

Businessbroker

The authority on buying and selling businesses

PHILIPPINES EDITION, JANUARY - MARCH 2018

Introducing LINK Philippines

**Why Sell a Business
if it's Earning?**

**The Hidden Treasure
in Your Network**

**A Tale of Two Businesses
Start up or Franchise?**

**Build, Sell,
Buy - Repeat**

**Starting vs.
Buying a Business?**

**Preparing Your Fast
Food Business for Sale**

**Business Brokering
Through LINK -
Dealing with a Mind
and the Heart**

40+
Businesses for sale
plus 100s more at
linkbusiness.ph

AUS \$5.50 NZ \$6.50 inc GST

ISSN 11776390



9 771177 639003



PROUDLY
CELEBRATING
21 YEARS



LINK

The authority on selling businesses

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 are the largest business brokerage and have the biggest reach nationally and internationally, including **New Zealand, South Africa, Australia** and the **United States**. In order to deliver the best possible service, we have specialized business brokers. Our long history in business brokering and our strict quality control measures including peer reviews ensure that your business is presented accurately and that liability is minimized, and that the sales value achieved is maximized."*

LINK Marketing

Information Memorandum

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



LINK Information Technology

linkbusiness.ph

Our powerful online search engine advertises business opportunities without disclosing confidential information.



LINK People

Online Training Academy

LINK's own online training tool, adapted for each country individually and certified through our head office. This translates into proven training and operations procedures which have been documented in easy to follow sales and administration manuals incorporating appropriate policies, protocols and practices.



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.



"40 Offices in 5 Countries"

Our commitment to excellence has helped forge our reputation as industry leaders, and that is why we are confident to state that we are –

"The authority on selling businesses"

table of contents



04

Welcome. From Efrén Pascual - Chief Executive Officer of LINK Philippines



06

New LINK Brokers.



11

Starting vs. Buying a Business?
By Brendon Lo.



12

Why Sell a Business if it's Earning?
By Mitel Bustamante.



14

Business Brokering Through LINK -
Dealing with a Mind and the Heart.
By Jun Marfori.



16

Preparing Your Fast Food Business for
Sale. By Emmanuel Santos Dela Paz.



17

The Hidden Treasure in Your Network.
By John Edgar Pascual.



18

A Tale of Two Businesses Start up or
Franchise? By Dan R Francisco.



20

Build, Sell, Buy - Repeat.
By Cody Cavestany.



22

Business Opportunities
23 ₱30 million plus
28 Manila

Sign up for personalized email notifications about new listings as soon as they happen
linkbusiness.ph



Efren Pascual is the Chief Executive Officer of LINK Philippines. 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 Philippines contact Efren at (02) 900 8000 or efren.pascual@linkbusiness.ph

Welcome From the Chief Executive Officer

Welcome to the inaugural issue of LINK Philippines Business Broker Magazine!

We know that our magazine will be beneficial in giving useful information on how to effectively buy and sell businesses, shed light on local industry trends and other relevant business topics. More importantly, it showcases the many business opportunities that we have on offer at LINK Philippines.

LINK is a fresh face in the Philippine market where buying and selling of privately owned businesses is a relatively unknown industry. Our readers may not know the LINK brand yet, but our company brings with it a long history of international expertise in selling and buying businesses. Since its establishment in 1996 in Auckland, New Zealand, LINK has been renowned for upholding professionalism and providing superior service to both the buyers and sellers they represent. LINK's business brokering operations takes pride in its market dominance that has since expanded across major cities in New Zealand, Australia, South Africa, and the USA; and now, the Philippines, one of Asia's fastest growing economies.

The Philippines' impressive economic growth trajectory has seen the burgeoning of Small and Medium Enterprises (SMEs) which account up to 99.6% of all registered businesses and employ over 70% of the working population. There is an unserved niche in the market where LINK can position itself strategically to cater to the growing SMEs in the country; businesses too small to be noticed by the large investment capital firms and too large to remain as a small one or two generation family operations between ₱5M to ₱2B. LINK is introducing a professional, reliable and robust way of selling and buying businesses to Filipino business owners, and those who are wanting to pursue their entrepreneurial dreams.

LINK commenced organizing in the Philippines in 2016. We are proud to have opened our first office in the heart of the Ortigas Center business district in April 2017. All of our Business Brokers have gone through our unique LINK Training Academy where they learn the disciplined and structured approach that LINK business brokerage has been world-renowned for. Our team of high caliber Business Brokers are very knowledgeable, experienced, friendly, and technically savvy with flexible hours for our customers. They understand the process and have a track record on delivering best-in-class market research, location analysis, and deployment strategies. With diverse relationships and expertise in a variety of formats, they are focused to represent our clients with the utmost of customer care.

Our wide network reach, coupled with our state of the art customer relationship management software gives us the ability to sell local busi-

nesses to local people and overseas buyers and help local buyers acquire overseas businesses as well. Vendors and sellers can be assured that our highly specialized Business Brokers can deliver the best possible service of facilitating the sale of businesses ethically, professionally, and with utter integrity. At LINK, we take pride in our brand and our long history of successful business brokering which is why we are governed by our own code of conduct, where confidentiality in all our business dealings is paramount.

As the pioneer business brokerage firm in the Philippines, we consider our clients as valued partners in educating the market. Aligned with our mission "to get better first, bigger next" we will become the benchmark of professionalism within the business brokering industry. We look forward to opening more offices in the country and having more LINK Business Brokers join in our continued growth and success.

I would like to thank all our existing clients for their trust and confidence in LINK to enable them to achieve the best possible results for their business goals. Should any concerns or questions in buying or selling a business come up, I encourage each and every one to contact our local Business Brokers and know that you are in good hands with our team at LINK, the authority in selling businesses.

Just to add one last note – I'd like to say a big "Thank you" to our New Zealand Head Office for their guidance and continuous support.

Sincerely,

Efren Pascual
CEO



"We are enormously proud of the development of LINK in the Philippines and the superb leadership and dedication of our CEO Efren Pascual."

Aaron Toresen – LINK Group CEO



I would like to welcome Efren Pascual and the LINK Philippines team to the LINK family. Being a part of the LINK family is a big plus to not only Brokerage owners and their individual Brokers but also to their Sellers and Buyers. And now Efren, his brokers and most importantly the Sellers and Buyers in the Philippines can also capitalize on all that LINK offers. LINK USA is looking forward to working with Efren, his Brokers and most importantly cooperating with their Sellers and Buyers. Given that the relationship between the United States and the Philippines has historically been strong and described as a Special Relationship we can only expect a strong partnership with Efren and his team. The Philippines is one of the oldest Asian partners of the USA and for this reason we hopefully can expect to do a lot of co-brokering. Again, I would like to welcome Efren and his team to LINK.

Ron Hottes - LINK United States



LINK South Africa would like to convey a warm welcome you and your team to the LINK family!

When we joined LINK six years ago, we knew we were partnering with the most promising brand in the business broking industry. Little did we know at the time what an amazingly, pleasant journey this would be. You and your team are now part of the BEST brokering brand in the world and support and tools that LINK is offering, you are geared for success!

Congratulations with this, the very first edition of the Business Broker Magazine for the Philippines. We are sure you are feeling very proud to be celebrating this amazing publication.

With LINK you have all the ingredients to have a successful business. LINK Philippines is destined for greatness and we anticipate seeing great things from you in the future. All the best with your business!

May all your dreams and many more come true for your business and your team. May today's success be the beginning of tomorrow's achievements. Congratulations!

All the best for the future!

Karen Dorfling - LINK South Africa



It's wonderful to have Efren heading up the Philippines operations for LINK. I've met with Efren on quite a few occasions and we have shared deals together in the past. Efren's energy, enthusiasm and knowledge for selling businesses will see the success of LINK in the Philippines and I'm excited to see what sort of business he can share with our network in Australia.

Last year our Sydney office sold a railway signalling software company to a Dutch publicly listed company. Private to public sales represent the golden goose in business transactions and with the world's largest network of brokers, the ability of LINK to reach the farthest corners of the earth and expose a transaction opportunity to the widest array of buyers is where LINK sets itself apart from all others.

Welcome to LINK Philippines. I look forward to working with all of you, to help all our customers achieve their goals.

Mark Jason - LINK Australia



A big congratulations to Efren and his team at LINK Philippines from LINK New Zealand on the opening of their office and their first edition of the LINK publication, Business Broker. A great achievement in such a short space of time. I can remember when Efren first started at LINK Ellerslie around 10 years ago and he came with all the attributes that make a successful Business Broker, hard working, ethical, empathetic and a desire to succeed.

It was natural progression for Efren to go from being a successful business broker to returning to the beautiful Philippines to open up our first LINK Franchise Asian office.

It is exciting to have a gateway LINK office in Asia and I am personally very excited for Efren and looking forward to working closely with him as he grows and develops his office.

All the very best from LINK New Zealand.

Nick Stevens - LINK New Zealand

Businessbroker

The authority on buying and selling businesses

EDITOR

Michelle Hayes

DESIGNER

Carla Watson

CONTRIBUTORS

Brendon Lo, Cody Cavestany, Dan R Francisco, John Edgar Pascual, Emmanuel Santos Dela Paz, Jun Marfori, Mitel Bustamante.

Proof Reader: Jard Gerona

Business Broker Magazine is published by Link Business Franchising Ltd. Some images shown are for illustration purposes only and are not necessarily examples of the business' products or services.

ADVERTISING

If you wish to advertise in this magazine please contact Michelle Hayes +63 2 900 8000 michelle.hayes@linkbusiness.ph

HEAD OFFICE CONTACT DETAILS

Link Business Franchising Ltd

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

LINK PHILIPPINES Head Office

310 Prestige Tower, F. Ortigas Jr Rd, Pasig City, Metro Manila, Philippines 1605. P: +63 2 900 8000

LINK PHILIPPINES

linkbusiness.ph

LINK AUSTRALIA

linkbusiness.com.au

LINK NEW ZEALAND

linkbusiness.co.nz

LINK SOUTH AFRICA

linkbusiness.co.za

LINK UNITED STATES

linkbusiness.com

DISCLAIMER

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

Introducing... New LINK Brokers

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

LINK Manila-Ortigas Center



Efren Pascual - Chief Executive Officer

0917-705-0950 / efren.pascual@linkbusiness.ph

Efren is a vastly experienced business owner having operated ventures in retail, wholesale, manufacturing, construction and hospitality sectors both in the Philippines and overseas. He has owned businesses independently and multiple stores as a franchisee.

Efren's first-hand experience with business brokers when selling his own businesses revealed the valuable support, assistance and services that they provide.



Peter Calacday - Business Broker

0917-713-7045 / peter.calacday@linkbusiness.ph

Peter understands business, as he comes from a distinguished commercial background having assisted in operating privately owned companies. Peter feels that he has a wealth of experience to share and will not only sell your business, he will help you prepare it for sale.

One of the best pieces of advice Peter can offer is to treat your business as a valuable asset and run it at all times as if you do not intend to sell. Do not wait until you need to sell to find out how certain decisions can add or detract value.



Edward Pascual - Business Broker

0917-535-5092 / edward.pascual@linkbusiness.ph

By profession I'm a chef and liaison officer for our family leasing business. As a Business Broker for LINK Philippines I am able to develop my conversational and social skills because of the good people who I meet along the way.

Selling a business isn't simple and most entrepreneurs have more options than they realize. This is where I can be of assistance to discuss the pros, cons and several ways to think carefully about which way is the right fit for your business and you.



Brendon Dy Lo - Business Broker

0917-826-0634 / brendon.lo@linkbusiness.ph

Entrepreneurship has been deeply ingrained in him at a young age. Manning the store in his elementary years up to selling corrugated cases in college, Brendon knew the value of real hard-work. It is the same discipline of hard-work that expanded his business portfolio. Driven by passion and tenacity to improve his craft, Brendon has ventured to numerous businesses in the past.

From loofah to lahar hollow-blocks, to e-commerce to IT/networking, Brendon was quick to adapt to the changing times.



John Edgar R Pascual - Business Broker

0917-713-7077 / john.pascual@linkbusiness.ph

John has involved himself in family businesses at a young age in 1996. He started off by joining his family's sugar and rice company where he acquired his first exposure in sales. At this time he was able to learn and excel in the art of negotiating. He believes working with integrity and prioritizing customer relationship first before margin, in turn, has earned their company countless loyal patrons.

John enjoys spending time with his family and friends when he is off work.



Dan R Francisco - Business Broker

0917-842-3263 / dan.francisco@linkbusiness.ph

Dan understands business, as he comes from a distinguished corporate and commercial background having had 20 years' experience in the corporate world, the last 14 of which as head of various organizations.

He himself is a Certified Public Accountant (CPA), a licensed securities broker (CSR), an entrepreneur and owner of several ventures. Dan believes that he has a wealth of experience to share and will not only sell your business, he will help you prepare it for sale.



Johnroe Guray - Business Broker

0920-911-9863 / johnroe.guray@linkbusiness.ph

Johnroe has over 18 years of business experience in consulting, marketing and sales, business development, IT project management, and operations management in industry-leading global organizations.

Johnroe brings to LINK his valuable experience and expertise which we expect will further enhance our customer centric strategy to drive growth through focused execution.



Eduardo M Dayrit - Business Broker

0917-898-8423 / eddie.dayrit@linkbusiness.ph

Straight from college, Eddie began his career in banking 34 years ago as a management trainee in an investment house. He rose from the ranks as he gained experience in the different areas of banking such a credit, money market and corporate banking. As an account officer, Eddie was involved lending to small and medium scale enterprises and managing a corporate banking portfolio of some of the largest corporations in the Philippines.



LINK

WORLD'S LARGEST BUSINESS BROKERAGE

LINK Manila-Ortigas Center

**Mitel Bustamante - Business Broker**

0917-867-6783 / mitel.bustamante@linkbusiness.ph

Mitel built a career in sales in a spectrum of industries such as pharmaceutical, travel trade and the hotel & resort industry. Her latest stint was as a sales manager and member of the pioneer team of the first 6-star service resort in the world famous island of Boracay. This earned her the experience in handling local A and B market and international markets.

Having the willingness to learn, keen attention to details and being analytical combined with love for work gets the job done.

**Cody Cavestany - Business Broker**

0917-888-2639 / cody.cavestany@linkbusiness.ph

Cody is a corporate consultant who specializes in marketing and communications, business development, project management and research.

She has managed various projects across many industries, including social media and she has been a consultant for top businesses and brands, from established companies to early-stage enterprises.

**Princess Moratin - Business Broker**

0917-514-4535 / princess.moratin@linkbusiness.ph

Princess has been working in the Business Process Outsourcing which involves contracting the operations and responsibilities of US based credit cards in the Philippines. Her main role is to ensure quality compliance and excellent customer service including sales by providing training to front liners and feedback on policies and processes.

Her strong communication skills and attention to details would bring about success in any business transactions.

**Lester Cavestany - Business Broker**

0917-569-2988 / lester.cavestany@linkbusiness.ph

After working overseas as an international school teacher, Lester returned to the country he calls home. He is currently pursuing further studies in UP Law, while managing a start-up IT Company. Being a business owner himself, he knows the ins and outs of establishing, starting and running a business.

Lester is proud to be one of the pioneers of business brokering in the Philippines.

**Gemmy Lontoc - Business Broker**

0917-891-1199 / gemmy.lontoc@linkbusiness.ph

Gemmy is a seasoned management and leadership professional. He is a Christian who traces his roots to Pasig City. He obtained his BS Business Economics degree from the University of the Philippines in 1996 with cum laude honors. He obtained his Master of Arts degree in Economics in 1998 from the Ateneo de Manila University and his Master in Business Administration degree with a Gold Medal also from the Ateneo de Manila University in 2006. Gemmy's management and leadership journey spans through two decades.

**Sonny Sena - Business Broker**

0917-833-1899 / sonny.sena@linkbusiness.ph

Sonny has a background in Computer Hardware Engineering having worked with IBM Philippines, Inc. since 1976 then moving on to work in Saudi Arabia doing the same job but now competing with the local IBM representative there with a third-party maintenance company. He has had local and also foreign training which includes several courses with IBM Australia. With IBM he learned that Customer Service Satisfaction is second nature to the job.

**Emmanuel Santos Dela Paz - Business Broker**

0908-883-8208 / noel.delapaz@linkbusiness.ph

Noel has over 30 years of corporate experience specializing on Human Resources management both as line practitioner and professional consultant. Prior to his retirement, Noel was Vice President of Human Resources of Ford Motor Company Philippines.

Ingrained with important core values of leading corporations he had worked in, Noel brings to the business brokering industry the same high level of professionalism, integrity and customer service in building long-term relationships with clients of LINK Philippines.

**Lyn Fernandez - Business Broker**

0915-964-5222 / lyn.fernandez@linkbusiness.ph

The obtained academic training and the professional work as a banker have allowed me to be in a life characterized by an organized personality to deal with work pressures and numerous responsibilities.

In all my jobs, I have worked with great dedication and each of these jobs gave me an extensive experience in the field of finance, management and marketing.

LINK - The authority on selling businesses

Philippines New Zealand South Africa Australia United States

Call us today: (02) 900 8000 Visit: linkbusiness.ph

LINK Manila-Ortigas Center



Jayson Manaol - Business Broker

0917-822-1447 / jayson.manaol@linkbusiness.ph

Jayson is a young, focused, dedicated and assertive Filipino entrepreneur who started it all as a fast food crew, turned to security guard, turned to a licensed nurse. However, what he really wanted to do is marketing and sales management. As a result, he started his path into business with Multi Level Marketing Company. As an achiever, he sold millions worth of franchised businesses in MLM. He remained in good standing and never had a bad record working with MLM.



Rowena Sanchez - Business Broker

0920-921-8499 / rowena.sanchez@linkbusiness.ph

A flexible and experienced financial advisor with high regard for organization and time management, Rowena have a 7 year practice in the field of investment marketing for one of the country's most prestigious insurance companies. She has a high regard for communication, honesty and sincerity at work while performing many duties in her advocacies in the community and her devotion to her family.



Leticia Hidalgo - Business Broker

0917-791-8952 / leticia.hidalgo@linkbusiness.ph

At 18, she graduated with a Bachelor's degree in Business Administration, Banking, and Finance from St. Theresa's College Manila.

Leticia became a licensed Real Estate Broker in 1994 with the Philippines Department of Trade and Industry. With her daughter Via Hidalgo-Enriquez, also a licensed Real Estate Broker, they co-founded Hidalgo Realty Services in 2016.



Loremae Pintacasi - Business Broker

0917-802-8655 / loremae.pintacasi@linkbusiness.ph

At a young age, Loremae's father taught her business basics and encouraged her to develop an interest in the family business. As the eldest, she was expected to run the family business and be involved in all aspects of the operations. In her teen years, she was exposed to her mom's working life as a real estate broker and VP of Amerbland Corp. Her courage, hard work and perseverance are values contributing to her success in the business world.



Victoria Enriquez - Business Broker

0917-794-2060 / via.enriquez@linkbusiness.ph

Via has over 17 years of retail experience and has managed several successful entrepreneurial ventures from clothing, mobile gadgets, and floral gifts. She also has a background in finance, having worked as a Financial Advisor specializing in financial planning, investments and insurance in Philamlife. Her previous experiences also include dabbling in research and writing, with some of her work published in local travel guidebooks.



Eula Tolentino - Business Broker

0917-167-1210 / eula.tolentino@linkbusiness.ph

Eula's experience and background has made her a good negotiator, and sales is just second nature to her business aptitudes. Her networking exposure in different business/industry is an asset in both private and public sectors. Business brokering is new in the Philippines so Eula has grabbed the opportunity to use her talents and expertises with LINK.



Michael Cobarrubias - Business Broker

0917-574-3044 / myk.cobarrubias@linkbusiness.ph

Michael is your seasoned customer service oriented business sales partner with over 15 years of work experience in the corporate world in the field of sales and also as a current business owner myself of a commercial / residential building and a health and wellness spa in Marikina City.



Dennis Perez - Business Broker

0927-272-7277 / dennis.perez@linkbusiness.ph

Dennis is a LINK Business Broker, real estate broker, Greenpeace member, an advocate for non-GMO, organic farming and a disciple of Christ. He loves life immensely, travels the countryside (and cities) by motorcycles, farms anywhere, and declares the Bible is the all time bestseller on earth. He is married to Makii and has three kids, Maica, Marc and Skye.

LINK Philippines Brokers



Alfonso Yaptinchay 0917-807-6491
alfonso.yaptinchay@linkbusiness.ph

Allan Inguillo 0916-252-9642
allan.inguillo@linkbusiness.ph

Amity Young 0917-882-6489
amity.young@linkbusiness.ph

Aurea Rolda 0917-897-8024
rhea.rola@linkbusiness.ph

Baldwin H. Yu 0995-344-8248
bal.yu@linkbusiness.ph

Bobby S Agustin, II 0927-307-5075
bobby.agustin@linkbusiness.ph

Bong Dreu 0925-788-8525
diego.dreu@linkbusiness.ph

Brendon Lo 0917-826-0634
brendon.lo@linkbusiness.ph

Carlito Pelobelo 0908-424-9934
carlito.pelobelo@linkbusiness.ph

Carlos Pascual 0917-533-3038
carlos.pascual@linkbusiness.ph

Charm Lacdao 0917-811-5894

Cherry Ri (Sheri Chua) 0945-317-9822
cherry.ri@linkbusiness.ph

Christopher Aguirrechea 0916-771-6750
christopher.aguirrechea@linkbusiness.ph

Christopher Lim 0917-816-5553
chris.lim@linkbusiness.ph

Cody Rabe Cavestany 0917-888-2639
cody.cavestany@linkbusiness.ph

Cory E. Ogatis 0995-230-3948
cory.ogatis@linkbusiness.ph

Dan Francisco 0917-842-3263
dan.francisco@linkbusiness.ph

Dennis Perez 0927-272-7277
dennis.perez@linkbusiness.ph

Diana Calderon 0918-940-7291
dana.calderon@linkbusiness.ph

Diana Minerva Carlos 0917-537-8711
butchie.carlos@linkbusiness.ph

Edinor Enriquez 0915-901-5481
neneth.enriquez@linkbusiness.ph

Edmundo Gagasa 0927-314-1477
ed.gagasa@linkbusiness.ph

Eduardo M. Dayrit 0917-898-8423
eddie.dayrit@linkbusiness.ph

Edward Pascual 0917-535-5092
edward.pascual@linkbusiness.ph

Eleanor Carbonell 0917-802-0052
eleanor.carbonell@linkbusiness.ph

Em Valdez 0917-703-1553
em.valdez@linkbusiness.ph

Emilee Jane Joseph 0917-856-5188
emilee.joseph@linkbusiness.ph

Emmanuel Dela Paz 0908-883-8208
noel.delapaz@linkbusiness.ph

Eric Diuco 0917-836-3742
eric.diuco@linkbusiness.ph

Ernie Aguirrechea 0927-474-0422
ernie.aguirrechea@linkbusiness.ph

Eulalia Tolentino 0917-167-1210
eula.tolentino@linkbusiness.ph

Fidelino Ples 0917-563-0947
fidian.ples@linkbusiness.ph

Florencia 'Baby' Lozano 0926-088-6470
florencia.lozano@linkbusiness.co.nz

Fortune Guerrero 0917-320-2261
fortune.guerrero@linkbusiness.ph

Frank Resulta 0920-911-5350
frank.resulta@linkbusiness.ph

Gemmy Lontoc 0917-891-1199
gemmy.lontoc@linkbusiness.ph

Gerard Anthony Gerona 0998-468-9366
gerard.gerona@linkbusiness.ph

Geri Manzano 0943-249-2218
geri.manzano@linkbusiness.ph

Gerry Siquijor 0917-868-4941
gerry.siquijor@linkbusiness.ph

Gil Mendoza 0917-712-3408
gil.mendoza@linkbusiness.ph

Gina C. Vizconde 0998-965-6750

Horacio e. Tagarda "Harry" 0905-394-2197
harry.tagarda@linkbusiness.ph

Ivy Dejuras 0917-155-3258
ivy.dejuras@linkbusiness.ph

Jayson Mañao 09178-221-447
jayson.manao@linkbusiness.ph

Jennifer veron Cruz 0917-503 0625
jennifer.veroncruz@linkbusiness.ph

Joel Andrada 0925-600-0676
joel.andrada@linkbusiness.ph

John Edgar Pascual 0917-713-7077
john.pascual@linkbusiness.ph

John Robert Q. Guray 0920-911-9863
johnroe.guray@linkbusiness.ph

Continues on next page

LINK Philippines Brokers



Joseph Garcia 0917-532-4039

Josie Paule 0917-828-7153
josie.paule@linkbusiness.co.nz

Julieta Cruz 0917-715-0432
julieta.cruz@linkbusiness.ph

Jun Marfori 0917-822-6765
jun.marfori@linkbusiness.ph

Kim Pabon 09178558428
kim.pabon@linkbusiness.ph

Lawrence Dy 0998-999-2898
lawrence.dy@linkbusiness.ph

Lester Cavestany 0917-569-2988
lester.cavestany@linkbusiness.ph

Lester James Tagarda 0927-528-8355
lesterjames.tagarda@linkbusiness.ph

Leticia "Bambit" Hidalgo 0917-791-8952
leticia.hidalgo@linkbusiness.ph

Loremae Pintacasi 0917-802-8655
loremae.pintacasi@linkbusiness.ph

Lourdes Torres 0995-215-8660
lourdes.torres@linkbusiness.ph

Lyn Fernandez 0915-964-5222
lyn.fernandez@linkbusiness.ph

Ma. Victoria T. Baria 0917-804-0858
marivic.baria@linkbusiness.ph

Manuel Pascua 0906-296-4812
manuel.pascua@linkbusiness.ph

Maria Morris 0995-971-8683
maria.morris@linkbusiness.ph

Marianne V. Natu-El 0917-628-7896
marianne.natu-el@linkbusiness.ph

Mayette Lontoc 0917-800-8086
mayette.lontoc@linkbusiness.ph

Micah Co 0917-504-9200
micah.co@linkbusiness.ph

Michael Cobarrubias 0917-574-3044
myk.cobarrubias@linkbusiness.ph

Miguel Buenaventura 0916-599-0796
miguel.buenaventura@linkbusiness.ph

Minerva Magbojos 0915-283-1537
minerva.magbojos@linkbusiness.ph

Mitel Bustamante 0917-867-6783
mitel.bustamante@linkbusiness.ph

Miyuki Buenaventura 0917-378-9054
miyuki.buenaventura@linkbusiness.ph

Pat Mendoza 0927-655-1025
pat.mendoza@linkbusiness.ph

Patrick Joseph Luis 0920-936-9033
patrick.luis@linkbusiness.ph

Peter Calacday 0917-713-7045
peter.calacday@linkbusiness.ph

PJ Gonzaga 0917-898-2357

Princess Clarice Moratin 0917-514-4535
princess.moratin@linkbusiness.ph

Rey Cometa 0917-819-0188
rey.cometa@linkbusiness.ph

Reynaldo Trajano III 0906-404-0047
rendo.trajano@linkbusiness.ph

Rico Ramoso 0917-510-0417

Rolan Veron Cruz 0917-887-0616
roland.veroncruz@linkbusiness.ph

Ronel Suarez 0917-795-4505
ronel.suarez@linkbusiness.ph

Rowena Sanchez 0906-209-8499
rowena.sanchez@linkbusiness.ph

Salumy Efren D. Malaki 0917-484-3541
efrem.malaki@linkbusiness.ph

Sarah Jane D. Parrilla 0917-862-6717
sarah.parrilla@linkbusiness.ph

Sonny M. Seña 0917-833-1899
sonny.sena@linkbusiness.ph

Stephen Olalia 0927-932-7903
stephen.olalia@linkbusiness.co.nz

Sylvia E. Roxas 0927-655-1025
sylvia.roxas@linkbusiness.ph

Thadeo V. Bernaldes 0915-646-4429
thadeo.bernales@linkbusiness.ph

Trixie Amorillo 0917-887-5778
trixie.amorillo@linkbusiness.ph

Vedasto C. Guinto 0917-801-0672
vedasto.guinto@linkbusiness.ph

Vicente Dayrit 0915-544-6723
vicente.dayrit@linkbusiness.ph

Victor Ong 0917-795-0065
vic.ong@linkbusiness.ph

Victoria H. Enriquez 0917-794-2060
via.enriquez@linkbusiness.ph

Von Sadio 0915-825-7755



Starting vs. Buying a Business?



“Business is business as they say”

Do I start a new business or just buy an existing one? It is like the proverbial chicken or egg question that is not easy to answer. Most want to own a business but not everyone knows how to start one and more importantly to make it grow. The best thing to do is to prepare, read books and magazines, attend franchise or business shows, ask your family and friends for advice, talk to business owners of the same industry you like to go in to and to find and learn from a mentor, then to organize all the information so that hopefully this can help you decide to start or buy a business.

Then you need to decide what kind of business you like, what industry that you might have any experience with, what business model that suits your lifestyle, the best location you can afford, the hours you need to spend to make this business work and how much money you are willing to invest in this endeavor. While juggling all of this information above you have to ask yourself if all this time, effort, money, sweat and blood you will put in the business will meet your goals in life.

On starting a new business, it is possible to achieve something great. You get the chance to have your own unique selling proposition (USP) – Ultimate Advantage – Sensational Offer – Powerful Promise. If you can clearly define your USP this can maybe your ticket to success. Specially, if you plan to create your own brand or design of this product, hire new staff, plan the policies and organize the processes of your new company. The satisfaction of creating something your own from scratch and making it successful is immeasurable. But start-up companies usually go through a period of birthing pains, you must be patient and not expect success at once. Most do not make money for the first three years and becoming an entrepreneur would require a lot of time, effort and money in the beginning stage without any return as starting your own usually requires expertise in the areas not only of financing, sales, logistics, and marketing. That is why 90% of start-ups fail, that is according to the article in Forbes Magazine. 90% wow! Would you still start a new business from scratch? Maybe, maybe not. If you are comfortable with these risks then starting a new business is an option for you.

On buying an existing business comes not without risks, there might be equipments that need repairs, stores that need major improvements or leases that either will increase prices or is ending soon. Watch out if the

business is poorly located or the staff morale is low, know also if there is increasing competition, is this a sunset industry and other factors that can very well effect the future of the business.

On the other hand, buying an existing business is for you, if you do not want to go through the difficulties of the process involving starting a business from scratch or you have some experience with the business you are planning to enter. If you are a new and an inexperienced owner that can take advantage of the relationships to your buyers and suppliers that will provide you with important insights during the beginning stages of your ownership.

You can immediately take over an existing business that is already running, it is immediately generating some predictable cash flow and profits, having trained employees who are familiar with all aspects of the business, dependable suppliers, as well as existing established client base to bank on and a reputation to start with. It will give you enough insight to decide intelligently beforehand by looking at its' financial historical data and P&L, this is essential and will help you decide if you can make strategies for the company to develop and grow more or not. Buying an existing business is the safer route and this option is for you.

Once you have decided to start or buy a business, of course, there's no guarantees here. Anyone knows that there is no such thing as a guaranteed sure thing. "Business is business", as they say.

Next step is to look for a mentor who can guide you and help you avoid a lot of traps that is out there or look for a broker with a heart of a teacher, who can help you find the right business for you and will not stop to explain to you until you understand fully what you are buying without strings attached.



Brendon Lo - Business Broker at Manila-Ortigas Center

P: 0917-826-0634 **E:** brendon.lo@linkbusiness.ph

W: linkbusiness.ph

Driven by passion and tenacity to improve his craft, Brendon has ventured to numerous businesses in the past. From loofah to lahar hollow-blocks, to e-commerce to IT/networking, Brendon was quick to adapt to the changing times.

Why Sell a Business if it's Earning?

A common notion on the reason a business is for sale is that it is distressed. While there are indeed distressed businesses, having financial woes is just one of the several reasons for selling. In fact, there are also positive reasons why owners opt to put their business in the market. The different motivations for selling a business may be categorized as: Opportunities, Facts of Life and Challenges in the Business.

OPPORTUNITIES

Cashing In

Some entrepreneurs choose to take the advantage of their positive situation instead of waiting to get out when things turn sour. They put their business in the market while it is profitable and/or has potential for growth. The owner is not forced to sell quickly which allows time for grooming and making sure factors that will drive the value of the business upwards are set prior to selling. They also have the luxury to wait for the best offer while continuing to enjoy the profits. Talk about win-win.

Buyer Initiated

When a buyer initiates the bid, it is a clear indication of his motivation to own the business. This gives the owner leverage on the asking price and terms.

Turning Company Stores into Franchise Stores

It takes a lot of hard work, time and resources to develop an effective business system. This is not for everyone which is why some business venturers opt to buy a franchise instead of starting from scratch. For the entrepreneur who had successfully built a business system that works, franchising is one of the opportunities to harvest its fruits. Giving up ownership of company stores to convert to franchise stores infuses fresh funds into the company coming from franchise and royalty fees, margins on the supplies that are regularly replenished and other fees for marketing and training.



There are people who sell their business to buy time for other things they want to do and achieve in life.



FACTS OF LIFE

Retirement

The key man, usually the owner, inevitably, will retire. Normally, it is expected that he will pass the torch to his children to continue running the business. Like-blooded as they are, the offsprings do not always share the parents' goals in life. Events in the past years such as the advent of the internet and advancement in technology made this reality pronounced more than ever. The world has grown smaller. Information becomes accessible with just a click of a button. Opportunities and adventures even from off-shore now beckons. All of a sudden the potential to make a living was no longer within the confines of the traditional profession or business. Due to this, many retiring business owners find themselves without a successor. On the other end, there are inheritors who feel unable to pursue their personal dreams and ambitions because they are tied to their family business. Selling the business to a worthy buyer is another option aside from turning it over to a reluctant heir.

Lifestyle Change

Some changes in the life of an owner can be compelling. Having enough of the traffic and the busyness of Metro Manila and preferring the simpler, slower-paced and more quiet life in the country-side may prompt an owner to sell his business in the city. So can a local who is getting married to someone from abroad or a family getting an opportunity to migrate and explore opportunities outside the Philippines.

Pursuing Another Interest

There are instances that even owners of established businesses find themselves considering to exit and venture into another industry or focus on a totally different endeavour. For example, someone who inherited a drug-store decides to give it up and establish an IT company which is more related to his educational background and work experiences. Sometimes, it is not even about making money - a calculated possibility of fulfilling a childhood dream, discovering a once in a lifetime opportunity, finding another purpose in life, etc. There are people who sell their business to buy time for other things they want to do and achieve in life.

CHALLENGES IN THE BUSINESS

Fatigue or Burnout

With the day to day challenges of running a business for long term, things may go overbearing. Burnout is a common phase entrepreneurs go through. The signs vary from as simple as losing drive and having anxiety to more serious physical manifestations like heaviness in the chest and shortness of breath. While some owners resort to temporary remedies, others choose to exit from their business for good to avoid further detriment.

Health Issues

When an unexpected grave illness strikes and forces the owner out of the picture, the big questions follow. Is there a successor? What if the children are too young and unprepared to take over? How bad is the impact? How will the family's financial needs be met? What else can be done aside from just pulling the business curtains down?

Internal Dispute

Conflict among business partners may arise for countless reasons. From small matters like personal preferences on the over-all ambiance of the office or having different approach in addressing concerns to bigger issues like not agreeing on the next direction for the company, integrity and ethics concerns, etc. Most internal disputes have a negative impact on the business and its productivity. Some owners are quick to respond before the damage becomes beyond repair. They liquidate the business to recover as much and be able to protect individual interests in a structured manner.

Family Pressure

Having members of the family run a business is a normal scenario - husband and wife partnership, parents and children working together or sibling heirs sharing responsibilities. Conflicts against members of the family bring the pressure several notches higher than against a regular business partner because something more than just money, time and hard work is on the line - the ties between people connected by blood or a solemn vow. Sometimes, the business is what is tearing the relationship apart. Worst times, the business is the only bind that keeps them together. What if they can no longer stand each other? There are owners who opt to sell to keep the love and peace among them. Then, there are those who sell to move on and heal apart.

There may be other reasons not discussed in this article but whatever the motivation for selling the business is, the commonality is the importance to engage with professionals who have the proper knowledge and expertise in managing the sale of a business. This should allow the owner to do what he does best - run the business at a crucial time that it needs to efficiently operate and present a good financial report to get the best selling value for the business.



**Mitel Bustamante -
Business Broker at Manila-Ortigas Center**

P: 0917-867-6783 **E:** mitel.bustamante@linkbusiness.ph
W: linkbusiness.ph

Mitel built a career in sales in a spectrum of industries such as pharmaceutical, travel trade and the hotel & resort industry. Her latest and lengthiest stint was as a sales manager and member of the pioneer team of the first 6-star service resort in the world famous island of Boracay.



The authority on selling businesses

More Businesses Listed, More Buyers Reached, More Businesses Sold



linkbusiness.ph
(02) 900 8000

Business Brokering Through LINK - *Dealing with the Mind and the Heart*



Perhaps not too many Filipinos have heard of the professional practice of Business Brokering, even as this business process has been around possibly for many decades elsewhere around the world. LINK, which was first established in Auckland, New Zealand in 1996, has since prospered, and due to its success and a strong demand for the high quality of service for which the company is renowned, has led to offices opening in Australia, South Africa and the U.S A. Most recently, LINK opened in Manila.

When asked why LINK established itself in the Philippines, any of our now many brokers can almost quote mechanically that "LINK is here to introduce the concept of selling and buying businesses in a structured way and to professionalize the business brokering industry."

As a corporate employee of 5 US-based global and even Fortune 500 companies, I can relate to a singular catchy one-liner such as this, and one that effectively serves as an "Elevator Pitch." An elevator pitch is also sometimes called an elevator speech or elevator statement, a short sales pitch, that is, a summary used to quickly and simply define a process, product, service, organization, or event and its value proposition. Presumably, by using an precise elevator pitch, you can effectively convert a prospect into a customer as you go from the ground floor to one's destination floor in the time it takes to get there!

But when one breaks that statement down into its elements and tags key words, such as "selling," "buying," "structured," and "professionalize" – what differentiates it from innumerable long-standing historical and prevalent businesses and industries, and the dynamics of business interactions and dynamics of the vendor-customer, C2C, B2B relationships and other transactions? Do any of these words really differentiate Business Brokering and sets it apart from many others, making an indelible and unique impression in one's mind? Does this pitch really grab a hearer, a business vendor or keen buyer to say – "Let me hear more. I am interested." Does it?

To embellish this point further, when one reads directly off LINK's documents as to what a Business Broker is and does – "A Business Broker is a professional who acts as an intermediary between sellers and buyers of small to medium sized businesses."

"LINK Corporate Business Brokers focus more on substantial businesses."

Our Mission Statement – "Facilitate the sale of businesses confidentially and with utter integrity."

Our Vision Statement - Best People, Best Brand, Best Results

These VMV (Vision / Mission / Values) as they are traditionally and typically known – true, they can capture and near-term and long-term sights of the individuals, founders and Leaders of the organization, resonate with them, gives them the impetus to expand the organization, add resources, position more aggressively. And all these are invaluable, in fact, essential, imperative, non-negotiable. For a future desired position provides a compass, a roadmap, a desired future state that defines who you are, and describes success with granularity.

But to the target market, the chief customer, the principal stakeholders, the LINK consumers and beneficiaries – the business vendors and buyers – what do these highfalutin and seemingly pompous words really mean? And therefore, are the above really all that define LINK? Do the above statements get at the core of who LINK is? Do they define and effectively introduce who brokers are, and what LINK can do for you, and the entities, individuals, and many others that and who are most significant and meaningful to and for you?

One needs only to hold your tongue, take a step back and a step out in faith, and answer that "Yes" to an invitation to sit down, listen for a few minutes (yes, possibly "waste time"), possibly share a cup of coffee, and seek to understand – what is LINK, what can LINK do for you, and what, really, is a LINK Business Broker. After all, how long does it take to be cool enough to be drank to the bottom (you may even enjoy it, if it's your favorite cup of joe)? Hey, it may even be free – nowadays there's not too many of those.

And if you don't have that much time this week, then I simply invite you – finish this article – you've gone this far. Read this "Elevator Pitch" and more – anyway, likely your cup of coffee is still warm enough to be savored.

And to better understand, let me briefly share my story. As a recent corporate employment retiree of 35 years, most recently as General Manager of the local subsidiary of a ranked # 150 in the ranks of the US Fortune 500 companies, I joined LINK's ranks as a Business Broker, completed the training and am now engaged in this endeavor and effort. Why you say?

Because no sooner had I completed Day 1 of Training when I realized that our trainer, also the pioneering founder, a Filipino by birth, left a comfortable life and flourishing business broker career in New Zealand, to bring the business to his country of birth. In the process, he even effectively is distanced from his beloved wife, three children and grandson, who continue to reside in NZ, for him to replicate the noble task of "providing significant

“LINK is here to introduce the concept of selling and buying businesses in a structured way and to professionalize the business brokering industry.”

and meaningful opportunities” to many of our countrymen - who, for various reasons, may be desiring to sell their businesses, or those who are genuine in their desire to acquire and operate profitable and well-intentioned enterprises, providing meaningful employment in the process. Efen most definitely sacrificed a significant lot, and continues to offer much, in the area of personal comfort and value. He most assuredly has “skin in the game.”

In fact, Efen, one of the founders, was granular in his personal vision, which is to encourage many overseas Filipino workers – who are distanced from their loved ones by the need to make financial ends meet, at a high social cost and physical separation from their loved ones – to realize the opportunities to return home to their beloved country, and successfully invest, achieve physical union of the family, and with God’s grace, experience financial success within the environment of a family bound together physically and more.

In fact, one most definitely gleans this noble desire and intent, and exemplary service-oriented culture when one looks “inside” a typical Training day, or even weekly business meeting. For though we would naturally be motivated also by the prospect of generating business broker income, from the practice of business brokering conduct with a high degree of professionalism, unquestionable ethics and uncompromising integrity – how can one not resonate with the emotional tone of a business that begins with a prayer, a posture that acknowledges the presence of a Good Teacher and Guide, and looks to the grace and wisdom of He who alone can bless our efforts, empower us with His grace and wisdom, prosper the work of our hands – as we think, speak and act with virtue and values that at the very core should define who we are and what we do. We begin our work day by saying in so many words – “Lord, please guide my wise mind and enlighten it. And infuse a good and noble heart in me that all I do will be for the good of those I interact with and serve.”

So, is LINK committed to professionalize the brokering industry, operate in a structured way? YES.

Is a LINK Business Broker one who acts as an intermediary and facilitates the sale of businesses confidentially and with utter integrity? Will he exercise the best analytics and wide perspective, knowledge of the market and the businesses at hand? YES.

Is it the desire of LINK to realize the Vision of being the “Best People, Best Brand, and deliver Best Results?” to both buyers and sellers and the market in general? YES.

But, I believe that more importantly, and most definitely, that:

- LINK represents a business process that seeks to help individuals’ and families’ lives and relationships fulfill their life mission, bring responsible decision making, wisdom and discernment, in their important steps forward with their investments and valued financial resources
- LINK Business brokers will seek to be imbued with a meaningful set of core values, and virtues, and guided by Him in helping individuals and families and corporations arrive at financial decisions, driven not only by the prospect of gain and profits - instead, financial prosperity blended with joy in their hearts, accompanied by the peace of interacting with a noble, devoted, Spirit-filled and virtuous guide

I know from personal observation, training and constant association, that the LINK Business structure, and its hands and feet who are the brokers, will deal with you, not only with your best financial and other interests as paramount, but will also keep what is most meaningful, and significant, and your heart’s desires as their aspiration. They will deal with you, with both their mind, and their heart.



Jun Marfori - Business Broker at Manila-Ortigas Center

P: 0917-822-6765 **E:** jun.marfori@linkbusiness.ph

W: www.linkbusiness.ph

Over the last 35 years Jun has built up a broad range of professional experience to include Marketing communications, Sales and Marketing, Human Resources, Learning and Development, and General Management, drawn from the five (5) US-based multinational companies he has worked with, among which are Fortune 500 companies.

Want To Know How Much Your Business Is Worth?

Visit linkbusiness.ph to find out



Offices in **Philippines** **New Zealand** **Australia** **South Africa** **United States**



The authority on selling businesses

Preparing Your Fast Food Business for Sale



Food is always viewed as a basic necessity. A typical Filipino family allocates 42.6% of their total expenditure solely for food according to the research of the Philippine Statistics Authority.

Filipinos love to eat and that is the reason why we see a lot of restaurants and fast food businesses particularly in the cities. The increasing number of middle class earners and the shifting preferences of consumers towards convenience, quick preparation and ready-to-eat meal options that are affordable have heightened consumer demand for food services—particularly for fast food services

This thriving industry has transformed the culture of Filipinos with regard to their diet and dining habits. More and more Filipino consumers are dining out rather than eat at home. Fast food dining has now become an everyday routine for most Filipinos.

Investing in the fast food business has also become a favorite business endeavor, especially with the increasing popularity of franchising in the Philippines, which the Philippine Franchising Association started actively promoting in 1995. Many potential buyers and entrepreneurs are thus believed to be on the lookout for opportunities to have their own fast food restaurant business.

Selling your fast food business however can be time-consuming and for many, an emotional venture. Here are some tips therefore to prepare yourself and your fast food business for that eventual sale:

- **PLAN FOR YOUR EXIT.** Prepare for the sale as early as possible- a year or two ahead of time if possible; the more you prepare, the more successful the outcome is likely to be. Remember, you only get to sell your business once.

A. Determine Your Reason for Selling. Is it because you want to retire, or you don't find it exciting or fun anymore? Are you no longer inclined to invest in growth, or you lack the skill set required to go further? Is it because you would rather do something else?

- **VIEW YOUR BUSINESS THROUGH THE EYES OF A POTENTIAL BUYER.** Remember buyers are attracted to:

1. Solid History of Profitability. Find ways to make your business profitable such as focusing on highest cost areas such as labor, food and beverage; making purchasing more efficient; and watching your inventory levels

2. A Large and Loyal Base of Customers. Make sure you continue to satisfy your customers with quality food and services so as to maintain these loyal customers and hand them over to the new owner.

3. A Desirable Location and Long-Term Contract. Highlight the advantages of your location and your current lease agreement. Imagine the interest of a buyer who finds out that you only have 5 months left on your lease.

4. Opportunities for Growth. Buyers would want to imagine how profits could be improved over the years by introducing new products, increasing efficiency or developing untapped markets.

5. A Skilled Work Force. Take care of your work force. You would want to hand over a smooth running operation to a buyer with fully staffed, trained and motivated workforce.

- **MAKE SURE YOUR BUSINESS IS PRESENTABLE.** Spruce up your business to make it attractive to buyers. Make the needed aesthetic improvements- fresh paint job, clean windows, a clean and orderly

kitchen, an organized office.

Create a checklist of things you need to get done each month, and by the end of the twelfth month, you will have completed the list. A prospective buyer visiting your fast food business would likely be impressed and convinced that you have managed the business well.

- **BE ARMED WITH THE FACTS.** Perform your own pre-sale due diligence and identify potential negative issues that your buyer would most likely ask. Arm yourself with detailed facts about the business.

1. Prepare Your Documents. Be sure to have the important documents on hand before you start selling, such as financial statements, tax returns, list of furniture, fixtures and equipment, list of inventories, current lease agreement and an up-to-date operating manual.

2. Get Your Books in Order. A clean, organized and understandable set of financials are critical to the sale. This helps the buyer with their own due diligence and in your case, this prepares you for that unexpected offer.

- You don't have to do it alone. Instead of selling the business by yourself, you may want to find a good set of advisors whom you could work well and can give you great advice. Corporate accountants, lawyers and business brokers can help guide your company through a sale. Build a team of people who will commit to your business like you do and help improve your chances for success.

- **KEEP YOUR EMOTIONS IN CHECK.** Have a clear vision of what you want to do after you sell your business.

1. What you plan to do with your time and how your life will look is as important as the financial implications of leaving your business. If you don't have a plan, rediscover your strengths and assess what you have achieved, and the network you have developed. These can help you transition into an endeavor that is something new and meaningful for you.

2. A good reason to sell or a perfect time to sell in an upbeat market can ease the anxieties and burden as can the help of professional advisors.

Preparing your fast food business for sale will make it a lot more attractive and desirable for a lot of consumers out there who are eager to have their own fast food business. For sellers like you, such preparation will likely increase your chances of a successful sale, as well as help you transition smoothly into your next business venture or endeavor.



**Emmanuel Santos Dela Paz -
Business Broker at LINK Manila-Ortigas Center**

P: 0908-889-8208 **E:** noel.delapaz@linkbusiness.ph
W: www.linkbusiness.ph

Noel has over 30 years of corporate experience specializing in Human Resources management both as line practitioner and professional consultant.

He set up his own retail business after retiring but continued on doing consultancy work.



The Hidden Treasure in Your Network

“ People network plays a major factor for today's entrepreneur for many reasons, allowing you to get to know potential business partners, investors, and industry experts.”

Networking in the Philippines has gained massive popularity through different multilevel network marketing companies. Attractive compensation plans appeal to most Filipinos' dream of amassing wealth in a relatively short time-frame as compared to regular 9-5 jobs. However, this scheme was taken advantage of by those who misrepresent the concept, thus, gaining the perception of it as a sure way to earn money without much effort. Nowadays, invitees frown upon the mere mention "Networking" as it is somehow stained with the suspicion scam and other unprofessional conduct.

According to an entrepreneur Francisco Colayco, networking is not a business itself, rather, it is a system. If it is a system, then it is a transferable concept. Looking at it in terms of business perspective, it is a method of developing your contacts into opportunities. This can be an effective way to meet new contacts, present your industry and gauge reception through meetings, conferences, and social events. Paired with our constant technological advancements (social media, internet, blogs etc.), building your network for business is not as tedious as the olden times.

People network plays a major factor for today's entrepreneur for many reasons, allowing you to get to know potential business partners, investors, and industry experts. Face-to-face meetings is the best form of networking as it gives a platform to showcase not just what you have to offer but also present yourself as a trustworthy individual. Other people shun the idea of personal engagement with the fear of succumbing to awkward situations. However, part of the business success is attributed to strong relationship built with like-minded people.

Building Your People Network for Your Business

There are numerous ways of networking. Business people and entrepreneurs can use the methodology that showcases their strength. At the same time, it is recommended to explore other methods to catalyze success. Experience and skills in different networking methods can also equip you to cope with the always changing business environment.

Start with Your Family and Close Friends

People close to you are mostly receptive and will give you the time of the day. Novices find this the perfect way to practice on how to appropriately present themselves. This group is somehow overlooked at times, but it may turn out to be a vital part of your success. They can provide honest feedback on how you can improve your skills, provide helpful insights and may even be the bridge to the right people. This can be accomplished through simple gatherings, family reunion and social events.

Use Technology to Your Advantage

It is low cost and most efficient way of expanding, developing, and building your business network. Smartphones and Wi-Fi access can do wonders in mobilizing people you know that may connect you to someone relevant. Social media has and so far will always play a major role in making 'interconnectedness' much easier and faster. Filipinos are very much active in social media making it the perfect avenue to find significant business opportunities. Digital Global Overview study shows that Filipinos spent an average of 4.17 hours daily on social media and landed on 7th place in 2016 with the most number of active users in the world. This only proves that Philippines is fertile to accommodate the exponential growth of business opportunities.

With today's technology, paired with the right mindset and attitude, success in your chosen business endeavor is just on the horizon.



**John Edgar Pascual -
Business Broker at Manila-Ortigas Center**

P: 0917-713-7077 **E:** john.pascual@linkbusiness.ph
W: linkbusiness.ph

John believes working with integrity and prioritizing customer relationship first before margin, in turn, has earned their company countless loyal patrons.

A Tale of Two Businesses

Start Up or Franchise?

I have been an Employee for a good part of my working life. For over 17 years I was part of the Corporate Workforce, clocking in everyday, following the same routine, negotiating the same horrible traffic that was EDSA and living for weekends.

Though for me, I couldn't complain because corporate life was pretty good. I guess I was one of the lucky ones who was able to rise from the ranks and become an officer at a very young age and even had the opportunity to lead several small Companies for the last 12 of those 17 years. Life was pretty good.

But I guess not exciting enough. Because on my 18th year, I decided to take a leap of faith and start my own business. My wife and I were able to save up a little nest egg, coupled with some help from family members we were able to put up a small food business right smack in the middle of a busy walkway. In fact, the space was large enough for us to put two retail food concepts, so that's what we did.

We took on a franchise of a popular fruit drink and on the other side, set up a dream concept that we incubated for over 7 years. It was a very interesting pair, a franchise and a start up.

Both businesses did quite well at the start but we soon found out from experience, that it would cost us a lot (and not only financially) to make the businesses work.

Our start up concept was a bakeshop. And though we had a pretty good following for the first 7 years as a home business, it was way different for us to do it everyday. It entailed a lot of close supervision of staff to make sure that the quality of the products were as good as how we would make them at home with our own hands.

Unfortunately, like all start ups, we ended up making a lot of mistakes. Mistakes which cost us a considerable sum of money and a lot of our time - from employing a lot of people (much more than what we had hoped for) to getting more equipment than what we really needed.

Pretty soon, we had to face the reality that the bakeshop needed to pivot. Reinvent itself. Our brand was a very strong home business brand. However, when commercialized, it needed more work.

It was truly a learning experience. One that I won't forget, because the lessons learned there are things that stay with you for a long time.

On the other hand, the other business was a franchise...it came from something from a past corporate life which I used to handle and set up for expansion. It was very much different from the start up business because we had a support team to help us get started, a system in place to implement at such short notice and people who would tell us based on past experience what to do, in exchange for a percentage of our sales and a lump sum payment at the start. These all proved to be the "conveniences" of acquiring a franchise because you really did not have to start from the ground up.

Since it was a franchise, it started making serious money from day one. In fact it somehow made up for what we were losing on the other end.

People keep asking me, "Which one is better?" I honestly cannot say and I do not really want to count the other out but...

Running a business takes a lot of work. Can you imagine if you ran two?

It would take a lot of time, effort, energy and a lot of money to make a start up businesses work. But when it does, the returns are quite lucrative. I have seen people who have successfully done this. They have an amazing idea, a great concept and they work at it with so much passion. They have the occasional bumps and challenges along the way but they just keep at it because the potential and the excitement outweigh the challenges they face.

The result is a very successful enterprise, a franchise system that continues to grow by leaps and bounds. In fact, it is now listed with LINK and commands a pretty good premium.

Whereas, the franchise is something quite the opposite. The Franchisor has already experienced most of the mistakes and you make use of a tried and tested system that has probably failed so many times as well but has already overcome the challenges that shaped it into the brand and franchise business it is now.

It would take a lot of time, effort, energy and a lot of money to make a start up businesses work. But when it does, the returns are quite lucrative. I have seen people who have successfully done this.

I believe that the single biggest advantage of franchises is that you do not get to reinvent the wheel. Why start from scratch and expose yourself to bigger risk when you can hit the ground running with a higher chance of success plus have the freedom to manage your own time and effort.

Wikipedia defines Franchising as “the practice of the right to use a firm’s business model and brand for a prescribed period of time” And this usually comes with a price tag because franchises also charge for that advantage that they give.

It does however, offer good opportunities and, for the enterprising Juans a choice to be independent and take on something more exciting than their normal 9 to 5 job.

I have seen a lot of executives exasperated with work, turn to franchises as an option out of their need for a monthly pay check.

Although not for everyone, a franchise can provide you with a lot of things that you dream of – independence, financial stability, growth. I know of one group of friends who started with just one franchise store and in less than 3 years have grown the business to 6 branches.

If operated properly, a franchise can be a very wise and lucrative investment because it is like your start up multiplied by 10,000 hour of work... and 1,000 mistakes.

I realize that I had two businesses at different stages of development (mature and starting out) with different potential outcomes: one less risky but gives a good return; one more risky but offers an even greater return.

Which one should you choose?

I believe, the one that fits your personality, your experience and passion AND your economic situation at the moment.

My key take away in this experience is that no matter what situation you are in, there is always a business model that will fit your needs. You just have to know what you want



**Dan R Francisco -
Business Broker at LINK Manila-Ortigas Center**

P: 0917-842-3263 **E:** dan.francisco@linkbusiness.ph

W: www.linkbusiness.ph

Dan comes from a distinguished corporate and commercial background having had 20 years’ experience in the corporate world, the last 14 of which as head of various organizations.

**DON'T MISS OUT
BECAUSE YOU ARE
GOING OUT. REGISTER
FOR LINK EMAIL
ALERTS**



Register Today for Email Alerts

It takes only 30 seconds to register! Don't miss out on your opportunity.

We can email you when a business that suits your criteria becomes available for sale.

Visit linkbusiness.ph to register

Build, Sell, Buy Repeat



Creating a business is not only a dream come true for business owners, it is also part of their financial accumulation plan. However, competitive pressure and the impulse to keep up with the fast changing economy makes sale of a business almost inevitable.

SELLING A BUSINESS, THE RIGHT WAY

Gone are the days of starting a business, growing it by generating income and cash flow and then shutting it down. Now, you can generate as much cash flow for a certain period, and finally, when you are ready to retire, sell the business for capital gains.

A considerable number of tips and guides can be read about selling a business but they all sum up to three things:

1. Increase Profitability

"For more leverage, get out while business is doing well."

Whatever the reason, selling a business is all about how much it is actually worth. The key is to obtain a professional business valuation to explain the cost of the business because this will bring integrity to the asking price and can serve as benchmark for the listing price. Keep in mind that setting the price too high will lead to a dead end and setting it too low will be a big mistake.

Present the business in the best possible light. This means tidying up the office and putting up a reliable, up to date system of filing and operations in place. It is always easier to find a right buyer for a business that looks good not only on the outside but also profit-wise.

2. Decrease Risk

"Create a strong and progressive business brand by making yourself unnecessary in the equation."

Get started for the sale preferably two to four years ahead of time to establish a track record. Have all the documents in order, know the numbers inside out, and make sure product is ready to be acquired by updating records, business history, financial statements and sales portfolio.

Transition smoothly by minimizing liabilities and planning the sale on a business and personal perspective. The buyer will have more confidence seeing a strategy rather than a sale driven by desperation.

Seek professional advice by building a right team of professionals helping you in matters of accounting, tax, legal, transaction and mergers and acquisition. Each can provide their own different perspectives and expertise in their respective areas.

Confidentiality is crucial no matter the size of the company or the type of business. Keeping it quiet will avoid employees getting worried about their jobs, customers becoming concerned about business stability, competitors using the information against the business, and vendors and creditors beginning to tighten terms.

3. Make the Right Deal

"Find a good business broker who can sell the business fast in the best possible price."

Finding the right buyer to agree at the right price can be tricky and may take some time. It usually takes six to twelve months to sell a business so take your time and do not rush. Keep emotions in check and don't take low offers personally. In reality, a business is worth as much as the highest bidder is willing to pay.

Marketing and advertising are key to attract more potential buyers. Keep marketing efforts targeted and options maximized.

Use an intermediary, a business broker, and find the right one. Professional brokers can free up your time to keep the business up and running, keep the sale private, screen prospective buyers, and advertise and facilitate negotiations. They already have an existing pool of investors and they certainly have the training and experience in business sales transactions.

BUYING A BUSINESS, THE RIGHT WAY

If you feel you are cut up to be an entrepreneur but would rather not start with a new idea or don't have any idea to begin with, then you are a perfect candidate to buy an existing business instead.

Financially, you may be looking at actual profit and loss records and a clear history of point of sales rather than estimates. Buying a business gives you a platform to drive a business to full gear and towards an exciting direction with your specific expertise.

Among the numerous guides and tips written about buying a business, there are four major points to consider:

1. Make the Right Choice

"Trust yourself to make the right choices for YOU"

Buying a business starts with deciding what the right business is for you. Start with a familiar industry which you understand. Match your skills and experience with the type of business you are looking into. Lookout for:

Location - this will affect business returns

Size - large businesses might mean more profits but will most likely cost more and involve longer transition time

Industry - consider your experience, skills, training, expertise, network of contacts and knowledge in a particular field

Lifestyle - think hard on the kind of involvement and management and operation options you want

Once choices are narrowed, begin the search. Start with friends and networks, ask the business you wish you had, read magazines and newspapers, visit and register to reputable search engines to avoid getting into bad deals.

Another way to find the right business is to seek professional opinion from business brokers. Business brokers have a wealth of knowledge about what's on the market and how much businesses are going for. They put their networking abilities and business contacts to good use. They pre-screen businesses, help in pinpointing your interest, negotiate and assist with the paperwork.

2. Take a Closer Look

"It's all about due diligence"

Before you get too excited to jump in, slow down and do your homework. Review and verify all the relevant information provided for you. A professional team made up of banker, accountant and lawyer can give their expert opinions during due diligence.

You need to dig deeper. Ask the hard questions. Why is the business for sale? Can this business stay profitable? Assess the brand's reputation and strength. You may ask existing customers and suppliers, check ratings, listen to social media, read verbatim comments and conduct online search.

3. Close the Deal

"Buy relations, stories and magic"

If, after the analysis stage, the business still looks promising, start examining the asking price. Whatever method used to determine the fair market price, business valuation should take into account many things: inventory, furniture, fixtures, equipment and building, copies of all contracts and legal documents, tax returns, financial statements, sales records, complete list of liabilities, all accounts receivable and payable, customer patterns, marketing strategies, advertising costs, industry and market history, location and market area, business reputation, organizational chart and employees, licenses and permits etc.

Once price is pinned down, you have the option to pay in full or through financing. Either way, be prepared to acquire the necessary funding and pay portion of the agreed price in cash.

4. Transition Time

"Keep business as usual"

Transition to new ownership is a big change. To ensure a smooth transition, start the process even before the deal is done. Talk to key employees, customers and suppliers before taking over. Be vocal about plans and ideas for the future and keep the stakeholders involved.

Taking on an existing business may not be easy but with a little patience and hard work, you will soon be running the business like a pro.



**Cody R. Cavestany -
Business Broker at LINK Manila-Ortigas Center**

P: 0917-888-2639 **E:** cody.cavestany@linkbusiness.ph
W: www.linkbusiness.ph

Cody is a Marketing and Public Relations corporate consultant to top businesses and brands from established companies to early-stage enterprises and across many industries. She and her husband, Lester Cavestany, both enjoy working at LINK Philippines and see the value of helping business sellers and buyers achieve win-win.

List Your Business with LINK and Be Seen by Over 20,000 Buyers Monthly



linkbusiness.ph

LINK's powerful online search engine advertises business opportunities without disclosing confidential information. Anyone looking to buy a business in the Philippines, New Zealand, South Africa, Australia 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 (02) 900 8000

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

BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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

LINK Philippines

linkbusiness.ph

Manila-Ortigas Center (02) 900 8000
ortigascentreadmin@linkbusiness.ph
310 Prestige Tower, F. Ortigas Jr Rd, Pasig City, Metro Manila, Philippines 1605

LINK New Zealand

linkbusiness.co.nz

Northland
Auckland, North Shore
Auckland, Ellerslie
Waikato
Bay of Plenty/Wellington
Christchurch & South Island

LINK United States

linkbusiness.com

Dallas
Los Angeles
New York City
Phoenix
Raleigh
St. Louis
San Diego

LINK South Africa

linkbusiness.co.za

Garden Route
Durban West
Johannesburg North
Johannesburg South East
Cape Town Suburbs
Cape Town CBD and West Coast
West Rand
Centurion
East London
Port Elizabeth

CONTENTS

OF BUSINESS OPPORTUNITIES SECTION

23 ₱30 million plus

28 Manila

LINK Australia

linkbusiness.com.au

Sydney
Newcastle
Sunshine Coast
Brisbane
Gold Coast
Perth
Tasmania
North Queensland

LINK Philippines

310 Prestige Tower, F. Ortigas Jr Rd, Pasig City, Metro Manila, Philippines 1605

For further LINK Franchising Opportunities please contact Efren Pascual, Chief Executive Officer of LINK Philippines - (02) 900 8000 or efren.pascual@linkbusiness.ph

Be the Owner of this Profitable Clean Air Solutions with Recurring Income!

ref: OR00043



The company is a 100% Filipino with over 2 decades of experience in providing clean air solutions to engineering applications and offering complementary industrial solutions covering mechanical, electrical, civil and architectural works.

It maintains a competitive profile and demonstrates leadership and innovation in applying cost-effective key measures. To date, it is the only Filipino contractor that is ISO 9001 certified for cleanroom solutions. Its products and services are designed to meet every customer need. It provides the best possible clean air solution, customized to meet performance and economics in the whole spectrum of engineering from design, installation, manufacturing, construction and testing. It has nationwide capability to mobilize resources.

The company's 3-step approach to ensure full customer satisfaction is to first assess the system, propose solutions and monitor effectiveness. It has a complete set of instruments to facilitate accurate assessment, like particle counters, corrosion monitoring, magnehelic gages and RT/RH meters. It has an engineering design team to propose optimum solutions. It provides complete after-sales service fully supported by adequate stocks and spare parts that guarantee minimal

downtime, and has a 24/7 customer service center to handle complaints and feedbacks.

The company takes pride in its professional organization of engineers, architects and technicians. The company has a combined experience of more than 100 years in the electronic and cleanroom business. Management and staff undergo extensive technical and marketing training. Workers are skilled and TESDA-certified.

The Corporation believes in delighting the customer through a quality system designed to meet their requirements on every engagement. It strives to maintain our quality standards through continuous improvement of our quality management system and adherence to international standards. This quality standard has propelled it to be included in the Top 3,500 corporations in the country.

Are you in the market for a promising investment? This well-established business with growing recurring revenues may just be what's for you! Buy it TODAY!

Location: Metro Manila **Asking Price:** ₱250,000,000

Johnroe Guray 0920-911-9863 / johnroe.guray@linkbusiness.ph

Businesses for sale - ₱30 million plus

Be the Next Big Thing in Tech with this Multi-Awarded IT Company!

ref: OR00018



This I.T. company has been a recipient of multiple awards and recognitions for its pioneering products and services that use technology to improve the quality of life of its users and customers. Its technology has been proven and tested in complex environment, and its implementations continue to serve as the backbone of its customers' operations.

The customers for which I.T. company's technology has been successfully deployed and continuously used include a major hospital chain, a leading telecommunications company, a blue chip conglomerate's health arm, a leading pharmacy chain, a boutique medical facility located in a prime Makati township project and a leading regional medical laboratory.

The company has a team of experts in the fields of Information Technology, Medicine, Healthcare and Business Processes who can continue building the business for the new owner and optimize the growth prospects of the company.

Are you in the market for a promising investment? Tech business is the backbone of the future. OWN this company and be the next successful techpreneur!

Location: Metro Manila **Asking Price:** ₱300,000,000

Johnroe Guray 0920-911-9863 / johnroe.guray@linkbusiness.ph

Businesses for sale - ₱30 million plus

Strategic Rest & Rec Development Partner

ref: OR0077



One of the Philippines' national vacation spots is currently seeking a strategic partner for its current acquisition of a construction contract of 1,000 homes.

Utilizing the state-of-the-art modern construction technology, the efficiency, curing and strength of building homes are increased by 30-40%, reducing construction time to days per unit. Inversely the cost is reduced while increasing margins by another 15%

With more than ₱3.5 billion inventory, the logical partner is expected to infuse ₱550 million to acquire 41% share and a seat in the board of the corporation.

HELP REDUCE THE BACKLOG OF NATIONAL HOUSING.

Location: Metro Manila **Asking Price:** ₱580,000,000

Dennis Perez 0927-272-7277 / dennis.perez@linkbusiness.ph

Pioneer in Digital Media Marketing

ref: OR0071



Seasoned Value Added Service (VAS) Provider & a pioneer in digital media marketing registered in 2007 but established in 2000.

A company who can jump start a client's business activity overnight! Has about half a million digital subscribers who receive marketing promotions from clients who advertise their products &/or promos. Provides a digital marketing service (DMS) platform via SMS, MMS, Mobile Apps, & E-Commerce.

- Digital marketing service platform with existing renewable contract with the busiest telco in the country
- ERP solution platform for E-commerce
- Active DMS customer listing

Location: Quezon City **Asking Price:** ₱50,000,000

Rowena Sanchez 0920-921-8499 / rowena.sanchez@linkbusiness.ph

Ten Telecom Stores Deliver High Sales

ref: OR0079



This major business consists of ten (10) telecom stores set in prime cities and provinces at two (2) Central Luzon locations. Stores are placed in the right geographic locations to draw in consumers, maximizing retail sales at each store. The company is engaged in selling the most popular and latest smartphones in the market such as Samsung, Oppo, Vivo, and more.

Each store could manage to achieve sales as much as ₱150,000 a day; and the ten (10) stores in total could have an annual gross sales amounting to ₱172,000,000 or more, since they are all manned by experienced staff members and were made sure to be put in commercial buildings with lots of foot traffic.

Location: Central Luzon **Asking Price:** ₱120,000,000

Chris Lim 0916-508-4555 / chris.lim@linkbusiness.ph

Download Your FREE Copy Now! Business Broker Magazine



Filled with industry related articles and LINK's business listings

linkbusiness.ph

Businesses for sale - ₱30 million plus

Once-In-A-Lifetime Joint Venture

ref: OR00060



The Joint Venture Project will supply the bulk water to the city for the longest term.

This bustling city is a national favorite where nature is the prime anchor for city dwellers, provincial neighbors and foreigners to take permanent residency. Clean air, good governance, excellent schools, strong local tourism are among the attractive reasons to go long haul in this fantastic metropolis. In this Golden Age of Infrastructure, where the government's program is to BUILD, BUILD, BUILD THE PHILIPPINES, the integrated expressways and skyways have allowed people to travel incredible distances in spurts of 3-5 hours. At a rapid pace, the favored city is bursting with more structures to include residential condominiums,

hotels, commercial malls, call centers, business buildings and roadways. THIS CITY IS BEAUTIFUL.

This once-in-a-life, cornucopia investment, will serve the people's greatest need for water. Your placement should translate to good, steady return of investment (ROI) for the 50-yr Joint Venture Project. It is fully compliant with PPP's directives and ordinances of the local city government. The best business to buy is the business of the people, by the people, for the people. Water is life.

Location: Philippines **Asking Price:** ₱280,000,000

Dennis Perez 0927-272-7277 / dennis.perez@linkbusiness.ph

Businesses for sale - ₱30 million plus

Established Franchise Business, Selling for the First Time

ref: OR00006



Have you ever thought of owning a hundred stores?

Invest in a well established and reputable business that has been in operations for nearly two decades with just under a hundred branches strategically located all over the Philippines. Buyer has the option to acquire partial or 100% shares of the company. Ideally, the buyer would get involved in the decision making on the operations of the business. The owner has a time-tested strategy to success, profitability and continuous local expansion.

Location: Metro Manila **Asking Price:** ₱150,000,000

John Edgar Pascual 0917-718-7077 / john.pascual@linkbusiness.ph

Fast Growing Food Franchise!

ref: OR00007



Be a Franchisor!

This chain of casual dining restaurants is one of the most popular in its industry and is a sought-after retail tenant of major real estate developers.

Up for sale is the whole company, established in 2009, which owns the brands and agreements of over two dozen franchises (yes, OVER two dozen franchises!) and flagship company-owned stores.

If you want to gain a strong foothold in the food retailing industry or simply challenge yourself to unlock the value of a business - this is IT!

Location: Pasig City **Asking Price:** ₱110,000,000

Daniel Francisco 0917-842-3263 / dan.francisco@linkbusiness.ph

Top Notch System Integrator with Huge Potential

ref: OR00044



A large well established businesses of this nature do not come along very often.

A business with specialized knowledge in high end hardware, robust software, virtualization, energy efficiency and other services opens doors to clients in various areas both private and governments alike. This is derived from over decades of work, resulting to having Blue Chip customer base that makes it very attractive and only shows plenty of potential and has a significant capacity for growth and expansion.

Location: Makati City **Asking Price:** ₱400,000,000

Lyn Fernandez 0915-964-5222 / lyn.fernandez@linkbusiness.ph

Daniel Francisco 0917-842-3263 / dan.francisco@linkbusiness.ph

Brendon Dy Lo 0917-826-0634 / brendon.lo@linkbusiness.ph

Pioneer Oriental Food Chain

ref: OR00047



Established almost 30 years ago, an Oriental Food Chain serving Oriental based type dishes catering to the widest customer profile available positioned throughout Manila. Everything is in place to successfully continue running this profitable and efficient operation. Sustainability is beyond doubt as the brand is historically popular.

Owner is leaving the country but after the transfer and training of the new owners.

Location: National Capital Region **Asking Price:** ₱85,000,000

Edward Pascual 0917-535-5092 / edward.pascual@linkbusiness.ph

Brendon Dy Lo 0917-826-0634 / brendon.lo@linkbusiness.ph

Businesses for sale - Manila

Simple to Operate Weekday Cafe

ref: OR00005



The café is located by the ground floor, accessible from the street, of a residential building in a busy business district. Its quaint interior offers a relaxed nook for residents and office workers from nearby buildings.

Taking over and managing of the business will be fluid as the menu offering is simple. As per owner's information, this 22-seater cafe enjoys an average weekly sale of just under ₱30,000 inclusive of VAT.

The new owner can quickly adapt and also be able to infuse own inputs easily.

Location: Metro Manila **Asking Price:** ₱675,000

Mitel Bustamante 0917-867-6783 / mitel.bustamante@linkbusiness.ph

Specialized Salon in Prime Makati Location

ref: OR00011



Hard to miss salon located on the ground floor with street frontage in a lively business district. Can accommodate five patrons. Sale includes database of clients and marketing associates. Buyer has option to franchise out the brand as owner has franchise documentation already in place. Owner happy to assist into a smooth transition.

According to the owner, weekly sales are between ₱25,000 and ₱50,000 excluding VAT.

Location: Makati **Asking Price:** ₱5,200,000

Princess Moratin 0917-514-4535 / princess.moratin@linkbusiness.ph

Promising Food Business with Good Cash Flow!

ref: OR00008



This franchise is part of a growing chain of restaurants found in a prime location in central Metro Manila well-known as a foodie haven.

The outlet has 60 seats, offering an expanded wings-ribs-and-more menu attracting lunch and dinner patrons alike. It has been getting a bigger share of the market compared to its neighbors.

Do you want to own a piece of a growing brand, ripe for nationwide expansion? Do you want a tried, tested and successful model for a food business? Give us a call NOW!

Location: Pasig City **Asking Price:** ₱5,000,000

Daniel Francisco 0917-842-3263 / dan.francisco@linkbusiness.ph

Strategically Located Franchise Store with Profitability

ref: OR00009



This franchise is located within the central business district, surrounded by BPO companies, top 1,000 corporate offices, and medical/health institutions.

The outlet is one of 31 locations that offers an expanded wings-ribs-and-more menu attracting lunch and dinner patrons alike. It primarily attracts the thriving young, urban, professional market in the business district.

Hot location with great food is always a good combination! Grab this opportunity and call NOW!

Location: Pasig City **Asking Price:** ₱6,800,000

Daniel R. Francisco 0917-842-3263 / dan.francisco@linkbusiness.ph

Larla Food Catering Business

ref: OR00012



Pinoy favorite catering and food services: available for operations immediately.

This is a great opportunity to purchase a well establish catering business that has been providing great food catering for 5 years (until present) to the corporate as well as wide range of private events.

They are known for their high quality Filipino home cooked meals and friendly services with high gross profit and within constant clients list established over the years.

Location: Makati City **Asking Price:** ₱2,500,000

Edward Pascual 0917-535-5092 / edward.pascual@linkbusiness.ph

Established Skin Care Clinic in Las Pinas

ref: OR00014



This established skin care clinic has been operating since April 2016. It is strategically-located at a popular mall in Las Pinas City. It offers a wide array of special skin care services like European facial treatment, Supreme Backfacial with Comedon Extraction and mask treatment, butt booty facial with whitening treatment, dynamic pulse light, vitamin infusion drip, high frequency ultrasound and lipo cavitation plus radio frequency. The services and competitive pricing rates have helped develop a loyal customer base over time. Growth looms in the horizon.

Asking price is ₱3,000,000. Monthly average sales is approximately ₱300,000 (excluding tax). Floor area is 35m². Monthly rent is approximately ₱50,000 on a lease term until 2018.

Location: Las Pinas **Asking Price:** ₱3,000,000

Gemmy Lontoc 0917-891-1199 / gemmy.lontoc@linkbusiness.ph



Make YOUR Dream Come True. Buy a Business

Whether you are looking for a small business or a corporate empire, we are sure to have what you want.

Call LINK today (02) 900 8000
or visit linkbusiness.ph



The authority on selling businesses

Businesses for sale - Manila

Be a Restobar Owner - Price Reduced!

ref: OR00016



A themed drinking haven for students and young professionals conveniently located near university area. Creatively designed menu offers a variety of food and beverages.

SOLD
For sale with 54 seating capacity. Sales for 2015 is a little under ₱5,000,000 and went up to around ₱8,200,000 (excluding tax) for 2016. Monthly rent is around ₱15,000 excluding tax, subject to 10% escalation every year.

Location: Quezon City **Asking Price:** ₱4,000,000

Princess Moratin 0917-514-4535 / princess.moratin@linkbusiness.ph

Breakfast No Longer - All Day Restaurant Fortune

ref: OR00017



Global food service brand known for expectedly good food.

This franchise is part of a very popular chain of restaurants catering to a wide consumer market base. It is in a prime office location right beside a popular entertainment development.

The outlet offers a wide menu selection for breakfast, lunch and dinner. Development in the area is in full swing and outlook is very positive.

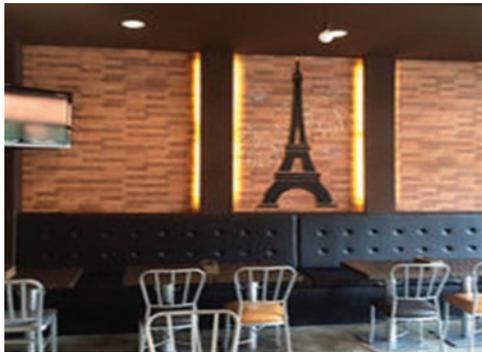
Are you in the market for a promising investment? Be your own boss and take the leap NOW!

Location: Pasig City **Asking Price:** ₱2,800,000

Daniel R. Francisco 0917-842-3263 / dan.francisco@linkbusiness.ph

Fil-Euro Fusion Restobar - Price Reduced!

ref: OR00020



Well maintained, professionally designed interior and fixture.

SOLD
Can accommodate 40 seats, plus up to ten (10) seats outside. Established for catering and special occasions. Fun activities and events set up for weekends to encourage additional consumers and goers.

Monthly rent is approximately ₱81,000 inclusive of VAT.

Asking price is ₱3,000,000 plus any applicable taxes.

Location: Paranaque **Asking Price:** ₱1,500,000

John Edgar Pascual 0917-713-7077 / john.pascual@linkbusiness.ph

High Potential Salon in Strategic Manila Location

ref: OR00021



Existing ten (10) hydraulic cutting chairs. Located in Manila area with heavy foot traffic highly contributed by colleges and dormitories surrounding the location. Situated at the ground floor of a condominium, where residents frequent the shop and have become loyal patrons. Monthly average sales is approximately ₱90,000 (excluding tax). Floor area is 60m² with 4m² frontage.

Location: Manila **Asking Price:** ₱1,300,000

Princess Moratin 0917-514-4535 / princess.moratin@linkbusiness.ph

Well Established Franchise Salon

ref: OR00075



The franchise is a well know name in the Salon Industry. The franchise focuses on quality service and products. Their franchise fee alone is ₱500,000. The owner spent approx. ₱2,000,000 on equipment, mirrors, beauty products chairs and renovations.

The salon has 4 employees, 7 chairs, CCTV, 58.5 square meters floor space. High quality salon equipment and products that is fairly new. All you need to operate a high-quality salon.

The franchisor will provide support to ensure that the services the salon offers will be up to par with every other franchise.

Asking price includes the ₱500,000 initial franchise fee and store inventory of ₱20,000 worth of Salon products.

Location: Philippines **Asking Price:** ₱1,200,000

Eduardo M Dayrit 0917-898-8423 / eddie.dayrit@linkbusiness.ph

Julienne's Fried Chicken (JFC)

ref: OR00076



Julienne's Fried Chicken (JFC), a Filipino owned business that is rooted deep in the heart of Victoria, Tarlac. After a long period of product development and continuous increase in the daily sales, the "Fried of Victoria, Tarlac" is now accepting partners for growth through franchising.

The home grown brand has been dubbed by the city government of Victoria, Tarlac, as the best friend chicken in the province, and we bet even in the country. So, franchise the hottest, fresh, fast food chicken joint ever hit the franchising business scene.

Do not be left out and wishing to own a business, go and franchise!

Location: Philippines **Asking Price:** ₱1,600,000

Gil Mendoza 0927-72-3408 / gil.mendoza@linkbusiness.ph

Family-Friendly Wellness & Aesthetic Center

ref: OR00022



Who needs wellness and relaxation? With the demands from the everyday grind, everybody does! Here's an opportunity to cater to a ready market and own a spa in a lifestyle area near residential villages.

Seen from the road, it is located in a shopping mall near anchor tenants Starbucks and Rustan's Supermarket. As per the owners, it is the only upscale wellness center in the area, facility and service-wise. Measuring more than 200m², its posh interiors and wide menu of services are designed for individuals, couples, families and even kids. At any given time, it can service 20 clients.

Records from the owners post an average monthly gross sales of ₱177,000, before taxes, since January 2017.

Aggressive marketing is sure to complement the strengths of this business to maximize its earning potential.

Location: Upscale Antipolo **Asking Price:** ₱4,000,000 + VAT

Mitel Bustamante 0917-867-6783 / mitel.bustamante@linkbusiness.ph

Businesses for sale - Manila

Board Game Café / Multiple Revenue Streams

ref: OR00038



The Board Game café / restaurant / events place having a unique concept with multiple revenue streams: from casual diners, game players and catering.

Located in Quezon City and 5 minutes away from Katipunan and Tandang Sora. Beside middle and high end villages, BPO offices and multiple universities. Spacious venue with 145m² accommodating up to 85 people.

Free common basement parking. Fully air conditioned and features an instagramable modern/playful interior design. Featured in 3 TV shows and a setting in 1 movie. 180+ tabletop games in the café, majority bought in the US. A professional kitchen well-trained staff, a network of communities and organizations and a regular customer base.

Location: Manila **Asking Price:** ₱1,200,000

Sonny Sena 0917-713-7085 / sonny.sena@linkbusiness.ph

Multi Awarded Int'l Learning Center Franchise

ref: OR00040



This is a franchise of a learning center with known track record not only here but also in other countries. It is located in a prime neighborhood with good traffic and its proximity to schools and by partnering with those schools could be a huge advantage for growth in the near future.

Asking price is ₱3,100,000. Monthly average sales is currently at ₱200,000 (excluding tax). Floor area is 105m², and monthly rent is approximately ₱42,787 with taxes. Imagine the potential earnings at 100% capacity vs 15%!

Location: Quezon City **Asking Price:** ₱3,100,000

Peter Calacday 0908-441-8737 / peter.calacday@linkbusiness.ph

Brendon Dy Lo 0917-826-0634 / brendon.lo@linkbusiness.ph

Easy to Operate, Income Generating Bar

ref: OR00042



This easy to operate, low maintenance and income generating bar is located along one of the lively streets of Parañaque where business is thriving. Run by chef owners, their delightful food menu is highly rated by customers who love the chill atmosphere this bar brings.

Rent of the 70m² area with a seating capacity of 50 people is only at ₱15,000 per month. As per vendor, the bar is earning ₱80,000 monthly net profit on a busy night. With only 2 staff, low rent, low-cost utilities and simple to prepare menu, this bar is an ideal investment even for first-time business owners. Asking price of ₱1,400,000 includes current food and beverage stock, furniture and equipment.

Location: Parañaque City **Asking Price:** ₱1,400,000

Cody Cavestany / 0917-888-2639 / cody.cavestany@linkbusiness.ph

Lester Cavestany 0917-569-2988 / lester.cavestany@linkbusiness.ph

Korean Cuisine with a Twist of KPop/Billiards

ref: OR00041



A Korean restaurant/sports bar located right in the heart of Manila's University Belt, is a one of a kind restaurant/sports Bar since it also serves as a hub to KPop aficionados with its regular showing of videos featuring Korean pop idols. The place is spacious with a total of 168m², 84m² for the restaurant on the ground level and 84m² for the billiards area on the 2nd level. It is fully air-conditioned and serves authentic Korean cuisine prepared in a professional kitchen by well-trained professional staff.

There are 4 billiard tables on the 2nd floor. Regular customer base of mostly students and young professionals from nearby universities and offices.

Location: Manila **Asking Price:** ₱2,300,000

Sonny Sena / 0917-713-7085 / sonny.sena@linkbusiness.ph

Japanese Fusion Restaurant. Asset Sale or Franchise?

ref: OR00059



This restaurant is a leading dining place in an upscale Davao mall catering to a wide consumer market base who love Japanese fare. It is situated in a prime location next to well established concepts and a few meters away from one of the Mall's the Activity Centers.

Interested buyers have the option of continuing the existing store franchise or launching an entirely new concept altogether.

Are you in the market for an exciting investment? Be your own boss and take the opportunity NOW!

Location: Pasig City **Asking Price:** ₱3,400,000

Daniel Francisco 0917-842-3263 / dan.francisco@linkbusiness.ph

Exciting Food Franchise in Sth Metro Manila Mall

ref: OR00045



Own one of 5 stores in the market which are part of a growing and world class brand in the food industry. It aims to offer fresh, affordable and healthy dishes like grilled chicken, ribs, burgers, salads and more.

The store is located in a popular mall in southern Metro Manila. The floor area is 142.25m² sitting 90 persons. The average monthly sales is around ₱978,000.

Efficient supply chain, quality training and a proven operations system are just some support to be provided by the franchisor.

Location: Metro Manila **Asking Price:** ₱7,000,000 + VAT

Mitel Bustamante 0917-867-6783 / mitel.bustamante@linkbusiness.ph

Eddie Dayrit 0917-898-8423 / eddie.dayrit@linkbusiness.ph

Noel dela Paz / 0908-883-8208 / noel.delapaz@linkbusiness.ph

Newly-Opened Fully-Furnished Spa & Salon in QC

ref: OR00039



This fully-furnished and fully-fitted spa and salon in Quezon City is looking for a new owner-operator. The owner originally planned on giving this to her daughter but her daughter decided to migrate to Canada. The new owner-operator will luckily enjoy the top of the line set-up for more than HALF THE PRICE!

The owner spent ₱1,000,000 to furnish and fix the place which includes:

- 3 Mitsubishi split-type inverter air-con units
- 40" LED TV
- Branded appliances and furniture
- 6 spa beds
- 3 salon chairs

Located in a very busy avenue with guests from nearby businesses including a well-known network marketing company, a mall with a large bookstore, and a 24-hour high class gym. Area is perfect for spa and salon clients. Lease amounts to ₱30,000 a month.

Hurry and make your offer now! The owner is highly motivated to sell.

Location: Quezon City **Asking Price:** ₱450,000

Cody Cavestany 0917-888-2639 / cody.cavestany@linkbusiness.ph

Lester Cavestany 0917-569-2988 / lester.cavestany@linkbusiness.ph

Businesses for sale - Manila

Reliable Domestic Laundromat

ref: OR00046



The business has been servicing the community for more than 3 years thus; it is well established, known and patronized by the regular, loyal clientele and sizeable percentage of customers are walk-ins and is located in a high-density multi-building condominium complex.

Current owners of the laundromat both have full-time jobs; therefore at most times, they only have the chance to manage the business once a month. Need new owner(s) who have more time in their hands to increase revenue!

Location: Mandaluyong City **Asking Price:** ₱2,500,000

Brendon Dy Lo 0917-826-0634 / brendon.lo@linkbusiness.ph

Rush Sale! Take Advantage of the Holiday Season

ref: OR00051



Salon is strategically located right behind a major university in Manila with few competitors and maximum foot traffic. Has ten (10) hydraulic chairs, easy to manage and owner is willing to assist during transition period. Average monthly sales of ₱100,000 - ₱120,000. Monthly rent is ₱44,000. Owner is moving to a different region and would no longer be able to look after this business.

Location: Manila **Asking Price:** ₱1,500,000

Princess Moratin 0917-514-4535 / princess.moratin@linkbusiness.ph

High Potential Food Franchise at U-Belt

ref: OR00054



Be part of a rising franchise brand offering grilled chicken, ribs, burgers and more. It aims to make a difference by offering fresh, high quality and healthy food items.

It is located near a main gate of one of the biggest universities in Manila. Floor area is 125m² and sits 64 persons. Average monthly sales is around ₱395,000. Store location allows for flexibility in business hours.

Franchisor commits to provide an efficient supply chain, quality staff training and a proven operations system.

Location: Metro Manila **Asking Price:** ₱4,000,000 plus VAT

Mitel Bustamante 0917-867-6783 / mitel.bustamante@linkbusiness.ph

Jayson Manaol 0917-822-1447 / jayson.manaol@linkbusiness.ph

John Edgar Pascual 0917-713-7077 / john.pascual@linkbusiness.ph

Growing Food Franchise Near Top University

ref: OR00053



Own one of 5 stores in the market which are part of a growing and world class brand. It aims to offer fresh, affordable and healthy dishes like grilled chicken, ribs, burgers, salads and more.

The store is located in a mall/residential building near a top university. The floor area is 72m² sitting 60 persons. The average monthly sales is around ₱915,000.

Efficient supply chain, quality training and a proven operations system are just some of the support to be provided by the franchisor.

Location: Metro Manila **Asking Price:** ₱5,000,000 plus VAT

Mitel Bustamante 0917-867-6783 / mitel.bustamante@linkbusiness.ph

Eddie Dayrit 0917-898-8423 / eddie.dayrit@linkbusiness.ph

Noel dela Paz 0908-883-8208 / noel.delapaz@linkbusiness.ph

Expanding Franchise at a Popular QC Mall

ref: OR00055



Take advantage of the opportunity to become part of a rising franchise brand in the food chain industry.

One of the five company owned stores out in the market for new owners to become franchisee. Strategically located in a high foot traffic mall in Quezon City that captures wide customer profile. This outlet is 92.53m² with 62 seating capacity. Average monthly sales of ₱1,086,000. Asking price is ₱6,000,000.

Franchise Agreement will be discussed with interested buyers.

Location: Quezon City **Asking Price:** ₱6,000,000 plus VAT

Princess Moratin 0917-514-4535 / princess.moratin@linkbusiness.ph

Jayson Manaol 0917-822-1447 / jayson.manaol@linkbusiness.ph

John Edgar Pascual 0917-713-7077 / john.pascual@linkbusiness.ph

A Rising Star in the Food Chain Industry

ref: OR00056



Take advantage of the opportunity to become part of a rising franchise brand in the food chain industry.

One of the five company owned stores out in the market for new owners to become franchisee. Strategically located in a high foot traffic mall in San Mateo that captures wide customer profile. This outlet is 135m² with 96 seating capacity. Average monthly sales of ₱1,125,466. Asking price is ₱7,000,000.

Franchise Agreement will be discussed to interested buyers.

Location: San Mateo, Rizal **Asking Price:** ₱7,000,000 plus VAT

Princess Moratin 0917-514-4535 / princess.moratin@linkbusiness.ph

Jason Manaol 0917-822-1447 / jason.manaol@linkbusiness.ph

John Edgar Pascual 0917-713-7077 / john.pascual@linkbusiness.ph

Asian Fusion Resto Bar and Watering Hole

ref: OR00058



This restaurant is situated in a prime location near an established BPO and commercial development in Quezon City. For over 6 years, it is a go to place for those who frequent the weekend market nearby and a watering hole for office workers who have their get together's after office hours.

The outlet occupies 249m², has a seating capacity of 120 seats and offers a wide menu selection attracting lunch and dinner patrons alike.

Motivated Seller.

Want your own Resto Bar? Grab this opportunity NOW!

Location: Pasig City **Asking Price:** ₱3,500,000

Daniel Francisco 0917-842-3263 / dan.francisco@linkbusiness.ph

Cozy, Comfy and Cushy Nail Salon

ref: OR00061



Located in a quaint neighborhood, a beauty salon that offers a full range of beauty treatments: nail, wax, brow, massage with 4 TESDA licensed therapists, 6 to 8 chairs and 2 message tables. Approximate monthly rent ₱18,000+ floor area 20m²+

Already "set-up" with loyal customers, an ideal business opportunity to establish your own beauty salon with possible franchise business plans in the future.

Location: Quezon City **Asking Price:** ₱950,000

Peter Calacday 0908-441-8737 / peter.calacday@linkbusiness.ph

Brendon Dy Lo 0917-826-0634 / brendon.lo@linkbusiness.ph

Businesses for sale - Manila

A Unique School for Kids with Special Needs

ref: OR00065



Excellent opportunity to own a one-of-a-kind school in the Philippines! They specialize in the rehabilitation, treatment and needs evaluation of children with hearing impairments, attention deficit hyperactivity disorder (ADHD), and autism. The only school in the Philippines with highly-trained speech therapists, audio testing machines and amplifiers to assess students' audio capabilities from infancy to Grade 12.

Location: Central Quezon City **Asking Price:** ₱5,000,000

Leticia Hidalgo 0917-791-8952 / leticia.hidalgo@linkbusiness.ph

Victoria Enriquez 0917-794-2060 / via.enriquez@linkbusiness.ph

Potential Salon in Strategic Makati Location

ref: OR00048



Own the assets and loyal customers for almost 5 years of this vibrant salon that offers affordable general beauty services.

Existing eight (8) salon chairs each with individual mirror and drawer for a more customized experience. Name of the current salon has been in place for almost five (5) years now. Established reputation has produced significant numbers of clients whom its owner was frequently invited on events outside its shop to provide services.

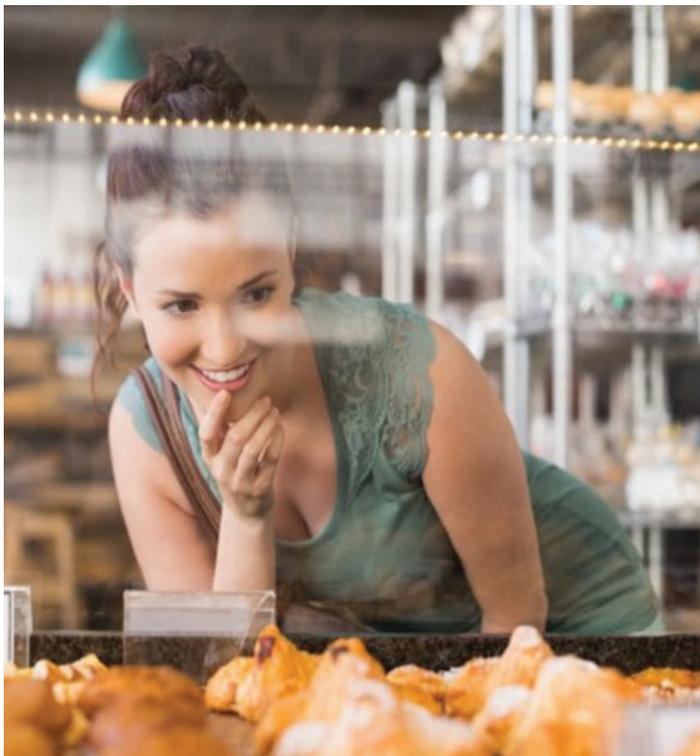
Asking price is ₱1,300,000 plus VAT and other government taxes necessary. Floor area is 75m². Comes with parking spaces allocation for customers in front of the shop and within the basement. Monthly rent is ₱33,000 on a yearly contract term.

Location: Makati **Asking Price:** ₱1,300,000 plus VAT

Jayson Manaol 0917-822-1447 / jayson.manaol@linkbusiness.ph

Bankable Food Court with Sub-Leasing Profit

ref: QR00057



Cafeteria, food court, sub-leasing business - All in one at the heart of Ortigas business district.

Own this very new start up food court with 19 stalls total capacity Floor area of 202m². Currently occupied with 10 tenants (imagine its potential if completely occupied). It has also one operating cafeteria/canteen style which can be used by the operator to sell canteen type food or have it leased out to potential tenant.

Common areas includes signage, toilet, washing area, new tables and chairs for a total of 80 seating capacity, 4 units of air-con, ceiling fans, 2 units 42" TV sets, and a centralized ducting motor.

Averaged combined gross sales from the cafeteria and tenant rentals is ₱290,565 for the last 3 months. Monthly rental of the commercial space is ₱125,000.

Location: Metro Manila **Asking Price:** ₱2,500,000

Loremae Pintacasi / 0917-802-8655 /
loremae.pintacasi@linkbusiness.ph

Highly Rated, Steadily Growing Transport Company

ref: OR00050



Palawan's most trusted and reputable tourist transport operator in the land is in business since 2012 and a consistent recipient of Tripadvisor's Certificate of Excellence. A brand that offers better comfort, convenience and safety to travellers with a wide customer base both here and abroad.

This transport company is growing constantly since it operated with vendor declaring gross sales of ₱3,655,389 in 2014; ₱4,790,745 in 2015 and ₱7,000,110 in 2016 earning a net profit of ₱1,166,001.39 in 2016.

Asking price of ₱14,000,000 is estimated to be paid back at efficient operations in 3.5 years.

If you are looking for a great place to retire in the Philippines and/or get good valued business investment, this transport company is the one. Call now and make an offer!

Location: Palawan **Asking Price:** ₱14,000,000

Cody Cavestany 0917-888-2639 /
cody.cavestany@linkbusiness.ph

Lester Cavestany 0917-569-2988 /
lester.cavestany@linkbusiness.ph

Great Filipino Resto "Cianô" Now Franchising!

ref: OR00073



The Filipinos' love of authentic local cuisine is evident in "Cianô", a restaurant that boasts of recipes hailed from the Philippine island groups of Luzon, Visayas, and Mindanao. Their diverse menu offers modernized versions of popular dishes like "Sizzling Balut", "Bagnet", and "Kare-Kareng Laman Dagat" - all of which are made with the freshest local ingredients and at a remarkable value price to the customer. The stores' ambience and furnishings reflect strong Filipino culture and promises a homey feel with its capiz windows and its many locally-sourced ornaments. What sets Cianô apart from its local counterparts is that Cianô feels and tastes just like home - a true Filipino heritage experience.

Cianô is seeking franchise partners who not only have basic business knowledge but also has the desire to succeed and will take pride in being a Cianô franchisee. This franchise business is an excellent opportunity for anyone wanting to have a proven restaurant concept that has a solid business model, excellent service, and outstanding food offerings. A complete package of support services and continuous training ensures that each franchisee will be successful in growing the business. Be a member of Cianô's family of franchisees today!

Location: Manila

Asking Price: (Franchise Fee): ₱990,000 (incl of all taxes)

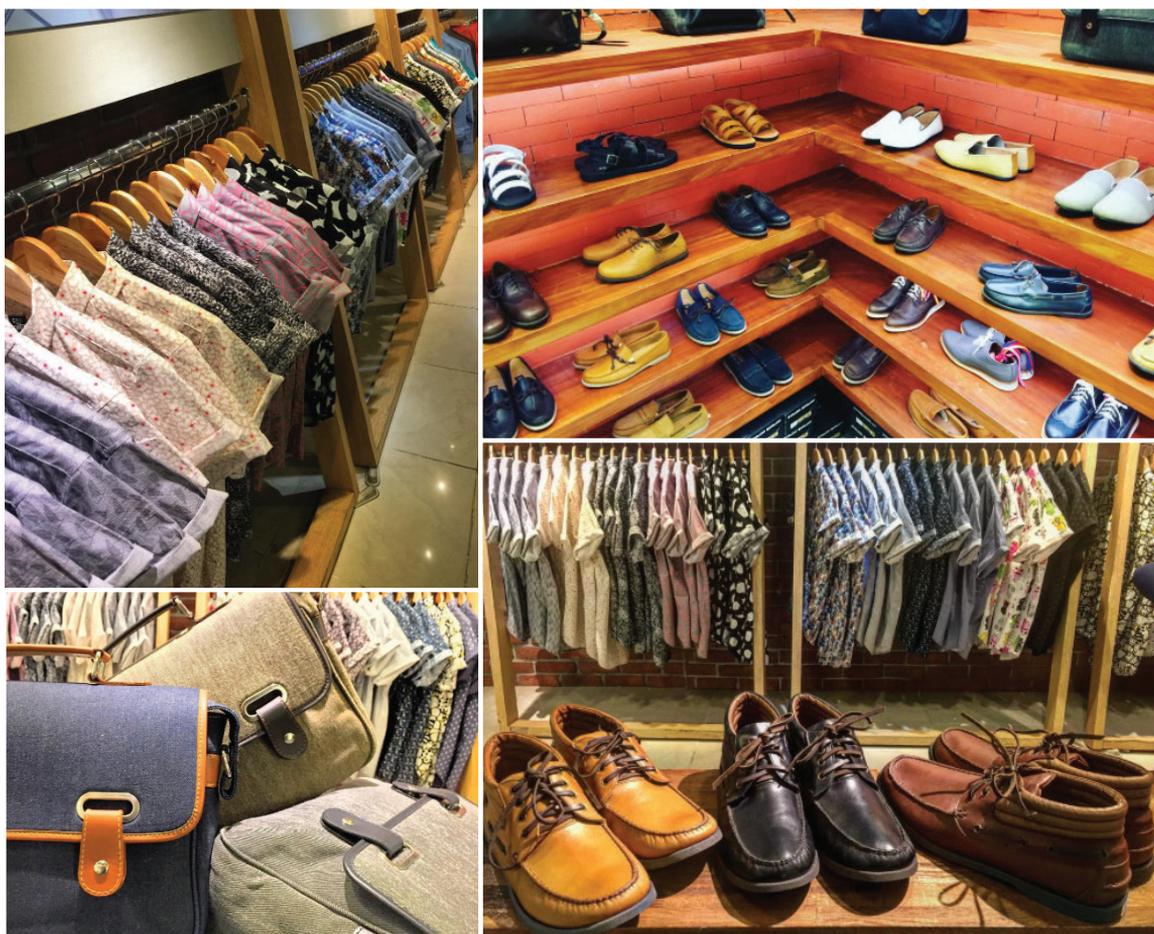
Leticia Hidalgo 0917-791-8952 / leticia.hidalgo@linkbusiness.ph

Victoria Enriquez 0917-794-2060 / via.enriquez@linkbusiness.ph

Businesses for sale - Manila

Newly Established Local Brand with Loyal Following

ref: OR00049



A Philippine brand founded in 2012 that produces genuine leather goods in men's shoes, bags and apparel and sold exclusively from its own retail stores is up for sale. The owners will be migrating to another country and the new owners will take over a rapidly expanding brand with three stores located in popular go-to malls in Quezon City, Taguig and Makati.

Product sales purchased directly in their commercial stores and online from their website and through social media amounted to ₱5,998,025 from January to September 2017 with net profit at approximately ₱65,000 monthly, as per vendor's information.

Purchase this retail brand NOW and enjoy the perks of getting sales of up to ₱1,700,000 monthly (as per sales history) in the 4th quarter alone!

Call and make an offer!

Location: Metro Manila **Asking Price:** ₱14,000,000

Cody Cavestany 0917-888-2639 /
cody.cavestany@linkbusiness.ph

Lester Cavestany 0917-569-2988 /
lester.cavestany@linkbusiness.ph

Vocational Learning Center Accredited by TESDA

ref: OR00070



A technical vocational (TECHVOC) school accredited by TESDA. The programs offered are caregiving, barista, "Hilot" massage, massage therapy, nailcare, housekeeping, food & beverage, healthcare services and more. Located in just east of Manila.

The business operates in a bungalow on a 228m² property included in the sale. The center has two classrooms that can accommodate 25 students each and includes laboratory area & a massage training room. After graduation they could get National Certificate (NC) and get a good job right away.

The Vendor advised that the business is extendable, has genuine potential to franchise out and can do mobile training in different barangays all over the Philippines.

Among the owners' businesses, this is the farthest and getting in the way so they decided to sell.

Why not own a business that helps people grow and prosper?

Call Eula now!

Location: Rizal **Asking Price:** ₱8,000,000

Eula Tolentino 0917-167-1210 / eula.tolentino@linkbusiness.ph

A Successful Franchise with Agape Can be Yours!

ref: OR00072



If you have ever dreamed of becoming a franchisee of an established, profitable French-European inspired café and bakery - this is for you!

Agape Pastries & Tartines are known for its carefully crafted food and beverage recipes. Since opening its first branch in November 2014, their customers have enjoyed their assortment of healthy salads, pastas, sandwiches, freshly baked artisanal breads, and decadent desserts. With its warm interiors and menu, everyone can find something to enjoy at Agape. They promise each client a superb dining experience and guarantee that their food selections are made from the freshest and finest ingredients. Their healthy juice blends of fruits and vegetables, fondly referred to as "Remedies", offer their clients a healthy alternative to mainstream beverage options.

Early franchisees of Agape have a unique opportunity to be part of a company on an impressive growth trajectory. They prefer those who possess the passion, skills, and business acumen to make each franchise location a success. In turn, each franchisee will benefit from their on-site/off-site support, employee training, startup assistance, and marketing guidance. Contact us now to find out more about starting your own Agape Pastries & Tartines!

Location: Manila **Asking Price:** ₱990,000 (incl of all taxes)

Leticia Hidalgo 0917-791-8952 / leticia.hidalgo@linkbusiness.ph

Victoria H. Enriquez 0917-794-2060 /
via.enriquez@linkbusiness.ph

Businesses for sale - Manila

Broom! Buy Me, I'm a 2 Year Old Driving School

ref: OR00062



"Tired of walking? Learn to drive, now!"

This established business has been in the professional driving training sector for over two-years. Located in high-density commercial areas with its four (4) branches around Quezon City, the driving school is patronized by local clientele, referrals from previous customers, and walk-ins. The driving school provides behind-the-wheel, road testing, and driving classes.

Up for sale includes three (3) units of driving cars, operational of four (4) branches which includes assets in the office like computers, aircon, office supplies, etc. Everything is in place to successfully continue running this profitable and efficient operation.

The driving school for sale has growth opportunities through improved margins, broader marketing, service diversification and operations improvement. The current owner is leaving for Dubai and is very motivated to sell.

Location: Manila **Asking Price:** ₱2,000,000 plus VAT

Jayson Manaol 0917-822-1447 / jayson.manaol@linkbusiness.ph

Own Two Healthy Veggie Resto's in Manila and Cebu

ref: OR00066



Be an advocate of healthy eating, healthy living and healthy lifestyle! Now is your chance to own, manage, learn and earn from a unique and profitable vegetarian restaurant strategically located in the city Metro of Manila and Cebu, promoting a healthy Vegan lifestyle for the health-conscious locals and foreigners alike while earning generously from it.

A cozy and intimate restaurant that creates extraordinary food leaving its customers satisfied as far as taste, color and texture of healthy food is concerned while the patrons enjoy an almost exclusive and serene dining atmosphere courtesy of its induced limited seating capacity. The uniquely prepared food will fit everyone's craving and desire to eat a healthy diet that is leading towards a better quality of life! Moreover, the take-away shop that is a part of the dine in restaurant will provide the customers the option to take out and enjoy the food in the convenience of their homes. This take out shop will feature refrigerated display of freshly packed salads, nutritional drinks, imported and local food supplements and healthy veggie meals and will induce more sales revenue for the owner, projected to generate as much as 1 million gross sales per month!

Location: Makati City branch and Cebu City branch

Asking Price: ₱22,000,000

Michael Cobarrubias 0917-574-3044 / myk.cobarrubias@linkbusiness.ph

Own and Operate an International Franchise!

ref: OR00064



This international chain of high quality, healthy food retail outlets is strategically positioned as the future of fast food and lifestyle. With over 35 branches in Australia, New Zealand, Hong Kong and the Philippines, it has been voted as one of *BRW's Fast Franchises for 2012 and listed as BRW's "Fast 100" for 2015.

Up for sale is the whole franchise system (its franchise business, company owned stores and all its assets). The brand is well-positioned in the Philippine retail market, has popular signature dishes, an established store "look", and standardized systems and procedures for marketing, operations and other aspects of the business. There are huge opportunities for higher growth.

Location: Philippines **Asking Price:** ₱15,900,000

Dan R Francisco 0917-842-3263 / dan.francisco@linkbusiness.ph

Franchise Key Vita Options

ref: OR00067



Looking for that healthy-young-hipster café to start your hunger for business? Or that awesome vibes café where you wish to own and have a place for people to chill, get cozy amidst the daily grind?

We'll grab this great business opportunity to franchise Key Vita Options (a Health Café by First Vita Plus).

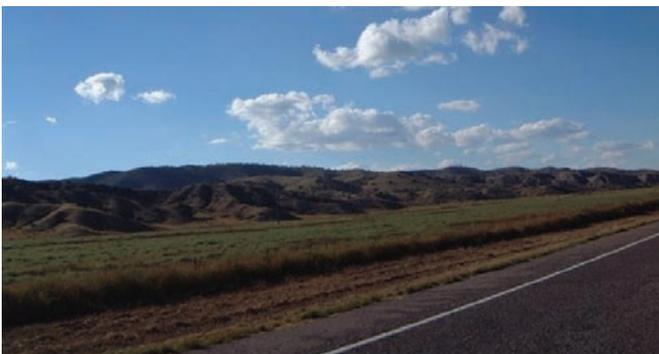
Key Vita Options (KVO), offers a well-planned, structured business model, partnered with an awesome marketing strategy to help franchisee boost its daily sales, and be cool all at the same time.

Location: Philippines **Asking Price:** ₱1,600,000

Gil Mendoza 0927-72-3408 / gil.mendoza@linkbusiness.ph

Profitable 120 Sow Level Swine Farm

ref: OR00068



Great business opportunity to purchase this swine farm which is strategically located in the rich agricultural province of Rizal with steady clients in the local flea markets of Binangonan, Cardona, Morong, Tanay, Teresa, Angono, Baras, Taytay, and Antipolo City.

The swine farm has 120 sows with a newly constructed modern swine facility to better care for its sows.

Currently out of 120 sows it is producing 200 piglets per month for piglet selling alone. The swine farm has a separate quarantine warehouse for hogs' prior entering the swine farm, it has also acquired a newly sanitation biohazard security system from the United States to uphold the quality of its hog meats.

Location: Rizal **Asking Price:** ₱20,000,000

Gil Mendoza 0927-72-3408 / gil.mendoza@linkbusiness.ph

Japanese Quick Service Restaurant

ref: OR00069



This healthy food retail franchise is strategically positioned in one of the busiest malls in the Ortigas area today and caters to a diverse mix of clientele for its Quick Service Japanese Fare.

Included in the sale of this Ortigas Center branch are all of its store assets and the right of first refusal for 1 year to open new franchise stores within a 1km radius of its original kiosk space at no additional franchise fee.

The franchisee will be supported by a professional management team handling the franchise's product, branding and overall marketing strategy, crew and franchisee training, and standardized processes for procurement and general operations.

Location: Metro Manila **Asking Price:** ₱2,500,000

Dan R Francisco 0917-842-3263 / dan.francisco@linkbusiness.ph

Businesses for sale - Manila

Low Cost, Profitable Fast Food Outlet

ref: OR00028



This Mediterranean fast food outlet is located at the heart of a busy mall in Taguig City. Housed in a spot with excellent foot traffic on a daily basis, this promising outlet has a strategic advantage in the fast food area of this popular mall.

Per owner's information, the net profit is between ₱60,000 to ₱70,000 per month. Current rent is affordable at ₱25,000 per month.

The owner plans to migrate to the US and simply wants to recover his start-up expenses. Asking price includes all the equipment plus the leasing rights in this mall.

Location: Taguig City **Asking Price:** ₱2,500,000

Cody Cavestany 0917-888-2639 / cody.cavestany@linkbusiness.ph

Lester Cavestany 0917-569-2988 / lester.cavestany@linkbusiness.ph

Industry Veteran Freight Forwarders

ref: OR00037



Caters to companies of all sizes. Well trained staff with up-to-date computer systems to connect with carriers. Provides total logistic solutions to importers and/or exports with major economic countries.

Average monthly sales for 2017 is between ₱2,000 - ₱4,000. Monthly rent is currently ₱15,000. Office space is 30m². Currently has 4-6 employees.

Location: Paranaque **Asking Price:** ₱3,500,000

John Edgar Pascual 0917- 713-7077 / john.pascual@linkbusiness.ph

Popular Amusement Center in Bulacan

ref: OR00031



This popular and established amusement center has been operating since 2012. It is strategically-located at a popular mall in San Jose Del Monte, Bulacan. It offers popular amusement attractions like Medal Games, Redemption Games, Midway Carnival, Instant Prize, Catcher Machine, Karaoke and SOFTPLAY. The target market would be class CD people with ages ranging from 5 years old and up in the thriving area of San Jose Del Monte. Growth looms in the horizon.

Asking price is ₱9,000,000. Monthly average sales is approximately ₱535,000 (excluding tax). Floor area is 300m². Monthly rent is approximately ₱100,000 on a lease term until 2018.

Location: Bulacan **Asking Price:** ₱9,000,000

Gemmy Lontoc 0917-891-1199 / gemmy.lontoc@linkbusiness.ph

Philly-Inspired Restaurant in QC

ref: OR00033



Famous for their mouth-watering sandwich and specialty milkshakes.

Total floor area of 113m² that can accommodate 40 seats with additional outside seating of 20 if maximized. Space is suitable for holding events that may generate increase in sales revenue, optional for buyer.

Sales revenue for 2016 is ₱8,112,132. Monthly rent ₱88,596 inclusive of VAT plus CUSA of ₱10,350.

Location: Quezon City **Asking Price:** ₱1,300,000

Princess Moratin 0917-514-4535 / princess.moratin@linkbusiness.ph

How much is your business worth?

\$ ■■■,■■■,■■■



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

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

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

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

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

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

For your FREE guide, or a confidential appraisal of your business,

Call (02) 900 8000.



The authority on selling businesses
www.facebook.com/LINKBUSINESSPH

LINK Philippines

Call (02) 900 8000

Visit linkbusiness.ph



The authority on selling businesses

Delivering the **Best Possible Results** with **Specialist Business Brokers**

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



linkbusiness.ph (02) 900 8000