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AUSTRALIAN EDITION, DEC - FEB 2016

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LINK- Business Sales & Franchising in Australia

Key Considerations when Purchasing an Accommodation Business

A Career in Property Management

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Business Broker Magazine is published by Link
Business Franchising Ltd.

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Welcome From the Director

Mark Jason is the Managing Director of LINK Australia.
If you would like to join LINK contact Mark today
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It is with great pleasure I can announce a new working relationship between ANZ Mobile Lending and LINK. This partnership will give LINK a greater reach with our marketing initiatives, expose our vendors to more buyers and provide rapid response to finance enquiries for our buyers. ANZ and LINK have worked together in New Zealand for many years, and it's awesome to see the relationship now extended to Australia.

Inside this latest edition of the Business Broker Magazine, you will find some great articles written by industry professionals who are specialists in their respective fields and deal with the sale of SME operations. I'm sure you will find the articles insightful and packed with useful information. In addition, the back of this magazine has a selection of our latest listings from around the country. You can find a complete and up-to-date list, by visiting our website.

Sincerely,

Mark Jason

Managing Director

LINK Australia



Congratulations to LINK NSW for successfully ranking
43rd on the BRW Fast 100 List for 2015.

BRW's 26th Annual Fast 100 and Fast Starters lists celebrate the
sustained corporate growth spurt.

LINK Awards Australia 2015



Salesperson of the Year
Ian Jones
LINK Newcastle



Deal of the Year
Graham Peters
LINK Sydney



Excellence Award
Jenny Harper
LINK Gold Coast



Broker of the Year
Graham Tippett
LINK Gold Coast



Franchise Office of the Year
LINK Brisbane



Rising Star
Baz Sanjakdar
LINK Gold Coast

LINK - Business Sales & Franchising in Australia

LINK continues to build its profile within the Australian franchising community by exhibiting at this year's National Franchise Convention on the Gold Coast, Queensland.

With over 400 delegates attending the Franchise Council of Australia conference and many being key decision makers, this gave LINK a great opportunity to showcase our business and services to the franchise sector.

LINK are currently recruiting franchisees for new Greenfield sites, selling established franchise businesses and working with franchisor's in selling company owned outlets throughout Australia.

Franchise Council of Australia chairman Michael Paul said that franchising delivers the critical structure that "cradles and supports" Australia's all-important small business community. Franchising is the backbone of Australia's small business community, 95% of franchisors and almost all franchisees fall within the definition of a "small business".

The Franchise sector employs an estimated 460,000 plus people through an estimated 79,000 independently-owned and operated franchised outlets, across approximately 1180 business franchise systems in Australia.

Congratulations to Nasser Abdu – Executive Director of Baybridge Advisor for winning with LINK at this year's National Franchise Convention.

This generates an estimated \$144 Billion in turnover each year, achieving growth rates that outperform the broader small business market. This backs up the premise that as a method of doing business, franchising is the optimum small business model.



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Roland has been a member of the Franchise Council Australia for a number of years, hence has a great understanding of the franchise process including the Code of Conduct and has developed a franchise business that still today sits as the number one foodservice franchise in Australia.



Reasons why you may need a valuation

- Selling Your Business
- Insurance Claims
- Raising Capital
- Partnership Dissolution
- Determining a Buy-In Plan
- Estate Planning
- Assist Lawyers Litigation
- Divesting Subsidiaries
- Divorce Settlement
- Business Loan
- Company Restructuring
- Evaluating Merger Synergies

There are a variety of reasons why you may need a valuation. Our team of LINK Valuers are perfectly immersed in the real world of business sales to provide you with a logical, substantiated and defensible report. We are able to produce simple valuation reports for exit planning reasons, or even act as an expert witness in a court proceedings.

We have the most extensive database of sales data, compiled by the largest brokerage network in Australia to substantiate our reports. Where possible, we draw on this data from thousands of actual sales to provide evidence to support our independent conclusions. We also use a logical format so our valuations make sense to those reading them, whilst also ensuring they comply with Accounting Standards to ensure they are defensible in a court of law.

Please take a look at our website and discover more about the process or the extensive experience of our valuations team, who are always happy to take your calls and questions on a confidential basis.



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Is Your Business Fit for Sale –

Do You Need a Little Business Boot Camp?

We live in a very competitive world and your business which could be the most rewarding financial asset is always at risk. Managing a business is often geared towards survival, leadership is to grow – there is a difference.

By comparison think of any of us as we finish school take on a career and enter through life. Most people will put on weight, change shape, loose physical fitness, be consumed by family life, disposable income declines or is also consumed and so on. But if people become aware and look to gain control and improve, they have the power to change. Some will go to the gym, take on a cardio exercise routine, join a team sport and manage calories, or some form of balanced diet.

A business has many similarities in that, if you let it go and are not aware of how it is changing shape, it can be a lot of work or too late to bring back into shape if you need or want to sell it. The consequence from there could be no sale, a long time on the market or a drastically reduced final sale price.

So how can you the business owner keep your business in shape and sale ready?

1. Get an objective appraisal from a business broker or accountant about what your business is worth. This will give you a base line indication based on your financials.
2. Ensure your premise, lease and lease terms are favourable and presentable as you go to market.
3. Identify your business unique selling points and strengths, ensure these are developed. Identify opportunities and prepare a strategy for growth.

4. Embrace your industry with training and personal development, look for additional products or services that compliment your offering. Invest in staff and share your vision. Culture and productive staff can make or break your business. It is really a team sport scenario.
5. Maximise and utilise industry software to manage existing customers, generate reports and set targets.
6. Re-invest capital via a strategy in areas such as; marketing, technology, people, systems, training, research. Maintaining the status quo will see your competition succeed at your expense.
7. Embrace external support from your bookkeeper, accountant, financial advisor, business coach, solicitor, finance broker and 1-3 years before sale, see your LINK business broker.
8. Working on your business, fixing any weaknesses and threats is essential. Know your competition and be an industry innovator.

Now you have had an introduction to the basics of a business boot camp and should be motivated to get your business back in shape and fit for sale. For any more information or advice feel free to call.



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Shane has been a licensed Business Broker since 2003. He also has over 20 years' experience managing and owning businesses including his own very successful retail business and childcare centre.

A Career in Property Management

Management Rights is an industry which combines an income with all the comforts of working from home, with the added protection of Government regulation.



Management Rights businesses have been around since the mid 1970's and are found mainly in Queensland, but increasingly in NSW, Victoria and to a lesser extent other states. In the 1970's property developers "discovered" Queensland and now, the skyline is dotted with residential and holiday resort complexes, apartment complexes and townhouse / villa developments. Behind most of these, exists a Management Rights business.

Developers of these complexes realised early on that there was an advantage in having an on-site manager; someone who would live on site and who would look after the day to day running of the complex, as well as provide a Letting Management service to absentee investor owners. In Queensland, this concept grew and led to the State Government enacting industry specific legislation to formalise and control the industry. This legal structure offers safeguards and peace of mind to unit owners, Bodies Corporate and Management Rights owners alike.

When the Body Corporate of a multi-unit complex enters into two contracts with an individual or company to (a) maintain the common property and (b) run a letting business from the complex, then a Management Rights business is created. Once created the first and subsequent management rights owners, can then resell the business like any other.

Simultaneously with purchasing the Management Rights business, the buyer purchases the managers unit in the complex. It is from this unit that the Manager runs the business. The Manager has a vested and financial interest in the successful performance of the complex. Many people regard Management Rights as the ultimate "Home-Based Business", offering lifestyle, excellent return on investment and good resale potential. Management Rights are considered to be a relatively safe business investment which is shown by the major banks willingness to lend generously against them.

How Does The Manager Earn Income?

1. BODY CORPORATE SALARY: In all multi-unit complexes, there are areas such as pathways, gardens, pools, tennis courts, etc which make up Common Property. The Body Corporate pays the Manager a salary to maintain the Common Property, see that the By-Laws are adhered to, and report on any matters pertaining to the complex. It is effectively a caretaker's salary. The Body Corporate also pays for all the day-to-day expenses of looking after the common property. Usually all the necessary equipment is supplied and maintained by the Body Corporate. The Body Corporate salary is usually indexed to the CPI, to allow for automatic annual increases.

2. LETTING COMMISSION INCOME: The Manager has the right to conduct a letting business in the complex. This provides for investor owners who want to rent out their units to tenants and or guests. These individual owners pay the manager commission and management fees for securing good tenants, accounting for the rent, and ensuring that the rental / holiday property is kept in good condition.

Qualifications Required

In Queensland to legally operate the Letting Business you will need to obtain a Real Estate Salesperson Registration Certificate. This is not difficult to obtain and currently involves the study of 7 subjects through a registered training organisation. These subjects are generally undertaken in a classroom environment over 3 to 5 days; however some RTO's offer courses "on line" or by correspondence.

Length of Caretaking and Letting Contracts

Agreement terms are set by legislation, and vary from 10 to 25 years, often a series of 5 x 5 year terms. The success of management rights as a business, and one reason why the banks like to lend on them, is that when one option period expires, the manager can seek another term from the body corporate and the body corporate cannot benefit financially from extending the term.

There are broadly five different types of management rights businesses:

HOLIDAY OR RESORT LETTING - Holiday let buildings are part of the tourism industry. Operating management rights to holiday apartments requires the manager to promote the building to attract holidaymakers. A higher level of service and skill is required but the returns are correspondingly higher.

PERMANENT LETTING - Permanent, or residential letting, involves finding good long term tenants, collecting rent, maintaining the property and developing a relationship with unit owners. A great lifestyle option!

CORPORATE LETTING - These buildings are run much the same as holiday letting complexes except that the clients are away on business not holiday.

STUDENT ACCOMMODATION - This is a small market segment mainly located in capital cities or major regional centres with all such complexes situated adjacent to university campuses.

RETIREMENT LETTING - These buildings are run like a retirement home, as the provision of food is a requirement; managers need to have a skill set to accommodate this requirement.

So there you have it very briefly, an exciting and rewarding industry. It's not rocket science – Life experience, 30% cash or equity deposit and the ability to work with people are the only prerequisites. Please call or email me for further information.



Steve Gracie – Business Broker at LINK Gold Coast

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Steve has had many years' experience as a small business owner with extensive experience in Retailing, Management Rights, Accommodation and Real estate industries both in Australia and New Zealand.



Is there a Difference Between Market Value, Price and Cost?

It follows: how does rent that is above, below or at current market rent impact or affect the market value of a property?

Simply put, the “price” someone pays for something or the cost of building something could be above below or at the market value (rent) or perceived market value. A purple house with green spots might have cost \$1 million to build and or buy and paint, but the wider market (willing informed buyers) might consider the market value to be say \$700,000; the wider market is not buying those coloured houses.

The same applies to major property acquisitions, investments, developments. Does the underling current market rents PLUS the multipliers = market value or current market value?

We have spent an enormous amount of time (download our papers at www.auslease.com.au) drilling down into understanding evaluating ascertaining rent and market rent.

Many property acquisitions are made at face value (based simply off a tenancy schedule) without drilling down into the longevity and viability of lease rental income streams. We presented two papers at the AsRES property conference and the UQ/API Property Conference this year entitled “Everyone Loses When There Is a Misallocation of Stakeholders’ Capital in the Retail Property Sector” which demonstrates exactly what we are saying.

Our market rental calculator will enable one to do one’s research to better evaluate leases, rents and current market rent for individual leases and or samples of leases to better assess risk. It will point one to more accurate answers for the purpose of assessing risk (and or the multipliers).

It is indeed disappointing to see valuers’ appraisers who simply engineer their valuations to reflect and or justify a purchase price at face value. We believe the valuer appraiser does not fully understand or know what he/she is doing and or might be trying to satisfy financiers and the like.

It is vital that one pays or agrees to pay the right level of rent; structures one’s leases properly; builds into them opportunities to have the rent reviewed to current market rent

Here is a reply to this note published on LinkedIn. That person is Mr Philip Shaw from Adelaide who I worked with, who wrote: *“There’s never been a nexus between cost and value. I personally managed a shopping centre long ago, the rolled up capital cost of which, including financing costs, was over \$1 billion. It was sold to a predatory investor for \$151 million on a passing yield of 10%. That investor sold it on a few years later for a little over \$200 million, so he did well from it, but the value was never going to come anywhere near what it cost.”*

It is vital that one pays or agrees to pay the right level of rent; structures one’s leases properly; builds into them opportunities to have the rent reviewed to current market rent; know precisely what current market rent is and if the valuer stuffs up; go back and get it done again; builds sufficient tenure opportunity for the life of the business; limits personal guarantees to say 3 months rent.

It follows that if the rent is not market rent i.e. the “price” one is paying for the lease is too high, then the underlying value of the physical asset; the building is over-valued.

There are no winners in the argument.

New buildings, new developments eg. Myer Centre Adelaide (quoted above) and Brisbane often see the first tenants who agree to pay their rent on a dollar per square metre basis’s businesses failing.

Losing one’s capital i.e. the dollars one has been taxed on over many many years; often decades... Is very, very expensive. And people do not seem to learn their lessons.



Don Gilbert is a Specialist Retail Valuer (“SRV”), a 3D Economist and an Arbitrator.

P: 1300 413 789 **W:** www.auslease.com.au

He provides independent, impartial advice to tenants, landlords and prospective investors.

He is also the inventor of the GEM Method of evaluating current market rent.



Key Considerations when Purchasing an Accommodation Business



Structural change to the accommodation sector of the tourism industry over the past 20 years has opened up business and investment opportunities across a range of accommodation types, operating arrangements and price levels. The Accommodation Sector includes;

- Hotels and Resorts
- Serviced Apartments
- Holiday Apartments
- B&B's, Guesthouses, Farm stays
- Caravan Parks
- Motels

This article will focus specifically on motels and buyer considerations.

There are three purchase options available for motel investors. These are:

- 1. Leasehold** – purchase the business component of the motel, including the business operations, the lease, goodwill, stock and chattels of the motel.
- 2. Freehold** - not only are you purchasing the business, but also the real estate attached to the motel.
- 3. Investment** – in this situation you are purchasing the freehold motel property with an incumbent lease attached to it.

More often the option you choose comes down to your financial resources. Although, we are seeing more strategic leasehold buying in preference to freehold investments.

Irrespective, it is critical to assess the quality of the physical assets included in the sale and the financial performance of the business.

Examine the Motel's Assets

Few new motel properties have been developed over the past 20 years, so expect to buy a well-established business. Determine when important capital expenditure has been undertaken and what future capex will be required. This can be broken down into two categories –

- Room/Motel Refurbishment
- Soft Furnishing Replacement.

Room/motel refurbishment is generally needed every 10 years to maintain market relevance and soft furnishing needs replacing every 5-7 years.

Because the core product is a motel room, it is important that they meet the expectations of the target market. Maintaining a comfortable, contemporary motel room requires ongoing capital upgrades. It is therefore paramount that prospective buyers closely examine the existing standard of all F,F&E and determine the timing and value of any future capex. Particular attention should be paid to bathrooms, which are expensive to renovate.

Also review the property infrastructure, as it plays a key role in supporting guest satisfaction. Infrastructure includes, but not limited to; hot water supply, water pressure, air-conditioning, heating, swimming pools (filters, pumps and heating), driveways/carparks, kitchen equipment, computers and reservation systems.

Location is a key driver of a motel's success. When reviewing a motel, buyers need to identify how the location generates demand and is it sustainable. In addition, does the motel have street appeal to capture passing trade?

The private residence must meet the buyer's needs. You don't want to be spending money where there is no potential return.

Financial Review

Just like any business purchase, prospective buyers need to understand the financial performance of the business. Getting access to the last 3 years' profit and loss statements, BAS returns, past and future occupancy information is expected.

Review the motel's performance against industry trends and measures. These are accessible through the ABS. Key measures of motel performance include average room rates, occupancy percentages and RevPar (revenue per available room). This information can also be used to compare against competing motels, and other motels for sale.



Differences Between Leasehold and Freehold Motel Purchases

Leasehold Purchase

A leasehold purchase is generally a cheaper option within a particular geographical market because only the business component of the motel is being purchased.

Leasehold Motel Purchase Considerations

Leasing can be an affordable and smart option for new motel owners. Leasehold motel owners can expect to obtain yields of around 29% on their investment which equates to a profit multiple of 3 to 4 times. Multiples will be influenced by the lease terms and attractiveness of the business.

Leasehold motels can achieve average profit margins of around 32-35% of revenue before replacement. Ideally, owners should establish a reserve for capex replacement of around 3-4% of gross revenue.

Because buyers are purchasing the rights to operate a lease they need to consider the terms of the lease and the impact these may have on motel operations.

The critical elements of any lease are the lease term and the annual lease payment. Buyers should be looking for motels with healthy lease periods in excess of 20 years. Annual lease charges are usually around 10% of revenue. Pay close attention to the method of calculating annual increases. These are generally aligned to CPI changes.

Be clear about the lease obligations and engage a solicitor who is experienced in dealing with motel lease agreements.

Because buyers are purchasing the rights to operate a lease they need to consider the terms of the lease and the impact these may have on motel operations.

Freehold Motel Purchase Considerations

Freehold motel purchases require the buyer to examine key business issues and the real estate component. Therefore, standard property and legal inquiry needs to be undertaken. Once again, ensure legal advisers are experienced in this area. Particular attention needs to be paid to such things as:

- Local environmental planning restrictions and zoning. Be cognisant of any potential changes that can have a negative impact on land use and development;
- Obtain details of ownership title and land valuations;
- Have land surveys and building inspections completed;
- Check with the local council to ensure the building complies and there are no outstanding issues.

Yields on freehold motels can vary widely due to the property component of the business. On average, a motel buyer can expect to obtain yields of around 12%, which equates to a profit multiple of 8 times earnings.

Freehold motels achieve average net profit margins of around 43% before replacement. Owners should establish a reserve for replacement of around 4-5% of gross revenue. The reserve is higher for freehold motel operators due to structural maintenance and capex associated with real property ownership that is not passed on in a leasehold situation.

My Advice

Location is a critical ingredient for success. Spend as much time as necessary to understand the industry, prospective motel's market, and motel pricing. Use professionals who are experienced at managing tourism and leisure business and property transactions.



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Ross is an AIBB Certified Practising Business Broker with qualifications in Accounting and Business (Tourism). He also has over 25 years' extensive experience in the management and operations of tourism and hospitality businesses.

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Call today to find out how LINK can assist with preparing your business for sale 1300 763 668



What Makes a Good Leader?

According to management guru, writer and consultant Peter Drucker, "Management is doing things right; leadership is doing the right things." Taking a team from ordinary to extraordinary means understanding and embracing the difference between management and leadership.

How do we measure managers and leaders?

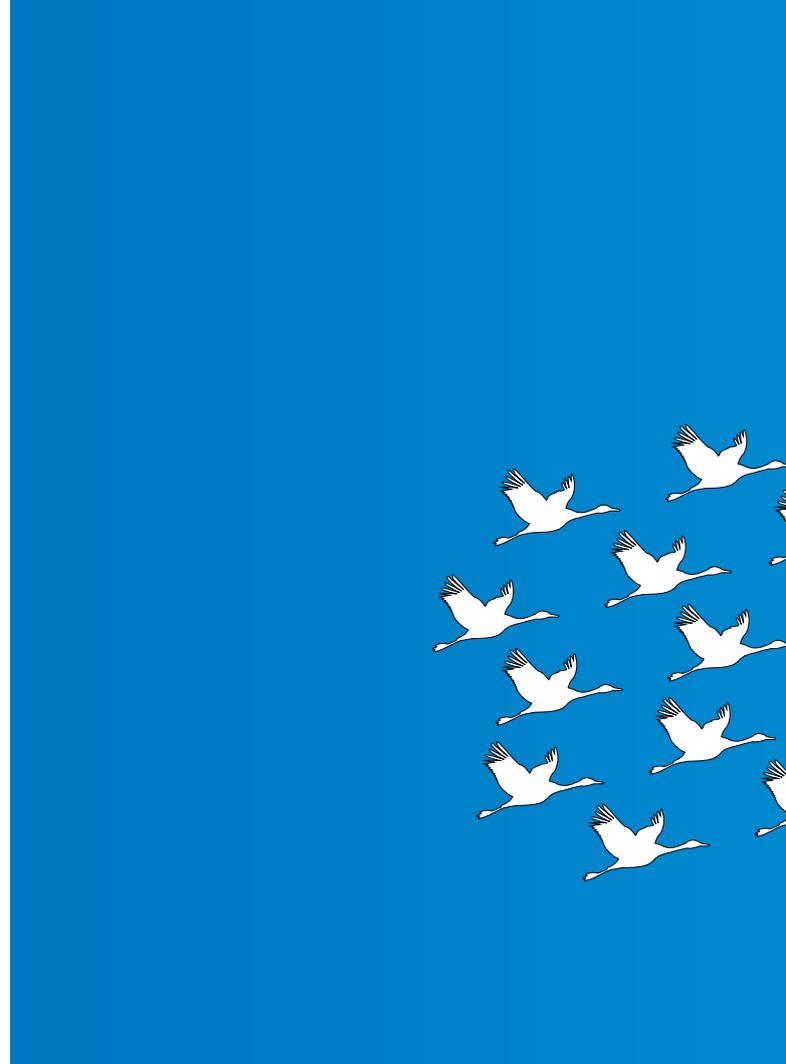
Evaluating a Managers performance is relatively uncomplicated. The traditional approach is focussed on assessing a manager's performance against objectives, which are invariably linked back to the organisations objectives, both operationally, to support the mission statement, and financially to evaluate the numbers.

Managers are facilitators and ensure their people have the resources to be productive, satisfied in their work, trained and recognised for their performance. However, a leader's talents are based on strengths, not titles. A good leader can be anyone in a team who can think creatively, with a particular talent and with sound experience in a certain part of the business that could prove useful to the manager and the team. Good performing managers encourage emerging leaders to flourish to inspire their peer group creating a stronger performing team.

Everyone who has run a business has experienced the ongoing challenges with the only recognised constant being change. Operating a business with dictatorial approach simply does not work in the fast paced business environment that exists today. The traditional top down leadership styles simply does not work and manifests itself with hundreds of businesses large and small that have failed due to core reasons ineffective management and lack of leadership.

The best leadership is situational, imagine you survive an emergency aircraft landing, and stranded on an island. The surviving captain whilst seem as the leader whilst the plane was in the air, is not necessarily the leader given the change of circumstances. A new leader, or leaders may emerge, who may have survival, medical, construction, skills etc. which the captain can facilitate for the benefit of all. Good leaders often have a choice of leadership styles, like a golfer chooses his or her club, with a clear vision of the task at hand, the end goal and the best tool for the job.

A leader's talents are based on strengths, not titles. A good leader can be anyone in a team who can think creatively, with a particular talent and with sound experience.

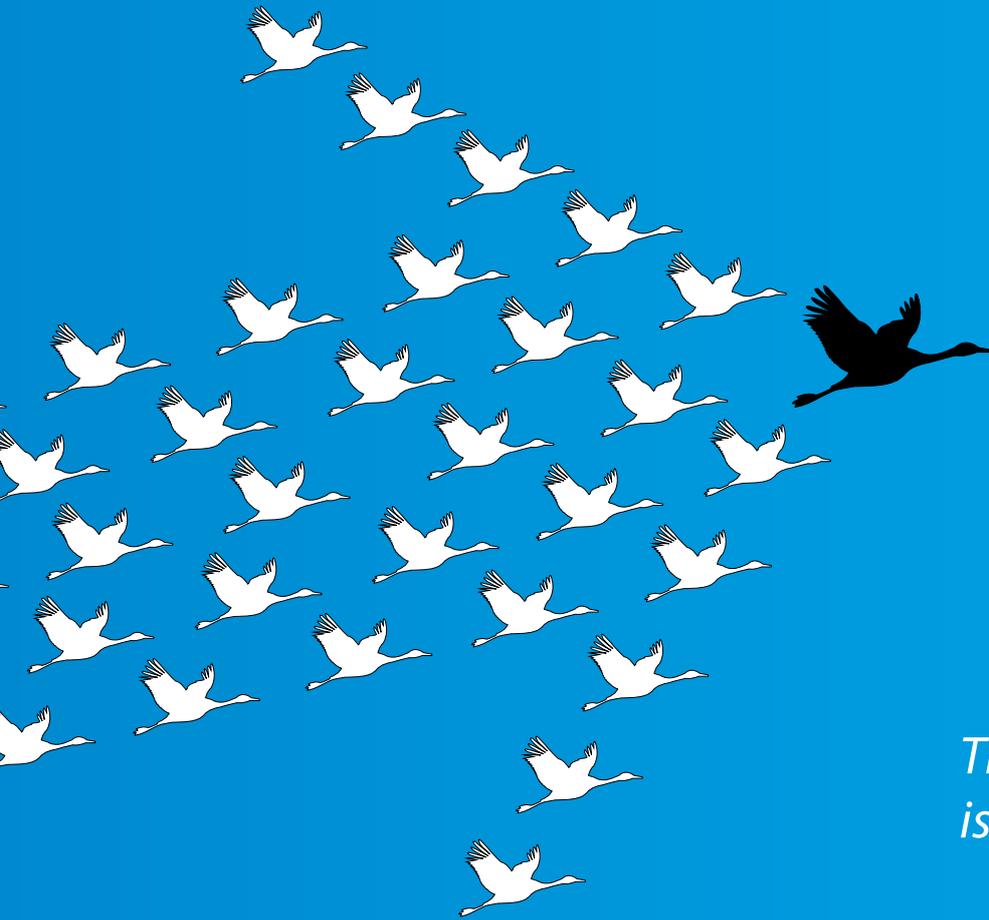


A ground breaking 2000 *Harvard Business Review* study on leadership was undertaken by Daniel Goleman's *Leadership That Gets Results*. Goleman and his team took a random sample of 3871 executives selected from a data base of more than 20,000 executives worldwide. The quantitative research found six distinct leadership styles, each style having a direct impact on the working environment of a business, department, division or team and on financial performance.

One of the most surprising results from the research is that leaders with the best results do not rely on one leadership style. Over the course of a week, the high performing leaders are able to automatically select the most appropriate leadership style for the circumstances they find themselves in.

The six styles of leadership are really no big surprise to anyone who has taken a leadership role, however, understanding the impact these styles can have on people, customers and profits together with the ability to switch styles to suit the circumstances is the critical issue for existing and anyone aspiring to leadership roles.

1. The Coercive Leader - Demands immediate compliance. "Do what I tell you." The coercive style is most effective in times of crisis, such as in a company turnaround or a takeover attempt, or during an actual emergency like a tornado or a fire. This style can also help control a problem team mate when everything else has failed. However, it should be avoided in almost every other case because it can alienate people and stifle flexibility and inventiveness.



The best leadership is situational.

2. The Authoritative Leader - "Come with me". Mobilises the team toward a common vision and focuses on end goals, leaving the means up to each individual. The authoritative style works best when the team needs a new vision because circumstances have changed, or when explicit guidance is not required. Authoritative leaders inspire an entrepreneurial spirit and vibrant enthusiasm for the mission. It is not the best fit when the leader is working with a team of experts who know more than him or her.

3. The Pacesetter Leader - "Do as I do, now." Expects and models excellence and self-direction. The pacesetter style works best when the team is already motivated and skilled, and the leader needs quick results. Used extensively, however, this style can overwhelm team members and stifle innovation.

4. The Affiliative Leader - "People come first." Works to create emotional bonds that bring a feeling of bonding and belonging to the organisation. The affiliative style works best in times of stress, when teammates need to heal from a trauma, or when the team needs to rebuild trust. This style should not be used exclusively, because a sole reliance on praise and nurturing can foster mediocre performance and a lack of direction.

5. The Coaching Leader - "Try this." Develops people for the future. The coaching style works best when the leader wants to help teammates build lasting personal strengths that make them more

successful overall. It is least effective when teammates are defiant and unwilling to change or learn, or if the leader lacks proficiency.

6. The Democratic Leader - "What do you think?" Builds consensus through participation. The democratic style is most effective when the leader needs the team to buy into or have ownership of a decision, plan, or goal, or if he or she is uncertain and needs fresh ideas from qualified teammates. It is not the best choice in an emergency situation, when time is of the essence for another reason or when teammates are not informed enough to offer sufficient guidance to the leader.

A combination of all these leadership skills based upon the need to develop and inspire your team, whatever the size, industry, or culture, is the blueprint for long term leadership success.



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David has owned and operated a number of his own businesses and has a background incorporate and SME Consultancy, Commercial Mortgage Broking and Change Management.



Thinking about Selling Your Business, Executing a Plan in Advance is Key

Building a strong and successful business from the ground up has taken time and resources, and the fruits of your labour have resulted in a strong and well developed business model and thriving concept. Now it's time to put your business on the market.

"Business has been good, I think I might be ready to sell"

Every successful business owner who's managed to sell their business will tell you they've learnt (a lot of times the hard way) that planning is everything. Being a proactive, rather than a reactive business owner gives you the advantage of remaining many steps ahead of the game, i.e. your potential buyer. Every single facet of your business will be up for scrutiny in the valuation process, be it the way you're corporate business is structured, how your franchisee network is performing or your operation efficiencies, or lack thereof.

OK SO, YOU'VE DECIDED YOU'RE READY TO SELL – NOW WHAT?

You've no doubt spent many long hours of hard to measure equity building your business over the years. Getting sound professional advice and executing on a detailed and structured strategy and plan allows for the most effective way for you to exit the business. You've got to really think about how to best attain the best multiple or valuation for your business in marketable terms. In addition you will need to package up an exciting business proposition and vision that is supported by an easy to communicate the premise of longevity, sustainability, opportunity and profitability. In order to do this well, you must first ask yourself the following:

DO YOU HAVE AN EXISTING PLAN TO EXIT THE BUSINESS?

One of the most valuable tools you can have as a business owner is a successful exit strategy.

Exit planning involves creating a strategy to successfully exit a privately held business. Exit plans not only ask, but also answer the financial, legal, personal and business questions involved in the selling of your business and they ask them early on. It means that all or any

operational and management decisions that you make on a day-to-day basis, will always take into account the long-term (exit) impact on the

business. For the most part eliminating any issue of creating legacy issues regarding fixing or cleaning the business up to make it "ready for sale."

Having an exit plan in place means that you can leave the business how and when you want in a timely manner and ensures that you retain control by creating the most advantageous strategic exit position and options.

WHAT TIME SCALE ARE YOU WORKING TO?

Developing short and long term goals for your business, and mapping out prospective exit timeframes allows you to foresee the future profitability of your network, allowing you to take advantage of the most successful exit possible.

Preparing to sell your business can take time. The preparation time allows you to gather your business structure, financial records and customer base to make the business more marketable and therefore sellable. Deciding on a realistic timeframe to ensure that all of the necessary planning and implementing can be carried out will ensure a seamless transition for the buyer, allowing them to enter the business without disrupting your entire network and critically, franchisee network performance.

HOW MUCH CAN BE ORGANISED AHEAD OF TIME?

Looking to the future is both important and imperative for any business owner.

Once you have decided that you are ready to sell your business, you should prepare yourself to carry out the majority of the work well before going to the market.

Elements of your exit strategy that can be organised ahead of time include:

→ 1. Getting the Business Ready for New Ownership

This simple, yet extremely effective task includes smoothing over internal procedures, putting in place best practice management and taking a look at the business from a buyer's perspective.

Ask yourself the following -

- What makes my business different?
- What would make a buyer want to purchase my business?
- What are my business' strengths?
- What do existing customers like about my business?

By identifying the current market value you can educate yourself on what to anticipate when you take your business to market.

Having an exit plan in place means that you can leave the business how and when you want in a timely manner



→ 2. Cleaning Up Daily Operations for a Smooth Transition

How does your business operate on a daily basis? Focusing on the top-level policies and procedures and how these are implemented down through your entire business network will help you to understand how a new owner would take on these existing operations.

→ 3. Preparing or Updating Operations Manuals for Future Management and Owners

Putting your operations manual under the microscope is one of the most effective tools in understanding your business. This process outlines advantages and selling points for your exit and sale. Updating your manuals will ensure that the next owner carries the voice of your business and continues to provide franchisees and customers the valuable tools to operate their franchises effectively.

→ 4. Have Your Business Valued by an Industry Specialist

Understanding the current market value of your business will set expectations for yourself as well as potential buyers. By the same token, knowing what your business is lacking or needs improvement in can either give you direction as to what needs to be focussed on or alternatively gives you an indication of where your potential buyers may be looking to negotiate. By identifying the current market value you can educate yourself on what to anticipate when you take your business to market. It is also important to remember that a number of variables lay in a buyer's perception of value, so the market value can be used as a guideline in the selling process.

WHAT ARE YOUR SELLING CHOICES?

As the business owner, you will have a number of selling options. Some potential buyer groups include:

External buyers-

- Outside of the business from word of mouth or advertising
- Business investor
- Existing customer (usually someone in your value chain)

Internal buyers-

- Management / Employees, known as a Management Buy-out
- Friend or family, otherwise known as succession planning.
- Previous member of staff (it is always important to never burn bridges)

There are a number of networks which you can advertise the sale of your business through including:

- Business Brokers
- Trade Publications
- Existing Employees
- Existing Customers

The Baybridge Difference

Once you have decided that you are ready to sell, Baybridge will work closely with you and your business to transition it through the steps for a successful sale:

1. We take a look beneath the surface of your business to ensure that it is in the best current position to sell and gain profit on your network.
2. Deciding on the most suitable exit approach for your business. We analyse industry trends, the marketplace and your business cycle to decide on the best tactic for you to sell.
3. Collating the necessary documents for the sale process. Financial statements, tax returns, internal procedures and operational guides are assembled for a smooth transition and a stress-free exit from your business.
4. Preparing a tailored Information Memorandum or Investment document that represents the opportunity in a professional, informative, structured and communicative format in order to attract and qualify real interest from the market.

Our trusted team of business advisers' and lawyers work collectively to develop a sound plan to secure the future and ensure a smooth exit or succession, result and return for you and your shareholders! We ensure that you as the seller are implementing the most successful exit strategy to qualify for the maximum return for your sale.

Get in contact with Baybridge Advisory today and let us plan ahead and develop a strategy for you.



Nasser Abdu – Executive Director of Baybridge Lawyers
P: 02 9232 3511 E: info@baybridge.com.au
W: www.baybridge.com.au



10 Critical Mistakes when Selling Your Business

You've spent the best part of your life building and creating a business that has provided you with so much.... it has provided you with a living, a creative professional outlet, a reason to get up in the morning, professional joys and challenges, an opportunity to lead others, create future financial security for you and your family... why ruin all that you have worked for by erring when it comes to what will be the biggest sale of your lifetime. A seemingly small error that could cost you and your family hard earned dollars. Do you really want to risk that? From my experience in selling small businesses I'd like to highlight the following pitfalls that I have personally seen that have cost others their dream retirement. I do this in the hope that you will avoid these:

01 Wrong Price

Too high is bad and too low can be very costly.

Despite the old saying that "there's a sucker born every minute" the reality is that if the price is too high many buyers won't bother to investigate the opportunity and no one wants to be seen as a sucker. If it is too low, you will first up be losing money but also be subject to a negotiation in which you can only lose more.

I find that most sellers don't know the value of their business in the same way they don't know the true market value of their home. What to do? Ask a LINK broker and get a proper valuation.

02 Inadequate Financial Records

Private businesses are set up to minimise tax, not show maximum profits. However this makes for a low valuation. The answer is not to pay more taxes but to keep thorough and accurate records to show earnings and cash flow attributable to the business. Nothing kills a deal quicker than an inability to produce accurate reports from at least the last 3 years.

03 Doing it Yourself

Selling a business is a complex legal, financial and time consuming process. Because of the process and the many often emotional

decisions that need to be taken you are best advised to employ a business broker. A good business broker helps you maximise the purchase price you receive by canvassing the marketplace appropriately, driving the execution of the transaction and adding value through effective negotiations.

04 Negotiating too Hard

You should negotiate hard but not to the detriment of a successful outcome. It is better for the seller that the surviving company be successful. Here again a broker will work on your behalf to negotiate a win-win situation where everyone is happy with the outcome.

05 Demanding an all Cash Deal and No Handover Period

Some buyers are naturally suspicious of sellers who demand an immediate cash settlement. It suggests desperation or a lack of transparency on the real situation. Most seek to have a period of time during which the price paid actually relates to the performance promised. This is particularly true in professional practices where individuals are key to retaining clients. Buyers will also pay a substantial premium for seller financing. Sellers should keep an open mind on exit dates and financing - both of which may get an even better deal.

06 Selling to the Wrong Buyer

The best buyer is one whose philosophy and experience is synergistic with that of your practice and has a real motivation to buy. If the chemistry is not right with the person you are dealing with, terminate the negotiations. The aftershocks can be catastrophic.

Often selling to a direct competitor, employee or supplier improperly without full confidentiality can be a mistake. A competitor seldom pays full value and if the deal falls through they gain huge confidential information. An employee rarely has the money to pay full value and seller is at risk of getting paid. Suppliers have the problem of becoming competitors to their suppliers when they integrate forward or backwards.



07 Non Qualified Prospects

Beware tyre kickers, bargain hunters and general time wasters who can burn up a significant amount of your time, energy and money.

The first 2 questions a buyer asks is “why are you selling?” and “what are your financial results?”, therefore you should ask the prospective buyer the same equivalent questions.. “why are you buying?” and “what is your financial capability in purchasing our firm?”

08 Lack of Preparation

Many businesses come to the market without a single idea of what is involved in the sales process and what they want to get out of the sale. If you are poorly prepared, it will show, frustrate buyers and waste everybody’s time. The end result is NO SALE. Do not underestimate the costs and effort it will take to get a positive result. Treat it as an investment to get optimum sale value.

09 Timing

The best time to sell is when you don’t have to particularly when the business is on the upside and profits and turnover are at, or near their best. There can be a substantial variation in price depending upon the business cycle. It can be very hard to justify a great price and do a deal when your turnover and profitability are in decline. The mistake is that owners sit and wait for the “right time”. If your business is not ready for sale - then get active and improve its performance - start a new business drive - employ better staff - fix your systems - cut your costs. Get the business ready for sale.

10 Why do You Want to Sell?

This will be one of the first questions a buyer asks you. Give some serious thought to why you want to sell. If you have not deliberated and come to the firm decision that you are going to sell, don’t start the selling process. Some common reasons include retirement, health, capitalisation or a career change. Be sure that you want to sell the business and have a solid reason why you want to walk away. Naturally if you find there are too many problems and you are tired - then this is perhaps not the answer to the seller’s question. Take a break - get refreshed and then actively work with your broker to get the business in the market.



Sean Wolrige – Business Broker at LINK Sydney

P: 0405 784 132 **E:** seanw@linkbusiness.com.au

W: linkbusiness.com.au

Sean comes to us with over 10 years of hands on experience as a director of a professional services company. In addition to this Sean has been instrumental in the success of numerous professional services businesses, having guided the transformation of the businesses with his expertise in business management and marketing.

Register Today for Email Alerts

We can email you when a business that suits your criteria becomes available for sale. It takes only 30 seconds to register! Don't miss out on your opportunity.

Visit linkbusiness.com.au to register

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BECAUSE YOU ARE
GOING OUT. REGISTER
FOR LINK EMAIL
ALERTS**

BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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

LINK Australia linkbusiness.com.au

Sydney

(02) 9899 1999
sydney@linkbusiness.com.au
Level 1, 181 Botany Rd
Waterloo NSW 2017

Newcastle

(02) 4915 8415
newcastle@linkbusiness.com.au
2/59 Ridley St
Charlestown NSW 2290

Sunshine Coast

(07) 5479 6155
sunshinecoast@linkbusiness.com.au
Suite 2 / 63 Primary School Court
Maroochydore, QLD

Brisbane

(07) 3831 2300
brisbane@linkbusiness.com.au
7/63 Annerley Road,
Woolloongabba, Brisbane, QLD

Gold Coast

(07) 5572 2122
goldcoast@linkbusiness.com.au
The Atrium,
Level 2, 15 Lake Street,
Varsity Lakes, QLD

Adelaide

(08) 8334 0600
adelaide@linkbusiness.com.au
10 Dequetteville Tce,
Kent Town, SA 5067

LINK New Zealand linkbusiness.co.nz

Northland

Auckland, North Shore

Auckland, Ellerslie

Waikato

Bay of Plenty

Wellington

Christchurch & South Island

LINK South Africa linkbusiness.co.za

Ballito

Benoni

Garden Route

Centurion

Durban

East London

Westrand

Knysna/Plettenberg Bay

Margate

Polokwane

Port Elizabeth

Western Cape

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OF BUSINESS OPPORTUNITIES SECTION

19	\$1 million plus
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LINK United States linkbusiness.com

Los Angeles

Phoenix

St. Louis

San Diego

Dallas

LINK Australia

Level 1, 181 Botany Rd, Waterloo, NSW 2017, Australia

For further Link franchising opportunities please contact Managing Director of LINK Australia, Mark Jason - link@linkbusiness.com.au

Businesses for sale - \$1 million plus

Registered Training Organisation Poised for Growth ref: 13666



Uniquely placed to provide operations support, systems operation training and maintenance training for mechanical, electrical, electronic and steam power generation - Issuing statements of attainment and qualifications.

Significant growth forecast for 2016:

- PSAs in place with listed blue chip mining companies
- RTO partnering agreements with major players in the energy industry
- Recent industry consolidation
- Significant project contracts pending

Location: South East Qld **Asking Price:** \$1,200,000

Broker: Troy Potter / 0412 286 176 / troyp@linkbusiness.com.au

Confectionery Related ref: 13523



Global opportunity for any private equity or similar related companies. Showing a net profit of close to \$2,000,000.

- Currently operating in over 20 countries
- IP and patents in 40 countries
- 144 countries in which patents are registrable
- Could easily be expanded to states in various countries
- Operating from production centres
- Huge potential revenue exceeding \$100m
- This is not a franchise

Location: South East Qld **Asking Price:** \$9,895,000

Broker: Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

Heavy Vehicle Maintenance & Service Contracts ref: 13199



Turnover - \$3.815m

EBITDA - \$458k

Plant & Equipment - \$555k (approx.)

- Located SE Qld - outstanding location & purpose built facility
- Long standing & highly qualified staff with strong systems & procedures in place
- Spare parts & repairs to all makes, models & sizes of trucks & trailers
- Queensland transport approved inspection station for heavy vehicles

Location: South East Qld **Asking Price:** \$1,500,000 plus Stock

Broker: Graham Tippett / 0418 782 082 / grahamt@linkbusiness.com.au

Air Conditioning Install and Service Business for Sale ref: 13406



South East Queensland's leading air-conditioning and refrigeration operation specialising in design, supply and installations & servicing to the health and medical sector. State government building and asset services contracts in place with police/courts, ambulance, and fire stations from the Sunshine Coast to the Tweed River.

Secure your future call today!

Location: Brisbane **Asking Price:** \$2,990,000 plus SAV

Broker: Frank Willett / 0415288954 / frankw@linkbusiness.com.au

Businesses for sale - \$1 million plus

\$6m Acquisition with Potential \$70m pa USA Upside ref: 12991



Australasian manufacturer of world-leading products selling in the \$50k - \$300k range. Looking for business with good U.S. connections/network, or an entrepreneur who can manage a new small U.S. sales network to realise the North American potential and further develop the Australian market.

Genuinely solid low-risk but high-upside opportunity for the right buyer. Current turnover \$10m and EBITDA \$1.4m.

Location: Australia / New Zealand / USA **Asking Price:** \$6,000,000
Broker: Garth Nell / 0406 109 150 / garthn@linkbusiness.com.au

Commercial & Industrial Manufacturer & Installer ref: 13393



Manufacturer, installer and provider of maintenance and services for diversified clients throughout the greater Brisbane area.

- Blue chip and diversified industrial, commercial and retail client base
- Skilled, dedicated and trained staff
- Perfect for hands on owner/operator
- Sustained revenue growth and superior margins
- Great returns with potential for product expansion
- Opportunities for inter-state growth and/or corporate angles

Location: Brisbane **Asking Price:** \$2,700,000 WIWO
Broker: Garth Nell / 0406 109 150 / garthn@linkbusiness.com.au

Takeaway Eatery Prime Corner Location ref: 13675



LINK is proud to announce this is one of four prominent fully managed food businesses in Brisbane CBD owned by the same group being offered for sale.

- Buy one or buy them all to add to your portfolio.
- Trades 5 days
- Fully staffed. Fully managed
- Fantastic exposure site
- Gross Rent at 7.4% of sales, unbelievable
- Lease till 2034. The list goes on.

You will have to pay \$1.2m for this business opportunity but it's money well spent.

Location: Brisbane **Asking Price:** \$1,200,000 plus SAV
Broker: Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

Rural Taxi Service ref: 13415



- First time offered on the market in 15 years
- No competition!
- Four licensed taxi plates, exclusive area
- 2 Sedans and 2 Maxi Cabs with wheelchair access
- Owners only work 1.5 days a week
- Latest call and logging systems

Location: Kingaroy, Queensland **Asking Price:** \$1,200,000 WIWO
Broker: David Morris / 0410 716 025 / davidm@linkbusiness.com.au

Businesses for sale - \$1 million plus

Sub Sandwich

ref: 13380



- This shop is one of the best on the Gold Coast and nets \$325,000 as an owner/operator
- Owner has owned for 10 years and it has grown each year
- Excellent location in the middle of the Coast with huge captive market
- Time to join one of the best food franchises in Australia

Location: South East Qld **Asking Price:** \$1,150,000 plus Stock
Broker: Tim Craft / 0411 874 452 / timc@linkbusiness.com.au

Motel Business & 6 Acre Freehold

ref: 10790



Net Profit \$199,025 (2014).

- Easily operated by husband & wife plus one casual
- The cabins/units will be freshly painted by current owners before settlement!
- Opportunity to increase the number of units from 18 to as many as you want in order to increase the net and value of the current business!
- Licensed operated restaurant on site

Location: Qld – Central & West **Asking Price:** \$1,700,000
Broker: Steve Gracie / 0406 686 383 / steveg@linkbusiness.com.au

Top End Auto Panel Shop

ref: 13577



- Long established
- Top premises and highly skilled staff
- Showing net of over \$900,000 in 2015 and still has capacity to grow
- This excellent business deals mostly with the top end vehicles
- Freehold also available

Location: Brisbane Region **Asking Price:** \$2,400,000 plus Stock
Broker: Tim Craft / 0411 874 452 / timc@linkbusiness.com.au

Air-Conditioning Services

ref: 13493



Established over 25 years. Commercial contracts, leading brands, huge database. Nationwide warranty agents. 5 days per week - sub-contractors in place. Owners work 30 hours per week quoting. Netting over \$300,000pa. Price includes 4 sign written vehicles. Huge potential to expand on TSM client base. Owner wishing to take a step back after 30 years in the industry.

Location: South East Qld **Asking Price:** \$1,000,000 plus Stock
Broker: Baz Sanjakdar / 0412 488 008 / bazz@linkbusiness.com.au

Businesses for sale - \$1 million plus

Famous Licensed Japanese Restaurant in Brisbane

ref: 13352



- Busy and good location, close to city
- Trading 7 days
- Turn over \$42,000 - \$60,000 per week
- Long lease and reasonable rent
- Modern and styled fit out, chef's kitchen, seating 120-140 people
- Well trained staff will stay, fully under management
- Great net profit, good cash flow business
- Suitable for business investor and business operator

Location: Brisbane **Asking Price:** \$1,450,000 plus SAV

Broker: Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

Wholesale Distribution Packaging Products

ref: 13333



Offered for sale for the first time.

The current owners have run the business for over 20 years & are ready to move on. The business operates Monday to Friday servicing bakeries, restaurants, cafés, pizza shops, fish and chip shops, fruit and vegetable shops, clubs, pubs, retail, specialist boutique stores and other industrial markets.

Consistent annual revenues in excess of \$6m & profits exceeding \$800k per annum. Selling Business to Business with excellent opportunities for even more growth - this business has maintained its levels throughout the current economic climate.

The business currently operates from a warehouse with attached office space. There is the opportunity to relocate this business or negotiate a new lease.

Location: Brisbane **Asking Price:** \$2,500,000 plus SAV

Broker: Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

Market Dominating Online Superstore

ref: 13772

Established in 2004 this business has grown to be Australia's biggest online superstore in an industry with substantial headroom for further growth underpinned by a \$30,000 investment in the development of a custom designed state of the art on line platform. This is a unique business targeted at end-users, which is not effected by economic cycles and generates strong positive cashflow and financial performance. Experienced loyal staff in place, directors/ owners looking to pursue business interests elsewhere.



- Over \$1.1m net in 2015
- Selling price includes stock of over \$2 million
- Excellent systems and processes in place
- Effective customer service
- Good reputation for speedy order turnaround and delivery
- High level of repeat business
- Data base of over 70,000 customers
- 50,000 product lines
- Growth market with no effective competition
- Easy to operate under management
- Business not location dependent

This business would suit a similar online organisation looking to expand their customer base, or a red brick retailer looking for a jump start opportunity to access on line visibility.

Expressions of interest are invited from business principals.

Location: Sunshine Coast **Asking Price:** \$4,600,000

Broker: Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Businesses for sale - \$1 million plus

Air Conditioning: Commercial & Major Projects

ref: 12230



- Townsville based operation specialising in design, supply, installation & servicing across a broad spectrum of mechanical services
- Air conditioning, refrigeration & ventilation
- Turnover over of \$8.9m
- Boasts major clients across state and national in education, health, defence & justice
- Major supplier to local & state wide industry & construction
- Backed by highly skilled & qualified staff
- Company name of more than 30 years

Location: Townsville, Queensland

Asking Price: \$3,600,000 plus Stock plus WIP (incl. Freehold)

Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Civil Construction & Equipment Hire Mt Isa

ref: 13532



- Established over 20 years
- Core of the business is plant and machinery hire, specialising in earthmoving, excavating, demolition etc
- Full training to the new owners over a period of approximately six months
- Asking price includes all unencumbered plant & equipment with current second hand valuation of \$1.68m
- Genuine sale due to the current owner retiring presents a great opportunity with all the hard work in setting up done, extensive equipment purchases made

Location: Mt Isa, Queensland **Asking Price:** \$1,750,000

Broker: Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Removal Company - Interstate & Local

ref: 13729



- Privately established business since 1994
- Strong positive reputation & high repeat customer base
- Highly trained team of professional staff
- Fully systemised
- Complete procedures manual in place
- Excellent fleet of vehicles all in top condition included in sale of the business
- Banks favourable to finance the purchaser

Location: Gold Coast **Asking Price:** \$1,000,000 ONO

Broker: Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Removalist / Storage – National & International

ref: 13653



- First time on the market
- Established for over 20 years
- Excellent credentials
- Consistent strong financials with Net Profit of \$1.45m (2015 FY after wages to owners)
- Return on Investment of 28% (2015 tax year)
- Proven systems and processes in place
- Retirement sale, owners prepared to stay on for an indefinite period of time to allow a smooth transition

Location: Brisbane **Asking Price:** \$5,200,000

Broker: Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Businesses for sale - \$1 million plus

Impressive Residential Estate

ref: 13689



- Quality built security gated estate is situated in the heart of the Gold Coast
- Close to all amenities and is nestled quietly amongst lakes and an international golf course
- Substantial Body Corporate salary of \$133,000 and healthy rent role
- Net Profit \$205,000, Managers residence \$480,000, Management Rights \$1,150,000
- Managers two bedroom residence is generously proportioned and finished to a very high standard
- Beautifully maintained and has top class facilities including a large resort style pool, gymnasium and community lounge
- Purchase price also includes a large inventory of equipment including a Ford 1 ton Ute, ride on mower and a range of commercial quality gardening equipment

Location: South East Qld **Asking Price:** \$1,630,000

Broker: Steve Gracie / 0406 686 383 / steveg@linkbusiness.com.au

Wildlife Park – Business/Property/Residence

ref: 13595



Iconic family park offering real Australian wildlife experience – established 25 years.

- Prime location with great exposure - gateway between Gold Coast and Brisbane
- Popular location for school/kindergarten/childcare excursions, birthday parties, club functions and family outings
- Offers wide range of activities including freshwater fishing, animal feeding & petting, overnight camping and paddle boating
- More than 3 hectares of freehold land, freshwater lakes and immaculate, self-contained two bedroom Queensland home
- Very low operating costs - entire establishment runs on \$40k solar system
- Property has 12 sheltered enclosures with BBQ and picnic facilities – great for school projects or family eating areas

Location: Queensland West **Asking Price:** \$1,500,000

Broker: Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

Fruit & Vegie – Retail – SE QLD

ref: 13703



\$4.5m turnover.

- Fully managed – EBITD \$1m plus
- Very popular shopping centre, head tenant Woolworths
- Strong lease – low rent under 6% turnover
- Located directly outside Woolworths
- Gold Coast Region

Location: South East Qld **Asking Price:** \$1,980,000 plus Stock

Broker: Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Water Distribution

ref: 13564



Twelve years same owners. Growth each year and profits increasing. Average net 3 years \$471,741 and lots of growth potential.

Here is a steady business to buy with lots of potential. Regular clientele buying every day.

This is a winner and you cannot lose.

Location: South East Qld **Asking Price:** \$1,400,000 plus Stock

Broker: Tim Craft / 0411 874 452 / timc@linkbusiness.com.au

Businesses for sale - \$1 million plus

Live, Work and Play in North Qld - Freehold

ref: 12825



This is a fantastic opportunity to change your life and enjoy an enviable working lifestyle in Tropical North Queensland.

The only foodservice distribution and iceworks business in the region, established for over 35 years. Turnover in excess of \$2.7m.

This freehold property includes, warehouse with coldrooms and freezers and a 4 bedroom family home with pool and guest accommodation and a vacant block of land adjacent to the property.

Location: Coastal **Asking Price:** \$1,980,000 plus SAV

Broker: Roland West / 0450 484 008 / rolandw@linkbusiness.com.au

Wine Country B & B – Hunter Valley

ref: 13358



Welcome to beautiful Paterson one of the Lower Hunter Valley's most desired real estate locations known for its lush green rural setting close to Maitland CBD.

Here is a chance to invest and own a piece of history. This ex Commercial Banking Co building is in immaculate condition and features; a full café, separate dining room, commercial kitchen, bar and lounge area, 6 guest rooms, a managers residence and a massive 5 car garage, utilised as garage/workshop additional living space/retreat and storage.

Accommodation and the cafe provide dual income opportunities that will enhance your return on your investment. There is room here for the family, pets or perfect for couples and a few toys.

Location: Paterson (Hunter Valley) **Asking Price:** \$1,100,000

Broker: Shane Fox / 0415 407777 / shanef@linkbusiness.com.au

Fruit & Vegetable - Import, Export, Wholesale & Distribution

ref: 13450

Exceptionally long established, highly profitable and reputable industry leader. Operating from state-of-the-art facilities this business boasts some of the best & most efficient cold storage, sales & distribution facilities that you are ever likely to see anywhere in the world.

- Annual Turnover in excess of \$30,000,000 & growing annually



- Exceptionally profitable business with proven longevity & quantifiable opportunity for major expansion
- Long term suppliers relationships
- Highly developed business systems, operational capabilities in place
- Magnificently presented including immaculately presented corporate offices
- The world class facilities & all plant & equipment are included as part of the sale
- Prominent, high profile, enviable & nationally recognised trading location
- A long term handover & management transition is on offer by the highly experienced owners
- Business migration investors, international investors & investment groups from across the globe are urged to enquire

Location: Brisbane **Asking Price:** \$20,000,000

Broker: Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

Businesses for sale - \$1 million plus

Electrical Contracting Business for Sale

ref: 13491



The company is focused on providing complete electrical installations to large residential estates, along with services covering all aspects for the modern home market, balanced with a range of commercial work.

- Long established brand name in the industry
- General manager is prepared to stay on
- Strong technical performance

The business achieved a turnover of \$8.6m in 2014 increasing to approx. \$10m in 2015. Offers a potential buyer solid returns and the ability to keep growing.

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

Broker: Vince Konig / 0430332208 / vincek@linkbusiness.com.au

Direct Wholesale Imports and Retailer

ref: 13624



- Direct Importers sourcing from Asia, India and the Mediterranean. Travel overseas sourcing exotic & unique products
- Also includes 2 excellent fully managed retail outlets
- Located in premium highly sort-after locations with tremendous foot traffic
- Excellent turnover averaging over \$2M p.a.
- Stable profitable business with excellent returns
- Travel overseas sourcing exotic and unique products
- Operating over 15 years
- Huge opportunity to grow

Location: Sunshine Coast **Asking Price:** \$600,000 plus Stock \$550,000

Broker: Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Freehold Apartment with Cafe – Hunter Valley

ref: 13591



Morpeth is one of those beautiful historic towns that oozes character and charm. This two story commercial premise was built in 1863 and has a residence upstairs and DA approval for extensions and a separate studio apartment.

The award winning ground floor business known as Graze Takeaway & Deli is set in one of the best positions on the street with sensational outlook.

Location: Morpeth, NSW **Asking Price:** \$1,650,000 plus SAV

Broker: Shane Fox / 0415 407777 / shanef@linkbusiness.com.au

Home Improvements Central Coast & The Hunter

ref: 13588



- Current owner manages the business with no hands on role
- 2015 adjusted net profit to the owner over 40% of the asking price
- Only trades Monday to Friday 7am to 5pm
- Includes an extensive list of assets
- The sale will include all work in progress currently over \$1M = cash flow
- Extensive long term lease is on offer or freehold property available for \$1.3M

Location: Newcastle area **Asking Price:** \$1,600,000 plus SAV

Broker: Shane Fox / 0415 407777 / shanef@linkbusiness.com.au

Popular Restaurant For Sale North Shore Sydney

ref: 12858



- Highly popular restaurant with multiple awards. Extremely well established, trading for 8 years with sales exceeding \$2,300,000 for 2013/2014
- Excellent opportunity for a purchaser to take advantage of the considerable time, effort and skill taken by the owner to build the business
- Liquor license for 160 with off premise license for catering
- Daily operations are performed under management
- Immaculate fit-out that will impress
- Owner offering extremely attractive handover terms. Highly motivated to sell this profitable business due to family reasons

Location: New South Wales **Asking Price:** By Expressions of Interest
Broker: Dan Levitus / 0450 326 146 / danl@linkbusiness.com.au

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Clothing Manufacturer – T/O \$5 Million PA

ref: 12912



- Exclusive control over designing, manufacturing
- Has its own 3 distinct fashion brands with another new brand coming on the market
- All brands are patented
- Consistently solid cash flow providing a safe and long term high income
- Lifestyle business created with a solid platform for major growth and expansion
- Very strong credibility, awareness and interest in product line
- Tried, tested and proven marketing strategies that have accelerated growth
- EBITDA at \$1,000,000 PA

Location: New South Wales **Asking Price:** \$3,000,000
Broker: Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au

National Fitness & Sporting Goods Distributor

ref: 13040



Importer and distributor of a broad variety of fitness & sporting products to a wide-ranging customer base.

Key investment features include:

- FY2014 sales over \$11 million
- Extensive range of products
- Running and growing under management
- No customer or supplier dependencies
- Multiple locations
- Established 10+ years
- Good growth prospects

Location: Melbourne/Sydney **Asking Price:** \$1,500,000 plus Stock
Broker: Heath Nicholson / 0413 317 380 / heathn@linkbusiness.com.au

Businesses for sale - \$1 million plus

Large Sydney Civil Construction Contractor

ref:13695



- Highly reputable civil contractor carrying out large projects across Sydney
- Providing a wide range of services in Bulk earthworks, Civil earthworks, Subdivision, Environmental rehabilitation etc
- Minimum of \$6.5m worth of equipment including a fleet of dump trucks, rollers, dozers, excavators, loaders, scrapers, graders, compactors etc.
- Experienced and skilled management team in place willing to remain on
- Successful track record on large within civil, mining and construction projects
- Integrated Management System to meet WHS, quality & environment standards
- Over 60 experienced and skilled staff members
- Freehold available as an option

Location: Sydney Region **Asking Price:** \$7,000,000

Broker: Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Takeaway Food Business and Property

ref: 11735



- Long established and well known to truck drivers, couriers and others for the best hamburgers and fish and chips
- Turnover \$22,000 per week
- Easy parking and ample parking spots
- Valuable property that keeps increasing in value

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

Broker: Ray Jason / 0404 477 750 / sydney@linkbusiness.com.au

Exceptional Beach Front Restaurant

ref: 13109



- The three must haves in hospitality POSITION, POSITION, POSITION!!
- Exceptional profitability; costs are nearly all fixed including staff
- Great rental, less than 6% of turnover, with long lease
- Long term staff in place and a loyal local following
- Intimate and welcoming atmosphere
- Opened 1997 and changed to current format in 2010 with the current owner
- Shown growth every year with turnover set to top \$3m in this financial year
- Great spend per head and a regular base of clientele established

Location: New South Wales **Asking Price:** \$2,200,000

Broker: Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

Highly Regarded Cafe

ref: 13483



- Exceptional foundation created over 10 ½ years
- 2015 FY was best year on record
- Lifestyle business providing great value food and coffee, accompanied by a pleasant atmosphere and friendly customer service
- Positioned in a good location with very high foot traffic
- Recently renovated and boasts a 6.5 year long lease
- Consistently solid cash flow providing a long term high income
- Solid platform for major growth and expansion through night trade and other avenues

Location: Sydney **Asking Price:** \$1,590,000

Broker: Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Leading Car Dealership & Auto Service Business

ref: 13540



Great opportunity to acquire a well-established and highly profitable car dealership. Features include:

- Leading Japanese car brand with opportunity to add additional brands
- Perfectly located in a busy main road location in the NSW Hunter Valley Region, with plenty of demand for new cars and ongoing after sale service
- High sales and huge profits. Nets current owner in excess \$1,500,000 pa
- Long term lease available or purchase the property is an option
- Great team of 20 skilled, dedicated and trained staff including General Manager already in place

Location: Hunter Region, NSW **Asking Price:** \$3,500,000
Broker: Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Top Juice - Sydney CBD

ref: 13430



As one of Australia's fastest growing franchises, Top Juice sells a variety of freshly made juices, delicious salads and healthy yoghurts. This highly prominent CBD location store has plenty of passing traffic and a high turnover with an average weekly sales of \$34,000 ex GST. Top Juice are seeking a high performer for one of their flagship stores. There are significant efficiencies a franchisee could make to this corporate store.

Location: Sydney CBD **Asking Price:** \$1,100,000
Broker: Gareth Wolrige / 0448 715 762 / gareth@linkbusiness.com.au

Highly Reputable Training Organisation RTO

ref: 13569



This business has been operating nationally with a commanding industry position for the provision of complete and sustainable business transformations. A highly reputable RTO boasting a coveted Blue Chip Client base developed over 10 years, this business offers training qualifications that target businesses of all sizes. With a forecasted 2016 EBIT of over \$1 million, this business also has established favourable partnerships, particularly with TAFE organisations that have brought solid funding to the business.

Location: NSW **Asking Price:** \$2,500,000
Broker: David Fitzgerald / 0411 693 588 / davidf@linkbusiness.com.au

Solid Fabrication and Drainage Business for Sale

ref: 13435



With a 2015FY EBIT of \$760k, this fabrication and drainage business has already started the 2016FY extremely well with solid sales and excellent profit growth. Specialising in a variety of skilled trades to ensure that it is not too reliant on any one area, the business exclusively boasts a long list of satisfied and loyal customers over 15 years including Westfield, Australand and Buildcorp. This business is rapidly expanding nationally, particularly in its exclusive drainage product.

Location: Sydney **Asking Price:** \$2,000,000
Broker: David Fitzgerald / 0411 693 588 / davidf@linkbusiness.com.au

Businesses for sale - \$1 million plus

Dangerous Goods Consultants

ref: 13512



This business has an exceptional foundation created over 25 years, and has generated a solid platform for major growth and expansion with enormous upside potential. The business has very strong credibility, providing a consistently solid cash flow for the business. The business had a 2015FY turnover exceeding \$480K. With a specialist, experienced team that is highly regarded in its industry, this business has tried, tested and proven procedures that will ease the new owner's transition process.

Location: Victoria **Asking Price:** \$1,150,000

Broker: David Fitzgerald / 0411 693 588 / davidf@linkbusiness.com.au

High Profit Coffee Roaster Wholesale and Retail

ref: 13670



- Well established business trading for over 2 decades as a prominent brand
- Roasts 3 tons per week out of their 1000 sq metre warehouse
- 30kg and 60kg state of the art roasters, silos, packers and equipment with full automation, requiring minimal labor
- Niche position in the pure coffee market segment
- Consistent annual growth of 13.8% per year for last 5 years
- Transferable relationships with client base and suppliers
- Strong profitability model, represent high returns with multiple revenue streams
- Attractive handover terms to the approved purchaser

Location: Sydney Region **Asking Price:** \$2,750,000

Broker: Dan Levitus / 0450 326 146 / danl@linkbusiness.com.au



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LINK Corporate is a division of Australia's largest business brokerage; **LINK - The authority on selling businesses.** Founded in 1996, LINK has enjoyed considerable growth since becoming an international network of brokerages. While LINK deals with businesses of all sizes and from all industries, LINK Corporate specialise only in larger more significant businesses, typically selling for in excess of \$1 million.



Portfolio of Businesses

Current Opportunities include:

- Large Scale Dairy Unit
- Manufacturing Import & Wholesale
- Investment Partnership
- Construction Industry
- Stainless Steel



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Team of Brokers

Our brokers have acquisition opportunities for serious investors. If you are considering selling a business or are looking to acquire a business, a broker from our LINK Corporate team may be your ideal partner.

Brisbane | Gold Coast | Sunshine Coast | Sydney | Newcastle | Adelaide | North Queensland

Managed Loans – Gold Coast Master Franchise ref: 13585

- Net Profit \$150k
- Successfully operating on the Gold Coast for more than 9 years
- Well established loan centre with complete Australian accreditation
- Fully managed with excellent systems and procedures in place
- Very low overheads and economical rent of only \$480 per week



Location: South East Qld **Asking Price:** \$265,000
Broker: Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

Café at Carrara Markets ref: 13381

- Work only 2 days per week
- Established for over 20 years with only 2 owners in that time
- First time offered for sale in 13 years
- Excellent cash flow - owners will cash trial the business
- Exceptional Net Profit
- Owner will look at all reasonable offers



Location: South East Qld **Asking Price:** \$230,000 WIWO
Broker: Deirdre King / 0451 531 614 / deirdrek@linkbusiness.com.au

Wild Cards & Gifts Helensvale Franchise ref: 12982

Year end June 2015 Net (ex GST) sales \$1,066,024. Net Profit \$245,000.

Very busy and very profitable business, a great investment that is easy to operate. Full support from Franchisor.

Located in one of Australia's best shopping centres for turnover per m2 with strong growth each year.

The shop fit is current and up-to-date so nothing to spend, just move in and enjoy the profits.

Location: South East Qld **Asking Price:** \$449,000 plus Stock
Broker: Tim Craft / 0411 874 452 / timc@linkbusiness.com.au



Beachside Coffee Shop – Daytime Only! ref: 13716

- Weekly average turnover \$10k
- Weekly coffee sales 38kgs
- Weekly rent \$950
- Opportunity to open evenings
- Prime position on busy highway and walk to beach
- Profitable ideal for owner/operator



Location: South East Qld **Asking Price:** \$185,000 plus Stock
Broker: Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Absolute Beach Front – Palm Beach Management Rights ref: 13524



- Walk out onto the beach
- Close to major transport
- Minimal gardening
- Excellent repeat clientele
- Scope to improve occupancy
- Well maintained building. Planned foyer refurbishment
- Comfortable Managers residence
- Excellent Body Corporate
- Low business multiplier!
- Net Profit \$79,000
- Managers apartment \$440,000, Management Rights \$315,000

Location: South East Qld **Price:** \$755k – all reasonable offers considered
Broker: Steve Gracie / 0406 686 383 / steveg@linkbusiness.com.au

Corporate Café – 5 Days ref: 13696

Established over 20 years in busy business district, servicing office workers, current owner 4 years. Trading Mon - Fri 7am - 3pm. Semi-managed operation, with 5 staff members in place. 1 owner working 35-40 hours per week. T/O \$11,000 per week, with a net profit of approx. \$160,000pa. Fully equipped kitchen, with alfresco undercover dining area. Cheap rent \$3,000 per month with 10 year lease.



Location: South East Qld **Asking Price:** \$350,000 plus Stock
Broker: Baz Sanjakdar / 0412 488 008 / bazu@linkbusiness.com.au

SE QLD Transport Business for Sale ref: 11323

Consistently owned and operated by the same family for 40 years this business has developed a reputation for service and delivery.

They have effectively monopolised general freight transport in their geographical location.

The business services approximately 260 regular customers primarily between Brisbane and Toowoomba, an area of South East Queensland which is growing at a massive rate.



Location: South East Qld **Asking Price:** \$600,000
Broker: Vince Konig / 0430332208 / vincek@linkbusiness.com.au

Businesses for sale - Queensland

Wholesale / Distribution – Blue Chip Clients

ref: 13628



Net Profit \$329,000 (EBITDA) (after \$100k owner's salary)

- Import and supply selective ranges of promotional products for global blue-chip companies
- Established 9 years in Australia with 18 years of long standing client relationships
- Home based business with extremely low overheads – work from any home office in Australia
- No staff necessary. This business runs as a one-person operation
- Excellent lifestyle business with some overseas travel required
- Easily managed business with most work done by phone and email
- Simple logistics - no warehousing needed for storage or dispatch

Location: Queensland **Asking Price:** \$595,000

Broker: Myron Plumb / 0415 303 370 / myronpl@linkbusiness.com.au

Epoxy Custom Flooring

ref: 13210

Custom epoxy flooring business specialises in epoxy trowel & roll coatings, polished concrete, seamless flake and various other applications.

Established in 1998 and still owned by the same vendor.

Highly profitable and offers an excellent ROI. Southern end of the Gold Coast but could easily relocate to suit a new owners.

Procedures/staffing in place, can be operated as an owner/operator or under management.

Location: South East Qld **Asking Price:** \$650,000 (incl. Stock)

Broker: Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au



Gold Coast – Bread Run Delivery

ref: 13096

- Delivering exclusively for Gold Coast Bakery
- Exclusive delivery area
- Independent operator as opposed to a Franchise
- Very simple to operate, full training given
- Sale price includes delivery truck
- Net Profit for 2014-15 approx. \$110,000 plus



Location: South East Qld **Asking Price:** \$72,000

Broker: Deirdre King / 0451 531 614 / deirdrek@linkbusiness.com.au

Tapas Bar - Licensed

ref: 11468

Expected Net Profit for 2015 \$200,000 plus

- 7 year lease - great position in centre – alfresco
- Ideal business for couple
- 5 evenings only + Sunday lunch - short hours
- Regular local customer base and tourists
- Accountant prepared figures



Location: South East Qld **Asking Price:** \$300,000 plus Stock (Neg.)

Broker: Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Gold Coast Pool Fencing

ref: 12337

Net profit 2015 - \$110,127.

- Owners retiring and ready to go now, the business is partly managed
- Specialising in Glass Pool fencing, balustrade, privacy blinds and installations
- Highly respected and lots of referrals and future orders
- Imports some high margin components from China



Location: South East Qld **Asking Price:** \$195,000 plus Stock

Broker: Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Online Learning

ref: 13414



Net Profit \$140,000

- Established brand, reputation and intellectual property assets
- Robust business and technical systems
- Virtual operation with limited overheads
- Expert team of contractors
- Good customer base, recurring revenue stream and profitability
- Strategic partnership with world-class software company
- Future growth potential in expanding industry
- Owner works approx. 20-25 hours per week

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

Broker: Troy Potter / 0412 286 176 / troyp@linkbusiness.com.au

Niche Café in Prime Precinct

ref: 13636

- Solid business established over 8 years, with repeat local clientele
- Fully managed, easy to run with excellent return to owner
- Recently refurbished, well presented with huge outdoor undercover dining area
- Fully equipped kitchen, bar with full liquor Licence and separate coffee bar
- Reasonable rent and long lease
- Current turnover over \$30,000 per week, and netting approx. \$350,000pa after all expenses



Location: South East Qld **Asking Price:** \$700,000
Broker: Baz Sanjakdar / 0412 488 008 / bazu@linkbusiness.com.au

Dynamic Business at Carrara Markets

ref: 13345

- Tool Town - a supplier of specialist tools and art supplies
- Stable profits from turnovers, est. for 20 years
- 2 days operation per week
- Ideal for couple to operate or semi-retired handy person
- A tried and tested retail formula
- On-line opportunities for expansion
- Popular with repeat customers
- Competitive prices for the tool and art enthusiast



Location: South East Qld **Asking Price:** \$180,000 WIWO
Broker: Deirdre King / 0451 531 614 / deirdrek@linkbusiness.com.au

Blue Chip Coffee Boutique

ref: 13386

Trendy coffee boutique in a great beachside location with brand new fit-out.

This is an excellent opportunity for an entrepreneur to acquire this boutique, with sales over \$15,000 per week and 30kgs coffee per week.

Rent is less than 10% of the weekly sales.

The coffee boutique is presently under management with highly qualified staff in place.



Location: South East Qld **Asking Price:** \$375,000 plus Stock
Broker: Graham Tippett / 0418 782 082 / grahamt@linkbusiness.com.au

Automotive Service & Spares

ref: 13398

Automotive business has been on the Gold Coast since 1991. The business services, repairs and supply's spare parts.

It would suit a mechanic who has the choice of working in the business or just managing it.

Opportunity to purchase the freehold or create a new lease with 3 x 3 x 3 years.

Currently operating 5 days a week, will net a new owner over \$100,000pa.



Location: South East Qld **Asking Price:** \$295,000 (incl. all Stock)
Broker: Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

Truck with Guaranteed Income – Run 3

ref: 13623

Purchase a 55 cubic metre truck with a contractual agreement in place for 3 years. All job bookings and work allocations are done from head office. Job sheet with run is handed to you every week. Receive a minimum \$4,000 per 4 day run, with a minimum of 60 runs guaranteed per year all year round. Will earn an owner/driver approx. \$240,000pa turnover.



Location: South East Qld **Asking Price:** \$140,000
Broker: Baz Sanjakdar / 0412 488 008 / bazu@linkbusiness.com.au

Fully Managed Green Technologies Company Nth Qld

ref: 12753



Fully managed franchise leads the market as one of Australia's premier advisers, suppliers and installers of household and commercial energy efficient products and solutions.

Current product range includes:

- Solar Power, Energy Storage, & Charge Stations
- Solar & Tankless Hot Water
- Skylights/Sky Tubes
- Ventilation
- Insulation
- Wind Power
- LED Lighting
- Energy Management Systems

Location: Queensland **Asking Price:** \$799,000 plus Stock
Broker: Carisa Hunn / 0448 017 919 / carisah@linkbusiness.com.au

Carpet Cleaning – Gold Coast – Est. 14 Years

ref: 13225

Net Profit \$106,000

- 90% of work is with ongoing commercial clients - real estate agencies, management rights, high rises etc.
- Well recognised name on the Gold Coast for all carpet & upholstery cleaning services
- No premises needed. Work from home - no overheads!
- 2 x vehicles incl. new 2014 Mercedes VITO



Location: South East Qld **Asking Price:** \$145,000 WIWO
Broker: Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

Businesses for sale - Queensland

Best Optometrist in Town with Great Returns

ref: 12946

Yearly Turnover \$618,350 (avg 3 yrs)

- Busy optometrist with a large diverse patient base
- Growth prospects enhanced by proposed city developments
- Sustained new patient growth
- Full scope independent optometry practice in busy street location
- No direct competition - loyal well trained staff in place
- Perfectly laid out practice - all equipment included in the sale



Location: Queensland **Asking Price:** \$499,000 plus Stock
Broker: Carisa Hunn / 0448 017 919 / carisah@linkbusiness.com.au

Boutique Custom Caravan Manufacturing

ref: 13731



This business is one of only a few 5th Wheeler manufacturers in Australia, known for its high quality build, high-tech lightweight construction, excellent durability and modern interior designs.

- Respected name in the industry
- Effective and high profile websites
- Comprehensive design and manufacture systems in place
- Skilled and reliable staff
- Plant & Equipment included
- Database of past and future customers

Location: South East Qld **Asking Price:** \$195,000 plus Stock
Broker: Troy Potter / 0412 286 176 / troypp@linkbusiness.com.au

Great Lifestyle Home Based. Earn \$90K

ref: 13407

Work 2 hours a day from home Monday to Friday

- Clean business and very well organised
- Established procedure manuals and systems
- Orders received via the websites and phone
- Minimal input by owner as most work is done by contractors
- Can be run from any Brisbane location



Has the capacity to be expanded to incorporate additional product line for increased profits.

Location: Brisbane **Asking Price:** \$135,000 WIWO
Broker: Paul McIlroy / 0426 263 918 / paulm@linkbusiness.com.au

Family Business Franchise Cafe

ref: 13750

Muffin Break located North of Brisbane

- Coffee sales 35kg pw
- Current image
- Refurbished & lease to 2020
- Suit active owner or working partnership



Location: Brisbane **Asking Price:** \$220,000 plus SAV
Broker: Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Sub Sandwich Franchise Brisbane \$25,000 pw

ref: 13606

Worldwide Sub sandwich franchise located in very business Brisbane centre. Key selling points:

- This store is run under management
- Refurbished in 2015
- 6 year lease
- Accountants financials available to qualified buyers



Location: Brisbane **Asking Price:** \$535,000 plus SAV
Broker: Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Brisbane Multi-Platform - 3 for the Price of 1!

ref: 13640

Highly profitable niche food supermarket, café, and e-commerce store.

- Strong lease. 4 years remaining + 5 year option
- Growth industry with few competitors
- Double digit increase in average weekly sales over the past year
- Brisbane inner city main road location with lots of passing traffic and ample off street parking
- High Net Profit and accountant financials available



Location: Brisbane **Asking Price:** \$450,000 plus SAV
Broker: Daniel Burrows / 0450 907 396 / danielb@linkbusiness.com.au

Gourmet Cuisine Takeaway in Busy Complex

ref: 13715

Popular non-franchised hot chicken take-away attached to attached to main shopping complex alongside TWO major supermarkets

- Security of tenure until October 2026
- Easily visible with main road frontage
- Advertised on complex pylon signage
- Rent less than 10% of sales
- NO Franchise fees, royalties or ongoing marketing payments



Location: Brisbane Southside **Asking Price:** \$240,000 plus SAV
Broker: Daniel Burrows / 0450 907 396 / danielb@linkbusiness.com.au

Managed Gift Franchise – Brisbane’s Busiest Centre ref: 12697



- Net Profit \$135,000 - fully managed
- Established 10 years in one of Brisbane’s busiest Westfield shopping centres
- Largest and most progressive giftware group in Australia
- Excellent systems and procedures in place - very easy for a new owner to learn
- Operating under full management with loyal staff in place
- 5 years left on lease - vary rare to get this opportunity in a major shopping centre
- No direct competitor in the shopping centre
- Business presents extremely well

Location: Brisbane Region **Asking Price:** \$295,000 plus Stock
Broker: Myron Plumb / 0451 303 370 / myronp@linkbusiness.com.au

Long Established Distribution Business. Earn \$500K p.a. ref: 13601

Well established, unique import distribution company distributes high margin consumable products nationwide with a distribution network of almost 1000 outlets.

- Great potential for increased growth
- Simple, effective distribution model in place
- Run under partial management
- No specialised skill required
- Based in Brisbane but can be relocated if required



One of the leading distributors in the industry with very little competition.

Location: Brisbane **Asking Price:** \$875,000 plus SAV
Broker: Paul McIlroy / 0426 263 918 / paulm@linkbusiness.com.au

Pizza Hut Franchise - Brisbane ref: 13645

- Rent at an excellent KPI of 7% of sales
- Long and secure Lease until 2026
- Modern and clean business, no money to spend
- Trained staff in place
- Well recognised brand, with training and on-going support
- Banks will have no issue lending on this opportunity
- Accountants financials available to qualified buyers



Location: Brisbane **Asking Price:** \$330,000 plus SAV
Broker: Kevin Li / 0451 505 168 / kevinl@linkbusiness.com.au

Best Restaurant in Ayr ref: 13099

This well established restaurant is located in Ayr’s main street with a brilliant local reputation.

- Strong consistent sales
- 5 days / 2 nights – lifestyle business
- Low rent with great lease
- Seating for 100 guests
- Fully licensed
- Limited competition
- Very well trained and experienced staff



Location: Coastal, Townsville & District **Asking Price:** \$199,000 WIWO
Broker: Dustin Slypen / 0425 121 788 / dustins@linkbusiness.com.au

Sushi Train Restaurant ref: 13754

- Located directly opposite cinema
- Only Asian food within the restaurant precinct
- Fully licensed but is not promoted so massive potential to grow the liquor sales
- Possible price rise of 15%-20% as no price rise for more than 3 years
- All equipment and systems in place
- Trained staff including cooks, no Chef needed
- Outdoor area currently underutilised, great seating potential to generate sales



Location: Brisbane **Asking Price:** \$300,000 plus SAV
Broker: Kevin Li / 0451 505 168 / kevinl@linkbusiness.com.au

Men’s Fashion Retailer ref: 13598



Brilliant opportunity to own the first QLD store of this extremely successful male fashion label. Established in 1937 Reuben F Scarf is a proven performer with an excellent reputation for quality and service. With the wedding season here, spring racing carnival around the corner and the festive season soon upon us the timing could not be better.

- Brand new fit out / refurbishment
- Long 6 year lease remaining
- Under management with very experienced well trained staff
- Capped franchise fees
- High profit margins / lucrative income

Location: Brisbane **Asking Price:** \$375,000 plus SAV
Broker: Dustin Slypen / 0425 121 788 / dustins@linkbusiness.com.au

Businesses for sale - Queensland

Hair & Beauty

ref: 13388



This business has been established for 9 years with the present owner. This is a small to medium sized business and is consistently growing. The salon provides all aspects of hair dressing and beauty at a high level in a private and friendly atmosphere. Since moving into the new salon the sales have increased by 60%. New salon, great location & huge potential.

Location: Brisbane Region **Asking Price:** \$95,000 plus Stock
Broker: Graham Tippett / 0418 782 082 / grahamt@linkbusiness.com.au

Pizza Capers Highly Profitable

ref: 13378

This profitable Pizza Capers business is for sale by long established owner. Located east of Brisbane and first time on the market. Rent at an excellent KPI of 7% of sales. Long & secure Lease until 2023. Accountants financials available to qualified buyers.



Location: Brisbane **Asking Price:** \$420,000 plus SAV
Broker: Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Home Based Profitable Online Business

ref: 13260

Specialty Online retailer of Home and Garden decor specialising in outdoor and indoor living.

- Make money while you sleep!
- Long established website with huge diverse product range
- Sales for this year anticipated to be in excess of \$360,000
- High gross profits with excellent suppliers
- Can be operated anywhere in Australia
- Online retail only, drop-ship, carry minimal



Location: Brisbane (relocatable) **Asking Price:** \$170,000 WIWO
Broker: Paul McLroy 0426 263 918 / Garth Nell 0406 109 150

Bulk Haulage Business South Brisbane

ref: 13055

- Loyal customer base, established 10 years
- Excellent reputation for reliability
- Well maintained plant and machinery
- Loyal, reliable and experienced staff
- Solid platform for expansion and growth
- Plant and equipment insured value \$325,000
- Owner retiring & welcomes all written offers
- Operating 5 days a week with potential for weekend or evening work



Location: Brisbane **Asking Price:** \$125,000 WIWO
Broker: David Morris / 0410 716 025 / davidm@linkbusiness.com.au

Consistently Performing Salon in Inner City

ref: 13597

Well established boutique salon consistently performing year in year out.

- One "Rent-a-chair" stylist paying \$500 a week with the option of more
- 85% gross profit margin & high Net Profit
- Easy access & free parking for customers
- Professional website and fantastic social media presence
- 5 stations, 2 reclining shampoo basins
- Accounting financials available



Location: Brisbane **Asking Price:** \$125,000 plus SAV
Broker: Daniel Burrows / 0450 907 396 / danielb@linkbusiness.com.au

Camping Accessories Importation Wholesale & Distribution

ref: 13562

Australia's most exciting and profitable leisure-based camping importation & distribution business is for sale!

Sales are up over 30% for the first 3 months of this year alone and there are a further 3 camping shows booked in before Christmas, forward customer orders are in excess of \$200,000 and more orders coming in daily.



Current owner earning in excess of \$270k per year! Owner in the USA pursuing new business interest and is not involved in the day to day running of the business.

Location: Brisbane **Asking Price:** \$495,000
Broker: Frank Willett Mobile / 0415 288 954 / frankw@linkbusiness.com.au

Wholesale Distribution Australia & New Zealand

ref: 12236

Wholesale distribution business operating since 2007 specializing in the distribution of niche products and accessories in the formal clothing industry. With over 400 retailers that are supplied across Australia and New Zealand. Fully staffed with great systems in place. This opportunity is suited to an entrepreneur with a passion to take business to the next level or an ideal acquisition.



Location: Brisbane (relocatable) **Asking Price:** \$270,000 plus SAV
Broker: Paul McLroy 0426 263 918 / Garth Nell 0406 109 150

Industrial 5 Day Takeaway and Café Shop

ref: 13342

- Good sized kitchen, extraction (3 metres)
- Walk in fridge & freezer
- Well presented & clean shop
- Plentiful seating
- Ample parking for cars & trucks
- Early start, early finish



Location: Brisbane **Asking Price:** \$75,000 plus SAV
Broker: Kevin Li / 0451 505 168 / kevin@linkbusiness.com.au

Wholesale Plywood Timber Products

ref: 13507

After 25yrs in business the owners are ready to retire. Located on Brisbane's North side, this plywood wholesaling business represents an excellent opportunity to purchase a business with an outstanding reputation and further growth potential.



- Trading 5 and half days per week
- Monday to Friday: 7am to 4:30pm
- Saturday: 7am to 12noon
- Turnover in excess of \$1.3m
- EBPIDT : \$140,000

Location: Brisbane **Asking Price:** \$447,000 WIWO
Broker: Roland West / 0450 484 008 / rolandw@linkbusiness.com.au

Regional Distribution

ref: 13137



A well established food service distribution business based in Gympie, with a great client base, is now ready for a new owner.

- Annual sales in excess of \$4m
- Fully integrated computer system
- New long Lease available
- Great client base
- Same owner 20+ years

An ideal opportunity for those looking to expand outside of the Brisbane area and who are looking for a great facility to service the Wide Bay - Burnett and Sunshine Coast regions.

Location: Sunshine Coast
Asking Price: \$495,000 + SAV Freehold available by Negotiation
Broker: Roland West / 0450 484 008 / rolandw@linkbusiness.com.au

Exquisite Country Retreat

ref: 13288



- 360 degree breathtaking, panoramic views of spectacular mountains & shimmering lake
- 6 acres fully fenced, boasting pristine scenery & complete road frontage
- 4 exceptional dwellings, fully renovated for up to 29 people
- 2 x large sheds for storage & to house plant & equipment
- Increasingly popular wedding event venue
- Large range of nearby activities for patrons to use
- 5 Star Rating on Trip Advisor

Location: Kilcoy **Asking Price:** \$895,000 including freehold
Broker: Terry Slade / 0414 733 693 / terrys@linkbusiness.com.au

Pumps, Water Tanks, Pool Sales and Service

ref: 13425

Samford based water pump sales and repair business, also offering filtration, Irrigation, Pool Pump sales and service. Specialising in design, supply and installation & servicing to home, farm and industry. Current owner does not work on the tools and ill health forces sale.



Location: Brisbane **Asking Price:** \$525,000
Broker: Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

Workforce Management Systems

ref: 13227

Privately owned company independent value added reseller of workforce management solutions sourced from the USA.

Hardware and software terminal devices:-

- Card based terminals – swipe/proximity/magnetic
- Biometric terminals – hand scan and facial recognition based
- Web based – webclock (software clock) mobile webclock (phone application) PC clock (LAN) PDA clock



Location: Brisbane Region **Asking Price:** \$610,000 plus Stock
Broker: Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

Businesses for sale - Queensland

Licensed Waterfront Cafe

ref: 13124



- Prime location within the largest shopping centre & entertainment precinct
- Operating successfully for 17 years
- Attractive alfresco dining oasis. Exuding a relaxed resort-style ambient atmosphere. Seating for 110. All tables with water views
- Promoting fresh, modern cuisine & fine beverages
- Systemised operation & procedures entrenched. Well trained & loyal staff
- POS - Innovative, "State of the Art" wireless, ordering & reporting system

Location: Sunshine Coast **Asking Price:** \$156,000 plus Stock
Broker: Terry Slade / 0414 733 693 / terrys@linkbusiness.com.au

Fresh Food Produce W'Sale & Distribution

ref: 13350

- Established 10 years - outstanding reputation for quality & service
- Consistent turnover of approx. \$550K p.a.
- Sale includes all plant & equipment, fixtures, fittings, 2 x large cold rooms & 1 Mercedes van
- Current owner will ensure smooth handover of 2 weeks
- Operating from a warehouse in the Noosa area
- Easily run by a husband/wife team with casual staff if necessary



Location: Sunshine Coast **Asking Price:** \$169,000 plus Stock
Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Popular Branded Gourmet Pizza Franchise

ref: 13531

- Australia's most exciting & innovative pizza franchise
- Located on a main arterial road in a popular shopping centre with exceptional floor traffic
- Top of the range commercial food equipment
- Comprehensive training on all systems & procedures from Franchisor
- On-line RIOT training package to assist with all aspects of business operation
- Mass national & local advertising campaigns sponsored by franchisor



Location: Sunshine Coast **Asking Price:** \$166,250 plus Stock
Broker: Terry Slade / 0414 733 693 / terrys@linkbusiness.com.au

Retail Butchery – Sunshine Coast Hinterland

ref: 13357

- Sales up 12% on previous year, approaching \$1m in turnover
- Located in a fast developing area
- New lease available
- Long established, 100% locally owned & operated. Majority of produce sourced from local suppliers
- Open 6 days per week
- Interactive website with pay cart
- Convenient location with huge car park



Location: Sunshine Coast **Asking Price:** \$159,000 plus Stock
Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Exterior Pressure Cleaning Specialists

ref: 13554

- High pressure water cleaning business
- Established by current owner in 2010
- Cleaning all external surfaces for homes, body corporates, commercial properties and tenants
- Driveways, pavers, roofs, decks, house/building wash
- Commercial windows up to 4 stories high without ladders
- Options for growth for astute buyer



Location: Sunshine Coast **Asking Price:** \$120,000 WIWO
Broker: David Morris / 0410 716 025 / davidm@linkbusiness.com.au

Powder Coating

ref: 12374

- Everything is set-up with professional website
- Ready to capitalise on all the new developments that are currently happening in the area
- Full EPA approval
- 5 day working week, 7.30am – 3.30pm
- No debtors – great margins and cash flow
- Great location in the heart of where it is all happening



Location: Sunshine Coast **Asking Price:** \$80,000 WIWO
Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Restaurant/Takeaway BYO

ref: 13308

- Situated in iconic Noosa, steps from main beach & surf club
- Serving delicious authentic Mexican homemade food
- Highest quality fresh locally sourced ingredients
- Easy to run, all processes & systems in place
- Currently run under management
- Excellent basis for expansion, all the hard work has been done
- Good mix of local and tourist trade



Location: Sunshine Coast **Asking Price:** \$78,000 plus Stock
Broker: David Morris / 0410 716 025 / davidm@linkbusiness.com.au

Management Rights – Kings Beach Opportunity ref: 13711

- Perfect entry level building, with great opportunities
- Modern premises with new external paint & signage
- New landscaping also in progress
- Perfect location close to the patrolled beach, shops & restaurants
- Spacious ground floor manager's unit with attached office



Location: Kings Beach, Sunshine Coast **Asking Price:** \$635,000
Broker: Chris Reid / 0419 378 777 / chrisr@linkbusiness.com.au

Pizza By the Bay – Crust Pizza Cairns ref: 13632

Franchise candidates wanted for this exciting existing location.

- New 4 year lease plus 2 x 5 year term options
- Approx. monthly rent of \$4,900 + GST
- Inclusive of all plant & equipment, franchise fee, franchisors legal fees
- Inclusive of training for up to 2 people at a dedicated training academy on the Gold Coast, plus in-store training at a local store or outlet



Location: Qld - Coastal **Asking Price:** \$385,000 plus GST
Broker: Carisa Hunn / 0448 017 919 / carisah@linkbusiness.com.au

Beautifully Furbished Beauty & Day Spa ref: 13295



- Conveniently located right in the midst of a busy shopping, food & coffee precinct at the very base of 2 popular beachfront resorts
- Beautifully furnished & tastefully decorated
- 5 treatment rooms (2 doubles)
- 14 years longevity in business
- Easy access with plenty of free parking
- State of the art booking software system
- Fully systemised business with detailed operation manuals
- Beautifully designed web site
- Stable, loyal, well qualified & trained staff

Location: Sunshine Coast **Asking Price:** \$46,000 plus Stock
Broker: Terry Slade / 0414 733 693 / terrys@linkbusiness.com.au

Licensed Italian Restaurant ref: 13202



- Position, Position, Position! – 100m to beach
- Boasting Accountants verified financials, solid figures your bank will love
- Returns in excess of \$300,000 p.a.
- T/O set to top \$1.5 million this financial year
- Popular tourist destination, plus a loyal local following
- Full training and handover provided
- Exceptional profitability, costs nearly all fixed including staff as business runs on capacity of 65 seats

Location: Noosa **Asking Price:** \$495,000 plus Stock
Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Modern Motel Cabins & Freehold ref: 13700

- Just 20 minutes south of Maryborough
- Suite lifestyle investor
- Large modern home with 6 self-contained cabins
- Opportunities for further growth (no owners, nor committees)
- New owners will have a great platform to build on, with arguably one of the nicest modern cabin motels next to Queensland's busy Bruce Highway
- Easily managed & maintained, with potential to be further developed



Location: Tiara, Queensland **Asking Price:** \$975,000 (including Freehold)
Broker: Chris Reid / 0419 378 777 / chrisr@linkbusiness.com.au

Cracking Central Cairns Bakery ref: 13324

Award winning bakery in gorgeous Cairns.

- Weekly sales of +\$25,000, full year 2016 estimated at \$1.25m+
- 75% GP margin, proprietor income in excess of \$250k
- Fully staffed with 4 qualified bakers and experienced retail staff
- Retail and wholesale with opportunity to supply a 2nd retail outlet
- Opportunity to purchase freehold



Live the North Queensland dream with a high growth business in a booming area.

Location: Cairns **Asking Price:** \$395,000 plus SAV
Broker: Dustin Slypen / 0425 121 788 / dustins@linkbusiness.com.au

Businesses for sale - New South Wales

Caltex Service Station

ref: 13719

- Nets \$350k PA (approx.)
- 100 km from Sydney
- New browsers, pumps, shop & digital signs
- Very long lease (5 + 5 + 5 Years)
- Nothing to spend
- Rare opportunity - First to see will buy



Location: New South Wales **Asking Price:** \$999,000
Broker: Sunny Singh / 0433 239 589 / sunnys@linkbusiness.com.au

Well Established Wholesale Bakery

ref: 13657

- Opportunity to acquire a profitable business that provides wholesale bakery products to long standing, loyal independent contractors
- Suit wholesale bakery looking to expand
- Suit retail bakery looking for supply solutions
- Revenue averages \$1.1m pa
- Potential to expand capacity
- Employs 9 staff
- Includes long term lease 4 + 4 + 4, currently \$46,200 pa
- Owners looking to retire after 10 years



Location: Sydney **Asking Price:** \$500,000 plus stock
Broker: Ross Seabrook / 0409 270 861 / ross@linkbusiness.com.au

Corporate Catering Business

ref: 13646

- Leading corporate catering company based on Sydney's lower North Shore
- Fully equipped Kitchen, full list available
- Replacement value of equipment is \$150k alone
- Specifically catering to corporate organisations in and around Sydney CBD
- Delivery van included and full financials available
- Five year lease and opportunity to operate straight from the premises



Location: Sydney CBD **Asking Price:** \$150,000
Broker: Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

Takeaway Shop

ref: 13708

Selling 400 - 500 hamburgers, 30 boxes of chips, and 160kg - 200kg of fish per week.
Main road position adjoining big retailers that draw shoppers.
Offering a variety of fresh salads and good quality coffee.
Plenty of tables and chairs with excellent parking.



Location: Sydney **Asking Price:** \$295,000
Broker: Ray Jason / 0404 477 750 / sydney@linkbusiness.com.au

Post Office - Highly Profitable - Central Coast

ref: 11520



Great opportunity to acquire a well-established and highly profitable Post Office with plenty of room for further growth on a busy main road location.

- Multiple income streams - Post office, Newsagency, Lotto, Giftware, Business Supplies and General Retail
- Successful business being offered for sale for the first time in 26 years so current owners can retire
- Recent store improvements with extensive list of quality fittings, fixtures and valuable business assets
- Current staff and one current owner happy to stay and work in the business

Location: Central Coast Region
Asking Price: \$795,000 plus Stock and Fixtures
Broker: Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Popular Day Spa – Leura Mall

ref: 12431

A unique opportunity now exists for the purchase of one of Australia's only true Award Winning Eco Day Spa's in the heart of the World Heritage Listed Blue Mountains.

Located in the center of the famous Leura Mall, a cherry tree lined popular shopping and café precinct, this day spa has a high end luxury fit-out and equipment.



Location: Blue Mountains **Asking Price:** \$125,000
Broker: Bob Yates / 0414 823 266 / boby@linkbusiness.com.au

RTO – Provider of High Risk Workplace Training

ref: 13556

- Multi-award winning provider of nationally recognised training and high risk licenses for working environments such as mobile cranes, fork lifts, elevated work platforms, rigging, dogging etc.
- Facilities include four large training rooms and large practical areas, with real-life working environments
- Wide range of fully maintained certified training equipment. Highly knowledgeable and skilled trainers and assessors. Ideal opportunity to obtain RTO status



Location: Central Coast **Asking Price:** \$550,000 plus SAV
Broker: Vic Whiteley / 0418 146 463 / victorw@linkcorporate.com.au

Hogs Breath Cafe

ref: 13448



Long established (20 years) and very successful franchise restaurant, located in a growing area on the North Coast of NSW. The business itself is situated in a highly visible location with great exposure and views.

Hogs Breath Cafe is one of the proven and most successful franchises in Australia and has been operating since 1989. It is rated in the top 5 of franchises Australia wide. (Currently 70 stores throughout Australia and NZ).

This themed licensed restaurant caters for all ages and is a brilliant venue for birthday parties and celebrations, with a seating capacity of 210 patrons across all sections of the premises. Hogs Breath Cafe also has a solid regular clientele plus the custom of the large number of tourists that visit the area.

This business represents a fantastic opportunity and won't last long! All enquiries will be treated in strict confidence by the agent listed hereunder.

Location: New South Wales **Asking Price:** \$920,000 plus SAV

Broker: Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Cafe / Wine Bar / Coffee Shop

ref: 13168

Well-presented liquor licensed café and original concept wine bar.

Bar offering top quality hand-picked wines and selected music.

Adjacent to busy shopping centre with high turnover retailers.

The business has already built up a strong base of reputable clientele.

Well trained and reliable staff to continue running the business.



Location: Sydney **Asking Price:** \$295,000

Broker: Ray Jason / 0404 477 750 / sydney@linkbusiness.com.au

Cafe Macchina

ref: 13679

Specialist coffee roasters and now an exciting café brand. Macchina is looking for a licensee to purchase and run its latest store opening. Key investment features include:

- Branding and marketing training & support provided. Branded coffee and menu support
- Licensees have a huge amount of control and flexibility
- Fully staffed and operating efficiently
- Long lease and rent free period



Location: Sydney **Asking Price:** \$330,000

Broker: Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

Photo Booth Business \$275,000

ref: 13693

- Industry leader in supply and set-up of photo booths throughout NSW
- Could be run under management or owner operator
- Currently net to Owner/Operator \$180,000+ per annum
- Owner works approximately 3 days per week
- Experienced, reliable part-time staff willing to stay on
- Ready to go with everything needed and plenty of forward orders to keep things rolling



Location: Sydney **Asking Price:** \$275,000

Broker: Peter Fennell / 0450 811 955 / peterjf@linkbusiness.com.au

Modern Storage Facility and Removalists Service

ref: 13533

MobiBox is solution storage and removalist business that is cost effective, with staff that come to the customers door loading goods into oversized storage modules. It is an innovative way to store possessions whilst removing the headache of packing and unpacking storage units in cold storage facilities. An excellent business with favorable features and proven systems that work, and provide time-saving solutions to customers.



Location: Outside Sydney CBD **Asking Price:** \$349,999

Broker: Paul Hulme / 0410 545 666 / paulh@linkbusiness.com.au

Exceptional Boutique Sydney Eastern Suburbs

ref: 13634

- Unique, Parisian Inspired Boutique
- Rental at 5% of turnover long lease term left
- Very profitable for all 11 years since business opened
- Multi label womenswear store importing renowned, international brands
- Clothing, footwear, leather goods, accessories, body products and products for the home that complement the lifestyle of their clientele
- Repeat, loyal customers plus celebrity clientele



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

Broker: Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

Specialty Catering Business For Sale

ref: 13681

Outstanding opportunity to acquire a high profile, award winning specialty catering business. All the hard work has been done to establish the business and create a strong market position. This business can provide a lifestyle opportunity for a chef or a good acquisition for an existing catering company looking to expand into a niche, specialty catering business. MAKE AN OFFER!



Location: Sydney **Asking Price:** Expressions of Interest

Broker: Ross Seabrook / 0409 270 861 / ross@linkbusiness.com.au

Businesses for sale - New South Wales

Sydney Surveying Practice for Sale

ref: 12166

- Average EBIT for last 3 years is \$390,000. Very consistent
- 2 registered surveyors excluding the owner
- Servicing primarily Eastern Suburbs and Inner West areas
- 30 year trading history with reputable name
- Owner willing to transition over 2 years
- Long term lease provided for security of tenure
- Freehold is also an option to buy



Location: Sydney Region **Asking Price:** \$800,000
Broker: Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Flagship Gloria Jeans Coffees Western Sydney

ref: 12889

This is an outstanding opportunity to acquire this top ranking Gloria Jeans Coffee House located in a prime location with roaring trade. This is an exciting time to be a part of Gloria Jeans Coffee which is now introducing great new revenue streams to increase profits. Enquire now for further information about this well-regarded brand with an excellent name within the industry.



Location: Sydney **Asking Price:** \$999,000
Broker: Paul Hulme / 0410 545 666 / paulh@linkbusiness.com.au

Inner West Café with 3 Bedroom Unit

ref: 13091

- This inner west café is ideally location in an excellent location with plenty of foot traffic day and night
- Menu has many salads with dishes & yummy roast dinners
- Long lease 4 plus 5 years remaining
- Great looking shop fit out costing over \$200,000
- Nothing further to spend on the business – all ready for the right buyer



Location: Sydney **Asking Price:** \$99,000
Broker: Paul Hulme / 0410 545 666 / paulh@linkbusiness.com.au

Hair Salon – Lower North Shore

ref: 13211

- High end boutique hair salon located in busy lower North Shore commercial precinct
- Established in January 2007
- Voted in the top 40 salons in NSW
- New lease available
- Huge potential for growth
- Will not stay on the market for long as this is a very highly regarded salon with great conditions



Location: Lower North Shore, Sydney **Asking Price:** \$80,000
Broker: Steven Kim / 0432 310 469 / stevenk@linkbusiness.com.au

Board & Ski Outdoors Sports Store (Retail & Hire)

ref: 13467



Great opportunity to acquire a well-established and highly profitable Board and Ski sports store. Features include:

- Leading brands for a broad range of sports for every season
- Perfectly located in a busy main road, greater Sydney location
- Part of a 3 store group that provides group benefits such as stock swapping, brand recognition and better buying power
- Steady and growing sales and increasing profits. Turnover \$905,181pa. Nets working owner \$93,000pa
- Great team of skilled, dedicated and trained staff already in place

Location: Sydney **Asking Price:** \$199,000 plus Stock
Broker: Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Highly Regarded Grocery, Fruit & Juice shop

ref: 13018

- Turnover \$45,000 per week (approx.)
- This highly profitable grocery, fruit, juice and wholesale store is being placed on the market in a very favorable condition and will not last long
- It offers high returns and a flexible clientele
- This is a wholesale and retail outlet
- Close to the beach – excellent lifestyle location



Location: Sydney **Asking Price:** \$329,000
Broker: Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Accounting Practice Sydney

ref: 12969

- Sydney accounting practice located conveniently in Sydney CBD
- Well established and reputable accounting practice
- Predominantly Sydney based clients
- Would suit an individual seeking ready-made business or bolt on to existing practice



Location: Sydney **Asking Price:** \$475,000
Broker: Steven Kim / 0432 310 469 / stevenk@linkbusiness.com.au

Caretaking & Management Services – Retirement Village ref: 13541

- *In Time* accrued deferred fees will increase annual income to approx. \$150k
- No requirement to provide meals, cleaning or medical services
- Managers do monitor residents 24 hour personal alarms
- Alarms default to monitoring company if manager unavailable. No licensing required



Location: NSW – Far North Coast **Asking Price:** \$620,000
Broker: Steve Gracie / 0406 686 383 / steveg@linkbusiness.com.au

Franchise Tutoring – Under Semi-Management ref: 12816

With an excellent local reputation, this tutoring business is at the growing phase and comes with excellent support and training via the franchise for the new order. With over 130 students, a database of 500+ and surrounded by 10 schools within a radius of 3km as well as stations, childcare centres, restaurants and shops, the potential is huge. Full financials and detailed reports available. Can be run under management.



Location: Sydney **Asking Price:** \$235,000
Broker: Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au

Craft Beer Restaurant and Function Centre ref: 13686

This is the ultimate combination of a craft beer restaurant & function venue that has been beautifully renovated with impressive fit out & features;

- 20 craft beers on tap with extensive wine and cocktail selections
- 3 separate dining/function areas all with bars
- A full kitchen with walk in cool room
- A liquor licence from 5am - 1.30am
- Only trades 5 days (with no breakfast trade)
- Net profit to owner \$125,000



Location: Newcastle area **Asking Price:** \$395,000 plus SAV
Broker: Shane Fox / 0415 407 777 / shanef@linkbusiness.com.au

Auto Service & Repair - Newcastle ref: 13660

This award winning business is located within 20 minutes from Newcastle and has been systemised to ensure business efficiency and best practice.

Offers general mechanical repairs and services such as rego, blue slip and gas inspections, diagnostic scanning, tyres, air cond for domestic and commercial clients whilst trading just 5 days.

EOFY 2015 sales over \$800,000. The adjusted net profit of \$240,000 to the owner/operator.



Location: Newcastle area **Asking Price:** \$395,000 plus SAV
Broker: Shane Fox / 0415 407 777 / shanef@linkbusiness.com.au

Waterfront Restaurant - Sydney South ref: 13684

- Average weekly t/o \$16,500, net profit \$4,289
- High margin business with COG sitting around 25%
- Long lease 5+7 years
- 5 nights per week from 6pm. Trading lunches from noon on Fridays and Saturdays
- Beautiful waterfront location with a ceiling to floor window and upmarket fit-out
- Fully licensed venue that can cater for events for up to 130 patrons
- Under semi management



Location: Sydney **Asking Price:** \$95,000 plus SAV
Broker: Clifford Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

World's Number One Sub Franchise (Several Stores)



- Net turnover range from \$8,000 through to \$17,000
- Bank finance is often available to approved purchasers, up to 60% - 70% secured against the business itself
- Branding does work in business, it's what consumers pay attention to; everyone knows this brand
- Ideal as a quality return on investment with minimal input or as a stable earner for those entering the industry who would not normally have the experience and/or know how to and prosper as an independent

Ref: 13135, 13035, 12482, 11106, 13619
Location: Newcastle, Macksville, Erina, Toukley, Ballina
Asking Price: From \$69,000 to \$855,000 plus SAV
Broker: Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

High-End Video Production Business - Booming Industry ref: 12055

This high-end video production house produces branded video content, TVCs, promotional, training and education videos for small to multi-national companies. With an established corporate customer base for reference, show-reel of outstanding work, well-developed processes built on the latest technology and an acknowledged reputation for high quality customer service, this business is in an excellent position to expand with plenty of growth opportunities available.



Location: Sydney **Asking Price:** Price on Application
Broker: Heath Nicholson / 0413 317 380 / heathn@linkbusiness.com.au

Businesses for sale - New South Wales

Outstanding Income & Lifestyle Opportunity

ref: 13712

Offering exceptional value:-

- Average weekly takings \$27k
- Solid 5 x 5 year lease
- High profile corner location
- Quality fit-out, plant & equipment
- Growth opportunities



The current owners work in the business however the existing turnover could easily support a full time manager. The fit-out, plant & equipment alone would justify the current owners realistic asking price.

Location: NSW - Northern Rivers **Asking Price:** \$250,000 plus Stock
Broker: Troy Potter / 0412 286 176 / troyp@linkbusiness.com.au

Butcher - Northern Rivers NSW

ref: 13727

\$1m in sales per year

- Excellent location in a very busy regional shopping centre
- Great business plus huge potential
- Excellent fit-out
- Fully managed by qualified staff



Location: NSW - Northern Rivers **Asking Price:** \$285,000 plus Stock
Broker: Graham Tippett / 0418 782 082 / grahamt@linkbusiness.com.au

Industrial Manufacturing, Electrical & Mechanical

ref: 13488

Ideally suit a working owner with Electrical or Mechanical Engineering Qualifications or an experienced Electrical Tradesman.

Long term customer base is made up of Government Departments, Factories and emerging Agri-business processing enterprises in the expanding Pine Timber, Macadamia, Ti-Tree Oil and Meat export industries.



Staff are highly trained, competent and work largely unsupervised. Currently operates from an industrial warehouse built and fitted out in 2012.

Location: NSW - Northern Rivers **Asking Price:** \$800,000
Broker: Troy Potter / 0412 286 176 / troyp@linkbusiness.com.au

Taxi business in Hunter Valley

ref: 12434

- 3 plates currently available
- 10 contracted drivers
- 24 hour licence
- Not part of a network
- Freehold area
- Communications owned
- Owner does not drive



Location: Hunter and Central **Asking Price:** \$399,000
Broker: Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Leading Motorcycle Franchise & Service Business

ref: 12211



Great opportunity to acquire a long-established and leading motorcycle dealership. Having been established by the current owner over 30 years ago, the business is being sold for the first time due to current owners' poor health.

Features include:

- Leading Japanese franchise brand
- Perfectly located in the NSW Central Coast / Newcastle Region with plenty of demand for new motorcycles and ongoing after sale service
- Being sold at a low price for a quick sale
- Long term lease available or purchase the property is an option
- Great team of skilled, dedicated and trained staff already in place

Location: Newcastle / Central Coast Region
Asking Price: \$200,000 Includ. Stock, plus Floor Plan Stock
Broker: Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Blinds, Awnings & Security Doors

ref: 13036

Upper Hunter Valley. A wide range of products on offer for all window furnishings and security doors. A showroom with cheap rent is available as well as a great website. A one man operation and using a casual installer is the set up and with no stock, provides great cashflow. Training available and ongoing support after purchase also available. Great country living and great business to go with it. Make the move!



Location: Hunter and Central **Asking Price:** \$150,000
Broker: Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Carpet & Flooring - Newcastle

ref: 13690

This family owned & operated business has provided the current owners with an exceptional lifestyle.

The business only operates 5.5 days and closes for 3 weeks at Christmas and public holidays so family life can remain in check whilst you make a terrific living.

EOFY 2015 Sales were over \$1.5m. Owners adjusted Net Profit after wage/super/vehicle was \$232,000.

The sale also includes an extensive list of assets and a sign written vehicle, plus a fully fitted out showroom and warehouse attached.

Location: Newcastle **Asking Price:** \$495,000 plus SAV
Broker: Shane Fox / 0415 407 777 / shanef@linkbusiness.com.au



Italian and Pizza Restaurant - Sutherland Shire

ref: 13499



- Turnover averaging \$24,000 per week
- Net Profit averaging \$9,500 per week
- Prime location on busy shopping & cafe strip in a corner position
- Short hours (6 dinners 5-10pm / 3 lunches 12-3pm)
- Seats 140 inside & out
- Offers dine in, take away and delivery
- Can trade breakfast & lunches all days to increase profits
- Can be run under management
- 30 years of operation in Sydney South
- Due Diligence: full books, till receipts, daily reconciliations and invoices available

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

Broker: Clifford Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

Largescale Bar & Grill - Sydney South

ref: 13685

- Average turnover \$22,500 per week
- Average Net Profit \$6,134 per week
- Long lease 4+5+5 Years
- Under full management
- Beach side and main road location with 1000's of passing traffic daily
- Capacity for 240 guests & impressive new bar
- Facebook page with 2,300+ followers
- Majority of equipment under 24 months old



Location: Sydney **Asking Price:** \$349,000 plus SAV

Broker: Clifford Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

Quality Kitchen Manufacturer

ref: 13509

- Turnover \$1.9m +
- Established over 30 years
- Idyllic NSW South Coast location
- In operation over 30 years
- Ample business growth opportunities
- Owner willing to continue in business in advisory capacity
- Great quality manufacturer
- Will not stay on the market for long



Location: Illawarra and South Coast **Asking Price:** \$649,000 plus SAV

Broker: Stephen Groves / 0418 375 633 / stepheng@linkbusiness.com.au

Gloria Jeans Franchise Store North-West Sydney

ref: 13706

- High profile location at the entrance of busy shopping centre!!
- Extended hours allowed with inside outside seating for 70 plus
- Area has undergone huge development over the last three years. All work completed and vendor starting to reap the rewards.
- First time offered in 5 years.
- Two large retailers in Woolworths & Coles.
- Full training and support offered by Franchisor



Location: North West Sydney **Asking Price:** \$489,000

Broker: Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

The Shed Franchise - South Sydney

ref: 13714

A fantastic opportunity is available to acquire this newly built franchise cafe due to commence trading in November 2015. A long 7.5 year shopping center lease is being offered with cheap rent of \$1,350 per week. Ideally located in the rooftop cinema precinct with an outstanding new fit out, there is not a dollar left to spend. Finance is available for up to 50% of the fit out cost.



Location: Sydney **Asking Price:** \$249,000

Broker: Gareth Wolrige / 0448 715 762 / gareth@linkbusiness.com.au

Crust Pizza - Under Management

ref: 13581



- Run under complete management
- Owner operator earns \$300k+ for FY14/15
- Good finance options available
- Rare opportunity on the market. One of the best stores in Sydney
- Highly profitable store under management and even more so owner operated
- Crust are an approved franchise with the banks to obtain finance
- Long lease in place for security of tenure
- Great training and support provided by the franchisor
- Crust are owned by Retail Food Group, an ASX listed company that also owns Gloria Jeans, Michels, Donut King, Brumbies etc.
- This is opportunity won't be on the market for long
- Also 2 other Crust stores available as a package for suitable parties

Location: Sydney Region **Asking Price:** \$950,000 plus stock

Broker: Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Businesses for sale - New South Wales

Holiday Unit & Management Rights

ref: 13574



A great opportunity to buy a holiday unit and run a business (out of) a superb beachside holiday location in one of Australia's most charming coastal villages. The management rights comprise 9 fully self contained one and two bedroom suites, wherein:

- Units are Strata Titled
- Individual Management Agreements are held with owners
- There is a separate Management Agreement with a Body Corporate

The units themselves are excellent and offer overnight or long term holiday accommodation. Panoramic views over ocean and mountain scenery. Multiple beach locations are mere minutes away. This is a great place for swimming fishing or long hikes along pristine sandy beaches.

Location: New South Wales **Asking Price:** \$420,000

Broker: Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Michel's Patisserie North Coast Region

ref: 13153

- One of the top stores in regional NSW
- Sales increasing year by year
- T/O: \$914,073 PA
- Newly renovated (completed in Feb 2015) fit-out that is accordance to the new Michel's update
- Established 8 years in the shopping centre
- Lifestyle business, easy to operate and managed
- Owner working around 40 hours, mostly operated by experienced staff
- Full financial report available: P&L, tax return, sales report, roster, etc



Location: New South Wales **Asking Price:** \$360,000

Broker: Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au

Guylian Belgian Chocolate Café Franchise

ref: 13514

This premium chocolate café has identified itself in the marketplace as one of the leading global brands. For the first time ever it has now opened its doors to quality operators in Australia looking to be part of this extraordinary brand.

With a high level of exposure, coupled with amazing products, systems, marketing, support and secret original recipes, this premium opportunity is available to passionate operators at very competitive rates.



Location: Sydney Region **Asking Price:** Expressions of interest

Broker: Dan Levitus / 0450 326 146 / danl@linkbusiness.com.au

Domino's Pizza – Murray Region

ref: 13720

Currently available is a fantastic opportunity to join the largest pizza chain in Australia which boasts over 600 stores nationwide.

The current turnover is averaging \$21,500 weekly and is ranked in the top 10 fastest growing Domino's franchises nationwide!

This is a newly refurbished store with a long lease in place till 2022. The net profit to an owner operator is approximately \$200,000. Finance options are available.



Location: Murray Region **Asking Price:** \$649,000 plus Stock

Broker: Gareth Wolrige / 0448 715 762 / garethw@linkbusiness.com.au

Lifestyle and Income – 4 Businesses in One

ref: 13171

Well-known local general store generates its income from an Australia Post Contract, bottle shop, takeaway food sales, a convenience store and a sub-newsagency.

It is right next to a busy caravan park, opposite one of the busiest parks on the Tweed Coast.

2 x second story apartments to live in or generate additional rental income. Great location and excellent lease terms.



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

Broker: Troy Potter / 0412 286 176 / troyp@linkbusiness.com.au

Late Night Trading Bar North Shore

ref: 13543

- Established for 4 years in the Lower North Shore
- Rent is exceptionally low for the type of licence and venue
- PSA License to trade till 3am and 10pm Sunday
- Long lease with 1 + 5 + 5 years remaining
- Opportunities to increase food trade and grow the business
- Currently run under management
- Beverage demand and trade is strong at this business
- Good reputation and history within the area
- Legitimate reasons for selling



Location: New South Wales **Asking Price:** \$399,000

Broker: Dan Levitus / 0450 326 146 / danl@linkbusiness.com.au

Booming Patisserie in a Prime Location

ref: 13401

For sale is a well-appointed patisserie in a prime High St location with first class fixtures and fittings. Due to the recent introduction of their highly sought after "cake shake", sales have sky rocketed giving this business a turnover of \$14,000+ per week. Includes cool room, spacious preparation areas, seating for 40, as well as parking at rear of building.



Location: Sydney **Asking Price:** \$99,950

Broker: Bob Yates / 0414 823 266 / boby@linkbusiness.com.au

Gloria Jeans Franchise store Inner West

ref: 11616

- Established for 18 months, brand new GJC look, great design and feel
- Sales increasing each year, current owner working limited hours
- Seating for 75 plus indoor and outdoor and more space available if required
- Eight years on lease remaining. Strong customer base and growing
- Up to 50% unsecured finance available



Location: Inner West **Asking Price:** \$299,000

Broker: Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

Award Winning Patisserie & Coffee Shop - Syd South

ref: 13659

- 2015 T/O = \$679,007.98
- 2015 Net Profit = \$134,808.25
- Long lease 3 + 3 years (Only CPI increases)
- Cheap Rent under 6% of Turnover
- 2014 Award Winning Business - voted Best Cake Shop in the region
- No cooking or baking required - easily operated
- Position with north facing sun with outdoor seating
- Full financials available



Location: Sydney **Asking Price:** \$187,500 plus SAV

Broker: Clifford Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

Very Profitable NSW Building Materials Business

ref: 13123



This well-established supplier of building materials to tradespeople and DIY homebuilders has developed a reputation for personal service, expert advice and a wide product range.

Investment features include:

- Currently both profitable and stable
- Low risk exposure within diverse client base on account
- Automated account billing & promotional tools
- Reputation for quality and service built over 35 years
- Large and growing sales catchment area
- Significant opportunity for further growth through both population growth and stocking a broader product range

Location: New South Wales **Asking Price:** \$442,000 plus SAV

Broker: Mark Ostryn 0411 742 400 / Stephen Groves 0418 375 633

Threebeans Coffee Franchise in Sydney's Inner West

ref: 13312



three beans
coffee vanilla more

- Prime location with seating inside and out for 80 plus
- Popular destination and meeting point for locals. Great coffee and food
- Nine years left on lease and averaging 14kg per week and growing
- You have to see to believe how good this store looks and best exposure to the passing traffic and customers
- Queues out the door on the weekend
- Leading franchise brand with full training and support
- Approval for later trading to 10pm has been granted
- Untapped marketing potential to local schools, sporting clubs and business

Location: New South Wales **Asking Price:** \$249,000

Broker: Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

Quality Butcher with Healthy New Profit

ref: 13451

- Quality Butchers established for 9 years
- Great turnover averaging \$25,000 per week
- Located in Greater Western Sydney
- Sound financials to back up figures
- Good facilities with walk in fridge & freezer on site
- High degree of foot traffic passing every day
- Healthy net profit figures for operator or investor
- Systemised business for ease of operation
- Great variety of products on sale



Location: New South Wales **Asking Price:** \$149,000

Broker: Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Sheds & Garages Plus Freehold

ref: 12276

A \$1,000,000 plus operation on an 800sq m property with a 3 bedroom house, which can be rented out. Everyone in the country needs a shed and then they need a bigger one. This business is capitalising on the growth market in this coal mining area and seeing the big pay packets turned out for that most sought after accessory – the big shed.



Location: New South Wales **Asking Price:** \$320,000

Broker: Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Businesses for sale - South Australia

Adelaide Carpet One

ref: 13396

With over 1700 stores worldwide, Carpet One Co-operative is one of the world's largest retail floor covering groups.

Strategically situated on North East Road at Holden Hill, the store benefits from high exposure on one of the major arterial roads connecting the North East Suburbs to the City.

- Consistent sales turnover
- National Banner
- New lease available
- 5½ day trading



Location: Adelaide **Asking Price:** \$295,000 plus stock
Broker: Doug Willats / 0412 089 575 / adelaide@linkbusiness.com.au

City Cross Lotteries

ref: 12405

The business was established as a lottery kiosk in July 2004. And is situated in a prominent position in one of the busiest shopping centres in the Adelaide CBD.

Supported by 40 specialty businesses the centre is the major thoroughfare between Grenfell Street and the Rundle Mall shopping precinct.

- Ideally suited to husband and wife or family
- Located in the focal point of the centre



Location: Adelaide **Asking Price:** \$275,000 plus stock (est \$5,000)
Broker: Doug Willats / 0412 089 575 / adelaide@linkbusiness.com.au

Renmark Patisserie & Pieman's Kitchen

ref: 13052

Country baking is alive and well.

The Riverland is an important growing Regional Centre and you can be a part of its growth.

- Quality family owned business
- Business established over 50 years
- Skilled staff in place
- Exceptional location and operating facility



Location: Renmark **Asking Price:** \$650,000 plus Stock
Broker: Doug Willats / 0412 089 575 / adelaide@linkbusiness.com.au

Splashdown Pools and Spas

ref: 13316

Splashdown Pools and Spas is situated within the Parafield Shopping Precinct adjacent to the Parafield Airport on Main North Road.

The business is a preferred retailer for Pentair Water, Astral Pool, Maytronics (Robotic pool cleaners) and the Jacuzzi® range of spas.

- Current owner since 2003
- Consistent growing revenue
- Extensive range of chemicals and accessories
- Good exposure with long lease and easy parking
- Suit owner/operator/family



Location: Parafield **Asking Price:** \$75,000 plus Stock
Broker: Doug Willats / 0412 089 575 / adelaide@linkbusiness.com.au

Iconic Adelaide Restaurant

ref: 13661



- Highly profitable business established in 1983 by current Vendor
- New 5 + 5 year Lease with additional extensions offered
- An Adelaide icon with outstanding European cuisine, dine-in and take-away
- Easily accessible Adelaide CBD location
- Genuine sale due to vendor's impending retirement
- Multiple industry awards including 20 American Express, Hall of Fame twice

Location: Adelaide **Asking Price:** Price on Application
Broker: Steve Foreman / 0418 778 800 / adelaide@linkbusiness.com.au

Retail Fruit & Vegetable Store

ref: 13287

- Absolute prime location
- Modern, bright fit-out
- State of the art plant & equipment, new cool room
- Supported by regular clientele
- Good lease terms and conditions

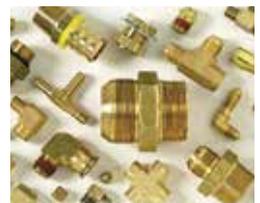


Location: Adelaide **Asking Price:** \$295,000 plus Stock
Broker: Bevan Roberts / 0413 872 737 / adelaide@linkbusiness.com.au

Specialised Manufacturer

ref: 13341

- Operating approximately 50 years, current vendor 27 years
- Long term lease or relocation option available
- Highly profitable with solid repeat sales figures
- Reliable, well maintained plant & equipment
- Diversified repeat clientele
- Trading 5 days per week
- Vendors seeking retirement options



Location: Adelaide **Asking Price:** Price on Application
Broker: Steve Foreman / 0418 778 800 / adelaide@linkbusiness.com.au

Businesses for sale - South Australia & Nationwide

Crust Gourmet Pizza Bar North Adelaide

ref: 13651

- Brand new store opportunity
- Fantastic predominantly residential location in North Adelaide
- Fast growing pizza chain and highly regarded brand
- Ideal first business



Location: North Adelaide **Asking Price:** Price on Application
Broker: Bevan Roberts / 0413 872 737 / adelaide@linkbusiness.com.au

Exciting City Based Aroma Cafe

ref: 12876

- Aroma Café franchise for sale in Adelaide
- Unequalled premier location
- Liquor licence in place for 210 persons
- Solid return to owner
- Tourism growth support
- Priced to sell!



Location: Adelaide **Asking Price:** Expressions of Interest
Broker: Bronte Schubert / 0427 253 870 / adelaide@linkbusiness.com.au

Milk Distribution Round

ref: 13586

The Vendor commenced operating approximately 30 years ago as a home delivery business and over the years has built to a major wholesale operation, incorporating two adjoining areas in the Western Suburbs.

Currently utilising five refrigerated trucks, the business distributes white milk, flavoured milk and fruit juices to supermarkets, shops, schools and petrol stations.



Location: Adelaide **Asking Price:** Price on Application
Broker: Richard Hall / 0419 814 748 / adelaide@linkbusiness.com.au

Multiple Award Winning Restaurant

ref: 13370

- An Eastern Suburbs favourite
- Outstanding reputation
- Solid normalised Net Profit
- Traditional values – modern cuisine
- Proven but with growth prospects
- Solid support for new owner
- Genuine reason for sale



Location: Adelaide **Asking Price:** Price on Application
Broker: Steve Foreman / 0418 778 800 / adelaide@linkbusiness.com.au

Sugar

ref: 13230

Iconic premier late night venue in Adelaide's famous East End.

Owned and operated by current Vendor for last 13 years.

Operating 5 nights per week, Wednesday – Sunday : 10pm - 4am.

'State of the Art' sound system.

Vendor seeking retirement options.



Location: Adelaide **Asking Price:** Price on Application
Broker: Steve Foreman / 0418 778 800 / adelaide@linkbusiness.com.au

Fence Building Fencescape Franchise

ref: 12492



- Australia's No. 1 fence builders are calling for new franchisee's
- Fencescape will teach you everything you need to know and they continually train their franchisees so they stay ahead of the pack
- Enjoy your work and create the lifestyle you desire
- No need to be on the tools all day, employ contractors while you meet customers, quote work & supervise jobs
- The first two franchises who joined the team reached \$1 million in t/over in 12 mths

Location: Australian Wide **Asking Price:** \$40,000 plus GST
Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Viet L'Amour

ref: 13717

French inspired Vietnamese restaurant with appeal. Long term lease with flexible trading hours

Brand new fit out, quality plant & equipment. Fully licensed for 75 persons with huge scope for business growth and/or rebranding.



Location: Prospect **Asking Price:** Price on Application
Broker: Steve Foreman / 0418 778 800 / adelaide@linkbusiness.com.au

Businesses for sale - SOLD

Manufacturing and Distribution ref: 12090

Supplies high quality consumable products to a diverse range of industries and consumers. Trusted brand and leading Sydney based manufacturer and distributor to NSW and ACT markets. Simple business model. Excellent high quality client base with repeat business. Includes its own small fleet of five trucks. A long and favourable lease.

Location: New South Wales
Broker: Ian Jones / 0402 111 500
ianj@linkbusiness.com.au

SOLD

Profitable Bar & Restaurant ref: 12087

Profit & Loss reports showing real returns to a part-time owner of around \$350,000 per year! Relaxed dining and a simple menu make this an easy to run business.

- Outstanding location just meters from the Brisbane River
- Open for lunch & evenings only, 6 days a week
- Strong local trade throughout the week with walk ins on the weekends

Location: Brisbane
Broker: Frank Willett / 0415 288 954
frankw@linkbusiness.com.au

SOLD

Home Based Business ref: 13317

Over 96 enquiries and sold in 3 months. Work from home -25 hours per week. Unique product supplying the healthcare industry. Established 18 years – owner retiring. Huge opportunity to grow this business online.

Location: Sunshine Coast
Broker: Manuel Ribeiro / 0429 626 838
manuelr@linkbusiness.com.au

SOLD

Food Processing ref: 13098

Amazing growth with great profits. Only food processing plant on the Coast. Current owners for 3 years and with no previous experience. Expects to net \$353,700 this year with half the year records. This is a great business with huge capacity for sales and production. This is a business you really must see. Simple and no previous experience needed.

Location: South East Qld
Broker: Tim Craft / 0411 874 452
timc@linkbusiness.com.au

SOLD

Bakery Group - F'Hold + Stores ref: 12214

Excellent marketing campaign produced fantastic results. 3 qualified buyers, 3 site inspections. More businesses required for residual buyers. Local, interstate & overseas enquiries. Well known to locals and the trade. Both buyer and seller very happy.

Location: Sunshine Coast
Broker: Wim Janssen / 0451 074 099
wimj@linkbusiness.com.au

SOLD

Structural Restoration Services ref: 11967

Well known and respected business. Excellent reputation for client service. Significant activity via referrals from insurance companies needing specialised assistance. Sales continually improving. Strong profitability. Several of the staff are highly competent in the intricacies of the business and would be a real asset to a purchaser. Vendor will assist if required.

Location: Adelaide, South Australia
Broker: Bronte Schubert / 0427 253 870
adelaide@linkbusiness.com.au

SOLD

Pest Control - Home Services ref: 12279

Very motivated owner looking for quick sale. Established over 5 years by current owners. Working with body corporate and property management organisations (4,000 client base). Trading 5 days a week - enjoy your weekends. Solid trading figures showing a net profit of over \$200k under management.

Location: South East Qld
Broker: Baz Sanjakdar / 0412 488 008
bazs@linkbusiness.com.au

SOLD

Noosa Burger Bar ref: 13197

11 enquiries in 2 days
Sold within 3 days
Multiple offers – exceeded the asking price
Trading only 20 hours per week
Happy Vendor / Happy Buyer

Location: Sunshine Coast
Broker: Manuel Ribeiro / 0429 626 838
manuelr@linkbusiness.com.au

SOLD

Morgan Friendly Grocer & Newsagent ref: 13101

Business/Freehold/Residence
Popular tourist destination
Close to Hotels and Caravan Park
Loyal staff. Consistent sales
Recently refurbished residence on the property

Location: Adelaide, South Australia
Broker: Doug Willats / 0412 089 575
adelaide@linkbusiness.com.au

SOLD

Airport Parking Business ref: 13113

Airport parking business serving Brisbane Airport, Australia's fastest growing airport. Turn over \$1.5m per annum, good net profit. New software booking system. Reasonable rent and long term lease 10+ years. Full Toyota fleet and experienced managers and staffs. Excellent brand and growth potential with Carport and airport expansion.

Location: Brisbane
Broker: Christina Li / 0405 613 788
christinal@linkbusiness.com.au

SOLD

Caltex Service Station ref: 13090

Under full management. Nets \$300K PA (approx.). 85km from Sydney. Brand new pumps. Pumps maintained by CALTEX. Long lease. Nothing left to spend on the business. Very rare opportunity.

Location: Illawarra and South Coast
Broker: Sunny Singh / 0433 239 589
sunnys@linkbusiness.com.au

SOLD

Aquacaf Gourmet Café ref: 13304

South Coast iconic café for many years
Recently refurbished all weather deck
Lifestyle business trading only 5 days per week
Suit owner operators/foodie couple
Four licenced areas for up to 200 patrons

Location: Adelaide, South Australia
Broker: Steve Foreman / 0418 778 800
adelaide@linkbusiness.com.au

SOLD

Exceptional Butcher ref: 12340

Exceptional butcher, offering a large selection of meats including game & poultry, in-house small goods and daily essentials like eggs, condiments and sauces and a range of seasonings. 100% locally owned & operated. Open 7 days per week. Majority of produce sourced from local suppliers. Guaranteed fresh produce. Loyal experienced staff in place.

Location: Brisbane Region
Broker: Graham Tippett / 0418 782 082
grahamt@linkbusiness.com.au

SOLD

Freight Forwarding & Transport ref: 12383

One of the strongest performing North QLD transport companies, specialising in express road freight services. Founded by an extremely experienced freight operator with professional systems in place to ensure exceptional service with efficient work practices. T/O approx. \$2.5m. Current valuation of \$675k. Forklifts & forklifts. Consecutive yearly sales growth & profitability.

Location: Mackay, Coastal
Broker: Vince Konig / 0430 332 208
vincek@linkbusiness.com.au

SOLD

Online Wholesale & Distribution ref: 12994

Leading importer and distributor of quality eco-friendly educational toys for pre-school aged children. A new generation business with exciting strategic business advantages and unique points of difference. Currently being run with minimal staff, yet is achieving record profit levels. Double digit growth for the last 4 years. Can be run from ANYWHERE in Australia.

Location: Nationwide
Broker: Stuart McLachlan / 0404 687 706
stuartm@linkbusiness.com.au

SOLD

How much is your business worth?

\$, ,



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

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

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

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

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

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

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