

# Businessbroker

The authority on buying and selling businesses

AUSTRALIAN EDITION, APRIL - JULY 2016

## Business Succession A Legacy Priority

Living Your Ideal Life

12 Features  
that Make Your  
Business Sellable

How to Obtain a  
Business Skills Visa

Double Your Business  
with Only 15% Effort

Tenant Associations:  
Should Every Centre  
Have One?

LINK Australia  
National Broker  
Conference

Mapping the  
Life You'll Lead  
After Selling  
Your Business

150+

Businesses for sale  
plus 100s more at  
[linkbusiness.com.au](http://linkbusiness.com.au)

AUS \$5.50 NZ \$6.50 inc GST

ISSN 11776390



9 771177 639003



# LINK

The authority on selling businesses

REDRAW

EQUITY

TOP-UP OPTION

FIXED RATE

HOME LOAN OPTIONS

LOCK RATE

VARIABLE RATE

BRIDGING FINANCE

OFFSET ACCOUNT

YOUR PERSONAL  
**ANZ MOBILE LENDER**  
CAN HELP FIND THE  
**HOME LOAN**  
SOLUTION THAT'S RIGHT FOR YOU

YOUR PERSONAL ANZ MOBILE LENDER  
ANYTIME, ANYWHERE  
KERRY HIGGINS 0412 708 758

YOUR WORLD  
YOUR WAY



# table of contents



04

Welcome from Mark Jason  
Director of LINK Australia



05

LINK Australia National Broker  
Conference – 16 & 17 March 2016



06

How to Obtain a Business Skills Visa  
By Tdk Law



08

Mapping the Life You'll Lead  
After Selling Your Business  
By Colin Steingold



09

Business Succession - A Legacy Priority  
By Alan Kanuk



10

Living Your Ideal Life  
By Rod Dunn



11

12 Features that Make  
Your Business Sellable  
By Graham Peters



12

Tenant Associations: Should Every  
Centre Have One?  
By Don Gilbert



14

Double Your Business with  
Only 15% Effort  
By Robert Scanlon



15

## Business Opportunities

- 16 \$1 million plus
- 25 New South Wales
- 36 Queensland
- 46 Other Areas
- 47 Sold Businesses



# Welcome From the Director

Mark Jason is the Managing Director of LINK Australia and LINK in NSW. A Business Valuer with a strong business mind and two time BRW Fast 100 finalist, Mark sees a gap in the market yearning for the professionalism that LINK represents.

Welcome to the first Business Broker magazine of 2016. We are excited to see considerable activity from the onset of the calendar year and we anticipate this year will be one of the strongest years for business transactions within Australia, for at least the past decade.

On the buy side of the transaction, we have historically low interest rates, a new generation of trade purchasers looking for growth through acquisition, flow on from Liberal government policies, consistent immigration numbers, increasing demand from offshore buyers and private equity firms looking for industry roll-ups. On the sell side, we have the well documented 'baby boomer' phenomenon bringing record numbers of retiring business owners to the market, signs of which have become more apparent in recent times, as these retirees come to terms with the state of the market and imminent necessity to retire.

The above mentioned market conditions which are producing strong demand and supply for quality businesses, will provide an environment of increased activity over the medium term. So if you are in the market to buy or sell, who better than LINK, Australia's largest and fastest growing network of business sales specialists. Not only a market leader in Australia, LINK is the fastest growing brokerage firm in the world, winners of multiple awards, such as the 2015 Westpac Auckland Business Awards Central – Excellence in Exporting and the Supreme award, as well as 11th on the Deloitte Fast 50 (NZ 2015) and BRW Fast 100 finalists (AUS 2015).

Our team is fresh from our exclusive LINK National Conference, the largest gathering of business sales specialists in Australia this year and they are ready to help you with your business needs.

Sincerely,  
**Mark Jason**  
Managing Director  
LINK Australia

**EDITOR**  
Jenny Holden

**DESIGNER**  
Carla Watson

**CONTRIBUTORS**  
Tdk Law, Colin Steingold, Alan Kanuk, Rod Dunn,  
Graham Peters, Don Gilbert, Robert Scanlon.

Business Broker Magazine is published by Link Business Franchising Ltd.

Some images shown are for illustration purposes only and are not necessarily examples of the business' products or services.

#### ADVERTISING

If you wish to advertise in this magazine please contact Lina Samandar - National Marketing Specialist of LINK Australia 02 9899 1999 or [linas@linkbusiness.com.au](mailto:linas@linkbusiness.com.au).

#### HEAD OFFICE CONTACT DETAILS

Link Business Franchising Ltd  
Level 1, 401 Great South Road, Ellerslie,  
Auckland 1061, New Zealand.  
Ph: +64 (9) 555 6007

LINK Australia Head Office  
Level 1, 181 Botany Rd,  
Waterloo, NSW 2017  
Ph: (02) 9899 1999

**LINK AUSTRALIA**  
[linkbusiness.com.au](http://linkbusiness.com.au)

**LINK NEW ZEALAND**  
[linkbusiness.co.nz](http://linkbusiness.co.nz)

**LINK SOUTH AFRICA**  
[linkbusiness.co.za](http://linkbusiness.co.za)

**LINK UNITED STATES**  
[linkbusiness.com](http://linkbusiness.com)

#### DISCLAIMER

The contents of Business Broker are copyright of Link Business Franchising Ltd. Any reproduction without prior permission is strictly prohibited. Although information in Business Broker has been derived from sources believed to be reliable and accurate, no liability is accepted for any opinions expressed or for any error or omissions. This includes material which may be inserted into the publication.

# LINK Australia National Broker Conference

16 & 17 March 2016

The LINK Australia National Broker Conference was held on the 16th & 17th of March 2016.

Over 70 LINK Business Brokers from across Australia attended the first annual LINK Australia Conference in Sydney, over the two days.

National Sales Director, Alan Sewell, presented alongside Franchisor Managing Director, Aaron Torsesen on Sales Negotiation, Presentation and Professional Development. Business Broking Guru Max Kurz discussed and debunked myths surrounding the appraisal process, National Managing Director Mark Jason presented on building a successful self-marketing campaign.

Dan Levitus gave his story, the journey from rookie to being top broker in one year – how he overcame the obstacles and his top tips to being a better broker. Guest speaker Matthew Michalewicz spoke on success, the recipe for success and how to reach it.

Breakout exercises, Q & A sessions and impromptu broker presentations made for an interactive and engaging event.

Awards were presented to a number of brokers including Bruce Yu, Christina Li, Graham Peters, Guy Cooper, Ian Jones, Mark Scott, Matthew Page, Myron Plumb, Paul Scott, Sean Wolrige, Stuart McLachlan, Tim Craft, Troy Potter and Wim Janssen.

We further commend all of our brokers, as they have all achieved above and beyond in 2015 and these first months of 2016. LINK has the best people, best practices and best brand – giving LINK an unbridled competitive edge in the market and ability to deliver a premium broking service.



# How to Obtain a Business Skills Visa

Foreign business purchases are a great opportunity for Australia, however it does come with added responsibility and a whole box full of red tape.

## **What is the Business Innovation and Investment Program?**

Business Innovation and Investment Program, previously named the Business Skills Visas Program has been put in place to attract business people from overseas who have a track record for successful business in their country of origin to take up business in Australia and employ Australian Permanent Residents and Australian Citizens.

## **There are 4 different ways to obtain the Business Innovation and Investment Visa:**

### **1 Business Innovation Stream**

This stream is for people with business skills who want to establish, grow and manage a new or an existing business in Australia. For this the applicants require state or territory government nomination. This is also the stream of greatest interest to Business Brokers.

### **2 The Investor Stream**

This stream is for people who want to make an investment of at least \$1,500,000 (AUD) in an Australian state or territory and to continue to maintain business and investment activity in Australia. These applicants also require state or territory government nomination.



### **3 The Significant Investor Stream**

This stream is for people who are willing to invest \$5,000,000 (AUD) into complying significant investments in Australia and who want to maintain business and investment activity in Australia. These applicants can be nominated by a state or territory government or Austrade on behalf of the Australian Federal Government.

### **4 Premium Investor Stream**

This stream is for people who are willing to invest at least \$15,000,000 (AUD) into complying premium investments in Australia and who want to maintain business and investment activity in Australia. Applicants must be nominated by Austrade on behalf of the Australian Federal Government.

All of these visas start off with a provisional visa; which means the holder becomes a temporary resident and only after a period of two to four years, depending on the stream, becomes eligible to qualify to apply for a permanent residence visa.

1300 763 668

[linkcorporate.com.au](http://linkcorporate.com.au)

**LINK Corporate** is a division of the largest business brokerage in the world; **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



### Interested in What Your Business is Worth?

LINK has developed a Valuation Tool specifically for valuing businesses. This will provide you with an appraisal and opinion, and comparable sales data.



### 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.

Sydney – Newcastle – Sunshine Coast – Brisbane – Gold Coast  
North Queensland – South Australia & Northern Territory – Tasmania

## What are the Requirements for a Business to be Sold to a Person Looking to Obtain a Business Innovation and Investment Visa?

- An annual turnover of at least \$300,000 (AUD) (exceptions apply for businesses in specified regional areas of Australia)
- Owning at least 51% of a business with a turnover under \$400,000 (AUD) per year
- 30% of a business with a turnover of more than \$400,000 (AUD) per year and at least 10% of a publically listed company
- The business must have an ABN
- Up to date with BAS and capable of submitting BAS returns for two years before they will be able to apply for permanent residence
- A business owned by a person or persons who was an applicant for a business skills visa on the basis of that business will not comply

For a business migrant to apply for permanent residence they will have to show evidence of at least two of the following three:

1. A net value of business assets of at least \$200,000 (AUD);
2. A net value of personal and business assets combined of at least \$600,000 (AUD); and
3. That they have employed at least the equivalent of two full time employees in the main business throughout the year immediately before applying, who are Australian Citizens, Australian Permanent Residents or holders of valid New Zealand passports and who are not family members.

Apart from the migration matters, it is a good idea to consider the commercial issues when selling or buying a business and any Broker will provide a good checklist on request. A few matters that will be on such a checklist include the structure for the purchase of a business, terms of payment of the purchase price, legal compliance issues, licences, permits, authorities, employees and so on.

TdK Law is a law firm practising in the areas of migration law and commercial law and we advise frequently on business purchases and sales.



#### TdK Law

**P:** 1300 TDK LAW (1300 835 529)

**E:** [hendrik@tdklaw.com.au](mailto:hendrik@tdklaw.com.au) /  
[cedwynn@tdklaw.com.au](mailto:cedwynn@tdklaw.com.au)

**W:** [www.tdklaw.com.au](http://www.tdklaw.com.au)

Hendrik de Korte and Cedwynn Toweel are the principals of TdK Law. They are both migrants themselves and have been practising law in Queensland for 14 years.

DISCLAIMER: Please do not rely on the information provided in this article as specific advice. Migration Law is a fast evolving and very complex area of a legal practice and a Migration Lawyer should be consulted before any decisions are made.



# Mapping the Life You'll Lead After Selling Your Business

Owning a business can absorb all your time, money and energy and leave you no time to map out your life after you sell. Have you thought about where you'd like to be in the future? Without proper planning or thought, you could be plunged into no-man's land, not knowing which fork in the road leads to success as you discover life after business.

Even before starting a business you should have some idea of the goals you want to achieve, the aspirations you hope to fulfil, the financial rewards you hope to reap and the sort of person you will be at the end of the journey.

Of course, the success of your current venture and its sale will greatly influence your future decisions but so will your priorities.

If you can create a map of possible scenarios and plan for life after business, it will help you process the financial, emotional and physical implications of an exit. Whether you choose to leave at a time that suits you, or are forced to walk away from your investment, it's smart to prepare for this transition.

None of us can fully predict how our motivations will shift, how our finances will fare or how ageing and lifestyle changes will impact our needs and desires. The business could suddenly and unexpectedly be affected by the launch of a rival company, rapidly changing technology or new rules and regulations.

Likewise, unpredicted unfettered success, an unbridled demand from customers or anticipated large growth could place you in a position where you wish to sell and bank the money, but don't have an exit strategy.

If you work towards exiting your business as a planned natural event, rather than waiting for external forces to dictate when to sell, you'll be in the best position to consider your future.

In planning for the future, it's crucial to understand legal issues that could come into play:

- Are there obligations after the sale of the business?
- Do you need to remain actively or partially involved for a period of time during a handover?
- Would you like to be retained by the business as a consultant or would you prefer to be a minority shareholder?
- Will you be prohibited from trading in a similar business or within the same industry for a certain period of time after selling?
- Have you given or will you give the buyer any personal guarantees that could impact you financially?

Succession planning includes considering a range of factors within and outside the business that can greatly influence your life and the lives of those important to you.

Lifestyle, health, investment and family are major factors that will impact your prioritising and help you develop strategies for achieving goals. Seek professional advice from lawyers, accountants, business brokers and financial planners who specialises in this area to help you best design the outcome you want for the future.

Not sure if you're protected? Take steps to put in place a Will, Powers of Attorney and Appointment of Enduring Guardian documents to protect the business and the family.



**Colin Steingold - Consultant**

**P:** +61 2 9293 5465

**E:** colin.steingold@hicksons.com.au

**W:** www.hicksons.com.au

Colin Steingold is a senior commercial lawyer and consultant at Hicksons Lawyers. Specialising in the areas of business succession and estate planning.

# Business Succession

## A Legacy Priority

A business founder's plan for succession is the key to his lasting legacy. It is not a nice to have, it is a NEED to have.



Business succession gains ever more importance as the baby boomer generation, the founders of the vast majority of businesses today, edge closer to retirement. They have been entrepreneurs, risk-takers, visionaries, wonderful managers and spectacular salesmen. They have built significant family wealth, and companies of great value. They are mortal.

A succession plan is vital to ensuring the survival of the founder's legacy and wealth, and must be ready to be seamlessly implemented once the decision is made to retire. Yet, a recent PWC survey of family businesses reported that 'only 16% of family businesses have a discussed and documented succession plan in place'.

In our experience, the reasons for this lack of succession planning are varied, and include:

1. Succession is viewed as a retirement event rather than a process
2. The founder is not ready to retire so the issue can wait
3. There is no clear successor among the family members, either now or in the foreseeable future
4. The founder does not want to cause a family conflict

### It's a Process, Not an Event

A succession plan should be seen as a process that could take time to successfully implement, not a retirement event to be avoided. It begins with defining the main goal of succession for the future of both the business and the family. This, then, influences such choices as selling a business vs. maintaining ownership, "dressing up" the company for sale vs. business as usual, or grooming a successor vs. recruiting one.

### Groom a Successor

The ideal situation in most family-owned businesses is to identify and train a family member successor who exemplifies the skills and creativity to manage and grow the business, has gained the respect of the employees and clients, and enjoys the support of the family. While this set of circumstances does occasionally occur, it is all too rare.

Discussions with business leaders across industries, business size, and ownership structures agree that managing and growing a business has ever greater complexity, requiring new sets of skills, professionalism and competence. A founder must objectively ask whether the required competence needed to successfully manage their business rests within an identifiable family member. The answer, sadly, is generally "no. This suggests the hiring of non-family management, which will, in itself, require a more formalised set of structures around corporate and family governance to delineate clear divisions of responsibility and roles for both owners and management. These challenges often lead to the consideration of selling.

### Selling the Business

A recent study reported that more than 50% of Australian business owners preferred to sell over grooming a successor. Reasons for selling include:

- Crystallise the business value created over a lifetime of hard work
- Enjoying the fruits of the wealth created
- Removing the family from the stresses of business ownership
- The inability to identify a successor in the family

### Maximising Business Value

Business values are maximised when a business has diversified, sustainable revenue coupled with tightly-controlled expenses. As there is inherent risk for a buyer associated with any business transaction, reducing any perceived risk enhances value and salability. Creating these conditions takes time, so it is never too early to implement processes and procedures that will enhance a business's ultimate value. These include:

#### 1 Normalise Expenses

This requires stripping out expenses that would not continue with a sale of the business, thereby increasing bottom line earnings. Such expenses might include personal car leases, personal insurances, travel expenses and family expenses.

#### 2 De-Risking

**Concentration Risk:** An obstacle for many purchasers is too much revenue concentrated in one source, whether that be a client, a salesman, a product/service or a region. Minimising this risk by diversifying revenue sources and reducing dependence on any one source is an imperative to de-risk a business and enhance the purchase price.

**Contracts:** Prospective buyers want confidence that revenues and expenses can be expected to remain relatively constant with the change of ownership. Ensuring contracts are in place with key suppliers and customers will support that confidence.

#### 3 Good Records

A due diligence process by the buyer will look for company records to be organised and up-to-date, providing a level of comfort regarding transparency and confidence that they are seeing the business accurately, both essential factors in attracting the highest purchase price.

Succession planning for a family business is of paramount importance to ensure the legacy and wealth of the founder and that of his/her family. With the wide-spread feeling among executives that business is more complex than ever, choosing the right path for the family business begins with defining the ideal outcome and then designing, communicating and implementing a succession process that will ultimately lead to the desired result.



**Alan Kanuk - Mergers & Acquisitions Specialist at LINK Sydney**

**P:** +61 (0)2 9899 1999

**E:** [alank@linkbusiness.com.au](mailto:alank@linkbusiness.com.au)

**W:** [linkbusiness.com.au](http://linkbusiness.com.au)

Alan Kanuk has advised companies and written on various business issues over the years. He is a mergers and acquisition specialist at LINK Sydney, which has sold businesses with an aggregate value of approximately \$2billion.



## Living Your Ideal Life

As a business owner, have you ever taken the time to stop and ask yourself, “what would my ideal life look like”? Perhaps you’re already living your ideal life and if you are, congratulations, because you’re in the minority.

I meet a lot of business owners and in my experience, they are so involved in their business, helping other people, they rarely take the time to reflect on what sort of life they would really like to have. Perhaps this is you?

Abraham Lincoln reportedly said “the best way to predict your future is to create it.” The same is true about your ideal life. But it’s not going to happen by accident.

So when it comes to planning your financial future and achieving your goals, you need to have a framework, or a plan to get there.

In my capacity as a values based Financial Planner, when I first meet with an individual (or a couple) to discuss their finances, we begin with a ‘values conversation’. We explore the things in their lives that really matter to them (beyond money) and who are the people that they want to spend time with, doing those important things.

Next, we have a goals conversation. In the ‘goals conversation’ it’s important to be very specific. For example, you may identify “financial freedom” as being a key goal. And having named the goal, you then nominate when you want to achieve this goal. And of course, you’ll need to know the amount of money (net of taxes) you want, to live your ideal life... forever.

You can follow this process for any other big goals that require money and planning that you want to achieve.

*Once there is an understanding of your values and your goals, the next step is to figure out where you are now, financially.*

Once there is an understanding of your values and your goals, the next step is to figure out where you are now, financially. What are your current cash reserves, debts, growth assets and personal insurances. Basically, a balance sheet of where you are now.

So now you know your current financial position, your big goals and the values upon which they are based. The next step is to evaluate whether you are on track to achieve these goals or whether you need to undertake specific actions to give you the highest probability of achieving your goals, in the desired timeframe.

The next decision is whether you want to ‘go it alone’ or hire a professional adviser. If you have decided that you want to take care of your own finances, I hope the above framework has been helpful as you plan your future. If on the other hand, you decide that you have other things in your life that you’d rather be doing than managing the money yourself, you’ll want a good fit between you and the planner you hire.

A good financial planner will not only tell you what you could do to achieve your goals, they hold you accountable to make sure you do, so you can live your ideal life.



**Rod Dunn - Representative of RI Advice Group Pty Ltd**

**P: (02) 9369 3200**

**E: [od.dunn@ribondi.com.au](mailto:od.dunn@ribondi.com.au)**

**W: [www.ribondi.com.au](http://www.ribondi.com.au)**

If you’d like to discuss how you can achieve your ideal life, contact Rod Dunn today.

This article does not consider your personal circumstances and is general advice only. It has been prepared without taking into account any of your individual objectives, financial solutions or needs. Before acting on this information you should consider its appropriateness, having regard to your own objectives, financial situation and needs. You should read the relevant Product Disclosure Statements and seek personal advice from a qualified financial adviser.

# 12 Features that Make Your Business Sellable



I'm often asked by business owners "What can I do to improve the appeal - and therefore value - of my business in the eyes of buyers?"

All businesses have their strengths and weaknesses, so naturally the answer varies, but there are some basic qualities that prospective business buyers generally like to see.

Here are 12 features that are usually present when a business is sold for a higher than average multiple of profit.

## 1. Strong Brand(s)

Brands are generally considered strong if they have a good and improving reputation and command a price premium over competitive products.

## 2. A Good Cross-Section of Customers

Dependence on any single customer (over 15% share of revenue/profit) is an instant red flag to a buyer. In one example I saw a customer dependency of over 65%, and the sales price was hammered severely.

## 3. Multiple Supplier Portfolio

Relying on a single external supplier for the main products or critical components, with no viable alternative, will definitely raise concerns. What happens if the supplier burns down, or worse, is bought by a competitor?

## 4. Talent Right Across the Team - Supported By Good Systems

Buyers get nervous when a business relies on the 'know how' of one or two key staff. What happens if they leave?

A fully documented system of procedures that enables a complex business to be run by lower skilled, lower cost staff relative to competitors reduces the risk. It also enables the business to scale more easily.

## 5. High Scalability

Businesses that are scaleable or have scalable business units, for example those that have developed or have the potential to develop a division that sells online. Think of how attractive a business like iTunes is when compared to that of your local music store!

## 6. Lots of Repeat Business

Businesses based on one-off sales, with little or no repeat business, are understandably less desirable. Business of this type that have found ways of expanding recurring revenues and increasing customer loyalty are generally more attractive.

## 7. High Gross Margins on Key Products

Skinny margins mean a small profit can turn into a loss with only a minor change in the market; conversely, big margins can mean bigger profits with just a small amount of scaling. The buffer from market fluctuations (on currency or raw materials, for instance) that larger margins provide is attractive to potential buyers.

## 8. Proprietary Intellectual Property

If one has intellectual property, perhaps in the form of patents that slows down or locks out the competition, then this is always attractive, as it protects market share.

## 9. A Self-Running Operation

Businesses running independently of owners (unless it is a micro business of course) are seen to be an attractive, passive income-producing asset.

If the buyer needs to find someone to 'manage', then this adds an element of unwanted risk. However, if a CEO has been appointed, he/she needs to have been in place for 18 months or more for a buyer to attribute any real value to them.

## 10. Significant Expansion Options

Expansion options with minimal or no capex are attractive to buyers – but how much 'head room' is enough? This depends on the industry, but as an example, a manufacturing facility with an expansion upside of at least 50% would generally be viewed favourably.

## 11. Fast Revenue Growth

The numbers count for a lot. A business growing faster than their competitors is ideal - let's say greater than 15% faster, as a rough guide.

## 12. Strong Profit Growth

Profit growth will need to be at least in line with revenue growth; given that businesses have fixed overheads, it is reasonable to expect that profits will outpace revenue growth.

These points are a simple view of what makes a very sellable business, but if you want to know what your business is worth now, and what it could be worth with the implementation of just some of the above features, drop me a line at [grahamp@linkcorporate.com.au](mailto:grahamp@linkcorporate.com.au)



**Graham Peters - Business Broker at LINK Sydney**

**P:** 0414 232 248 / 02 9899 1999

**E:** [grahamp@linkbusiness.com.au](mailto:grahamp@linkbusiness.com.au)

**W:** [linkbusiness.com.au](http://linkbusiness.com.au)

Over the last 25 years Graham has successfully ran his own businesses in IT, electronics, training, publishing and construction. He has successfully patented software and electronic technologies locally and internationally, these technologies have been successfully licensed and/or sold.



# Tenant Associations: *Should Every Centre Have One?*

Landlords in the retail property arena have very strong and powerful Associations. They have the Shopping Centre Council an offshoot of Property Council of Australia. RICS and Australian Property Institute have far stronger ties with landlords than with tenants although they represent mainly Industry Professionals.

Landlords have far less to do than Tenant groups. Property is property, it has a bit of legislation to argue about and rent. They have far more time to lobby. And they do. By comparison the tenant business model is far more complex. There are many more aspects to running businesses than a simple property model.

Years ago, during 2002-03 tenant associations were strategically placed to be *independent impartial objective advisors* in the retail property sector. Now they do this with authority and landlords cannot argue this point.

## Is there a Need for Associations?

Associations and various other groups are closely connected with landlords and are needed because of the way the industry behaves. The reasons:

- To have a mutual forum to discuss challenges facing the centre, the retail precinct, and businesses.
- To discuss individually and collectively, the promotion and advertising of businesses and centres.
- To identify and discuss the possible over development and retail space in the area.
- To discuss leasing policies, practices, the use of sales data and statistics gathered in the centre for the mutual benefit of both (basis of lease renewal, tenancy mixes).

- To discuss issues in regard to your 'quiet use and enjoyment' during redevelopment.
- To consider the presentation of the centre or the precinct.

If you have invested a considerable sum of money, intellectual property, time, effort and staff in a business in a precinct or centre, you have a right to know anything that could impact negatively or otherwise on their businesses.

## Duty of Care

The duty of care is much higher for shopping centre owners who control around 80 - 90% of the trading environment in which each business operates. Armed with sales performance levels that enable benchmarking of each businesses' occupancy costs, against accountancy based performance levels. Including these benchmarks in the terms and conditions of new leases raises the bar even higher.

Working together is a better way of:

1. Identifying key issues.
2. Reaching consensus that they are in fact material in the effect on the retail centre or precinct.
3. Presenting them to centre management or local government as a single voice and
4. Seeking redress, attention or a unified strategy for the centre, with consequential impact on individual businesses.

*“You have a right to know anything that could impact negatively or otherwise on their businesses.”*

### How?

There is no reason why an association cannot be formed as a sub-branch the local Chamber of Commerce. The aims would simply be to further the interests of individual businesses and the centre.

The typical structure and meetings could include:

- A revolving chairman (with 3 - 5 persons to call on; slightly more in a bigger centre) with a secretary & treasurer.
- Limit meetings to strictly 30 minutes and once a month.
- The provision for feedback from previous meetings or progress with matters discussed with centre management.
- The provision for guest speakers including your elected representatives (State & Federal), persons from the Retail Shop Leases Tribunal, your centre management, promotions companies, fitout specialists, marketing and promotional companies.

It is inconceivable that in this day and age businesses can be so disorganised. Pro-active management decisions based on consensus management, with the final decision and responsibility made by a Lessor results in better and more informed outcomes. An autocratic top-down management approach can have disastrous consequences.



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

**P:** 1300 413 789 **W:** [www.auslease.com.au](http://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.



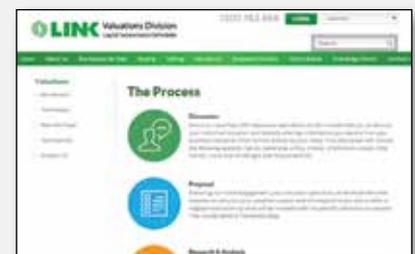
## Reasons why you may need a valuation

- 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.



[linkvaluations.com.au](http://linkvaluations.com.au) 1300 763 668



**LINK**

Valuations Division

Logical. Substantiated. Defendable

# Double Your Business with Only 15% Effort



Whether you are thinking about selling your business or not, I'm going to show you how you can double your business by focusing on making improvements of 15% at a time.

Why 15%? Firstly, it's realistic and secondly compounding these improvements is powerful.

## Magic Number 2.01

Why is this a "Magic Number"? It's due to the effect of compounding, well known in financial investment, but less often applied to business operations.

The sum of  $1.15 \times 1.15 \times 1.15 \times 1.15 \times 1.15 = 2.01$

Perhaps it sounds too easy, but by dividing up your business into five key areas, and creating a 15% incremental improvement in each; the compounding effect works its magic, end up with a 200% multiplier.

## What are the Five Key Areas?

These are very straightforward, and should be the same for any business in any industry.

1. **Improve margins**
2. **Convert more transactions**
3. **Sell more per transaction / make multiple transactions**
4. **Increase leads - find more customers**
5. **Get more efficient at 1 through 4 above**

## How does it Work?

The first step is not overcomplicated, look for the low-hanging fruit. You're only looking for 15% increments, not life changing innovations.

### #1. Improve Margins

Here is the best way to find a 15% improvement in your margin: Put up your prices. Before you protest, test it out. Check the competition: do you offer cheaper prices but with better service or higher quality? There's some easy potential gain.

Can't increase prices? This could be due to stipulated by the supplier or franchise.

Check cost of sales, are there cheaper suppliers? Are you able to negotiate a long term deal for a reduced cost? 15% quickly adds up if your finished product is manufactured from various components.

### #2. Convert More Transactions

Lose less customers, observe your sales process to understand why customers make decisions not to buy. Do they look at the menu and walk out? Are your salespeople friendly and accessible? Is your purchase process easy? If online, are you measuring cart-abandonment? Run a survey: 'Why didn't you buy from us?'

### #3. Sell More Per Transaction / Make Multiple Transactions

'Would you like fries with that?' The line that forever changed McDonald's business.

Add offers and add-ons, warranties, bulk purchase options or multiple vouchers.

Offer customer a savings if they book three service appointments in one day or offer tempting package deals as an upsell. When was the last time you contacted previous customers with an offer? Almost any business can easily find a 15% increment.

### #4. Increase Leads - Find More Customers

Do you know where your customers come from? How can you make the phone ring 15% more? Improve your advertising by 15%, almost everything you do can tempt a prospective customer further. Test headlines, offers, trial periods, window displays, signage, social media. Always look for blind spots, where are your potential customers gathering, and why aren't you there?

### #5. Get More Efficient at 1 Through 4 Areas

And last, but certainly not least, apply the grease to the wheels. Put the basics of Steps 1-4 into place first. The more efficient you get at finding these 15% incremental improvements every day, the faster it will all happen. Then apply the '15% more effective' rule to every other aspect of your time, the productivity of your business (its systems and operations), and your employees.

Applying this principle needn't be hard. Make a small, 15% improvement in each area, and you'll create a bigger, and more profitable business.



**Robert Scanlon - Business Broker at LINK Sunshine Coast**

**P:** 0411 196 969 / 07 5479 6155

**E:** robertsc@linkbusiness.com.au

**W:** linkbusiness.com.au

Robert has strong commercial credentials and his extensive expertise will be a key part of positively representing your business to buyers. With a varied and hands-on background in sales and management, business development, professional presentations and ecommerce solutions.

# BUSINESS OPPORTUNITIES

Here is a selection of businesses LINK has for sale. For more business opportunities visit [linkbusiness.com.au](http://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](http://linkbusiness.com.au)

#### Sydney

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

#### Newcastle

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

#### Sunshine Coast

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

#### Brisbane

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

#### Gold Coast

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

#### South Australia & Northern Territory

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

### LINK New Zealand

[linkbusiness.co.nz](http://linkbusiness.co.nz)

#### Northland

Auckland, North Shore

Auckland, Ellerslie

Waikato

Bay of Plenty

Wellington

Christchurch & South Island

### LINK South Africa

[linkbusiness.co.za](http://linkbusiness.co.za)

Ballito

Benoni

Garden Route

Centurion

Durban

East London

Westrand

Knysna/Plettenberg Bay

Margate

Polokwane

Port Elizabeth

Western Cape

## CONTENTS

OF BUSINESS OPPORTUNITIES SECTION

- 16 \$1 million plus
- 25 New South Wales
- 36 Queensland
- 45 Other Areas
- 46 Sold Businesses

#### North Queensland

(07) 5572 2122  
[wendyt@linkbusiness.co.nz](mailto:wendyt@linkbusiness.co.nz)

#### Tasmania

+ 61 477 771 098  
[pauls@linkbusiness.com.au](mailto:pauls@linkbusiness.com.au)

### LINK United States

[linkbusiness.com](http://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](mailto:link@linkbusiness.com.au)

# Businesses for sale - \$1 million plus

Toyota Dealership - Newcastle/Hunter Valley Region ref: 13900



Great opportunity to acquire a well-established and highly profitable TOYOTA dealership.

- Australia's No. 1 Car brand
- Leading car dealership in the area, well established and highly profitable
- Located in a new state of the art custom built show room, service centre & retail space perfectly positioned in a high profile main road location
- Has a great team including a General Manger, key department managers, sales team and factory trained service technicians already in place

**Location:** Newcastle / Hunter Valley, NSW **Asking Price:** \$3,450,000  
**Broker:** Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Hog's Breath Café Franchise ref: 14025



- Highly profitable and leading franchise has been successfully trading for 24 years since opening in 1992
- Perfectly located in a highly visible coastal location in a fast growing area
- Well-equipped and fully licensed restaurant
- Huge seating capacity of 206 patrons across all sections of the premises including 162 inside and 44 outside
- Includes an extensive list of P&E and benefits from a solid regular clientele plus the custom of the large number of tourists that visit the area
- The business already has a great team in place
- The business has ample parking and a long 20 year lease in place till 2029

**Location:** Newcastle / Hunter Valley, NSW **Asking Price:** \$999,000 Plus Stock  
**Broker:** Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Boutique Fashion Label Ready to Go Global ref: 13992



Sales growth for this clothing brand has been in the double digits for years and the trend is set to continue in 2016.

- 2016 FY turnover will easily exceed \$3m
- Brand has a large social media following who regularly re-purchase
- High profile retail outlet, wholesale and online sales
- No debtors, all sales are paid for prior to delivery

The current owners have stepped back from their hands on role, employing a dedicated in-house designer, warehouse manager and outsourced manufacturing operations.

**Location:** Northern Rivers, NSW **Asking Price:** \$1,650,000  
**Broker:** Troy Potter / 0412 286 176 / troyp@linkbusiness.com.au

Light & Heavy Fabrication ref: 13148



This business operates in heavy and light fabrications in mild steel, aluminum and stainless steel, specialising in architectural steelwork, platforms and stairways, bridge structures and light manufactured products, refurbishment of mining equipment, vibratory screens and mobile specialist mine service vehicles.

The business is well supported by accountant prepared financials. It's average EBITDA over the past 3 years is close to \$500,000. This has been achieved in a very difficult economic climate, which is a testimony to the proven capabilities of the business.

All enquiries will be treated in strict confidence by the agent listed hereunder.

**Location:** Hunter and Central, NSW **Asking Price:** \$1,450,000  
**Broker:** Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

# Businesses for sale - \$1 million plus

Excellent ROI - Permanent Management Rights - Tweed Heads

ref: 13927



- 25 year agreements with 23 years remaining
- Body Corporate salary \$272,761
- CPI minimum salary increase (July)
- Net Profit \$450,174
- Purpose built office with independent access
- Current manager's open office 9am to 5pm - Mon-Fri
- Attractive 4 bed manager's residence with private pool, ducted air, implement shed, spacious office and 8 additional car parks on title

**Location:** Northern Rivers, NSW **Asking Price:** \$3,050,000

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

Large Asian Retail Food Chain and Supply Business

ref: 14193



Multiple stores trading strongly in key locations around Sydney.

Sales revenue for 2015 in excess of \$7,000,000.

Currently company run stores with real potential to franchise and expand.

Centralised kitchen supplies all stores allowing for quality control.

Reputable brand name and market leader within Asian food market.

Ideal for private investment or expansion of retail food portfolio with supply chain.

**Location:** Sydney, NSW **Asking Price:** Expressions Of Interest

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

Freehold Motel

ref: 13082



Freehold motel, including 12 spacious rooms and a comfortable 4 bedroom manager's residence located in a prime position at the entrance to Mollymook on the NSW South Coast.

Set on a large 2,000m<sup>2</sup> parcel of land, complete with ocean and golf course views, the property boasts a large pool and well maintained gardens.

This motel is perfect for an owner-manager, providing an enviable lifestyle in this idyllic tourist town all year round.

This is the first time this motel has been put to market in 15 years.

**Location:** Mollymook, NSW **Asking Price:** \$2,100,000

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

Wholesale Distribution Packaging Products

ref: 13333



First time on the market. The current owners have run the business for over 20 years and 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 and 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, Queensland **Asking Price:** \$2,500,000 plus SAV

**Broker:** Phillip Song / 0406 808 845 / phillips@linkbusiness.com.au

# Businesses for sale - \$1 million plus

## 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 \$1,450,000 (2015FY 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, Queensland **Asking Price:** \$5,200,000 WIWO  
**Broker:** Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

## Management Rights - Great Earner - Great Location

ref: 13752



- Located in the beautiful boutique Cotton Tree area
- Close to beach, cafes, restaurants, bowls club & surf club
- Swimming, surfing & fishing at your doorstep
- Ocean views from all apartments
- Facilities include heated pool, spa and tennis court
- 2nd floor, 3 brm manager's unit with great view and large balcony
- Built 1980 with 62 units in complex
- No set office hours, great lifestyle business

**Location:** Cotton Tree, Queensland **Asking Price:** \$2,650,000 WIWO  
**Broker:** Chris Reid / 0419 378 777 / chris@linkbusiness.com.au

## 4 Established Cold Rock Ice Creamery Shops

ref: 14082



- Includes the ice cream production facility
- Sales August 2015/January 2016 - \$1,20,000 - EBITDA \$284,000 - expected profit T/Y \$560+
- Australian owned and operated retail franchise - full training offered
- Proven best franchise business formula and quality products available
- All stores have solid leases in place and fair rents - all with great locations
- All four shops are fully fitted out with quality plant & equipment
- Will not be sold separately

**Location:** South East Qld **Asking Price:** \$1,650,000 plus Stock  
**Broker:** Graham Tippett / 0418 782 082 / grahamt@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 \$300,000 pa. 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. Solid well established business with history.

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

# Businesses for sale - \$1 million plus

## Very Profitable Fruit, Vegetables & Delicatessen

ref: 13703



- Located outside very busy major supermarket - plenty of foot traffic
- Ideal for family or partners to share the profits
- Will net \$19,000 weekly - Fully managed
- Absolutely nothing to spend, clean fit-out
- Great shopping centre, recently refurbished, major retail tenants
- Accountants figures showing strong turnover with substantial profit
- Turnover 2015 in excess of \$4,500,000

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

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

## Freehold with Smash Repair Business

ref: 13986



- All EPA and council approved for panel shop
- Spray & sandblasting booths
- Smash repair business turnover \$280,000+ pa
- Staff, 1 painter plus 1 panel beater
- Customers from insurance companies, also commercial and private clientele
- Established 25+ years, current owner 13+ years
- Trades 5 days Monday - Friday 7.30am-4pm

**Location:** Brisbane Region, Queensland **Asking Price:** \$1,300,000

**Broker:** Kevin Hurst / 0417 425 243 / kevinh@linkbusiness.com.au

## Custom Joinery Manufacturing Business

ref: 13965



- Niche manufacturer of custom designed joinery & cabinetry
- First time on the market in 25 years
- Netting over \$0.71M in 2015 after wages to one owner
- Selling price includes stock of approx. \$65,000
- Excellent CAD/CAM systems and CNC manufacturing equipment in place
- Experienced skilled workforce of 23
- Strong repeat customer base of builders and architects
- Excellent reputation for design and manufacturing excellence

**Location:** Brisbane North, Queensland **Asking Price:** \$2,250,000 WIWO

**Broker:** David Morris / 0410 716 025 / davidm@linkbusiness.com.au

## Management Rights with Views to Moreton Island

ref: 14170



- Modern architecturally designed building with large villas & penthouses
- Only 10 years old. 37 units in total
- Facing Moreton Island, great sea views from all apartments
- Close to Brisbane & airport
- Manager's unit spacious with additional lounge/office, plus grassed courtyard
- No set office hours, ideal beach lifestyle
- Beautiful 20m saltwater pool with large sundeck

**Location:** Bribie Island, Queensland **Asking Price:** \$1,999,500 WIWO

**Broker:** Chris Reid / 0419 378 777 / chris@linkbusiness.com.au

# Businesses for sale - \$1 million plus

## 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 \$1,680,000
- 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:** \$1,265,000 WIWO  
**Broker:** Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

## Confectionary 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 \$100,000,000
- This is not a franchise

**Location:** South East Qld **Asking Price:** \$6,000,000  
**Broker:** Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

## Iconic Mooloolaba Management Rights

ref: 14022



- Just 60m from beach and surf club. Easy walk to all cafes/restaurants
- Constant performer in great location, good salary
- Spacious 3 brm manager's unit on first floor with large balcony
- Built in 1996 with 24 units in complex
- Facilities include pool, spa, and bbq area
- Minimal caretaking required

**Location:** Mooloolaba, Queensland **Asking Price:** \$1,875,000 WIWO  
**Broker:** Chris Reid / 0419 378 777 / chrisr@linkbusiness.com.au

## Management Rights - Popular Mooloolaba with Beach Access

ref: 14026



- Fantastic location with direct beach access
- High net profit, with room to grow
- Little grounds to look after making this easy to run
- 2nd floor manager's unit with 2 bedrooms & 2 bathrooms
- Unit overlooking pool and adjacent bushland
- 28 Units in complex
- Built 1973

**Location:** Mooloolaba, Queensland **Asking Price:** \$1,880,000 WIWO  
**Broker:** Chris Reid / 0419 378 777 / chrisr@linkbusiness.com.au

# Businesses for sale - \$1 million plus

## 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. \$1 Million EBIT per year for the past 2 years 2014 & 2015, sales and profit well up this year to date!

**Location:** Brisbane, Queensland **Asking Price:** \$2,499,000 plus SAV  
**Broker:** Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

## Iconic Brisbane CBD Licensed Café ref: 13674



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.

- Massive exposure, massive turnover, massive profits
- Licensed with Lane way Bar
- Trades 5 days
- Fully staffed. Fully managed
- Rent at 8.5% of sales, unbelievable
- Lease till 2030

**Location:** Brisbane, Queensland **Asking Price:** \$1,450,000 plus SAV  
**Broker:** Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

## Well Known Manufacturing Business Brisbane ref: 13802



The business specialises in manufacturing vehicle equipment to all areas nationwide.

Established for over 20 years and this business operates 5 days per week.

Operating from a freehold premise (also for sale) which has a huge work space, warehouse, excellent plant and equipment, office area and showroom.

Fully under management.

This business has a turnover around \$6m and healthy return.

**Location:** Brisbane, Queensland **Asking Price:** \$3,000,000 plus SAV  
**Broker:** Phillip Song / 0406 808 845 / phillips@linkbusiness.com.au

## Rural Taxi Service ref: 13415



- First time offered on the market in 15 years
- No competition!
- Four licensed taxi plates with an exclusive area
- 2 sedans and 2 maxi cabs with wheelchair access
- Owners only work 1.5 days per week
- Latest call and logging systems in place

**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

## Fantastic Function Centre with Tea Rooms

ref: 12608



Set within 3 acres of beautifully landscaped grounds it is the perfect location for any special occasion, especially that perfect wedding day. The venue also boasts a 55 seat restaurant specialising in lunches and high tea. Currently only operating 4 days per week this venue has huge potential to increase the revenue by operating 7 days a week and opening in the evenings for dinners or private functions.

**Location:** Gold Coast, South East QLD **Asking Price:** \$1,950,000  
**Broker:** Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

## Hydroponic Farm with Breath Taking Views

ref: 11377



Lucrative cash based hydroponic business & freehold.

This 3.218 hectare property and with hydroponic farm business is located 20 minutes away from Gold Coast beaches.

Potential to double production from 50,000 plants to 100,000 plants with minimal costs.

Producing various types of lettuce and herbs, some grown inside the 1188 sqm of greenhouse.

All products are sold local within 50km. Great lifestyle choice for those seeking a sea change.

**Location:** Gold Coast, South East QLD **Asking Price:** \$1,500,000  
**Broker:** Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

## Sportswear & Apparel - Wholesale

ref: 11025



- Import & national distribution
- Turnover \$6,000,000 and growing
- Most of their business goes to government sites and is recognised as a main supplier
- Showing a net average \$600,000 over the last nine years
- This is a very special business and needs to be seen to be appreciated

**Location:** South East Qld **Asking Price:** \$2,750,000 plus Stock  
**Broker:** Tim Craft / 0411 874 452 / timc@linkbusiness.com.au

## Commercial Engineering Manufacture / Repairs

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, Queensland **Asking Price:** \$2,700,000 WIWO  
**Broker:** Paul McIlroy / 0426 263 918 / paulm@linkbusiness.com.au

# Businesses for sale - \$1 million plus

## Print Services. \$3M+ Profits

ref: 13885



This New Zealand based industry leading printing services group operates nationally providing print management, creative design, offset and digital printing services to a wide spread of customers.

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

Listed Price NZD \$11.75m.

**Location:** New Zealand **Asking Price:** \$10,700,000

**Broker:** Garth Nell / 0406 109 150 / garthn@linkbusiness.com.au

## Well Known Wholesale Food Distribution Business

ref: 14127



- Established for over 20 years with an outstanding reputation for quality and service
- High turnover and very profitable
- Current owners will ensure a smooth management transition
- The business can be run fully under management if desired
- Ideally suited to existing food service industry leaders looking to expand, or business investors from across the globe

**Location:** Brisbane, Queensland **Asking Price:** \$1,800,000 plus SAV

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

## Palm and Cycad Wholesale Nursery

ref: 14135



Calling all green thumbs! Tropical North Queensland is calling you....

The nursery was established 30 years ago and the business has always maintained an exceptional reputation. They wholesale and retail to a wide variety of clients from all over Australia. It has been a very lucrative business for many years, however in recent years the owners have left the business under management and relocated to semi-retire.

**Location:** Coastal, North Queensland **Asking Price:** \$1,250,000 WIWO

**Broker:** Dustin Slypen / 0425 121 788 / dustins@linkbusiness.com.au

## Unique Resort Lifestyle!

ref: 14140



- Beautiful freehold resort situated on 20+ acres in a lush rainforest setting
- Property consists of the main residence, 6 cabins, 6 garden units, a Queenslander, studio & granny flat
- Self catering for 60+ guests
- Boutique wedding reception venue with chapel
- Bowling green, hydrotherapy spa and sauna and salt water pool
- High occupancy rates throughout the year

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

**Broker:** Garth Nell / 0406 109 150 / garthn@linkbusiness.com.au

# Businesses for sale - \$1 million plus

## Booming Technical Advisory & Consultancy Business ref: 14034



First half 2016FY EBIT of over \$223,500.

2015FY EBIT exceeded \$401,500.

Year to date sales are extremely strong.

Specialises in providing dangerous good advice to manufacturing, storage and transportation industries.

Exceptional foundation created over 25 years with established, tried, tested and proven procedures that will ease the new owner's transition process.

Specialist and experienced team.

Extensive loyal customer base.

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

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

## 15 F/Hold Self-Contained Unit Motel \$1.55m Neg ref: 13960



Exceptionally well presented, with excellent reports on trip advisor.

Modern, brick, lovely gardens, with a good mix of 1, 2 and 3 bedroom units.

Well below replacement cost. Vacant block to expand.

A property with huge potential, simply requires a visionary who can exploit what this complex has to offer. Operate as a motel or sell off the management rights.

Tourism Tasmania is experiencing a boom, now is the time to purchase.

**Location:** St Helens, Tasmania **Asking Price:** \$1,550,000 (neg)

**Broker:** Paul Scott / 0477 771 098 / pauls@linkbusiness.com.au

## Rapidly Growing Early Childhood Education ref: 14153



Highly scalable business is showing excellent growth on the back of a well thought out and executed marketing strategy. Its educational products have been developed and refined in house over several years resulting in a valuable library of intellectual property.

Ability to scale, and grow revenue, has been built into these systems taking pressure off cash flow and staff recruitment issues normally associated with rapid growth.

**Location:** Australia Wide **Asking Price:** \$1,400,000

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

## Marketing Research Support Business Opportunity ref: 13879



This leading market research support business is 17 years old and is one of the largest of its kind in New Zealand.

Based in Auckland this company has tripled its turnover in the last 9 years based on well managed business principles, systems and management.

The sale price is a true indication of the real value of this business and is backed by assets of NZD\$1,324,202.

Asking NZD\$1,450,000.

**Location:** Auckland, New Zealand **Asking Price:** \$1,350,000

**Broker:** Garth Nell / 0406 109 150 / garthn@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:** New South Wales **Asking Price:** \$285,000 plus Stock  
**Broker:** Graham Tippet / 0418 782 082 / grahamt@linkbusiness.com.au

## Worlds No One Sub Franchise (Several Stores)

ref: Ask broker

Net turn over range from \$8,000 through \$17,000.

Bank finance is often available to approved purchasers.

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.

Located in Newcastle, Macksville, Erina, Toukley and Ballina.



**Location:** Various **Asking Price:** From \$69,000 - \$855,000 plus SAV  
**Broker:** Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

## Coffee Club Franchise Central Coast

ref: 13859

- Sales are increasing year to year, turnover increased by 50%
- Established 11 years ago and is in a major shopping centre of a popular holiday destination
- Outdoor and indoor seating for 100 people
- Coffee sales average 30kg pw
- Experienced team in place
- Possible to be fully managed
- Full financial report available



**Location:** Central Coast/Hunter **Asking Price:** \$399,000  
**Broker:** Bill Annesley / 0427 228 466 / billa@linkbusiness.com.au

## Ciao Bella Gelato Bar (The Entrance)

ref: 13870

A brilliant opportunity exists to buy one of the best shops in a seaside tourist town situated on the Central Coast N.S.W. The clever branding of this business is stylish, unique and instantly recognisable. This business has impeccable health department reports and an excellent track record with its suppliers. Easily managed by one person, however would be perfect for a partnership.

This business is very well established with a huge clientele of all ages and enjoys great trading all year round, in particular the high season.



**Location:** Central Coast/Hunter **Asking Price:** \$280,000  
**Broker:** Bill Annesley / 0427 228 466 / billa@linkbusiness.com.au

## Iconic Motorcycle Dealer & Power Equipment Retail

ref: 13909



Leading retailer of two renowned motorcycle brands, extensive power equipment range and premium quality ground care products. The business operates in a growing regional market with a strong commercial and rural customer base.

- FY2015 sales over \$2.3mil
- Extensive range of products
- Newly secured product lines for 2016 with prized brand
- Established 30+ years with a highly regarded reputation for service and quality
- High levels of repeat customers
- Extensive and exclusive territory
- Very busy and fully equipped service and maintenance workshop

**Location:** Rural NSW **Asking Price:** \$730,000 plus SAV (Plus freehold option)  
**Broker:** Heath Nicholson / 0413 317 380 / heathn@linkbusiness.com.au

## Snap Franchise - Business District, Est. 20 Years

ref: 13895

This well-established business has a 20 years history tailored to address the changed communications and marketing landscape with a range of graphic and web design services, email marketing and app development. Strong customer-facing business with significant loyalty and retention opportunity.



**Location:** North Shore Region **Asking Price:** \$70,000 plus Stock  
**Broker:** Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au

## Liquor Store - Est. 1975, NP: \$200k, Long Lease

ref: 13919

- Established since 1975
- Can be managed by 1 or 1.5 person
- Shop looks great with security system
- Next to the train station and bus stop
- Sales breakdown: wine 40%, beer 25%, spirits 25%, others 10%
- Sales picked up in 2015
- Full financials available - Tax return, P&L, roster, equipment list



**Location:** South West Region **Asking Price:** \$450,000 plus Stock  
**Broker:** Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au

# Businesses for sale - New South Wales

## Pro Audio & Lighting Equipment Retail Business ref: 13942

The opportunity is to acquire the business & assets of a high end audio & lighting wholesale / retail business. Selling & distributing a broad variety of professional products to an extensive customer base.



- FY2015 sales turnover \$870k, FY2016 tracking for same
- Established 20+ years with excellent reputation
- 90% Online sales - can be operated from anywhere

**Location:** Sydney, NSW **Asking Price:** \$170,000 plus Stock at value  
**Broker:** Heath Nicholson / 0413 317 380 / heathn@linkbusiness.com.au

## Fish and Chip Shop - Sutherland Shire ref: 13949

Maybe the best calamari in Sydney .  
Average weekly turnover \$8000 (approx.).  
Cheap rent for a prime position on one of the Shires busiest main streets.  
Business running for more than 5 years and lots of loyalty customers coming everyday.  
Long lease 5 years.  
Only 6 days from 11 am - 8pm, big opportunity to increase the sales.



**Location:** Sutherland Shire Sydney **Asking Price:** \$149,000  
**Broker:** Bruce Yu / 0425 633 339 / brucey@linkbusiness.com.au

## Smokehouse Restaurant ref: 13969

- New concept in food industry bringing the food from South of USA
- Mouthwatering, delicious and authentic flavor
- Prime position with high traffic
- Long lease with reasonable rent
- Plant & Equipment included
- Well designed restaurant with seating capacity of 40 (In/Out)
- Over 1000 facebook followers with high ratings in Trip advisor



**Location:** Sydney **Asking Price:** \$320,000 plus SAV  
**Broker:** Himanshu Shah / 0403 017 344 / himanshu@linkbusiness.com.au

## Commercial Industrial Cleaning Business ref: 13973

Home based commercial industrial cleaning business located in Sydney. Established since 1993. Provider of broad range of commercial cleaning services for major government department and retailers. An extensive range of equipment to be sold with business including dual cab truck.



**Location:** Sydney Metropolitan **Asking Price:** \$350,000  
**Broker:** Steven Kim / 0432 310 469 / stevenk@linkbusiness.com.au

## Gloria Jeans Franchise Store Western Sydney ref: 14190



- One of the busiest and most well-known shopping centre's in Western Sydney
- New lease to 2021 just negotiated and upgrade work has been completed on the store. No more to do
- Owner Nets \$185,922 (PEBITDA). Sales up 7.5% and growing
- Great opportunity to purchase a business with an established client base with a long trading history allowing five years to re coup investment on current lease
- This kiosk is ideally located in the shopping centre on Level 2 with very high foot traffic and plenty of seating 19 tables and 45 plus seats
- Great opportunity for your first venture into business with a leading brand that offers full training and ongoing support
- Don't miss out on this opportunity
- Buyers should make further investigations before making a purchasing decision

**Location:** Sydney **Asking Price:** \$499,000  
**Broker:** Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

## Convenience Store (Freehold) with House Attached ref: 13984

- Long established convenience store with ample parking facility
- Prime position with high traffic
- Plant & equipment included
- Good range of supermarket products
- Over 110 sq.m of store area (freehold)
- Comes with 3 bedroom house generating over \$23,000 rent/year
- Excellent property growth around the area



**Location:** Sydney **Asking Price:** \$900,000 plus SAV  
**Broker:** Himanshu Shah / 0403 017 344 / himanshu@linkbusiness.com.au

## Premium Newsagency ref: 13997

- Strong Lottery sales close to \$1.5 Million
- Established over 25 years with more than 24 subagents
- Prime position with high traffic
- Exclusive territorial rights to operate the business
- Plant & Equipment included
- Easy to operate with POS system in place
- Well established home delivery system



**Location:** Sydney **Asking Price:** \$299,000 plus SAV  
**Broker:** Himanshu Shah / 0403 017 344 / himanshu@linkbusiness.com.au

## Authentic French Bistro Only Minutes from CBD ref: 14058

A fantastic location, impressive fit-out and a great opportunity for an experienced operator.

The owners have done all the hard work and have spent considerable money in fitting out this impressive restaurant. This opportunity would suit anyone looking to run a French Bistro, or you could easily change the theme to suit almost any Mediterranean cuisine.



**Location:** Sydney **Asking Price:** \$129,000  
**Broker:** Matthew Grech / 0408 299 888 / matthewg@linkbusiness.com.au

## Busy Newsagency Inner West ref: 14089

- Inside a major shopping centre in inner west suburb
- Premium location with high traffic, next to major a supermarket
- Fully computerised, 3 new cashier terminals and surveillance
- Has a large area with modern fit-out, only 1.5 years old
- Very strong Lotteries Commissions with yearly sales amount of \$2.3 million
- Successful business with plenty of room to grow



**Location:** Sydney Region **Asking Price:** \$695,000 plus SAV  
**Broker:** Christine Yu / 0416 009 600 / christiney@linkbusiness.com.au

## Great Butcher Shop with Great Taking ref: 14099



- Store on busy main road with fantastic local support
- Extremely close to public transport, University, and supporting local business
- It operates Monday - Saturday 8:30am to 6:00pm, closed Sundays and public holidays
- Great opportunity to take over a successful business with plenty of room to grow
- Only butcher shop in town
- The shop is well fitted with good cabinets and all necessary machinery in place

**Location:** Sydney Region **Asking Price:** \$190,000 plus SAV  
**Broker:** Christine Yu / 0416 009 600 / christiney@linkbusiness.com.au

## Building/Waterproof & Rising Damp ref: 14073



Remedial Building works business established in the late 80's

- The current owner nets over \$300,000 pa
- Year on year growth in profits
- Great trading name over 27 years. Great data base of clients
- Owner retiring. Handover period and ongoing support phone/email
- The possibility of consultancy for major projects should the need arise
- Massive growth industry with older homes throughout Sydney

Projects range from small isolated cases of rising damp to major damp & crack issues in private residential homes to multi story unit blocks for strata companies and real estate agencies.

Rising damp, lateral damp, silicone damp proof coursing, re-render, re-plaster, re-painting.

Building rectification. Building or waterproofing licence required.

**Location:** Sydney **Asking Price:** \$399,000  
**Broker:** Stephen Groves / 0418 375 633 / stepheng@linkbusiness.com.au

## Convenience Store - Great Value Sydney CBD ref: 14095

- Sort after location in Sydney CBD, very close to transport
- Fully equipped with displays & fridges
- Schools, hotels and commercial building around
- Highly regarded with room for improvement
- With the right attention this business is a goldmine
- Owner needs to go overseas for family reasons
- Must sell today



**Location:** Sydney **Asking Price:** \$60,000  
**Broker:** Amy Li / 0403 665 058 / amyl@linkbusiness.com.au

## Beauty Salon in a Beach-Side Suburb ref: 14104

- Loyal customer base, established 14 years with the present owner
- Provides all aspects of beauty and skin care
- Under management and profitable
- Located at the ground floor in a busy street
- Fully functional fit-out, 86m<sup>2</sup>
- Top class equipment and salon software with remote access
- Established website and active Facebook



**Location:** Sydney **Asking Price:** \$190,000  
**Broker:** Amy Li / 0403665058 / amyl@linkbusiness.com.au

# Businesses for sale - New South Wales

## Well Fitted Restaurant for Sale Darlinghurst

ref: 14166



Fantastic location on the city fringe 100 metres from Hyde Park. Stunning appearance, this restaurant has a unique feel and ambiance. The owners is seeking a fast transfer of the business assets due to personal circumstances and the business has been priced to sell quickly. This business is suited to experienced operators or passionate rookies who are looking to take advantage of the excellent fixtures and fittings. The restaurant currently seats 55 people, and could be increased with ease. There is a long lease with 3.5 + 5 + 5 years remaining. Liquor licence to 3am if required.

**Location:** Sydney **Asking Price:** \$149,000  
**Broker:** Dan Levitus / 0450 326 146 / danl@linkbusiness.com.au

## Modern Café Located at a Major Bus stop

ref: 13680

This modern stylish café with the barista serving the great aroma of coffee at the front window with tables and chair seating inside & out that will impress a fussy buyer.

The current lease has well over years 7 years for return on investment and no money will need to be spent as this shop is picture perfect.



**Location:** Inner Western Sydney **Asking Price:** \$79,000  
**Broker:** Paul Hulme / 0410 545 666 / paulh@linkbusiness.com.au

## Car Hire/Rental Business for Sale Sydney

ref: 14194

- Family owned and operated car hire/rental business was established 20 years ago
- Strong repeat customer base and an impressive fleet of approximately 55 vehicles including luxury vehicles perfect for formal occasions, weddings etc.
- The present hire income is secure and can be substantially increased, great team and booking systems in place



**Location:** Sydney **Asking Price:** \$150,000 plus Vehicles  
**Broker:** Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au

## Hills Area Kidswear Shop in Shopping Centre

ref: 14174

Nice presented Kidswear shop in a large shopping centre in Hills area. The business has great features as below:

- Large group of loyalty customers provides steady income
- Long lease (4 and half years)
- Good location within the shopping centre (close to the kids play area and coffee shops around it for mums to have a rest and shopping) provides you with the traffic your business needs



**Location:** Hills Area Sydney **Asking Price:** \$150,000 including Stock  
**Broker:** Bruce Yu / 0425 633 339 / brucey@linkbusiness.com.au

## Highly Regarded Restaurant / Pizzeria

ref: 14175

High turnover and highly regarded venue

- Set in a well to do area
- People eat out almost every night in this area
- This business is capable and ready for an explosion of profit
- A well equipped kitchen and pizza outlet with nothing to do but run a profit
- This 150 seater can also accommodate functions.
- It has a full liquor licence with separate bar area.
- It will be a ... "love at first sight" with this business



**Location:** North Sydney **Asking Price:** \$300,000  
**Broker:** Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

## Bakery Wholesale Business

ref: 14176

- Located in western Sydney and established for more than 10 years
- A wonderful opportunity to acquire a profitable business that provides bakery products to independent contractors.
- A great addition to an existing wholesale bakery looking to expand capacity
- Suit a retail baker looking for upstream investment options to reduce cost
- Leased area 390 sq metres



**Location:** Sydney **Asking Price:** \$200,000  
**Broker:** Amy Li / 0403 665 058 / amy@linkbusiness.com.au

## Le Wrap Franchise Sydney CBD

ref: 14186

- Great location in a busy food court, 5 days a week, minimal owner input
- Store is well presented, has great systems in place, strong support
- 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



**Location:** NSW **Asking Price:** \$300,000  
**Broker:** Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

# Businesses for sale - New South Wales

## Enhance Service Station

ref: 14198

- Under full management
- Nets \$250k PA (approx)
- 85km from Sydney
- Brand new tanks, pumps & shop
- Very Long lease (10 + 5 + 5 years)
- Nothing to spend
- Unique opportunity, first to see will buy



**Location:** NSW **Asking Price:** \$539,000  
**Broker:** Sunny Singh / 0433 239 589 / sunnys@linkbusiness.com.au

## Leura Cafe

ref: 14205

Situated in prime location in ever popular Leura Mall this long established café.  
Trades 7 days 7am-3pm. Enjoys excellent patronage from locals and tourists alike.  
New 5x5 lease provides security of tenure with opportunity to expand trading hours if desired. Well appointed kitchen with good fixtures and fittings complete this rare package.



**Location:** Leura Blue Mountains **Asking Price:** \$365,000  
**Broker:** Bob Yates / 0414 823 266 / boby@linkbusiness.com.au

## Chinese Takeaway – Huge Potential

ref: 14112

- Owner operator turning over \$25,000 per week
- Well established family business, been operating over 32 years
- Sadly sale of business is due to retirement
- Solid business with great potential, low price for a quick sale to the right buyer



**Location:** Sydney **Asking Price:** \$338,000  
**Broker:** Ray Jason / 02 9899 1999 / Sydney@linkbusiness.com.au

## Café – Western Sydney

ref: 14041

- Café is positioned in a busy shopping mall of a major shopping centre
- Turnover of \$10,000 for 5 days with huge potential for growth
- Café can be open 5 days and could net \$3,000 pw
- Owner is sorry he is forced to sell, such a good business
- Days opened and working hours are not restricted



**Location:** Western Sydney **Asking Price:** \$60,000  
**Broker:** Ray Jason / 02 9899 1999 / Sydney@linkbusiness.com.au

## Busy Café in Northern Suburbs

ref: 13979

- 7 days trading
- Best location in the Northern Suburbs
- Easy to operate with low overheads
- Breakfast and lunch only, no dinners
- There are many residential, school and shops around
- Has a potential as lots of big apartment developments close by
- Assistance with operations available for buyers with no previous cafe experience



**Location:** Sydney Region **Asking Price:** \$29,000  
**Broker:** Christine Yu / 0416 009 600 / christiney@linkbusiness.com.au

## Highly Profitable Fruit & Flowers

ref: 14048

This highly regarded business has been established for over 45 years.  
High profits and easy to run.  
Beautifully presented with a 2-bedroom residence if required.  
The only flower seller in the area.  
Great weekend trade.  
Buy and profit immediately.



**Location:** Sydney Region **Asking Price:** \$799,000  
**Broker:** Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

## Gloria Jean's Franchise Store Sydney West

ref: 14125



- Well established client base, has been trading for 10 years & continues to grow
- Situated in a residential / Industrial shopping complex and enjoys the trade Mon to Friday from workers as well as the locals on weekends
- Owner nets \$145,749 pa (PEBITDA)
- Inside and outside seating
- Extended trading hours allowed
- Franchisor is concentrating on a new breakfast and lunch menu to increase the average spend per customer
- Limited competitors in and around this area and great opportunity for marketing to the local business and residential community
- Buyers should make further investigation before making a purchasing decision

**Location:** Sydney **Asking Price:** \$399,000  
**Broker:** Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

# Businesses for sale - New South Wales

## Café – Hills Area

ref: 13838

- 32 seat café operating 6 days per week
- Easy to run business, currently selling 15kg of coffee per week
- Low rent and great location
- Potential to extend opening hours and possibility to incorporate accommodation



**Location:** Sydney **Asking Price:** \$90,000 plus stock  
**Broker:** Ray Jason / 02 9899 1999 / Sydney@linkbusiness.com.au

## National Leading Sports Health Services

ref: 13839

Providing high quality health services to professional sporting clubs and athletes.  
Generating an owner operator approx. \$340k per annum.

Strong brand name in industry built over the last 15 years.

Highly trained contractors servicing clients in both Australia and New Zealand.

Would ideally suit a buyer with experience and exposure to professional sport or training in sport, health and fitness.



**Location:** Sydney **Asking Price:** \$749,000  
**Broker:** Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

## Home Improvement Franchise – Big Profits

ref: 14133

- Sales of over \$3.5 million per year
- Massive profits year-in, year-out
- Solid and reliable team of employees.
- Franchise business with great systems and procedures
- Full training and transition period available
- The business sale includes an extensive list of assets



**Location:** Illawarra/South Coast **Asking Price:** \$570,000 plus Stock  
**Broker:** Stephen Groves / 0418 375 633 / stepheng@linkbusiness.com.au

## NSW Accounting Practice for Sale

ref: 14167

Servicing clients in Central Coast, Sydney and Newcastle.

Strong reputation over 20 years built on providing quality professional service.

Growing year on year fee base exceeding \$700k per annum.

Broad range of accounting services provided including SMSF's, Trusts, BAS, GST etc.

Clear and identifiable fee growth potential in multiple areas.

Key people willing to support the transition process.



**Location:** Sydney **Asking Price:** \$750,000  
**Broker:** Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

## Threebeans Coffee Franchise in Sydney's North Shore

ref: 14007

- New lease, new location and new fit-out over \$300k has been spent on this new build
- Currently turning over \$35k plus per week and growing. Christmas \$45k
- 75kg coffee per week with large food component increasing the average spend per customer
- Has been established in the centre for a number of years (current owner four) but is ideally positioned in this centre (in new location) which is the largest shopping centre in this area
- Great opportunity for your first business with a leading brand, nothing to do as everything has been put in place for the incoming person with new lease through to August 2020
- Owner makes over 6k per week. On track for a \$1.6m turnover plus
- Full training and support provided by Franchisor
- Rare opportunity for such a prized site so don't miss out
- Buyers should make further investigation before making a purchasing decision



**Location:** Sydney **Asking Price:** \$749,000  
**Broker:** Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

## Auto Parts Retailer

ref: 13322

This is a unique opportunity to acquire a longstanding and highly successful auto parts retailer located in South-Western Sydney.

Owner nets \$115k per annum.

No local competitors.

Established 20+ years.

Owner retiring.



**Location:** South Western Sydney **Asking Price:** \$99,000 plus Stock  
**Broker:** Stephen Groves / 0418 375 633 / stepheng@linkbusiness.com.au

## Funky Café & Tapas Bar City Fringe

ref: 13891

A fantastic opportunity to purchase this well established and very profitable cafe / tapas bar on the fringe of the Sydney CBD.

- Peak time 80kg coffee per week (average 65kg per week)
- Can trade as cafe / wine bar / pizzeria
- Great location on busy corner with a lot of foot traffic
- Potential to increase sales by trading longer hours



**Location:** Sydney **Asking Price:** \$600,000  
**Broker:** Matthew Grech / 0408 299 888 / matthewg@linkbusiness.com.au

# Businesses for sale - New South Wales

## Hogs Breath Café (North Coast)

ref: 13447

- Long established (20 years) and very successful franchise restaurant, located in a rapidly growing area on the North Coast of NSW
- Hogs Breath Cafe is one of the proven and most successful franchises in Australia and has been operating since 1989
- Solid regular clientele plus the custom of the large number of tourists that visit the area



**Location:** Sydney **Asking Price:** \$895,000 plus Stock  
**Broker:** Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

## Function Centre & Restaurant

ref: 14157

A very exciting and unique venue offering panoramic views over Warners Bay lake and foreshore. The extensive renovation evokes quality and comfort. An oversized kitchen easily caters for functions and/or a full restaurant at the same time. Nets \$200,000.



**Location:** Newcastle Region **Asking Price:** \$499,000 plus SAV  
**Broker:** Shane Fox / 0415 407 777 / shanef@linkbusiness.com.au

## Hire Services

ref: 14086

The Newcastle & The Hunter distributorship is for sale which is backed by a solid National brand. This business specialises in temporary fencing, crowd control, port-a-loos and more for the event and construction industry plus domestic market. Nets o/o approx. \$127,000.



**Location:** Newcastle Region **Asking Price:** \$270,000  
**Broker:** Shane Fox / 0415 407 777 / shanef@linkbusiness.com.au

## Light Manufacturing

ref: 14004

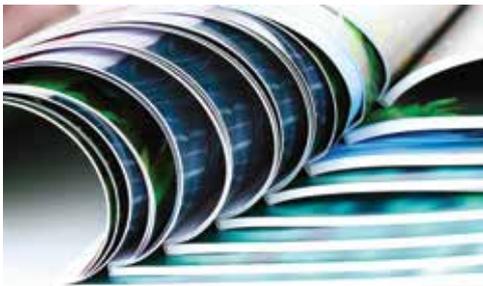
This business is licenced to manufacture and install security doors and windows under a national market leading brand. It has been family owned for 40 years. Solid net profit and quality assets plus a long term lease. Freehold property also available.



**Location:** Newcastle Region **Asking Price:** \$337,000 plus SAV  
**Broker:** Shane Fox / 0415 407 777 / shanef@linkbusiness.com.au

## Corporate and Professional Services

ref: 13627



- Great opportunity to acquire a well-established and highly profitable corporate and professional services businesses. Features and benefits includes;
- \$1.4M in Revenue and growing
- Over \$400k Net Profit to owner operator working only 3 days per week
- Well established - over 25 years in business
- Solid sales and profit growth with plenty of room for increased sales and higher profits
- Very high rate of repeat business (90%) from longstanding customers
- \$0.5 mill in equipment/assets included in purchase
- 19 well trained, loyal staff (4 years average employment)
- Owner managed or can be run under management with the appointment of a GM, no industry experience required
- Long term office lease available and low rent

**Location:** Sydney / Central Coast **Asking Price:** \$995,000 plus Stock  
**Broker:** Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

## City Fringe Stylish Coffee Shop for Sale

ref: 14078

Stylish coffee shop needs energetic buyer. Stylish coffee shop with loyal customers, lots of potential and good features:

- Low rent and long lease
- Ideal size for family business and new starters
- Customers are loyal, mostly from nearby residential apartments and the business area



**Location:** City Fringe Sydney **Asking Price:** \$120,000  
**Broker:** Bruce Yu / 0425 633 339 / brucey@linkbusiness.com.au

## Vibrant Shopping Centre Café

ref: 14096

Well established modern cafe with a designer fit-out.

T/O: \$13,000 p/wk (approx).

Run under management and very profitable.

Long lease: 9 years.

Fantastic fit-out and great kitchen. 58 seats.

High quality products focusing on boutique coffee and modern food.

Business has potential for further growth and profitability can be further increased if run by owner.



**Location:** Sydney **Asking Price:** \$188,000  
**Broker:** Matthew Grech / 0408 299 888 / matthewg@linkbusiness.com.au

## Domino's Franchise Southern Sydney For Sale

ref: 14054

A fantastic opportunity to join the largest pizza chain in Australia which boasts over 600 stores nationwide and now more than just pizza with a new and exciting direction as it expands its menu.

This store is located in Sydney south

Current turnover is averaging \$23,000 week

Newly refurbished store with a long lease in place

Net profit to an owner operator approx \$208,000

Very large territory

No experience necessary just an I can do attitude as Domino's will train the right applicant with an intensive training program to equip you with all the skills and tools you require to be a success.

The store is located centrally in the town in a shopping centre. next to Major banks , Cafe's , hotels and supermarkets

Latest Domino's technology installed including GPS tracking of pizza delivery.



**Location:** Sydney South **Asking Price:** \$699,000

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

## Be Seen by 17,000+ Buyers Each Month!\*

### List Your Business with LINK

[linkbusiness.com.au](http://linkbusiness.com.au)

LINK's powerful online search engine advertises business opportunities without disclosing confidential information. Anyone looking to buy a business in Australia, New Zealand, South Africa or the United States will quickly find the LINK site.



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

\* total number that includes linkbusiness.com, linkbusiness.co.nz, linkbusiness.com.au, linkbusiness.co.za

# Businesses for sale - New South Wales

## Hair Salon-Lower North Shore

ref: 13211

- High end boutique hair salon
- Located in busy lower North Shore commercial precinct
- Large regular well-to-do client base
- Huge potential for growth



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

## Ice Machine Sales and Commercial Refrigeration

ref: 14118

- Specialises in all aspects of commercial refrigeration, excelling in the installation, repair and maintenance of commercial ice machines, servicing businesses from large clubs to corner stores
- Supply and install ice machines from 20kg a day to 5 ton per day
- Established over 40 years, family business with a strong reputation
- Good consistent turn over and profitability with long term clients



**Location:** NSW **Asking Price:** \$315,000  
**Broker:** Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

## Top Juice Franchise – Current Opportunities

ref: Contact Broker



### 1. Marrickville

Avg. Weekly Sales (excl GST): \$9,576  
 Weekly Rent (Gross excl GST): \$1,563  
 Lease term: Nov 2021  
 Location: Marrickville Metro – Food Court  
**Asking Price:** \$320,000 plus stock

### 3. Eastgardens

Avg. Weekly Sales (excl GST): \$13,956  
 Weekly Rent (Gross excl GST): \$2,766  
 Lease term: 14th July 2019  
 Location: Westfields Food Court  
**Asking Price:** \$249,000 plus stock

### 5. International Airport

Avg. Weekly Sales (excl GST): \$30,083  
 Weekly Rent (Gross excl GST): \$4,969  
 Lease term: 17th Dec 2020  
 Location: Terminal 1 Store 2 – 1900  
**Asking Price:** \$898,000 plus stock

### 2. Royal Randwick

Avg. Weekly Sales (excl GST): \$10,397  
 Weekly Rent (Gross excl GST): \$1,711  
 Lease term: 31st Aug 2020  
 Location: Ground Floor – Fresh Food  
**Asking Price:** \$340,000 plus stock

### 4. Macquarie

Avg. Weekly Sales (excl GST): \$10,262  
 Weekly Rent (Gross excl GST): \$2,051  
 Lease term: 6 years  
 Location: Level 3 – Fashion Galleria  
**Asking Price:** \$249,000 plus stock

### 6. MLC Centre **SOLD**

### 7. Hornsby **SOLD**

### 8. Sydney Central Plaza **SOLD**

### 9. Tuggerah **UNDER CONTRACT**

### 10. Broadway **SOLD**

**Location:** New South Wales  
**Broker:** Gareth Wolrige / 0447 219 799 / garethw@linkbusiness.com.au

# Businesses for sale - New South Wales

## Fantastic Location 100m from an Iconic Beach Break ref: 14083

- Net return to owner in 2015FY was \$127,000
- 3 storey walk up with pool
- 33 unit complex
- 2 bedroom owner's unit included in the sale price
- Minimal ground maintenance required
- New 10 year management contract on offer



**Location:** New South Wales **Asking Price:** \$800,000  
**Broker:** Troy Potter / 0412 286 176 / troy@linkbusiness.com.au

## Café & Chicken Shop with 3-Bedroom Apartment ref: 13091

This café has that look that buyers are truly after with that warm timber rustic feel that makes customer relax while eating fresh salads and roast meals that are prepared daily in house.

The business trades 7 days with a 10pm close time and the location has major foot traffic day and night and this is a very populated community with 8 years of lease remaining.



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

## Franchise - Subway ref: 13462

No renovations due for at least 7 years.

Turnover averaging around \$10,000 per week plus combo available.

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.



**Location:** NSW **Asking Price:** \$219,000  
**Broker:** Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

## 5 Day Monday to Friday Lunch Shop ref: 13759

This well-established Monday to Friday sandwich shop with coffee has short hours with no cooking and offer simplicity and income so you can have a quality lifestyle by freeing you up to what's more important in life.

The customers are business people and local residents with very little competition around and the lease has a remaining of 9 years.



**Location:** Outer Sydney CBD **Asking Price:** \$80,000  
**Broker:** Paul Hulme / 0410 545 666 / paulh@linkbusiness.com.au

## Perfect Central Coast Cafe Business and Lifestyle ref: 13086



Turnover averages \$10k-\$11k pw. Solid year round sales.

Great East Gosford location; Large open plan versatile space (approx 185 sqm)

- Excellent profits with consistent turnover & accountant's financials available
- Very easy to operate and manage. Absolutely no chef or special skills required
- Great team & documented systems, including for food preparation, in place
- Premium and trusted brand (not a franchise)
- Large versatile premises in the sought-after, tightly-held East Gosford location
- Big open plan space able to be reconfigured for multiple uses
- Capacity to expand the business by gaining liquor licence, extending opening hours and expanding current menu
- Caters for breakfast and lunch (NO NIGHTS)

**Location:** Central Coast/Hunter **Asking Price:** \$180,000  
**Broker:** Bill Annesley / 0427228466 /billa@linkbusiness.com.au

## Well Established Florist Popular Beach Suburb ref: 13810

Excellent reputation for offering the finest floral arrangements gifts and customer service. Focusing on retail, on-line and corporate flowers with delivery service.

Located in an iconic Sydney suburb this is an excellent lifestyle business.

Long lease with 9 years left.

This profitable business has been trading for a number of years provides an excellent return to the owner.

Attractive handover and training terms will be provided to the approved purchaser if needed.



**Location:** Sydney **Asking Price:** \$349,000  
**Broker:** Dan Levitus / 0450 326 146 / danl@linkbusiness.com.au

## Michel's Patisserie Franchise - Est. 30 Years ref: 14192

- Great location
- Suitable for husband and wife to save on wages
- Busy outlet centre
- Minimal competition in the area
- Financials available



**Location:** Inner West Region **Asking Price:** \$99,000  
**Broker:** Canaan Lim / 0411 492 804 / canaanl@linkbusiness.com.au

## The Shed Franchise

### Current Opportunities - NSW



#### DAPTO MALL

**Opened:** 25 April 2015  
**Rent:** \$82,400 gross  
**Lease term:** 7 yrs  
**Size:** approx. 56sqm internal  
**Licensed seating area:** Approx. 30sqm  
**Asking Price:** \$249,000



#### ERINA FAIR

**Opened:** 8 April 2015  
**Rent:** \$176,400 plus GST gross  
**Lease term:** 7 yrs  
**Size:** Internal approx. 30sqm  
Store rm approx. 10sqm  
**Licensed seating area:** Approx. 50sqm  
**Asking Price:** \$349,000

### Coming Soon (Late 2016)

- Top Ryde
- Parramatta
- Macarthur

- Castle Hill
- **SOLD** Miranda
- Hurstville
- CBD

For more information contact Broker Gareth Wolrige  
Gareth Wolrige 0448 715 762 | garethw@linkbusiness.com.au

# Businesses for sale - Queensland

## Environmental Consulting Services - Est. 7 years ref: 13723

- Average 3 years net profit \$330,000pa
- Well recognised name in SE Qld for Geo-Environmental Services
- 80% of work is with ongoing clients and some blue chip companies
- Wide range of clients including civil & consulting engineers, town planners, architects, surveyors, developers and construction companies
- Business manages up to 20 projects at any one time
- Low rent with favourable lease available



**Location:** South East Qld **Asking Price:** \$575,000  
**Broker:** Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

## Skip Bin Business - (\$171k Net Profit 2015) ref: 14114

- Established 30 years, current owner 9 years
- Equipment value alone over \$250k+
- Comes with 3 trucks (2 bi-fold 1x single Lift), plus 158 serviceable skip bins
- All Machinery in excellent working condition
- Also comes with website presence for booking online
- Currently operated by 1 staff plus casuals as required
- Operates 5 days Monday – Friday or when required



**Location:** South East Qld **Asking Price:** \$350,000 WIWO  
**Broker:** Kevin Hurst / 0417 425 243 / kevinh@linkbusiness.com.au

## Best Optometrist in Town with Great Returns ref: 12946

- A 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

## Bucking Bull Opportunities ref: 12469

Opportunities at Cherside, Mount Ommaney & Helensvale from as little as \$100,000. 100% Australian owned Franchise with national brand recognition. Proven and unique system in food franchising. Extensive training and ongoing business support. Group purchasing power to all of their stores. Quality and competitive menu for all ages. Solid lease agreement held and negotiated by the franchisor for the best results.



**Location:** Brisbane Region **Asking Price:** Priced from \$100,000  
**Broker:** Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

## Corporate Cafe - 5 Days ref: 13696

- Est. over 20 years, servicing office workers, current owner 4 years
- Trading Mon - Fri 7am - 3pm, closed public holidays and 2 weeks over Christmas
- Semi-managed operation, with 5 staff members in place, 1 owner working 35-40 hours p/w
- Turnover over \$14,000 p/w, with a net profit of approx. \$160,000pa
- Fully equipped kitchen, recently renovated with a huge alfresco undercover dining area



**Location:** South East Qld **Asking Price:** \$320,000 plus Stock  
**Broker:** Baz Sanjakdar / 0412 488 008 / bazu@linkbusiness.com.au

## Cafe at Carrara Markets ref: 13381

- Work only 2 days per week
- 20 hours actual trading per week
- Established for over 20 years
- First time offered for sale in 13 years
- Excellent cash flow - owners will cash trial the business
- Exceptional Net Profit
- Selling due to health reasons



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

## Bulk Haulage Business ref: 13055

- Loyal customer base, established over 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 \$100,000
- Owner retiring and welcomes all written offers



**Location:** Brisbane **Asking Price:** \$95,000 WIWO  
**Broker:** David Morris / 0410 716 025 / davidm@linkbusiness.com.au

## Absolute Beach Front-Palm Beach Management Rights ref: 13524

Caretaking services to a medium rise residential building. Along with caretaking the owners of this business manage nine holiday let apartments, all self-contained and with sea views! Facilities include a pool, spa, half size tennis court and guest BBQ area. The spacious two bedroom manager's apartment is centrally located on the ground floor, is fully tiled & air-conditioned.



**Location:** South East Qld **Asking Price:** All Reasonable Offers Considered  
**Broker:** Steve Gracie / 0406 686 383 / steveg@linkbusiness.com.au

## Crust Pizza Cairns - Set Up & Ready To Go

ref: 13632

- New 4 year lease plus 2 x 5 year term options
- Approx. monthly rent of \$4,900 + GST
- Territory covers approx. 17,700 households with a population of 45,000
- 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:** Coastal **Asking Price:** \$385,000 plus GST  
**Broker:** Carisa Hunn / 0448 017 919 / carisah@linkbusiness.com.au

## Managed - Trendy Bistro/Wine Bar - On the Beach

ref: 14064

- Taking \$59,000 a week - fully managed - should net this year \$330k plus
- Trading two years - still plenty of room for growth
- 8 years left on lease - rent less than 8% of turnover
- Seating 60 inside - seating 40 outside - great fit-out - spent plenty!
- On the Gold Coast - cannot fault the position - stone's throw to the beach!



**Location:** South East Qld **Asking Price:** \$725,000 plus Stock  
**Broker:** Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

## Motorcycle Protection Products - Manufacturing

ref: 14130

- Specialising in custom protection accessories for motorcycles - carbon fibre composite
- Excellent solid business operating for over 26 years
- Very low overheads, COG's approx. 12-13% per year
- Situated on the Gold Coast, however can be relocated anywhere in Australia
- No experience necessary, owner will fully train, very easy to learn and operate
- Fully systemised



**Location:** South East Qld **Asking Price:** \$100,000 plus Stock  
**Broker:** Deirdre King / 0451 531 614 / deirdrek@linkbusiness.com.au

## 2 Blue Chip Health Food & Clinics

ref: 13377

- Located in a very busy centre in Brisbane and the Gold Coast
- Vitamins & Health Food
- Massage / Naturopath / Weight Loss Clinic / Diet & Nutrition
- Qualified management and staff
- Solid operational infrastructure which includes software systems and procedures.
- This is an established business of 11 years presently run under management
- Owner/operator would net approx. \$175,000 - \$180,000 per year



**Location:** Brisbane Region & Gold Coast **Asking Price:** \$270,000 plus Stock  
**Broker:** Graham Tippett / 0418 782 082 / grahamt@linkbusiness.com.au

## Permanent Management Rights - Mermaid Waters

ref: 13988

- Buyers will inherit a well-managed and easily run business
- Attractive easily maintained tropical gardens
- Small pool, cold water spa, and BBQ area
- 3 bedroom manager's apartment with ensuite, open plan living, separate laundry and balcony
- Ample storage and shed space
- Body Corporate supply and maintain all equipment
- Additional income available if new owner is willing to perform the strata management duties



**Location:** South East Qld **Asking Price:** \$479,000  
**Broker:** Steve Gracie / 0406 686 383 / steveg@linkbusiness.com.au

## Local Suburban Licensed Cafe

ref: 14015

- Exceptional fit-out with huge indoor and undercover outdoor seating capacity for over 100 people
- Fully equipped kitchen with easy to manage menu
- Trading 7 days a week, no nights. Staff in place to handle operation
- Great turnover, \$12,000 per average with healthy profit margins
- Owner/operator, needs to sell due to other commitments



**Location:** South East Qld **Asking Price:** \$160,000 plus Stock  
**Broker:** Baz Sanjakdar / 0412 488 008 / bazzs@linkbusiness.com.au

## Caretaking Only - Mudgeeraba

ref: 14061

This complex of 25 townhouses is located on Mudgeeraba Hill.

Duties include some gardening and pool maintenance. Comfortable 3 bedroom tri-level townhouse. Manager's residence has front and rear balconies, large separate laundry/office, open plan kitchen, dining, lounge feature slate floors. Generous sized bedrooms on upper level, master with ensuite. Perfect opportunity to expand existing caretaking business or great semi-retirement option!



**Location:** South East Qld **Asking Price:** \$385,000  
**Broker:** Steve Gracie / 0406 686 383 / steveg@linkbusiness.com.au

## Convenience Store - Gold Coast Prime Location

ref: 12717

- Net Profit \$72,000
- Established for over 30 years with extremely consistent sales of around \$20k per week
- No competition in surrounding area
- Upstairs residential 3 bedroom/2 bathroom apartment was built only 4.5 years ago and is in immaculate condition
- Shop is 202m<sup>2</sup>, with another 202m<sup>2</sup> of very comfortable living space
- Would suit an entire family to work in the business and live upstairs



**Location:** South East Qld **Asking Price:** \$89,000 plus Stock  
**Broker:** Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

# Businesses for sale - Queensland

## Busy Coffee Kiosk - Major Shopping Centre

ref: 12845

- Location - high traffic flow arcade
- Franchise fees only \$150 per week
- No cooking, no baking, no chef, no worries
- Full training included in purchase price
- 30kgs of coffee sold per week on average
- Average weekly turnover \$11,000 plus
- Exceptional support from the Franchise owner



**Location:** South East Qld **Asking Price:** \$130,000

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

## Att: Teachers - Own Your Own School

ref: 12527

Are you passionate about teaching, then this well respected franchise is a proven after-school tuition provider delivering exceptional results, and is looking for education experts to join the team. Each franchise is fully supported with start-up and ongoing training, marketing assistance to generate enquiries plus ongoing programme refinement to keep up with school curriculum and teaching practices.



**Location:** South East Qld **Asking Price:** \$255,000

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

## Logistics Distribution

ref: 13740

Established food distribution company servicing Northern NSW to Brisbane, based on Gold Coast. 4 geographic areas being sold to an astute logistics operator. Drivers in place, however can employ own driver or run and drive as owner/driver, includes 4 refrigerated trucks & vans. 10 year contract offered with guaranteed return based on current turnover. Netting \$222,000 after expenses and driver wages.



**Location:** South East Qld **Asking Price:** \$550,000

**Broker:** Baz Sanjakdar / 0412 488 008 / bazu@linkbusiness.com.au

## 4WD Accessories & Mechanical

ref: 13931

- Business established 16 years, current owners 16 years
- No mechanical experience required
- Large & loyal customer base
- Trades 6 days Mon-Fri 8am - 5pm, Saturday 8am - 12noon
- Great net profit returns to working owners
- Currently run by 1 owner full time, 1 owner part-time
- Plus 1 permanent, 1 x 2nd year apprentice plus casual staff member



**Location:** Brisbane Region **Asking Price:** \$199,000 WIWO

**Broker:** Kevin Hurst / 0417 425 243 / kevinh@linkbusiness.com.au

## Well Established Waterproof Business

ref: 12879

- Highly profitable & growing aggressively
- Renowned industry leader with an enviable history & reputation
- Systems & procedures in place for consistent quality & reliability
- Long term staff in place & sure to remain under new management
- Growth potential to expand into associated work and/or wider locations
- Business could be easily relocated



**Location:** South East Qld **Asking Price:** \$330,000

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

## Thriving Sushi Restaurant - Lifestyle Destination

ref: 13835

Sushi restaurant has a brand new sushi train, modern POS system, a quality Japanese themed fit-out. The owner has set the business up to be fully managed and currently spends less than 15 hours a week in the business. The staff are well trained and competent, both in the kitchen and front of house. All are capable of serving customers and preparing food.



**Location:** South East Qld **Asking Price:** \$320,000

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

## North Qld Fully Managed Energy Efficiency Business

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. It's a "one stop energy efficient product solutions shop", with a well-established name and solid reputation spanning the region for over 19 years. Can easily be run as a managed business as the present owner is absent 95% of the time.



**Location:** Queensland **Asking Price:** \$799,000 plus Stock

**Broker:** Carisa Hunn / 0448 017 919 / carisah@linkbusiness.com.au

## Marine Industry

ref: 13812

- Well established Chandlery business on the Gold Coast for sale
- Net profit for 2015 \$398,808
- Importing, wholesaling & retailing marine products & services
- Loyal commercial customer base including major clients
- Growing website sales shipping products Australia wide
- Still plenty of room for continued growth!



**Location:** South East Qld **Asking Price:** \$350,000 plus Stock

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

## Busy Swimart - SE Qld

ref: 10930

- Average yearly turnover \$561k!
- 2014 Net Profit for owner/operator \$150k PLUS
- Located on a very busy main road, large clean premises
- Established database of local customers of over 4,500, 1,400 regular
- One of the largest franchised areas in Australia, plenty of new housing developments in this area



**Location:** South East Qld **Asking Price:** \$259,000 plus Stock  
**Broker:** Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

## Top Shelf Cafe/Coffee Shop - T/O \$13k Per Week

ref: 14113

- Business established 9 years
- Current Owner 4 years
- Lease expires 04/01/2019
- Rent \$2,326 per week plus outgoings plus GST
- Trades 7 days, Mon-Friday 8.30am-4pm, Sat-Sun 9.30am-3pm
- Currently turning over \$13,000+ per week, showing huge net profit



**Location:** South East Qld **Asking Price:** \$385,000 plus Stock  
**Broker:** Kevin Hurst / 0417 425 243 / kevinh@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 corp., & commercial
- Also cleaning commercial windows up to 4 stories high without ladders
- High levels of repeat business
- Excellent web site
- Options for growth for astute buyer



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

## Supply-Fit Commercial Vehicle Equipment & Accessories

ref: 12560

- Long established business operating for 25yrs
- Renowned as one of the best respected workshops in Brisbane area
- Consistent and ongoing work - business to business only
- Operates under semi-management with minimal staff in place
- Owner only works a four day week
- Huge workshop area with extensive plant & equipment list
- Strong product range carrying some of Australia's best known brands



**Location:** Brisbane Region **Asking Price:** \$198,000 plus Stock  
**Broker:** Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

## Sub Sandwich \$25,000 pw Under management

ref: 13606

Sub sandwich franchise located in very busy Brisbane CBD location.

- Under management
- Accountants books & records
- Refurbished in 2015 to current standard
- 6 year lease



**Location:** Brisbane **Asking Price:** \$533,500 plus SAV  
**Broker:** Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

## Management Rights - Kings Beach Opportuntiy

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

## Noosa Café - Best of the Best

ref: 13861

- First time offered for sale, established over 8 years
- Prime Hastings St location, high foot traffic
- Breakfasts and lunches only, no dinners
- Well-known coffee brand used - 90kg pw peak times
- Fully trained staff in place, owner working just 4 ½ days p.w.
- Current turnover \$25,000+ pw
- Netting approx. \$195,000 pa for 1 working owner - after expenses!



**Location:** Noosa Heads **Asking Price:** \$475,000 plus Stock  
**Broker:** Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

## Profit Under Management

ref: 14250

Sub sandwich franchise located in busy Brisbane North side location.

- Operated under full management
- Accountants financials for verification and bank loan (if required)
- Benefit of a solid lease
- Attractive return on investment
- Full training and support from world's leading sub sandwich franchise



Franchise opportunity would suit multiple buyer types: investors, hands on operators, partnerships.

**Location:** Brisbane Northside **Asking Price:** \$350,000 plus SAV  
**Broker:** Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

# Businesses for sale - Queensland

## Butcher Brisbane's Best

ref: 13669

- Substantial turnover \$2.5m, long lease and a very fair rent is in place
- This butcher shop presents extremely well with an expensive & recent fit-out
- Fully managed with professional staff and has been established for 13 years
- Sales of \$50k per week and up to \$100k per week at Christmas
- Inspection by appointment is highly recommended



**Location:** Westside, Brisbane Region **Asking Price:** \$395,000 plus Stock  
**Broker:** Graham Tippett / 0418 782 082 / grahamt@linkbusiness.com.au

## Exclusive Distribution Business Australia and NZ

ref: 14008

- Opportunity to secure distribution rights for gutter protection system
- Unique design patent protected in Aust. & NZ until June 2025
- Produced from ColorBond steel, bush fire area compliant
- Takes half the time to fit compared to competitors products
- Product delivered direct to site, distribution can be located anywhere
- Future opportunity to acquire manufacturing facilities
- Manufactured in accordance with ISO 9001-2008



**Location:** Queensland **Asking Price:** \$500,000 WIWO  
**Broker:** Wim Janssen 0451 074 099 / David Morris 0410 716 025

## Hardware Store and Residence

ref: 14151

- Includes freehold property/residence
- Independent Hardware & Garden Centre
- Nearest competition 15 km away
- This is a true lifestyle business
- The opportunities to really grow this business are endless



**Location:** Sunshine Coast Hinterland **Asking Price:** \$990,000 plus Stock  
**Broker:** Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

## Award Winning Restaurant with Ocean View

ref: 14090

- Unique location on popular eating strip
- Unrestricted ocean views
- Managed by owner 2 days a week
- Loyal staff in place
- Excellent lease available (9.5% of turnover)
- Great service, great food
- Huge support by locals throughout the year



**Location:** Mooloolaba **Asking Price:** \$495,000 plus Stock  
**Broker:** Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

## Pool & Spa Maintenance Regional Qld

ref: 14106

- Well run & profitable business
- Pool services in high demand with 1 in 5 homes having pools in the area
- Supplying pool and spa equipment, services & supplies
- Easily operated by husband & wife team
- Latest computerised system in place
- Vehicle included in sale



**Location:** Central Qld **Asking Price:** \$110,000 plus Stock  
**Broker:** Chris Reid / 0419 378 777 / chrisr@linkbusiness.com.au

## Eagle Boys Pizza Franchise

ref: 14141

- Recession resistant industry
- Located in fast growing area, nearby local University
- Under management with a fully trained team of staff in place
- New branding & image completed, nothing to spend
- Good cash business with avg. turnover of \$16,000 p.w.
- Full training and ongoing support provided



**Location:** Sunshine Coast **Asking Price:** \$260,000 plus Stock  
**Broker:** Manuel Ribeiro / 0429 626 835/ manuelr@linkbusiness.com.au

## Family Coffee Franchise Brisbane

ref: 13750

Solid and secure Muffin Break franchise ideally suited to a working partnership.

With this franchise business you have the benefit of:

- Open planned corner location
- Modern fit-out, no money to spend
- Long secure lease, reasonable rent
- Fair mix between food & beverage
- Coffee 35 – 40kgs



**Location:** Brisbane **Asking Price:** \$225,000 plus SAV  
**Broker:** Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

## Juice Bar Noosa

ref: 14149

- Join the rapidly growing 'wellness' category
- Located in food court on popular tourist strip
- High gross margin cash business, 46% return on investment
- Strong consistent growth, up 26% year on year for 2016
- All plant & equipment owned, nothing leased
- No experience necessary, training provided
- Well-presented store with loads of potential



**Location:** Noosa Heads **Asking Price:** \$250,000 plus Stock  
**Broker:** Manuel Ribeiro / 0429 626 835/ manuelr@linkbusiness.com.au

## Modern and Busy Café in Brisbane CBD for Sale ref: 14069

- This very busy cafe is located in Brisbane's CBD
- Monday to Friday business
- Great modern fit-out
- Long lease, good rent
- Weekly turnover is between \$18,000-\$20,000
- Under management, quality staff in place
- Selling 60kgs of coffee every week
- Good profit, price negotiable for a quick sale



**Location:** Brisbane **Asking Price:** \$399,000 plus SAV  
**Broker:** Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

## Earn over \$340k+ Per Annum! ref: 13640

- Earn \$340k with an ethical vegetarian niche business!
- Highly profitable niche food supermarket, café, and e-commerce store
- Strong lease
  - Growth industry with few competitors
  - Double digit increase in average weekly sales over the past year
  - Main road location with lots of passing traffic
  - High net profit and accountant financials available



**Location:** Brisbane **Asking Price:** \$590,000 plus SAV  
**Broker:** Daniel Burrows / 0450 907 396 / danielb@linkbusiness.com.au

## Snap Fitness – Brisbane Bayside ref: 14115

- 1,050 members
- Under full management
- Exceptional fit-out – stunning equipment
- 13 years remaining on lease / huge floor space - 540m<sup>2</sup>
- Solid return on investment – great passive income
- Price includes franchise fee – 10 year agreement



**Location:** Brisbane **Asking Price:** \$699,000 WIWO  
**Broker:** Dustin Slypen / 0425 121 788 / dustins@linkbusiness.com.au

## Charcoal Chicken in Busy Brisbane Shopping 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 **Asking Price:** \$175,000 plus SAV  
**Broker:** Daniel Burrows / 0450 907 396 / danielb@linkbusiness.com.au

## Brisbane CBD Café/Bar For Sale ref: 11380

Simple menu and no late nights this easy to run business is priced to sell. This has to be of Brisbane's most sought after locations, huge passing traffic with even larger profits, Your inspection is a must!

- Huge opportunity to expand trading hours and profits
- Trades 5 days per week, no weekends
- One working owner and casuals as required
- 30kg+ of coffee per week



**Location:** Brisbane CBD **Asking Price:** \$395,000  
**Broker:** Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

## Great Lifestyle Home Based. Earn \$90K ref: 13407

- Established procedure manuals and systems
- Flexible working hours
- Orders received via the interactive custom built websites and telephone
- Currently minimal input by owner as most work is done by contractors
- Should net a working owner \$90K or more per year
- Home based business so can be run from any Brisbane location



**Location:** Brisbane **Asking Price:** \$135,000 WIWO  
**Broker:** Garth Nell / 0406 109 150 / garthn@linkbusiness.com.au

## Multi-Faceted Food Operation ref: 13599

With sales consistently between \$46,000 and \$50,000 per week, this large food operation generates a good level of income from multiple sources, including, café, catering, vans, drive through.

The business has a large commercial kitchen. Massive indoor/ outdoor area. Fully staffed. No weekends. Strong secure lease in place.

Located in one of Brisbane's largest and growing industrial/ commercial areas.



**Location:** Brisbane **Asking Price:** \$675,000 plus SAV  
**Broker:** Jenny Wang / 0407 468 414 / jennyw@linkbusiness.com.au

## Love Flowers and Making Money ref: 11952

This highly visible store is located on an extremely busy intersection close to the Brisbane CBD, with a high volume of traffic passing daily.

- Located in shopping centre with plenty of customer parking
- Long lease at an attractive rental
- Currently run with minimal input from owner
- Fantastic opportunity for an owner operator to increase profit
- Fully fitted store with cold room



**Location:** Brisbane **Asking Price:** \$51,000 WIWO  
**Broker:** Paul McIlroy / 0426 263 918 / paulm@linkbusiness.com.au

# Businesses for sale - Queensland

## Bayside Bakery's for Sale

ref: 13826

Two fantastic bakery's in a great island location. This is your chance to purchase two highly profitable bakery's. Includes all plant and equipment, massive holiday trade and a growing population.

- Only bakery on the Island
- No supermarket competition
- Trained staff will stay on
- Offers great value for money
- Seller willing to offer vendor finance with great terms to the right buyer



**Location:** Brisbane Bayside **Asking Price:** \$595,000  
**Broker:** Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

## Top Performing Vehicle Hire Business

ref: 14122

Great lifestyle business located on the Cooloola Coast

- Servicing the Heritage listed Fraser Island
- Long standing, self-drive four wheel drive vehicle hire
- Sound reputation in the tourism industry
- Referral and repeat customer base including school group bookings
- Trade and leisure members with Sunshine Coast destination
- Good quality vehicles included



**Location:** Sunshine Coast **Asking Price:** \$245,000 WIWO  
**Broker:** Garth Nell / 0406 109 150 / garthn@linkbusiness.com.au

## Established Bakery Products Wholesale Business

ref: 14023

Established for more than 10 years the business has a solid wholesale customer base located primarily around the Brisbane inner city parameter.

The current owners have chosen to maintain the current client base level, however they have continuous demands from new customers.

Great growth potential and opportunity.

Business nets \$160,000 to working owner.

Leased area 213m<sup>2</sup>.



**Location:** Brisbane **Asking Price:** \$350,000 WIWO  
**Broker:** Phillip Song / 0406 808 845 / phillips@linkbusiness.com.au

## Managed Café for Sale in Brisbane

ref: 13947

Captive market, simple menu, money makers.

Fantastic rental structure.

Fully staffed and managed.

Quality product offering with reputation for coffee.

Consistently selling over 40kg of coffee pw.

Light café meal standards.

Good disposable income area.

Lease till 2022.



**Location:** Brisbane **Asking Price:** \$695,000 plus SAV  
**Broker:** Jenny Wang / 0407 468 414 / jennyw@linkbusiness.com.au

## Diamond Tool & Construction Machinery Supplier

ref: 13913

Premier diamond tool and construction machinery supply company

- Established in 2003
- Australian distributor for Shibuya
- Strong reputation
- Distributing to the concrete & construction industry



Fully equipped workshop offers repair, servicing and manufacturing facilities.

**Location:** Brisbane **Asking Price:** \$328,000 plus SAV  
**Broker:** Roland West / 0450 484 008 / rolandw@linkbusiness.com.au

## Fantastic Convenience Store! \$51,000 Weekly T/O

ref: 13791

Located in one of the busiest suburbs in south side. This supermarket has a spacious storage area and a long lease, this store's potential for revenue is beyond doubt!

- Around \$51,000 weekly turnover
- Independent store, no franchisee fee
- Easy to learn and operate
- Ample free parking
- Immaculate plant & equipment
- Functional layout and well organised store



**Location:** Brisbane **Asking Price:** \$695,000 plus SAV  
**Broker:** Shweta Bhate / 0451 168 908 / shwetab@linkbusiness.com.au

## New Pizza Franchise, Turn Key, Ready to Go

ref: 14138

Pizziano is a trendy, casual, licensed dining experience that takes the inner city restaurant style to the suburbs.

- Comprehensive training program
- Low break even figure
- New store / New Lease
- Liquor licence



**Location:** Brisbane **Asking Price:** \$299,000 plus SAV  
**Broker:** Roland West / 0450 484 008 / rolandw@linkbusiness.com.au

## Shingle Inn - Great Location in Brisbane CBD

ref: 13906

Here is a great opportunity to become part of one of the most exciting cafe franchises in the market.

The business is located in one of the hottest premier Office Towers in Brisbane city.

Running this business is made simple with easy to follow systems and training in place. Large business and sitting area, long lease with good rent.



**Location:** Brisbane **Asking Price:** \$250,000 plus SAV  
**Broker:** Phillip Song / 0406 808 845 / phillips@linkbusiness.com.au

## Wholesale Distribution - Fresh Produce

ref: 13600

A wholesaler of fresh and processed produce which is distributed direct to the catering and hospitality trade.

- Easy lifestyle distribution business
- Sellers Discretionary Income \$250,000
- Growth into other areas to increase turnover
- Established over 15 years
- Effective and efficient systems in place
- Loyal experienced staff
- Spacious premises with excellent cold room storage



**Location:** Brisbane **Asking Price:** \$590,000 plus Stock  
**Broker:** Paul McIlroy / 0426 263 918 / paulm@linkbusiness.com.au

## Signage Design / Manufacture / Install

ref: 14159

Regarded as the leading, high quality signage business in the greater Brisbane South East, working with clients to maximise their business and brand exposure through quality commercial and vehicle signage.

- Established 2007
- Loyal repeat customer base including referrals
- Fully fitted design studio and workshop
- Turnover and profits increasing year-on-year
- Easy to run with minimal overheads



**Location:** Brisbane **Asking Price:** \$298,000 plus Stock  
**Broker:** Paul McIlroy / 0426 263 918 / paulm@linkbusiness.com.au

## Custom Designed & Manufactured Furniture

ref: 14169

Offering a high quality range of home & office furniture that is affordable, sturdy, versatile and comfortable.

Custom designed, handmade furniture & cabinet making.

Large scale office fit-outs.

Operating for over 30 years.

Huge showroom & on site factory.

Sales in excess of \$1.3m per annum.



**Location:** Brisbane **Asking Price:** \$690,000 plus SAV  
**Broker:** Roland West / 0450 484 008 / rolandw@linkbusiness.com.au

## A Convenience Store for Great Value

ref: 14006

A great opportunity to buy this small convenience store in Ipswich. This fully managed store has been opened in November '15 by the owner as an investment.

- New store with all equipment and furniture (grease trap already setup)
- Very low rent
- Schools and commercial building around
- Long lease to offer
- 30% margin on products



**Location:** Brisbane **Asking Price:** \$45,000 plus SAV  
**Broker:** Shweta Bhate / 0451 168 908 / shwetab@linkbusiness.com.au

## Japanese Restaurant - Sushi Train

ref: 13755

- Located directly opposite a cinema
- Only Asian cuisine 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 potential to generate sales



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

## Trendy Seafood Cafe

ref: 14030

Most innovative and trendy seafood café franchise in busy Southside shopping centre. Large seating area for customers to enjoy the relaxed atmosphere.

- Licenced seafood café
- Currently run under management
- Around \$14,000 weekly turnover
- Great ambiance and large seating capacity
- Prime location in very busy shopping centre



**Location:** Brisbane **Asking Price:** \$230,000 plus SAV  
**Broker:** Shweta Bhate / 0451 168 908 / shwetab@linkbusiness.com.au

## Busy Café in Inner Brisbane Suburb for Sale

ref: 14144

Captive market, simple menu, with great indoor outdoor seating and private back deck.

Sales consistently in excess of \$17,500 per week.

Fantastic rent.

Fully staffed.

Quality product offering with reputation for coffee.

Light café meal standards.

Only trades 6 days.

Full financial records are available.



**Location:** Brisbane **Asking Price:** \$275,000 plus SAV  
**Broker:** Jenny Wang / 0407 468 414 / jennyw@linkbusiness.com.au

## Foyer Eatery Brisbane CBD for Sale

ref: 13778

- Busy CBD lobby eatery
- Captive market
- If you have the financial capacity then please contact me to discuss
- Trades 5 days
- Fully staffed and managed
- Full catering kitchen
- Franchisable model
- Lease till 2029 plus option.. The list goes on!



**Location:** Brisbane **Asking Price:** \$895,000 plus SAV  
**Broker:** Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

# Businesses for sale - Queensland

## 50kg's Coffee City Fringe Lobby Cafe

ref: 14088

- 50 kg's coffee
- Secure Lease
- High quality fit-out
- Closed public holidays
- Non-complicated menu



**Location:** Brisbane **Asking Price:** \$585,000 plus SAV  
**Broker:** Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

## A Great Modern Cafe in Brisbane CBD

ref: 14047

This well established café is located in the centre of Brisbane's CBD with massive foot traffic and offices building around the shop.

- 5 Day, Monday to Friday business
- Beautiful fit-out and well set up kitchen
- Seating around 60 approx
- 8 year lease in place, excellent rent
- Good turnover with good net profit



**Location:** Brisbane **Asking Price:** \$350,000 WIWO  
**Broker:** Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

## Busy Café in Brisbane CBD - Simple To Run

ref: 14068

This is a great opportunity to be your own boss, it is one of the best cafe opportunities in Brisbane CBD.

- This new shop has a long lease and very cheap rent
- Thousands of customers pass by everyday
- Great for a husband and wife team or someone who already has a cafe business in the city



**Location:** Brisbane **Asking Price:** \$150,000 WIWO  
**Broker:** Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

## Highly Profitable Salon Inner Brisbane Location

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:** \$99,500 plus SAV  
**Broker:** Daniel Burrows / 0450 907 396 / danielb@linkbusiness.com.au

## Stunning CBD Franchise Café / Bar

ref: 13782

- Perfect CBD location with beautiful fit-out
- Under full management
- 11 years remaining on lease
- Seating for 100
- 10am – 12am liquor licence
- Very popular franchise and the only one of its kind in Brisbane!



**Location:** Brisbane **Asking Price:** \$588,000 plus SAV  
**Broker:** Dustin Slypen / 0425 121 788 / dustins@linkbusiness.com.au

## Upholstery Business For Sale

ref: 13785

Offering a broad range of professional upholstery and furniture repairs. Low rent in an excellent commercial location with an outstanding reputation & client base. Lots of potential. Possibly an ideal acquisition for expanding business operator. Easily relocatable if required & sensibly priced for genuine retirement sale after 30 successful years of trading. Growing sales and excellent return to working owners. Huge client base including commercial and residential sites



**Location:** Brisbane **Asking Price:** \$59,000 plus SAV  
**Broker:** Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

## Exterior Cleaning Services

ref: 14056

- \$450,000 turnover
- \$150,000 income to managing owner (30 hours per week)
- Very low overheads – home based / mobile business
- Great energetic and well trained staff
- Long list of jobs scheduled for remainder of 2016
- Enormous potential to expand



**Location:** Brisbane **Asking Price:** \$239,000 WIWO  
**Broker:** Dustin Slypen / 0425 121 788 / dustins@linkbusiness.com.au

## Florist Making \$51k - 4km from Brisbane CBD

ref: 12495

Ideal for a working owner and a part time casual. Sales for 2014/2015 Financial Year were \$196k+ with a net surplus to a working owner \$51k. Reasonable rent ensures you make good profits. Excellent foot traffic adjacent major banks, pharmacy & popular café/restaurant. Own website with shopping cart facility.



**Location:** Brisbane **Asking Price:** \$49,500 plus stock  
**Broker:** Garth Nell / 0406109150 / garthn@linkbusiness.com.au

# Businesses for sale - Queensland / Other Areas

## Distribution Manufacture Import Export

ref: 14214

- Solely owned Aust. Company since 2009
- Products distributed Aust. wide & exported to NZ, PNG & Pacific Islands
- Current owner works from home forwarding orders to staff operating 2 w/houses around Brisbane
- No specific qualifications needed, although good mechanical understand an advantage
- Also background in imports/distribution would be beneficial but not necessary
- Current owner will provide full training



**Location:** Brisbane **Asking Price:** \$495,000 plus Stock  
**Broker:** Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

## Retail/Wholesale Recreational Camping Products

ref: 13480

Up for sale a fully established retailer and wholesaler of niche recreational camping and RV products addressing the needs of the growing caravanning community Australia wide.

Established since 2003 this business has built a solid credible reputation over the last 12 years supplying awnings, annexes, spare parts, accessories to the caravan industry.

The business has its own brand that has grown to be known as the best in Australia.



**Location:** Brisbane **Asking Price:** \$895,000 plus SAV  
**Broker:** Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

## Sushi Train Restaurant

ref: 13754

- Located directly opposite a cinema
- Only Asian food within 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 Westside **Asking Price:** \$300,000 plus SAV  
**Broker:** Kevin Li / 0451 505 168 / kevinl@linkbusiness.com.au

## Security Screen & Door Business for Sale SE QLD

ref: 12294

Well recognised and established provider of security screens, doors and shutters in the Brisbane area, this business has shown consistent growth over the last three years. Turnover in excess of \$1.2 million.

- Business established 22 years
- Consistent work with a products always in demand
- Profitable with no marketing requirements
- Staff in place, including admin, installers and a sales rep



**Location:** Brisbane **Asking Price:** \$275,000 plus SAV  
**Broker:** Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

## Brumby's Bakery – Prime Gold Coast Location

ref: 14246

The bakery itself is located close to a major grocery store and ample car parking, both of which supply a regular stream of passing trade. Layout is compact but efficient allowing for lean staffing and economical rent. Unique to this bakery are the civilised opening times of 8am and significant electricity savings made possible by the pooled electricity scheme run by the centre manager landlord.



**Location:** South East Qld **Asking Price:** \$140,000  
**Broker:** Troy Potter / 0412 286 176 / troy@linkbusiness.com.au

## F/hold Railton Hotel, Going Concern

ref: 14117

Magnificent imposing brick licensed hotel, in a one hotel town, with a population approaching 1,000 people with a much larger draw area, enjoying the benefits of the tourist boom.

Many thousands of dollars spent on improvements, upgrades, and plant & equipment. Well presented country pub.

The current owners have lifted the profile, turnover, net profit and the overall appearance. Excellent owners quarters. Income from bar, gaming, bottle shop, food, accommodation and campers.



**Location:** Tasmania **Asking Price:** Offers over \$795,000  
**Broker:** Paul Scott / 0477 771 098 / pauls@linkbusiness.com.au

## Australasian Corporate Event, Conference Organiser and Media Hub

ref: 14147

A strong reputation and recognised thought leadership position as Australasia's largest event, conference organiser and media hub in this particular sector. 12,000 delegates from 3000 companies across Australasia have attended their well-established events. Strong growth rates in attendance, revenue, sponsorship and income. Growth opportunities for existing conferences, additional events, domestically and pan-Asian, and application of IP across new verticals.



**Location:** Melbourne Based **Asking Price:** \$900,000  
**Broker:** Graham Peters 0414 232 248 / Alan Kanuk 0449 537 884

## F/hold Tasmanian Restaurant. Home & Income

ref: 13898

Fantastic value, on the main route to the Cradle Mountain National Park.

Many thousands of dollars spent on improvements, upgrades and equipment.

Lifestyle change opportunity, has only been operated when it suits the operators. Scenic location.

Potential to operate all day café, for as long or as little as you like, no need to be a chef simply enjoy food and people. Very profitable, potential plus.



**Location:** Tasmania **Asking Price:** Offers Over \$250,000  
**Broker:** Paul Scott / 0477 771 098 / pauls@linkbusiness.com.au

# Businesses for sale - SOLD

## Groovy Noosa Coffee Shop

ref: 13710

- Sold for asking price
- Low rent, only 7% of turnover, long lease
- Selling over 30kg of coffee per week
- Trading 7 days per week
- All equipment and fit-out included in price
- Excellent location with lots of parking

**Location:** Sunshine Coast, Qld

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

## Fruit World

ref: 12635

- 7 day business on main road with great visibility
- Established over 20 years
- Strong branding & excellent reputation
- New lease until 2021
- Over 500 sqm
- Turnover in excess of \$2.4 million

**Location:** Sunshine Coast

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

## Award Winning Seafood Business

ref: 13671

- Just 8 weeks from listing to contract of sale
- Purpose built food grade processing operation supplying wholesale & retail seafood products
- Excellent plant & equipment, value over \$200K
- Low rent with good lease option of 2 x 5 years
- Great staff in place with owner working min hours

**Location:** Sunshine Coast, Qld

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

## Permanent Management Rights

ref: 13607

Complex has a delightful secluded pool and cabana area. Contract term has been topped up to 20 years for peace of mind. Currently managed by one person and ideally suited to a person or couple who enjoy a little gardening and plenty of leisure time. Opportunity to increase income for handyman willing to get involved with repairs & maintenance.

**Location:** South East Qld

**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 & still has capacity to grow. This excellent business deals mostly with the top end vehicles.

**Location:** Brisbane Region

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

## Outstanding Income & Lifestyle Opp.

ref: 13712

This restaurant takes pride of place in the main street of one of Australia's most sought after lifestyle destinations. Bangalow is a 10 minute drive from the beautiful beaches of Byron Bay. The architect designed fit-out is only 2 years old and has all council approvals in place. The plant & equipment, including a built in pizza oven has been well maintained & remains as new.

**Location:** NSW – North Coast

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

## Wholesale Distribution Aus & NZ

ref: 12236

Wholesale distribution business operating since 2007 specialising in the distribution of niche products and accessories in the formal clothing industry. With over 400 retailers that are supplied across Australia and NZ Fully staffed with great systems in place.

**Location:** Brisbane

**Broker:** Paul McIlroy 0426 263 918 /  
Garth Nell 0406 109 150

## Camping Acc Import

ref: 13562

Current owner earning in excess of \$270k per year! Take advantage of the huge growth in the camping industry, with the importation, wholesale and distribution of a comprehensive range high quality camping accessories and camper trailers.

**Location:** Brisbane

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

## Brisbane Based RTO for Sale

ref: 13873

Well established and has a fine reputation for high quality training. There is an extensive customer base off which a new owner could leverage associated products and services. A current Certificate 3 Guarantee Queensland Government funding contract in place. Owner works very short hours.

**Location:** Brisbane Southside

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

## Coffee Roaster Wholesaler

ref: 13670

High profit coffee roaster wholesale and retail. Prominent brand trading over 2 decades. Roasts 3 tonne per week out of 1000m<sup>2</sup> warehouse. State of the art roasters, silo's, packers and equipment with full automation. Consistent annual growth of 13.8% per year for last 5 years. Attractive handover terms to the approved purchaser.

**Location:** Sydney

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

## Corporate Catering

ref: 13646

Specifically catering to corporate organisations Monday to Friday in & around Sydney CBD. Owner has built a strong reputation with high quality service & product. Delivery van & all equipment included with business. Five year lease & handover terms to assist incoming purchaser. Great opportunity & potential to grow beyond corporate tier.

**Location:** Sydney

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

## Regional Survey Practice

ref: N/A

Northwest NSW location. Great team of 10 – 20 in place, registered surveyors. \$1.3 million turnover. Around 50% of work is done with the mining sector. Existing customer base includes Rio Tinto.

**Location:** Regional NSW

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

## Nursery – Freehold

ref: 12449

Freehold business with residence. Leading large scale wholesale and production nursery that grows & distributes large volumes of plants to a diverse range of clients in NSW & ACT. Fleet of 3 delivery vehicles included. Irrigation & heating systems and infrastructure to ensure effective growing conditions all year round.

**Location:** Regional NSW

**Broker:** Ian Jones / 0402 111 500  
ianj@linkbusiness.com.au

## Digital & Web Solutions

ref: N/A

Operating for over 15 years, licensed reseller of HP & many others. Licensed supplier of software, anti-virus, and other programs for business and corporate networks. Primarily a consultancy firm, and also run their own hosting cluster, with SAS 70 Type II Certification.

**Location:** Gosford / Regional NSW

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

## Gloria Jeans - Newcastle

ref: 12125

Great team of casual employees in place, iconic location with high foot traffic, long lease with low rent. Strong sales and profits with potential to expand and grow. Most recognised coffee franchise available in Australia, this business enjoys the brand power & marketing that the franchisor provides as well as the ongoing training & support.

**Location:** Newcastle

**Broker:** Ian Jones / 0402 111 500  
ianj@linkbusiness.com.au

# 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.

For your FREE guide, or a confidential appraisal of your business, call 1300 763 668.



The authority on selling businesses

1300 763 668 | [linkbusiness.com.au](http://linkbusiness.com.au)

REDRAW

EQUITY

TOP-UP OPTION

FIXED RATE

HOME LOAN OPTIONS

LOCK RATE

VARIABLE RATE

BRIDGING FINANCE

OFFSET ACCOUNT

YOUR PERSONAL  
**ANZ MOBILE LENDER**  
CAN HELP FIND THE  
**HOME LOAN**  
SOLUTION THAT'S RIGHT FOR YOU

YOUR PERSONAL ANZ MOBILE LENDER  
ANYTIME, ANYWHERE  
KERRY HIGGINS 0412 708 758

YOUR WORLD  
YOUR WAY

