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Franchisee Recruitment

Look for this Sign when Buying Your Franchise

Getting into Business Vs Getting out of Business

Top Tips For a Smooth Business Transaction

How to Find Your Ideal Business

Want the Power of KPMG Behind Your Small Business?

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Buying a Franchise System

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The Commerce (Cartels and Other Matters) Amendment Bill & its Potential Impact on Franchising

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Aaron Toresen - Managing
Director of the LINK Group



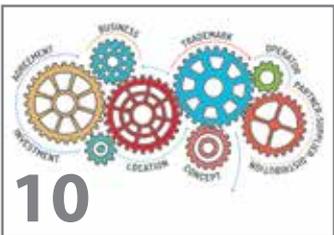
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Welcome From the Director

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

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

In this issue of business broker magazine we explore the wonderful world of Franchising. LINK is a franchisor itself and we have also sold many hundreds of franchises, as well as entire franchise systems so we have a vast level of experience in this area.

Franchising in New Zealand has an annual revenue of approximately \$19 billion and is a very important part of our economic health and future. There are a huge number of franchise systems in New Zealand, currently numbering over 350 and almost 80% of those were established in New Zealand. Franchising is a thriving, growing sector that covers multiple industries and offers fantastic opportunities to those considering business ownership.

We sell many franchises to first time business owners who find comfort in a proven system and the support of a head office who can help train and guide them. For many purchasers, buying an existing operating franchise is the ultimate in security; a proven system and a track record in the particular location and business. There is the added bonus that banks often look favourably on franchised business units and will have preferential lending criteria for franchised businesses.

Franchising may not be for everybody, and if you are very strong willed and independent and perhaps don't like following procedures, you may be better with a business over which you have absolute control. For everyone else though franchising is a winner!

LINK is very proud to announce that we recently swept the Real Estate Institute of NZ (REINZ) awards. Besides being finalists in every category we won the 3 main categories; most revenue in a Large Office, Rising Star of the Year (Martin Plom, LINK - Auckland, Ellerslie) and Business Broker of the Year (Bruce Cattell, LINK - Auckland, Ellerslie).

If you are considering buying or selling a business, come and talk to LINK, NZ's most awarded business brokerage.

Sincerely,

Aaron Toresen

Managing Director

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New Zealand's No. 1 Business Brokerage 2016

LINK Sweeps REINZ National Awards



Bruce Cattell, Aaron Toresen (Managing Director), Martin Plom

LINK joined REINZ in 2015 and was awarded runner-up in the Large Business Broking Office in last year's awards. LINK is very proud to announce that in 2016 we won in three categories. These awards reflect our growth and performance.

These are competitive categories and winning these is testament to the quality of our brokers and the high level of service we provide to our vendors and purchasers. They prove we have the best brand, the best processes and the best people.



Large Business Broking
Office of the Year
LINK Auckland, Ellerslie



Large Business Broker
Salesperson of the Year
Bruce Cattell



Large Business Broker
Rising Star of the Year
Martin Plom

Want the power of KPMG behind your small business?

We focus on your tax and accounting so you can focus on growing your business.

If you are a small-to-medium franchise operation with ambitions to grow – or simply want to free up time and save money – you’ll want to know about KPMG’s new Small Business Accounting service.

Launched earlier this year, KPMG’s Small Business offering “puts the power of KPMG behind your business, at a price you can afford.”

These services are designed specifically for small to medium businesses. The key features include:

- A choice of affordable **fixed monthly packages**, starting from just \$100 per month for core annual tax and compliance services. There are also packages for fast-growing or more complex businesses, which include regular reporting and high-level support and advice.
- Every client is matched with a **dedicated KPMG accountant** to provide practical advice and assistance. Within the fixed fee, clients can engage their accountant as often as they need, by phone or email.
- **Online accounting tools** are used to eliminate paperwork, and save you time. (We can either set you up on Xero; or work with your existing systems if you prefer).

Christchurch-based florist, Mrs Bottomley’s Flowers at the Tannery, is one of KPMG’s many small business clients. Co-owner Hannah Marsh Dore says her KPMG advisers are adding real value to the business.

“One of the first things they did was to get us on to Xero, which is fantastic,” says Hannah.

“It’s very user-friendly and has given us a bird’s eye view of the business. We now have our finger on the pulse of how the business is performing – where we are doing well, and where we need to tighten up.”

Hannah says their KPMG advisers are great to work with, and are “as passionate about our business as we are..!”



“I recommended KPMG to another business owner just recently. I told her not to be scared off by the global brand...they are local people who have taken the time to get to know us and our business.”

Specialist services for franchise businesses

KPMG’s Small Business accounting is particularly well-suited to businesses in the franchise environment. Standardisation and transparent reporting can improve performance and the value to all parties in the network.

For instance, at the franchisor level KPMG can:

- Consolidate and analyse performance across the network.
- Integrate solutions that solve a much broader set of problems than financial management e.g. POS, systems, inventory management.
- Advise on governance and business structure.
- Provide tax planning.
- Benchmarking and identification of key areas for improvement.
- Provide support for franchisee engagement and implementation.

And for franchisees, KPMG will:

- Free up the business owner to focus on core business management.
- Remove manual paperwork and streamline processes.
- Standardise reporting and data capture.
- Embed robust processes to ensure to optimise performance and future value.

Exciting potential

KPMG is one of the world’s largest accountancy practices; operating in 155 countries. KPMG New Zealand has more than 1,000 professionals; based in offices in Auckland, Wellington, Christchurch, Hamilton, Tauranga, Timaru and Ashburton.

Paul McPadden, KPMG's Head of Private Enterprise, explains the driver behind the new Small Business offering.

"KPMG is passionate about the potential of New Zealand's small to medium businesses, which have always been the backbone of our economy. Unleashing the potential of these businesses – and helping them grow from good to great – is something that really excites us."

A key aspect of KPMG's offering is that the firm can provide the right resources for the businesses – drawing on the depth of expertise throughout the firm.

"As they grow, we can bring in the right capability at every stage" says Paul McPadden.

Industry knowledge

Another unique aspect of KPMG's Small Business offering is the depth of knowledge by sector. For instance, KPMG has industry-specific expertise in real estate/property, the health sector (including GPs), agriculture, technology, and financial services.

"Our packages can be tailored to the needs of any sector" says Hamish McLachlan, KPMG's Head of Small Business.

"This makes our Small Business services particularly appealing to any corporate that has an industry 'eco-system' built around it."

This could include specific tax and structuring advice, technology and tools that help drive day-to-day efficiencies; or reporting and benchmarking that creates greater transparency and a basis for driving better business performance.

Like to know more?

Talk to your contacts at KPMG, or get in touch with our Small Business team directly:

Phone: **0800 KPMGSB (0800 576 472)**

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Email: **smallbusiness@kpmg.co.nz**



Paul McPadden
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Paul is KPMG's lead tax partner for many of our privately-owned clients. He is a skilled family enterprise practitioner and regularly advises on a broad range of commercial issues.



Hamish McLachlan
Head of Small Business
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Hamish heads the small business practice. He has broad commercial experience helping to shape and drive growth across a range of both small and larger businesses.

KPMG approach

KPMG small business is focused on bringing value to businesses like yours. Not only will we help transform how you do business, you'll also be able to spend more time following the passion that brought you into business in the first place.

Dedicated KPMG accountant



Free up your time by having one of our expert KPMG accountants working on your business. We'll match you with someone knowledgeable in your industry, so you can stay focused on the things that matter.

Online accounting tools



We'll get you set up with technology designed to lighten your load and give you the best information to take your business further. You'll have the best information always at your finger tips.

Fixed monthly fees



Simple, affordable and no surprises. We tailor packages to suit your needs, so you know what to expect upfront. We can adapt as your business grows, so you can spend more time doing what you do best.

The Commerce (Cartels and Other Matters) Amendment Bill & its Potential Impact on Franchising



The Commerce (Cartels and Other Matters) Amendment Bill (**Bill**) is the first major overhaul of the Commerce Act 1986 (**Act**). One part of the Bill has significant repercussions on the franchise industry and its participants: the prohibition of *cartel provisions*. This article briefly explains what *cartel provisions* are and the possibility of being exempt from the prohibition against them.

The Proposed Cartel Provisions Prohibition

Under the Bill, any agreement, arrangement or understanding (we'll refer to these expressions collectively as an **arrangement** for the purposes of this article) between competitors which has the purpose, effect or likely effect of one of the following will be considered a *cartel provision* and will be prohibited:

Cartel Provisions	
The Effect	Meaning & Examples
Price Fixing	This includes any <i>arrangement</i> to fix, control or maintain pricing and would include, for example, a franchise network where the parties to that network have an <i>arrangement</i> to charge a uniform price.
Restricting Output	This includes any <i>arrangement</i> to prevent, restrict or limit the supply or acquisition of goods or services by any party to the <i>arrangement</i> including, for example, a franchise network where the franchisees can only supply goods or services to a particular segment of the market (e.g. to retail customers only).
Market Allocating	This includes any <i>arrangement</i> where the parties to the <i>arrangement</i> agree not to compete with each other in certain markets, for example, a franchisee who has the exclusive right to operate the franchised system in a specific territory.

Those with a basic understanding of franchising will quickly deduce that *cartel provisions* as described above form some of the core provisions of a typical franchise *arrangement*. Some may also consider that even though an individual franchisee only contracts with the franchisor through a franchise agreement (that is, the franchisees do not separately contract with fellow franchisees to abide by the rules of the system) collectively, all franchisees enter into their franchise agreements on the understanding that the rules will apply to all franchisees comprising the network and, as such, it could be said that all franchisees of a particular network are part of an *arrangement* which contains a cartel provision.

The Exemption

Fortunately, the Bill does provide an exemption: if the parties to the *arrangement* are engaged in a *collaborative activity* (explained below) and the *cartel provision* is no more than reasonably necessary for the purpose of that *collaborative activity*, then the *cartel provision* will not be deemed to be illegal.

The Bill also contains an exemption for vertical supply *arrangements* (not discussed here).

What is a Collaborative Activity?

For the purposes of the Bill, a *collaborative activity* is defined as an enterprise, venture, or other activity, in trade that –

- a. Is carried on in co-operation by 2 or more persons; and
- b. Is not carried on for the dominant purpose of lessening competition between any 2 or more of the parties.

Is Franchising Exempt from the use of Cartel Provisions?

While the Commerce Commission is yet to publish franchise specific guidelines relating to the Bill (anticipated), it is expected that franchising (generally speaking) would be considered a *collaborative activity* for the purposes of the Bill given that it requires the parties to the *arrangement* to act together in order for the system to work and the *cartel provisions* which members of a franchise network subscribe to are not there for the dominant purpose of lessening competition. However, the exemption is not industry specific and will only apply where every *arrangement* containing a *cartel provision* actually satisfies the elements required in order to be deemed exempt from the *cartel provision* prohibition. Accordingly, it is imperative that every franchise system be assessed on its own merits to determine whether or not the exemption will apply to all *cartel provisions* contained within a franchise agreement or other *arrangement*. An experienced solicitor should be instructed to undertake this analysis which would entail a series of specific questions relating to the nature of the franchise system and the suitability and need of each cartel provision within its franchise *arrangements*.

Conclusion

Aside from the significant financial penalties that could be imposed for being in breach of the Bill once enacted, the integrity of a particular franchise system could be in jeopardy where its members are considered to be parties to an *arrangement* containing *cartel provisions* that do not qualify for the exemption. This will not only affect franchisors but possibly every member of a franchise network. Franchisors should ensure that their franchise agreements are up to standard in anticipation of the Bill becoming law soon by taking expert legal advice now. Franchisees should be enquiring whether their franchisors have taken legal advice about the potential effect of the Bill on their systems and its members.



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

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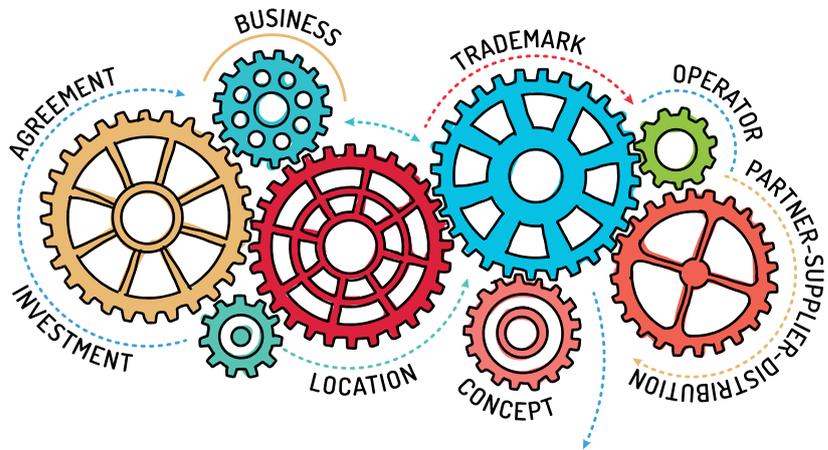
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Buying a Franchise System



I am often asked “what is the perfect business”, or “what business would you buy”? The truth is there is no such thing as the perfect business. Every business will have a “fishhook” in it somewhere. So with this in mind, what stands out as a great business model that will fit your requirements and lifestyle?

A “Franchise System” or “Master Franchise” is well worth consideration. An established business in this industry will come with franchisees who are “flying the flag” and working every day in business. This should mean that the business model has been proven to be profitable by these franchisees.

Some of the Standout Benefits are as Follows:

Homebased: More often than not they will be home based and are very transportable. So they can really be operated from anywhere that has broadband services – the bach, the boat or while away on holiday.

Real Estate: As it is home based there is no lease liability to worry about.

Stock: More often than not there is no stock or minimal stock.

Debtors: Franchisees are normally paying royalties on a weekly or monthly direct debit basis, so no outstanding debts to chase.

Human Resources: Normally there is a small overhead / staff structure. eg; franchise support, accounts and marketing personnel. However these can always be outsourced. Less staff equals less hassles.

Things to Watch for, or Understand:

Tangible Asset Value: This will normally be a very low percentage of the asking price. At the end of the day you are purchasing a “box of contracts” (Franchise Agreements). So if you are the sort of person looking for a strong asset backing, this may not be for you.

Two Income Accelerators: Typically, a Franchise System or Master Franchise will have two income streams. The first is the income generated from the ongoing royalty and the second is from the sale of each franchise. Depending on the nature or industry the sale of the franchise will be an important and ongoing source of revenue. Typically, as a system starts, the majority of the income will be from franchise sales. As the system starts to mature the royalty will start to catch-up and overtake the franchise sale income as a percentage of income. This “twin income accelerator” is more noticeable in the service type industry.

Term of Franchise Agreements: If the term is short or there are a number of franchisees coming to the end of their franchise term, you

should get an understanding if they are going to stay with the system or look to exit. If they are looking at exiting the system, do they have a plan in place to do so? If the value to enter the system is low, there is always the danger that they may walk and just write-off the initial franchise fee. So you will need to get an understanding if the current Franchisor has an exit / renewal plan in place for all of its franchisees.

Size of Franchise Territory: It is important to have an understanding of the size of each franchise territory, if the system is set up this way. If the territory is large and there are no minimum performance criteria in the franchise agreement, then this can be a real barrier to growth. For example, a franchisee may have a large area with plenty of growth potential but they might be quite content just working part time in the business for a minimal income. This will slow the long term growth of the area until that franchisee exits the system and you make changes to the territory size.

Growth: You need to have an understanding of how many more franchisees the system can grow to before saturation. Look at the number of franchise sales over the past few years. Has this started to slow or are there only a few territories remaining. Selling franchise territories is not your only growth strategy, you will also need to have a focus to teach your franchisees to grow their businesses by working smarter.

Over the years I have seen people purchase and grow both complete Franchise Systems and Masters. I have also seen these grow and resell again. Most Franchisors talk about the flexibility a franchise system will give them. What I can say is that when a system does come to the market I find there is a high demand for a well-structured franchise system or master franchises and offers are never far away.

If this segment of the market does interest you, please feel free to call to discuss in more detail or register your interest for possible future listings.



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Nick has owned several businesses and worked in many more, clearly he understands the many challenges facing business owners, including how to get the very best price when selling their business. Coming from a strong sales and marketing background, Nick has personally helped 160 business owners market and sell their businesses over the last 7 years.

Benefits of Using a LINK Business Broker



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

LINK Marketing

Information Memorandum

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



LINK Information Technology

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



Best Possible Service

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

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

"39 Offices in 5 Countries"

Business Broker Magazine

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



LINK's Monthly E-Newsletter

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



Watch Out for the 7 Deadly Sins When Selling a Business



Selling your business is no simple undertaking. It requires careful planning, meticulous execution and a high quality team of professionals to achieve your sale objectives. Hundreds of thousands, or in some cases millions of dollars could be lost through making a few elementary mistakes.

Let's look at the mistakes business owners and their advisers have made:

1. LACK OF PREPARATION

Many businesses are put on the market with inadequate systems, out of date financials, wide unexplained variances in key financial metrics, a lack of documentation e.g. lease agreements, supplier agreements, customer contracts, which could all make a purchase look just too difficult.

If a sale is achieved it will inevitably be at a significant discount.

2. THE NUMBERS FOUND TO BE WANTING

At the outset, the prospective buyers will have no emotional attachment to the business whatsoever.

They want to be assured that they have left no stone unturned in their efforts to get to grips with the business, that they feel the numbers are solid, and the price realistic.

If the seller presents financials which clearly do not justify the price being asked, or are found to be incorrect then the buyers will quickly move away. If there are too many unanswered questions, doubts will grow in the buyers' minds and they will start discounting the apparent performance to take account of the 'grey' areas.

3. TOO HIGH EXPECTATIONS

A business owner who has built up their business over many years, and has put an enormous effort in doing so, sometimes at great personal cost is always going to be reluctant to settle on a price which they feel really doesn't do justice to this very significant 'personal investment'.

Sellers can also have too high expectations in a number of other areas of the sale – the time it will probably take to achieve a sale, the conditions (including restraints of trade) that the buyers will want to incorporate in the Sale and Purchase Agreement, and the basis on which the purchase price will be paid.

4. LACK OF COHESION

Communication, as they say is the name of the game. In the sale process, tight management of the channels of communication to members of staff, senior executives and the prospective buyer(s) concerned, is absolutely critical.

If a prospective buyer is 'let loose' on staff, or can simply meet with the seller or sellers without involvement of the company's adviser, then concessions

may be made inappropriately, highly confidential information released, staff could become demoralised, and the entire sale transaction jeopardised.

5. INADEQUATE TRANSFER OF SKILLS AND EXPERIENCE

Trying to sell a business when it is clear to all and sundry that the owner is the business is never going to work. Some business owners insist that they are great delegators, but if the key decision making for example is tightly held onto by the owner, any prospective buyer will immediately realise that there is a problem.

6. NEGLECTING YOUR BUSINESS WHILE THE SALE IS UNDERWAY

This is a trap that too many business owners fall into. Owners generally underestimate the time it takes to find the buyer, to secure that buyer through a negotiated Sale and Purchase Agreement, and then to allow the buyer the time to conduct the due diligence – all ultimately leading to an unconditional sale.

Before that final point – an unconditional sale, a buyer can walk away at any time. If the business owner neglects the business because he or she starts to get completely wrapped up in the sale, then the business itself will suffer. Sales could decline, gross profit margins reduce, and/or valuable clients lost to competitors.

The buyer could get very nervous and potentially walk away, or negotiate a compensating reduction in the sale price.

7. TRYING TO DO IT ON YOUR OWN

As mentioned in our opening statement, selling your own business requires careful planning and meticulous execution. Emotions run high, and stress levels rise.

A successful outcome could lead to a secure retirement giving you the opportunity to tick off that bucket list at leisure, an unsatisfactory outcome could see you having to scrimp and save through your declining years.

These outcomes are quite difficult to have in the back of your mind when you are trying to nail down a complex transaction.

Use the experts, it really will be worthwhile.



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Mike is passionate about achieving the best possible outcomes for privately owned businesses. Whether it is advising business owners on how they can improve their businesses and the quality of their lives, or taking a business owner through the sales process, Mike is committed to ensuring the maximum value is gained for the business owner.



Looking to Buy a Franchise in the Hospitality Sector?

There are lots of different franchise options in the hospitality sector, so understanding what you want and what to look for in the franchise model is important.

1. Franchise or Independent

If you do not like being told what to do or how to do it – DO NOT BUY A FRANCHISE.

2. Understand the Benefits of Joining a Franchise

Remember when you succeed, the franchisor succeeds, they are there to help grow and develop your/their business, with their expertise.

Benefits of becoming part of a franchise are numerous and you need to research each franchise to ensure that their model is what you are looking for.

Examples:

■ The Brand

How strong is the brand recognition in your area and with the target market group? What does the brand mean to you and the customer?

■ The Support

How much training/support do you receive before opening/takeover and after? What is the ongoing support and how often will you 'see' the franchisor, e.g. Bi weekly, monthly or six monthly?

Keep in mind the franchisor is there to help you be successful in your business, they are not the police!

■ The Marketing

How is the marketing fund used?

What local marketing help can they provide?

■ The Buying Power & Reporting

How many compulsory suppliers are there? What is the average cost of goods across the group in this model? How detailed is the reporting and POS systems, are they integrated with other franchisee?

■ The Family

One of the best benefits of joining a franchise is the "The Franchise Family". The more open the group is to sharing, and helping each other out, the better.

You are not left out in the cold wondering how the industry is performing or unable to find someone else in a similar situation that can be your sound board or offer first hand advice.

Regional and National conferences are priceless – always make time to attend and find out how often they are arranged.

3. Strict or Not so Strict Franchise

Fast food styled franchises are usually very strict, you cannot choose your own suppliers/products, or casually add items to the menu. Their systems are strong so is their buying power as they work together for everything, resulting usually in fantastic KPI's and profit.

Also this is the reason they are so successful at delivering the same feel, service and product no matter where you go in New Zealand.

On the other hand most café franchises allow some flexibility in menu items and using some local suppliers, as they find there is diversity in different regions of New Zealand. For example you would be hard pressed to find 'the Southern cheese roll' in an Auckland café.

4. Working 'in' the Business or 'on' the Business

Franchisors have different requirements for what time the franchisee spends in their business, and these reasons are tried and tested.

Make sure you understand what they are looking for.

In conclusion, do your research, talk to different franchisors and franchisees and make sure you know what you want out of the business and the relationship with the franchisor.



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LINK NZ Business Broker of the Year 2015. BOP/Waikato Business Broker of the Year 2016.

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

Look for this Sign When Buying Your Franchise



When looking for a Franchise Business to purchase in NZ, look for the **Franchise Member logo** as featured above. As a prospective franchisee, an important part of your due diligence should be to establish whether or not the franchise you are considering, is a member of the Franchise Association of New Zealand (FANZ). Don't be misled by a statement such as, "we are not members, but we abide by their Codes." There have been instances of these types of assurances over the years and then unfortunately when relationships have gone awry and the franchisee has contacted the Franchise Association for some support, the Association has been unable to assist. Our services are only available to Franchisor members and their Franchisees.

Buying the right franchise can have many benefits over the stand-alone business, not least of which is that you can potentially purchase into a franchise system that has a proven track record and one where you will receive the support systems and training and credibility you need, to become successful.



The Franchise Association provides a platform for promoting franchising best practice, both through the joining process and subsequent activities.

What is The Franchise Association of New Zealand (FANZ)

FANZ is the peak body in New Zealand representing franchising and has been in operation in NZ for 20 years, incorporated in 1996. The Franchise Association provides a platform for promoting franchising best practice, both through the joining process and subsequent activities, including Government advocacy, and representation through a collective voice to media, to ensure that franchising is positively promoted.

FANZ is a member of the World Franchise Council and the Asia Pacific Franchise Council and continually works to network and stay informed on franchising issues around the world.

In addition to standards and compliance, franchisors, franchisees and service provider members gain much from membership to the Association. There is a significant marketing advantage of being able to use the Association's logo as a sign of credibility. Membership also opens up a whole range of opportunities to advance one's knowledge and learn from the experience of others. FANZ has a strong member base which includes a very professional network of lawyers, consultants, accountants, HR advisors, publishers and other business advisors who specialize in the franchising area.

The Franchise New Zealand Annual Conference and the Westpac New Zealand Franchise Awards, plus the regular Speaker Breakfasts and After 4's are all key events of FANZ, which encourage, sharing and learning, the promotion of Best Practice Franchising and applaud success.

What does it mean if a Franchisor is a Member of the Franchise Association of New Zealand (FANZ)

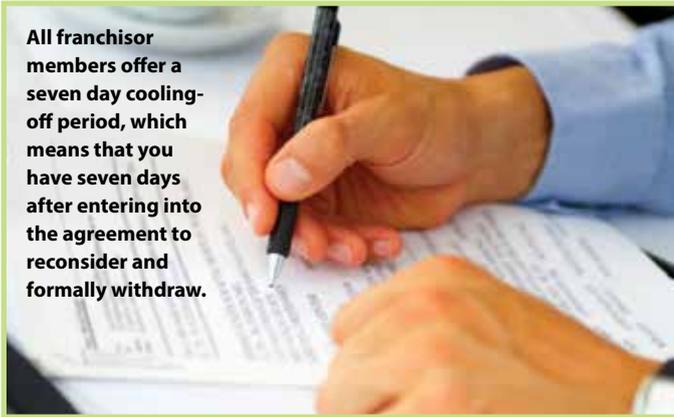
A member of the Franchise Association of New Zealand offers a high level of credibility as they have submitted their documentation for scrutiny to ensure that their Franchise Agreements contain all the elements required under the Association's Codes of Ethics, Code of Practice and Rules. Some of the key elements required are:

All franchisor members must provide you with a disclosure document containing all the key details about the franchise.

1. You will receive the necessary information in good time to make a sound decision.
2. You will be encouraged to take proper legal and financial advice, and asked to provide evidence that you have done so, or if you decline to take advice you will be asked to sign a statement to that effect.
3. All franchisor members offer a seven day cooling-off period, which means that you have seven days after entering into the agreement to reconsider and formally withdraw.
4. All franchisor members offer a simple dispute resolution process in their agreements to protect the ongoing relationship.
5. A member also signs up to the requirement to alternative dispute resolution options, which may result in the appointment of a mediator.
6. Only Franchise Association members are bound by the Franchising Code of Practice and the Code of Ethics.

Full details of the matters mentioned above are contained in the Franchise Association of New Zealand Code of Practice, which can be downloaded from the Franchise Association website. www.franchiseassociation.org.nz

All franchisor members offer a seven day cooling-off period, which means that you have seven days after entering into the agreement to reconsider and formally withdraw.



If the franchise you are going to purchase is from a member of FANZ, you too will be required to sign up to the Association's Code of Conduct and Code of Ethics to ensure that as a franchisee you undertake to maintain 'Best Practice'.

Free Online Training Available for Prospective Franchise Purchasers.

To assist prospective franchisees make informed decisions, FANZ has developed, in conjunction with Massey University, a five segment free online training course that is available through the FANZ web site www.franchiseassociation.org.nz.

The course highlights why franchising can be a great option for you but also identifies what to look out for and the potential pitfalls. The course will assist you in deciding whether franchising is for you, as it does not suit everyone. In addition you gain valuable insight into the franchising sector. All it takes is a couple of hours of your time and an open mind, a must do for any prospective purchaser.

Seeking to Purchase a Franchise?

It is a big decision to purchase a business so whatever you are planning to do:

- Do your homework and always get proper legal advice.
- Seek out professionals in the area you want to move into.
- Use the Franchise Association resources to assist you.
- Sign with a Member of the Franchise Association.

For more information on the Franchise Association of New Zealand please visit franchiseassociation.org.nz or contact **09 274 2901**.

We would be delighted to chat with you.



Best Practice in Franchising

BUYING A FRANCHISE? SIGN WITH CONFIDENCE

A franchise displaying our member logo signifies:

- Credibility
- Adherence to:
 - Code of Practice
 - Code of Ethics
- 7 day cooling off period
- Committed to best practice franchising
- Simple dispute resolution process

For more information visit:

www.franchiseassociation.org.nz

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Selling Your Franchise

Much like the franchise systems they represent, the reasons why franchisees may wish to sell their franchised businesses vary greatly. They may be looking to retire, relocate or simply pursue an exciting new business opportunity.

Regardless of their reasons, franchisees are often not familiar with the process that must be followed in relation to the sale of their business. While the process will differ between franchises, we set out below some general considerations which should provide a useful starting point for any franchisee wishing to sell their franchised business.

Consider Requirements of Franchise Agreement

When selling a franchised business, one of the main assets being sold/transferred is the franchisee's interest under the applicable franchise agreement, which (among many other things) sets out the franchisee's right to operate the business under the franchise brand and utilising the franchise systems.

The franchise agreement should, therefore, be the first port of call for any franchisee who is considering selling their business. It will set out the process that must be followed, and any approval that must be sought, in relation to the sale of the business.

As an overall point, it should be noted that franchise agreements widely differ in the obligations they impose in relation to the sale of a franchised business. However, there are some fairly common approaches.

Generally, a franchisee will be prohibited from selling, transferring, assigning or otherwise disposing of their franchised business, or the assets of their business, without the prior written consent of the franchisor. A sale of shares resulting in a change of control of the franchisee will usually also require the prior written consent of the franchisor.

The franchise agreement will likely impose conditions on any business sale. First and foremost among those conditions will be that the franchisor is satisfied that the prospective purchaser will be a suitable franchisee who is of good character and has the experience, skill and financial resources to successfully operate the franchise. The franchisor will also usually require that the purchaser signs a franchise agreement with the franchisor and that any amounts owing to the franchisor by the seller have been paid.

If you are a franchisee who is considering selling your business, it is advisable to seek legal advice on the obligations imposed under your franchise agreement in relation to a potential sale. It is also worthwhile discussing your intentions with the franchisor as they may be able to

provide assistance and support in relation to the sale process, and in some cases, will be able to introduce you to prospective purchasers who have contacted them about purchasing a franchise.

If as part of your franchise arrangements you have acquired shares in the franchisor, there may be Financial Markets Conduct Act considerations to be taken into account in transferring those shares.

Other Considerations

Once you have established the obligations that will apply under your franchise agreement to the sale of your franchised business, we recommend that you take a number of simple preparatory steps that will:

- help you formulate the optimal marketing strategy for your business; and
- allow you to approach negotiating the terms of sale with a sound understanding of the key bargaining points.

These steps are as follows:

1. Make sure your accounts and records are in good order

If you advertise your business for sale without your accounts fully reconciled, in good order and providing a clear picture of the financial position and performance of your business, there is a risk that prospective purchasers will use any gaps or inconsistencies to negotiate a reduced purchase price. We strongly recommend that you engage an external accountant to ensure that your accounting records are in good order before you advertise your business for sale.

If you are a franchisee who is considering selling your business, it is advisable to seek legal advice on the obligations imposed under your franchise agreement in relation to a potential sale of your business.

2. Obtain an independent valuation of your business

It is important that you have a good understanding of the real value of your business. In many cases, business owners enter into negotiations having underestimated the value of their business or with unrealistic expectations as to its value. We strongly recommend that you obtain an independent valuation of your business before advertising it for sale.

3. Undertake some vendor due diligence on your business

We also strongly recommend that you undertake a thorough review of your business before you provide prospective purchasers with the opportunity to do so. This review should consider (among other things) whether:

- all your contractual arrangements are properly documented;
- all necessary permits, consents and licenses have been obtained and are being complied with;
- employment arrangements are properly documented and up to date;
- all intellectual property relating to the business is properly protected; and
- lease or ownership documentation relating to the business' premises is in order.

By undertaking a thorough review you will be well positioned to present your business to potential buyers in the best possible light and to approach negotiating the terms with strong knowledge of the key bargaining points.

Conclusion

There are many things to consider before you sell your franchised business. First, you will need to consider and comply with any obligations imposed under your franchise agreement. Second, you should take some simple steps to prepare your business for sale. If you are well prepared and well advised, you will be in a better position to comply with all applicable requirements of your franchise agreement and achieve a successful sale of your franchised business.

At Lowndes Jordan we have the expertise and experience to assist you with preparing your business for sale and seeing the sale transaction through to a successful conclusion.



Ben Morrison is a commercial partner at Lowndes Jordan. Luke Balmforth is a Senior Associate at Lowndes Jordan who has experience advising clients on a range of corporate and commercial matters including the sale and purchase of businesses and shares, business reorganisations and offers of securities.


**Lowndes
Jordan**



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

Daniel Aldersley, former board member, Iris Ltd

Ben Morrison

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Advantages of Franchising

If you are keen to own your own business then now is the time to start looking. All indications are that business is on the upward trend in NZ and so there is no better time than now.

A successful business requires the right 'formula' which is made up of everything from product range, promotional strategy and pricing, to location, resourcing and the use of technology and systems. This is the major reason people buy franchises. They buy the experience and the 'formula' from the franchisor that minimise the risks and increase their chance of success

Further, franchising has another key inherent benefit that influence franchisee success. The franchisor is reliant on your success to reap rewards, thus there are incentives for the franchisor to assist you in achieving those rewards. Good franchising is a partnership between franchisee and franchisor, and well-structured franchise systems ensure that franchisors have the necessary incentives, as well as legal obligations (via the Franchise Agreement) to provide you with the level of support that an independent business owner would find it hard to achieve.

Advantages

Some of the more specific advantages to franchisees are as follows;

1. Training

Good Franchisor's provide the specialised technical or business knowledge needed for the initial and ongoing training.

2. Ongoing Guidance and Support Services

The benefit of the franchisor's experience assists considerably. This 'support' can be given in a number of ways and covering a number of areas.

- a. Set of operating manuals/handbooks for both franchisee and staff (if relevant).

- b. Site appraisal, selection and help with securing the site (where relevant).
- c. The fit-out of premises and/or vehicles (as appropriate).
- d. Recruiting and managing staff.
- e. Product selection, sourcing and pricing.
- f. Targeting, selling/securing and satisfying customers.
- g. Dealing with suppliers, landlords, financiers, strategic alliances, competitors etc.
- h. Promoting the business.
- i. Access to key franchisor personnel or external professionals associated with the network.
- j. Access to market information and research available from both the franchisor's research and development and collected from other franchisees in the field.
- k. Troubleshooting, and helping the business through the inevitable bumps and growth.
- l. The selection and purchase of equipment for the outlet, vehicle or office.
- m. Guidance with the harnessing of technological advancements.

3. Branding

Generally, the franchisee will benefit from the already established brand under which the franchisor and the franchise network operates. Thus the reputation which the franchisor has established provides franchisees with an automatic advantage in attracting customers.

4. Purchasing

Franchisees receive the benefits of product cost reductions as well as advantageous costs on services such as insurance, IT support, vehicle leases and stationery.

5. Marketing

Due to the advertising or marketing contributions of all franchisees (as well as the franchisor in some cases), the budget for the development and placement of both brand advertising and promotional initiatives is extensive, and reduced rates for media placement and material production can be negotiated on your behalf. This means that a franchisee's dollar expenditure can go a lot further and achieve a lot more than an independent business owner.

6. Minimisation of Capital Expenditure

The franchisor should always ensure that the investment in capital equipment required is minimised.

Whether it be in machinery, equipment, fit out or stock the franchisor should be able to direct you to the optimal package, both at set-up, and thereafter. The franchisee will benefit at the initial set-up and on an ongoing basis.

7. Use of Intellectual Property

The franchisee has the benefit of the use of the brand name as well as any copyright, trade secrets, patents, systems, processes, formulae or recipes.

8. Territorial Guarantees or Exclusivity

The grant of a franchise often includes the right to an exclusive territory. There can sometimes be the right to a nominal territory under which

right any other franchisee doing work in that territory, or for one of your normal customers, must pay the territory holder commission of some sort. Guarantees of non-promotion within the territory by other franchisees or the franchisor are also common.

9. Finance

Often, franchisees find it necessary to obtain finance for the purchase of their business, or for overdrafts or lines of credit. This can often be on more advantageous terms because of the strength and reputation of the business, the extensiveness of the network or the strength of the franchisor.

10. Asset Growth

Buying a business of any sort allows a proprietor the opportunity, if good results are shown, for a tax-free capital gain on the resale of the business. Buying a new franchise (often call a 'green fields franchise') allows for a potential capital gain through the increase in the value of 'goodwill' over the amount paid initially as the initial franchise fee.

Because the franchisee's business has the inherent advantages of franchising helping to achieve success, this gain can often be greater, or achieved more quickly. In addition, the business grows in value due to the growth (and hopefully corresponding success) of the network as a whole.



Brian Pankhurst - Business & Franchise Broker at LINK Christchurch & South Island

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Brian now in his 11th year of Business Broking with LINK.

Specialising in Franchising; wide knowledge of Franchise requirements. Many successful Franchise sales, NZ wide, including start-ups and going concerns. 30+ years running his own business covering manufacturing, wholesale and retail.

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Franchisee Recruitment – The Most Important Decision a Franchisor Can Make!



Recruiting the right person for a franchise is one of the hardest tasks a Franchisor has to do and can be the most frustrating and time consuming part of building and running a franchise system. Many franchisors do this themselves or have the infrastructure to have it done within the system. For many though, it is an area where they need help.

Franchise recruitment isn't a science but if you have good systems in place, good information for the incoming franchisees, and open policy of communication then it can be made less onerous! At LINK we have specialist brokers who do this on a daily basis. So they completely understand the process, culture and time involved in getting the right applicants over the line.

From experience we know that having a good information package and process makes it easier and quicker recruiting. The information package should contain a confidentiality, an overview which explains what the brand is about, what a franchisee will have to do and the costs involved. This is a very important point to note. If they don't know what the investment level is approximately how do they know what they need to fund the business? This should include the franchise fee, training fee and royalties to be paid. The more they know in advance the easier it is for them to make a decision to want to join your brand.

An application asking for the right information is essential also. If they won't fill out an application they don't get a meeting with the franchisor or franchise manager! The application should ask about their financial position. If they don't have the cash or equity to buy it's a bit of a waste of time taking them further. Ask about their background, skill base and family situation. More and more Franchisors are involving partners and spouses in the process. Some brands require proof of NZ citizenship or at least being a Permanent Resident.

Face to face meetings are essential to get a better "feeling" about the applicant. It is still important to see how they present themselves at a meeting as this can reflect how they make look to their customers later. You are looking for ambitious, enthusiastic people who want to learn and represent your brand well. Many prospects these days already have plans to be multiple owners. This can be great as long as they get there at the right pace. Some brands use "profiling programmes" to help them find the right buyer. These are often specially written after research into what "sort" of skills, personality, etc are required for the business they are buying. It's a good time to see if they have done their homework and really understand what your brand does and where it stands in the market.

Getting the right advice for an incoming franchisee is important also. We have

very good franchise experienced bankers, lawyers and accountants in New Zealand, some of whom are very familiar with the industry and your brand.

Banks will normally lend 50% of the purchase price for a brand and this can be either a start-up or an existing franchise for sale. This is why the application is important for you to see they have the other half. Accountants who understand it's not just about the bottom line and can help their clients plan and budget for the future growth of a business are also a great help. Many can "look" into their client's books to make sure they are staying on track, as can the Franchisor. Better to fix something early than 18 months later!

A franchise agreement can be a daunting document when presented to a prospective franchisee and having a lawyer who may already have seen the brands agreement can speed things up and make it a less expensive exercise. It is very important they get this legal advice though, as a Franchise agreement won't be changed so they must understand what they will be signing. Alongside this may also be a lease that needs to be checked.

Before a franchisee signs up and pays either a franchise fee or for an existing business they must feel they have had all the information to make this a comfortable decision. The whole process to get to this point may take months, especially if it's the first business purchase they have made. It also allows the Franchisor plenty of time to feel the applicant is the right one for the business.

Time is something many Franchisors don't have!! Spending time listening to, or interviewing "tyre kickers" or unsuitable applicants can take you away from the core of your business. This is where LINK can help. We don't mind sorting the people who won't be suitable. Then at the end you will have a happy franchisee who is looking forward to building or growing a business asset for themselves and you have another member of the team to help grow your brand.



**Laurel McCulloch – Business Broker at
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Laurel has owned and been involved in a variety of businesses throughout her working career. As a husband and wife team the McCulloch's started one of NZ's first home-grown franchise brands, Arano. They developed this into a nationwide franchise, and sold this several years ago. Since this time Laurel has been involved in business broking and with the New Zealand Franchise Association.

Top Tips For a Smooth Business Transaction



When selling your business, all you need is a smooth business transaction with no hassle, no surprises or hidden costs involved!

Many business owners underestimate the demands of a due diligence process and the implications of not being prepared for it. In some cases, having a third party carrying out a Vendor Due Diligence prior to the sale process could be beneficial.

You will only have one shot at selling your business so here are some tips to maximise the outcome of the sales process:

- **Take Your Time** - In general it takes 4 to 6 months to sell a business. Allow at least 6-12 months to properly plan and prepare your business. Start talking to a Business Broker and get a feel for what you can expect during the process, as well as getting all your accounts, processes and procedures in place. In doing all of this now you will have a better chance of the sale process not distracting you from running your business.
- **Know Your Buyer** - Understand who the most likely buyer of your business is; identify who they are and how they assess value so you can prepare your business to maximise valuation and competitive tension when you sell. Having a Business Broker as a negotiator on your behalf can avoid emotional involvement in the negotiation and keep the name and location of your business confidential until an offer is made.
- **Make Yourself Redundant** - If you are the key person running the business and want to maximise the price, you need to step away and hire a strong CEO/general manager; this will give a future buyer comfort the business won't fail without you. Alternatively, if you are an owner operator make sure you pay yourself a wage or shareholders salary. This will show that the business is viable and a new owner can make a living.

- **Pay for Some Housekeeping** - One of the biggest problems we see is a lack of investment in professionalising the business; sort out financial reporting and accounting (Xero or MYOB for example), get your accounts audited, separate the owner's affairs from the business and tidy up legal and operational risks.
- **Work Your EBIT (or EBPITD/ Retainable Earnings)** - Every sustainable dollar added to the EBIT figure is worth 'x' times EBIT in value; ideally give yourself two years to realise profit improvement initiatives and demonstrate their sustainability to buyers or investors.
- **Leave Something For the Next Guy** - Buyers will pay more if there are opportunities for future growth, such as new products, geographical expansion, or new channels; plan and partially implement these opportunities so that buyers can believe them, and therefore be willing to pay for them.
- **Timing Can Be Everything!** - The SME market in any given industry can grow hot and cold very quickly, and have a large bearing on valuation; get your business in a "sale-ready" condition as early as possible so you can respond quickly to changes in the market.
- **Above All; Do Your Homework** - You only get one shot at selling your business; engage the help of professionals when required; remember selling your business is a process and not an event. Having the right team behind you will save you money, stress and frustration dealing with (potential) buyers during the sales process.



Rudy Kokx – Business Broker at LINK Northland

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

Getting into Business Vs Getting out of Business

According to a June 2015 World Bank Survey, New Zealand ranked as the easiest country in the world to start a business, and the second easiest country in the world to do business in general. There are few restrictions on establishing, owning and operating a business in New Zealand and online Government portals allow the official paperwork for the establishment of a trading entity (Company) to be completed in a matter of hours. The NZ Government impose very few restrictions on starting a business, and in fact have several initiatives from the Ministry of Economic Development to help people start businesses. Our tax laws are friendly and are meant to be easy to understand – in fact the tag line of the Inland Revenue Department is – “It’s our job to be fair”.

EASY TO GET IN

There are three main structures used for running businesses in New Zealand depending on the needs and structure requirements of the business owner(s).

SOLE TRADER

This structure is most commonly used by individuals who are selling specific skills or expertise such as trades people, consultants or individual contractors. The business can be established without the need for any formal or legal documentation or registration other than the GST threshold, and the trader has the ability to employ people to work for or with them. The trader controls, manages and owns the business and its assets and is entitled to all profits, however, they are also *personally* liable for all the business taxes and debts. A sole trader has no insulation from their creditors and their personal liability is often their greatest risk exposure.

PARTNERSHIPS

Partnerships have most commonly been the preferred structure of professionals such as accountants, lawyers, and the medical fraternity, particularly those who share a common office or practice. Partnerships are also commonly used in the agricultural sector with the ownership of farms. There is no registration required to form a partnership, though most partnerships are formed with a formal partnership agreement which will outline how the partners shall work together, individual entitlements, and how they will manage contingencies and conflicts. In a partnership, profits are distributed to the individual partners who are individually responsible for their tax. The partnership itself does not pay income tax.

LIMITED LIABILITY COMPANY

A limited liability company is the most popular form of business structure in New Zealand. A company is an independent legal entity which is separate from its owners or shareholders. Company Directors have statutory responsibilities to their shareholders and shareholder liability for losses is limited to individual share ownership of the company. Company Directors are often required to provide personal guarantees to the company’s creditors as a form of insurance to prevent reckless business behaviour. Registering a company in New Zealand can be done online and currently costs NZ\$150. The NZ Companies office maintains a register of all NZ companies, past and present with information on directors and issued shares. The register is publicly accessible on the web.

HARDER TO GET OUT

Clearly, getting into business in New Zealand is relatively easy, especially by International standards. However, getting out of business does not always have the same frictionless pathway. I often wonder how many business owners who invest large amounts of capital into starting a venture or buying a business ponder long enough to ask themselves – *‘what’s my plan for getting my capital back out of this venture?’*. Very few of us ask that question when we buy a house because historically houses, for the most part, have always retained their value based on the simple economic equation of supply and demand. Most business owners believe the same economic equation also relates to their business. A simple comparison is often lost in this common thinking however. Everybody wants to own their own home, but not everybody wants to own their own business, and not everyone has the skills or expertise to own *your* business. The reality of getting out of business can often be a rude awakening for business owners and is frequently discovered far too late.

WHAT WILL YOU NEED TO PREPARE YOUR BUSINESS FOR SALE?

There are several critical pieces of information a buyer will be looking for when considering a purchase of your business. This will include, but not be limited to:

- At least 3 years’ worth of financial statements as prepared by your accountant
- A copy of your lease or occupancy status of the premises you operate from
- Copies of any licence agreements, supply contracts, and I.P. and trademarks that will be transferring with the business
- A generic copy of your employment agreement if you are an employer

RISK REWARD



WHO ARE YOUR POTENTIAL BUYERS?

Identifying a list of potential buyers will help you sell your business, even if you're planning to consult a professional business broker to facilitate the sale. Having a list of potential purchasers will help you identify how to prepare the business for the various target audiences you'll be approaching. Here are a few likely buyers to consider:

- Employees
- Suppliers or customers
- Competitors
- Individual entrepreneurs
- Investment groups

However enthusiastic you are, and however exciting it may be to get into business, don't overlook that at some point in the future you will inevitably want to get back out again. Knowing how to get out is where the smart money lives!

Our tax laws are friendly and are meant to be easy to understand – in fact the tag line of the Inland Revenue Department is – “It’s our job to be fair”.



Dave Morgan – General Manager at LINK Wellington

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Dave has had a successful career as a business investor, spotting businesses in need of professional management and robust operating systems. He has bought and sold businesses in the tourism sector, retail sector and the service industry and has extensive experience operating multiple franchise outlets.

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LINK's powerful online search engine advertises business opportunities without disclosing confidential information. Anyone looking to buy a business in New Zealand, Australia, 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 0800 546 528



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

How to Find Your Ideal Business



Last month, 3 of our brokers at LINK North Shore featured in the top 10 salespeople for LINK in New Zealand. An achievement made more special by the fact that two of them are new brokers to the North Shore team. I am glad to see that they have achieved this level in such a short time. As the so-called expression goes, "Where there is a will, there is a way". We believe they will be even more confident in their work in the future and keep on achieving these milestones.

Actually, as a business broker, I strongly agree with an idea that everyone should embrace the Chinese proverb which roughly translates as "credibility-oriented, honesty-treated". This reminds us to try our best to truly consider our customers and provide the best possible service to them. New brokers in LINK can draw from the knowledge and experience of their more experienced colleagues and learn by sticking the principles of hard work and diligence.

We do often come across buyers who have never owned a business before and we advise them to ask the following:

1. How much do you have to invest in a business?
2. What do really like doing and will this business fit your ideal role, can you accept a compromise?
3. What is your ideal location and why? Will you travel or move for the ideal business?

By considering these questions, a LINK Broker can narrow the type of businesses which best suit the buyer, then they can concentrate on finding the appropriate business for the buyer within a specific range. In the process of looking for business, a LINK Broker will gradually eliminate the businesses that do not suit the buyers and then provide a selection that do fit their criteria. In this way, the work becomes easy for both the buyers and the brokers.

There is a TV program called "LOCATION, LOCATION, LOCATION". Though it is about property sales in Britain, it can still provide much inspiration to people who are engaged in business broking and buying business or property. It is helpful for examples of dealing with the relationship between agent and buyers and increasing the chances of a favourable outcome for all.

For those whom this is the first experience of buying a business, it is recommended that you spend considerable time comparing businesses and consulting your professionals, particularly the agents who are engaged in business broking every day. By communicating with them and getting more information, you can gradually form the target business that you really want. Then you can begin to know the businesses you like, but also know what's popular and the current trend. Additionally, during closer examination of your preferred businesses, you will come to know the profits of these businesses and what you can hope to receive from your investment.

伍勇讲生意 —— 新人辈出

上个月我们LINK 北岸公司有3位同事进入了全新新西兰所有LINK分公司销售人员最佳销售额的前10名。特别有两位是新人Glady 和Kelly, 对于他们能够在这么短的时间内取得这样的成绩, 确实令人欣慰。所谓功夫不负有心人, 相信这两位同事对自己将来从事的工作更加有信心了。其实, 作为生意买卖经纪人, 我一直都强调, 每个人都会有他自己的圈子, 只要你秉着“真诚以待, 诚信为本”的工作态度和工作原则, 尽心尽力的为你的客人考虑和服务。作为新人, 不懂可以请教别的同事, 或者其他的专业人士, 千万不要不懂装懂, 起了误导的作用。主要把握了这些原则, 再加上你的勤奋, 努力, 没有什么工作会干不好的! 在这预祝我们公司所有同事, 销售业绩节节高升, 买家买得满意, 卖家卖的开心!

在我们工作中, 也经常会碰到一些买家, 因为第一次做生意没有经验, 经常是无从下手。像这些买家我都会建议他们给自己设几个问题, 一是你的投资额是多少, 你希望的回报是多少; 二是你喜欢的工作是什么, 有哪些工作你可以接受但不是那么讨厌; 第三, 你喜欢的地段在哪里, 为什么。通过这些简单问题来排除, 就可以将客人寻找生意的范围, 种类, 投资回报缩小到一定的程度, 然后再从这些范围内, 找一些他比较感兴趣的生意去看看。在看的过程中, 可以不断淘汰那些他不喜欢的生意, 也可以逐步完善, 形成哪些是他理想中的生意。这样的话, 无论是对于中介还是买家, 工作就会变得容易多了。在洋人电视一台, 每周一有一个节目, 叫做LOCATION, LOCATION, LOCATION. 虽然说的是英国的房子买卖, 但对于我们这些生意买卖、房地产买卖等从业人员都有很大的启发。对于如何更好地处理代理和买家的关系、增加你销售的成功性很有帮助。

作为第一次买生意的朋友来讲, 多花点儿时间, 多比较, 多请教一下有经验的朋友和专业人士, 特别是我们这些天和生意买卖打交道的中介们。你可以通过这种接触、不断地了解和学习的过程, 逐步完善你想购买生意的目标, 这样你不单会卖到你喜欢的生意, 知道市场上什么生意热门, 你也知道了什么的生意你能做, 还知道了这些生意的利润情况, 你的投资和回报!



Yong Wu - General Manager/Business Broker at LINK Auckland, North Shore

P: 021 678 980 / 09 930 0200
E: yongw@linkbusiness.co.nz
W: linkbusiness.co.nz

Yong has had many year's experience in New Zealand as an award winning business broker and brings a strong business broking background to lead the LINK Auckland, North Shore team. His success is built on relationships based on outstanding ethics, great communication skills and aiming to exceed the client's expectations.

BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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

LINK New Zealand linkbusiness.co.nz

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

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

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

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

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

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

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

LINK NZ offices are Licensed REAA08

LINK South Africa linkbusiness.co.za

Centurion

Dolphin's Coast

Durban

East London

Garden Route

Johannesburg North

Johannesburg South East

Knysna/Plettenberg Bay

Port Elizabeth

**Western Cape
City Bowl**

**Western Cape
Northern Suburbs**

**Western Cape
Southern Suburbs**

**Western Cape Boland/
Helderberg**

LINK Australia linkbusiness.com.au

Sydney

Newcastle

Sunshine Coast

Brisbane

Gold Coast

Adelaide

LINK United States linkbusiness.com

Dallas

Los Angeles

Phoenix

Raleigh

St. Louis

San Diego

LINK Philippines linkbusiness.ph

Manila

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Franchisor Office Link Business Franchising Ltd

Level 1, 401 Great South Road, Ellerslie, Auckland

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

Businesses for sale - \$1 million plus

Beautiful 21 Bed Rest Home - FHGC

ref: 16096



This tastefully decorated and extremely well maintained 1920's villa sits on 1843m² of delightfully landscaped grounds. Accommodates up to 21 residents. Beautiful facility that has an excellent reputation with the health authorities & wider community. This is reflected in the high occupancy rate and the warm, friendly, professional care. Currently run & managed by the Vendor. Contracts with the Wairarapa DHB for age related residential care & respite services. • Proven occupancy • Proven profitability • Good reputation • Stable staff • Ability for premium room charges for rooms with showers; WC en-suited rooms opportunities for further revenue • Aging population and anticipated shortage of care beds over medium term.

Location: Masterton **Asking Price:** \$995,000 plus GST (if any)
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

4 Star Motel 30+ Units & Sustained Profitability

ref: BPW00034



This Qualmark 4 Star Motor Inn is located on one of the main streets on the east side of Waikato River. Apart from a meeting room and a three-bedroom owners' accommodation, the 30+ units motel can provide comfortable accommodation to a range of guests.

In the last few years, the financials demonstrate a very strong and sustained profitability of the business in additions to a nearly 16% turnover increase of the first financial quarter 2017 (Apr, May & Jun 2016). 20+ year motel lease and a reasonable rent. Current owners have been putting effort into maintaining the luxury experiences for the guests without compromising, even promoting, the profitability of the motel.

Location: Hamilton **Asking Price:** \$1,050,000
Broker: Paul Lu / 021 047 4988 / paull@linkbusiness.co.nz

Lakefront 8-10 Room Freehold Lodge

ref: 15942



Located on an Exclusive address in Rotorua this property is ideal for owner operators or left semi-managed. The lodge has a superior fit out & furnishings with recent partial refurbishment, superior location, good strong growing tourist business, deep Jetty on Lake Rotorua, riparian rights

offering lake front privacy, two Dwellings, 10 rooms with 10 Bathrooms and a very nice owners apartment, lake front kitchen & dining facilities, sauna & spa, two titles offering the option to sell. This lodge has it all. This is one of Rotorua's most private exclusive addresses, yet the location is only a few minutes away from the CBD, Rotorua International Airport and tourist attractions. Purchased by the present owners in 2005, the complex has been fully refurbished, extended and rebranded. Proven to be recession proof with a strong reputation with travel agents offering a sustainable growing occupancy. The Retreat is on 3,773m² land. One of the few premium NZ properties with 75m of riparian rights on their water front, this means no public access or landing is allowed by the public on the beach in front of the luxury property. Private boat ramp and 12m jetty and a lake edge spa and sauna facility - pure indulgence.

Location: Rotorua
Asking Price: \$3,800,000 plus gst (if any)
Broker: Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Freehold Russell Lodge

ref: 18120



This award winning property is located on the cliffs of 'Romantique Russell' in the Bay of Islands. Business growth has been excellent in the 3 years since the refurbishment with further room to run for the new owners. All suites are self-contained with kitchenettes and ensuite bathrooms.

Just a short walk to Russell village and set in a peaceful environment, this is one of the most attractive lifestyle opportunities to arise in Russell in recent history.

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

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

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

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

ref: 18261



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

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

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

Currently returning \$300k + per annum.

Winner of 2013 and 2014 TripAdvisor excellence awards.

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

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

Rare Opportunity on Tutukaka Coast

ref: 18435



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

Complex consists of: * 63 powered sites * 40+ tent sites * 2 x ensuite cabins * 4 x self contained studios * 4 x self contained 2brm cabins * 2 x dorm rooms - sleeps 12 per room * 6 x standard cabins Amenities: * Main ablution block * Second separate ablution block * Separate laundry * BBQ area * Kitchen & lounge Separate office.

Location: Tutukaka Coast **Asking Price:** \$2,900,000

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

Endless Opportunities!

ref: 18535



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

Conversion options might include independent living, a premier gated community, educational facilities or retirement living. Alternatively keep the current theme and focus on further developing the accommodation business. Situated in a high visibility area with excellent frontage, the layout promotes accessibility to passing traffic.

Enjoy a 4 bedroom apartment, with easy access to the entire complex - or have this property / business managed and offer the apartment as part of the remuneration package.

Location: Kaitia Northland **Asking Price:** \$3,900,000

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

Businesses for sale - \$1 million plus

Historic Luxury Lodge

ref: 19398



Awards - Selected in the top 100 world renowned hotels.

If you have a passion for cooking and entertaining, then you should seriously consider this perfect lifestyle.

This lovingly restored 100 year old Kauri farmhouse and its buildings have created a sophisticated and relaxing place to stay. Room decoration ranges from modern to rustic, but all come with plenty of space, natural light, and balconies or patios that look out over gardens and the Waipoua Forest in the distance. Meals are served from an a la carte menu with a focus on high quality produce. You can also stroll through the native bush on the property.

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

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

Sparkling Freehold Going Concern Motel

ref: 19499



Profitable well-presented 10-unit motel located on a large prominent site (over 6,500m²) on State Highway 1, Oamaru.

Spacious three-bedroom owner's residence, with an additional self-contained one-bedroom flat.

It is performing very well, driven from an attractive website, street appeal, and regular guests.

Additional land towards the rear of the site is suitable for development, subject to local authority approval.

It is approximately 1¼ hours drive north of Dunedin, and under 1 hours drive south of Timaru.

Our Vendor is seeking retirement and this presents a rare freehold going concern motel offering to a prospective purchaser, at a time when tourism in the region appears to be in an active growth phase – call now!

Location: Oamaru **Asking Price:** \$1,350,000 plus GST (if any)

Broker: Murray Schofield / 021 252 5565 / murrays@linkbusiness.co.nz

Light Industrial / Processing

ref: 19496



Well-established, second generation business, producing award winning products for an extensive customer base including some of NZ's most recognised brands.

Dominant market position, locally and NZ wide. Increasing turnover and profit over many years.

Christchurch based, selling throughout NZ and increasingly overseas hence opportunities still exist for a new owner to grow this business.

Large customer base of regular and varied clients.

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

The owners have some flexibility with the sale to suit the purchaser to ensure the long term continuing success of the business.

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

Location: Christchurch

Asking Price: \$5,200,000 plus GST (if any)

Broker: Phil Adcock / 03 928 2011 /

phila@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Profitable Indian Grocery

ref: 19551



Opportunity is to own a business with a proven income record.

Convert this successful retail model pilot store to a new franchise.

Online sales 10% of turnover and growing. A warehouse of approximately 200m² is provided with the business.

Details only in person to buyers who can substantiate a financial ability of \$1,200,000 plus stock to fund this opportunity.

Location: Auckland **Asking Price:** \$1,200,000 plus Stock
Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

The Iconic Parua Bay Tavern with Own Jetty

ref: 20093



This renowned restaurant/bar is situated on the waters edge, and is a favourite for diners, groups and large functions with a warm ambience of rich history and great stories.

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

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

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

Award Winning Holiday Park - Bay of Islands

ref: 20117



An absolute 'must see' holiday park in one of New Zealand's absolute best places to live! In June it has won the PGG Wrightson - Holiday Park Grounds Awards at the HAPNZ Conference!

The options of this park for future development are amazing and the business is growing with 14% year on year. The current owners are now at retirement age and looking to hand over the reigns to a new owner further grow the development of the park.

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

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

FHGC Motel - Paihia, Bay of Islands

ref: 20242



Ultimate lifestyle property - own and operate an 8-unit motel with 2-bedroom owners unit. Suitable for 1-2 people, 1 working owner and second person could work part-time or manage tourist activities.

A beautifully presented property, the very caring owner has done most of the hard work on her own and presents a profitable opportunity for new owners to take this established business to the next level. Prime location close to town: - Under cover parking - Private courtyard area with BBQ - DVD Library - Guest laundry - Separate reception & office - Low maintenance great time to buy freehold with low interest rate environment. A must to inspect! Viewing strictly by appointment.

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

Businesses for sale - \$1 million plus

Exquisite Women's Clothing Boutiques

ref: 20284



Highly successful retailer of a wide range of 'top end' women's clothing & accessories. Wide range of international designer labels & custom fitting service.

- Latest trends and enduring design
- High spending local and international customers
- Well known profile in the marketplace & social media
- Experienced staff for personal service
- Well located and attractive stores
- Strong sales growth and very profitable.

Ongoing design and consultancy available by negotiation.

Unique opportunity for an ambitious owner operator with a flair for style & working with people, or for a business involved in some way with the industry.

Location: Christchurch **Asking Price:** \$1,000,000

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

Premium Auckland Cafe

ref: 20302



I have sold a number of top cafes in Auckland over the last 12 months and this one is most certainly up there with the best. This café is exceptional in terms of quality, consistency and reputation.

The owners have been here for a number of years now and the business has been extremely stable for them.

The real clincher for most buyers will be that the accounts are all 100% perfect.

With sales in excess of \$32,000 per week this must be a serious contender if you are in the market for a hospitality business at the upper end.

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

Broker: Nick Giles / 021676832 / nickg@linkbusiness.co.nz

Structural Steel Welders & Fabricators

ref: 20357



Dynamic business providing design & structural engineering services to the commercial and residential sectors.

- Strong commercial relationships with many large customers
- Extensive engineering resources
- Investment in new and efficient plant
- Modern workshop with capacity for growth
- Experienced and large workforce
- Advanced design & project management systems
- Very profitable with substantial forward orders

Retirement planned, owners available for ongoing consultation by arrangement if required.

Strategic opportunity for acquisition by an industry related business or well-resourced owner/investor.

Location: Christchurch **Asking Price:** \$2,940,000

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

Mohua Motels FHGC

ref: 20438



At Mohua Motels has 20 superb units and is located at the entrance to the settlement of Takaka Township, at the tip of the South Island.

A spectacular 2-hour drive from Nelson city.

The current owners have built this business from the ground up, and transformed it into a low maintenance, well laid out purpose built for comfort and simplicity. Easy access to the town centre and gateway to the beautiful Golden Bay areas.

The Golden Bay area is surrounded with a serene picturesque setting of golden sandy beaches, native forest, bush walks, fishing, rock climbing. What we are selling here is a Freehold Going Concern \$2,500,000 or the Leasehold \$460,000.

Don't miss this great opportunity, Call Rick now for more information!

Location: Golden Bay **Asking Price:** FHGC \$2,500,000 + GST (if any)

Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Warm & Beautiful. Fully Managed Rest Home

ref: 20447



Owner of many years is now wanting to leave the business to retire. Solid and purpose built structure.

Building and chattels are well maintained to a high standard. 24-plus bed facility located in sought after area in Northland.

Opportunity for an investor. Full time manager, supported by well-trained staff.

Some staff have worked in this rest home from the outset. Occupancy generally consistent and high. Good track record with local DHB. Dont delay contact Efen Pascual today! Asking price includes Freehold and business.

Location: Northland **Asking Price:** \$1,650,000 plus GST (if any)
Broker: Efen Pascual / 021 782 820 / efenp@linkbusiness.co.nz

Two Fantastic Eateries/ Bars Tauranga

ref: BPW00011



One business is located in central Tauranga & the other is based in the suburbs. Well set up eateries, are modern in fit out and food offering, without being complicated. Amazing reputations and strong systems in place, make these businesses great buys for even non-experienced operators. Sales splits are roughly 55% food and 45% drink. Combined sales are over \$2,000,000 in GST for 2016. Rents are 8% and 5% of turnover. Combined earnings for a working couple are \$367,000 for 2016. 30% Return on Investment before Interest, Depreciation and Tax Strong experienced staff teams in place and the owners now do not work in the business unless covering staff leave. What a fantastic business to be involved in.

Location: Tauranga **Asking Price:** \$910,000 plus SAV
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Auckland Coastal Restaurant & Accommodation

ref: 20443



This is a stunning place and an exceptionally strong business that is on the up.

With awards and stellar reviews, this fabulous restaurant has been an important part of the Auckland hospitality landscape over the last few years.

- Sales over \$3.5m. Profits north of \$500,000 per annum
- Superb systems in place and an excellent staff contingent
- Costs are well controlled and there is a nice solid lease in place. Rent at just over 2% of sales!
- Incredibly exciting expansion and business growth plan in place - including more rooms - for the new owner which ties in nicely with the massive growth in tourism numbers throughout the Auckland Region.
- Fabulous views and timeless design make this an iconic destination that has fast become and institution

Location: Auckland
Asking Price: \$1,500,000 plus stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Food Manufacturing

ref: CS00003



Successful and well-established. Supplying supermarket groups, smaller chain stores, distributors, wholesalers. Some export markets established. Diverse product range. Trademarks, branded products.

Scalable.

Plant and equipment up to date. Flexible production line facility to meet short lead times and variable product lines.

Retiring, enthusiastic owner available for transitional period.

Please register your interest by requesting a confidentiality agreement. Enquirers must be principal buyers.

Location: Christchurch **Asking Price:** \$1,250,000 plus GST (if any)
Broker: Chris Bryant / 03 928 1945 / chrisb@linkbusiness.co.nz

Food Manufacturing

ref: CS00009



- Well structured, efficient operation
- Chilled, main stream products
- Emphasis on quality in a niche market
- No specialist product knowledge required
- Supplies supermarkets - potential for an increase in this area
- Excellent supply chain terms
- Well-staffed, under 25 employees, no shift work
- This business is not located in Christchurch, but in another South Island main centre
- Details released under confidentiality agreement. Enquires from principal buyers only

Location: South Island **Asking Price:** \$2,750,000 plus GST (if any)
Broker: Murray Schofield / 021 252 5565 / murrays@linkbusiness.co.nz

Restaurant 100% Managed Investment. 26% ROI

ref: EL00029



Here we have an incredibly rare opportunity to invest in a business that has proven its success year after year.

The owners have created a system that now allows them to operate the business on behalf of an investor whilst releasing capital for further expansion.

A licence agreement allows you to receive all the benefits of owning such a business without the operational headaches! A management fee is payable that covers all operational and administrative functions.

- Over 15 years of solid history
- Sales in excess of \$4.5m per annum
- Proven steady performance
- All management and operational systems in place
- Solid and experienced management team
- All payroll & book keeping functions taken care of
- EBITDA of \$850,000 per annum

Location: Auckland
Asking Price: \$3,300,000 plus Stock
Broker: Nick Giles / 021 676 832
nickg@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Bay of Plenty Civil Engineering Business

ref: BPW00010



- One stop shop for all your earth moving jobs
- Large range of excavating machinery and tip trucks
- Established in 2004, this business dominates its local area & is renowned for its land subdivisions
- Supplier of landscaping materials including soil, rocks, stones, bark and many other products
- Excellent stable client base with good income and profitable forecasts
- Experienced and loyal staff who are keen to continue their employment

After a life time of work and establishing this business the reluctant vendor has decided the time to sell.

Location: Bay of Plenty **Asking Price:** \$1,620,000

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

Returning Big Profits to Working Owner

ref: BPW00020



Do you want a business that is a fun and well thought out in the Bay of Plenty? It has a vibe unlike anywhere else and the business continues to grow and perform financially with areas to further increase sales and profit. Food & drink offering is simple, no specialised staff required, which in turn results in low wages. Three retail fronts established and delivering strong sales. The brand is established and powerful, potential to franchise or continue to run multiple sites. A background in sales/marketing or business management would mean you hit the floor running, and cashflow friendly.

Leave Auckland or the corporate life behind, live, work and play in the Bay of Plenty. Opportunities like this are rare, so get in quick.

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

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

Are You Looking For a Large Innovative Eatery?

ref: BPW00009



A quality eatery with a cutting edge fit-out, outdoor fire, alfresco dining, modern state of the art kitchen, well located in Hamilton, plenty of parking, strong systems with experienced staff managing the day to day running. First time to market this business offers:

- Approx. 60% food and 40% drink sales split
- Average weekly sales \$40,000.00 inc GST
- Rents are approximately 6% of turnover
- Great 12 year lease in place
- Capable of seating over 200

Fabulous venue for year round dining operating 7 days per week. Ideal business for entrepreneur/investment or owner operators.

Location: Hamilton

Asking Price: \$995,000 plus SAV

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

Businesses for sale - \$1 million plus

Purpose Built "Retreat" at the Beach!

ref: 20452



A Beach resort just north of Tauranga beckons a visit to view this recently completed accommodation facility able to sleep over 20 visitors. The owners have completed their first summer in business and offer the Freehold and Business for sale. A fully furnished residence and separate cottage share the fabulous onsite inground pool, spa and resort facilities. Ideally suited to those wishing to retire to the Beach which is directly across the road, stunning coastline views with mayor island on the horizon. Enjoy the growing tourism industry in southern Coromandel region. Positioned at the luxury end of the accommodation market the Owners invite interest from buyers keen to live in the home and establish a Bed and Breakfast facility.

Location: Waihi Beach **Asking Price:** \$1,900,000 incl GST (if any)
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Build on Existing Reputable Brands!!

ref: 20459



- Established in 1981, this building business has a reputable name due to franchises and a history of quality work and skilled employees.
- Has three well known franchises with brand support and awareness.
- Operates from a modern office/workshop and large yard.
- The Vendor has enjoyed excellent net profits over the years and the sole reason for selling is to retire.
- Priced to sell

Location: Coromandel **Asking Price:** \$1,050,000 including Stock
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Fruit and Vegetables-Profitable!

ref: 20460



This is a great opportunity to own a well-established with high revenue & profit fruit & vegetable business.

The business operates 7 days a week providing a wide range of seasonal fresh fruit and vegetables. The shop also provides items including free range eggs sourced from Levin and fresh flowers sourced from Wellington. The store is currently under management, and easy to operate. Happy to provide a thorough handover and are also willing to provide ongoing support after takeover.

The turnover for the 2016 year is \$2,348,761 (Excluding flea market income). EPITD (Net Surplus) on account is over \$332,390.

Location: Wellington **Asking Price:** \$1,300,000
Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

Versatile Homes & Buildings - Cambridge

ref: BPW00004



Strong history, excellent systems and processes backed by a growing & supportive Franchisor this business is poised for even further growth. Vendors have built a strong brand, a loyal customer base and a reputation for customer satisfaction. There are forward orders so a purchaser can step into a solid work-in-progress.

Two franchise areas associated with the business and with the increased population the franchise region is ideally suited to capture ongoing opportunities. Would preferably suit a couple with a construction/ management background. Solid takeover period on offer.

This is an ideal opportunity to enter into a well-established business with strong future growth opportunities.

Location: Waipa **Asking Price:** \$POA
Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Highly Profitable Retail & Service Business

ref: 20270



PTS Plus is based in Putaruru and has an excellent reputation for its services and product offerings. With its strong agency lines (Husqvarna, Polaris and the introduction of UBCO Utility Bikes) this business has great diversified revenue streams. Excellent showroom, workshops and main road location. Freehold is also available.

This business would suit a couple with a mechanical and management/sales background or make a good add on to an existing business in its market segment. See www.ptspus.co.nz

Cash up in Auckland and move to the South Waikato with the purchase of this solid business.

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

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

Engineering Business - Tauranga

ref: 20353



Profitable modern successful established business.

- 24 years in servicing a loyal client database
- Highly diversified business offering a wealth of experience with up-to-date automated systems
- A team of 25 highly skilled employees with an experienced management structure in place
- Excellent health in safety procedures - up to date with the latest legislation
- State of the art accounting, payroll, job costing, staff programming, job programming and HR systems
- Turnover average approx \$2.3million
- High demand of forward work and future growth
- Golden opportunity for the astute investor

Location: Tauranga **Asking Price:** \$1,200,000 plus GST(if any)

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

Boutique B&B Business at the Beach! - FHGC

ref: 20376



A "stones throw" from the sand and surf on Waihi Beach and equal distance from the Beach township and Bowentown, this established business of 11 years has built up an enviable reputation. With plenty of service and accommodation awards, the Owners are now looking forward to retirement and pass on the freehold and business in good health. 95% of Guests are of international origin and predominately introduced by overseas booking agencies.

The two level residence is well sited on 999sqm and boasts 4 guest rooms in addition to the Owners accommodation and a comfortable separate unit for family members. Plenty of safe onsite parking. Consistent income from the Business has allowed the owners to enjoy a relaxed lifestyle throughout the year.

Location: Waihi Beach **Asking Price:** \$1,425,000 plus GST (if any)

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

Highly Profitable Niche Export Business

ref: 20387



Exciting and rare opportunity to acquire a NZ business that designs / produces & exports a high tech electronic product, to a worldwide client base through a comprehensive network of established overseas distributors.

- Established over 10 years • Consistent year on year growth • Strong brand and highly reputable business • Very High GP% • Very impressive net returns to owner • Strong and reliable supplier relationships • High profile clientele and industry leader in niche sector • Low overheads and easy business to operate • Relocatable • Excellent growth opportunities • Limited competition • Comprehensive list of established International distributors • Overseas travel opportunities • Comprehensive handover / ongoing consultation.

Location: Tauranga **Asking Price:** \$1,598,000

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

Businesses for sale - \$1 million plus

Hotel FHGC with 18 Gaming Machines

ref: 18333



This Freehold Going Concern Hotel dating back to 1929 is situated in the heart of historic Hamilton.

- 16 Rooms of accommodation with own bathrooms
- 1 bedroom managers apartment
- 2 reception areas, private bar & function centre
- Large commercial kitchen
- 18 gaming machines & TAB
- New roof in 2012
- Large storage shed

This property has plenty of extra under-utilised space and will provide the new owner potential for further development.

Location: Hamilton **Asking Price:** \$2,500,000 plus GST (if any)
Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz

Automotive Business FHGC

ref: 18991



Specialist automotive business with multiple income streams and turnover growing rapidly. Turnover exceeded \$1,000,000 in 2015.

Supplier contracts in place, profile and customer base constantly expanding and a top performer for its specialty brands. Sited on a 7929m² site with extensive buildings in place.

Net surplus from the business for the 2015 financial year, estimated by the owner to be \$287,809 and expected to increase in the current financial year.

Location: Bay of Plenty **Asking Price:** \$2,200,000 plus SAV
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Online Health Products – Avg Return \$450K

ref: 20238



An exciting opportunity to acquire a highly profitable, award winning and successful business that really does tick all the boxes.

- Established 10 years
- Online sales with retail presence
- Excellent systems and procedures drive the business
- Comprehensive and professional website
- 3 year average return to owner around \$450K (NEBPITDA)
- Professional and reliable staff in place
- Strong supplier relations in place with exclusive brands and products
- Customer database over 40,000
- High profile business in great location
- Growth and expansion opportunities by replicating in other NZ cities
- Fast growing industry sector.

Location: Hamilton **Asking Price:** \$1,600,000
Broker: Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

Profitable Iconic NZ Food Manufacturer

ref: 20265



- Have a "niche" in the food manufacturing market with their "Iconic" brands.
- Strong customer base selling through grocery channels, food services & export.
- Great product & customer mix minimising risks in both NZ and export.
- Experienced GM who is currently a shareholder prepared to stay on long term & manage your investment.
- Strong motivated management team in place to take the business to the next level.
- Attractive growth opportunities exist to double the turnover
- Would suit food manufacturing industry player as bolt-on, returning very attractive earnings for a new owner.
- Consistently had EBITDA in the range of \$900,000 - \$1,050,000

Location: Canterbury **Asking Price:** \$5,000,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

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

ref: 17477



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

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

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

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

Location: Auckland

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

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

Equipment Hire and Services. \$1.6M Profits

ref: EL00090



The retirement of the owner presents a great opportunity to purchase an established, profitable niche hire business servicing the residential, industrial and infrastructure construction sectors.

This business enjoys a strong market position and significant barriers to entry for competitors are present. Run it yourself or buy it as an investment and let the existing management run it for you.

Further growth opportunities are obvious and the business price is well substantiated by financial results and hard asset values.

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

Location: Auckland

Asking Price: \$5,700,000

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

Businesses for sale - Franchises

Popular Brand Gas Station

ref: 20446



Popular gas service station is now on the market. Service station has LPG refill and provides a diesel truck stop in a prime location.

Located on a busy main road. Double skin fibre glass tanks. Short operating hours, currently open from 6:00am to 8:00pm Monday to Friday, and 7:00am to 8:00pm on Saturday & Sunday.

Currently charged very low rent together with a secured and long term lease in place.

Asking price: \$1,980,000 plus SAV. Exact location & suburb of the business is not revealed for confidentiality reasons.

Location: Auckland **Asking Price:** \$1,980,000 plus SAV
Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Jamaica Blue - A Brand with a Difference

ref: 13429

Jamaica Blue cafes are fully equipped to enable them to provide meals along with great snacks, sweet treats, coffee and more. Designed to have an ambience that is welcoming to their customers, but be different from a "cookie cutter" look. Menu change with the seasons which gives the customers a change too. We have some great sites in and out of Auckland.



Location: Auckland **Asking Price:** \$500,000 to \$550,000
Broker: Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

Pizza Burger Master Chef

ref: 17664

Participate in the success story of an evolving franchise.

- Gourmet pilot store \$165k + net profit
- A true partnership
- Great location, lease, systems & staff
- Training & support from creative vendor
- Turnover up \$2k pw from last year



Location: Manukau **Asking Price:** \$450,000 plus stock
Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

Postshop, Kiwibank, & Lotto by Pak N Save

ref: 19201

Successful 6 days/week business has a fantastic location in busy shopping area adjacent to a new Pak n Save store under construction, that will hugely benefit this business. Usual Post services associated with a big turnover store, Kiwibank, plus a very busy Lotto franchise in store. Six figure income for owner operator. A fabulous future awaits a new owner.



Location: South Auckland **Asking Price:** \$470,000 plus Stock
Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Franchised Liquor Shop

ref: 20063

A franchised liquor shop located on a busy main road of the a prime central Auckland suburb.

Weekly turnover is around \$17,000 inc GST. Weekly rent \$1,000 inc GST.

Currently semi-managed, the vendor is only working two and half days per week. Busy foot traffic, convenient car park.



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

Raviz Restaurant and Takeaway

ref: 19640

Well set-up licensed family restaurant with a separate takeaway shop attached (two performing stores).

An established restaurant with seating for 55 inside and 30 outside.

Excellent turnover and great panoramic views. Licensed from 11:00am to 11:00pm. Great profit margins. Low rent with reasonable outgoings and secured lease.



Location: Auckland **Asking Price:** \$345,000 plus SAV
Broker: Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz

Franchise Cafe - Unbeatable Location

ref: 20156

The Coffee Club is one of the most famous franchise coffee brands in New Zealand. This site is located on the main road of Takapuna centre, 500m to the main beach. Last year the new renovation was done and cost the current vendor about \$80k. Good franchised system in place includes all the training course, so experience is not necessary.

Due to family reasons, the vendor is compelled to sell.



Location: North Shore **Asking Price:** \$200,000 plus Stock
Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Business Minded & Interested in Renos?

ref: 17594

Looking for people who are excited about growing a large profitable business in the renovation market. Are good with people and are driven by business outcomes? You DO NOT have to be a builder, just business minded. Entry cost is low & returns are fantastic. Turnovers range from \$2 -5million with an average profit of 11%. Want to be part of the leading national design and build renovation specialist in NZ?



Location: Various **Asking Price:** \$150,000

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

Hire A Hubby - Whangarei

ref: 19886

Did you always want to start your own business but it was too hard to get out on your own? This franchise might be the answer you are looking for!



The Franchisees enjoy the benefits of the franchise system while keeping the flexibility, lifestyle & income of an independent business owner. With an exodus of Aucklanders there is plenty of work in the regions.

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

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

The Perfect Business for You? This is it!

ref: 20404

Lots of potential business buyers are looking for the perfect business. Soon you will find that there is no such thing as "the perfect business for sale"!



People like yourself understand business and that is why this opportunity is the right one for you!

Start today, systems are setup for you to succeed!

Location: Nationwide **Asking Price:** From \$30,000

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

Popular Fast Food Franchise in Prime Location

ref: EL00100

Pita Pit is rapidly expanding. A restaurant franchise with the goal of offering quality, healthy, fresh food – fast! This popular franchise brand is all about healthy food without compromising taste, in a convenient way with customer service and atmosphere that keeps customers coming back. This popular store has been in great demand and is in the market after a long wait.



Location: Auckland **Asking Price:** \$299,000 plus SAV

Broker: Ron Vazirani / 021 294 2978 / ronv@linkbusiness.co.nz

Sub Sandwich – Biggest and the Best

ref: 16321



Nationwide opportunities now exist to join this International brand and leading franchise in its category.

This sub sandwich brand has over 44,000 stores worldwide and comes with all the support and training that you would

expect from such a well-respected brand. Some of the attributes you will need to own a franchise are:

- Have a strong customer service focus
- Have equity or approved finance
- Be a team player
- Be willing to work full time in the business
- Have the ability to manage your staff
- Be prepared to follow the system
- Have the ability to promote healthy eating
- Be well presented

Established businesses in the following locations now available: Far North, Auckland, Coromandel, Wellington, Waikato, South Island.

For further information via a confidentiality process, contact Nick Stevens.

Location: Nationwide

Asking Price: \$239,000 to \$695,000 plus

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

Businesses for sale - Franchises

Bedpost - Albany

ref: 20371

A well-established, highly profitable business, this busy North Shore specialist retail store continues to show growth. 2016 is up around 18% on the previous year.

Join a respected franchise network that has been operating around 25 years with stores from Auckland to Dunedin.



Strong market presence with national advertising through TV, Radio, internet, print and home shows.

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

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

Pita Pit Franchise Store

ref: 20388

Join the fastest growing fast food franchise chain in New Zealand. Pita Pit, the preferred choice when it comes to healthy food. With growing market shares, this brand has proved its presence in most places.



With ongoing training and support Pita Pit is becoming a favourite franchise to own. This store recently opened in a fast growing suburb of Auckland.

Location: Auckland **Asking Price:** \$220,000 + SAV

Broker: Gaurang Kaushik / 021 0543 163 / gaurangk@linkbusiness.co.nz

Specialised Service / Education

ref: EL00022

An exciting opportunity has just come to the market to obtain the right to the NZ Master Franchise for this business.

They provide high quality, cost effective programs to pre-school and primary students. It is the leading in class program in its sector for Australasia. The business has the flexibility to be home based. For more detailed information through a confidentiality process please make contact as per below.



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

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

LED Lighting Franchise

ref: CS00010

LED 360 is a successful provider of LED lighting to the domestic/commercial market. Proven company formula generating strong sales. Now seeking to expand into the Auckland market by way of Franchising. Excellent range of products. LED lighting is in a massive growth phase. The right person is sure to enjoy this opportunity. Full details will only be disclosed after completing a Confidentiality Agreement. Call now!



Location: Auckland **Asking Price:** \$150,000 plus GST (if any)

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

Pizza Store with Fully Licensed Bar

ref: 20384

If you want to be your own boss or just need a lifestyle change, than this is a great opportunity for an owner operator to step into a well-established profitable business in a growing central location which draws more than 2 million visitors each year to the town.



An exciting opportunity to be part of a dynamic and vibrant franchise business. Being part of a brand and benefit from group buying power.

Location: Queenstown **Asking Price:** \$750,000 plus SAV

Broker: Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz

Fast Food Takeaway Franchise

ref: 20396

Very good location on a busy shopping street in Auckland Central.



No cooking experience is required as all food is prepared in the head kitchen.

The business is easy to run with proven success and comprehensive training provided. The shop is under management but suits an owner operator.

Location: Auckland **Asking Price:** \$185,000

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

Expense Reduction Analysts

ref: 20399

Looking to escape the "Corporate Lifestyle" and earn a six figure income. There is an opportunity to join this international brand with 700 experts in 30 countries that is well established in New Zealand since 1994.



The Franchise comes with extensive training and support, including 10 days training in the United Kingdom

Location: Auckland **Asking Price:** \$79,500

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

Cafe under Management - EBIT Over \$200k

ref: EL00047

The cafe has recently been refurbishment with renewed lease in place and is ready for its next owner. Sales are around \$17,000 per week, operating daytime only. Without the current owner working in the business, current figures are showing a surplus around \$200,000. There is certainly a good opportunity for a smart owner operator to further increase sales here and reap the benefits with more controlled cost both in labour and foods.



Location: Auckland **Asking Price:** \$696,000

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

Post Shop + Kiwi Bank + Paper Plus

ref: 19727

Avail this opportunity to buy one of the best franchises in New Zealand. Successfully run for 6 years by the same owner. Making serious money for two working owners.

With massive new development underway in this high profile area giving more prospect to this already well established business. Don't miss this chance.



Location: Auckland **Asking Price:** \$680,000 plus S.A.V
Broker: Gaurang Kaushik / 021 0543 163 / gaurangk@linkbusiness.co.nz

Great Opportunity

ref: EL00021

This business is a franchise indoor playground and birthday party venue with cafe.

The business has multiple income streams but is very simple to run.

The lease is secured until 2025 with reasonable rent. The business is well established with regular clientele. First time on the market in 15 years.



Location: Auckland **Asking Price:** \$425,000
Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

Busy Muffin Break Kiosk in Bayfair Plaza

ref: 15313

Newly refurbished in the busy Mt Maunganui mall. This is currently a company store but we need an enthusiastic new owner to put the "ownership" into this business.

Muffin Break will give you excellent training (in Sydney), ongoing support and encourage you to be successful. Good weekly sales and rent make this a great opportunity! Price includes franchise fee and training fee.



Location: Mt Maunganui **Asking Price:** \$335,000
Broker: Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

New Zealand Post Shop

ref: 19143

"New Zealand Post" have appointed us to look for suitable franchisees to convert company owned stores to a "franchise model" store.

- Committed to running your own business
- Have strong communication skills
- Financially secure & clean police record
- Bring host business on-board



Location: Bay of Plenty **Asking Price:** \$170,000
Broker: Neville Choksi / 021 059 9519 / Neville Choksi

Own a Burger Empire in the Bay - NOW

ref: 19338

Do you want the following? • Mentors that know what they are doing • Systems and accountability • Strong branding • Business where you work 'on' it, not 100% 'in' it • Buying power • Fantastic high demand product to sell • Great lease terms. We want energetic, customer service focused and business minded people to join the family. Low entry costs are but not compromising on the offer or the set up.



Location: Tauranga **Asking Price:** \$POA
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Bin/Skip Hire Business in Tauranga

ref: 20293

This brilliant business offers a great opportunity to someone looking to be their own boss. Own a profitable business and enjoy living and working in Tauranga.

- Great cashflow
- Great turnover and pro its
- All equipment in good condition & near new
- Franchise operation with ongoing support to give that peace of mind
- Consistent growth



Location: Tauranga **Asking Price:** \$260,000
Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Reputed Brand Liquor Store

ref: 20421

Very spacious store with huge storage and an average weekly turnover of \$31,000 with good gross margins.

Plenty of car parking.

No nearby competition.

Rent: \$809 including GST & OPEX per week.

Long secured lease. Asking \$527,000 (neg) + SAV.



Location: Kapiti Coast **Asking Price:** \$527,000
Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Franchised Printer Cartridge Refills

ref: 20197

A brand we all know, and one that saves us money! Cartridge World Masterton is a well-established printer cartridge refill business that has been serving the Wairarapa for over 6 years. This business is steady as she goes and will continue to generate consistent revenue, particularly with some very innovative developments being planned by the Franchisor to ensure the business remains number 1 in their industry.



Location: Wairarapa **Asking Price:** \$130,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Businesses for sale - Franchises

Stellar profitable franchisee business

ref: WL00016

Would you like to combine a fun lifestyle with a fast growing and profitable business. This above average business has all the advantages of a well-established franchise operation with first class systems, processes and support combined with real growth potential. A well trained team and great reputation.



Location: Wellington **Asking Price:** \$650,000
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Award Winning Nelson Café

ref: 20454

Columbus Nelson is a showcase café for Columbus Coffee. Located in Morrison Square in the heart of Nelson City There are two courtyards outside where customers can sit. The café seats upwards of 100 people. The building is less than 8 years old and boasts an enviable position and all day sun. All the windows/doors open completely, and when the weather is fine, this gives an inside/outside feel. Long lease in place.



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

Sub Sandwich

ref: CS00007

Established business in a great main road location. A chance to gain entry & join the network of the world's top sandwich brand. 40,000+ stores worldwide. Specialising in providing sandwiches/salads that the brand has become internationally renowned for. Profitable. Good lease. Excellent staff structure. Training course in Australia for new owner. Motivated Vendor. Full details available upon meeting with broker.



Location: Christchurch **Asking Price:** \$450,000 plus GST (if any)
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Configure Express

ref: CS00005

Well-known, Queenstown women's gym is for sale due to changed circumstances of the owner. Located in a modern building in the Remarkables Park. Awesome staff. Friendly atmosphere. Members feel comfortable. Strong database of clients. Wide variety of classes. Up to date equipment. Well stocked bathroom. Tutorials for new members. Child minding facility. Qualified staff. Queenstown is the adventure capital of NZ.



Location: Queenstown **Asking Price:** \$225,000 plus GST (if any)
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Busy Franchise Cafe - Booming Mall Location

ref: WL00008

Recently refurbished. The business features great operations and no chef is required as the store sells simple cabinet foods.

Weekly takings are approximately \$15,000 with weekly coffee sales of approximately 40kg with 71.0% gross profit margin.

No experience necessary, as comprehensive training and ongoing assistance with proven franchise systems are available.



Location: Lower Hutt **Asking Price:** \$269,000 plus Stock
Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

Exciting New Hospitality Business

ref: 20434

This newly established restaurant, café and bar is located on the main street of Hanmer Springs, and is opposite the award winning Thermal Pools entrance. 280 seats with large outdoor area. Stunning décor and design. Fully staffed. The first in a series of Franchises in tourist hot spots. Turnover \$2m plus. Call Phil now for more information!



Location: Hanmer, Canterbury **Asking Price:** \$800,000 plus Stock
Broker: Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

Sub Sandwich

ref: CS00008

Established business in a great main road location. Training in Australia for new owner. Strong Franchise support. 40,000+ stores worldwide Specialising in providing sandwiches/salads that the brand has become internationally renowned for. Profitable. Good lease. Excellent staff structure. Chance to gain entry & join the network of the world's top sandwich brand. Full details available upon meeting with the broker.



Location: Christchurch **Asking Price:** \$325,000 plus GST (if any)
Broker: Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

Master NZ Franchise

ref: EL00062

Poolwerx is looking to appoint a Master Franchise Partner in New Zealand to take over and expand their New Zealand operation.

This will help assist existing Franchisees to increase sales and market penetration and be responsible for opening up 25 new areas.

Full training facilities are provided and back up and support from Poolwerx.



Location: New Zealand **Asking Price:** \$450,000 plus GST
Broker: Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz



Over 50% of NZ Businesses don't have a website, of those who do, most websites are not responsive on mobile devices

Nettl is a franchise formula for application within the web space. It provides an end-to-end solution which helps you do more things web for more clients in a streamlined manner.

Nettl simplifies the world of web, it's a toolkit of software, technical support, training, marketing, back office systems and a robust supply chain. It's a brand to position our partners as the go-to place for local business for all things visual media. Of course that discussion today starts with a website. Nettl allows you to focus on selling whilst making the most of your internal graphic design resource.

It's a smarter way of working, both our pilot studio and initial studios are proof of that. If you're keen to be your own boss and take your career and earnings to the next level, you need to contact us.

Contact **Michael Fokkens 021 598 188 / michaelf@linkbusiness.co.nz** or visit **nettl.co.nz** to make a hassle free enquiry.



Businesses for sale - Northland

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

A beautifully presented motel located in a prime location on Western Hills Drive (SH1) in central Whangarei. The complex is presented in 'as new' condition. Owners accommodation comprises of a spacious 3 bedroom, 2 bathroom home with ample storage.



The strong business performance will appeal to a variety of potential purchasers and generous vendor finance is available to approved purchasers.

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

Freehold Motor Lodge + Business ref: 18479

This freehold going concern comprises 9 units with separate 4 bedroom house for the owners/managers. On-site facilities include separate reception, games room, double garage/workshop, guest laundry, childrens' playground, swimming pool.



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

Location: Northland **Asking Price:** \$995,000
Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

Paihia Waterfront: Alfresco's Restaurant ref: 19259

With iconic views over the beautiful Bay of Islands, alfresco's restaurant & bar is one of Paihia's most popular and established restaurants. The current owner has grown the business over the last 8 years and it now delivers revenues well in excess of \$1m through its appeal as a destination for both local residents and tourists alike.



Location: Paihia **Asking Price:** \$750,000
Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Fantastic Night Club and Bar ref: 19798

This Northland Night Club and bar is an exceptional opportunity. Great returns and easily run under management.



Great kitchen included. Maintain the current business and enjoy the easy life or increase revenue with additional hours and greater use of the kitchen for Cafe/Lunch.

This an excellent opportunity to own a well established business with minimal hours.

Location: Whangarei Central **Asking Price:** \$210,000
Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Freehold Investment - Central Whangarei ref: 19080

For Sale: Commercial building
For Lease: Ground floor commercial premises
Floor area: 430m² *Land area:* 559m² \$85,000 + GST per annum (Vendor would consider initial rent holiday).
4 x residential apartments upstairs currently returning approx \$49,140pa.
Earthquake strengthening seismic capacity 34%NBS.



Situated in very high profile location in recently refurbished central city mall with high volume foot traffic.

Location: Whangarei Central **Asking Price:** Expressions of Interest
Broker: Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

Restaurant Super Star Performer. Open 6 nights ref: 19076

This is an excellent opportunity to acquire a well-established and highly reputed restaurant and Bar in one of the most desirable locations. Some advantages of owning this business are: - Consistently High revenue and earnings - Well documented, verifiable financials - An attractive lease in place - A well-developed system with highly trained staff and management team. Prime location!



Location: Whangarei **Asking Price:** \$335,000 plus SAV
Broker: Saurabh Tiwary / 021 294 8074 / saurabh@linkbusiness.co.nz

Engineering Icon ref: 19762

This family business has been serving the engineering requirements of Northland for 50 years. This company provides a diverse range of product and services for the farming, residential and commercial sectors not just in the north but Auckland too. Having traded through many economic cycles it continues to trade well with three recent years of growth.



Location: Whangarei **Asking Price:** \$770,000
Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Award Winning & Trendy - Nectar Cafe ref: NL00008

Nectar cafe is nestled in the heart of the business centre. The location is surrounded by offices on one site and the main Whangarei retail area on the other; best of both worlds.



While the menu covers mainstream foods, there is also an emphasis on the more healthy foods like gluten free, dairy free, paleo, vegans and vegetarian options.

No wonder Nectar Cafe was voted Best Cafe in Northland & Whangarei 5 times!

Location: Whangarei Central **Asking Price:** \$250,000
Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

Businesses for sale - Northland

Service/Retail – Curtains & Blinds

ref: NL00011

This business is in one of Northland's most beautiful locations, right on the waterfront. Servicing a large area in Northland, this business is busy all year round! With a mixture of onsite measuring/advising and retail this would perfectly suit a couple to share the work load.



Seller's Discretionary income \$108,000

Location: Far North **Asking Price:** \$145,000

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

Italian/European Style Restaurant

ref: 20391

Upmarket and well established restaurant situated down a busy arcade in the heart of Whangarei. Established in 2008, this fully licensed restaurant has a lovely ambience and is known for its authentic taste of Italian cuisine and friendly atmosphere.



Excellent opportunity for further growth.

Location: Whangarei **Asking Price:** \$269,000

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

Adventure/Tourism, Training & Retail

ref: NL00006

This business services mainly the local market and the next step would be to grow the actual tourism industry. Quality products and a service-focused store front make this business an outstanding opportunity to be taken to the next level. Start marketing today as your excellent training facilities are in store.



Current Discretionary income: \$140,000 per annum

Location: Whangarei **Asking Price:** \$350,000 plus Stock

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

Paper Plus - Whangarei

ref: 19268

Paper Plus Whangarei is well-positioned in Cameron Street. Established history, large customer database, business accounts and a good relationship with local schools ensures strong, consistent sales. A lotto franchise provides good additional cash flow. This is a great opportunity to join the Paper Plus group with high brand awareness, outstanding support systems with full induction and training.



Location: Whangarei **Asking Price:** \$316,500

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

Childcare Centre - Northland

ref: 20277

Licensed for more than 50, this centre enjoys an excellent location with stable staff and management in place. A long lease and very good occupancy further enhance the desirability of this centre. Further information will only be released to qualified purchasers after a confidentiality agreement has been signed and a discussion with the broker. Price \$775,000 business only



Location: Northland **Asking Price:** \$775,000

Broker: Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Fabulous Bay of Islands Cafe

ref: NL00002

This busy licensed cafe is situated in a great location in the beautiful Bay of Islands. Situated close to popular tourist attractions with lovely decor and wonderful views. A very popular cafe with locals and tourists alike. Tourism is booming and is now our number one export earner so continued growth is on the horizon. Seats 50 inside and 20 outside



Lease \$31,782pa plus GST.

Location: Opua, Northland **Asking Price:** \$195,000

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

Paint Facilitator – Whangarei/Kerikeri

ref: NL00009

This paint business would suit an ex-builder or ex-painter. The current owner has 8 contractors and 2 full-time workers while he quotes the jobs and inspects the work himself. The owner currently only works around 20 to 30 hours per week in this business.



Seller's Discretionary Income; \$70,000 - \$80,000 p.a.

Location: Northland **Asking Price:** \$175,000

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

Fantastic Motel Lifestyle Business

ref: NL00014

This delightful business is an easy to run solid performer with more to offer.

Unexpected bonuses include a purpose built operator's home with 3 bedrooms and 3 bathrooms, a gorgeous private deck, low maintenance grounds for easy to achieve curb appeal and a small conference room.



A lease to 2036 in place at time of sale. New to the industry or downsizing, this could be it!!

Location: Whangarei **Asking Price:** \$345,000

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

Businesses for sale - Auckland

Import/Sales Light Engineering Products

ref: 00028

Import/sales light engineering products.

An established pneumatics importer that has been established since 1977 and now only available due to retiring owner.

Experienced staff are available to remain in the business.



Location: Auckland City **Asking Price:** \$275,000 incl SAV
Broker: Brett Clarkson / 0800 345 670 / brettc@linkbusiness.co.nz

Cafe with a Beautiful View

ref: 18235

Cafe with exclusive position, in a magic location. If you are prepared to live a short distance out of the city then this cafe is perfect for you. Low overheads, high profit.

Great opportunity to stay open into the evening for dinner, with a liquor licence in place.

Excellent parking, excellent lease and the rent is exceptional. Get out of the city, create a great lifestyle.

Location: North Auckland **Asking Price:** \$ 270,000 plus stock
Broker: Mei Wang / 0274 367 848 / meiw@linkbusiness.co.nz



Potential ROI 50% +

ref: 18834

Work from home providing this profitable financial service using your business knowledge and contacts network. An internationally established brand with high quality marketing, support and training.

Territories available in a number of New Zealand locations. Minimum of \$100,000 working capital required plus purchase of territory rights (subject to franchisor approval).

Location: Auckland **Asking Price:** Discuss with broker
Broker: Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz



Award Winning Restaurant

ref: 19345

Enjoying an outstanding location in the rapidly developing Northwest area of Auckland, this amazing restaurant has more going for it than virtually any other restaurant on the market at present.

It has weekly sales over \$30,000, is profitable, features attractive indoor and outdoor seating areas, is mainly managed, has brilliant operational systems in place and still has potential to do even better.

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



A Rare Gem

ref: 16525

Non franchise jewellery store in an ideal position with high foot traffic, sellers discretionary earnings of \$225,000+, assets (depreciated) \$36,000 and stock \$240,000.

Owners will work with you to ensure business continues with no disruption. Ideal opportunity for making good money.



Location: Auckland **Asking Price:** \$450,000
Broker: Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz

Ideal Metal Manufacturing

ref: 18752

Stainless and mild steel jobbing shop. Assets of \$263,000 with stock and WIP of \$20,000.

This is an ideal add on for another manufacturing business wanting to get some extra equipment and some major customers.

Sellers Discretionary Earnings of \$115,000. Don't delay contact Basil Badenhorst today!



Location: West Auckland **Asking Price:** \$280,000
Broker: Basil Badenhorst / 0224 548 348 / basilb@linkbusiness.co.nz

Convenience Store for Sale – CBD

ref: 18899

This convenience store is in a busy central Auckland location. Secure and stable business environment.

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

This is an ideal opportunity for an owner operator.



Location: Auckland CBD **Asking Price:** \$130,000 (Stock included)
Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

General Engineering Shop

ref: 19386

Very profitable general engineering, servicing and onsite breakdown repair business. The manufacture of a line of unique packaging machines and the ongoing supply of spare parts provides an additional and profitable revenue stream.

Established customer base includes large blue-chip companies. A call-out service provides a point of difference and extra service to their customers.

Location: South Auckland **Asking Price:** \$990,000
Broker: Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz



Cafe - Central Auckland - Pure Magic

ref: 19723

If you're in the market for a cafe with the "X Factor" look no further - this cafe has it! With weekly sales over \$30,000.

With an amazing fit-out, inviting indoor/outdoor seating areas and a wonderful Central Auckland location this daytime cafe is exceptional.

The food and coffee are great, the service is friendly and there's still so much more potential left for a new owner to develop.



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

Price Reduced - Profitable Bakery Business

ref: 20105

This well set-up bakery is located on the main road in the north shop residential area.

- Large shop size with weekly rent of \$577 exclusive of GST
- Average weekly turnover is about \$7,000
- Two working owners plus one full-time
- Staff can easily run the business
- Same owner has operated the shop since 2012



Location: North Shore **Asking Price:** \$120,000 plus Stock
Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz

Asian/Japanese Restaurant North Shore

ref: 20055

Sought after location. Exciting opportunity for those looking for a licensed restaurant in North Shore. Licensed for over 50, this restaurant is roomy in terms of seating with bar, toilet and storage areas. Good number of carparks too. The quality plant and equipment will last. The front of the shop and road exposure is impressive. The rent is very reasonable for this place.



Location: North Shore **Asking Price:** \$220,000 plus stock
Broker: Hannah Jiang-Hardellet / 021 876 122 / hannahj@linkbusiness.

Great Dairy in Western Auckland

ref: 20069

This nice dairy is located on a main road of West Auckland.

- Close to a church and school
- Excellent lease conditions
- Weekly turnover is about \$5,000 plus
- Stable business - the current proprietors have ran and owned the business for 9 years



This business is the first time on the market and has been running 9 years. This great business opportunity is not to be missed.

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

Busy Bakery on a Main Road

ref: 20088

Well established bakery in a busy town centre.

Vendor reports that the turnover is \$6,500 per week.

Upstairs accommodation with its own access has been rented out to reduce payment on the lease.

Business is for sale due to vendor's health.



Location: Manukau City **Asking Price:** \$140,000 plus Stock
Broker: Mei Wang / 0274 367 848 / meiw@linkbusiness.co.nz

Long Established Manufacturer

ref: 20115



An outstanding opportunity to purchase a fully managed long established Auckland based importer and manufacturer of wooden architectural componentry.

Excellent cash-flow. A team of experienced staff and management. Strong supplier relationships. Excellent trade customers in the construction, architecture and design fields. There are obvious growth opportunities for the future.

A long history of profitability dating back over 30 years plus experienced management in place means savvy purchasers should investigate. Strict confidentiality applies.

Location: Auckland **Asking Price:** \$950,000
Broker: Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

Sheetmetal Business & Property

ref: 20032

Established for more than 20 years, this sheetmetal fabrication business can make various works such as ducting and range hoods, they do not install. Floor supervisor is capable to help a new owner run the operations. Owner-occupied freehold property in Central Auckland. Option to lease or outright purchase or to relocate the business. \$215,000 plus approx \$25,000 (Business) \$790,000 plus GST (Property)



Location: Auckland **Asking Price:** \$215,000 plus Stock
Broker: Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz

Businesses for sale - Auckland

Fully Managed Café in Fast Growing Area

ref: 20146

Newly established café averaging weekly sales over \$10,000. Absentee owner from building industry. They constructed the café themselves and used only top quality fittings and chattels. Very well presented premises that is second to none



Operation is more suitable to owner-operator or husband & wife team. Financials show areas that could be improved. Vendor expects customer base to multiply over time.

Location: West Auckland **Asking Price:** \$160,000

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

Bin & Skip Hire – New Franchise

ref: 20220

Be your own boss.

Opportunity to earn exceptional income as market growth continues and demand for the service is high.

Purchase price may vary includes:

- New truck
- All new equipment
- Bins



Location: NW Auckland **Asking Price:** \$300,000 plus GST (if any)

Broker: Brett Clarkson / 0800 345 670 / brettc@linkbusiness.co.nz

Dairy & Lotto Shop in the City

ref: 20230

The shop is presently selling all kinds of magazines, cards, groceries and Lotto. Currently owner operated and managed.



Surrounded by many retail shops and international schools. Average weekly Turnover \$23,000 with very high profit margins and lotto sales are currently on the rise. Rent is \$2,507 including GST, outgoings & rates per week. Very reasonable outgoings and long secure lease.

Location: Auckland City **Asking Price:** \$200,000 plus Stock

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

Magnificent Hair Salon

ref: 20316

A magnificent salon with many special features. 13 stations, 5 basins and exclusive carparks. A new beauty room was added in 2015 thus enabling the salon to offer all services.



A great opportunity for an experienced hairdresser to work with the 3 current staff and take advantage of the space available for expansion.

Location: Auckland **Asking Price:** \$180,000 plus Stock of \$15,000

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

Nice Dairy on the Shore

ref: 20311

This simple dairy business is located on main road on the shore with ample car parking at the front.



Weekly turnover ranging between \$9,000 and \$11,000 with good gross margins. Rent only \$837.70 including GST & outgoings per week.

The shop is presently selling all kinds of dairy products and groceries and is open 7 days from 6:30a.m. to 9:00p.m. Great lease in place until 2025.

Location: North Shore City **Asking Price:** \$79,000 plus Stock

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

City Fringe Beauty Salon

ref: 20227

This salon offers a wide range of services including traditional facial, massage, body treatments as well as advanced treatments as in IPL skin rejuvenation, IPL hair reduction, body slimming and medicare.



They also work in conjunction with a tattoo beautician for eye liner and eyebrow tattoo. The shop has been completely modernised. It has 8 beds in 6 rooms, and a separate lunch room for staff.

Location: AKL City Fringe **Asking Price:** \$110,000 plus Stock of \$15,000

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

Location is the Key of Success

ref: 20162

This fruit and veg business is located on the main road with ample parking at the front. Easy parking and high foot traffic are the key factors to the success of this business.



Summer sales are about \$45,000 and winter is around \$30,000.

Rent is \$1,800 per week include GST, insurance, rates and water.

The shop is over 200m². It includes one office area, toilet and a lunch room.

Location: Auckland **Asking Price:** \$470,000 plus Stock

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

Busy Kebab Shop in CBD - Good Profit

ref: 20319

This shop is located in the desirable Auckland CBD with universities just around corner and lots of foot traffic.



The vendor reports that weekly turnover is \$12,000 with high gross profits, and still growing.

Easy to run and manage, currently run by staff. Quality chattels & setup. Full training will be provided to new owner.

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

Broker: Mei Wang / 0274 67 848 / meiw@linkbusiness.co.nz

Commercial/Industrial Sector

ref: 20320

Long established market leader with consistent financial performance and potential for growth. Dominant performer in a well-defined niche with good forward orders. Reputable brand and product range.

New owner will understand built environment dynamics and relationships, sales and service delivery. Installation work is contracted out. Could be integrated with an existing business.

Location: Auckland **Asking Price:** \$323,000 plus Stock
Broker: Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz



West Auckland Cafe

ref: 20321

This well-known café is one of the best in the West, especially for coffee sales – over 60kgs per week!

It also has a high profile location, plenty of character, high weekly sales, an inviting, relaxed atmosphere and loads of potential. If you think you can handle it, enquire now.

This could be the one!

Location: Auckland **Asking Price:** \$785,000 plus Stock
Broker: Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz



Chinese Takeaway for sale

ref: 20359

This long established Chinese takeaway is located on one of the main roads of a central Auckland area.

- Quality chattels
- There are close to 200m² for the shop floor including storage room
- 4 bedrooms available upstairs can lease out to get more profits, total rent of the business is \$1,000 plus GST a week
- Sales are currently averaging \$8,500 per week with plenty of upside still available

Location: Auckland Central **Asking Price:** \$180,000 plus Stock
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz



Import/Sales Quality Specialist Product

ref: 20385

Sale due only to seller's other interests.

Import and sales of a quality specialist product.

Purchase price includes stock of approximately \$200,000 and extensive customer base.

Would suit an owner/operator.

Location: Auckland City **Asking Price:** \$225,000
Broker: Brett Clarkson / 0800 345 670 / brettc@linkbusiness.co.nz



Equipment Hire

ref: 20397

Situated in East Auckland, this equipment hire company has a great reputation, is well-known and provides a good income to its owners. The business is in an excellent location, and comes with a large asset base of equipment and machinery. The business has a wide reach across Auckland and services the market from Bombay to Orewa. The busy Auckland construction industry is having a positive impact on the business.

Location: East Auckland **Asking Price:** \$770,000
Broker: Mike Fokkens / 021 598 188 / michaelf@linkbusiness.co.nz



Cafe in Prime Location

ref: 20415

This fully licensed cafe is spacious, has indoor and outdoor sitting areas and enjoys a high profile corner in a busy area surrounded by a mix of offices, retail shopping and apartments.

It also has an upstairs room to accommodate 20-25 people for private meetings and functions. Current weekly sales of around \$20,000 (\$13,000 daytime sales and \$7,000 evening sales). Low outgoings and secured lease.

Location: Auckland **Asking Price:** \$550,000 plus SAV
Broker: Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz



Popular Penrose Lunchbar

ref: 20420

Situated on a very busy road with excellent parking, the popular 5 days lunch bar has a strong customer base servicing a wide range of large industry and employers located nearby. Regular catering is in place with potential to expand. The lunch bar holds an A-Grade hygiene rating and has recently been painted inside. The equipment is well-maintained and regularly serviced and the majority of food is made onsite.

Location: Auckland **Asking Price:** \$195,000
Broker: Paula Moore / 021 334 699 / paulam@linkbusiness.co.nz



Niche Food Production Company

ref: 20426

The only producer in New Zealand. Currently distributed via a number of retail channels and with a new and highly lucrative distribution agreement with the big 2 supermarket chains. Easily scaleable with exceptionally high margins and low operating costs.

The product is great and new distribution opportunities are many and varied. All IP and product know-how is, of course, for sale. A workable business!

Location: Auckland **Asking Price:** \$495,000 plus Stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz



Businesses for sale - Auckland

Cafe & Bar with Gaming Machine

ref: 20431

This cafe & bar is well-established with a loyal customer base.

Rent: \$1,800 inc GST, rates, body corporate. Cafe and bistro turnover is around \$7,000 (per week) which more than pays all the fixed overheads. It is very easy to run and the income stream has the ongoing security of the regular site rental payments from the 9 gaming machines of approx. \$220,000 per year as additional income.



Location: Auckland City **Asking Price:** \$670,000 plus Stock
Broker: Bryan Sui / 021 283 6666 / bryans@linkbusiness.co.nz

Sales Growth Opportunity

ref: 20444

New products have recently been introduced to the market.

Marketing literature and website in place. Minimal sales, nil profit to date. Inventor/owner not skilled in sales and isn't comfortable in that area but will assist for 12 months if wanted.



Can you take this to the next step?

Location: Auckland **Asking Price:** \$100,000 plus SAV
Broker: John Adams / 021 974 097 / johna@linkbusiness.co.nz

Franchise Cafe Under Management

ref: EL0047

The cafe has just had a wonderful refurbishment with renewed lease in place and is ready for its next owner.

If you are looking for the next step in to the fantastic world of hospitality and want to work with a premium café brand this could well be the opportunity for you!



Don't delay contact me today!

Location: Auckland **Asking Price:** \$696,000
Broker: Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

Well Established PR Firm Ripe for Expansion

ref: EL00058

The team is in place (being full time and contractors), loyal clients and a reputation for great work and outcomes delivered with enthusiasm and creative flair. This would be an ideal business for someone in the industry looking for freedom, flexibility and an entrenched culture that values its people and cares about making a difference in the world. A great vehicle for someone to be in business.



Location: Auckland **Asking Price:** \$225,000
Broker: Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

Restaurant. Profits Over \$335k

ref: 20440

This a very well-run and extremely profitable local North Shore restaurant. Average sales are in excess of \$26,000 per week and an owner operator should earn in excess of \$335,000 per annum. That's over 37% Return on Investment.



- Excellent reputation in this classy North Shore suburb
- Great training on offer – experience not essential here
- Loyal and strong staff

Location: Auckland **Asking Price:** \$895,000 plus Stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Large 5 Days Cafe Centre Auckland

ref: EL00039

This is a 60+ seat, modern look café in central Auckland area that is surrounded by small or medium size offices and workshops. The café is located by a high traffic road.



Large kitchen with walk-in chiller. Excellent parking.

The rent is reasonable. Everything is in place, this is a successful business to operate. Good training provided to suit first-time buyers.

Location: Auckland **Asking Price:** \$358,000 plus Stock
Broker: Hannah Jiang-Hardellet / 021 876 122 / hannahj@linkbusiness.co.nz

\$2 Shop in a Town Centre

ref: EL00053

Tired of Auckland's high rent? In this little town it is a perfect family business to make money.



It is about 2 hours drive from Auckland. The shop has a large display area attached with accommodation.

The rent for only \$30,000 plus GST plus outgoings. The business is under staff management with SDE (owner discretionary of \$80,000 per year). The business is on the market for \$100,000 plus Stock (\$80k).

Location: Auckland **Asking Price:** \$180,000
Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

5 Day Cafe Auckland Central

ref: EL00076

It's open 5 days a week, from 7am to 4pm. This cafe is easy to run with simple cabinet food. It occupies an enviable location close to CBD and has been a solid business for the owner over the past few years.



Sales are around \$11,000 per week with very well controlled cost. It has a spacious inside and outside seating area, function room and well equipped kitchen.

Location: Auckland **Asking Price:** \$285,000 including Stock
Broker: Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

Highly Profitable Bakery

ref: EL00081

This business is well presented and occupies a good spot on the main street of West Auckland, surrounded by shops, cafe and retail businesses.

Current vendor established the business over 2 years ago, the fresh baking and secret recipes maintain loyal customers from both retail and wholesalers all over the Auckland. Would suit a passionate baker. Training would be provided.



Location: West Auckland **Asking Price:** \$250,000 plus Stock
Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

Sushi Shop Auckland CBD

ref: EL00082

This is a very good opportunity for someone to buy cheap and build up. It was a very profitable business but now has been rundown due to inexperienced owners.

This sushi shop is located on a busy main road in Auckland CBD with very reasonable rent. The weekly sales are \$4,000 but was over \$8,000 one and half years ago.



Location: Auckland **Asking Price:** \$99,000
Broker: Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

Fruit, Vegetable & Grocery Store

ref: EL00083

Fruit, vegetable and grocery store with huge storage.

Great business for an owner operator.

A spacious, neat and tidy premises.

Plenty of convenient car parks.

Weekly turnover \$28,000 per week with excellent profit margins.



Location: Auckland **Asking Price:** \$340,000 plus SAV
Broker: Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Limousine Hire - Join the Glamour Business

ref: NL00003

Do you want to earn good dollars while having fun and driving this beautiful limousine.

Catering to only good quality clientele you are assured a very pleasant business experience.

This business has a proven track record, ranking high on Google and good forward bookings.

Enjoy it as is or take it to the limit and drive this business forward to new horizons and also tap into tourism.



Location: Auckland **Asking Price:** \$179,000
Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Bar and Gaming Goldmine

ref: NL00005

The iconic Wade Hotel, its reputation speaks volumes.

From the casual public bar and gaming area to the more formal dining areas its hard to imagine a venue that offers more. Recently refurbished to a very high standard.

Plenty of outdoor for the kids and a four bedroom owners apartment are included. This business is not only solid but offers good prospects for growth.



Location: Silverdale, Akld **Asking Price:** \$795,000
Broker: Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

Kitchen Benchtops Manufacturer

ref: NL00010

Well respected in the industry with 30 year history and a solid mix between B2C & B2B clients. Asset valuation of approx. \$200,000 (depreciated value) includes the most modern machinery.

2016 financial year's EBPITD of \$228,000 – retirement sale



Location: Auckland **Asking Price:** \$498,000
Broker: Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

Dairy in Prime Location for a Bargain

ref: NS00002

- Long established dairy on the main road of the west Auckland, close to premium residential area
- Strong customer base. Shop size is about 100m²
- It has about 10 years left on the existing lease
- Turnover is about \$10,000 a week



Location: Auckland **Asking Price:** \$100,000 plus Stock
Broker: Bryan Sui / 021 283 6666 / bryans@linkbusiness.co.nz

North Shore Kebab Business for Sale

ref: NS00005

This well-known kebab shop is located in North Shore with lots of car parks, offers both sophisticated and casual dining plus takeaways.

- The hard foundation have already been set by the current owners
- Current weekly turnover is up to \$5,500 to 6,000
- Opened six days a week but there is an opportunity to increase profit and value by extending trading hours



Location: North Shore **Asking Price:** \$99,000 plus Stock
Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Businesses for sale - Auckland

Dairy with 3 Bedrooms Upstairs

ref: NS00008

This well-presented dairy shop is location a prime location, in where the fringe of Auckland CBD.



- Weekly turnover is around \$13,000 to \$15,000 and this is still growing
- Low rent that is only \$600 including GST a week
- It has 3 bedrooms upstairs, as well as a kitchen, storage room and a toilet. Can be rented at \$250 a week

Location: Auckland City **Asking Price:** \$185,000 and Stock
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

LED Lighting Wholesale Business

ref: NS00015

- This well recognised lighting shop is proud to carry quality LED Lighting products from a large number of sources
- The company has significant patents pertaining to the construction of LED light sources. The store has excellent all year round trade mainly from referrals and returning customers as stable contractors
- Annual turnover is about \$200,000 and the weekly rent is only \$333 inclusive of GST



Location: North Shore **Asking Price:** \$40,000 plus Stock
Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz

Retail/Souvenir in a Prime Location

ref: NS00019

This well-established retail/souvenir shop is located within a popular service centre near State Highway One.



- Ample parking nearby. Shop size is about 210m²
- This shop is the only retail shop within the service centre
- Rent is about \$697 a week inclusive of GST & OPEX
- Last year's turnover was about \$200,000. EPITD for one working owner is about \$50,000 a year

Location: Auckland **Asking Price:** \$99,000 plus Stock
Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

Signage Business with Great Potential

ref: NS00033

Great business located in an industrial zone. Owner has built positive, long term relationships with some of the local businesses in the area.



They are the only print business in the neighborhood, very little competition. Last year's turnover was just over \$380,000.

Large shop size is about 350m², low rent at about \$595 including GST. Gross profit is about 40%.

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

Chinese Restaurant in East Auckland

ref: NS00011

Situated in a residential area, close to a major supermarket and library.



Open 6 days a week. Turnover at \$10,000 - \$12,000 per week.

Reasonable rental. Seating 60 inside, plus 18 outside. Has a large kitchen.

This is a long-standing business, now for sale to a skilled and enterprising individual.

Location: Pakuranga **Asking Price:** \$168,000 plus Stock
Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz

Supermarket on the North Shore

ref: NS00017

An Asian supermarket located in a reputable business circle on the North Shore.



Light and spacious interior with a 200m² floor area and fully equipped with a walk-in chiller.

Outside are 2 large walk-in chillers and 1 large storage room.

Reasonable rent, unlimited potential, turnover is at \$25,000+ per week with high profit margins.

Location: North Shore City **Asking Price:** \$300,000 plus Stock
Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz

Profitable Café for Sale

ref: NS00021

This café is located in a unique premises.



- Large shop seating up to 200 indoor and outdoor
- Rent is only about 10% of the total turnover. Fully liquor license. Great for function
- Open 7 days from 8am to 4:30pm
- High coffee bean sale at about 25kg a week. Turnover now is about \$22,000 to \$23,000 a week. GP is about 72.5%

Location: Auckland **Asking Price:** \$590,000 plus Stock
Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

Lotto & Dairy Shop in a Prime Location

ref: NS00036

This lotto & dairy business is located on a main road in West Auckland. Surrounded by lots of retail shops and food outlets.



- Large shop size up to 40m² with weekly rent of \$357 inclusive of GST and water
- Average weekly turnover is about \$14,000. \$10,000 is from the dairy sales, \$4,000 is from the lotto sales
- One working owner plus 1 part-time staff member can easily run this business

Location: Auckland **Asking Price:** \$178,000 plus Stock
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

Well-Known Beauty Centre

ref: NS00045

Long established beauty centre in East Auckland.

- Ample parking at front. 5 VIP rooms
- With a team of highly-qualified, caring and professional therapists, they providing general beauty services including massages, manicures, pedicures gel colour by OPI, brows and lashes, makeup, facials etc.
- Annual turnover for last year was about \$150,000. Shop rent is about \$400 plus GST a week



Location: Auckland **Asking Price:** \$130,000 plus Stock
Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

Health Product Shop in a Prime Location

ref: NS00054

This well-established health shop is located in the heart of Newmarket. This health shop mainly sells New Zealand made natural health supplements and skin care products.



The annual turnover is about \$480,000 with monthly rent of \$3,641.67 inclusive of GST. Spacious store space that about 48m². All hard foundation has been done. Good store reputation among nearby customers. Low labor costs.

Location: Auckland Central **Asking Price:** \$38,900 plus Stock
Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz

Established & Profitable Cafe

ref: 18178

Here is a wonderful opportunity to be involved in a well-established, profitable and "Turn Key" café in one of Auckland's most desirable locations.

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



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

Mechanical Auto Workshop

ref: 20229

Long established auto/mechanical workshop located in major industrial commercial area. Captive client base which includes major businesses.

New lease will be negotiated with buyer. Sales up. High margin. High profits.



Location: Auckland **Asking Price:** \$298,000
Broker: John Adams / 021 974 097 / johna@linkbusiness.co.nz

Own a Pizza Shop in Otahuhu/Albany

ref: 20337

This is an exciting opportunity to operate a business with a rising pizza chain brand. You will be trained with a success proven business model and be provided with full support when you want it. This store is located at a busy and desirable spot in Otahuhu with a long and secured lease in place. Fully managed right now, working vendor would make even making better profit for sure!



Location: Auckland **Asking Price:** \$155,000 plus Stock
Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

Import/Sales Light Engineering Products

ref: EL00028

Established pneumatics importer and distributor. Established since 1977 and only available due to the impending retirement of the owner. Experienced staff are available to remain in the business. The business may suit either an owner/operator or an add-on to an existing engineering business. Be quick as it is priced to appeal to the market.



Location: Auckland **Asking Price:** \$275,000 incl SAV
Broker: Brett Clarkson / 0800 345 670 / brettc@linkbusiness.co.nz

Medical Health

ref: 19745

Semi specialised and well established in niche market with health focus. Presently operated by staff with absentee owner but more suitable for hands on owner. Owner does not need any medical qualification. Turnover increasing yearly with steady margin. Further information only available at meeting with broker.



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

Beauty Clinic in Parnell

ref: 20153

Upmarket facility, shared with other professionals. Visually pleasing well-stocked treatment room on a high profile spot. Reception & bathroom facilities shared by other businesses within the centre. Free on-site parking available for clients. Established 4yrs ago, client base of 2000 still steadily growing. Rent only \$235 (incl GST) per week, & this includes power, water, internet & cleaning.



Location: Parnell, Auckland **Asking Price:** \$35,000 plus stock
Broker: Lisa Lloyd / 27 685 4556 / lisal@linkbusiness.co.nz

Businesses for sale - Waikato

Professional Retail/Baked Goods

ref: 20437

Market leader & outstanding team with unmatched marketing & web presence. Professional retail/baked goods industry with many income streams. Sales per month average \$76,000.00 inc GST. All the hard work has been done, this business would be easy to step into with systems and procedures all set out and in place. Would suit passionate foodie or addition to existing food business.



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

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

Successful Car Valet Service - Waikato

ref: 20461

Non-franchise operation based close to the central city. Repeat business and the volume is from larger corporate customers so the private market is still available to expand.

- Operates Monday to Friday so good work life balance is available to the owner
- Efficient staffing
- Gross profit and net returns are at impressive levels
- Attractive lease available



Location: Waikato **Asking Price:** \$155,000

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

Furniture & Homeware Retail

ref: BOP00007

Great reputation attracting customers from all over the North Island

- Broad product range
- Quality products at reasonable prices
- Experienced stable staff
- Desirable location
- Well-known name
- Dominant market position in its region

This is a quality business in a great location showing good profits.



Location: Greater Waikato **Asking Price:** \$475,000 plus SAV

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

Pizza Shop in Waikato Tourist Town

ref: BPW00023

The only pizza restaurant in a well-known tourist destination. As in the financial report 2016, the restaurant achieved over \$145,000 turnover plus GST. Rent is only just over \$15,000 p.a. A decent size kitchen, a dining area up to 30 guests, a comfortable owner's accommodation at the second storey of the building, this premise has everything you need for the start point of a good food business.



Location: Waikato **Asking Price:** \$57,000 plus SAV

Broker: Paul Lu / 021 047 4988 / paull@linkbusiness.co.nz

Masters Ave Pharmacy

ref: BPW00028

- Strong sales growth from solid base
- 200+ scripts per day
- Five and a half working days per week
- Rent already below 3% of sales and this will go lower as the business continues to grow
- Located next to the local library foot traffic is excellent
- Great returns to two working owners

If you want to own your own Pharmacy, or extend your existing group this profitable pharmacy could be the one.



Location: Hamilton **Asking Price:** \$525,000

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

Golden CBD Retail Fashion Shop

ref: WK00010

Adjacent to one of the busiest shopping complexes in Hamilton. Ample pedestrian flow. Specialises in fashion clothes shoes & bags. Exclusive resale right for a well-known Waikato brand, along with a long list of other brands. Retail shop & two online trading stores mainly overseas buyers. Chinese language would be of benefit. Rent approx \$3,600/month+GST which accounts approx. 7.5% of turnover, according to vendor.



Location: Hamilton **Asking Price:** \$359,000 plus SAV

Broker: Paul Lu / 021 047 4988 / paull@linkbusiness.co.nz

Successful Arborist Service Business

ref: WK00018

Providing specialised arborist services to the Waikato region this business has shown significant growth year on year and enjoys an excellent reputation. Qualified employees. Well maintained equipment. Profitability is excellent. Suited to someone with an arborist qualification or similar background who can provide general management. Good processes with job cost, machine costs, marketing and profitability tracking.



Location: Waikato **Asking Price:** \$525,000

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

Profitable Roadside Cafe Fabulous Location

ref: WK00021

This café has it all, excellent returns, high profile prominent location with great reviews on Trip advisor. The architecturally designed building is attractive and comfortable providing excellent indoor and outdoor seating for up to 100 and parking up to 50 vehicles. Well managed & effective operating systems, owner input less than 12hrs per week. Rent approx 7% of turnover. Sales per week over \$21,000.00 inc GST.



Location: South Waikato **Asking Price:** \$395,500 plus SAV + GST

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

Profitable Cafe Returning Over \$160k

ref: 19595

Open 7 days to service busy main road and local customers. Lovely warm country modern fit out with indoor and outdoor seating. Well-appointed plant and equipment. Fabulous well trained staff. Monthly rental \$3,913.45 inclusive. 2016 financials show profit of \$166,000 to one working owner. Constantly receiving great online reviews. Impressive asset list.



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

Specialist Publishing - Work From Home

ref: 19954

Well-established publishing business with great future prospects. Currently operates in the Waikato but could expand. Unique publications with income sourced from publication advertisers so strengths in selling would be an advantage plus graphic design knowledge. Currently run from home approx 40hrs/wk. Strong customer database. Last year returned the owner an EBPITDA of \$82,000 with further potential.



Location: Waikato **Asking Price:** \$200,000
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Mechanics Dream - Import/Distribution

ref: 20036

Independent medium sized specialist parts business is a leader in its niche market & supply's the whole of NZ. Focuses on parts importing with wholesaling, trade & retail sales. Strong relationships with UK and European suppliers for sourcing Italian parts. Minor wrecking & restoration work. Would suit a mechanical minded person offering great returns to one working owner (circa \$180k per annum). Freehold available.



Location: Waikato **Asking Price:** \$275,500 plus Stock
Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

Commercial Catering with 5 Day Lunchbar

ref: 20272

Open 7 days to service busy main road and local customers. Lovely warm country modern fit out with indoor and outdoor seating. Well-appointed plant and equipment. Fabulous well trained staff. Monthly rental \$3,913.45 inclusive. 2016 financials show profit of \$166,000 to one working owner. Constantly receiving great online reviews. Impressive asset list.



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

Outstanding Leasehold Motel in Tauranga

ref: BPW00026

Very well presented and has a very good location in Tauranga. There are 20 units. Onsite facilities include a swimming pool, spa pool, conference facilities, guest laundry and guest BBQ's. Comfortable 3 bedroom owners' accommodation. Business turnover, profits, occupancy and Trip Advisor reports are healthy and a long lease is in place. This is a great opportunity to obtain an excellent motel business.



Location: Tauranga **Asking Price:** \$825,000
Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Leasehold Motel Opportunity in Hamilton

ref: WK00015

Iconic motel in Hamilton, only 5mins walk to CBD & Waikato Stadium. 40-units, 26 spa baths, large indoor heated pool, conference centre, elegant restaurant with a commercial kitchen attached, in addition to a 3-bedroom owners' accommodation. Rated a4-star plus back in the days. Owners have invested over \$200k on refurbishment. New owners will secure a long term lease with reasonable rent & OPEXs.



Location: Hamilton **Asking Price:** \$768,000
Broker: Paul Lu / 021 047 4988 / paull@linkbusiness.co.nz

Due to Ill Health, Price Reduced to \$600k

ref: 19249

- One stop shop for all dairy farm essentials, from milking machines through to water supply
- Established 25 years ago and has built up a reputation to be envied
- Selling, installing and maintaining three market leading dairy brands
- Situated in the heart of Waikato's best dairy district the company has an excellent, competent and settled staff who have been with the company for many years



Location: Waikato **Asking Price:** \$600,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Homebased Successful Electrical Contracting Business

BPW00039

Tauranga based business operates across the Bay of Plenty and is well known for the quality and promptness of its work. Would suit either a hands on electrician, or someone wanting to just manage the business. A substantial successful business showing very rapid growth that has averaged approx 80% per year. This year the turnover should exceed \$600,000 to generate a substantial six figure cash surplus.



Location: Tauranga **Asking Price:** \$210,000
Broker: Peter Redward / 027 492 0453 / peterr@linkbusiness.co.nz

Businesses for sale - Bay of Plenty

Peddling the Health Industry

ref: 20317

A cycle business with an emphasis on quality brands across the range in competitive and recreational sport modes. High spec showroom & workshop. Exclusive brands that provide valuable back up industry support. Experienced staff both in sales and servicing of cycles. Annual revenue approaching \$1 million per annum with an attractive lease in place. Be a part of this growth industry throughout NZ - Ride for Health.



Location: Tauranga **Asking Price:** \$50,000 plus Stock
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Orchard Development Business

ref: 20379

Strong reputation providing orchard development & maintenance services. Supplies a full range of services from green field developments & new plantings to pergola conversions & upgrades, artificial shelter, under vine shelter, and maintenance. Experienced skilled staff. Specialised well maintained equipment. Extremely well positioned to take advantage of the ongoing substantial growth of new orchard developments.



Location: Bay of Plenty **Asking Price:** \$485,000
Broker: Peter McAdam / 021 841 691 / peterm@linkbusiness.co.nz

Successful "Small" Machinery Business

ref: BPW00006

Well-known local machinery business. Operates from a high profile site. 5 staff members offering their customers a complete mechanical & sales service. No need for the new owner to be mechanically minded, present owner concentrates on sales and marketing. Business is broken down into three sectors; workshop, parts and sales. Present sales are hitting all-time records with turnover increasing annually.



Location: Bay of Plenty **Asking Price:** \$430,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Light Freight Courier - Be Your Own Boss

ref: BPW00016

Non franchised courier/freight business which delivers out of town, but Tauranga based. Operates 5days/week. Freight is mainly light weight with no heavy lifting. Late model van used so no heavy transport licence's required. Many long term customers, mainly commercial deliveries which provides consistent turnover and a good financial return each year. Are you energetic, independent & want to run your own business?



Location: Tauranga **Asking Price:** \$160,000
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Unique Import Business – European Suppliers

ref: 20352

Are you searching for a unique outdoor sporting oriented business with a European connection and real potential to grow existing sales revenue? Suited to those with experience in managing nationwide sales & distribution coupled with a technical aptitude for a 'hands on' equipment service. European supplier technical training available. Cash surplus to the owner is approx \$100,000.



Location: Bay of Plenty **Asking Price:** \$395,000
Broker: Mark Robinson / 021 524 766 / markr@linkbusiness.co.nz

Book Lovers Wanted For Established Store

ref: BOP00009

Tauranga's flagship retail bookstore is for sale and anyone having a love of books would be proud to own this business. Current owners of 16 years are ready for a well deserved retirement. Superb bookstore with very strong systems and superb, knowledgeable, staff. Some 80% of stock is held on a sale or return basis so there is never any outdated stock in store.



Location: Tauranga **Asking Price:** \$115,000 plus Stock
Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Calling New Stylists to Tauranga!

ref: BPW00008

Hit the ground running by taking over this existing salon client base. Situated in central Tauranga with plenty of free parking. Stimulating and busy environment. Around 100 clients are seen regularly by the owner who adore her niche, low chemical range of stock. Very low running costs including rent of \$50 per day which includes all power. Revenue for the 2016 financial year was \$81,000.



Location: Tauranga **Asking Price:** \$40,000 plus Stock
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Suburbia Cafe Returning W/O approx \$140K

ref: BPW00037

Upmarket, fast paced & rewarding café. The hard work has been done, strong sales, systems, talented staff are all in place. Operating 7 days a week, & has a liquor license so happy hours are in place on Friday evenings. Fantastic long lease to match. This café could be run under 100% management, if desired. 2017 year to date is showing amazing results.



Location: Tauranga **Asking Price:** \$495,000 plus Stock
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Businesses for sale - Bay of Plenty / Hawkes Bay

This Business Works For Me!

ref: 19176

High street location & rent roughly 6% of turnover. Turnover averages over \$21,000 per week, trading 6 days through most of the year. Returning a part time owner over \$155,000 PA. Full time owner could reduce the wage bill by a further \$30,000 - \$40,000, adding to your profits further. Time to act now, as you want to be in and settled before the summer comes rolling around again.



Location: Mount Maunganui **Asking Price:** \$449,000
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Professional Stylists Make You Look Great!

ref: 19426

Established over 25yrs ago this Tauranga landmark location has been home to prominent salon owners. The client database has grown & now ripe for a new owner to take to the next level. Modern décor, 8 work stations, staff room & laundry. Rich colourings, quality flooring & attractive lighting all add to the ambience. Can one start up a salon from scratch with a built in client list for this price? Let's do the sums!



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

Management Rights - Lake Taupo - 35 Years

ref: 19503

A very long term of 20 years + a further 20 year extension by agreement (commencing 2010) means there is the potential for 35 years to run for the new owners.

This is a very attractive proposition that will undoubtedly generate much interest. The motel has 14 spacious 1 and 2 bedroom units, each with separate lounge and kitchen.



Location: Taupo **Asking Price:** \$895,000
Broker: Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

New Location - Higher Profits!

ref: 19574

You can own 'Beauty of Plenty' providing a high standard of professional beauty services. Offers selected organic skin care ranges. Now relocated in a high traffic zone in down town Tauranga, the attractive lease provides a low cost operation. Established client base, appealing website, & VIP membership in place means there is repeat business. Owner currently works 4.5days/wk. New location showing increased business.



Location: Tauranga **Asking Price:** \$89,000 plus Stock
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Highly Profitable Machine Shop

ref: 20307

- Providing high quality machining and engineering
- Skilled and well trained work force
- Long term and large customer base
- Based in very desirable Bay of Plenty town
- Vendor happy to give long hand over period
- Modern accounting, payroll, job costing and job programming systems in place
- Turnover approximate. \$1,050m pa



Location: Bay of Plenty **Asking Price:** \$475,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Specialised Repair Business - Mt Maunganui

ref: BOP00004

Looking for a successful retail repair business with highly efficient operational & sales systems already in place? Want a business with an extensive customer database & an envied reputation for quality & service? High foot traffic location with convenient public car parking. Open 8.15am-5pm, Mon- Fri. Solid lease agreement. Start your journey to business ownership & a great family lifestyle in sunny Mt Maunganui.



Location: Mount Maunganui **Asking Price:** \$150,000
Broker: Mark Robinson / 021 524 766 / markr@linkbusiness.co.nz

Specialised Electronics Servicing Business

ref: BOP00006

Owner operator business, servicing specialised electronic equipment across the Midlands region. Suit buyer with previous experience & competence in general electronics, appliance servicing, automation control or telecommunications. Well-planned 'hand-over' period provided. Established customer base and growth potential. Can be relocated & operated from medium sized commercial unit.



Location: Tauranga **Asking Price:** \$160,000
Broker: Mark Robinson / 021 524 766 / markr@linkbusiness.co.nz

Swimming Pool Business

ref: 19518

The Hawkes Bay agency for fibre glass installations is for sale. The agency has been operating in the area for 10 years with a well branded product.

The manufacturer, based in Australia have been producing 2,500 pools per annum the product is one of the best on the market with a fantastic range in shapes and colours. Currently there is a large scope for increased revenue.



Location: Hawkes Bay **Asking Price:** \$95,000
Broker: Gary Kaye / 021 222 1707 / garyk@linkbusiness.co.nz

Businesses for sale - Wellington

Ear Health – A Growing Opportunity

ref: 19403

This ear health clinic offers the safe removal of ear wax or other debris blocking the ear canal using micro suction. Fantastic location in the heart of Wellington city and daily clinics in the Hutt Valley and Porirua that connect up with 'like' businesses that refer clients. The market for ear health and hearing services is rapidly increasing with more emphasis put on health than ever before.



Location: Wellington **Asking Price:** \$225,000

Broker: Gary Kaye / 021 222 1707 / garyk@linkbusiness.co.nz

Professional Central City Beauty Clinic

ref: 20457

Beauty therapy clinic & exciting extra facility located in a prime position. 3 treatment rooms - a shower room for body treatments; reception & an extra to this business which makes it very unique indeed. Professional, with high standards, & a great reputation. reliable professional staff. Turnover from the 2015 finalised accounts was \$340,733, providing the full time working owner, a cash surplus of \$113,000.



Location: Wellington **Asking Price:** \$131,000 plus Stock

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

Iconic Beach Front Cafe'/Restaurant

ref: WL00014

This cafe' restaurant has a renowned reputation for quality, great service, friendly staff and professionalism of the highest caliber. Open 7 days a week, fully licensed with indoor/outdoor seating. Turnover is \$980,368 for the year ending 2016 with weekly coffee sales of approximately 32 kg. This is an excellent opportunity for a couple or partnership.



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

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

Licensed Restaurant by the Bay

ref: 20300

The restaurant along with its fine food and wine to match offers a contemporary environment and has become a popular venue for Weddings and other occasions. There's an intimate bar area, enabling Patrons to enjoy a quiet drink in a separate setting from the dining area. The current owners renovated the restaurant thus enabling the new owner to walk in and start operating immediately.



Location: Lower Hutt **Asking Price:** \$420,000

Broker: Mary Anderson / 0210 869 9695 / marya@linkbusiness.co.nz

Mobile Events Centre

ref: 19776

As the only high spec function mobile venue in Australasia, this hybrid venue is the king of catering to host clients or provide brand presence at sporting occasions, major national events. It can transform quickly into a custom venue suitable for 50 to 400 guests in just a few hours. 50% shareholding in the business available. Assets valued November 2014 at \$530,000 plus GST – Future bookings on the up.



Location: Wellington **Asking Price:** \$300,000

Broker: Mary Anderson / 021 0869 9695 / marya@linkbusiness.co.nz

Stylish Busy Hair Salon

ref: WL00009

Have you ever wanted to own your own salon? Located in one of the top suburbs of Wellington, stylish and well presented. Turnover exceeds \$250,000 with the current owner only working half the week. A new owner operator could increase sales, reduce the wage bill and generate a very satisfactory profit.



Location: Mana, Wellington **Asking Price:** \$169,500

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

Food Wholesale

ref: 19516

This business is one of only a few food businesses that has a niche market all to itself. Currently operated from certified premises where the products are packaged and distributed into lower North Island supermarkets.



Use your skills to have this product marketed and sold throughout New Zealand. Premises can also be acquired.

Location: South Wairarapa **Asking Price:** \$195,000

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

Paper Plus - Lower Hutt

ref: 20417

Paper Plus Lower Hutt is a well-established store located in a prime position. Offering a wide range of books stationery, cards magazines and gifts the store also operates the Ticketek agency for the Hutt Valley.



A great opportunity to join a well-recognised and growing brand providing excellent support. With impressive turnover in excess of \$900,000 this business is highly desirable. The current owner is retiring.

Location: Lower Hutt **Asking Price:** \$307,000

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

Businesses for sale - Other North Island Areas

100% Shares in Retirement Village

ref: 18208

Established retirement village, available for the first time in over 20 yrs. Little input is required by owners, as staff currently carry out all the administration work including the contracts. Homes are all in very good condition. All homes have their own individual freehold titles (owned by the company). The entire village is audited, and valued every year, as per legislative requirements.



Location: East Coast **Asking Price:** \$900,000
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

This Business has been Framed!

ref: 19484

Our client runs a very successful picture framing business but is now ready to retire. The business has been established since the early 80's and has been operated by the current owner since 2003. There's not much they can't or haven't framed in the last 12 years; paintings, photos, historic and sporting memorabilia and much more. A great outlet for your creativity or a natural addition to a photo studio. Perfect for a husband and wife or family business.



Location: Lower Hutt **Asking Price:** Will consider all offers
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Variety Store in Busy Location

ref: 18110

This established and successful store is in close vicinity to a major shopping mall with lots of free parking available. Very good cash flow to an absentee owner. Simple to operate and has NZ's largest government organisations located in the area. Great business whether you want to be hands on or are looking for a good self-managed business with credible history.



Location: Lower Hutt **Asking Price:** \$138,000 plus SAV
Broker: Saurabh Tiwary / 021 294 8074 / saurabh@linkbusiness.co.nz

Glass, Glazing and Glass Repairs

ref: 20072

This glazing business has been serving Wellington and the Hutt Valley markets for over 30 years and has desirable contracts with commercial property managers in both the private and public sectors in addition to a regular clientele of builders and developers. A great business for a trades-person or a strategic purchase for another industry operator wanting to expand through acquisition.



Location: Hutt Valley **Asking Price:** \$230,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Paper Plus - Gisborne

ref: 20419

Paper Plus Gisborne offers a full range of books, stationery, gifts, cards, games and toys. The store is well positioned for a high volume of foot traffic, and is surrounded by excellent neighbours including high quality retail stores.



As a member of this co-operative you will have comprehensive support in all areas of retail operations, a full induction and training.

Location: Gisborne **Asking Price:** \$214,000 plus Stock of \$271,000
Broker: Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz

Busy Provincial Automotive Workshop

ref: BPW00030

Established family owned workshop in a central location. Large workshop with a very high stud and roller doors. Experienced long term staff. Large customer database provides consistent work and a strong turnover each year; annual owner income in excess of \$100K. Current owner retiring & willing to provide a comprehensive handover. Rent \$32,347 plus GST/per year. If you have good mechanical experience, contact me now.



Location: Gisborne **Asking Price:** \$120,000
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Lifestyle & Inspiring Restaurant

ref: WK00011

An inspiring licensed restaurant in a beautiful beach town offering a great lifestyle. Currently operating 9 months of the year, evenings only. Opportunity may exist to include daytime trade. Ambiance of the church will impress you and your 60 diners; timber features, arch windows, wood burning fire & the alfresco deck - a fabulous wedding venue. Within the restaurant there is Owners accommodation. Call me to View.



Location: Coromandel **Asking Price:** \$130,000 plus Stock
Broker: Carron Chote / 027 289 6658 / carronc@linkbusiness.co.nz

Steady & Profitable Business in Levin

ref: WL00017

Attention all of you budding businessmen, here's a great opportunity to set yourself up in a solid little business with rock steady sales and a good surplus for the owner/operator. You will be the only business of its type in the Horowhenua region. Loads of potential to increase the bottom line.



Location: Palmerston North **Asking Price:** \$215,000
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Businesses for sale - Canterbury

Custom Manufacturing—Superb Womens Garments ref: 20281

Market leading designers & manufacturers of high quality jackets, pants, skirts, gloves & accessories in leather & other fabrics.

- Superior custom design, high quality tailoring
- Made in New Zealand from finest leather
- Stockists throughout New Zealand
- High net worth local/international customers
- Experienced staff
- High sales growth and very profitable



Suit owner investor or owner operator.

Location: Christchurch **Asking Price:** \$500,000

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

Plumbing Business

ref: CS00004

Long-established, local business with mainly new builds. It has the customers and the reputation. Would most suit a qualified plumber who is looking for the next step in their career. A site, office, etc. is available to rent, if needed. The present owner is prepared to offer training for a new business person, if required. Do you like to be busy? If this sounds like you, enquire today.



Location: Christchurch **Asking Price:** \$70,000 plus GST (if any)

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

Prime Location, Great Price!

ref: CS00011

Very good motel business located in one of the best locations in Christchurch. Good choice of restaurants and shops within easy walking distance. Location & accommodation attracts a wide range of guests. Good parking, handy to bus stops. Spacious 3-bedroom Manager's residence. Long lease. With the current growth in tourism, this type of motel business is becoming harder to find. Call now!



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

Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Outstanding Timaru Motor Lodge Opportunity! ref: 19632

Attractive, "super-modern" 12-unit Motor Lodge in a key highly visible location in Timaru. Close to popular Timaru attractions - Caroline Bay as well as the popular Caroline Bay Aoraki Trust Aquatic Centre and Gym complex, and just a short stroll to restaurants, cafes, etc. Spacious 2/3-bedroom plus garage private Manager's residence. Excellent off-street parking. Good lease, reasonable rental.



Location: Timaru **Asking Price:** \$695,000 + GST (if any)

Broker: Sally Everitt / 03 928 1948 / sallye@linkbusiness.co.nz

Childcare Centre Freehold Going Concern ref: CS00002

Licensed for 23. A boutique business with a great reputation. Established over 16 years. It has wonderful qualified staff and requires only short hours from the owner. Modern, well equipped and it has the support of the local community. Situated in prime developing area with increasing population. Owner retiring offering a real opportunity for the new owner. Enquire now!



Location: Waimakariri **Asking Price:** \$360,000 plus GST (if any)

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

Profitable Superette

ref: CS00006

Great opportunity to make a good living in your own business. Good location being on a popular tourist route in a rural North Canterbury town. No close competition. Well supported by the locals and people from surrounding areas, as well as passing travellers. Open 5½ days a week. Currently can be run by one owner with some part time help. Potential to add other products and services. Don't miss out, call now!



Location: North Canterbury **Asking Price:** \$150,000 plus GST (if any)

Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Profitable, Fish & Chip Shop + Lunch Bar

ref: CS00016

Rare opportunity, busy fish & chip shop plus lunch bar within a block of busy shops. Both businesses are for sale as a package asking \$290,000 including Stock + GST (if any). Current Vendor operating for nearly 20 years! Profitable, extremely low rent. Weekly turnover F&C shop \$7,000 + lunch bar \$3,000. Perfect opportunity for a family or a couple. Be quick! Don't miss this great opportunity, contact the broker today!



Location: Christchurch **Asking Price:** \$290,000 + GST (if any)

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

Top Notch Commercial Painting

ref: CS00014

Well-established business. Top reputation for service delivery, quality workmanship, fair pricing, professional presentation. Excellent forward work order book. Customer base that reads as the "who's who" of the construction industry. No EQC work in the last year, none going forward. Excellent staff. Minimal operational owner input. Owners cash surplus in the order of \$325,000. Working capital around \$100,000.



Location: Christchurch **Asking Price:** \$800,000

Broker: Chris Bryant / 03 928 1948 / chrisb@linkbusiness.co.nz

Businesses for sale - Other South Island Areas

Star Performing Motel

ref: 15122

Leading motel, 17 easily-operated ground-level units, sought-after 4 Star Plus Qualmark rating. Currently ranked No1 Invercargill motel on TripAdvisor. Central location. Very well presented units, excellent quality chattels. Spacious 3-bedroom manager's residence. Long lease, reasonable starting rental. An astute purchaser will recognise the opportunity presented here. This motel "ticks all the boxes" - enquire now.



Location: Invercargill **Asking Price:** \$640,000 plus GST (if any)
Broker: Murray Schofield / 021 252 5565 / murrays@linkbusiness.co.nz

Super Southern Hospitality Opportunity!

ref: 15234

60-bed backpacker hostel, motels (4) & holiday park with campervan/tent sites, spa & sauna, on over 9,000m², in a very pleasant country town. New restaurant, bottle store, bar & information centre to be built, (plans & consents approved). Suit a couple with hospitality experience. New lease. Excellent 6-year-old house is available. If hospitality is your thing, this is opportunity knocking – answer the call today!



Location: Southland **Asking Price:** \$200,000 plus GST (if any)
Broker: Murray Schofield / 021 252 5565 / murrays@linkbusiness.co.nz

Bargain Buy - Splendid Kaikoura Motel

ref: 18470

Three-bedroom family home, private garden. "Room to move". This motel is in very good condition. The owners have invested greatly in the presentation of the property with periodic chattel upgrades, unit and grounds care. Twelve units. This motel finds favour with the boaties (for off-street parking) Price reduced, NOW present all offers! Want to live in a nice part of God Zone right on the coast? Call today!



Location: Kaikoura **Asking Price:** \$250,000 plus GST (if any)
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Fox Glacier Motel

ref: 19712

Superb well-presented modern 24-unit motel business in a key South Island tourist location. Qualmark 4-Star rating. 3-bedroom manager's residence. This motel is a member of a high-profile nationwide group. Very strong and loyal customer base. Long secure lease. This outstanding motel offers a special opportunity for an astute operator with an eye to the future. Seize the opportunity, enquire now!



Location: Fox Glacier **Asking Price:** \$985,000 plus GST (if any)
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Leasehold Motel

ref: 20080

Family sized owner's/manager's residence has a light and airy feel to it, made more enjoyable with quality chattels that enhance the villa style residential character. Business profits, occupancy and trip advisor reports are healthy, there is a good lease, fair rent and reasonable landlord. The customer base is a diverse mix of holiday makers year round and corporate during the business year.



Location: Dunedin **Asking Price:** 550000
Broker: Murray Schofield / 021 252 5565 / murrays@linkbusiness.co.nz

Kiwi Insulation - Nelson

ref: 20212

Great opportunity. All the hard work building this business has been done. What a great place to live and work in sunny Nelson. You can operate this from your own premises or the current owners are open to a new lease or maybe just add it to your existing business. Forward works have been booked and stock ordered so you can walk in and takeover with the jobs in waiting. Call Rick now!



Location: Nelson **Asking Price:** \$149,500 plus GST (if any)
Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Hanmer Springs Opportunity

ref: 20295

Spa Lodge Motel is centrally located. Close to Thermal Pool Reserve. Handy to community amenities & activities. Eleven spacious units situated in attractive garden setting on approx 3038m². Plenty of parking. 3-bedroom managers' accommodation. Ideal size for a couple or for a single person with help. A great place to live and work, Hanmer Springs has a lot to offer. If this sounds like you, call Sally now!



Location: Hamner Springs **Asking Price:** \$320,000 plus GST (if any)
Broker: Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

Cash Cow In The Centre Of Tahuna

ref: CS00017

"Bumper sized" large 4 bedroom manager's accommodation. The Amber Court Motel is centrally located in the beachside area of Nelson. Sixteen well-appointed rooms, some with spa baths. Comprising 1 x 2 bedroom, 2 x 1 bedroom and 13 studio units. Outdoor spa pool. Loads of parking. Main street location. Large lock up garage. Showing good profits. Call Rick today for more information.



Location: Nelson **Asking Price:** \$795,000 + GST (if any)
Broker: Rick Warren / 03 595 0578 / rickw@linkbusiness.co.nz

Businesses for sale - Nationwide

Large Scale Tree Removal, Chipping & Grinding Business

ref: BOP00012



This well-established business was started by the owner 16 years ago and features the following:

- Specialised equipment and skilled staff necessary to remove large trees in all situations.
- A large capacity mobile chipping machine providing maximum efficiency in processing trees.
- The versatility to process a range of materials including green waste, bark, or wood.

- The ability to process raw material and turn it into a usable product on site.
- A diverse range of clients including work in the rural sector as well as civil projects.
- Stable and long serving staff.
- The business is well known with 40% of website searches typing in the specific name of the business.

This business would be ideal as an addition to diversify an existing business in earthmoving and civil and infrastructure construction, or as a standalone operation.

Location: Waikato **Asking Price:** \$2,800,000

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

Import & Distribution - Relocatable

ref: CS00013

Home and garden products - Quality range. Online and exhibit marketing mix with prepaid show schedule around the South Island. A new sole distribution agreement for Australasia is able to be negotiated, this must be a significant opportunity for a growth orientated owner. The current owner wants to step back from a business that was originally started as a hobby and is now requiring more commitment to keep up with demand.



Location: Nationwide **Asking Price:** \$299,000 plus Stock

Broker: Jeff Lopas / 03 928 2010 / jeffl@linkbusiness.co.nz

Web-Based Interactivity for HR, CRM

ref: 20458

A dynamic, established platform changing the way in which online engagement happens.

Relevant and highly effective for employers and applicants; providers and users; services and customers.

A comprehensive operational trial history has created a sophisticated, automated interactive template for commercial development.



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

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

\$235k Surplus - Where Glory Starts ref: 18646

Levelheaded petrol-heads would love this niche entertainment business with, currently, a minimum input from the owners. A working owner with a mechanical and/or marketing background would be beneficial as well as having the drive to grow a business, building on already existing.

Location: Auckland

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

SOLD

Exciting Restaurant Opportunity ref: 18526

PRICE REDUCTION!! A fantastic opportunity awaits YOU! Unrealised ability to increase turnover by incorporating buffet style cuisine, bakery, out catering or functions.

Put your own stamp on this business and take it to the next level. It is rare to find a hospitality business that offers so much additional potential and should definitely not be overlooked.

Location: Whangarei

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

SOLD

Gasoline Alley Service Station ref: 19841

Bustling gas station situated on the busy tourist route known as the Kauri Coast discovery trail SH12. FHGC - Buildings include a 3-bedroom house, service station, workshop and 1461m² lan

Location: Paparoa, Northland

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

SOLD

Sewing Retailer ref: 19469

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

Location: Wellington

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

SOLD

Busy Community Cafe ref: 19819

This booming community café has been looking after a local clientele for over 30 years and the owners know their customers by name. The café operates 7 days a week and the owners have a good team looking after the café on their days off. Ideal café for a community minded operator.

Location: Wellington

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

SOLD

Import Distribution - Hospitality ref: 18747

Here's a business that ticks ALL the boxes - Growth Industry - Consumable products - daily sales - High barriers to entry - Excellent management systems - IT driven - Opportunity to expand product range and client base - Ideal owner operator or husband/wife team - Relocatable.

As astute purchaser will immediately see the opportunity to grow and develop this business.

Location: Place

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

SOLD

Freehold Chalets in the Catlins ref: 14721

Mohua Park is a magnificent 14ha property/business, which includes the integrated Catlins Wildlife Trackers business. Offering a home and income. 8ha varied native forest. 4ha pine forest. Four eco-efficient 4 Star Plus cottages. Historic homestead. Currently returning a good income. There is considerable potential for expansion.

Location: Christchurch

Broker: Chris Bryant / 03 928 1945
chrisb@linkbusiness.co.nz

SOLD

Esquires Cafe - Hornby ref: 19388

This profitable Franchise cafe is a great opportunity for anyone wanting to become a cafe owner. Located in a prime site in the expanding Hornby retail area. The Franchise system provides great training, ongoing support and flexibility. Well-known and popular brand in NZ. Great opportunity for a motivated operator who is prepared to put the effort in.

Location: Christchurch

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

SOLD

Hanmer Springs Hot Spot ref: 20301

Best location in this popular alpine village! Right opposite the award winning Thermal Pools & Spa. Well set up bar and restaurant in a lovely character building. Spacious kitchen. Able to cater for large numbers. Menu to suit all tastes. Sheltered outdoor dining area. Hanmer Springs is a thriving tourism destination. Call now!

Location: Hanmer Springs

Broker: Sally Everitt / 021 988 138
sallye@linkbusiness.co.nz

SOLD

Franchise Café with Great Profits and Systems ref: 20113

Very rarely is a business of this calibre offered for sale. Fresh healthy food & drink set among an enchanting location. Strong performer nationally and locally with a strong following. Tracking to return over \$180,000 for 2016 results. The café makes all its delicious food on site, which in turn results in great cost of goods.

Location: Tauranga

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

SOLD

Retail & Installation Business ref: 18425

Quality staff with good product knowledge & installation. Modern showroom & warehousing in a purpose built building. Member of a strong buying group. Large database. Very economical rent. Turnover in 2015 financial year of over 1.7 million dollars including GST. Very profitable business for a working couple. Generous handover.

Location: Thames-Coromandel

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

SOLD

Healthy Homes = Healthy Business ref: 20430

Well established, reputable business. High quality, NZ made "Green Product". Reliable staff. Low rent and operating costs. Plant equipment in excellent order. Strong supplier relationships. Expansion opportunities. 3 years of consistent growth with YTD figures showing further increases. Return per hour approx of \$120K p.a. Comprehensive business plan.

Location: Tauranga

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

SOLD

Bargain Price. Restaurant for Sale ref: 19915

This 2013 Metro winning cafe and restaurant business is nearby the beach in North Shore. Beautiful restaurant decorations inside and outside. Two well-equipped kitchen for cooking and preparation. It is located nearby the beach and bus stop that provide stable foot traffic for the restaurant. The current owner originally spent more than half million to settle the business up.

Location: North Shore, Auckland

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

SOLD

Peaceful Garden Cafe for Sale ref: 20226

This great café is located on one of the main roads in a north shore residential area. Most of customers enjoy meeting with friends in the peaceful, garden environment. Large shop size is up to 200m², providing seats for 120. Weekly rent are 10% of their sales, average weekly T/O is about \$12,500. Two working owners plus a well-trained staff team can easily run the business.

Location: North Shore, Auckland

Broker: Kelly Ai / 021 0879 1376
kellya@linkbusiness.co.nz

SOLD

5 Days Café with High Coffee Sale ref: 20451

This brand new set up café is located in the city. Close to many office buildings. *Spacious shop space with stylish store decoration. *Rent is about \$905.00 a week plus GST. *Open weekdays from 7 am to 3 pm. Current turnover is about \$15,000.00 with coffee bean sale at about 35kg a week.

Location: North Shore, Auckland

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

SOLD

Very Profitable Industrial Services ref: 19850

A successful business owner seeking to retire has created a unique opportunity for someone to purchase a long-established, fully managed and profitable industrial services business. Auckland based, this business was established 30 years ago and dominates its market providing specialist value added services to the manufacturing & engineering industry.

Location: Auckland

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

SOLD

Popular Franchise Liquor Store ref: 19953

Spacious store with plenty of convenient car parking. Located in a well sought after suburb, a great Franchise system, providing franchisee support and the best systems and practices available. Great return on investment. Average weekly turnover over \$32,000. Good Gross Margins.

Location: Auckland

Broker: Anil Vazirani / 021 0277 8149
Ron Vazirani / 021 294 2978

SOLD

Managed All Day Eatery. 34% ROI ref: 20075

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

This all day eatery enjoys sales in excess of \$35,000 per week and managed profit in excess of \$475,000. This represents a Return On Investment of over 34%. Further information provided in strictest confidence.

Location: Auckland

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

SOLD



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