recruit a general manager. One year on, and the acquisition has proved to be very successful. The business is thriving under the new ownership, and the English company, have captured significant market share for their products in New Zealand. They have also followed up with an acquisition in Australia, which I was also involved in. They replicated the deal and celebrated equal success. The appointed general manager here in New Zealand is outstanding, and the vendor is currently travelling the world but remains a paid director and consultant to the new owners.

The outcome was a win-win for the vendor and the buyer. Both are very happy for each other, with the results, and with LINK.



Martin Plom - Business Broker LINK Auckland, Ellerslie

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



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Selling your company with LINK gives you access to our expert knowledge, offering you marketing plans, valuations and guidance from your own personal LINK broker. LINK is the answer to the question 'how do I sell my business?' No matter what area of business you are in; small, large, franchise or rural, we will find the best LINK broker for you and put you in touch with serious buyers.



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Business Sales Case Studies

By Chris Bryant

Type of Sale | Strategic
Listing type | Refrigeration Servicing
Multiple Offer | No



Three firms showed interest, only one proceeded to review the IM and subsequently made an offer.

This business serviced on-site commercial only refrigeration units in Canterbury. A mobile service with a workshop/depot for the owner/manager and technicians. Being a strong trade related business a direct marketing approach was adopted to related firms with a strategic sale in mind. A "heads up" flyer was produced and a target list of related electrical/heat pump/air conditioning firms were added to the calling list. Site visits were made calling on the owners of qualifying businesses in the same city as the vendor. No appointments were made in order to avoid the opportunity being drawn out – coverage on the three days allocated was key. The vendor was happy to be named as the staff had been informed of the pending transition. Three firms showed interest, only one proceeded to review the Information Memorandum and subsequently made an offer. The buyer acquisition was strategic because they were in a related retail heat pump sales/supply/install/maintenance activity and could readily attach this commercial refrigeration opportunity. It became apparent during the negotiation that the buyer was particularly interested in the electrically qualified and trained staff transferring as would ordinarily be expected. Why - well only to be divulged after the sale – that these staff would save/earn the buyer considerable income as previously they had contracted out their own electrical content in their work! There were other hidden financial benefits around savings on standing charge including rent, as the new owner was also able to take up an option to relocate the business to their own premises. Great to have the seller, the buyer and staff fully satisfied!

Type of sale | Financial
Listing type | Window and Door Manufacture
Multiple Offer | Yes



This was a listing taken over from another non LINK brokerage, and likely the marketing had been inadequate. The business was a strong financial performer and had good infrastructure around staff, and a steady and diverse customer base. Inside the first month's marketing period there were good levels of enquiry from both registered buyers and the broad market. Buyers from differing backgrounds came forward but none had direct industry experience. This level of buyer interest stemmed from the business having strong financial results. Financial buyers that they were, would usually prospect the market for a good return/value for money equation - that they could reasonably adapt to. This buyer stance is ahead of the actual nature of operations. The staffing was key to providing appeal to a broad buyer base as initially all the sales, technical and production bases were covered skill wise. The new owner would bring fresh capital, enthusiasm and essential general management skills. This broad appeal resulted in a last minute competitive multi-offer bidding presentation to the Seller. Both buyers increased their offers prior to the single presentation. The seller also had to consider whom would be the most likely buyer to confirm their contract to purchase, - on both accounts this looked quite even. The seller accepted one after shareholder discussions and could have accepted either such was the quality of the two offers. The Seller also accepted the other offer on a back-up agreement basis in the event that the first did not complete.

Both buyers increased their offers prior to the single presentation. The seller also had to consider whom would be the most likely buyer to confirm their contract to purchase, - on both accounts this looked quite even.

Type of sale | Strategic
Listing type | Child Care Centre
Multiple Offer | Yes

As the broker for the vendor the overriding service is to achieve for them the best possible financial outcome to go with the sale success.



A mainstream child care centre in a leased premises. In this instance the freehold was also for sale from another vendor. The business was well located for customers by demographic area, offered great facilities and generated very reasonable financial results. This business was marketed as unidentifiable and bought in steady enquiry. In this instance it was a prerequisite from both vendors that the buyer be qualified/licensed to operate the centre. Following several presentations an offer was forthcoming from a new entrant into the industry, albeit qualified by employment elsewhere. Some natural hesitation was worked through while the buyer's solicitor wrote the offer and provided salient pre-purchase advice. Another buyer came forward during the intervening days to be made aware of the first offer pending presentation. The business which immediately piqued their interest at it became evident this second buyer was the owner of another centre in a neighbouring suburb. This resulted in their offer forthwith to become a multi-offer presentation. Both offers were for the separate business and property, and each were fully informed that this was a multi offer sale. This existing centre buyer made a strong (and subsequently accepted) offer on the back of the economies of running two neighbouring operations. The other buyer was not dissuaded by the turn of events and successfully negotiated a back-up agreement, which ultimately was not drawn on. In managing negotiations (in this case for all THREE parties) I am constantly accessing the rights of each party as negotiations proceed. As the broker for the vendor the overriding service is to achieve for them the best possible financial outcome to go with the sale success. For the buyer I'm looking to see through that they have made a fully informed decision on all matters – both the financial investment and business operations.



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For 2017 Chris celebrates 21 years' service as a business broker. In many ways he has come "full circle" - joining South Island Business Brokers as a broker in 1996, then in 2002 moving to owning and operating the firm, and later in 2007 joining the firm in with LINK until 2017 - when Chris on sold the firm to remain as a broker.



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Case Study –

Wording of the Agreement is Paramount

Recently I was involved in a high value sale of a business for a client. I acted for the vendor who had owned the business for over 10 years and was very successful. The time had come to sell and move on so Link Business Broking were contacted and they drafted the initial Agreement for Sale and Purchase of a Business. The mechanical clauses were inserted and most of the value was in goodwill or intangible assets which had an agreed figure of \$1.5 million. I was involved in drafting the Further Terms of Sale which went for some six pages with lots of detail.

A key clause when any business is sold is the purchaser's due diligence. The agreement which I mentioned above was *"conditional upon the Purchaser carrying out a due diligence investigation in respect of the business and being satisfied to its absolute satisfaction as to all matters arising out of such due diligence including, but not limited to, the Purchaser or its consultants inspecting and approving all books, records, financial data and business records, customer contracts and agreements and mechanical inspection of equipment and all other aspects relating to the business."*

There must always be a time constraint on the due diligence condition and in this case it was 15 working days which I thought was fair to both parties. A lot of work was undertaken by the Purchaser and Vendor and the agreement was declared unconditional on the 14th working day which was great news for the Vendor.

Confidentiality

Confidentiality is an important aspect in relation to any business sale and such was the case here as it was imperative that during the due diligence process the Vendor's staff did not come to know about a possible sale which meant that quite a lot of the due diligence had to take after hours and in the weekend when staff were not present. The relevant clause read as follows:

"The terms of this agreement shall be kept confidential and shall not be disclosed to any person other than the legal advisors, accountants and financiers of the Vendor and the Purchaser until the unconditional date. Prior to settlement, the Purchaser undertakes to keep confidential all information disclosed to him pursuant to the due diligence process, and shall not use any such information other than for the purpose which it is disclosed. The Purchaser may, however, disclose such information to the Purchaser's legal advisors, accountants and financiers"

Preparation for sale

It is important that every seller of a business prepares it properly for sale which means having all documentation available for the due diligence process and everything is up to date. I am often amazed at the lack of preparation by vendors and that is where the business broker can assist by not listing the business for sale until all the documentation, including the latest financial accounts and tax statements, has been completed.

Restraint

When any purchaser buys a business it wishes to restrain the vendor and the vendor's directors from competing in a similar business. In this particular case study, because the value was considerable the restraint period was for three years within New Zealand. Normally a restraint such as that may be held to be unenforceable as being too tough and too wide; but in this case the Vendor was happy to accept it as the directors had no intention of competing in a similar business. The warning is - great care must be taken with restraints of trade clauses.

Lease

As part of any business sale the lease of the premises has to be assigned and the landlord's consent obtained. It is important that all lease documentation has been executed and is available for inspection by any purchaser. In this particular case, the lease aspect was a tiresome process because the Purchaser's solicitor prepared defective assignment of lease documents and seemed unwilling to change them and accept criticism. In the end the Vendor instructed us to prepare the assignment of lease documents in a correct format so that the consent of the landlord was able to be obtained and not protracted. It is always helpful in any sale and purchase to have solicitors who cooperate and have the best interests of their clients at stake since the parties want the transaction to be successful and to settle without any problem. After a few obstacles the sale was settled and both parties were extremely happy.

In this particular case, and in the case of every sale of a business, the process starts with the agreement which must be carefully prepared, comprehensive, include all relevant clauses and further terms of sale and be complete. I highly recommend using experienced business brokers in every case when selling a business.

Stewart Germann

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SGL Lawyers was established in 1983 and has amassed a huge wealth of valuable expertise in New Zealand's highly competitive commercial environment. We are passionate about our clients' businesses and dedicated to helping people achieve their goals.

We have distilled some of our knowledge into a range of informative articles which we invite you to consider:
germann.co.nz/articles/articles.html

If we can be of personal assistance please contact us – we're here to help.

Regards

Stewart Germann



Stewart Germann

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How to Improve the Success Rate of a Sales Contract?

I joined LINK in January of this year, and in that time, have been responsible for more than twelve sales contracts. I achieved outright and prompt success with ten of the twelve contracts and less straightforward results with the remaining two. Whilst this is still a great outcome, reflecting on my experience, I can now suggest some tips to ensure a smooth, prompt and successful sale.

1 *Have an in depth understanding of what both the buyer and seller want. Track the progress of the contract and ensure that any issues are promptly addressed and resolved.*

The success of a contract involves at least six parties; buyers, sellers, landlords and lawyers. The role of each of these parties is equally important and cannot be ignored. In the case of one of my contracts, which only required the landlord's consent, a lack of understanding and communication hindered the success of the deal. Assuming that the landlord's lawyer and the buyer's lawyer were in communication over credit checks, a month passed without action and therefore no progress. During this time, the buyer lost interest, requested that that contract be cancelled and the deposit refunded. The seller was left without option but to agree. In an effort to reach a favourable outcome for both parties, I managed to persuade the buyer to reconsider. I also asked that the seller sought the advice of another lawyer, to ensure a successful and prompt result.

2 *Have an in depth understanding of the buyer's conditions and motivation for purchase.*

After looking at an offer, most serious buyers will take all the necessary steps to keep the sale process moving. They will scrutinize the conditions of the contract, take note of key dates and may even test the waters with some initial bargaining. In this instance, once the contract is signed, it is usual that the sale will be completed successfully and without delay.

I once had an experience with a buyer who signed a contract that included, a week of due diligence, a short settlement date, and two days conditional on a loan being approved. It transpired that the buyer was not in a position to finance the deal, nor did he have any loan or finance facility in place. I spent a lot of time chasing the buyer trying to finalise the deal. As the buyer was unable to come up with a deposit, or secure finance, we had to cancel the contract. Having had an understanding of the buyer's financial situation and conditions surrounding it, we could have avoided this situation entirely.

3 *Make sure all information regarding the lease is verified and understood.*

Every buyer is attracted by the prospect of a business in a great location, with low rent, high return, and the potential to add value or achieve growth. However, the deal can quickly unravel, if information regarding the lease is not verified by the landlord, and understood by the buyer. In the case of one contract I managed, the buyer was quick to sign the deal as the offer declared "cheap" rent, along with a parking space that could be rented. The two parties signed the contract. Two weeks later, before the sale went unconditional, the buyer discovered that the details of the current lease were relevant to the seller only. Once sold, the lease agreement would default to the original document for the property, and the landlord would require the buyer to resume paying the rent stipulated. The lease also included a clause that the parking space could not be rented, unless the full rental amount was paid. I worked with the seller to try and revive the deal but despite all the concessions made, the buyer decided to cancel the contract.

In addition to these tips and related strategies for success, it is also important not to give up on a contract immediately. Some contracts can be revived when all seems lost! The contract above had this exact outcome. On the Monday, after the buyer decided to cancel the contract, an email was issued confirming the cancellation, and requesting the return of the deposit. I was not deterred by this email or the buyer's apparent frustration. A few days later, motivated by the seller, I picked up the phone and called with the buyer's lawyer. Active rounds of negotiation ensued, and the next day, the buyer agreed to continue with the contract!



Susan Xiao - Business Broker LINK Auckland, North Shore

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Susan has lived in Auckland for 10 years. She obtained a Bachelor of Arts from China and was an Associate Professor of Journalism in China. She then graduated Bachelor of Business majoring in Accounting from Auckland University of Technology (AUT).

怎样提高买卖合同的成功率？

自从今年一月加入LINK公司，成为生意买卖中介，我得到正式买卖合同超过12个，成功卖掉10来个，一直觉得自己的合同成功率还是比较高的！但是也有一两个failed 或几乎failed的。总结经验，我认为要使合同又快又好地成功，必须做到以下几点：

- 1. 深入了解买卖双方所需所想，及时跟踪合同进展情况**，发现各方问题及时协调并解决。一个合同要成功至少牵涉到6方的配合：买家卖家房东和他们的律师，不能忽略任何一方的作用。比如我一家美容店 Offer，合同很简单，只要Landlord Consent，我认为应该很快就可以无条件了。但是等了一个月没有任何反应。一了解，原来房东律师不仅还没有开始做买家的Credit Check, 还推给买家律师做。失去耐性的买家要求取消合同，退押金。卖家也无计可施！我了解买卖双方急于成交的真实意愿后，一边劝导买家，并要求卖家请房东坚决换掉了不作为的律师。
- 2. 深入了解买家的购买条件和购买动机。一般严肃的买家**出了Offer谈合同时都会很认真地讨价还价，推敲每个条件和关键日期，这样签好的买卖合同一般成功率比较高。但是我有有个加油站买家出Offer时，说一切都没有问题。在签合同同时他加了仅两天的贷款条件，一周查生意，交割日期也很快！这样很“容易”说话的买家其实应该深究他是否是严肃买家，应该了解他怎么贷款，贷多少款和可能性。结果我费时费力谈好价格合同签字生效后，他不仅交不起定金，还索取各种各样资料以申请银行全额贷款。贷款下不来，合同也就不了了之！
- 3. 深入核实卖家提供的信息和租约。每个买家看中一个生意**都是冲着它位置好，租金低，回报高或者潜力大等各种理由最后顺利成交的。但是如果如果没有核实买家提供信息或者和实际有出入，合同就容易失败。我有家咖啡店的代理合同本来就是直接带着买家的Offer去签的，因为据说租金便宜，还有几个在寸土寸金地段难得的帕车位可以出租。所以双方签完合约后，我就一心坐等合同无条件拿commission了。但是两周后买家生气地告诉我，卖家的租金只是特价，房东要求买家恢复支付租约上规定的租金，而且租约中特意加上停车位不能分租否则收回的条款。尽管我和卖家做了种种让步努力，前后落差都使买家决定取消合同。

不过，除了各种努力，不轻言放弃的精神也能够使合同起死回生！上面那家咖啡店，本来周一买家和律师都发了取消合同，要求退回押金的邮件。我也怀着失败的怨恨不再搭理买家。但是几天后，在卖家鼓励下，我还是拿起电话跟买家律师沟通，知道买家其实没有彻底否定这个生意。这样我和卖家又积极跟他谈判。第二天，终于等来了他同意继续合同的通知！



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Advanced Automatics:

Linking the Perfect Buyer with the Perfect Business!

What happens when you match the perfect buyer with the perfect business sales opportunity? Magic! LINK Northland Broker Rudy Kokx recently connected a potential buyer with a business opportunity they didn't even know they were looking for – and it resulted in a perfect match.

Advanced Automatics is a Whangarei-based specialist automatic transmission and power steering business, with a strong client base and a rock-solid reputation for excellent service. When the decision was made to get a valuation on their business, owners Bruce and Julie weren't 100% committed to a sale: they knew that their's was a niche business, and they were aware of being recognised within their community if their business were to be listed. This is common within niche industries and smaller city or town environments, where the desire to protect your business integrity overrides your need for a sale. The Business Broker understood this need, and respected Bruce and Julie's decision to remain off his 'official' books... However, the business was never far from his mind; and soon enough, an opportunity arose that he couldn't ignore.

Sheryl was initially searching for a business in the childcare/early education sector, as she would be transitioning from an Auckland-based business in the same field. While LINK Northland had no matching businesses listed at the time, he did start to see a match develop between Sheryl's skill set and interests, and the potential sale of Advanced Automatics. Through his discussions with Sheryl, Rudy discovered that she had at one point serviced outboard engines; and that this was something that she had truly enjoyed. Upon hearing this, Rudy couldn't help but connect Advanced Automatics as a potential match; and so a tentative meeting was set up between the two parties. Within a couple of weeks an offer of the full appraised value was made, accepted, and the business was in the process of being handed over.

From childcare to automotive: what's the connection?

The business broker had made a connection between passion and opportunity: for any broker, this is where the magic happens. Listening to people, finding that balance between profit and potential, and managing expectations on both sides to create a realistic, exciting outcome for all parties. This is what Rudy recognised in Sheryl; and this is why he went ahead with a soft introduction between the parties. Taking the time to understand the needs of his clients – who they are, where they're coming from, what they want to be moving towards, and how that goal can be achieved; all of these points are equally as important in

a business sales process. When there is a potential match, you can't let the chance pass by.

Bruce and Julie, the original owners of Advanced Automatics, were concerned about bringing attention to their sale; they had decided that they would simply continue working in the business while slowly reducing hours until eventual retirement. They hadn't considered selling as a real opportunity – the process was too involved, the industry too small, they prospect simply didn't seem possible. While they were happy with the LINK valuation of the business, they couldn't see a way forward that didn't involve a lot of risk and difficulty.

While Sheryl may have presented as being in the market for a childcare/early childhood centre, her background and her business acumen made her an ideal prospect for Advanced Automatics. Once she had met with Bruce and Julie, and had grasped the fundamentals of the business itself, she soon saw the immense value in purchasing a business with such a history of success in customer care and specialty servicing. Advanced Automatics is a well-known and highly respected specialist service centre which would continue to run uninterrupted through the change of ownership; giving Sheryl exactly the business base she had been looking for. The fact that she also has a passion for engines and servicing made the deal even sweeter.

Rudy Kokx and LINK Northland wish Bruce and Julie well on the new chapter of their lives, and are excited to welcome Sheryl into business here in Northland. Congratulations everyone, on a fantastic outcome!



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.

Case Study – Rasmussen Electrical



Rasmussen Electrical Limited was established by Terry Rasmussen in 1970. His son Kevin joined as an apprentice in 1983 and Kevin took over the business in 1996 when Terry decided to retire. Kevin has grown the business and now has 8 staff. They pride themselves on being one of the leading electricians in the Waikato area and are known for quality workmanship, professional manner and friendly customer service. Kevin and Sue successfully engaged LINK to sell their established business.

What needs' or challenges did you face, that led you to consider selling your business?

We needed some life balance.

How did you search and go about finding someone to assist with selling your business?

LINK was recommended by a friend.

What requirements were you looking for when choosing a company and/or someone to assist with selling your business?

We were looking for someone that would be honest and trustworthy. We wanted someone that would be easy to communicate and deal with. Our broker ticked all the boxes.

What did you find most attractive about using LINK and a LINK broker over our competitors?

Rick Johnson, our LINK broker had all the attributes I was looking for. He was exactly the kind of person that I wanted, to help us sell our business.

Did you encounter any challenges throughout the process of selling your business, were these rectified and how?

Absolutely none!

What is your advice for others that are considering selling a business?

Use a LINK broker, they make the whole process so simple.

What are three words that best describe your experience working with LINK. Would you recommend LINK to others?

Rick Johnson was a pleasure to deal with, he was both professional and friendly. I wouldn't hesitate to recommend him, or the services offered by LINK.

Are there any other comments you'd like to add?

Our broker was amazing to deal with. His approach was professional yet friendly, we enjoyed a good laugh. He gave great advice and was always honest. Nothing was ever a problem for him. He is real asset to LINK.



Business sold by

Rick Johnson - Business Broker at LINK Waikato / Bay of Plenty

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Rick has 20+ years of experience at senior strategic and operating levels in the Electrical Distribution and Contracting industry. Rick focuses on sales, mergers, acquisitions and divestments of businesses in the value range \$500,000 upwards.

Case Study – Mount Maunganui Roofing



With over 40 years in business, it was time for the owners to reward themselves with retirement and sell their very successful roofing company, Mt Maunganui Roofing.

LINK was engaged to sell, and within six months the right buyers were engaged to purchase. Jayne and Sean are now the proud new owners of this renowned business. Mt Maunganui Roofing Ltd provides a complete range of professional roofing services to client's right across the Bay of Plenty region. They have a team of experts to get the job done quickly and professionally.

What needs' or challenges did you face, that led you to consider buying a business?

On our return to New Zealand, after living overseas for 10 years, we decided to look for a business to buy.

How did you search and go about finding a business to buy?

Our search was predominantly done online, via various websites such as LINK.

What requirements were you looking for when choosing a business to buy?

We were looking for a profitable business, and one that offered a great product or service. We wanted something with a great reputation, and wanted the owner's reasons for selling, to be understandable.

What were the key drivers that made you purchase this business?

Mount Maunganui Roofing is a profitable business, has a good reputation and a great product. The owner's reasons for selling were sound (retirement). There is also a great culture within the business.

What did you find most attractive about using a LINK broker, over our competitors?

Our LINK broker Mike Fraser, returned our phone calls and always followed up with us. He was proactive and understanding of our needs. He was always coming up with possible solutions for us. He was also happy for us to question the vendor directly.

Did you encounter any challenges throughout the process of buying your business, were these rectified and how?

We didn't encounter any challenges along the way. We credit our broker's expert guidance, in helping to make this a smooth process.

What is your advice for others that are considering buying a business?

Ask questions, then question the answers. Make sure the numbers stack up, both historically and currently.

What are three words that best describe your experience working with LINK and your LINK broker. Would you recommend LINK to others?

Yes, we would recommend Mike Fraser and LINK to others. Three words that best describe our broker are friendly, knowledgeable and open.



Business sold by

Mike Fraser - Business Broker at LINK Bay of Plenty / Waikato

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Mike's past year has been exceptionally rewarding, receiving awards for LINK Bay of Plenty/Waikato Broker of the Year 2017, LINK NZ Deal of the Year 2016/17, LINK NZ Runner-Up Broker of the Year 2016/17. Mike brings 25 years of experience, to produce the best results for sellers and buyers.

Case Studies -

How to Ensure You Achieve the Best Price when Faced with an Unexpected Sale

The following two case studies clearly demonstrate the importance of being SALE READY at all times. Business sales can frequently be triggered by an unexpected event which often doesn't provide the necessary preparation time to present the business to the market in its best form.

1. IMPORT DISTRIBUTION – MANAGED BUSINESS

We sold an import distribution business last year and the circumstances surrounding the sale were somewhat unfortunate. The owner had built the business over some 30 odd years and it was a real cash cow. He was semi-retired and had failing health but was still a spirited individual with an eye for detail and a great sense of humour.

He had put the business into the hands of one of his long serving employees whom he trusted, but who didn't have a full understanding of the intricacies of the business. Over time margins were eroded and stock levels were not maintained and were inaccurate. The heads up for the Vendor came when the appointed business Manager resigned and the Vendor had to step back into the breach. The discovery of the business deterioration created a great deal of stress for the Vendor which was not helpful given his state of health. The assumption of business value which had always been substantiated by a healthy bottom line was no longer there and it became very challenging to justify his price expectation.

Eventually we found a buyer but the agreed price was near to half the value he could have achieved if the business had been well run and stayed within the operating parameters that he had so accurately worked out over previous years. Deteriorating health and the associated lack of energy to rebuild the business played a strong part in his acceptance of price.

The buyers of the business were much younger and were motivated to build an asset. They could see ways to add value to the existing business and to drive greater sales through technology. Within 18 months they had contacted us to discuss their options to re-sell the business given that they'd quickly rebuilt it to its previous cash cow status.

Lessons to consider:

If you're going to appoint a manager to run your business, make sure you train them well and monitor them on a regular basis.

If you own a managed business and your health is failing, ask yourself – "if I had to step back into running the business, would I still have the energy, enthusiasm and ability to drive it through a crisis?"

Don't leave the sale of your business to be initiated by a crisis. Plan the sale to occur at optimum business performance. Optimum performance = Optimum price.





By comparison

2. STORAGE – MANAGED BUSINESS

In the same year we also sold a 200 unit managed storage business. This business was exceptionally well run with operating systems and performance targets imposed upon the manager. The directors required regular performance and management reports from the manager and responded swiftly to any variance from the established operating norms. The operating overheads of the business were well managed, the occupancy rates were consistently high and the owner/directors/trustees had their fingers very firmly on the pulse.

The sale was triggered by an estate settlement and our broker was able to quickly pull together all the necessary information to promote and present the business, particularly because it was well documented, and accessible.

The sale process drew several offers and realised an exceptional price for the trustees of the estate. The purchaser's transition into the business was seamless and they were able to maintain the operational status quo with minimal effort while they focussed on their larger objective of building the business and growing the asset.

A well managed business can command a premium price

Lessons to Consider:

The business manager's performance was regularly monitored with requirements to meet performance standards.

Having well established & documented operating systems provides clarity for purchasers in terms of operational requirements

The unforeseen catalyst for the sale did not require any crisis management prior to engaging with the market to initiate a sale.

A well managed business can command a premium price

Summary

Many baby boomer business owners will be hanging on to their businesses for a variety of reasons such as:

- Continuing cash-flow
- Continuing interest and market involvement
- No immediate requirement to sell

Many of these business owners also have no exit strategy or backup plan if faced with a crisis. A well managed business is one that is always SALE READY and can move swiftly if an unforeseen event should initiate the sale process unexpectedly.



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Dave has had a successful career as a business investor, spotting businesses in need of professional management and robust operating systems. He has bought and sold businesses in the tourism sector

Managing the Proceeds of a Business Sale

Investing the Proceeds of a Business Sale

The sale of a business should be a time to celebrate success and the culmination of many years of sweat capital. For many past-business owners it may also be a challenging time, which is tinged with an element of anxiety around what will be the next steps.

In most cases, the past-business owner has devoted a large chunk of their life to building their business leaving very little time to learn about the financial markets, not to mention very little cash to invest in the markets - the business made sure of that.

Therefore, what does the past-business owner do next and where do they go for the appropriate financial advice?

Firstly, it is important to talk with an Authorised Financial Adviser (AFA) who is regulated by the Financial Markets Authority.

A good AFA will build strong and lasting relationships with their clients. They will make the effort to get to know you and understand your long-term financial goals and they will build a portfolio to suit your personal circumstances by identifying the following three elements:

1. Risk Appetite

Everybody has a different view of risk and a different tolerance to investment risk. Understanding a client's risk appetite is essential in constructing an investment portfolio with the appropriate allocation of different asset types.

A good AFA will spend sufficient time to fully understand your individual circumstances and will ask you to complete an Investment Risk Profile.

Some people have a higher tolerance to risk than others. They are comfortable with the prospect of volatility and can cope with periods of negative returns both mentally and financially. These people are likely to lean more toward growth assets such as equities (otherwise known as stocks or shares) and managed funds and their asset allocation is likely to have a risk profile of 'Aggressive' or 'Balanced/Aggressive'.

Those with a lower risk threshold would feel more comfortable with an investment portfolio, which leans more toward income assets such as cash, term deposits and bonds.

A very low risk investment like a NZ Government Bond, has a highly certain outcome which is a modest return versus a higher risk investment such as NZ Equities, where the outcome is much more uncertain and can result in a very high return or a material loss. Investors with a lower risk appetite are likely to have a risk profile of 'Balanced/Conservative' or 'Conservative'.

Those investors with a risk appetite somewhere in-between are likely to be suited to a 'Balanced' portfolio with an asset allocation of circa 50% Income Assets and 50% Growth Assets.

This trade-off between risk and return leads onto the next element - Investment Time Horizon.

2. Investment Time Horizon

Obviously a 45-year old who has just sold their business, has a very different investment time horizon to a 75-year old who has sold the business to move on to retirement.

The younger of the past-business owners can typically accept a higher level of risk as they have the advantage of time for any market declines to correct and have savings generated from future income lying ahead of them. At this younger age, they are likely to get back into business or employment and therefore have the potential to generate income whilst also allocating a portion of their cash into an investment portfolio designed to grow significantly in value for retirement.

The older of the past-business owners does not have the same amount of time for market declines to correct and with no future earnings from employment does not have the luxury of being able to rebuild savings.

3. Financial Objectives

Financial Objectives are essentially the goals you are looking to achieve from the portfolio - what was the primary objective of setting up the portfolio in the first place?

These are usually defined as Capital Growth, Capital Preservation and/or Income and is influenced by 1) and 2) above, in other words your risk appetite and your investment time horizon.

If the past-business owner is retiring regardless of age, they will generally require the portfolio to generate income, which is a key determinant in the selection of the securities the adviser will recommend when constructing the portfolio. These will include fixed interest securities such as term deposits and bonds, which pay interest or a regular coupon and higher yielding shares or managed funds, which pay a reasonable dividend.

Having income as the primary objective obviously does not prevent the portfolio from growing in value (Capital Growth) or retaining its value (Capital Preservation) but it will heavily influence the structure of the portfolio.

Lastly, circumstances do change. A good Financial Adviser will hold regular client meetings on a semi-annual or annual basis to not only discuss the portfolio's performance but to ascertain whether the client's Risk Appetite, Investment Time Horizon or Financial Objectives have changed. If something has changed then the portfolio may no longer be appropriate in meeting the client's needs and will therefore require a change to the portfolio's construction to reflect the change in circumstances.



Sam Stanley is an NZX Associate Adviser and AFA with FNZC

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M: 027 570 9710

A disclosure statement is available from your FNZC adviser, on request, free of charge.

Strong investment decisions built on trust.

Welcome to FNZC, trusted provider of wealth management and investment advice to individuals, companies, institutions and governments for over 50 years.

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, the United States and the Philippines.

LINK New Zealand linkbusiness.co.nz

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

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

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

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

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

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

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

LINK NZ offices are Licensed REAA08

LINK South Africa linkbusiness.co.za

Garden Route

Durban West

Johannesburg North

Johannesburg South East

Cape Town Suburbs

Cape Town CBD and West Coast

West Rand

Centurion

East London

Port Elizabeth

LINK Australia linkbusiness.com.au

Sydney

Newcastle

Sunshine Coast

Brisbane

Gold Coast

Adelaide

Tasmania

North Queensland

LINK United States linkbusiness.com

Dallas

Los Angeles

New York City

Phoenix

Raleigh

St. Louis

San Diego

LINK Philippines linkbusiness.ph

Manila

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Franchisor Office Link Business Franchising Ltd

Level 1, 401 Great South Road, Ellerslie, Auckland

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

Businesses for sale - \$1 million plus

Bay of Islands Fabulous Lifestyle!

ref: 20242



- Large restored villa, 3 bedrooms with self contained open plan apartment below
- 9 unit motel with separate office / reception / storage - all unit titled
- 806m² section on separate title with own egress. Develop and sell or land bank for further accommodation

This business is capably managed by one person. To suit lifestyle choices, the current owner chooses to trade for 9 months per year. Opportunities to benefit from future growth which tourism is bringing to the bay eg the newly opened Waitangi Mountain Bike Park (2016).

This would suit husband & wife/family. Beautifully presented property, the very caring owner has done most of the hard work on her own.

Location: Paihia **Asking Price:** \$1,800,000

Michael Osborne 027 242 6881 / **Jenny Blain** 021 455 421

Paradise on Waterfront

ref: NL00081



Located on route to famous Lighthouse at Cape Reinga

- Elevated prime land
- Freehold Land, buildings and business. 0.3465 hectares land
- 9 unit motel. Backpacker villa with 5 rooms
- 3 bedroom owners home

Present owners have been here for 12 years. Great opportunity for couple or family. Live the dream with safe harbour and boat ramp on your doorstep.

Possibility to subdivide and/or develop additional accommodation

Income to working owners \$180k plus. Vendor may consider sale of business and Freehold investment contemporaneously.

Location: Far North **Asking Price:** \$2,100,000

Michael Osborne 027 242 6881 / **Jenny Blain** 021 455 421

Central Paihia - FHGC Motel

ref: NL00024



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

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

Tourism is heading into a fantastic good many years ahead and Paihia, Bay of Islands has further scope for potential and growth.

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

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

Hotel Freehold

ref: NL00076



One of the oldest hotels in the country.

The hotel sits on a large site of 7,537m² (approx 2 acres) in the main street.

Not only does this offer ample parking, but gives huge scope for future development of either more accommodation, or caravan or tourist camping facilities.

The surplus land can possibly be subdivided. A Scheme Plan has been done showing the creation of 2 lots of 1,700m² and 5,837m².

Location: Far North **Asking Price:** By Negotiation

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

Businesses for sale - \$1 million plus

Almost Waterfront - Central Paihia - FHGC

ref: NL00054



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

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

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

All enquiries to Jenny 021 455 421.

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

Jenny Blain 021 455 421 / jenny.blain@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 Whangarei accommodation including free wi-fi, spa baths, LCD Sky TV. This outstanding luxury motel is ideally located on Victoria Street - an easy walk to the shops, supermarkets and surrounding restaurants. Total of 28 rooms, all with spectacular in-room facilities. An on-site boardroom allows the operator to host functions and conferences.

Incredible owners accommodation with up to 6 bedrooms - would suit a large family operation or even two families working together.

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

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

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

Motel Lodge

ref: NL00084



FHGC motel. This fantastic accommodation business has a relaxing character ambience with lovely rooms.

The property has a total of 11 guest units set in a great central location with an outdoor spa swimming/pool and BBQ area. It is a home away from home for guests traveling north from Auckland and those wishing to explore the Matakana region.

Warkworth Lodge is situated on approx. 1037m² of valuable land, zoned town centre with 455m² of well maintained buildings. This is a great business in a fabulous location.

Take the business to the next level or explore redevelopment options for Auckland's burgeoning growth.

For sale by negotiation. Separate business & buildings sale considered.

Location: Rodney **Asking Price:** By Negotiation

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

Restaurant Managed Profit \$778,000!

ref: EL00461



- \$4.9m sales
- 26% Return on Investment
- Extremely well controlled costs
- Wonderful premises with high quality fit-out
- Royalty Fee covers all operational management
- Probably the steadiest hospitality business I have seen in terms of consistent sales

Just fabulous.

Location: Auckland **Asking Price:** \$3,000,000 plus Stock

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

Businesses for sale - \$1 million plus

Manufacturing. B2B. Outstanding. \$2.9M Profits

ref: EL00595



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

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

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

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

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

Location: Auckland City **Asking Price:** \$9,850,000

Bruce Cattell 021 779 439 / bruce.cattell@linkbusiness.co.nz

Martin Plom 021 051 5507 / martin.plom@linkbusiness.co.nz

Stunning Beach Front Goldmine

ref: EL01033



So very rare, right on one of Auckland's most popular beaches, this newly renovated café and bar enjoys enormous trade, peaking at over \$100k per week during summer!

Everything is in place to capitalise on this once in a lifetime opportunity.

- 30 year lease, rental around 5% of turnover
- Huge coffee & beverage sales
- Seating for 170 customers
- Massive profits

This will not last.

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

Hamish Aitcheson 021 779018 / hamish.aitcheson@linkbusiness.co.nz

Car Yard & Workshop - Freehold Option

ref: EL00998



Popular car yard located in an Auckland suburb with an in-house workshop.

Vendor declares annual turnover of more than \$4 million. ROI for the business alone is around 26%.

130+ Facebook contacts which the vendor is happy to pass on to the new owner.

Option to buy freehold property with the business. Asking price for the freehold property is \$2,650,000.

Call or email the broker for an appointment.

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

Mahendra Velankar 022 657 4179 /

mahendra.velankar@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Roofing Managed

ref: 18869



Established over 10 years and showing over \$500k SDE. 50% commercial and 50% residential in the Auckland area. Owner works part-time assisted by 1 full-time staff member and Accountant.

Ideal add-on to a building company or a person with management skills. Owner willing to stay on to train new owner.

Location: Auckland **Asking Price:** \$1,495,000

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

High Turnover Cafe in the Mall - North Shore

ref: NS00471



- This cafe located in one of the best shopping mall in North shore. Top location in the mall. Now it is under management. The current vendor wants to sell because too many businesses need to look after
- Vendor advice the current weekly turnover is around \$28,000 with annual rent \$158,796 incl GST
- Very nice set up. 40kg weekly coffee bean usage. Everything is made on site to reduce the cost
- This is an ideal cafe for working couples. Please call Bryan to view it!

Location: Auckland **Asking Price:** \$1,060,000 plus Stock

Bryan Sui 021 283 6666 / bryan.sui@linkbusiness.co.nz

Food Franchise System. Rare Opportunity!

ref: EL01006



This is an established and profitable system wrapped around a well-known high street brand!

- Established business with over 10 years of history
- Tried and tested system that is now ready for someone to take it to the next level
- New store openings planned so the company is in growth mode

Details here are limited for confidentiality reasons.

Location: Auckland **Asking Price:** \$1,250,000 plus Stock

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

Cafe Bar Restaurant. Profits of \$520K!

ref: EL00907



This is a beautiful cafe, bar, restaurant that has featured in many magazines and it's one of my favourite places to dine!

- \$65,000 per week sales and no seasonality
- Stunning fit-out
- Well controlled costs
- Rent just 3% of sales!

If you have dreamed of owning a superbly performing restaurant this is one you would most certainly be proud to own.

Location: Auckland **Asking Price:** \$1,800,000 plus Stock

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

Businesses for sale - \$1 million plus

Waterfront Cafe Bar Restaurant. \$59k PW

ref: EL00674



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

Strong history

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

This is relaxed waterfront dining at its best.

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

High Turnover Fruit & Veg - North Shore

ref: NS00535



Well-known branded fruit & veg shop located in a best shopping mall on the North Shore. Top location inside the mall.

Rent is \$2,653 per week including GST and outgoings, with large shop size of 280m² with long lease.

Weekly turnover is about \$85,000 with 23% (The sale is \$80,000 in winter and \$120,000 in summer per week) Gross Profit. As the new owner, you don't need to go out to the market to buy fruit & veg. Huge potential to grow the business.

Location: Auckland **Asking Price:** \$1,200,000 plus Stock
Bryan Sui 021 283 6666 / bryan.sui@linkbusiness.co.nz

Print Services for Sales and Marketing

ref: EL00854



Long-established with a consistent record of good profits. High levels of repeat business from a wide customer spread across dynamic, high demand sectors.

Multi-component plant and equipment delivers comprehensive, integrated service and products to a growing market. Has introduced services, capability and capacity to remain a step ahead.

SDE around \$800,000 from revenue exceeding \$4,700,000

Investment Required: \$2,240,000.

Location: Auckland City **Asking Price:** \$2,240,000
Tony Andrew 021 938 560 / tony.andrew@linkbusiness.co.nz

Napier Café Star!! 60kg Coffee Per Week

ref: EL00874



One of Napier's premier Hospitality businesses.

- Simple daytime only operation
- Open just 6 days per week
- Very high profile location
- An amazing 60 kg+ of coffee served per week
- High quality fit-out
- Genuine opportunity for continued growth

Currently the business is fully managed but there is \$300k+ there for a working owner.

Amazing lifestyle on offer in this beautiful part of the country.

Location: Auckland **Asking Price:** \$998,000 plus Stock
Nick Giles 021 676 832 / nick.giles@linkbusiness.co.nz

Licensed Bar & Eatery - Auckland City

ref: EL00927



A well established eatery and function centre, with a fully licensed bar, is on the market providing you with an exceptionally profitable opportunity. Perfect venue for large gatherings, birthday parties, family celebrations and conferences etc.

Accommodates 450 people.

Licensed to operate until 2am Monday - Sunday.

Weekly turnover of \$30,000 excluding GST plus per week with an EBITDA \$321,096 per annum.

Location: Auckland **Asking Price:** \$1,200,000 (neg) plus SAV
Anil Vazirani 021 0277 8149 / anil.vazirani@linkbusiness.co.nz

Hotel Motel Development Opportunity

ref: 20375



Auckland North Shore motel opportunity with captive clientele. Very attractive and fast growing area.

Freehold investment with long lease in place. \$150,000 pa income from existing gastro pub with 2,100m² freehold land suitable to add 19 room motel and retail or other proposed scheme plan available for discussion.

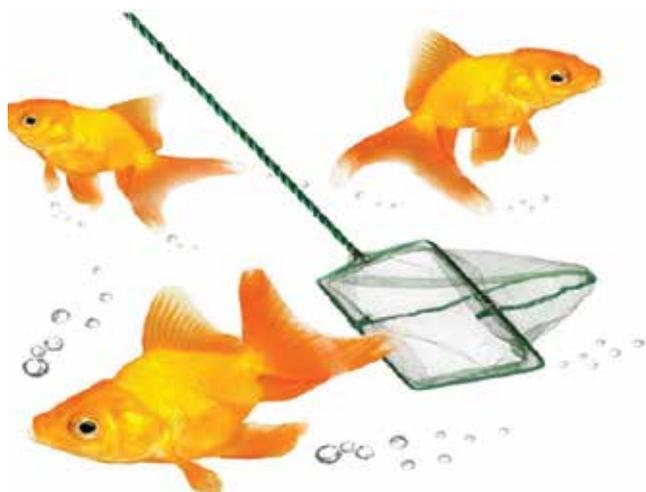
Details from exclusive agents.

This will suit investor owners or owner operators of land-bank.

Location: North Shore, Auckland **Asking Price:** \$4,000,000
Dave Beaumont 021 756 146 / dave.beaumont@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 Auckland and the upper North Island for acquisition.

Of particular interest are established manufacturing, import/export, distribution, engineering and services businesses with EBITD profits in the range \$1M - \$1.5M. Ideally, an experienced, full or partial, management team will be in place and existing staff, management and facilities will be retained.

The preference is for an outright cash purchase, but a staged exit over time for the existing owner, would be considered. 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 City **Asking Price:** \$4,000,000 - \$10,000,000
Bruce Cattell 021 779 439 / bruce.cattell@linkbusiness.co.nz

Businesses for sale - \$1 million plus

A Highly Profitable Café with Catering

ref: EL00906



Located in one of Central Auckland's better suburbs, this exquisite, deceptively simple looking daytime café hides a very big secret - it's extraordinarily profitable!

It shows, on accounts, weekly sales averaging over \$40,000 and a yearly profit of over \$400,000 for a working owner!

The focus, apart from making great returns, is on presentation, quality, customer service and great coffee.

This could be the one!

Location: Central Auckland **Asking Price:** \$1,185,000 plus Stock
Greg Mullins 021 943 844 / greg.mullins@linkbusiness.co.nz

Professional Services Highly Profitable

ref: EL00886



This business has a reputation for delivering an outstanding quality of service to local authorities in a market sector that is vigorous. The business is highly profitable delivering solid growth year on year with an extensive pipeline of ongoing work.

With strong established strategic relationships and approved quality management systems already in place the barriers to entry are high.

- \$1M profit
- Auckland Based
- Robust proven systems and processes
- Highly experienced team
- Scalable

Location: Auckland **Asking Price:** \$3,900,000
David Moore 021 129 9650 / **Bruce Cattell** 021 779 439

Superette – Business and Property!

ref: EL00858



- Prime South Auckland location close to Auckland Airport
- Strong business with sales of \$19,000 (inc GST) per week
- The property occupies an area of 330m²
- Market rental assessment \$84,110 per annum plus GST and outgoings, excluding the ATM area.
- Very recent market valuation shows an adopted yield of 7.45% against the total assessed rental, inclusive of the ATM contact rent

Location: South Auckland **Asking Price:** \$1,775,000
Rafiq Bhamani 021 129 1916 / rafiq.bhamani@linkbusiness.co.nz

Major Brand Service Station - Waikato

ref: EL01040



- Fully staff-managed and trained manager in place
- Fantastic location with superb potential and growth prospects
- Fuel sales in excess of 2.5M litres per annum, shop sales \$27,000 per week and LPG refill
- Great margins on shop and fuel sales with excellent support from fuel company
- Coffee and food-to-go
- Double Skin Fibre Glass Tanks
- Long lease and Retail Supply Agreement

Location: Waikato **Asking Price:** \$2,100,000
Anil Vazirani 021 0277 8149 / anil.vazirani@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Buy Sell Trade Cash Profit

ref: EL00735



This import/export/trader business is ideal for profit focused individual wanting to take control of their future.

Add your energies to 60 years of successful history that has created a big reputation.

Excellent location.

It is time for action - Enquire now.

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

Brett Clarkson 027 434 5670 / brett.clarkson@linkbusiness.co.nz

Simply Awesome Restaurant Bar. \$52k PW!

ref: EL00937



Prime location and it rocks! Sales over \$52k per week and growing.

- Superb layout with fantastic choice of indoor and covered outdoor seating
- Great alcohol sales means COGS under 30%
- Very genuine room for growth here
- Superb venue for private functions. They have had one in excess of \$35k for one night!
- Huge IP here as part of the sale.

Smart buying this one.

Location: Auckland **Asking Price:** \$1,290,000 plus Stock

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

FHGC Rest Home Facility in Manawatu

ref: BPW00402



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

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

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

Service Industry with a \$380K Cash Surplus

ref: BPW00255



Specialised business in need of a buyer who is an administrator/manager with an outgoing customer focused personality. No special expertise in the industry sector is required as this is all held by the highly motivated long serving staff who have many years of industry experience and training to carry out all the technical aspects of the business. The business provides essential and complex products and services to a group of regulatory organisations and other corporate clients the company enjoys an advantage over other industry players who lack expertise in these specialised areas. This puts the business in the enviable position of having a loyal customer base. Growth is steady. Price negotiable. Keen Vendor seeking offers.

Location: Tauranga **Asking Price:** \$1,375,000 or near offer

Peter Redward 0274 920 453 / peter.redward@linkbusiness.co.nz

Businesses for sale - \$1 million plus

BOP Manufacturing - A Leader in the Industry

ref: BPW00512



Leading manufacturer of high quality kitchens and cabinetry. Established for over 35 years with a strong local clientele including building groups, major housing developers plus a client base countrywide. 5 full time experienced staff keen to retain their employment. Current kitchen orders are booked 6 months in advance. Significant increased turn over for the past 4 years and still growing strong. Current owner offers a generous handover period. Vendors have enjoyed the huge growth of their business, but now keen to retire and spend time with family.

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

Camella Anselmi 0274 454 121 / camella.anselmi@linkbusiness.co.nz

URGENT SALE REQUIRED - The Long Table Cafe

ref: BPW00391



Due to personal reasons The Long Table Cafe in Katikati, has recently closed. This business has been known as one of the very best licensed roadside cafés in the region. A huge regular customer base of both locals and travellers, all of whom are sorely missing this wonderful spot. Unique and inviting decor with a warm and welcoming atmosphere. So much potential for growth as was only operating 7am - 4pm, 5 days. Average weekly sales for the 2017 financial year were \$14,765 including GST. They were closed over the busy Xmas/New year period and were closed Easter weekend. Asking price for the freehold (cafe buildings, family home & approx 4.2 acres) and the assets of the cafe:

Location: Bay of Plenty **Asking Price:** \$1,050,000 plus GST (if any)

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

Motel FHGC Waikato

ref: EL00626



Offering a lifestyle location, Raglan Sunset Motel is the largest motel in this region, has a well utilised event room (weddings, conferences, private gatherings) and presents in excellent condition from recent refurbishment and re-decoration. Viewing is essential as once there, you won't want to leave.

The motel complex comprises 24 units, is approximately 14 years old and established on a 2579m² site. As well as appealing from the street view, the internal courtyard is even better with private sheltered guest areas, shaded BBQ facility and room to spread out.

The business sales are consistent, the annual surplus exceptional with current year to date growth over prior years. At the time of writing, the forward reservations were the highest ever recorded providing working capital for a new owner.

Raglan is experiencing local growth with release of new residential sections as well as growing business from cafes and retail complexes. Proximity to Auckland, Hamilton and Waitomo ensures Raglan attracts domestic, international tourists plus regular corporate clientele.

If you are seeking land buildings and business (FHGC) plus the lifestyle location, this opportunity beckons.

Location: Waikato **Asking Price:** \$4,700,000

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

Businesses for sale - \$1 million plus

No. 1 Cafe For Sale

ref: NS00557



This well-known cafe is the top sales in their franchise system. it is located in one of busiest shopping centres in Auckland.

High coffee sale at about 40kg a week, weekly turnover is about \$59,000-\$60,000.

Last year annual account show cash surplus (EPITD) is over \$760,000, same owner for last 5 years, business is still growing.

If you are looking for continue growing, strong franchise system support, very good return, here may be the one, experience is not important, the franchisor will provide training and support for successful purchaser.

Location: Auckland **Asking Price:** \$2,380,000 plus Stock
Yong Wu 021 678 980 / yong.wu@linkbusiness.co.nz

Chelmswood Motel, Taupo

ref: EL00916



The Chelmswood Motel is a fantastic 36 unit motel situated in the tourist mecca known as Lake Taupo.

This two peak season town (skiing winter / summer) offers the very best in income with a stunning bottom-line. Most rooms offer views over the lake as does the 4 bedroom owners home.

A long lease, conference room, swimming pool complete this wonderful property.

Location: Lake Taupo **Asking Price:** \$1,350,000 (+GST if any)
Ray Hart 021 335 488 / ray.hart@linkbusiness.co.nz

Stunning Taupo Management Rights

ref: EL00531



Sacred Waters Apartment is one of Taupo's very best. This superb 5 Star Lake front property offers an amazing lifestyle and an equally stunning income. You will be purchasing a classy and sizeable FREEHOLD owners apartment along with a well established and strong performing business. The lake & mountain views, the apartments, the resort will leave you gob-smacked.

Contact me today for a private inspection.

Location: Lake Taupo **Asking Price:** \$1,350,000 (+GST if any)
Ray Hart 021 335 488 / ray.hart@linkbusiness.co.nz

Motel Freehold Going Concern

ref: EL00839



Central North Island motel FHGC on a significant 4048m² site with 12 units is on the market for the first time in 28 years. Own the land buildings and business, consider expansion or settle in and enjoy the gateway to Ruapehu District.

Leisure and corporate guests are the backbone to this business, plus drive in business from SH1.

Location: Waiouru **Asking Price:** \$1,200,000
Lindsay Sandes 021 895 940 / lindsay.sandes@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Le Chalet Suisse Motel Apartments

ref: EL00913



Chalet Suisse is situated right in the heart of Taupo CBD - this is the reason why this business is producing a mouth-watering bottom-line!

This business ticks all the boxes: Long lease, location, sizeable 3 bedroom 2 bathroom owners apartment, 16 well appointed, air-conditioned apartments. Walk into \$ from day one, secure your future today.

Call me to arrange a private inspection.

Location: Lake Taupo **Asking Price:** \$1,200,000 (+GST if any)
Ray Hart 021 335 488 / ray.hart@linkbusiness.co.nz

Attractive \$ Returns

ref: EL00808



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

- Strong cash flow/profitability
- 26 year lease tenure
- High occupancy
- Maintained to a very high standard. Excellent mix of spacious units
- Multiple awards winner

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

Location: Blenheim **Asking Price:** \$1,150,000
Jono Jarvis 021 177 9760 / jono.jarvis@linkbusiness.co.nz

Successful Electrical Contractor – Taranaki

ref: BPW00514



This high profile electrical contracting business is an established business servicing the residential and industrial/commercial markets.

The financial performance of the business is impressive with consistent sales revenue and a cash surplus to the working owner of \$360k+ (average over the last 3 years.)

- Impressive client base and long-standing relationships
- Excellent reputation. High quality plant list
- Vendor assistance available post sale. Dedicated & professional staff

This business would suit someone who recognises an amazing opportunity to run their own successful & highly profitable entity or alternatively is ripe for an acquisition / amalgamation by similar business.

Location: Taranaki **Asking Price:** \$1,200,000
Rick Johnson 021 991 485 / rick.johnson@linkbusiness.co.nz

Unique Lifestyle with Multiple Income Mix

ref: EL00618



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

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

Owner's accommodation is a 4 bedroom house (needs refurbishing) and staff quarters. Loads of storage with double garage/workshop/implement shed.

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

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

FHGC Motel, Returning \$200K+ PA

ref: BPW00451



Over 30,000m² of land and more than 1,200m² of floor area.
 Returned a working couple over \$230K pa on FY2017.
 From April to August 2017, the accommodation income has increased by around 35% by comparing to the same period in 2016.
 More units can be built adjacent to the existing units.
 A private 4 bedroom house with a nice view.
 Won International awards, published and reported by multi-media.

Location: Waikato **Asking Price:** \$1,750,000 plus Stock
Paul Lu 021 047 4988 / paul.lu@linkbusiness.co.nz

Manufacturing Design & Build Engineering

ref: BPW00507



- Specialising in the buoyant forestry area as a leading provider
- Overseas agreements to supply saw milling and round wood equipment within in NZ
- Ten full time experienced staff keen to retain employment with a new owner
- Operates from a purpose built 1,000m² facility ideally equipped for engineering
- Ideal location, close to many of their major clients
- Produces consistently good profits year in and year out
- Priced to meet the market at \$1,075,000 plus Stock at valuation

Location: Bay of Plenty **Asking Price:** \$1,075,000 plus SAV
Mike Fraser 021 932 633 / mike.fraser@linkbusiness.co.nz

Automotive Business - Motivated Owner

ref: BPW00474



This highly successful automotive business with sales, service and finance parts to the business, is now on the market. It has the following attributes:

- Almost 20 years in business
- Strong brand presence
- Very strong systems and organisational structure in place which will enable an easy transition for a new owner

- Large site on a busy main road with a very high standard of facilities for staff to work in
- Well trained staff in place who will provide strong benefits to the new owner
- Turnover of over \$7,000,000 including GST in the 2017 financial year provided a strong net profit of \$886,635 to the working owner
- Income created from multiple departments that include sales, service, after-market products and finance
- Strong investment from the owner in state of the art software to speed up areas of the day to day organisation of the business which hugely improves productivity
- Large database of previous customers to market additional services to
- SAV currently at approximately \$1,200,000

This business would suit someone with previous experience in the automotive sector, with strong business and management skills or a company looking at acquisition options including representation in this busy and growing area.

Location: Bay of Plenty **Asking Price:** \$1,000,000 plus SAV
Grant Jacobson 027 454 0432 / grant.jacobson@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Boutique Vineyard and B&B

ref: EL00917



Aravin Vineyard and Bed & Breakfast is an award winning boutique vineyard, also offering home-stay accommodation set on 5 hectares (approx) with views over the Alexandra basin and surrounding mountains.

The residence comprises kitchen/dining, lounge with indoor/outdoor flow, master bedroom with walk in wardrobe and en-suite, 2 double bedrooms (for B&B) with bathroom access, separate toilet, office and double garaging.

The vineyard was first planted in 1999 and has gone on to produce award winning wine. It is planted in approximately 8,000 vines representing approx 80% pinot noir and 20% pinot gris.

Aravin wines are sold by the case direct to the public, online through a website or email and are available in retail stores and restaurants.

Location: Central Otago **Asking Price:** \$1,550,000 plus Stock
Jono Jarvis 021 177 976 / jono.jarvis@linkbusiness.co.nz

A Leading Home Builder

ref: CS00142



Canterbury based business has a successful history of profitable trading. Attractively positioned office and showhome, located in a high growth subdivision. Excellent operations, procedures and systems providing a platform for continued long term growth. Provides a large range of plans which include ready-to-build options or an in house design-build service. Dedicated admin, construction and sales staff are complimented by teams of experience contract builders and sub-subcontractors. Recent years EBPIDT average \$720K and 2017 exceeded \$900K. Outlook for the current year indicates continued growth and full pipelines. Strict confidentiality applies. Purchasers will need to demonstrate financial capability and relevant business experience.

Location: Christchurch **Asking Price:** \$1,995,000
Brian Pankhurst 03 928 1949 / brian.pankhurst@linkbusiness.co.nz

Symrose Super Fresh Convenience Market

ref: CS00131



Located in Victoria Street opposite the Christchurch Casino. Brand new building and open 24 hours per day 7 days a week. Large premises selling a large range of groceries and liquor (restricted hours). The food store also offers barista coffee and a huge range of food for takeaway or on site consumption. Full commercial kitchen, very well set up with plenty of room for preparation etc. Everything set up to a very high standard.

Experienced full time and part time staff. New developments in the area will benefit this business as foot traffic will increase significantly. Only open for 9 months and turnover already well over \$20,000 p/w with very good GP margins.

Details only available by meeting with broker and signing of a Confidentiality agreement. Enquire now.

Location: Christchurch **Asking Price:** POA
Brian Pankhurst 03 928 1949 / brian.pankhurst@linkbusiness.co.nz

Food Glorious Food

ref: CS00096



The Next Big Thing! A fantastic opportunity for an astute investor. The business makes and distributes direct to the consumer clients. After years in development the business is now growing at an exceptional rate and over the last 2 months sales have exceeded expectations. New equipment installed to help meet demand. Market leading recipes together with nutritional information and special dietary requirements are just part of the extensive range. Excellent staff. The owners' efforts are concentrated on sales and admin and ensuring quality at all levels. Full details will only be disclosed upon meeting with the Broker and after signing a confidentiality agreement. Investment is in the region of \$2m. Call now.

Location: Christchurch **Asking Price:** POA
Brian Pankhurst 03 928 1949 / brian.pankhurst@linkbusiness.co.nz

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 South Africa, Australia, the United States and the Philippines. In order to deliver the best possible service, we have specialised business brokers. Our long history in business broking and our strict quality control measures including peer reviews ensure that your business is presented accurately and that liability is minimised, and that the sales value achieved is maximised."

LINK Marketing

Information Memorandum

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



LINK Information Technology

linkbusiness.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.

"39 Offices in 5 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.



Businesses for sale - Far North / Northland

Lease - Holiday Park Bay of Islands

ref: NL00078

- Owners Discretionary Income last year: \$110,000 with an expected growth of another 14% turnover this financial year
- 30 year lease (negotiable to suit buyer)
- Rent of \$110k (25% of last year's sales t/o)
- Solid forward bookings for this coming season!
- OFFER: to preserve cash-flow in the start up phase, the owner is offering 50% REDUCED RENT for the first 12 months



Location: Russell **Asking Price:** \$550,000
Rudy Kokx 021 421 346 / rudy.kokx@linkbusiness.co.nz

Travel Club - Work Hard - Play Hard

ref: NL00052

Two owner operators crafted this lifestyle business from a standing start over the course of 20 years. This travel club business is built on providing a dedicated personal service to an extensive traveling customer database drawn from across mostly Northland, and extending south of Auckland.



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

Profits in Diving. Diving in Profits

ref: NL00006

Currently it services mainly the local market and the next step would be to grow the actual tourism industry. Even without this market the business owner has a discretionary income of over \$140,000. Imagine what you can do if you are capturing this market?! This is one of the better businesses in town! Talk to us now!



Location: Whangarei **Asking Price:** \$350,000 plus Stock
Rudy Kokx 021 421 346 / rudy.kokx@linkbusiness.co.nz

Motel Lease - Central Whangarei

ref: 18403

- Immaculately presented 10 unit motel situated on busy main arterial route
- Consists of 7 studios, 2x1 bdrm and 1x2 bdrm units and a private in-ground swimming pool
- New carpet in motel units
- Features 3 bdrm owners accommodation, master with en-suite, second main bathroom & a balcony off living area
- Vendors retiring. 30 year lease commenced 2007



Location: Whangarei **Asking Price:** \$420,000
Jenny Blain 021 455 421 / jenny.blain@linkbusiness.co.nz

Backpackers for Sale

ref: NS00527

This property is located on Whangarei's busy main road. Property is close to the university and was run as a Backpackers business.

Currently leased to tenants as a residential property, owner receiving about \$50,000 due to the owner living in Auckland.

Is easy for new owner to re-operate as a backpackers accommodation or Air BnB to improve income.

Built between 1920-1929, situated on 362m² land, total floor area 406m².

Location: Whangarei **Asking Price:** \$700,000 plus Stock
Jessica Zhao 021 166 1126 / jessica.zhao@linkbusiness.co.nz



Busy Retail/Service Business in Northland

ref: NL00068

A very well established business with a great reputation and showing excellent profits and good growth.

Offering a personalised service selling retail gifts, books, cards and magazines and delivering essential services ie a full NZ Post agency and Kiwi Bank Services

This business can be managed by one person or would make an ideal family business.



Location: Northland **Asking Price:** \$380,000 plus SAV
Jenny Blain 021 455 421 / jenny.blain@linkbusiness.co.nz

Building Profits

ref: NL00026

This business is well placed for continued strong profits in this fast growing area.

Predominately B to B with good client base and room to grow.

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

Easy to run with great books, good systems, clean and tidy in every way, plus growth on the horizon.

If you are looking for a great business look no further. Potential to run under management.

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



Aluminium Windows

ref: NL00060

This is a long established business and supplier of all things aluminium.

Representing a leading brand of quality joinery. Excellent location to easily service a wide area.

Years of consistent trading with good returns make this a sought after acquisition.

They supply a range of aluminium products and services to established contacts and direct to the customer.



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

Businesses for sale - Northland / Auckland Surrounds

Well Known Cafe - Whangarei

ref: NL00083

One of Whangarei's well known cafés situated on busy main road. The cafe is well known to locals and well established.

- Extremely low rent & rates is only \$379 per week
- Currently fully managed - would suit owner/operator
- Owner overseas and circumstances have changed



Call Jenny now on 021 455 421 to secure this great business.

Location: Whangarei **Asking Price:** \$75,000
Jenny Blain 021 455 421 / jenny.blain@linkbusiness.co.nz

Remarkable Opportunity Automotive Retailing

ref: NL00082

This is a unique opportunity to take over a small business that has yet to perform at its peak. Riding on the back of a unique back-end system it has a massive potential still untouched. Good systems, good customer service, room to add-on more services... this is just the beginning.



Location: Whangarei **Asking Price:** \$135,000 plus stock
Rudy Kokx 021 421 346 / rudy.kokx@linkbusiness.co.nz

Trendy Busy Cafe in Central Whangarei

ref: NL00072

For sale - a fabulous cafe situated in a prime position.

- Newly fitted quality commercial kitchen
- Near new spacious premises
- Good lease in place
- Awarded an 'A' for its food safety assessment and rating



Excellent potential to further grow the business of this turn key operation.
Price by negotiation.

Location: Whangarei **Asking Price:** By Negotiation
Jenny Blain 021 455 421 / jenny.blain@linkbusiness.co.nz

Popular Cafe - Central Whangarei

ref: NL00077

- Located in a busy street surrounded by bank and council employees, retail shops with repeat clientele
- Landlord keen to negotiate long lease
- Comparatively low rent
- Busy Vendors selling business after 10 years of successful trading



Great opportunity to step into an already successful business and take it to the next level!

Location: Whangarei **Asking Price:** By Negotiation
Jenny Blain 021 455 421 / jenny.blain@linkbusiness.co.nz

Gym Rodney District

ref: NL00046

Are you a PT or an enthusiast looking to run your own Gym?

Look no further.

This well established Gym is waiting for you.

Good variety of equipment and space.

Located in a growth area with plenty of room to expand membership.

Sale due to change of circumstances.

Purchase will be all tangible so you reap maximum tax advantage.

Location: Rodney **Asking Price:** \$150,000
Dave Beaumont 021 756 146 / dave.beaumont@linkbusiness.co.nz



Healthy Profits

ref: NL00069

Are you passionate about offering healthy food?

This successful business enjoys a great location with high foot traffic.

High quality funky fit out complete with outdoor seating to sit and enjoy.

Offering fresh healthy take out food, Gelato, beverages and coffee make them a firm favourite with locals.

The only outlet of this type in the area ensures you a well defined customer base.

Location: Rodney **Asking Price:** By Negotiation
Dave Beaumont 021 756 146 / dave.beaumont@linkbusiness.co.nz



Must Sell! Pizza Hut - North of Auckland

ref: EL00909

- Fully managed
- Rent just 4% of the sales
- Strong lease in place
- Free parking
- Internationally recognised brand
- Great area to live for that important work/life balance
- A working owner can earn up to \$130,000 on the current sale



Location: North of Auckland **Asking Price:** \$439,000
Rafiq Bhamani 021 129 1916 / rafiq.bhamani@linkbusiness.co.nz

Dominos Warkworth

ref: EL00552

Located in the growing area of Warkworth, just north of Auckland this nearly new store needs a hands on owner operator. Currently managed it is in a busy destination shopping area with other large brands to attract customers.

Grow this business and live in a great area close to the coast and also the country at your doorstep.



Location: Warkworth **Asking Price:** \$450K (approx.) plus WC of \$30K
Laurel McCulloch 021 786 813 / laurel.mcculloch@linkbusiness.co.nz

Businesses for sale - Auckland

Catering/Food Production

ref: EL00311

Catering business with a base of regular core customers. Twenty year plus trading history. Easy to operate. A-Grade, purpose-designed plant. Potential for further growth.

Perfect add-on for existing catering or food processing business.



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

Time to Build a Better Future!

ref: EL00646

Here is a great opportunity to purchase a fully managed, growing and versatile construction company with a large qualified skilled staff base. The business has plenty of confirmed work in the pipeline and the expected revenue this year set to break the \$2M mark.

S.D.E/owners salary: approx \$255,000.
Annual turnover \$1,759,000.



Location: Auckland **Asking Price:** \$450,000
Jordan Larsen 022 423 3006 / jordan.larsen@linkbusiness.co.nz

Boutique Appearance Medicine & Beauty

ref: EL00436

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



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

Cafe in Premium Mall

ref: EL00743

Newly established, modern and vibrant cafe located in busy shopping mall. This upscale cafe is located in prime location for foot traffic and serves food, coffee and all day meals. Even though this cafe is newly opened, it's already doing a turnover of \$15,000 a week with great forecasted profit margins. The hard work's been done for you, this fantastic cafe is busy, bustling and rearing to go.



Location: Auckland City **Asking Price:** \$348,000
Susan Han 027 566 8938 / susan.han@linkbusiness.co.nz

Franchised Women's Only Gym

ref: EL00475

Located in the eastern suburbs, this well located gym needs an enthusiastic new owner.

There is a base of 270 members to grow from. The equipment is in good order and a good team in place. Ideal for someone with a passion for women's health and fitness who will get out into the community to let the local ladies know what's available in the gym. Classes include Cardio Blast, Tabata, Pilates, Yoga, Balance and more.



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

Baby Products - Retail

ref: EL00863

Established business that is showing year on year growth since it started. This is a very profitable business with dual income stream - retail and rental. The business has an excellent location in a trendy inner city suburb. It comes with an excellent lease and quality fit out. There are a team of well trained staff in place.



If you are looking to get into a business that is profitable here it is!

Location: Auckland **Asking Price:** \$519,000
Nick Stevens 021 641 978 / nick.stevens@linkbusiness.co.nz

Pawn and Loan Shop

ref: EL00963

Start making money from day one. Established loan book of approx \$35,000 plus stock of around \$60,000 plus fit-out of \$55,000. All this for \$115,000 for quick sale.

Owner is retiring and wishes to sell up.

A real opportunity to grow with this business. Returns approx \$100,000 for owner operator



Location: Onehunga, Auckland **Asking Price:** \$115,000
Robin Harris 021 968 779 / robin.harris@linkbusiness.co.nz

Fire Your Boss! Live Life on Your Terms!

ref: EL00877

Dry cleaning business that is easy to learn. This could be a great first start business.

Good equipment, scope to improve further and 5½ day operation means you can have a life!



Location: Auckland **Asking Price:** \$108,000
Merv Rebello 022 647 2221 / merv.rebello@linkbusiness.co.nz

Hugely Profitable Beauty Business

ref: EL00979

S.D.E (Sellers Discretionary Earnings) \$325,000.

One intelligent owner has built up this beauty business 20 years. It is one of the good foundation businesses. Today the business is very unique. The owner is offering to its loyal customers a very unique service which include; IPL, micro-needling, injectables, collagen induction therapy, massages, facials and spa packages.



SOLD

Location: Auckland **Asking Price:** \$475,000

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

Motel Business with Panache

ref: EL00992

Pukekohe is a short drive south of Auckland with savvy city style and currently experiencing significant growth. This motel offers;

- Long term lease until 2039
- Significant owners 3 bedroom residence, plus huge garage, storage and private garden oasis. No space restrictions here
- 16 generous guest units from studio to large self contained family or group rooms, by far the most generous in the area



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

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

Profitable Niche Retail

ref: EL01008

Own this business and you're the audio authority.

Renowned brands, long-standing reputation, consistent profitability.

Retail and specific sector customers.

Professional experienced staff.

Good opportunities for further development.

Premium showroom location.

Price includes stock which is valued at approximately \$270,000.

Location: Auckland City **Asking Price:** \$550,000

Tony Andrew 021 938 560 / tony.andrew@linkbusiness.co.nz



Fully Licensed Eatery in CBD

ref: EL01000

Located in a gourmet food court in CBD, this established eatery is a family favourite.

With a focus on wholesome, delicious food.

Fully licensed, the bar serves a variety of beer, wine, spirits and cocktails.

The business is currently under full-time management making it the perfect set for those looking to invest only.

Weekly turnover has increased to \$18,500 pw.



Location: Auckland City **Asking Price:** \$488,000

Henry Han 021 516 588 / henry.han@linkbusiness.co.nz

Wardrobe Sales & Installation

ref: EL01013

Operating from a small warehouse/display unit this company services a well-known wardrobe franchise to the Auckland building market.

Made to order, products are sold from show-home displays and from an East Auckland showroom.

No building skills required as all installations are carried out by professionals employed by the company.

Over \$500,000 of confirmed orders in production. Owners Returns over \$122k.

Location: Auckland **Asking Price:** \$264,000

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



Food Service Distribution Company

ref: EL01023

Centrally located in excellent premises with great storage and office space and great motorway access.

- Easy operation
- Owner operator plus delivery staff and office person. All equipment including refrigerated vehicle part of the sale
- Massive growth potential even from existing customers

Sales are approximately \$1m per annum and an owner operator would earn approximately \$100,000 based on current trading.

Location: Auckland **Asking Price:** \$349,000 plus Stock

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



Manufacturing - Niche Industry

ref: EL00864

Here is an opportunity to purchase a profitable niche manufacturing business that is now 30 years old.

While it is located on the North Shore of Auckland the business could easily be relocated - another city or lifestyle block.

There is a good staff structure in place and the vendor says business has plenty of growth opportunity for a hands on owner.



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

Nick Stevens 021 641 978 / nick.stevens@linkbusiness.co.nz

Franchised Café in Auckland CBD

ref: EL01035

Well established franchised café with steady and stable client base. Based inside a popular gymnasium with plenty of foot traffic and affluent clientele. Serves hot meals, cabinet foods and beverages.

Fully managed, no working owners. Great for owner looking for no fuss, passive income.

Low rent for this prime location in addition to very long lease.



Location: Auckland City **Asking Price:** \$605,000

Susan Han 027 566 8938 / susan.han@linkbusiness.co.nz

Businesses for sale - Auckland

Outstanding Retail Opportunity City Fringe

ref: EL00904

Very profitable retail business on the Auckland city fringe. Well-established, this business has a reputation for its high-quality products sold via its retail store and website.

The business is supported by a very experienced retail team, and offers a large amount of foot traffic and customer parking.

Perfect for a working owner with potential to increase turnover or run as a fully managed business.



Location: Auckland **Asking Price:** \$685,000
Paula Moore 021 334 699 / paula.moore@linkbusiness.co.nz

Beauty and Appearance Medicine Clinic

ref: EL00901

This is an outstanding opportunity to purchase a top performing beauty and appearance medicine clinic in Auckland.

Located in a fast growing area of Auckland the business has had strong growth with sales up over 28% over the past two financial years.

The business has a strong customer base with over 5,500 contacts on the database.



Location: Auckland **Asking Price:** \$799,000
Nick Stevens 021 641 978 / nick.stevens@linkbusiness.co.nz

Franchised Cafe in North Shore Mall

ref: EL01036

This is a great looking café located in prime position in a shopping mall. The sales were \$15,000 per week last year but now averaging over \$20,000 per week and it hasn't stopped growing. The costs are well controlled and the shop is well maintained. The business will make a surplus of \$170,000 a year for the working owner.



Vendor wants to sell due to family commitment.

Location: Auckland City **Asking Price:** \$685,000
Susan Han 027 566 8938 / susan.han@linkbusiness.co.nz

Could Run Under Management

ref: EL00898

Auto electrical business with 35 years goodwill. Massive drive through workshop to service commercial vehicles, spare office space and there is room for improvement.



Location: Auckland **Asking Price:** \$250,000
Merv Rebello 022 647 2221 / merv.rebello@linkbusiness.co.nz

Auckland CBD Japanese Restaurant

ref: EL01037

This daytime Japanese restaurant is located along the waterfront in Auckland CBD. This fantastic location gives the restaurant great potential for night term operation. Full liquor license from 9:00am-1:00am. Restaurant offers a range of sushi and skewers.



Very reasonable rent for this prime location.

Would benefit someone with vision and experience.

Location: Auckland City **Asking Price:** \$222,000
Henry Han 021 516 588 / henry.han@linkbusiness.co.nz

Laundromat on Main Road in West Auckland

ref: EL01038

Prime location on main road in West Auckland suburb. There is ample on street parking.

Currently staff operated. Owner would suit owner operator.

Large premises. Total. 7x18kg and 2x18kg machines. 8x25kg and 2x18kg machines are only 3 years old, other machines are only 7 years old. Negligible maintenance in the near future.

Priced for quick sale as vendor has moved on.



Location: Auckland City **Asking Price:** \$176,000
Henry Han 021 516 588 / henry.han@linkbusiness.co.nz

Diamond Quality Franchise Opportunity

ref: EL00991

Polished Diamonds is an award-winning, international fine jewellery business. Operating online in over 13 counties with strong customer demand, they are now offering an Auckland-based franchise opportunity to share the growth, wealth and success of this market-leading business.



Sales and marketing focus as jewellery and diamonds are supplied so minimal jewellery experience. Only one franchise offered so be quick.

Location: Auckland **Asking Price:** \$100,000 plus GST
Paula Moore 021 334 699 / paula.moore@linkbusiness.co.nz

Mainly Mirrors Epsom

ref: EL00971

Market leader supplying high quality mirrors to domestic and commercial markets.

Lots of repeat business from Epsom shop, and website. Consistent growth.

Relocatable or add to an existing business.



Location: Auckland **Asking Price:** \$140,000
Mike Fokkens 021 598 188 / michael.fokkens@linkbusiness.co.nz

Unique Textile Manufacturing Opportunity

ref: EL00848

For the first time in 35 years, this niche textile manufacturing business located in East Tamaki is on the market. Offers a unique range of products and employs 5.5 staff, plus the owner who works part-time. It is well run and enjoys repeat business from a customer base built up over its long history.



This opportunity would suit someone looking to buy a business that they can run themselves and grow.

Location: Auckland **Asking Price:** \$205,000

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

Well-Established Sheet Metal Fabrication

ref: EL00774

Great opportunity to purchase a long-established and profitable custom design, fabrication and installation business. Manufacturing a wide range of products in a variety of materials, the business is highly experienced in all facets of sheet metal fabrication.



Based in South Auckland, this business offers a consistent, upward trending profit, an excellent reputation and a team of highly skilled, reliable employees.

Location: Auckland **Asking Price:** \$315,000

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

Power Up and Profit!

ref: EL00985

This 20 year old auto electrical business south of Auckland City with a well-diversified customer base and modern well-presented workshop, is now for sale due to owner relocating out of Auckland. This is your chance to acquire a great little business in Auckland City.



The business is profitable and the returns are good.

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

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

FMCG Food Manufacturing

ref: EL00936

Absolutely delicious FMCG dessert product that ticks all the health boxes, high protein, 99% sugar free, low carbs, low calorie, gluten free. Made under contract in NZ.



Product is stocked by a limited number of Countdown and Foodstuff stores leaving plenty of room for growth.

Partnership break-up is the genuine reason for sale.

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

Brett Clarkson 027 434 5670 / brett.clarkson@linkbusiness.co.nz

Trade & DIY - Hire Business & LPG Sales

ref: EL00704

Unique opportunity to benefit from all the features this business offers - regular trade and local customers.



Add-on profit centres. Reliable staff for owner's 5-day week. Present owner of 12 years retiring.

Location: North Shore **Asking Price:** \$267,000

Brett Clarkson 027 434 5670 / brett.clarkson@linkbusiness.co.nz

Dry Cleaning - Central Auckland!

ref: EL01039

This business is located in a busy shopping area and is suitable as an add-on to an existing business or a standalone. Great room for improvement! Present owner lacks motivation and wants out!



Location: Auckland **Asking Price:** \$68,000

Merv Rebello 022 647 2221 / merv.rebello@linkbusiness.co.nz

Shining Franchise Star

ref: EL01058

A beautifully appointed franchise café in a very busy city location, this business is reluctantly offered for sale.



A long secure lease is in place and there is indoor and outdoor seating and a stunning interior fit-out.

Sales average over \$25k per week with turnover increasing steadily.

Unbeatable location - lots of foot traffic. Amazing opportunity here!

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

Hamish Aitchison 021 779 018 / hamish.aitchison@linkbusiness.co.nz

Lotto Shop & More

ref: EL00989

Established Lotto shop with several income streams income from Lotto \$82,000 p.a. + revenue of \$350,000 p.a. with gross margin of 30%.



Subject to approval by Lotto and Mall an ideal business for a working couple. Details under strict confidentiality in person only.

Location: Auckland **Asking Price:** \$380,000 plus Stock

Neville Choksi 021 059 9519 / neville.choksi@linkbusiness.co.nz

Businesses for sale - Auckland

Fabulous Restaurant and Bar on Waiheke

ref: EL01044

Simply stunning! Unbeatable location, long lease, low rental and strong year round trade. All the ingredients for a successful hospitality business are here on beautiful Waiheke Island.

This is a lifestyle opportunity and current owners take winter off! Enjoy all the benefits of owning a business in paradise and earn a great income too. It's time to act and secure the dream.

Enquire now.

Location: Waiheke Island **Asking Price:** \$750,000

Hamish Aitcheson 021 779 018 / hamish.aitcheson@linkbusiness.co.nz



Media Distribution Franchise

ref: EL00986

A risk free home based cash flow business balance of 5+5 years franchise agreement effective February 2017. Territory rights of a high income city fringe area frequented by tourists. You must have people management skills to keep staff motivated to work early morning, 3 hours x 7 days per week.

Income range for owner operator \$90k to \$160k depending on area available. Details under strict confidentiality in person only.

Location: Auckland **Asking Price:** POA

Neville Choksi 021 059 9519 / neville.choksi@linkbusiness.co.nz



Pool Valet and Solar Heating

ref: EL00959

This 8 year old business is suited to a working owner and it can be home based. It has 3 income streams – pool valet, equipment supply and pool solar heating installations and an existing customer base.

The retiring Owner will provide extensive training and complete hand-over. The business comes as a turn-key operation – with everything ready to go from day one (including a vehicle). SDE \$150,000+.

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

Basil Badenhorst 022 454 8348 / basil.badenhorst@linkbusiness.co.nz



Supermarket - Prime West Auckland Suburb

ref: EL00890

A massive supermarket with floor area of 454.4m² selling grocery, meat, fruit and vegetables.

Situated around 'iconic' retail chain stores leading to massive foot traffic.

Rapidly growing young store. Very good profit margins. Huge potential of further growth.

All tangibles in immaculate condition. Reasonable rent, secured lease, plenty of dedicated car parks. Call or email the broker for an appointment.

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

Mahendra Velankar 022 657 4179 / mahendra.velankar@linkbusiness.co.nz



Outstanding Central Suburb Café

ref: EL00870

This opportunity is a "must see" for any experienced hospitality operator wanting a spacious, fully licensed venue with plenty of potential.

Why? Well, it enjoys a brilliant, high profile location in one Auckland's best suburbs close to Auckland's CBD, has weekly sales over \$25,000 and has over 80 indoor/outdoor seats. Currently is only open days only!

Location: Central Auckland **Asking Price:** \$770,000 plus Stock

Greg Mullins 021 943 844 / greg.mullins@linkbusiness.co.nz



Muffin Break in the Mall

ref: EL00889

This is a well established franchise company and their stores are all over New Zealand. You will get a complete business package that is supported by qualified experts who will train you in all aspects of the business and guide you in the building of a successful café.

Situated in a busy shopping mall, the premises are spacious, look great and plenty of shoppers keep the place very busy.

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

Amanda Wang 021 216 1013 / amanda.wang@linkbusiness.co.nz



Mike Pero Agency Henderson

ref: EL00837

This Real Estate Franchise is situated at the busy Lincoln North shopping centre.

This is an amazing opportunity to own an existing franchise with all the systems, marketing and established presence in the market. For the buyer, it is a turnkey operation – walk in and start making money from day 1 – within the fastest growing real estate brand in NZ. Mike Pero has 50 franchises nationwide.

Location: Auckland **Asking Price:** POA

Basil Badenhorst 022 454 8348 / basil.badenhorst@linkbusiness.co.nz



Fruit & Vegetable Market - North Shore

ref: EL00794

Surrounded by different types of businesses this store is located in a popular residential area. The weekly turnover is around \$17,000 to \$20,000 during the winter months and this increases during the summer months significantly.

Rent is \$1,400 per week (inclusive of GST).

Professional trained staff in place and the owner works part-time.

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

Amanda Wang 021 216 1013 / amanda.wang@linkbusiness.co.nz



Vibrant City Fringe Deli/Cafe

ref: EL00754

Located in the heart of a popular central Auckland suburb and within easy driving distance of several other desirable suburbs and the CBD, this mainly managed café has been going strong for over a decade.

Sales average over \$12,000 per week, the lease is amazing and the potential is unbelievable!

It's all set to go the next level so it's perfect timing for a motivated operator wanting a business to grow.

Location: Central Auckland **Asking Price:** \$278,000 plus Stock
Greg Mullins 021 943 844 / greg.mullins@linkbusiness.co.nz



Designed and Profitable Cafe

ref: EL00454

A really interesting opportunity for someone looking for an ultra-smart cafe in an important location with room to grow.

- Strong lease in place
- Wonderful corner site
- Award winning design
- Affluent suburb
- Liquor license

The owner reports sales around \$12,000 per week.

Location: Auckland City **Asking Price:** \$250,000
Amanda Wang 021 216 1013 / amanda.wang@linkbusiness.co.nz



A Media Success Story

ref: EL00745

The business started in 1971 and evolved into its present tabloid form in 1992, online presence since 2010. Its the only newspaper circulating across all of this high socio-economic region with loyal support from 6,000 households and businesses with 120 regular advertisers positioning it as the market leader.



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

Interior Textile Wholesaler Opportunity

ref: EL00405

This well known, highly successful interior fabric wholesale business is on the market for the first time in its history. This business is a leader in its sector and has several unique selling points, making it a desirable, niche business. It offers further growth potential, sustainability and an existing management team in place.

EBITDA \$290,000. Price \$950,000.

Call Basil now to discuss this opportunity.

Location: Auckland **Asking Price:** \$950,000
Basil Badenhorst 022 454 8348 / basil.badenhorst@linkbusiness.co.nz



Pit Stop Mechanical Workshop

ref: EL01055

Leading mechanical workshop: Fantastic South Auckland main road location. Specialises in WOF checks, vehicle servicing and repairs, tyre sales, wheel alignment, exhausts, suspension and more. Part of a nationwide franchise group this business ticks all the boxes.



Solid systems and support from head office. Huge list of quality plant and equipment.

Consistent sales of \$15,000 per week. EBITD: In excess of \$250k p.a.

Location: Auckland **Asking Price:** \$350,000 plus SAV
Shweta Vazirani 021 236 5840 / shweta.vazirani@linkbusiness.co.nz

Premium Brand Franchised Pizza Store

ref: EL00892

Being part of a franchise means a thorough training program for you to operate the store as an owner operator or staff-managed.

Generating a weekly turnover of \$13,400 per week and constantly growing.

- Average gross margins of 57%
- Very reasonable rent of \$692 + GST pw
- Operating hours Sun-Thurs: 11am - 11pm, Fri-Sat: 11am - 12am
- 100% staff managed. High potential of growth if owner managed



Location: Auckland **Asking Price:** \$585,000 plus SAV
Shweta Vazirani 021 236 5840 / shweta.vazirani@linkbusiness.co.nz

Niche Business: Branded Footwear Retailer

ref: EL01009

Owner operated during school hours and managed by fully trained, part-time staff in the afternoons and weekends - the owner strikes a great work/life balance.

Opening hours: Mon-Fri: 9am-5:30pm, Sat: 9am-4pm, Sun: 10am-4pm.

A website and Facebook database are both set up to market products and push online notifications direct to customers. Plenty of convenient parking.

Rent is \$839.90 per week.

Location: Auckland **Asking Price:** \$99,000 plus SAV
Ron Vazirani 021 294 2978 / ron.vazirani@linkbusiness.co.nz



Busy Superette on Main Road

ref: EL00921

Spacious 150m² floor area with a good layout for customer convenience on a busy main road location with good storage and within proximity to local schools.

Corner location with high visibility. Weekly T/O of \$13,000 to \$14,000 PLUS ATHop Card & Western Union Commission of around \$20,000 per annum, Potential to add LOTTO, Semi staff managed. Rent \$506.25 (including GST & OPEX). Secured lease June 2025.

Location: Auckland **Asking Price:** \$219,000 plus SAV
Ron Vazirani 021 294 2978 / ron.vazirani@linkbusiness.co.nz



Businesses for sale - Auckland

The Coffee Club - Prime Auckland Suburb

ref: EL00831

Renown brand franchise located in a prime location in a shopping centre location with high foot traffic. Established franchise with great head office support.



- Semi managed by staff
- Café has recently been fully renovated
- Good potential to increase sales and enhance profitability
- Current weekly sales over \$16,000 to \$17,000 and growing
- Reasonable outgoings and secured lease in place

Location: Auckland **Asking Price:** \$648,000 plus SAV
Shweta Vazirani 021 236 5840 / shweta.vazirani@linkbusiness.co.nz

Hollywood Bakery Franchise - East Location

ref: NS00545

Established in 2012 and surround by lots of big office buildings, a hotel and other retailers. Located in a developing area with a lot of construction going on.



Open 5 and half days, combined with Hollywood Bakery and Asian food selection. Weekly turnover is around \$23,000 and has a long lease in place, very reasonable rent compare to the shop size.

Two kitchens. Seating for 150. Franchisor will provide all necessary training.

Location: Auckland **Asking Price:** \$550,000 plus Stock
Craig Zhu 021 800 280 / craig.zhu@linkbusiness.co.nz

Asian Fusion Restaurant For Sale

ref: NS00546

- Asian fusion food business for sale nearby Auckland Airport
- Weekly turnover is around \$15,000, serving mainly dumplings, noodles and Chinese takeaway food
- Shop size about 170m², seating around 60. This is a highly developing area and has lots of potential to grow the business
- Experience is not necessary because lots of products have been supplied by the manufacture



Location: Auckland **Asking Price:** \$480,000 plus Stock
Craig Zhu 021 800 280 / craig.zhu@linkbusiness.co.nz

Service Station With Low Costs

ref: NS00306

This service station is an easy entry brand business without Franchise and guarantees fee expects for rent. It is located in a busy residential area in North Shore with stable customers and safe environment as well as easy access for trucks to fuel.



Fuel t/o is around 1 million litres p.a. Profit margins & shop sales about \$9,000 p/w.

Currently under management with two part-timers providing good cash-flow. The profit will be more if the owners work.

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

Long-Established Well-Known Asian Supermarket

ref: NS00483

Same owner has been running this supermarket for 6 years. Shop size about 432m² with ample parking at the front.



- Supermarket sells fruit, veg and groceries
- Current total shop rent is only about \$2,200 including GST and OPEC a week
- Current weekly turnover is about \$23,000. Great profits for the business. The business currently has 1 full time working owner with another part time owner working only 1 day a week.

Location: Auckland **Asking Price:** \$450,000 plus Stock
Bryan Sui 021 283 6666 / bryan.sui@linkbusiness.co.nz

Jesters Pies Franchise For Sale

ref: NS00532

After 2 years this Jesters Franchise is turning a profit and is showing great increases year on year. It comes with a well-established customer base, running an on-line loyalty card with over 2,500 members. This franchise is also running a mobile Pie Truck/shop delivering hot pies with a capacity of up to 250 pies to local businesses daily accounting for a third of the turnover.



The Vendor advises that the store is doing a turnover of \$7,500 to \$8,000 p/w with turnover continuing to grow.

Location: Silverdale, Auckland **Asking Price:** \$298,000 plus Stock
Craig Zhu 021 800 280 / craig.zhu@linkbusiness.co.nz

Bar & Restaurant with Gaming Machines for Sale

ref: NS00215

Well-established bar and restaurant in a popular shopping block in New Plymouth.



- It has 18 gaming machines with valid license
- Current weekly turnover is about \$30,000, summer time can go higher if managed well
- Rent is \$120,000 plus GST a year

Current owner has run this business for 6 years, time to for a change.

Location: Auckland City **Asking Price:** \$580,000 plus Stock
Gladys Wang 021 286 8199 / gladys.wang@linkbusiness.co.nz

Bar In Devonport With Gaming Machines

ref: NS00367

Unbeatable location in Devonport. 270m² of interior space with sprawling sea views.



This is one of the few bars in the area with a gaming machine license. Seating 140. Operating hours are short with high profit margins. 2016 reports nett profit of over \$170k.

There is potential to expand the business by opening for breakfast. Offering a lot of scope for growth. Businesses like this one with easy operations, management, reasonable rent, and character are hard to come by.

Location: North Shore City **Asking Price:** \$680,000 plus Stock
Gladys Wang 021 286 8199 / gladys.wang@linkbusiness.co.nz

Jewellery Retail Shop - North Shore

ref: NS00460

- Established for over 10 years. Annual sales of \$800,000 and an exceptionally high gross profit. Low rent.
- As the leading brand for gemstone, culture collective jewellery and customised design jewellery brand, this business has gained great reputation for VIP customers and ordinary customers.
- Any buyer looking for a business with good margins, huge potential, please grab this opportunity! Full training and support!



Location: North Shore **Asking Price:** \$450,000 plus Stock
Maggie Chen 021 273 6258 / maggie.chen@linkbusiness.co.nz

CBD Takeaway-Double Turnover Growth Potential

ref: NS00500

The shop is located in a high pedestrian traffic flow area in a busy main street with lots of students and offices in Auckland CBD. Current weekly t/o is about \$12,000 - \$14,000. Weekly turnover is growing up to double due to the new train station is built soon and the train entry is opposite.



Low rent \$690 + GST pw & rent renew for CPI. Long lease is until 2027. The shop is 98m² with 12 seats. 7 part-time staffs with the part-time owners. Very easy to run and develop.

Location: Auckland CBD **Asking Price:** \$650,000 plus Stock
Susan Xiao 021 202 0268 / susan.xiao@linkbusiness.co.nz

Established Chinese Restaurant in Auckland's CBD

ref: NS00511

Average weekly turnover is currently around \$23,000.

The restaurant has an advanced management system, namely the Smart Cashier System.

A strong management team running the restaurant day to day means the vendor does not have to be on site.



It has a very good reputation for its tasty food and is supported by lots of loyal and regular customers. There is seating for 120 customers inside and there is plenty of parking available.

Location: Central Auckland **Asking Price:** \$250,000 plus Stock
Andy Liu 027 589 6666 / andy.liu@linkbusiness.co.nz

Buffet Dinner Only Restaurant in Good Location

ref: NS00507

- Located in a central in Newmarket
- A lot of restaurants/cafe's/bars nearby
- Sales per week is around \$12,000 for 6 days, dinner only
- Fully licensed with 75 seating, big kitchen, 5 car-parks and 2 toilets
- Japanese & Korean buffet restaurant with motivated vendor



Location: Auckland City **Asking Price:** \$160,000 plus Stock
Thomas Kim 021 0820 5284 / thomas.kim@linkbusiness.co.nz

Well-known Japanese Restaurant - North Shore

ref: NS00514

This well-known Japanese restaurant is on North Shore in a central town.

The sale is \$8,000 in winter and \$12,000 in summer per week.

Fully liquor licensed, 50 seating including 8 private VIP rooms.

Busy main road, good parking & large space.



Very long assured lease and reasonable rent of \$3,830 pa inclusive of GST.

If that sounds suitable to you, please call me now to view!

Location: North Shore City **Asking Price:** \$220,000 plus Stock
Thomas Kim 021 0820 5284 / thomas.kim@linkbusiness.co.nz

Courier Business For Sale

ref: NS00516

- Weekly turnover is around \$1,500, nett profit around \$60,000 per year
- Asking price is \$45,000 plus a vehicle which is around \$20,000
- The most important thing is that the company guarantees you a turnover of \$1,250 + GST per week.
- A full business profile is available upon signing of a confidentiality form



Location: Auckland **Asking Price:** \$45,000 + Van (\$20,000)
Maggie Chen 021 273 6258 / maggie.chen@linkbusiness.co.nz

Pest Control Service Business

ref: NS00525

- The current owner has established a very regular customer base, with more than 200 loyal customers on their books
- The owner has guaranteed that he will help the successful buyer to obtain the professional certification required. This certification is issued by the government
- Annual turnover is in the region of \$70,000 with net profit at around \$60,000



Location: Auckland **Asking Price:** \$49,000
Andy Liu 027 589 6666 / andy.liu@linkbusiness.co.nz

New Setup Business- Easywash Laundromat

ref: NS00517

This is an entry level business that one person can operate.

New set up business. There are 7 washing machines and 8 drying machines. Long lease still 15 years to go.

Rent is only \$30,000 plus GST per year. This is a new set up business and a reasonably easy business to run.



Motivated vendor must sell due to other commitments.

A full business profile is available upon signing of a confidentiality form.

Location: Auckland **Asking Price:** \$250,000
Maggie Chen 021 273 6258 / maggie.chen@linkbusiness.co.nz

Businesses for sale - Auckland

Outdoor Furniture Store Located in North Shore ref: NS00552

Outdoor furniture store located in North Shore's main business centre. The business boasts a secure and established supply chain. The sales of this established business are guaranteed by its great reputation. Yearly turnover is around \$1.3 million.

This business sees great returns with relatively shorter working hours. The current managing owners only work 35 hours per week.



Location: North Shore City **Asking Price:** \$358,000 plus Stock (\$350k)
Gladys Wang 021 286 8199 / gladys.wang@linkbusiness.co.nz

Sushi & Sushi in Newmarket ref: NS00553

One of Newmarket's most popular sushi shops.

The shop is in the perfect location, close to everything and on a busy street with lots of foot traffic.

Current weekly turnover is in the region of \$8,000 and \$8,500.

The vendor, who has owned for 15 years, wishes to retire.

An ideal opportunity for a working couple or someone young and vibrant.



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

Sheet Metal Factory ref: NS00551

This sheet metal factory was established by current owner about 14 years ago, located in three unit of total 330m² in the industrial area.

This workshop special in Ventilation system, baker ware, Stainless Steel Benches etc..

Weekly rental is about \$1,000+GST, last year account show turnover \$948,922, EPITD is about \$250,000.

If you are looking for long established, steady, well train staff, profitable business, you may not miss this one, call me now to find out more.

Location: Auckland West **Asking Price:** \$680,000 + Stock Freehold: \$840k
Lyn Cao 021 538 387 / lyn.cao@linkbusiness.co.nz



Six Days Cafe - Central Auckland ref: NS00559

Fantastic entry level cafe is located on the main road in busy and affluent central Auckland.

Weekly turnover is between \$4,500 and \$5,500. Floor area is around 150m². 35 seats, upstairs space can be changed to bedroom.

Fully managed and vendor receives a steady profit.



Location: Central Auckland **Asking Price:** \$129,000
Andy Liu 027 589 6666 / andy.liu@linkbusiness.co.nz

New Set-up Cafe for Sale in North Shore ref: NS00531

Located in a commercial area and walking distance to a school and residential areas.

- Average sales about \$7,000+ per week
- Rent \$1,400 inc gst and outgoings
- Long lease until 2027
- Open 6 days, during the day only

Good location with strong captured customer base.



Location: North Shore City **Asking Price:** \$190,000 plus Stock
Jessica Zhao 021 166 1126 / jessica.zhao@linkbusiness.co.nz

Profitable Cafe Bar in CBD with Liquor License ref: NS00481

Located in Central CBD, near central Parking, lots of office building, banks and public transport station.

The cafe bar has seating inside and outside for over 100 in two levels at total 150m² floor, it has a cafe bar Liquor license until 3:00am but they open five days from 7:30am to 6pm only two days until morning weekly.

Call Jessica for more details.



Location: Auckland City **Asking Price:** \$178,000 plus Stock
Jessica Zhao 021 166 1126 / jessica.zhao@linkbusiness.co.nz

Superette - Same Owner for 12 Years ref: NS00543

This superette is located in central urban in Auckland, easy parking at shop front, shop size about 90m².

Weekly rental is about \$740 inclusive of GST, open 7:30 am to 9:00 pm daily.

Turnover now is about \$18,000 inclusive of Bus ticket about \$4,500, same owner for last 12 years.

If you are looking for easy and simply business with good return, you may not miss out this one, call me now to find out more.

Location: Auckland CBD **Asking Price:** \$195,000 plus Stock
Yong Wu 021 678 980 / yong.wu@linkbusiness.co.nz



Well Presented Café Close to the Beach ref: NS00533

Redecorated by the current owner a year ago and is located on a main road in Browns Bay.

The café measures approximately 100m² with indoor and outdoor seating for about 40.

Current weekly turnover is about \$4,500.

Rent is \$997(+GST) per week includes water and OPEX.

The shop is run by one working owner and one full time staff member.

Great rent and low overheads make this business a must see for the first time buyer.

Location: North Shore City **Asking Price:** \$119,000 plus Stock
Kelly Ai 021 087 91376 / kelly.ai@linkbusiness.co.nz



Fruit & Veg Same Owner 8 Years

ref: NS00563

This established fruit and veg shop located in a shopping complex by the main road, strong neighbourhood shop; butcher, bakery, liquor shop, takeaway etc. Shop size about 300m².



Ample parking out front, loading zone at rear. Weekly rent is about \$2,520 inclusive of GST and rate. You don't need to go to the market yourself, an experience buyer will help you to order and arrange deliver to your shop.

Current weekly turnover is about \$30k, will be more during summer, good time to buy in now, and the busiest season just around the corner.

Location: Auckland **Asking Price:** \$399,000 plus Stock
Yong Wu 021 678 980 / yong.wu@linkbusiness.co.nz

Entertainment Business Excellent Profits

ref: BPW00527

Well-established Hamilton Drift Karting business with growing year on year sales and it is currently one of the market leaders in its field.



This well branded business enjoys a large following of loyal repeat customers and attracting corporate bookings.

Established a well-recognised brand with fabulous website and marketing already in place with great support.

Excellent profitability. No previous experience needed.

Location: Hamilton **Asking Price:** \$850,000
Therese Bailey 021 707 641 / therese.bailey@linkbusiness.co.nz

Niche Retail & Cafe on State Highway

ref: BPW00445

Established cafe caters to the busy, growing tourism industry, locals & visitors to this town, perfectly located on a central main highway.



- Delicious cabinet food is all made on site
- Sales per week approx \$8,000 incl GST
- Open 7 days with one owner working 5 days per week, supported by a great team of staff
- Lease \$384 per week, expiry 2024
- Sales are split 50/50 between cafe and retail goods

Location: Tirau **Asking Price:** \$150,000
Therese Bailey 021 707 641 / therese.bailey@linkbusiness.co.nz

Liquor Store, Great Sales, Great Location

ref: BPW00462

Fantastic liquor store with great main road location. Located in one of Waikato's fastest growing towns.



- Great parking
- Annual rent \$59,568 plus gst
- Sales over \$40,000 per week incl gst
- Secure lease till 2021
- Internal building area 390m²
- Open 7 days. Large fit-out

Location: Te Awamutu **Asking Price:** \$549,000 plus Stock
Therese Bailey 021 707 641 / therese.bailey@linkbusiness.co.nz

Calling All "Towies"

ref: BPW00520



This profitable towing business, based in provincial Waikato town with 45min travel time from main centres, would suit people looking to enter this lucrative marketplace, or grow by acquisition, with an option to live in a tranquil, semi-rural location.

Secured with key contracts with Police and AA First Assist (IAG Insurance) and other similar organisations, it has been and continues to be the "go to" company for service in the region. Distinct advantage of little competition in the area, and referrals from other major player at certain times.

Modern trucks, with double cabs for 6 passengers + driver.

5 Star rating with NZTA plus 5 staff keen to stay on.

Location: Waikato **Asking Price:** \$460,000
Steve Cox 0274 528 332 / **Grant Jacobson** 027 454 0432

Provincial Automotive Service Centre

ref: BPW00519



Well set up automotive service centre in a small, rapidly growing Waikato Provincial Town, provides a secure financial base and semi-rural lifestyle, under an hour travel time to major cities. AA approved repairer & WOF license plus a long history of over 25 years provides a solid customer base. Well set up workshop with 2 hoists, and a pit with building with good parking and lockable yard.

Turnover in 2017 financial year of \$708,900 inc GST, provides healthy net profit to the owner in 2017 of \$126,000. Good staff in place, including 2 WOF certified mechanics.

Also property freehold available for negotiated lease or purchase.

Location: Waikato **Asking Price:** \$260,000
Steve Cox 0274 528 332 / **Grant Jacobson** 027 454 0432

Businesses for sale - Waikato

Very Established Profitable Business

ref: BPW00488

Want to work for yourself but not too keen on wrangling a team of staff, this could be the business for you! Currently run from the owners home this business is relocatable.

Most of your working week will be spent on the road stopping in on an established customer base across the Waikato.

Great cash-flow. Strong brand, efficient systems. Very straight forward to run & requires no speciality knowledge.



Location: Waikato **Asking Price:** \$120,000
Alanah Eagle 021 606 345 / alanah.eagle@linkbusiness.co.nz

Calling All Bike Enthusiasts!

ref: BPW00493

This high-quality cycle shop in the Waikato has allowed its owner the opportunity to enjoy a great lifestyle while doing what he loves every day! Great profitability, over \$80,000 cash surplus for 2017. Strong brand and business history. Future growth streams have been identified and strategies in place. Substantial reinvestment in the assets mean this business is being offered to the market in top condition.



Location: Waikato **Asking Price:** \$246,000
Alanah Eagle 021 606 345 / alanah.eagle@linkbusiness.co.nz

Be Your Own Boss - Wheels & Tyres Retailer

ref: BPW00449

This well setup wheels and tyres business based in a busy industrial area of central Hamilton is for sale. Great reputation built up over 4 years in Waikato. Sole supplier of a number of tyre brands in the Waikato (as a retailer and wholesaler). Independently operated; Provides car services. Tyre change. If you are currently employed in the tyre industry and want to own your own business, then this is the one for you.



Location: Hamilton **Asking Price:** \$150,000 plus Stock
Eileen Li 021 680 758 / **Alanah Eagle** 021 606 345

Small - Medium Sized Rest Home in Waikato

ref: BPW00424

Extremely established and close to all amenities that would be required by residents. Selling the business and buildings on leasehold land. Very high occupancy providing a strong income. Another source of income is provided from the property also. Cash surplus to a full time working owner of over \$300,000 not including the extra stream of income available which could provide approx. \$40,000 per year.



Location: Waikato **Asking Price:** \$985,000 plus GST (if any)
Lisa Lloyd 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

Home and Lifestyle Business with Fantastic

ref: BPW00501



- Enjoy country life with a solid income and home on-site
- Main highway location; passing traffic generate most of their sales, with much repeat custom and the tourist trade
- 132m² retail shop, with store room and toilets
- Purchase includes 153m² three bedroom dwelling with modern kitchen, new bathroom, log fire, wet back, open plan living, double garage on a fully fenced quarter acre section
- Excellent local schools and bus to St Peters College Cambridge on the doorstep if required
- Family friendly rural community

Call Camella to obtain your Confidentiality Agreement.

Location: South Waikato **Asking Price:** \$395,000 plus Stock
Camella Anselmi 0274 454 121 / camella.anselmi@linkbusiness.co.nz

Pizza Franchise, 3.5% Turnover is Rent

ref: BPW00456

- Rent is about 3.5% - 3.7% of the sales
- Weekly t/o over \$15,000 (gst incl) FY 2017
- Average t/o of first 4 months of FY2018 (April - July 2017) increased by 21%
- Annual cash surplus for a PT working owner is over \$120,000
- Excellent franchise training and on-going support. Top pizza brand in NZ with strong reputation locally and nationwide
- Hundreds of customers in database for catering



Location: Hamilton **Asking Price:** \$449,000 plus Stock
Paul Lu 021 047 4988 / paul.lu@linkbusiness.co.nz

Profitable Cafe Eatery

ref: BPW00365

This cafe/eatery is an iconic favourite in its neighbourhood serving quality food and providing exceptional service in its field.

Sales are consistent year on year with great staff in place. Owner does not feature on the roster but fills in where needed and attends to the business admin role.

Spacious premise with modern interior décor, excellent outdoor vibe with fabulous views to relax and enjoy.
EBPITDA \$200,000.



Location: Waitomo **Asking Price:** \$495,000
Therese Bailey 021 707 641 / therese.bailey@linkbusiness.co.nz

Jamaica Blue Opportunity in Hamilton

ref: 15313

Just opened in November 2017 on a great site. We need a "great operator" for this new business. An enthusiastic new owner who will put the "ownership" into this business. Jamaica Blue will give you excellent training (in Sydney), ongoing support and encourage you to be successful.

Price includes franchise fee & training fee.



Location: Hamilton **Asking Price:** \$390,000

Laurel McCulloch 021 786 813 / laurel.mcculloch@linkbusiness.co.nz

Dairy & Takeaway with Accommodation

ref: EL01034

Average weekly T/O of \$12,000 with an EBIDT of \$127,955 + factory catering orders which generate good extra income. 4 bedroom neat and tidy accommodation attached.

Low annual rent of \$25,800 including GST and OPEX for both shop and accommodation. Secure lease in place.

Located on a busy intersection in a very safe location with NO COMPETITION.



Location: South Waikato **Asking Price:** \$225,000 plus SAV

Ron Vazirani 021 294 2978 / ron.vazirani@linkbusiness.co.nz

Franchise Café with Six Figures+ Income

ref: BPW00415

A member of one of New Zealand's strongest café franchises. This business is well established, in a great location and makes over \$130,000 to a working owner. Sales of over \$1 million including GST for the last three years with consistent growth year on year.

Situated in a high foot traffic area with great parking.

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

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

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



Profitable Established Business

ref: BPW00446

Opportunity to work for yourself with a great return from the outset. A cash cow, with almost 5 years of trading history and a cash surplus of over \$100,000 to a working owner each year. Strong brand, efficient systems. Established team of staff. Quality assets. Very straight forward to run and requires no specialist knowledge. Perfect for a new business owner or someone who is looking for more family time.



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

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

MAD MEX the Base (Hamilton) Store for Sale

ref: EL00860

- Good lease in place
- Dynamic brand with big growth plans
- Outstanding location
- A proven business model and an in-demand brand
- A joint venture option available



Location: Hamilton **Asking Price:** \$575,000

Rafiq Bhamani 021 129 1916 / rafiq.bhamani@linkbusiness.co.nz

Independent Retail Opportunity

ref: BPW00233

First time to the market in 17 years this is a well established business that is ready for you to take it to the next level! Brand new lease in place with great terms. Well trained loyal staff in place. Only trading 5.5 days -opportunity to extend opening hours for higher income.

Cash surplus to one full time working owner for 2016 financial year of \$81,411.

Asking price includes chattels, goodwill and stock of \$200,000.



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

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

Pub FHGC Gaming Machines TAB + Off Licence

ref: BPW00427



Only 15min drive from The Base Hamilton, this FHGC tavern is the full package.

- 1,200m²+ property, 780m² building
- Current RV over \$1 million
- \$78,000 cash surplus in 2017 financial year (including rent of \$41,000 paid to the freehold)
- Sales over \$10,000 per week
- Pub, 8 gaming machines, TAB, Off license, Restaurant
- Six hotel rooms
- One self-contained unit. Owner's accommodation
- \$160,000 chattel value included

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

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

Businesses for sale - Coromandel Peninsula / Bay of Plenty

Busy Panel Beating and Auto Refinishing

ref: BPW00475

- This established business with the current owners operating successfully for over 8 yrs
- Fully equipped, largest repair facility on Coromandel 5 days a week
- Range of clients including contracts from all major Insurance companies
- 6 full time experienced panel beaters
- One full time Office admin. Customer service
- Leased premises with ample parking



Location: Thames **Asking Price:** \$300,000

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

Iconic Para Rubber Tauranga Franchise Store

ref: BPW00515

Para Rubber has traded in NZ for over 100 years and has 10 stores across the country.

This Tauranga franchise is a very successful store that can reward it's one working owner with a 6 figure cash surplus from a turnover that currently exceeds \$1million annually and this turnover has been growing steadily over the past 3 years.



An ideal business for a working couple wanting a 6 figure return.

Location: Tauranga **Asking Price:** \$215,000 plus Stock

Peter Redward 027 492 0453 / peter.redward@linkbusiness.co.nz

Home & Income by the Sea

ref: WK00019

Waterfront management rights beautiful Tairua harbour adjacent to boat ramp & marina. Complex of 5 studios and 5 one bedroom units balcony's all with water views. Managers freehold accommodation included 2 bedrooms 2 bathroom courtyard overlooking the harbour.



Lease has 22 years to run, easily managed complex with generous base salary & commission income freehold unit \$617k & management rights business \$275k.

Location: Coromandel **Asking Price:** \$892,000 plus GST (if any)

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

Home Based Vending Machines Run

ref: BPW00482

Home based and work whatever hours you choose.

A combination of vending machines and snack boxes spread from Papamoa to Katikati. Currently there are 128 customers most of whom are serviced weekly or fortnightly.



Nice van included in the sale.

Cash surplus approx \$40k from approx 30 hours per week input. No rent.

Ideal for someone semi retired or wanting a short hours business.

Location: Tauranga **Asking Price:** \$160,000

Peter Redward 027 492 0453 / peter.redward@linkbusiness.co.nz

Renowned Profitable Landscape Design

ref: BPW00479



- Recognised as one of Bay of Plenty's leading landscape design and building companies
- Knowledgeable and reliable staff
- Consistent net profit over \$200,000 pa for the last 3 years; with 3 months' work ahead in the pipeline
- Situated in the Bay's most progressive city, guaranteeing huge growth potential
- Established in 1996 this business has earned a great reputation in the market
- A national award-winning landscape-design, trend-setting company

Location: Bay of Plenty **Asking Price:** \$650,000

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

Independent Vehicle Testing Station

ref: BPW00496



Guaranteed profits in good and bad times

- Providing Bay of Plenty with independent WOF testing
- Light vehicles, motor cycles, trailers, taxi & rental cars (COFA), pink and green stickers
- Centrally located with a large customer base, made up of many trade, dealerships and well-known franchise customers
- Located in one of Bay of Plenty's fastest growing cities, this business has huge potential for growth
- Priced to sell for \$500,000 which represents excellent buying

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

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

Golden Income in Mt Maunganui

ref: EL00568

You have been thinking about the perfect life in Mt Maunganui, the perfect lifestyle? An income that will replace your Auckland income?

The Capri on Pilot Bay is a Management Rights business offered to the market at entry level pricing. An excellent business with a fantastic bottom-line, very good letting pool numbers and established clientele base will make this hard to pass on



Location: Mt Maunganui **Asking Price:** \$739,000 plus GST (if any)
Gordon Fridge 022 156 9330 / gordon.fridge@linkbusiness.co.nz

Residential Cleaning - Includes a Vehicle

ref: BPW00423

Established for several years, the current owners have a consistent weekly routine providing house cleans for their clientele residing in Tauranga - Price now reduced!

There is huge potential to develop this business with the increasing build of new permanent and holiday homes and apartments. Ideal husband and wife operation as it is currently, with annual income consistently over \$100,000 for the last 3 years.



Location: Tauranga **Asking Price:** \$44,000
Howard Brown 0274 346 900 / howard.brown@linkbusiness.co.nz

Relocatable Creative Manufacturing Business

ref: BPW00444

Manufacturing of gorgeous Kiwi inspired jewellery and artefacts.

Direct sales to the public, plus many retailers in NZ and overseas, that stock their product lines.

A perfect home based business, that can be relocated to anywhere in NZ.

Do you love being creative and would like to earn over \$100,000 a year, then contact me to find out more.



Location: Bay of Plenty **Asking Price:** \$199,000
Lisa Lloyd 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

Women's Clothing Store For Sale

ref: BPW00518

- This newly opened retail store, is waiting for the new owner to grow and develop the business
- Located in a mall, with an attractive fit-out
- Overseas suppliers of all the clothing – at an incredibly reasonable cost price
- Be your own boss and fulfil your dream of business ownership



Asking price of \$44,000 which includes retail stock.

Location: Bay of Plenty **Asking Price:** \$44,000
Lisa Lloyd 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

Busy Well-known Takeaway on Lakefront Rotorua

ref: NS00332

This roast takeaway is famous in Rotorua. Located on a lakefront road where tourists and residential frequent, with little competition.

A casino is scheduled to soon be built behind it. The owner has been running the profitable business since 2009.

The t/o continues to grow, around \$15,000 p/w with 40% cash revenue and the rent is low only \$405 + GST p/w. Lease has just been renewed, about 12 years.

Main equipment is new. Work yourself or operate under management.



Location: Rotorua **Asking Price:** \$300,000 plus Stock
Susan Xiao 021 202 0268 / susan.xiao@linkbusiness.co.nz

Specialist Furniture Store for Sale

ref: BPW00431

This business has strong systems and excellent branding. In an high profile, easily visible location. Full training provided by exiting owner.

A 3 year average of \$100K cash surplus to one working owner, and around \$140K to a husband/wife team.

Asking price includes stock.



Location: Bay of Plenty **Asking Price:** \$267,000
Lisa Lloyd 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

Automotive Service Centre - 22% Growth

ref: BPW00442



Well set up automotive service centre sited on a busy road with a long history of over 25 years, provides a solid customer base with well set up sunny workshop with 5 hoists and good parking and lockable yard. Great national agencies in place with high profiles locally and country wide. Turnover in 2017 financial year of \$838,000 inc GST, 22% up on 2016 year with a healthy net surplus of \$153,000 to two working owners provides an ideal husband and wife opportunity. The site is WOF certified and WOF certified staff in place. Good lease in place until 2025. Provides security for this business in the future. Good systems and computer software in place provides up to date reporting and invoicing functions to improve cash flow of the business.

Location: Tauranga **Asking Price:** \$395,000
Grant Jacobson 027 454 0432 / grant.jacobson@linkbusiness.co.nz

Businesses for sale - Bay of Plenty

Successful Flooring Business Bay of Plenty

ref: BPW00506



Highly successful business in stunning Bay of Plenty. This business earned one working owner \$248,000 after expenses in the 2017 year, and is on track for the same performance this financial year also. Fantastic systems, technology and support. Good commercial premises with sound lease in place. Ideal husband/wife team which would provide around \$300,000 cash surplus. Step into this well performing business and reap the rewards.

Location: Bay of Plenty **Asking Price:** \$750,000
Lisa Lloyd 027 685 4556 / lisa.lloyd@linkbusiness.co.nz

Manufacturing - \$115k P.A. 20 Hours per Week

ref: BPW00471

Long established manufacturing business producing a high quality product with a great reputation. Supplying the rural sector and distributing nationwide in New Zealand. The product cannot be imported from other countries and the owners run this business with a total of 20 hours input per week, no staff. Trademarked brand, simple to operate, repeat customers, business can be easily relocated.



Location: Bay of Plenty **Asking Price:** \$230,000 plus SAV
Peter McAdam 021 841 691 / peter.mcadam@linkbusiness.co.nz

Tree Felling & Pruning - Over \$100k P.A.

ref: BPW00483

Well established, ideal for someone with good practical skills and who is handy with mechanical power equipment such as chainsaws. Provides services including removal and full clean up to a range of clients including residential, commercial, property managers and developers. Simple to manage, skilled staff, great reputation, large data base of customers.



Location: Bay of Plenty **Asking Price:** \$210,000
Peter McAdam 021 841 691 / peter.mcadam@linkbusiness.co.nz

Electrical & Light Mechanical Repairs

ref: BPW00438

This niche home based service business calls for buyers with an electrical Appliance Practice License and light general mechanical experience / skill set. Established customer base with opportunities for growth - vendor advised 25-30 hours working week.

Net Surplus \$67,000 (2017).

Electrical safety testing, electrical and light mechanical repairs maintenance work.

Company vehicle transport trailer included in sale.

Location: Bay of Plenty **Asking Price:** \$90,000
Mark Robinson 021 524 766 / mark.robinson@linkbusiness.co.nz



Up on the Roof - Sky's the Limit!

ref: BPW00463

The business offers domestic and commercial clients a range of cleaning, repair and maintenance services using specialised, professional equipment. Practical skills required and real potential to grow sales for an ambitious new owner. Customer database of up to 600 clients.

Truck and van included in home-based and plant relocatable - no lease expense.

Vendor currently works 20-25 hours per week.

Location: Bay of Plenty **Asking Price:** \$125,000
Mark Robinson 021 524 766 / mark.robinson@linkbusiness.co.nz



Do You Like Driving Luxury Cars?

ref: BPW00503



This luxury limousine business has been operating for 9 years now and has been meticulously set up by the present owners who currently have a fleet of 8 vehicles which consists of 2 limousines, 2 sedans, 3 classic cars and a 14 seater minivan for hire. They specialise in weddings, special occasions and general hire of the limousines and some luxury corporate work.

They have part time on call approved chauffeurs and a part time office staff member and a well set up website which provides constant enquiries and business.

This business is currently run by a couple from a home based office but could be run by a single person and could also be extended to commercial premises.

Location: Tauranga **Asking Price:** \$399,000
Grant Jacobson 027 454 0432 / grant.jacobson@linkbusiness.co.nz

Kiwifruit Contracting

ref: BPW00511

Kiwifruit contracting business providing full range of orchard services including spraying, mowing, mulching, fertiliser spreading, picking and pruning. Long established, a full range of late model well maintained plant and equipment, includes orchard leasing, easily run by one working owner.



Contract staff. Opportunities for growth in a growth industry.

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

Peter McAdam 021 841 691 / peter.mcadam@linkbusiness.co.nz

High Quality Timber Flooring Business

ref: BPW00436

Specialist timber flooring business that would suit someone with a background in carpentry, cabinet making, floor sanding, or allied trades.



The current owner is wishing to retire and for the last couple of years has been operating part time but is still enjoying a substantial income from it.

The business can return a very healthy income for a hands on owner and for someone with the base skills further training will be provided.

Location: Tauranga **Asking Price:** \$110,000

Peter Redward 027 492 0453 / peter.redward@linkbusiness.co.nz

Cafe in Mount with Cheap Rent

ref: BPW00478

Do you want to own a cafe that keeps growing year on year?

All food is made on site in its open galley styled kitchen and the café is licensed. Great location and is an icon in the area. Fantastic seating for business meetings and large groups. Fantastic all year round courtyard.



Rent is approx. \$240 per week excl GST – try and beat that! Only trades 6 days per week.

Call me now summer is around the corner.

Location: Mount Maunganui **Asking Price:** \$249,000

Theresa Eagle 021 289 0949 / theresa.eagle@linkbusiness.co.nz

Industrial Lunch Bar with 2 Bedroom Flat

ref: BPW00437

This lunch bar with the added benefit of a tidy 2 bdrm flat upstairs is a winner on all counts.

- Very busy industrial area at Mt Maunganui gives you plenty of hungry customers
- 2 bedroom flat included in the rent of \$25,000 per year
- Good turnover exceeds \$5,000 per week from just 5 days generates a good net income
- Well presented with modern plant and equipment



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

Peter Redward 027 492 0453 / peter.redward@linkbusiness.co.nz

Superb Mt Maunganui Licensed Restaurant

ref: BPW00458

This restaurant is very popular, superbly outfitted and presented and in a fantastic location.

- Turnover exceeds \$675,000 p.a.
- Modest rent of approx \$26,000
- Lovely ambiance and presentation
- 6 days
- Great web reviews. Stunning website



Interested? You should be!

Location: Mount Maunganui **Asking Price:** \$450,000

Peter Redward 027 492 0453 / peter.redward@linkbusiness.co.nz

Profitable Automotive Transmission Business

ref: BPW00433



Long established specialist automotive repairs and servicing business of over 30 years is now for sale. Large customer base of both private and commercial clients. Acknowledged leader in their field. Well trained staff in place who want to stay on. Huge stock of new and used parts including reconditioned units. Turnover in 2017 financial year of over \$600,000 inc GST. Net Profit (EBPITDA) to the Two working owners of over \$216,117 in the 2017 financial year. Limited competition in the area. Well set up workshop area and a comprehensive training period offered to the new owner with on going support available. This is a great opportunity for someone with good knowledge in the automotive field to take on an iconic automotive business.

Location: Tauranga **Asking Price:** \$350,000

Grant Jacobson 027 454 0432 / grant.jacobson@linkbusiness.co.nz

Garage Doors Servicing, Sales & Install

ref: BPW00466

Home based business that repairs and installs automatic garage doors.

- One man operation with a 13 year history
- No rent or overheads.
- Very profitable, cash surplus \$115k in 2017
- Current owner will offer full training in all the "tricks of the trade"
- Buyer needs to be a very practical person with a some mechanical aptitude.



Location: Tauranga **Asking Price:** \$210,000

Peter Redward 027 492 0453 / peter.redward@linkbusiness.co.nz

Businesses for sale - Bay of Plenty

Earthmoving Business. 6 Figure Net

ref: BPW00495

Only works 5 days per week.

Does general earthmoving, swimming pool dig outs, driveway upgrades, house and shed sites, drain digging, auger work & hole boring, load out pads, large lawn preparations, cartage of metal & sand general work for lifestyle blocks

Consistent cash surplus of well over \$100K p.a. Training and extensive handover period will be provided as part of the sale. Minimum of Class 3 licence.

Location: Tauranga **Asking Price:** \$335,000

Peter Redward 027 492 0453 / peter.redward@linkbusiness.co.nz



Wholesale Supply to Hospitality Industry

ref: BPW00472

Do you enjoy building relationships with your customers? The husband and wife team currently job share; so they have staff in place that can do the main baking. Ideally you would have some baking (breads) and sales background to further increase this business as there is lots more potential.

Growth has been organic over the last couple of years. Current owners are making approx. \$95,000 PA.

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

Theresa Eagle 021 289 0949 / theresa.eagle@linkbusiness.co.nz



Join the Thriving Building Industry!

ref: BPW00473



- Shows consistent substantial net profits in all financial climates
- Excellent market share in new and existing property market, situated in the booming Bay of Plenty area
- Enjoy a wonderful after hours lifestyle
- With 40 years of service the business is highly respected in the industry with a loyal client base
- Long standing reliable staff, happy in their jobs
- Current owner keen to stay on as an employee for a long period to assist the new owner if required

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

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

10 out of 10 for Reliable Year in Year Out

ref: BPW00502



- Independently owned glass specialist business in one of Bay of Plenty's fastest growing cities
- An essential service that we all need from time to time
- Modern well equipped repair shop centrally located, easy walking distance to the shops and cafés
- Established in the 1990's, the business brand is well respected and known throughout the Bay of Plenty
- Reliable and knowledgeable staff wanting to stay on and be employed by the new owner
- Current owner is keen to offer a generous handover period
- Realistically priced to sell for \$550,000

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

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

Swimming with Dolphins – Tourism Business

ref: BPW00356

A dream opportunity to secure one of Tauranga's premier marine eco-tourism operations. Impressive growth in the last financial year yielding the owner an excellent income for seasonal effort. You'll be showing tourists our fantastic marine environment and they will be swimming with dolphins safely and under supervision. There are numerous growth opportunities available if you wanted to increase your income.



Location: Bay of Plenty **Asking Price:** \$699,000

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

Newly Renovated Beauty Clinic

ref: BPW00460

Newly decorated Beauty clinic in a very central city location. Comprehensive treatment menu and stocking beautiful products. The face of downtown Tauranga will transform over the next few years with a huge growth in downtown residential residents - get ready to tap into this market. Good lease in place.



Location: Tauranga **Asking Price:** \$73,000 including Stock

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

Businesses for sale - Taupo / Hawke's Bay

Sole Distribution Rights-\$90K Cash Surplus!

ref: BPW00461

Electrical and heating business in popular Central North Island town.

- Exclusive leading under floor brand, combined with an electrical business with a large client base
- The heating operation has sole distribution rights to this region
- Having two incomes helps to maintain an excellent all year round income
- Would suit an electrician wanting to be his own boss. Fantastic environment to raise a family!



Location: Taupo **Asking Price:** \$115,000

Camella Anselmi 0274 454 121 / **Mike Fraser** 021 932 633

Taupo Café - Over \$1.3 Million in Sales

ref: BPW00416

This café is an institution of the busy tourist town; it has serviced for over a decade. Here is your opportunity to live and work outside of the big smoke while still bringing in a six figure income. Sales average \$25,000 per week including GST. 17 years left on the lease. Strong team of staff covering all positions and allowing the owner plenty of time away from the business. Great location.



Location: Taupo **Asking Price:** \$540,000

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

Great Franchise \$300,000+ Cash Surplus

ref: BPW00476

Enjoy a great lifestyle in beautiful Taupo owning a business that has performed spectacularly under management but is now ready for an owner to add even more value! Weekly average sales over \$46,000 including gst. A working owner could expect an annual cash surplus of over \$300,000. Franchisor looking for owner operator. Great opportunity for a husband and wife team. Hospitality experience not required.



Location: Taupo **Asking Price:** \$860,000

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

Swimming Pool Retail and Installation

ref: 19518

Current Hawkes Bay agents for a leading fibreglass swimming pool manufacturer. This manufacturer has exported pools from Australia into NZ for 13 years and is well established. This business is for the retailing and installation of swimming pools. The current owners only complete one part of the wider scope and the opportunity to expand the business into the landscaping is an easy add on.



Location: Hawke's Bay **Asking Price:** \$85,000

Gary Kaye 021 222 1707 / gary.kaye@linkbusiness.co.nz

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Businesses for sale - Taranaki / Manawatu / Wanganui

Taranaki Motel Excellence

ref: EL00640

This centrally located motel has a long lease and is built over two levels. With 18 units, this complex has superb guest services, ample parking and restful outdoor area. The motel presents as new and offers a new owner approx. 22% ROI.



Location: Taranaki **Asking Price:** \$575,000

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

Autoparts & Workshop with Freehold

ref: EL01028

Automotive repairs and services with well trained technicians. Parts retailing and whole selling. Supplying parts nationwide and internationally with export of car parts to Dubai and Africa.



Sourcing of vehicle parts nationwide (new or second hand).

Does WOF work including rust repairs. One of the biggest wrecking service in the region.

Vendor wants property sold with business.

Location: Manawatu/Wanganui **Asking Price:** \$550,000

Mahendra Velankar 022 657 4179 / mahendra.velankar@linkbusiness.co.nz

Exciting Lifestyle Business - Taranaki

ref: BPW00448



An excellent opportunity exists to secure an event hire business that has been established for many years and is offered to the market for the very first time!

The owner is ready to move onto the next stage in life and the company is well positioned to walk in and begin operating immediately.

- Reputation and quality relationships. Excellent assets
- Existing staff that know the business
- Prompt payment – practically no debtors
- Cash-flow positive. Solid forward bookings. Potential for growth

An ideal business for a couple / add to a business with a winter work load to even out the year. This business offers a great lifestyle – outdoors, exciting events and downtime in the off season so give me a call.

Location: Taranaki **Asking Price:** \$795,000 (includes assets of \$650k)

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

Merv Lucas Auto Electrical - Taranaki

ref: BPW00368



Merv. Lucas Auto Electrical has been servicing the market successfully since the 1950's providing quality services to the downtown New Plymouth customer.

Servicing cars, vans, trucks, motor homes, diggers, buses, trailers, boats, motorbikes, the team has the experience to support almost any requirement. This is an excellent opportunity for trade related person/s or complimentary business.

Location: New Plymouth **Asking Price:** \$316,000

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

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Businesses for sale - Lower North Island

Aluminium Fabrication/Locksmith

ref: WL00076

Want to be self-employed? Do you have Locksmithing and/or Aluminium Fabrication skills? There is an opportunity here as the current owner is looking to retire.

Long established business, servicing the current area for 30 plus years. Reputable service and quality products to both residential and commercial clients. Business would suit hands-on operator who has energy and vision to take this business to another level.



Location: Levin **Asking Price:** \$70,000 plus Stock (approx. \$25,000)
Richard Lunn 022 428 6470 / richard.lunn@linkbusiness.co.nz

Investment Country Hotel

ref: WL00068

Wairarapa rural location, well known by locals and located mid-way on the Route 52 tourist trail. The business is long established, since 1948. Outdoor dining, Pokies and café.

There are options to own the Freehold and at the expiry of the current lease (Sept 2018) consider running the business or re-leasing.



Location: Wairarapa **Asking Price:** \$450,000
Richard Lunn 022 428 6470 / richard.lunn@linkbusiness.co.nz

Wairarapa Motel in the Heart of Wine Country

ref: WL00110

- 16 unit leasehold property
- 7 independent apartments under management contract
- Easy access to Wellington, rural lifestyle, great schools
- Great opportunity to grow further
- This is an ideal opportunity to boost the performance of an excellent motel business



Location: Southern Wairarapa **Asking Price:** \$495,000
Dave Morgan 021 471 992 / dave.morgan@linkbusiness.co.nz

Innovative Roofing Product - Area License

ref: WL00077

The Vendor has licensed installers covering the Auckland region and the Christchurch/Sth Island region. They're now offering a license opportunity for the lower Nth Island. Projected earnings are impressive. An ideal opportunity for a roofing company that wants to differentiate themselves from the rest with an exclusive product, or a home building company that wants a distinct product advantage.



BRANDZ Appraised.

Location: Relocateable - Lower Nth Island **Asking Price:** \$630,000
Dave Morgan 021 471 992 / dave.morgan@linkbusiness.co.nz

Franchise Ice Cream for Sale - Cash Business

ref: WL00137

- Excellent busy mall location
- Very heavy flow of foot traffic
- Cheap rent - \$736 per week
- Under management
- Trained staff in place
- Very stable business
- Easy to operate



This business will do very well under an owner/operator and is well poised for increased growth and profitability.

Location: Wellington Greater Area **Asking Price:** \$185,000
Benny Wang 021 158 5110 / benny.wang@linkbusiness.co.nz

Dominio's - Prime Location

ref: WL00129

- Strong brand with great national marketing campaigns
- Impressive weekly sales turnover
- Currently run under management with a fully trained team in place
- Opportunity for an owner operator to further drive sales and increase profits
- Excellent business model – access to management and business systems
- No prior experience required – all initial training & ongoing support is provided



Location: Wellington's Dynamic Suburb **Asking Price:** \$639,000
Benny Wang 021 158 5110 / benny.wang@linkbusiness.co.nz

5 Days Café in CBD

ref: WL00128

If you are looking for an amazing opportunity in hospitality, this simple café could be the one.

- Perfectly positioned on major CBD street
- Indoor/outdoor seating area
- Cabinet food and all day breakfast plus good coffee sales
- Very reasonable rent
- Fantastic potential to grow business



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

Distribution - Niche Market

ref: WL00103

This is a specialised distribution business with clearly defined niche market. This business is difficult to replicate due to the high entry cost to set up the infrastructure as well as the time required establish the customer and supplier relationships.



Location: Lower North Island **Asking Price:** \$315,000
Dave Morgan 021 471 992 / dave.morgan@linkbusiness.co.nz

Businesses for sale - Lower North Island

Small Engine Repairs and Servicing

ref: WL00136

Time for a change - this neat little shop in the heart of Carterton accommodates those looking for that genuine customer service when they bring their mower, chainsaw or weedeater in to be serviced. The current owner offers a pick up and delivery service as well as an easy to find drop off area at the rear of the building.



Anything from oil changes, blade or chain sharpening, belt replacement and more.

Location: Wairarapa **Asking Price:** \$160,000
Gary Kaye 021 222 1707 / gary.kaye@linkbusiness.co.nz

Industry Leader!

ref: WL00096

Designing and building steel frame sheds, dairy sheds, covered yards, hay sheds and implement shed throughout the Wairarapa region.



The company also specialises in farm bridges ranging from 6 – 30 metres. Strong customer focus dealing with a variety of industries including sheep and beef, wineries and light industrial.

The owner wishes to retire. Plenty of forward bookings.

Location: Wairarapa **Asking Price:** \$320,000 inc. Stock
Gary Kaye 021 222 1707 / gary.kaye@linkbusiness.co.nz

Wellington Day Spa - Prime Location

ref: WL00138

This beautiful Luxury Day Spa in the heart of Wellington City has a large captive market right at its doorstep.



Despite year on year turnover increases the facility remains largely underutilised, and the potential for growth is substantial.

This is a wonderful opportunity for someone with a beauty therapy background, or even a hands-on operator, to take this business to the next level.

Location: Wellington **Asking Price:** \$90,000
Brendan O'Connor 027 250 3834 / brendan.oconnor@linkbusiness.co.nz

Leading Brand Sporting Goods

ref: WL00127

AvantiPlus Masterton is for sale. The prime SH2 location gives the store significant presence, and brand awareness is high.



The future is bright for this well established business with the Avanti brand being second to none, electric bike sales taking off and cycling events continuing to come to the region.

Tired of the big city life? Then this could be the opportunity you've been waiting for!

Location: Wairarapa **Asking Price:** \$385,000 inc. Stock
Gary Kaye 021 222 1707 / **Brendan O'Connor** 027 250 3834



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or visit **linkbusiness.co.nz**



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A Little Slice of Heaven

ref: CS00110

Cafe by day, bar by night. This is something to be seen! It has charm and character, set in an inviting country atmosphere.

It has summer flow of tourists and good locals through the winter to catch up over a good coffee. The bar has great craft beer and live music most Saturdays which is becoming increasingly popular.

Additional, reliable income streams, cabins plus contract income. Excellent tourism opportunities.

Location: Canterbury **Asking Price:** \$195,000

Robert Brawley 03 595 5265 / robert.brawley@linkbusiness.co.nz



Rental Business to the Hospitality Industry!

ref: EL00824

Christchurch regional license - major supplier agreements in place. Service based business using cutting edge kitchen cleaning technology. Many benefits for the hospitality industry and once used - customers are sold.

Huge growth potential. Systems and documents in place. Market leader in this sector. Range of equipment

This business would suit someone with a hospitality or sales background.

Location: Christchurch **Asking Price:** \$56,460

Derek Lough 03 595 2754 / derek.lough@linkbusiness.co.nz



Superb Motel Business, Close to City Centre

ref: CS00140

Superbly presented motel. Top location bordering the CBD with a great selection of restaurants, cafés and bars nearby, as well as a variety of quality retail shops and a well stocked supermarket. Easy walk to the city centre, also the Casino and the botanical gardens are within a 5 minute walk. The 14 units are spacious and well equipped. Excellent income, good landlords, long lease.



Location: Christchurch City Centre **Asking Price:** \$955,000

Sally Everitt 03 595 0935 / sally.everitt@linkbusiness.co.nz

Location, Location, Location!

ref: CS00141

One of the best beach views in Timaru! Exquisite & modern dining experience for food lovers whilst soaking in the magnificent bay views. Showcasing seasonal local produce at affordable prices. Award Winning Café & Restaurant. Established staff & systems. **BONUS** expansion in the same street, according to stuff.co.nz: "Plans for a \$42m development including a hotel, cafés, office & living spaces". Don't miss out.



Location: Christchurch **Asking Price:** \$438,000

Anika Gamba 03 928 1948 / anika.gamba@linkbusiness.co.nz

Busy Bakery/ Lunchbar

ref: CS00137

Established bakery in one of Canterbury's key retail locations. Product range baked daily on site. All products 100% preservative free, only using the highest quality ingredients

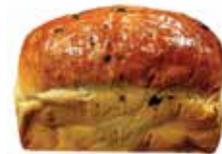
The wholesale side of the business has seen steady growth with scope to grow. Well-equipped and spacious.

Easy to learn. Training/support provided. Reasonable rental, secure lease.

Details available at a meeting with broker. Enquire now.

Location: Christchurch **Asking Price:** \$160,000

Derek Lough 03 595 2754 / derek.lough@linkbusiness.co.nz



Solid Light Industrial Business - Great Reputation

ref: CS00139

Light industrial, family business established over 25 years ago by the current owners. Specialising in new and second hand quality fabric items. "Great reputation for good quality and great service at competitive rates". Suit an owner/couple that are keen to maintain the great reputation whilst adding their own creative flair.

Call the Broker to discuss this opportunity further and sign a confidentiality agreement.

Location: Christchurch **Asking Price:** POA

Derek Lough 03 595 2754 / derek.lough@linkbusiness.co.nz



Café & Bar in Prime Location

ref: CS00136

Prime Fendalton location in Christchurch. Yearly turnover of \$700,000, \$12,000 - \$15,000 weekly with secured lease.

About 70 seats inside and 10 seats outside.

Current owner has run this business for 6 years and has now decided to sell.



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

Jodi Yin 03 595 5206 / jodi.yin@linkbusiness.co.nz

Confidential

ref: CS00135

Don't miss this one! Well-established business with profile, great location, excellent parking and sound financial systems.

Landlord will negotiate a new lease and complete some premise upgrade work in consultation with the new owner.

Weekly sales average \$33,000 (2017).

Capable of being run as fully managed or with working owner(s).

A highly attractive business with a plethora of options.

Location: Christchurch **Asking Price:** \$490,000 plus Stock (est \$30,000)

Jeff Lopus 03 928 2010 / jeff.lopas@linkbusiness.co.nz



Businesses for sale - Canterbury

FHGC Tearooms with Accommodation

ref: CS00098

Very successful business is located in a rural township on a secondary tourist route to Kaikoura. It is very popular with travellers and is also well supported by the local rural community as well as the many tradespeople working in the area.

Currently selling cabinet food and meals plus a few dairy lines ie milk, bread, icecream and drinks etc and opens 7 days.

Usually run by 1 owner with 2 full time staff.

Location: North Canterbury **Asking Price:** \$435,000 plus GST if any
Sally Everitt 03 595 0935 / sally.everitt@linkbusiness.co.nz



PC Sales & Servicing

ref: CS00106

Offering: Good monthly trade; Strong, loyal database; Excellent online trade; Superb suppliers. This owner-run business plus technician could suite you well.

Selling and servicing personal computers, laptops, monitors, tablets, printers, computer accessories and other computer hard ware.

Companies specialising in design, graphics and gaming, buy their PC's and computer products from this retailer.



Location: Christchurch **Asking Price:** \$150,000
Anika Gamba 03 928 1948 / anika.gamba@linkbusiness.co.nz

Turnaround Opportunity For Experience Opera

ref: CS00114

Highly visible location in a renowned Christchurch mall. Recognised and established branded café. Ideal for experienced operator / partnership / couple. Signature coffee blends. Full cabinet, brunch menu.

Turnover is just over \$1,000,000. Diversifying opportunities. No franchise fees. Enquire today.

Location: Christchurch **Asking Price:** \$375,000
Anika Gamba 03 928 1948 / anika.gamba@linkbusiness.co.nz



Top Motel, Top Presentation, Top Location!

ref: CS00126

14 very nice units with 4 star rating located on a main tourist route in the delightful town of Geraldine. This is a very successful business, it also has a long lease and very good landlords.

Good mix of studio and 2 bedroom units attracting local and international travellers, plus a very comfortable 3 bedroom manager's home. A recent addition of heat-pumps to each unit and home ensures year round comfort.

Location: Geraldine, South Canterbury **Asking Price:** \$740,000
Sally Everitt 03 595 0935 / sally.everitt@linkbusiness.co.nz



CHCH Motel, Prime location

ref: CS00129

Leasehold motel with 22 years lease to run.

Prime Riccarton Road location, lies 5km from the Christchurch Casino and 7km from both Hagley Park and the International Antarctic Centre and is within an easy walking distance of Westfield Riccarton Mall.

The owner's residence is a 3-bedroom apartment with bathroom plus a downstairs toilet.

A good mix of 11 units.

Location: Christchurch **Asking Price:** \$860,000
Jodi Yin 03 595 5206 / jodi.yin@linkbusiness.co.nz



Convenience Store - Urgent Sale

ref: CS00127

Opened 1 year. Needs new owner to take it to the next step. Currently managed.

Well set up with a quality fit-out. Coffee machine and food cabinet, with cooking area at rear, fryers, rangehood etc. Selling mainly groceries and takeaways but could be expanded.

Surrounded by a large population base in a large newer and established subdivision in a fast growing town. Also 2 large rest homes/retirement villages close-by.

Location: North Canterbury **Asking Price:** Offers Wanted
Sally Everitt 03 595 0935 / sally.everitt@linkbusiness.co.nz



One of the Best Motel's in CHCH Now for Sell

ref: CS00130

Leasehold motel.

19 year lease.

16 units plus swimming pool and spa.

New oven and mattress replaced recently and new painting done couple years ago.

The Owner's residence is a well designed two storey apartment with 4 bedroom plus a large study room and 2 bathroom.

A consistently well performed motel with a diverse client base.

Location: Christchurch **Asking Price:** \$950,000
Jodi Yin 03 595 5206 / jodi.yin@linkbusiness.co.nz



Mower Centre

ref: CS00128

Long established main road location providing sales and service to the locals for many years.

Mowers, chainsaws and quality garden equipment.

Repairs and service to all makes and models.

Loyal customer base.

Ample parking at the door.

Five and a half day week.

Location: Christchurch **Asking Price:** \$150,000
Brian Pankhurst 03 928 1949 / brian.pankhurst@linkbusiness.co.nz



Businesses for sale - Canterbury / Other South Island Locations

Iconic Motel Good Return

ref: CS00133

Well maintained, well presented, 11 apartment motel with excellent facilities. Good mix of apartments, studio, 1 bedroom, 1 bedroom family units, 2 bedroom including double storey, and accessibility unit.

Long term lease until 2042. Good profitability, reliable trading history.

Comfortable owners accommodation.

Well situated in one of South island's lifestyle centres. Close to sports facilities.

Location: Timaru **Asking Price:** \$420,000

Robert Brawley 03 595 5265 / robert.brawley@linkbusiness.co.nz



Affordable Motel Lease

ref: CS00134

Start your motel ownership career with this easy to manage, affordable complex in one of the South Island's lifestyle centres.

This soundly built 10 unit complex has a good mix of units, including 2 storey townhouses, all with carports and good cooking facilities.

Owners accommodation comprises a 4 bedroom house with outdoor area, separate office and reception.

Ideal for a couple to operate. Long term lease.

Location: Timaru **Asking Price:** POA

Robert Brawley 03 595 5265 / robert.brawley@linkbusiness.co.nz



Franchised Brand Pizza Store With Bar

ref: 20384

Franchised Pizza Store in the top-most tourist destination of New Zealand.

Includes a bar licensed till 1am. High turnover and reasonable outgoings.

- Group buying power
- Powerful marketing campaign with an instantly recognisable brand
- Robust systems, expert training, advice and support
- Advance IT systems, loyal customer database



Location: Queenstown **Asking Price:** \$750,000 plus SAV

Anil Vazirani 021 0277 8149 / anil.vazirani@linkbusiness.co.nz

Queenstown - Very Profitable

ref: CS00071

Start your business career in this well-established easy to manage digital print centre. Located in one of the most beautiful places in Central Otago this little beauty ticks all the boxes. The business is located in the heart of Queenstown, easily accessed, but with affordable rent, a Monday to Friday work week. Change your life today this opportunity is just waiting for you.

Don't miss out.

Location: Queenstown Lakes **Asking Price:** \$175,000

Murray Schofield 03 595 2753 / murray.schofield@linkbusiness.co.nz



Dairy with Accommodation. The Best!

ref: CS00108

Fancy living in paradise. You can with this very well set up, well equipped profitable business.

Its situated on a prime spot on the main street with abundant parking in a tourist hot spot on the top on the South Island.

It does a roaring trade in dairy items, hot and cold food and holiday essentials.

There are good staff meaning the owners can take short breaks or long holidays as needed and enjoy the fabulous lifestyle.

Location: Top of Sth Island **Asking Price:** \$189,000 plus Stock

Phil Adcock 03 928 2011 / phil.adcock@linkbusiness.co.nz



Stunning Location FHGC Lodge & Campground

ref: CS00080

A fabulous accommodation spot in one of New Zealand's unspoilt pristine locations on the doorstep of the Catlin's Scenic area.

Twenty units in total comprising of 7 en-suites, 6 budget rooms, 6 family rooms and one upstairs flat all centrally heated.

Large outdoor spaces complete the picture, 20 powered sites as well as un-powered sites.

This is a truly unique proposition with a character laden building.

Location: Clutha **Asking Price:** \$725,000

Murray Schofield 03 595 2753 / murray.schofield@linkbusiness.co.nz



Lifestyle Opportunity

ref: CS00101

Fabulous Country pub providing hospitality on the Otago Central Rail Trail which is classified as one of New Zealand's Great Rides. The Lauder Hotel is being offered as a Freehold Going Concern and is fully equipped with bar, restaurant and accommodation facilities. It has loads of history, is easy to manage and occupies a special location sandwiched between State Highway 85 and the Rail Trail.

Act now!

Location: Lauder **Asking Price:** \$535,000

Murray Schofield 03 595 2753 / murray.schofield@linkbusiness.co.nz



Easily Managed Motel - Timaru

ref: CS00121

Beautifully presented smaller complex of 8-9 units ideal for a couple or a sole owner. Recently upgraded and renovated throughout, and with noise reducing glass installed in all bedrooms. Comfortable 2-3 bedroom managers accommodation. Good profile on northern entry to Timaru and easy walk through the park to Caroline Bay and the Aquatic Centre. Close to restaurants and supermarket. Well worth your consideration.

Location: Timaru **Asking Price:** \$449,000

Sally Everitt 03 595 0935 / sally.everitt@linkbusiness.co.nz

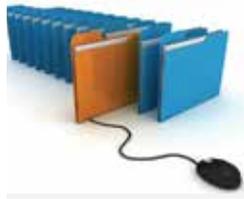


Businesses for sale - Nationwide

Document Productivity Business

ref: WL00038

Well established automated productivity improvement software for professionals and admin support personnel in formatting of documents and reports. Unique EDRMS product. Established legal and government customer base with recurring income; this business has enormous upside. Owner is a highly skilled technician and has developed outstanding products. Immense potential can be realised by investing time and effort.



Location: Relocatable **Asking Price:** Expression of Interest
Sam Visvalingam 027 225 5707 / **Dave Morgan** 021 471 992

Storage Solutions Importer and Distributor

ref: WL00134

The Bruns tool holding system is a feat of German ingenuity. The unique easy release mechanism means clutter in the shed and garage is a thing of the past!

The exclusive license for NZ, Australia and the US is for sale. Huge growth potential exists in all 3 markets, with Australia and the US remaining largely untapped.



Current owner is based in Gisborne but the business is easily relocatable anywhere in NZ.

Location: Relocatable **Asking Price:** \$100,000
Brendan O'Connor 027 250 3834 / **Gary Kaye** 021 222 1707

Manufacturing Bathroom Products

ref: CS00132

Producing unique bathroom products.

The owner/inventor came up with the original idea and formed an alliance with an engineer and they have been developing/perfecting the idea since.

They use a local engineering company to manufacture the patented parts buying the rest from reputable suppliers and assemble the units from their home workshop. Now it requires up-scaling, marketing, exporting!



Location: Relocatable **Asking Price:** \$250,000
Phil Adcock 03 928 2011 / phil.adcock@linkbusiness.co.nz

Work from Home, Family Friendly Hours

ref: BPW00491

Importing, wholesale, retail & distribution & completely relocatable to anywhere in NZ

- Work your own hours, part time and/or around your family
- Imports from leading European manufacturer of high quality brands
- Over 1000 clients on their established database within a well defined niche market
- E-commerce website for ease of database servicing. Great potential to grow the client base, range of products



Location: Relocatable **Asking Price:** \$95,000
Camella Anselmi 0274 454 121 / camella.anselmi@linkbusiness.co.nz

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Aerial Surveying- Priced Below Cost

ref: BPW00317

Due to a change in direction, an opportunity has arisen to purchase state of the art aerial surveying equipment at a below-cost. The equipment was purchased from NZ's leading drone manufacturer and the price includes high-level training and support. Uses include:

- Aerial Surveying and terrain modelling
- Aerial video and inspection
- Agricultural and multispectral capture
- Crop performance and health



Location: Relocatable **Asking Price:** \$150,000
Roger Brockelsby 027 919 5478 / roger.brockelsby@linkbusiness.co.nz

Home Based Promo Clothing/Print Business

ref: BPW00505

We offer this established 10 year old clothing and print business for sale. The owner currently works 20 to 25 hours HOMEBASED.

Well established websites attract the business. Revenue in excess of \$150,000 could easily be increased with full time involvement- Relocatable in NZ.

No stock - a proven business system in place with long standing suppliers and customers nationwide - wont last long - call Howard today!



Location: Relocatable **Asking Price:** \$119,000
Howard Brown 0274 346 900 / howard.brown@linkbusiness.co.nz

Businesses

Wanted Now!

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

Cafes

Wanted to buy in Christchurch. All will be considered. Prefer well organised and staffed.

Buyers Budget: Up to \$600,000

Jodi Yin 03 595 5206

LINK Christchurch & South Island

Larger Businesses

Because of recent sales I am now working with an interesting group of cashed up Investors who are looking for good solid profitable businesses. I specialise in discreet sales Any fields considered.

Phil Adcock 03 928 2011

LINK Christchurch & South Island

Motels FH & LH

We have qualified buyers ready to buy profitable, well maintained leasehold motels in the range from \$300,000 up to \$1 million, and freehold motels up to \$3m in Christchurch and Canterbury.

Buyers Budget: Up to \$600,000

Sally Everitt 03 595 0935

LINK Christchurch & South Island

Liquor Store

Buyer looking for liquor and convenience store - Independent or Franchised. Located anywhere between New Plymouth and Wellington.

Buyers Budget: Any price range

Benny Wang 021 158 5110

LINK Wellington

Natural Health

Homebased and relocatable, particularly in natural health or health based. Located anywhere in New Zealand.

Buyers Budget: up to \$300,000

Lisa LLoyd 027 685 4556

LINK Waikato & Bay of Plenty

Franchised

Easily manageable, franchised or retail. Hamilton or nearby.

Buyers Budget: Under \$1million

Paul Lu 021 047 4988

paul.lu@linkbusiness.co.nz

LINK Waikato & Bay of Plenty

Cafe/Bar

Café/Bar. Located in Waikato.

Buyers Budget: up to \$700,000

Therese Bailey 021 707 641

therese.bailey@linkbusiness.co.nz

LINK Waikato & Bay of Plenty

wanted

Hospitality/Cafes/Bars

25 Cafés, Restaurants, Bars, Food takeaways, Lunch bars have been SOLD for the first half year 2017! Buyers are waiting and we need more listings.

Buyers Budget: \$200,000 to \$3 million

Henry Han 09 555 6068 / 021 516 588

LINK Auckland, Ellerslie

Hair and/or Beauty Salon

Cashed up buyer looking for a reasonable sized salon - either 8 + stations plus 2 beauty rooms or 4 + beauty rooms in East Auckland or South to Papatoetoe.

Buyers Budget: \$350,000

Robin Harris 021 968 779

LINK Auckland, Ellerslie

Motel/Hotel

Requires business plus freehold . Queenstown.

Buyers Budget: \$3 million

Bryan Sui 021 283 6666

LINK Auckland, North Shore

Childcare Centre

Requires business plus freehold. Located in Auckland

Buyers Budget: \$3 million

Craig Zhu 021 800 280

LINK Auckland, North Shore

Café/Sushi Shop

Requires \$200,000 Net Profit per year, owner managed or full time manager operated. Auckland.

Buyers Budget: \$800,000

Bryan Sui 021 283 6666

LINK Auckland, North Shore

Industrial Manufacturing with Retiring Owner

Buyers Budget: \$500,000 - \$3m

Rudy Kokx 021 421 346

LINK Northland

ESTABLISHED Wholesale/Distribution Businesses

National or Regional

Hospitality/Medical/Cleaning Products

Buyers Budget: \$5m plus

Michael Osborne 027 242 6881

LINK Northland

wanted

Retail General

Bars with Pokie Machines

Buyers Budget: Up to \$500,000

Small Manufacturing Operations

Buyers Budget: Up to \$250,000

Service Stations

Buyers Budget: Up to \$500,000

Qualified buyers looking for above

Dave Beaumont 021 756 146

LINK Northland

Sold Businesses

Wallbed Manufacturing

What an opportunity, easily run and good profits. Currently operating in Northland but can be relocated anywhere. Nearly all sales are via online and shipped direct to the customer.

ref: NL00055

Location: Kaipara

Dave Beaumont 021 756 146

dave.beaumont@linkbusiness.co.nz

SOLD

Award Winning Motel – 33 Years Remain on Lease

Kauri Park Motel – award winning and the #1 motel in Kerikeri as ranked by Trip Advisor. Beautifully presented and well maintained property set in 2 acres of sub tropical, park like grounds.

ref: NL00047

Location: Whangarei

Jenny Blain 021 455 421

jenny.blain@linkbusiness.co.nz

SOLD

Plastic Manufacturing – SDE \$750k+

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

ref: NL00062

Location: Whangarei

Rudy Kokx 021 421 346

rudy.kokx@linkbusiness.co.nz

SOLD

Well Performing Franchised Cafe

One of the best performing franchise cafe in the system.

Weekly turnover is around \$25,000 and currently belong to the head office. It should generate \$300K profit per year for the next business owner.

Now the franchisor is looking for a qualified potential franchisee.

ref: NS00403

Location: Auckland

Craig Zhu 021 800 280

craig.zhu@linkbusiness.co.nz

SOLD

Food Factory for Sale

This food factory is located in North Shore.

Weekly rent is about \$1,025 incl GST.

Weekly turnover is about \$10,000. Very low costs and high nett profit.

Supplying to a number of supermarkets. Working hours is from 6:30—11:30 every day. So only 5 hours per day.

The advanced technology and machines to make the factory run efficiently. 1 working owner with 7 part time members.

ref: NS00319

Location: North Shore City

Yong Wu 021 678 980

yong.wu@linkbusiness.co.nz

SOLD

Bargain - Nice Dollar Shop in Taihape

This long established \$2 dollar shop located in Taihape. Spacious shop size that about 369 m², and have 3 rooms plus a toilet and kitchen on upstairs

Rent is about \$805 of GST including OPEX and GST a week. All suppliers are in New Zealand, most of goods are delivered to the shop.

Weekly turnover is about \$8,000 GP over 60%.

Same owner has run it for the last 3 years. Family reasons for sale.

ref: NS00250

Location: Taihape

Bryan Sui 021 283 6666

bryan.sui@linkbusiness.co.nz

SOLD

Wholesale/Distribution

Well established quality business wholesales fresh horticultural products to retailers (including supermarkets) throughout New Zealand. Owners' retiring after 24 years of ownership. Excellent lease, systems and facilities, good staff. Sales largely web based. This was a high value specialist business.

ref: EL00206

Location: Auckland

Richard Ridler 021 904 672

Nick Stevens 021 641 978

SOLD

Food and Hospitality

5 day CBD Café. A fantastic business

Great quality coffee and food. There is a fantastic cabinet with a mix of food made on-site and bought in. Coffee usage is around 15kg per week. Sales are around \$8,000 per week and a working owner should earn around \$100,000 per annum here.

ref: EL00535

Location: Auckland City

Rafiq Bhamani 021 1291916

rafiq.bhamani@linkbusiness.co.nz

SOLD

Petrol Station

Popular brand service station located on State Highway 1 and half hour drive from Auckland towards north. Fuel turnover 2.6M litres and shop sales of \$1.09M per annum plus LPG refill. Great margins, low overheads (rent \$925.34 per week) and secured lease. Operating 6:00 am to 9:00 pm during summer and 8:00 pm during winter.

ref: EL00458

Location: Northland

Anil Vazirani 021 0277 8149

anil.vazirani@linkbusiness.co.nz

SOLD

Digital Printing & Copying Business

This business has a diverse range of clients ranging from government departments to local businesses, out of town and off shore clients. Their production systems have been streamlined over many years, and the entire business can be run by two people. This low cost entry business would provide a new owner with profit, growth and independence. Invest your capital, grow your asset and be the master of your own schedule.

ref: WL00057

Location: Wellington

Dave Morgan 021 471 992

dave.morgan@linkbusiness.co.nz

SOLD

Pita Pit - An Awesome Store for Sale

This fast growing franchise chains with more than 110 stores across New Zealand. Great operation and no chef is required. Run by 2 full time staff and 6 part timers. The healthy food offering of Pita Pit was successful from day 1 and has rapidly built both brand awareness and a very healthy turnover in three years since the current owner took over. Don't miss the chance to be the next owner for this awesome store!

ref: WL00108

Location: Wellington Great Area

Benny Wang 021 158 5110

benny.wang@linkbusiness.co.nz

SOLD

Long Established Iconic Wellington Cafe

The owners of this outstanding Wellington city cafe and catering business that thrives on regular clientele and an enviable roster of corporate clients have decided to sell after a lengthy career in the industry. This cafe has iconic status with those who know it and their food speaks volumes about the dedication and passion of the owners. Strategically located for casual, regular and corporate customers.

ref: WL00120

Location: Wellington

Dave Morgan 021 471 992

Benny Wang 021 158 5110

SOLD

Engineering Business

Operates "nationwide" from their North Island base. Well known for their Geotechnical, Civil, Environmental and Structural engineering expertise's. Diverse long term client base, from governmental through to large commercial, architects, surveyors, structural engineering and building companies. 26 experienced and knowledgeable staff.

ref: BPW00202

Location: North Island

Mike Fraser 021 932 633

mike.fraser@linkbusiness.co.nz



Truck & Trailer Transport

Established brand for more than thirty years, specialising in designing and manufacturing a full range of heavy transport truck and trailer units, other highly specialised vehicles and modifying and refurbishing existing equipment. They have become recognised internationally, for their innovation, design and customer focus in the field.

ref: BPW00207

Location: Bay of Plenty

Rick Johnson 021 991 485

rick.johnson@linkbusiness.co.nz



Mount Bar with Gaming

Located on a premium corner, this high profile site is roughly 200 sqm and has bi-folding doors and windows right around the road side, lots of outdoor seating. In winter there is a large gas fireplace and heat pumps, which could make this the warmest bar in town! Recently refitted, rebranded and relaunched as the Sports Bar in the central Mount

ref: BPW00362

Location: Mount Maunganui

Peter Redward 021 289 0949

Theresa Eagle 021 289 0949



Café/Bar - Best Spot

Situated in the heart of Christchurch. Daytime operation only, opportunity for expansion. Business is growing steadily. Seating for over 100 people inside and out. Fully licensed. Catering services offered. Well supported by local business and foot traffic. Well-staffed. Owner being able to choose their hours of work.

ref: CS00074

Location: Christchurch

Jodi Yin 021 0245 2659

jodi.yin@linkbusiness.co.nz



Tourism Industry-Car Rental Business

Rave reviews by customers over many years. Strong pipeline of future bookings. Close proximity Christchurch Airport. Significant opportunities. Take advantage - future growth of Christchurch's regenerating tourism industry. Ideally suit a business owner looking to get in - roll their sleeves up, and build on a solid market position.

ref: CS00099

Location: Christchurch

Derek Lough 021 151 6241

derek.lough@linkbusiness.co.nz



Crafty Business

Established family-owned Canterbury business, well set up. Semi-automated processes that can be readily learned. Well known in its field. Repeat services to ongoing customer base. Excellent plant & equipment. 5 day week, No weekends, No public holidays. Full support and training provided for new owners to become fully acquainted with business.

ref: CS00120

Location: Canterbury

Anika Gamba 03 928 1948

anika.gamba@linkbusiness.co.nz



Cafe - \$180K Cash Surplus

Cambridge is the place to be and this café is one of the town's gems! Sales over \$17,000 inc gst per week. Rent only \$580 per week. Well established with great reputation. Long lease in high profile location. Good equipment/chattels. Simple and quality offering. Call today, strong business for sale in Cambridge do not come along often.

ref: BPW00410

Location: Cambridge

Alanah Eagle 021 606 345

alanah.eagle@linkbusiness.co.nz



Beautiful 21 Bed Rest Home

Tastefully decorated and extremely well maintained 1920s villa sits on 1843sqm of delightfully landscaped grounds. Can accommodate up to 21 residents. Excellent reputation with the health authorities and the wider community. Reflected in the high occupancy rate and the warm, friendly, professional care. Currently run & managed by the owner.

ref: 16096

Location: Masterton

Lisa Lloyd 027 685 4556

lisa.lloyd@linkbusiness.co.nz



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ref: EL11717

Location: Auckland

Martin Plom 021 051 5507

martin.plom@linkbusiness.co.nz



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