

Businessbroker

The Authority on buying and selling businesses

VOLUME 11, ISSUE 2

NZ \$6.50 AUS \$5.50 INC GST

**BUYING
A BUSINESS
FOR THE
FIRST TIME**

**ARE YOU BUYING
A BUSINESS
OR BUYING A JOB?**

**CASE STUDY – PREPARING
A BUSINESS FOR THE
RIGHT BUYERS**

**THE BASICS OF BUYING
 A BUSINESS**

190+

**BUSINESSES
FOR SALE +
100'S MORE AT
WWW.LINKBUSINESS.CO.NZ**

CLUBVO₂
CORPORATE HEALTH AND FITNESS



 **LINK**

The authority on selling businesses™

Business Partner available for new venture. Over 140 years experience.

Whether you need a transaction account, credit card, overdraft, or a loan¹, **BNZ Partners** have the specialist knowledge and expertise to help make your new venture a great success.

We take the time to listen to your needs so we can customise packages to fit you perfectly. Better yet, because you're a customer of LINK, we'll endeavour to make it even more of a priority to get you into your dream business faster.

Call your local BNZ Partner today.

› 0800 955 455 › bnzpartners.co.nz
building Business builds Community builds Family



1. BNZ Partners lending criteria applies, including personal guarantees if required. Establishment fees, account opening criteria and account fees apply.
Full details, Standard Terms and Conditions, Investment Statement, and Disclosure Statement may be obtained free of charge from any store or bnz.co.nz.

THE TEAM

Editor: Kevin Atkinson
Design: PMP Maxum
Writers: Aaron Toresen, Elaine Ford, Dave Morgan, Chris Bryant, Sam Bassett & Belinda Young, Steven Matthews, Nick Stevens, Phil Patterson, Stewart Germann & Clive Neifeld

Business Broker magazine is published by LINK BUSINESS FRANCHISING LTD
 Advertising:
 If you wish to advertise in our magazine please contact Kevin Atkinson on kevina@linkbusiness.co.nz

CONTACT DETAILS
LINK BUSINESS FRANCHISING LTD

Level 1, 401 Great South Road
 Ellerslie
 Auckland 1061
 New Zealand

P O Box 12324
 Penrose
 Auckland 1642
 New Zealand

Ph: +64 (0)9 579 9226
Fax: +64 (0)9 525 1457

link@linkbusiness.co.nz
www.linkbusiness.co.nz

link@linkbusiness.co.za
www.linkbusiness.co.za

link@linkbusiness.com.au
www.linkbusiness.com.au

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.

All LINK New Zealand offices are Licensed Real Estate Agents REAA08



Welcome

Welcome

In this issue we explore the difference between buying a business and buying a job. Both have their positive aspects and it really comes down to what a new business buyer is looking forward. If we look at the extremes at each end, there are businesses with significant experienced management in place and a new owner would be taking a governance role as opposed to a management role. At the other end of the scale, there are businesses that are owner-operated with one person who is all things, such as owner-driver transport businesses (among many others). There is also everything in between. So if you are buying a business, the big question is, what role do you want to play and what expectations do you have?

Businesses that are genuinely fully managed will be more valuable and harder to find, while small one-man-band type businesses often require a significantly smaller investment and are more plentiful. One thing all of these types of business share in common is freedom. Freedom to be a leader and a business owner and not an employee working for someone else's reward. Freedom of choice and flexibility.

The biggest challenge we face as business brokers however, is finding sufficient quality businesses to satisfy the demand. No matter how often we say it, the message doesn't seem to be getting through to business owners. Now is a GREAT time to sell your business. There are plentiful buyers for quality businesses and we simply don't have enough to meet this demand. So if you own a business and would consider selling, or would like to know what it's worth, contact us now – we will have an office nearby.

Sincerely,

AARON TORESEN
 MANAGING DIRECTOR





06



10



14



16

Contents

- 05** Buying or Selling a Business? Restructuring? It's Always Important to Seek Independent Advice....
Sam Bassett & Belinda Young
- 06** Buying a Business or Buying a Job – The Legal Implications
Stewart Germann & Clive Neifeld - SGL
- 08** Move from Job to Business Before Selling
Elaine Ford
- 09** 'Buying a Job' Versus 'Buying a Business'
Steven Matthews
- 10** Who Should Not Be a Small Business Owner?
Chris Bryant

- 12** Starting a New Venture vs Buying an Existing Business
Dave Morgan
- 14** The Basics of Buying a Business
Phil Patterson - BNZ PARTNERS
- 16** Mybusiness Profiling First-time Business Owners
Nick Stevens

Business Opportunities

20 - 62

Buying or Selling a Business? Restructuring? It's Always Important to Seek Independent Advice....

Sam Bassett and Belinda Young from Markhams Auckland work closely with many purchasers and sellers of businesses and can assist with important aspects of a proposed business sale or purchase:

Business Purchase

- **Is the price right?** How much should I offer for the business? We regularly assist clients with indicative business valuations. Based on financial information that has been provided we can assist with providing an independent view of what the business is worth.
- **Structure of the transaction.** What are the taxation issues relating to obtaining deductibility for interest costs on financing the purchase? Is it preferable to buy the business assets and goodwill of a business or the shares in an existing company that owns these assets? We can address these issues and consult with you before recommending the most advantageous structure.
- **Purchase of a "Going Concern"** is usually zero rated for Goods and Services Tax if it is the sale of the entire business "lock stock and barrel". Both the purchaser and vendor must be GST registered and both must agree in writing that the sale and purchase is a going concern.
- **Sale & Purchase Agreement.** We work with your solicitor to ensure various aspects of the agreement will be suitable such as consideration for Goods & Services Tax (GST) and whether sufficient time has been provided for an appropriate financial due diligence programme to be undertaken.
- **Financial Due Diligence.** It is important that an appropriate level of financial due diligence is performed before proceeding with the purchase. We can undertake a comprehensive due diligence process. Asking the right questions and obtaining appropriate documented explanations to support the vendor's financial information is essential to ensure the correct purchase decision is made.

Markhams Assurance Services team has developed a comprehensive due diligence package that is then customized to suit your proposed transaction. A financial due diligence programme will usually examine the business's historical financial information to address key questions relevant to your purchase decision, such as:

- Is the continued cash flow of the business sustainable after purchase?
- What is the spread of the business's customers and is there considerable reliance on a single customer?
- What is the seasonality of the business? When is the best time to settle on the proposed purchase to maximize cash flow in year one?
- How transferable are the skills and role of the existing owner?
- Are there tax risks associated with the vendor's tax treatment of contentious items, such as use of consultants, FBT and transfer price issues.

Business Sale

- **When do I engage a Broker?** We work closely with businesses so that relevant and reliable financial information can be prepared. A business broker should be engaged early in the process so the correct information is assembled and a professional information memorandum is prepared.
- **Is it the right time to sell?** Financial trends are important however buyers understand the current economic environment and a business with a long standing successful trading history can still be successfully sold even if profitability has recently dipped.
- **What should the price be?** An indicative business valuation can be useful to assist with determining a sale price. Part of the



Sam Bassett



Belinda Young

valuation process involves checking with business brokers to assess current similar business sales as a "reality check" with normal business valuation principles.

- **Taxation Issues** There is a minefield of taxation issues such as GST implications, Depreciation recovery, Related Party Capital Gains which can dramatically influence the return to business owner. It's important to get the structure of the business sale right from the start.

Restructure or Amalgamation

- **Amalgamate** We are seeing a lot of businesses amalgamate with competitors with successful outcomes in the current economic climate. This restructuring can be beneficial to both businesses with economies created through amalgamation.



Sam Bassett and Belinda Young from Markhams Auckland enjoy working closely with businesses that are looking at buying or selling businesses or looking at a restructure or amalgamation of their businesses.

CONTACT

Sam (DDI 306-7103
sam.bassett@markhams.co.nz) and
Belinda (DDI 306- 7118
belinda.young@markhams.co.nz) or
Elaine at LINK (DDI 442 1813
elainef@linkbusiness.co.nz

Buying a Business or Buying a Job – The Legal Implications



Stewart Germann

Clive Neifeld

The word “business” is commonly understood to mean the risking of capital for financial gain.

On the other hand “job” is generally understood to mean employment with a degree of security in its continuance and a regular income by way of salary for performing consistent tasks under the supervision of an employer and subject to instructions.

Nowadays (although it was not always the case) obtaining a job does not involve paying the employer an upfront fee so the “buying of a job” as referred to in the heading of this article is somewhat of a misnomer. It means the buying of an opportunity which the seller is representing to be a small business with a secure workflow usually involving the purchaser alone with a relatively small upfront capital outlay and offering an income which approximates to or is slightly higher than the salary or income that could be expected by a person on a full time basis carrying out similar tasks but allowing the purchaser more flexibility and a feeling of “being your own boss”.

The question to be considered is whether it is less important for a purchaser to investigate or take professional advice (which may be regarded as expensive) if a “job” is being purchased as opposed to a “business”.

The answer is no. At the end of the day a purchaser of either is looking to achieve an expected income level and to be aware of their liabilities and obligations during the course of carrying on the business, the ability to sell and realise the investment and the adverse consequences that may occur if the business is to cease whether voluntarily or involuntarily.

In the purchase of a business the purchaser should deal with the following:

- Engage an accountant to examine the books and records of the business being sold.
- Test any financial representations made by the vendor.
- Check whether the business will be able to service proposed borrowings and still leave an adequate return.
- Check the terms and conditions of the contract – legal advice should be taken before anything is signed.
- Be certain of the necessary tools and materials that are required to carry out the business effectively if not included in the price that they are available and at acceptable cost.
- Be aware of the terms and implications of leases of premises and/or of equipment including rent, maintenance and repair

obligations - legal advice is important here.

- Due diligence (investigation of the business) needs to be undertaken in a professional manner before you commit to these obligations.
- If you require finance you will need to submit a business plan to a bank and it is usually worthwhile to obtain advice from an accountant in the preparation of this.

Franchising is a method of doing business through the marketing of goods and/or services by a franchisor who owns a name and/or the idea or secret process and/or equipment and who consents to a franchisee using these elements to conduct a business under a format and within guidelines with training and backup support from the franchisor in return for payment by the franchisee of an initial franchise fee and a continuing royalty and contribution to marketing and advertising of the brand calculated as a proportion of the gross sales of the business.

Franchise agreements are usually lengthy documents whether applying to the “business” or “job” type of franchise giving the franchisor far reaching rights to protect and maintain the value of the brand and a purchaser should be aware of this before he/she signs the franchise agreement. Franchising law is a specialised field and the purchaser should engage a lawyer experienced in the area.

SGL is a member of the Franchise Association of New Zealand Incorporated and adheres to the Franchising Code of Practice and Code of Ethics.

Stewart Germann and Clive Neifeld have years of experience in franchising and business law and will assist you professionally to a very high standard. Phone (09) 308-9925 or email stewart@germann.co.nz or clive@germann.co.nz or visit www.germann.co.nz



Never settle for second best

Consult New Zealand's longest established specialist franchise law firm with over 30 years' experience

SGL
STEWART GERMANN LAW OFFICE
Lawyers, Notary Public

DealMakers
LAW AWARDS 2011

Franchise Law Firm
of the Year for Australasia 2011

and the winner is...



SGL
STEWART GERMANN LAW OFFICE
Lawyers, Notary Public



The DealMakers Law Awards recognise a select number of leading professional firms around the globe for their individual areas of specialisation. This year, Stewart Germann Law Office has been named Franchise Law Firm of the Year not just for New Zealand but for the whole of Australasia.

Stewart Germann and Clive Neifeld have over 30 years of franchising and licensing experience. They act for franchisors and franchisees from New Zealand and beyond, with international contacts in Australia, UK, Canada and USA. Put your franchise in experienced hands - contact us today.

Stewart Germann Law Office
Princes Court, 2 Princes Street,
PO Box 1542, Auckland Central.
Phone 0-9-308 9925
www.germann.co.nz
stewart@germann.co.nz



Move from Job to Business Before Selling



Elaine Ford,
Managing Director,
LINK Corporate-
Auckland
(Wairau Valley)

Last year, the three directors of an electrical service business met with me to discuss the potential market value of their business. They had started out from scratch some years ago doing casual electrical installation and maintenance for a few customers. They had grown over time, largely due to word of mouth and a reputation for good work at a fair price. As time went by, they hired a couple of extra qualified staff and then were offered product agency for a specialised electrical device. All three business owners were working in the business and doing chargeable work for their customers so they had all bought themselves jobs but what about a business?

They had been approached by an interested party about selling and wanted to know what their business could be worth in today's market.

The following is a summary of my report to the owners after evaluating their business.

The business is still in the early stage of development as all of the directors are still working on an hourly rate. This is a challenge that is well described in the book, *The E Myth* by Michael Gerber.

In order to grow the business to the next level and therefore increase its value to a potential purchaser, you have several options.

The revenues appear to be growing year on year as a result of natural growth from increased visibility and market share coming from attracting new customers.

The product agency you have, should (over time) add additional sales and therefore profit.

I suggest that you could employ a competent person with sales and marketing experience to help grow the business by attracting more and better customers. You should look for other complimentary agencies to add on to the existing product.



Revenue, and therefore profit increase, will come from either selling more hours (difficult) or selling more products and services (easier).

"You will earn more when you sell a solution to a customer instead of an hourly rate."

For example, if you charge \$75 /hr, then after wages your might make \$25

If you sell a box that cost you \$50 for \$100 you have made \$50. If you sell the same box as part of a solution that is installed for the customer, then you can charge what the market will stand regardless of how long it actually takes to install.

The box plus two hours equals \$250 but if the install can be done in one hour then your profit is \$150 instead of \$75.

By quoting a fixed price solution to a customer, you are selling an outcome that is not about selling time on its own.

Your current profit level is ok, but frankly, not enough to make the business worth selling

from your point of view. I would advise that if you can diversify and grow the business, particularly in this market, then in future you will recoup a much greater return than a sale would yield now.

Here's how it works:

One of the common methodologies applied when considering the value of a business is an earnings multiplier. This can be:

EBIT: earnings before interest and tax

EBITDA: earnings before interest, tax, depreciation and amortisation

EBPITD: earnings before proprietor's income, interest, tax and depreciation.

If we assume that a typical EBIT multiplier for your industry sector is say three times, then if you have a profit (EBIT) of \$100,000 then it follows that the business would be worth \$300,000.

However if you increased your profit to say \$300,000 your business would then be worth \$900,000.

From that obviously dramatic example, it is easy to see why I would recommend growing into a business instead of selling three jobs now.

LINK Corporate- Auckland (Wairau Valley)
PO Box 101-455, NSMC, Auckland 0745;
Ph (09) 444 3039; Fax (09) 443 1716

Follow me on Twitter: @sellingyourbiz

'Buying a Job' Versus 'Buying a Business'



Steven Matthews
Sales Manager
Bay Business Brokers
Ltd

There are significant differences between "buying yourself a job" and "buying a business". It is true that in both cases you are legally purchasing an established entity as a going concern, however the objectives and reasoning for each can be somewhat different.

Buying a job is, in effect replacing an income stream (wages from an employer) with a net profit generated from owning and operating a business in which you work full time. Buying a business is often referred to as, investing in a commercial, profitable enterprise where there are structures, employees and procedures in place that enable it to continue to operate without the reliance of the owner having to work in the business on a full time basis. Even if you do choose to work in the business, you are very much focused on working "on" the business rather than "in" the business.

Prospective purchasers looking to invest in a business and not work in it are typically entrepreneurs looking for a return on their investment (ROI) or mergers and acquisitions.



Prospective purchasers looking to buy themselves a job will fall into one of three categories, they are either,

- (a) In current employment
- (b) Not employed, or
- (c) Passionate about following through on the dream of owning their own business.

The motivation of those buyers not in employment is usually far greater than those currently enjoying the security and comfort of a regular weekly or monthly wage packet. Those who are not enjoying the luxury of a regular income from employment may have never before considered buying an established business, but for pure financial reasons they acknowledge and accept that it is possibly their only viable option in being able to get back to normality and putting food on the table.

For those in current employment, the decision process in purchasing a business to replace their current income stream is usually one of a more cautious nature.

The rewards from successfully running your own business, generally speaking are far greater than you will enjoy or benefit as an employee. The fact that you are your own boss and that the net profit at the end of each year is yours, are usually the two most quoted reasons for people entering into business.

There are of course, many others including lifestyle options and tax benefits.

Kiwi business owners are renowned for their company's never reaching the full potential as the triple "B" (BMW, Batch and Boat) lifestyle factor takes priority, and many will argue that success in business is what you want it to be, not just the bottom line.

Taking the plunge and buying an existing business as a going concern can often result in you easily doubling your salary overnight. I recently sold an automotive business to a young mechanic who was in employment with a local garage. For a purchase price of around \$75,000 he had bought a very successful and established "one man band" operation that returned him a net profit in excess of \$65,000 p.a. The key is having the belief in yourself, having a sensibly thought out plan, getting advice from professionals such as accountants and lawyers and raising the capital.

Franchises are often an excellent way for first time business owners to successfully run their own operations by benefitting from the support and security that most Franchisors offer.

A franchise is where you pay a fee to an established company for an exclusive territory, training, on-going management backup and support to trade as part of a proven business.

For those dubious about buying a business of their own for the first time, a franchise can be the ideal answer. You are given training in all aspects of the business, help is always available whenever needed from a head office, and you are part of an established and proven operation. As such, you are in business working for yourself, but not by yourself, and success is assured provided you work to the system and put in the effort.

A franchise can be the ideal solution for people who are unsure that they have the knowledge to jump straight into business on their own.

If you are buying a business for the financial reward and a return on your investment, it is important to ensure that the business has a solid structure, it is not totally dependent on any one significant factor and it has a clearly mapped out plan for the future.

I very much enjoyed reading a quote by Brad Sugars (Famous Australian Business Coach) who said that the definition of a "business" was a profitable, commercial entity that works without the owner in it. If the business requires you to work in it full time, then you have simply purchased yourself a job.

However there are thousands of very successful business owners throughout New Zealand who have bought themselves a job and thrive on both the financial and lifestyle rewards that business ownership provides them and their families.

Who Should Not Be a Small Business Owner?



Chris Bryant,
Principal,
LINK - Christchurch

There are some ten "telling signs" that say you should not be a small business owner. Does not matter whether you are taking over the family empire, starting from scratch, or contemplating investing in an existing independent vs franchise format business. No one point is a cliff hanger for failure however – thank goodness! In fact if you recognize these traits in yourself – all the better. Then you are in a position to dig in, and look towards isolating or managing the spotted "soft spot" So read as a piece of self awareness and plug yourself in.....

You can't make a decision

Business governance involves making timely decisions and managing the consequences. You have to be able to make the call one way or the other and convert that decision into action. For better or worse. Tell tale signs your off the pace – watch out for micro managing (putting hours into collections of trifle matters) and procrastination (spending so long navel gazing that the time to seize the opportunity and make a beneficial decision has passed). An indecisive leader spends too much time looking to see which way the wind is blowing, and in the course of this forgets to get on and navigate. Thus the chance to make headway is lost. Navigate – decision take.

You won't take responsibility

If you are always passing the buck – don't go into business. When you own a business you own the total responsibility for what goes on

with events and opportunities that touch your business. So don't hang out your shingle until you are prepared to embrace responsibility. With responsibility comes accountability – ask Rupert Murdoch! So no matter who is at fault you as the business owner must stand up and take responsibility for what goes on in your business. Claim it and administer it.

Your only motivation is monetary

Many business owners dream of becoming rich. And should do too! But plenty of people

pay check does not arrive. Make money - but manage with passion first.

You polarize on the extremities

Moody? Do you swing between chronic depression to being hopelessly romantic? If so you're in for a "beat up" as a business owner. Set backs come in waves, so if this thought makes you depressed you might not be seaworthy enough to cope with the threat of being washed up on the beach. Too much idealism too, - means you have got to temper your enthusiasm by reviewing things from a realistic angle. The knack of keeping your emotions on an even keel will let you navigate the choppy seas of business governance.

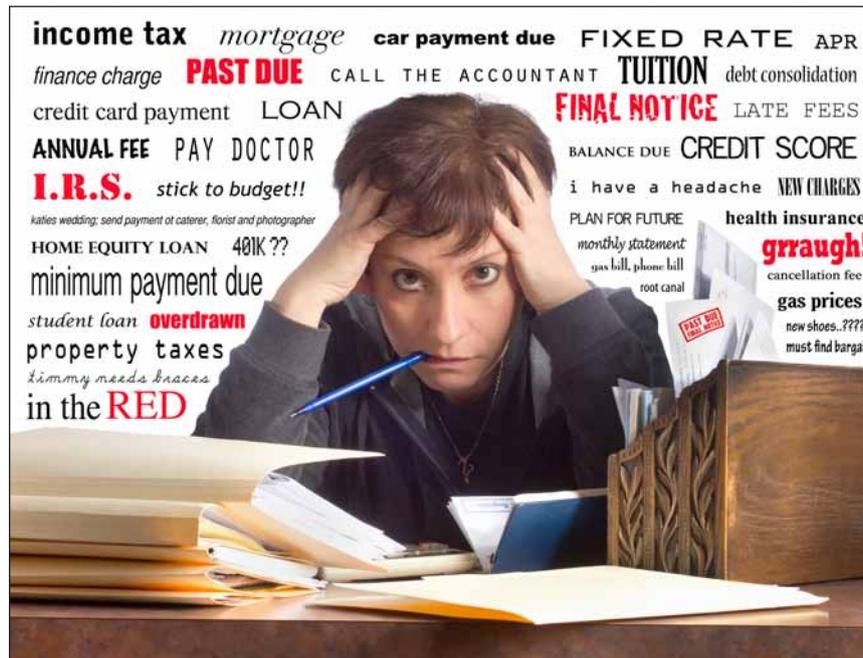
You can't overcome perpetual disorganization

Papers piled high? When did you last see your desk? Late paying your bills? Same around the home? Back at the office will you be able to touch that file at the same time your mind is reaching for it? Ok you don't have to spend your life organizing in an alpha numeric color coded

wiz bang methodology, but you must have a system that you use. New businesses and new business owners can be buried in a sea of paper if they don't get sorted. So sort it and do it – daily.

Your track record is dnf

If your resume is a dossier of unfinished qualifications, and a life of half hearted



have lost money trying to start and run businesses. What makes you think your road will be paved with gold? So make sure your motivation is deeply held. Your deeply held motivation and desire to succeed will be the source of personal strength, when on the financial roller coaster from time to time. Businesses take time, usually a long time to show incremental financial benefits. You have to have more than money as the goal – so make sure you have the ambition as well as motivation to soldier on when the handsome

attempts or uncompleted projects, then you need to take a step back from the business circle. Well at least until you can prove that you can take an idea from concept, to reality, to completion. Ideas and thoughts are the good fertilizer of innovation, but completion and results are the measure of their success. Mirror mirror on the wall – a lack of completion means a lack of success to you and you alone. Get cracking to set about making a track record; achieve some things, reach some goals, measure the outcomes. Results count. Period.

You have no supporting mechanism

Reality; being a business owner is a task and a half. It is a solo run if you do not have the blessing and support of those nearest and dearest. You, on your own will be fighting the forces of resistance where it should not come from. Organizational mayhem, and spiritual and economic boredom will prevail. And so it will be you, alone, against the tide. No one will be there to pull your business out of the raging surf that is the economy. Alone, you shall paddle with strong determination towards building a good small business. Back yourself and find a mentor.

You don't know your addictions

Are you a refuge seeker in the familiar and tried and true? Pity on you. Clinging on to what is familiar will surely sink your business. As you set a course for hiding in the past, - the business will eventually founder in the doldrums lurking ahead. Markets are changing, products are changing. Obsolescence is a curse for product and service providers who like the sleepy comfort of familiarity. Every day there is a whole new way of doing business. Let go of the familiar. Deal with the business climate objectively; - be ready to seek for your business the fresh winds it will surely need to keep sailing on. Seek to challenge yourself. Leave your addictions ashore when you cast off. Know that every day there is a whole new way of doing business on the horizon. Embrace change.

You're limited by your limits

Who sets your limits? The very idea of being your own boss is to set your own limits – right? Oh how fatal to your business. Like playing that Siberian roulette game. If one of your reasons for going into business was to set your own limits and revel in your own free will then think again. Limits are for lifting. It happens everywhere - so set up some goals and get there. Today; be ready to reset your limits for tomorrow and next year.

Your pants are on fire

Being honest is fundamental. Are you a promise maker and breaker? Do you over promise and under deliver? Do you offer products and services and then fail to follow through? Do you pledge guarantees and then conveniently forget them? All these descriptions are acts of dishonesty. When you break your promises with customers – the trust is lost and relationship damaged. Do what you say you will do.

Maybe you are an existing business owner; do you see any of these characteristics in yourself? If so maybe the best way to improve the health of your business is to change something about yourself.

Chris Bryant

Principal | LINK – Christchurch
New Zealand Business Sales Ltd - Licenced Agent REAA 2008

T 03 366 3394 | F 03 366 4442 | M 027 2285 688

E chrisb@linkbusiness.co.nz

W www.linkbusiness.co.nz

PO Box 13674, Christchurch 8141, New Zealand



Starting a New Venture vs Buying an Existing Business



Dave Morgan
General Manager
Link Wellington

Many people find the notion of owning a small business intoxicatingly exciting. The idea of starting something new, creating a product or service, establishing a brand and reaping the success, all have a potent appeal, but are rarely grounded in the true reality. That reality of dealing with business plans, financiers and investors, legal issues, locations, employment, and other associated aspects of a start-up can pay a hefty toll on one's motivation when you start to consider all that risk!!!

For those with a more conservative approach to risk, and are able to recognise a more pragmatic approach to success, buying an existing business is often a safer and more straight forward alternative.

Advantages of Buying a Business

The main reasons for buying an existing business are the enormously reduced start-up costs of time, money, and energy. Cash flow is usually immediate due to existing stock or inventory and an established customer base. Having immediate cash flow and a previous track record will also make the business far more appealing to financiers and investors. An existing business will usually have established systems and a relatively stable work force. As a new owner, you can focus on learning the details of the business and its operations so you can begin developing a strategy for future growth.

The biggest resistance to purchasing an existing business is usually the initial purchasing cost. With the business concept, brand, business systems, supply chain, customer base, proven cash flow and other fundamental work already done, it's no surprise that the financial costs of acquiring an existing business are often greater than starting one from nothing. However, consider

how much risk you've just removed from the business equation; and don't forget that 2 out of three start ups fail in the first year! Does the impact of that price premium suddenly start to melt away?

There are several advantages to buying an existing business that are worth highlighting.

Established Customer Base

Acquiring customers for any business is an expensive process. Retaining them is a lot easier and lot less costly. An existing business usually has a **loyal group of customers** and that has real cash value to a new owner. A business's customers are often one of its most valuable assets! Imagine how much it would cost in time and money to build a customer base for a new business. It takes time to establish trust and loyalty with customers. Is it any wonder why businesses run loyalty programmes?

With an existing customer base, a new business owner has an established platform for **launching new products** or services, especially if these compliment or are consistent with the existing offerings.

As businesses take greater advantage of online communication mediums, social **networking** is becoming a critical component to business success. Existing businesses already have a database of customer contacts that can be accessed for e-mail marketing, social networking and other promotional communications.

A Proven Business Model

Buying an existing business can eliminate much of the trial and error that happens in a typical start up. You'll make your share of mistakes with any business, but the learning curve will be much shorter and the consequences will be much less severe when you buy an existing business.

An existing company will usually have a **settled labour force**. Employment Agreements and working conditions will have been established and there will usually be very little need for change. In the current economy, many employees will want to stay with the

business to ensure their personal security and that will make your life a lot easier.

A profitable small business needs dozens of components that have to fit together properly in order to achieve growth and long-term sustainability. When you purchase an existing business, you'll gain **established systems**, departments and divisions that have a track record of functionality. If the business you are buying has been around for a while, it's likely that **efficient workflows** have already been created and you should expect to see smooth processes and operating procedures.



With an existing business you'll benefit from the company's established supplier and vendor networks. These are always subject to change depending on competitive pricing and ongoing efficiencies but there will be minimal need for any initial change if the **supply chain** is already reliable and cost-efficient. A new business will also be equipped with the resources it needs in the form of **tested technology infrastructure** to do business effectively.

Access to Financing

Financing is a major challenge for any small business, but this obstacle is much easier to navigate when you buy an existing business. Financiers are far more likely to lend for the purchase of an existing business than they are for a start up venture. Financiers also need to minimise their risk, and there's a lot less risk lending to a business with existing cash flow and a proven track record. This reduces the lenders risk to their ability to access the business skills of the new owner.

There are several reasons why buying a business makes it easier to secure acquisition finance. Lenders finance business purchases based on the assumption that the business will earn enough revenues to keep up with principal and interest payments. Established businesses have existing **cash flow** and are more appealing to lenders.

Lenders will always require a business plan to understand the business's potential. Financial estimates in a start up business plan are based on assumptions and projections and increase the lenders risk. What financiers are more impressed by is actual **financial history**. Buying a business means that you will be able to produce solid financial data and trend information to support your business plan and future viability of the enterprise.

An existing business usually has some form of **assets** and financiers love assets. Assets provide security that lenders can leverage their capital against to further reduce their risk. This also has an advantage for you as the borrower because it reduces your need to provide external security like your home.

Lenders also feel a lot more confident with a proven business model, particularly when the company has proven its ability to create a profit.

Buying an Existing Brand

Brand recognition is an important factor in business success and with so many brands competing for the public's attention, it can be difficult to imprint a new brand on the buying public's psyche.

When you buy a business you're buying an existing brand. Although companies with highly recognizable brands usually come at a premium, it's possible to buy a company that has started the branding process and is well on its way to widespread visibility. It makes sense to buy a business to get an established brand.

If an established brand is regarded as an industry leader, its current owner is probably well aware of its **brand value**. But that's not the case with most companies that are listed on the business-for-sale market. Brands have



intangible value that is often overlooked by sellers. As a buyer, you can translate a company's hidden brand value into profits after the sale.

Good businesses understand the value of a good brand and will fiercely protect it. Consider the **competition** between Coke and Pepsi, Microsoft and Apple. Some brands are so powerful that they are imitated - like England wearing a black jersey (as if it will help?!). Established brands have fought hard to claim their market position and engage in fierce battles to promote their brand. An existing business will often have elbowed their way up in the competitive brand arena.

When you buy an established brand, you're buying more than just a name and a logo. Brand acquisitions almost always come with

other **brand assets** including websites, marketing concepts, images, jingles and customer loyalty.

A business with an existing brand is worth more than one that is struggling to achieve recognition with consumers. Buying a business with an existing brand frees you up to concentrate on other parts of your new business. If you continue to grow the brand during the time you own the business, the brand will have increased value and greater **saleability** when you come to sell the business.

Is Buying a Business the Same as Buying a Job?

In the current economy with the difficult job market, many professionals and entrepreneurial business leaders are electing to buy a business rather than seek traditional employment. The idea of buying a business has a lot of benefits, not the least of which is the potential to provide the owner with a steady source of income. If the business is already established and profitable, new owners can be reasonably assured that they will be compensated for their efforts.

The biggest advantage of buying a business is that it gives you the ability to exit today's highly competitive job market. A business provides a great outlet for your professional skills, the ability to be in charge of your destiny, the opportunity to grow an asset, and the ability to continue to enjoy a secure income relative to the scale of the business. You get to determine what you're actually worth, and you can also **adjust your income** to suit your tax planning strategy.

Small businesses can also provide non-salary income for their owners. Owners can take dividends from the company as a way of supplementing their income. But even more importantly, the hard work you invest in your business can eventually lead to a much bigger payday when it's time to sell the company.

Dave Morgan - General Manager
LINK – Wellington;
Level 13, Davis Langdon House,
49 Boulcott Street, Wellington
T 04 472 7602 | F 04 472 7601 | M 021 471 992 |
E davem@linkbusiness.co.nz

The Basics of Buying a Business

Phil Patterson provides some insights into buying a new business.



Phil Patterson

Buying a business (as opposed to starting a business from scratch) can be daunting, especially if you have never been in business before. There are a number of steps you should follow to make sure you are making a sound investment.

Once you have found a suitable business, you'll need to verify the state of the business before you complete the purchase. This includes ensuring the sales are as good as the owner says they are, that employees will be happy with a new owner, and customers will remain loyal once you take over the business.

The main reason most people buy a business is for the infrastructure and ongoing cash flow. Make sure you investigate these thoroughly. It is also one of the reasons people buy franchises; they usually come with supplier agreements and a proven system of what works and what doesn't.

The initial approach

A business owner will want to sell the business for as much money as possible, and as the buyer you want to pay as little as possible. Once you have identified a business you want to buy, your aim is to make the seller want to sell the business to you – on your terms and at your price.

Establish your credibility

Formally register your interest in buying the business. The owner will usually have instructed professional advisers, such as a business broker, lawyer or accountant, to sell the business. Approach the advisers, rather than the owner, to explain why you are interested. Your integrity and your future plans for the business are usually extremely important to the seller.

It is a good idea to get your own advisers to negotiate on your behalf. Often the buying and selling of businesses can get emotional, and your adviser will give you objective advice and negotiate on your behalf, without any personal stake in the outcome.

Work out the seller's objectives

For example:

- Does the seller have to sell? If the answer is yes, what time pressures are they under?
- Does the seller wish to sell the assets or a company that holds assets?
- Is money the prime motivation for selling?
- Does the existing management aim to stay involved in the business?

If you know the seller's objective, then you have an advantage in the negotiation process.

For example, if they have to sell within a certain time period then you are more likely to be able to negotiate a lower price.

A question always to ask is: "If the business is as wonderful as they make out, why are they selling?"

Initial due diligence

A preliminary 'due diligence' needs to be completed, to ensure the business has no major problems, before you make a firm offer. The seller will often gloss over the weak areas of the

business, or put effort into creating short-term gains to give a favourable impression of the business. For example, lowering stock levels to artificially inflate profit before stock needs to be re-ordered can make the business seem more profitable.

Stories of key facts coming to light after a business sale is signed abound: employees claiming ideas are their intellectual property and not those of the past owner, new zoning laws are passed, a larger competitor opens a store nearby... Often, these are the real reasons the business owner is looking to sell. Investigate the business thoroughly before you even hint at being interested in buying it.

Get a feel for the business

- Research its market and its main competitors.
- Assess the key risks associated with the business's future trading and with the industry as a whole.
- Talk to their customers, and anyone else involved, such as suppliers.
- Try to have as much access to a business as you can before you indicate any interest.
- If the business has a location, stand outside (out of view) and estimate the sales activity. Visit the business at different times, both announced and unannounced. A buyer of a restaurant was fooled into believing the business they were considering was doing well because the seller invited friends around for a free meal every time he knew the buyer was appraising the business.

Ask industry experts for their views

- What is the prospective demand for the business's products or services?
- Are prices (and margins) rising or falling?
- How is the competition in that market changing? For example, which new competitors are entering or who else is looking to exit?
- Contact the local industry association if there is one (for example, if you were looking at a tourism business you could



talk to the Tourism Industry Association).

If the business is not making a profit, try to uncover the 'fatal flaw'. For example, it is not a good investment to set up a cafe in a location where three other food and beverage businesses have gone bust.

Detailed due diligence

Once you have indicated that you're interested in buying the business, you can usually get access to more detailed information after signing a Heads of Agreement, or confidentiality statement. For detailed due diligence, we recommend you do the following.

Contact some customers and ask them

- Who is their main contact at the business? If their main contact turns out to be the owner, his continued involvement will be more valuable.
- What is good and bad about the business's products or services?
- Do they use competitors? If so, what are their comparative advantages?
- What will the customer's future demand be for the business's products or services?

Ask suppliers for their views

- Does the business pay on time?
- How does it compare with competitors?

Analyse historical information and trends

- Look at sales growth, profit margins, overheads and working capital (debtors, creditors, stock and work-in-progress).
- Is there scope for improvement?

Check for inconsistencies

- Has the business recently changed its accounting policy (for example, on stock valuation) to show better profits?
- Compare the business's financial projections with other evidence you have. Do they tally with the historical trends? For example, are the debtor payment periods and the bad debt provisions realistic?
- Is the sales forecast achievable, given the current order book and the customer statements?
- Does it reflect the outlook for the industry and the whole economy?

You may need to revise any projections that are out-of-step with these indicators.

Check up on major balance sheet items

- When was the last full audit? If it was over six months ago, do another one.

- What are stock levels? Rising stock levels may be a dangerous sign, especially in manufacturing, seasonal or fashion industries.
- How large are the bad debts?

Employee audit

Consider an employee audit if you are allowed access to the business.

- Identify the key employees so you can plan how to run the business.
- Assess the general skill levels, employee turnover and pay, compared with industry averages.
- How do the employees feel about a change of ownership?
- Would you expect any to leave? If so, would the key people stay?

Complete a legal due diligence

- Confirm legal ownership of all key assets. This might include property, equipment, vehicles and intellectual property (such as registered patents, designs and trade marks).
- Check for any past, current or pending lawsuits.
- Examine all contractual obligations. This includes employment agreements (including any superannuation), and contracts with third parties such as customers and suppliers. Look for contingent liabilities.
- Consider what effect a change of ownership will have. Some contracts may be lost as a result.

Making an initial offer

Before you make an offer, get professional advice to help you value the business (especially if there are any tax implications). Make your own sales and profit projections rather than relying on supplied figures. If you can't identify where savings can be made, and where there is scope to increase profits, then you shouldn't be buying the business. The fact that you have ideas on how to increase profits is your good fortune, so don't inflate the price you offer because of opportunities you have identified.

Consider your level of risk. Risk is higher if the target business:

- Has assets (stock and equipment) worth less than your offer price.
- Relies on one or two major customers (or contracts, or suppliers, or key employees).
- Is currently unprofitable, or has a history of losses. In this case, you may have to fund losses for some time to come.

Though it sounds obvious, starting with a lower offer and increasing it if required is always a better strategy than going in high at the start.

Ultimately, the business is only worth what someone will pay for it. The seller might have to lower their expectations.

Goodwill

Goodwill is an amount you might be expected to pay in recognition of the value of the business's intangible assets like loyal customers, high profit, great staff, good location, long lease, and supportive suppliers. Try to negotiate goodwill down to zero if you can. Paying for goodwill is not always required and it is better to agree to pay more for assets than pay goodwill because assets can be depreciated over time.

Buy now, pay later

You might want to ask the seller if they will consider 'buy now, pay later' options. Instead of paying a once-off lump sum, you'll pay them off over a couple of months or years. This arrangement allows you to pay using cash generated from the business itself, and hints at the confidence of the seller that their business will be able to fund repayments.

Next steps

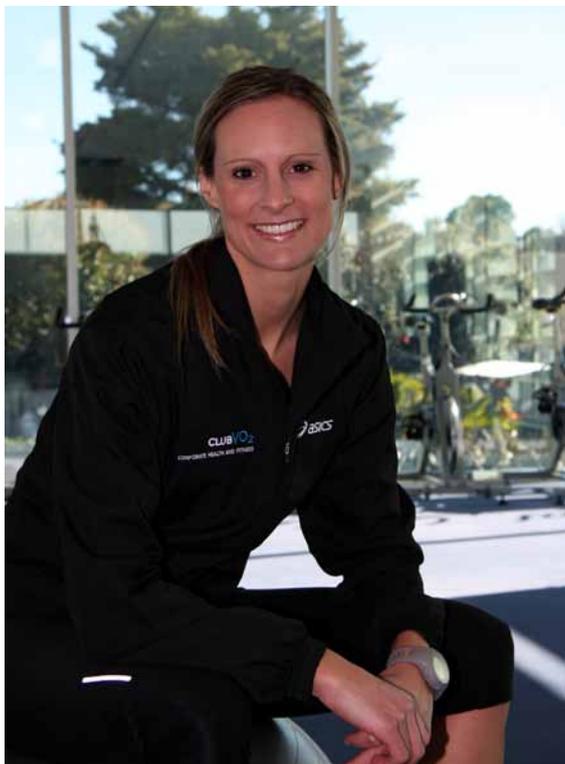
- If the business is a company, go the www.companies.govt.nz website and search for the company name.
- Get an expert to help – someone who understands how businesses in your industry are valued. Ask your accountant or bank manager.
- Search the Insolvency Register to ensure that the owner isn't bankrupt.
- Find out more about due diligence when buying a business. You'll need to do detailed research on the business you want to buy, the owner (credit history and Internet search), the business suppliers, customers, staff, and competitors.

Phil Patterson is Senior Partner, Wellington City for BNZ Partners. This article, supplied by The Small Business Company, is intended as a general discussion only. The views expressed are his own and do not necessarily represent those of Bank of New Zealand or its related entities.

Phil can be contacted via email Phil_Patterson@bnz.co.nz or on 029 200 8152

Mybusiness

profiling first-time business owners



Suzie Leuschke

Purchaser of Club VO2
Corporate Health & Fitness Gym
Ellerslie, Auckland

No, I was never specifically looking for a gym. I had discussed my different areas of interest, passion and experience with LINK and they short-listed different types of businesses that they believed met these requirements and would suit me.

Q. What made you excited about being in the fitness industry?

My biggest requirement for a business was that I wanted to feel like I was making a difference and helping people. I competed in the Coast to Coast at the beginning of the year which reinforced my passion for the fitness industry. I attended one of Steve Gurney's seminar's which reinforced how much I would also like to help bring out the best in people. I am now working with Steve to create events and speaking engagements via Club VO2 to help members and companies in the Millennium Centre Park in Ellerslie (Auckland), where the club is located.

Q. Was it difficult to find a business that you were happy with?

When I first started looking at businesses it was very overwhelming. Do I want a business that provides goods or services? Are some business industries traditionally more successful than others? What should I look for, and more importantly, what should I look out for? LINK emphasised the importance of finding the right fit and I was incredibly impressed with how quickly they were able to match my skill set and passions with possible businesses.

Q. As this was your first business, did you feel nervous at all during the purchasing process?

Always! However, I had a great support network around me that gave me confidence and reassurance whenever I needed it. Nick Stevens from LINK was there every step of the way and there were many times that I turned to him as a sounding board or for guidance. This hasn't stopped since the purchase and Nick has even joined the gym (together with his wife and daughter) and is still always available to help if I need it.

Buying a new business can be an exciting and sometimes nerve-wracking experience, but learning from others' experiences can make the process far less daunting. LINK business broker Nick Stevens recently sold a boutique fitness centre (Club VO2 in Ellerslie) to first time business owner Suzie Leuschke. We interviewed Suzie and asked her how she managed the buying process and how she is doing now a few months on.

Q. What is your professional background?

I studied Commerce and Law at Canterbury University and always thought I would head into Marketing or Sport. However, as I'm sure many other young professionals can relate, I ended up being enticed into the corporate world and a legal profession. I practised in both Auckland and Australia as a Corporate/Commercial Solicitor.

Q. Considering you are a lawyer, why did you decide to buy a business?

Law was never a passion and kind of just happened, as strange as it sounds. I have always loved the challenge of creating, developing and growing something and dreamt of one day having my own business.

Q. How long were you looking for a business before you decided to buy Club VO2?

Passively, I have always kept an eye out for business ideas and opportunities; however, I had only been actively looking for a business for a few months before the opportunity at Club VO2 arose.

Q. Did you specifically want a gym or were you considering other types of businesses too?

Q. Did you take advice from any friends or professionals before making your decision?

Definitely. I was fortunate to have my legal background but I still turned to my previous employer, Dawson Harford & Partners, who were amazing at helping me put the deal together. LINK's experience and guidance was pivotal and they even introduced me to BNZ, without which the purchase would not have been possible. Combined with my fantastic accountant, Jenny Rowsell, I always felt like I had the information and resources necessary to make the right decisions.

Q. How have you settled in since you have taken over as the new owner?

While it has been a crazy past couple of months, I feel like the dust is finally settling. Two things have made the transition that much easier; great staff and understanding members. I have been incredibly lucky to adopt a team that is just as passionate about their jobs as I am. The wonderful members at Club VO2 have also made settling in easy as it really does have a fantastic community feeling and I felt right at home in the first week. I also have a great relationship with Goodman (the owner of The Millennium Centre in Ellerslie where the gym is located) and believe that together we can take the business park to a new level.

Q. Have you made many changes to the business since you have been "in charge"?

The biggest change has been an increase in

"...I always felt like I had the information and resources necessary to make the right decisions."

the membership from employees within the business park. This has increased the energy in the gym and enabled us to introduce additional services, including Zumba, Yoga/ Pilates and, shortly, Massage Therapy services. We have also teamed up with ASICS which has really pleased the staff. I am also working on open communication with members and staff. I began by asking them to complete a questionnaire so that I could gain their feedback, thoughts and comments and slowly and steadily we are implementing these. I have to be patient and keep telling myself that "Rome wasn't built in a day..." – but it was built!

Q. What advice would you give to others who are looking to buy a business for the first time?

Work out what you are passionate about and what excites you. At least to start, you will live and breathe your new business, so it is crucial that it is something that you really enjoy and want to do. Then, "Carpe Diem" – seize the day and make it happen!

Q. What are your plans for the future?

Well that's a big question! My short term goal is to have all new procedures and platforms in place at Club VO2 in the next couple of months. My medium term goal is to create a strong relationship between Club VO2 and each member to ensure their expectations are known and, subsequently, exceeded. My long term goal is to establish Club VO2 as the best boutique corporate health and fitness gym in New Zealand. And to have a lot of fun whilst doing it!



Nick Stevens,
LINK Broker who sold
Club VO2 to Suzie.

e info@clubvo2.com
p 09 579 2582
w www.clubvo2.com
a Building D, The Millennium Centre
23a Main Highway, Ellerslie
Auckland

CLUBVO₂

CORPORATE HEALTH AND FITNESS



"A great deal of care and attention is put into each members personal programme...the group classes are fun and varied...and the staff are welcoming and accessible."

– Bernice Dingwall, Genesis Energy



ALL STAR CHEERLEADERS is New Zealand's largest and most experienced cheer company, with over 1500 cheerleaders nationwide (Auckland, Orewa, Hamilton, Wellington, Tauranga, Christchurch) & growing!

They also boast New Zealand's most experienced and internationally trained co-ed stunting coach, as well as highly trained gymnastic coaches and frequent specialist coaches from the USA.

Routines are Choreographed by Eric Little of Bring IT On fame.

SmartMail Team New Zealand combines the country's best cheerleading talent to form the New Zealand national representative all girl and co-ed cheerleading teams.

Every year SmartMail Team New Zealand represents New Zealand at the International Cheer Union World Championships typically held in Orlando, Florida, with great success! SmartMail Team New Zealand has finished amongst the top four nations in the world every year with the likes of Canada, Chile, USA and Australia!

2011 was no exception with SmartMail Team New Zealand All Girl claiming the bronze medal in the All Girl Elite competition behind Canada and Australia. SmartMail Team New Zealand Co-ed were narrowly pipped for Bronze by Australia to finish fourth in the Co-ed Elite competition.



SmartMail Team New Zealand relies on the generosity of sponsors in the New Zealand community to fund the travel and preparation of its squad for international competition.

LINK Auckland (Wairau Valley) is one of those supporters and is proud to be able to offer you the opportunity to support the team and to have the Co-Ed or All Girls Team perform at your next sales kick-off, Christmas party or other business event. Prices range from \$500 to \$5,000 + GST. Please contact Elaine Ford on 0274 459 852.

Buying or Selling a business?

Need a Lawyer?

Our experienced team can assist with all aspects of
Property and Commercial Law including:

- Business Sales and Purchases
- Franchising & Licensing
- Commercial Leases
- Trading and Family Trusts
- Company Formations
- Business structuring and succession planning
- Commercial Contracts

conveyancingshop
'affordable legal services'



Call us on 0800 Solicitor for affordable prices and excellent service

123 Manukau Road
Epsom
Ph: 09 638 6969
Fax: 09 638 6968

www.conveyancingshop.co.nz
lawyer@conveyancingshop.co.nz

35 Edinburgh Street
Pukekohe
Ph : 09 237 1008
Fax: 09 239 1020



WA
WISEADVICE[®]

WISE CHOICE FOR ALL YOUR ACCOUNTING & TAX NEEDS

Sellers: How can you sell your business for maximum profit?

Buyers: How do you make sure the business you are buying is viable and will be profitable in 12 months?

Answer: Wise Advice.

Like many other satisfied clients, you'll have:

- Sound advice on planning, structuring, budgeting and tax
- Access to up-to-date performance, cost and profit data
- Ongoing support and guidance
- Hassle free accounting and tax returns
- Time to concentrate on your core business



Our Accounting Service products are designed to offer you exactly what you need and fast!

www.wiseadvice.co.nz Call us today on: 0800 30 40 40



Business Opportunities

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



The authority on selling businesses™

JETTS – High Flying Returns Popular New Fitness Concept



JETTS is changing the way people do fitness with flexible, low cost, no contract, convenient 24/7 member access to their state of the art express fitness centres.

JETTS are the market leaders in the fast growing express fitness sector in Australia with over 100 clubs operating and proven "business fitness".

JETTS has grown rapidly in Auckland and are now rolling out their network of clubs throughout ALL centers in New Zealand.

JETTS is the ultimate "Investors" business - simple to operate, simple to market, has minimal staff, state of the art equipment, automated cash flow and billing, streamlined operating costs, and ongoing training and support - for a high return on investment.

The Jetts business model with its technology driven systems

allow owners to monitor and manage the business remotely with time demands as low as 5 hours a week for a near passive investment making it possible for multiple site ownership.

JETTS wants to hear from business minded investors with the enthusiasm to be the best. Industry experience is not necessary – we will train you!

Put your city or town or suburb on the map – call me about JETTS today.

Asking Turn key Operation \$250,000.

Equipment \$285,000 (Leased).

Ref 13452

Contact Barry McFedries

Ph 021 873 243

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

Win for yourself MORE than a Sporting Business MANAGE YOUR OWN TERRITORY & STORE



STIRLING SPORTS have nationwide opportunities.

Do you enjoy merchandising, marketing, and have a positive attitude towards serving every customer?

Are you a capable person that can organize, lead and motivate the staff on your team to score at the cash register?

Would you netWORK with schools, clubs and the many niche sporting groups that abound in your territory?

Are you a versatile business minded person with spark?

Do you have a lifetime of challenging work experience – yet still want more?

Are you financially capable and ready to invest this in your future?

Will you bring passion and enthusiasm to the conference table annually and your store daily?



Asking \$150,000 to \$750,000 all up

Ref 13500, 13501, 13502

Contact Brian Pankhurst

Ph 021 334 865

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

Join the #1 Global Franchising Opportunity Opportunities Available Nationwide from Far North to Wellington, \$150,000 - \$800,000



This franchise is ranked the number-one franchise in its category in the 2011 Franchise Entrepreneur Magazine's 500 rankings. With over 34,000 restaurants worldwide and over 200 in New Zealand this is truly a well systemised franchise system.

Outstanding opportunity:

- Part of the World's No 1 Franchise
- Part of New Zealand's fastest growing and most successful Franchise
- Profitable
- Growth opportunity for hands on owner operators
- Training Courses in Australia

- Well respected brand providing healthy options

The opportunity to gain entry to an exclusive network of the worlds top sub-sandwich stores.

All the hard work has been done establishing these businesses - it's up to you to grow them!

Specialising in provision of the range of salads and sandwiches that the brand has become internationally renowned for in terms of promoting "healthy Living".

The asking price of the business takes

into account the physical business assets, as well as the earning capacity of the business. Become part of a growing network of entrepreneurs.

For full details through a confidentiality process speak to the specialist in this brand, Nick Stevens.

Asking \$150,000 to \$800,000

Ref No 1 Global

Contact Nick Stevens

Ph 021 641 978

The Caci Franchise



With 25 Clinics throughout New Zealand, Caci is the clear market leader in appearance enhancement.

The Clinics offer a range of treatment programs in three main areas: Appearance medicine (Botox and fillers), facial rejuvenation, laser hair removal, microdermabrasion and skin peels, as well as providing traditional beauty therapy services.

The company has more than 17 years at the forefront of the New Zealand skincare and appearance industry with over 27 Caci locations in New Zealand.

"In 2008 we decided to implement strategies focused directly on franchisee profitability. We saw challenges approaching and we wanted to provide clear separation from our competition. Our strategies paid off: and we are pleased to say our clinics are doing well. The recession has had minimal impact on the business - if anything, it has crystallised our focus on the right things."

Opportunities available for resale of existing clinics from \$195,000 - \$495,000.

- Nationwide

For more detailed information on any of these businesses contact Nick Stevens on 021 641 978.



Asking \$195,000 to \$495,000

Ref Caci

Contact Nick Stevens

Ph 021 641 978



ARE YOU PASSIONATE ABOUT RETAILING AND WANT TO OWN YOUR OWN BUSINESS?

JOIN AUSTRALASIA'S LARGEST INDEPENDENT TOY RETAIL GROUP

Toyworld is continuing its expansion in selected locations throughout New Zealand, and are looking for the right people to join us in these exciting new ventures. We are the experts in toy retailing with 37 stores in New Zealand and over 200 in Australia.

TOYWORLD STORE OWNERS ENJOY MANY BENEFITS, INCLUDING...

- Exclusive use of the Toyworld brand, recognised and respected for over 35 yrs
- Preferential supplier discounts and payment terms
- National advertising campaigns to generate sales growth, brand awareness and market share
- Merchandising support available from shop design, fit out, through to the store opening
- Computerised point of sale system coupled with business analytics and KPI benchmarking
- Group product and buying benefits including access to all major international & local brands
- Direct import programs designed to offer a point of difference and enhance gross margins and profit



THE TOY BUSINESS IS A DYNAMIC & FUN INDUSTRY, DON'T MISS THIS EXCITING OPPORTUNITY!

The range of capital investment and opportunities vary between locations. If you would like further information please contact:

Nick Stevens
LINK - Auckland (Ellerslie)
Link Business Broking Ltd

Ph: 09 579 9226 ext 350
 Mob: 021 641 978
 email: nicks@linkbusiness.co.nz

NEW ZEALAND'S TOY EXPERTS!

www.toyworld.co.nz ☆  facebook.com/toyworldnz

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



Oporto - big on taste and value! A fast-growing, exciting and popular franchise operation.



Oporto is an opportunity for those with high aspirations for success.

At Oporto, we are different to most of the other fast food restaurants we cook fresh when you order not before - so the chicken burger or chicken meal really is fresh - straight from the char grill to the plate! At Oporto nothing is fried and nothing is frozen!

- Over 130 outlets worldwide
- Nine stores in NZ
- Many territories available

- Loyal fan base
- Quality fit-out
- Competitively priced premium product
- Year on year sales growth
- Extensive selection and training process

Giving the franchising programme our highest priority, we provide on-going training and management support.

While experience in the food industry is not a necessity, commitment and

determination are essential.

You need:

- An outgoing personality
- Excellent English skills
- Understanding of retailing
- Good communications skills

Opportunities available for some key sites, Nationwide. For full details on joining this dynamic brand, speak to Nick Stevens.

SIGNUP www.oporto.co.nz
BEFORE 31ST AUGUST 2011
**& BE IN THE DRAW TO WIN
AN APPLE IPAD?**

Asking \$300,000-\$350,000
Ref Oporto
Contact Nick Stevens
Ph 021 641 978

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



Oporto – The Taste of Addiction

More stores needed to meet Oporto's fans' needs



Once you have tasted Oporto you would want to come back for more. The freshly grilled burgers and chicken come with a range of addictive sauces and the result is a franchise that is a growing international brand with 130 outlets opened around the world.

Here in New Zealand our customers are craving to see more Oporto stores throughout the country. Looking at the growing demand the Master Franchisee Bhushan Arolkar has plans to double that number in Auckland alone over the couple of years. He is also looking to grant regional development licences for Wellington and South Island.

Oporto is a competitively-priced premium product,' Bhushan explains. 'We offer a fresh, healthy, high-quality chicken burger and we've got a really loyal fan base out there who will drive miles to get their favourite food fix. At the same time, we have to ensure that we can offer franchisees a good return on investment, so we've put a lot of effort into both quality and cost management over the last few years. We've

reduced fit-out and food costs dramatically at a time when stores are seeing year-on-year sales growth, so now is definitely the time for new franchisees to come on board and reap the benefits.'

Bramha Naidoo opened his first Oporto outlet in Botany four years ago, and the former teacher from South Africa now owns three of them. 'The support from the franchise team is excellent,' he says. 'Throughout the recession they did a very good job negotiating with suppliers and keeping food costs under control and we have all benefitted from that. Brand awareness is growing and people are now actively looking for the Oporto name. It's true – our famous chilli sauces must be addictive!'

Bramha says that new franchisees have to be prepared to work hard. 'You have to give of your best and produce food at its best every time. You have to be part of a team and need excellent staff. Above all, you must be hands-on – even though I have three stores with great managers, I spend two days a week in each. If you can do that,

Oporto offers a real opportunity.'

Oporto needs owner operators with a drive to succeed and urge to grow with the brand. The brand believes in offering great quality and consistency at all times. We are looking for outgoing people with excellent communication skills who understand retailing, can communicate well with customers and build long-term loyalty. We are open to considering multi site ownerships once the operator proves himself in the business.

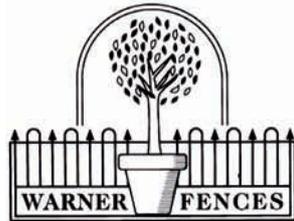
We offer a facility to train our franchisees and their management team in New Zealand. Our comprehensive training sessions prior to opening of a new store or buying an existing one, ensures that the operators are fully confident and prepared to run the show in a smart and systematic way.

For more info on Oporto please view our website www.oporto.co.nz.

We have some key sites coming up so talk to us now about joining a dynamic brand.

Fence and Gate Installation Franchise Two Territories – Northland & Hibiscus Coast

The Franchisee will be responsible for all aspects of selling and installing Warner Fences, Gates and Balustrades in the franchised area. The Business can be operated from home, no requirement for storage or workshop. Products delivered in a ready to install package from the Franchisor suppliers. Warner Fences have been trading in Northland for over seven years, numbers of sales significantly increasing during that time.



Asking \$80,000
Ref 13415
Contact Nick Stevens
Ph 021 641 978

Home Based Business - Work Your Own Hours!

Exclusive sales territories available throughout NZ. Exclusive product backed by TV advertising.

Ongoing income stream, excellent profits.

Be quick, secure your territory now and start earning! Total price only \$11500 includes stock (\$4,000).

Asking \$11,500
Ref 13512
Contact Graham Hoffmann
Ph 027 493 6411



Managed Cashflow, Easy To Own and Operate Businesses

Hibiscus - managed profit \$135,000 - price \$375,000.
Hawkes Bay - managed profit \$225,000 - price \$575,000.
Northland - managed profit \$120,000 - price \$325,000. Best time to buy these high profile franchise businesses in various locations! Anticipate 40% return on investment! New Government laws and market changes due to closure of competing stores are going to increase the revenue and profits.



Asking from \$325,000
Ref 13067
Contact Hari Gangisetty
Ph 021 629 993

Gourmet Food Store and Café – Jones the grocer franchise

Various locations around the country available... second one just sold! Secure franchise system and support from people who have set up and run their own successful store from scratch. Each new store will require an investment of \$300,000 to \$350,000 plus the initial Franchise fee of \$50,000 + GST. Opportunities exist in: Auckland, Christchurch, Wellington, Hamilton, Queenstown.



Asking See Broker
Ref 12982
Contact Nick Giles
Ph 021 676 832

New concept - large opportunity - Auckland and Wellington

Palmers, New Zealand's iconic gardening brand is now searching for the right people to join them in an NZ first concept store venture! Called Palmers Planet, we are looking in particular for new owners to be in the Flat Bush/Botany and Wellington areas. While the store will be Palmers branded, it will be completely different to any garden store seen in New Zealand before. These new stores will appeal to garden lovers and more! A diverse retail offering will include a garden centre, café/restaurant, clothing, giftware, BBQ's, spas, outdoor furniture and more.

The stores will offer a high-quality retail experience (especially appealing to the women customers who are a target market). Modeled on European garden centres but keeping the NZ customers in mind, this will be a stunner! Whoever invests in this should expect an impressive return of at least 25%.

Serious, driven, passionate owners, with retail experience will become the new franchise owners of these stores. Garden centre experience is not a pre-requisite, as Palmers will provide full operational support to whoever comes on board.



Asking \$2,200,000 approx.
Ref 13173
Contact Laurel McCulloch
Ph 021 786 813

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

Guaranteed Income. Money back Warranty. Sales Skills Required

RELOCATEABLE AND MULTIPLE LOCATIONS

QuickOffice Pro has 2 opportunities ; 1 - Exclusive North and South Island regional licenses and 2 - Service licenses for exclusive territories within these regions. Enjoy ongoing passive income from this strong and growing brand name. Have a look at www.quickofficepro.com.

Invest from \$27,500 to \$450,000- the choice is yours.



Asking \$27,500 to \$47,500
Ref 13463
Contact John Adams
Ph 021 974 097

Engine Reconditioning

Owner of 26 yrs retiring.

Whangarei based market leader.

Profit to owner exceeds \$200k.

Full range of equipment incl in price of \$495,000.



Asking \$495,000
Ref 12366
Contact Brett Clarkson
Ph 0800 345 670

Kerikeri/B.O.I

Pest Control. Profitable 5 day owner/operator business.

T/o shows substantial increase on last year.

Present owner of 6 years.

Priced to sell at \$125,000. Be quick.



Asking \$125,000
Ref 12964
Contact Brett Clarkson
Ph 0800 345 670

High performing 4 star FHGC motel in Northland

Priced to meet the market, this top quality business in Dargaville, Northland has 21 units, is beautifully furnished and maintained by the owners of twenty years.

The motel is the largest four star-quality motel in this rural/tourist hub of Northland and is therefore the motel of choice for the corporate market and travellers looking for four-star quality.



Asking \$2.3M as a FHGC
Ref 11253
Contact Stephen McElrea
Ph 021 612 284

Forestry, Farming and Heavy Machinery Repairs

NORTHLAND

Escape the rat race! This is a life-style business in the sunny far north. Mobile mechanical service and repair for diesel engines and machines.

Three vehicles on the road, as well as workshop based repairs. Huge growth potential! The business has seen growth of 50% on the previous year.

A mechanical experience or understanding of machinery or engineering would be an advantage.



Asking \$295,000
Ref 13509
Contact Nick Stevens
Ph 021 641 978

Acquisition Opportunity... Marine Service Industry

Expressions of interest are invited to acquire this well established service provider in the marine industry. Well established client base and experienced staff. Showing strong sales and earnings with excellent facilities and based in prime location in Northland. Revenues of \$668,000. EBITD \$137,225. A comprehensive memorandum is available and the price is well supported with financial history.



Asking \$480,000
Ref 12675
Contact Clive Derbyshire
Ph 021 946 491

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

Superbly Profitable Packaging

The opportunity to acquire a progressive mid size business in this sector providing this level of return rarely become available.

The retiring owners and founders of this 30 year old company have built a successful business on the fundamental principles of service, quality and innovation and have developed strong customer loyalty in their domestic and exports markets.

Experienced Management.

The business is entirely focussed on providing packaging solutions to both large and small food manufacturing companies including many leading brands.

- Gross profit – 3 year average 36%
- EBITDA – 19% to sales.



Asking \$4.8 M
Ref 13491
Contact Kevin Fraei
Ph 021 625 089

Import Distribution - Sales over 17.5 Million Offering 40% Return on Investment



Seeking expressions of interest over \$ 10M for a very profitable established business returning \$4M EBIT this year.

This opportunity offers handsome returns on investment. This established business imports & distributes a large range of branded products that are sold through an excellent network.

Sales are growing in NZ & the business is also looking to expand into Australia. This very profitable business enjoys excellent cash flow & a well spread customer base.

Sales of over \$17.5 million are being achieved with a small team & 1 warehouse.

Rapidly growing.

Information will only be given to qualified buyers in strict confidence

Asking Expressions of interest over \$10M
Ref 13232
Contact Bill Hayward
Ph 021 760 773

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

This Business Has All the Angles Covered! - Easily Managed

What an exceptional opportunity. Established over 25 years.

Regular loyal customers. Significant market share.

Most work is priced on completion guaranteeing gross profit margin.
Installed plant makes this business unique.

Return to working owner \$227k in 2010/2011 financial year.

Sales reported to be increasing. Don't delay, enquire now.

Asking \$750,000
Ref 13364
Contact Kevin Stevens
Ph 021 744 118



Government Funded Private Training Enterprise

Government funded PTE. Upside potential exists to increase the number of international students. Would suit an overseas tertiary training organisation or a local provider looking for additional EFTs funding.

- Main campus in Auckland
- Revenues circa \$5 million
- High TEC performance outcomes achieved.

Asking \$3.5 million
Ref 12556
Contact Richard Wood
Ph 027 279 7490



TOPs Funded Tertiary Training Organisation

As a result of a restructure this well established Private Training Enterprise is looking to divest that part of the business that is TOPs funded.

- Auckland Campus with room to grow
- Training for Work (previously TOPs) contracts with WINZ
- Straight to work contracts with MSD
- Business has grown consistently over the last 4 years
- Revenues of approximately \$1 million
- EBIT of approximately \$350,000

Asking \$1 million
Ref 12407
Contact Richard Wood
Ph 027 279 7490



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

Artisté - Car Painter

A well established business co-located with a cluster of Panel Beaters to ensure a steady supply of work.

Open 5 days only with a large 3500sq ft workshop and a heated paint booth, this business has a \$300K turnover and produces \$92K for a working owner.



Asking \$150,000 + SAV
Ref 12537
Contact Paul Redman
Ph 021 319 770

Wow! Muffin Break for only \$250K - North of the Bridge

This well known, high profile franchise cafe is in a shopping mall. Current turnover is averaging \$9,000 (incl GST) per week. Daytime only.

High coffee sales, easy food preparation and simple operation. Healthy profits. Owner is keen to sell. Call me now for an appointment to view.



Asking \$250,000
Ref 13493
Contact Maggie Chen/ Alan Feng
Ph 021 273 6258 / 021 861 358

North Shore Roast Shop - Easy Business to Run!

Well presented roast shop in the North Shore. T/O is \$6,000 per week.

Simple menu, easily run by a couple.

Great profit. Keen vendor.



Asking \$150,000
Ref 13545
Contact Maggie Chen/ Alan Feng
Ph 021 273 6258 / 021 861 358

Great Cash Business!! - Like-New Laundromat PLUS Liquor Sales

Two great cash businesses combined--- liquor store and coin-operated laundry for sale. Well known business, shop size about 300 sq/m with six washers and six dryers (less than two years old).Liquor shop is turning over \$22,000 per week, asking: \$250,000 plus SAV and laundromat is turning over \$1,300 per week, asking: \$80,000. These two businesses return great profit margins. Keen vendor will look at offers. Won't last long



Asking \$330,000 plus SAV.
Ref 13473
Contact Maggie Chen/ Alan Feng
Ph 021 273 6258 / 021 861 358

Dairy Shop CBD

Well presented Auckland CBD Dairy. Weekly sales \$13,000 with high gross profit.

Reasonable rent. It is comfortably operated by one owner and one part-timer.

The vendor is very motivated to sell.



Asking \$170,000 plus SAV
Ref 13299
Contact Maggie Chen/ Alan Feng
Ph 021 273 6258 / 021 861 358

Hair Salon - Newmarket - Urgent Sale!

This is a fantastic hairdresser in a prime location. The Salon has 8 work stations, 2 wash basins and waiting area.

T/O is \$4500/per week, reasonable rent for this prime location and great lease terms. A great opportunity! Call me today to find out more. Urgent sale.



Asking \$45,000
Ref 13201
Contact Maggie Chen/ Alan Feng
Ph 021 273 6258 / 021 861 358

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

Why Not Make Money While You are Having Fun..

A well known gift retailer is now available for sale.

Great location, simple operation with experienced staff.

Returned \$83k under management or as an owner operator returned \$128k.



Asking \$285,000 including stock
Ref 13260
Contact Kevin Stevens
Ph 021 744 118

Delightful Niche Retail Store

Great little business specialising in upmarket gifts and New Zealand souvenirs, arts and crafts.

Nestled in the lovely village of Titirangi, Auckland, Gecko is famous for its great range of products. Easy to run business by one full time person and a part timer.

More marketing and more awareness on the net this business can't help but get better!



Asking \$165,000 plus Stock
Ref 13551
Contact Laurel McCulloch
Ph 021 786 813

Located in Food Hall!

Great little business with room to grow! Good lease term is part of the package.

Specialising in fish and chips, here is an opportunity for an owner operator to make a difference.

The food sold here is a national favorite! Ideal for a couple, or someone looking for a business for the first time.

You will get brand, training, support and more!



Asking \$100,000
Ref 13475
Contact Laurel McCulloch
Ph 021 786 813

Small investment – Large opportunity!

Brumby's Remuera is in the right place, all it needs is an enthusiastic owner operator.

Fully managed and selling for plant only, this is an opportunity to turn this business around! Premises will be re-painted, and new signage provided by overseas Vendor.

Use the brand, system, training and support to make this as asset for yourself and your future!



Asking \$80,000
Ref 12139
Contact Laurel McCulloch
Ph 021 786 813

Mobile Bar Business- Get in for September!

Party Hoppers Rodney is now available. Party Hoppers are a great home based business selling drinks from these eye-catching bars. Events are already booked so there is business waiting for you, if you get in by September/October.

Party Hoppers are hired for parties, weddings, 21sts, sports events and more. It's up to you as to how busy you want to be!



Asking \$95,000
Ref 13498
Contact Laurel McCulloch
Ph 021 786 813

Import Distribution Automotive with Master Franchise Relocatable

Importing accessories for motor vehicles in the tracking and telecommunication fields and distributing them to end users with installation arranged.

Established over 14 years and still room to continue grow with extra Franchisees and organic growth.

Owner works in the business two days per week assisted by one administration person. Returns over \$172,000 to owner.



Asking \$595,000 + \$20,000 Stock
Ref 13454
Contact Robin Harris
Ph 021 968 779

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

Auckland Airport Café Opportunity

Jamaica Blue will be the only café on site in the newly built Formule 1 hotel in Auckland airport area.

Full kitchen will provide breakfast, lunches and light meals for hotel patrons as well as a large number of customers from the surrounding office buildings.

Inside and outside seating. All it needs is a great owner!



Asking \$510,00 (incl. Fit-out, franchise fee)
Ref 13429
Contact Laurel McCulloch
Ph 021 786 813

Bakers Delight – West Auckland Making Dough \$\$\$

Excellent location, perfect for someone with drive, looking to be their own boss.

This is a great opportunity to join this popular international franchise brand with 700 outlets over 4 countries.

Industry experience not necessary as there is comprehensive training over a 3 month period plus ongoing support.



Asking \$445,000
Ref Bakery
Contact Nick Stevens
Ph 021 641 978

Be Your Own Boss

Successful beauty salon with three treatment rooms plus a wax room, large reception, kitchen/storage/office.

Low rent \$19,392 pa (\$372.92pw) incl. gst. The business has shown strong growth over the last 12 months with T/O \$180,000 and profits of \$65,000.

Exciting opportunity for new owner to capitalize on continuing growth.



Asking \$195,000 incl. Stock
Ref 13544
Contact Fiona Carter
Ph 027 497 7707

Beautiful Balinese Style Spa

Handy city fringe location offering four treatment rooms, one with shower, relax room, reception and kitchen/laundry.

Client parking included in lease. Already successful, this business has huge potential for future growth.

Owner does not work in business and would be ideal for owner/therapist to continue upward growth trend.



Asking \$77,000 plus Stock
Ref 13121
Contact Fiona Carter
Ph 027 497 7707

Hair & Beauty Set up and Managed Selection

An incredible concept with shops being opened throughout the North Island in major shopping centres, nine already completed with a further 6 underway.

Returns from \$2000/week to absentee owner to over \$6k/week.



Asking \$320,000 - \$980,000
Ref 13352
Contact Robin Harris
Ph 021 968 779

NZ's favorite takeaway still!

Several sites in Auckland need owner operators in this well known NZ brand.

Ranging from \$60K - \$100K you don't need to know how to prepare food because you will get training, and ongoing support.

Watch this brand grow and develop over the next few years and be part of that growth.



Asking \$60 - \$100,000
Ref 13475 A
Contact Laurel McCulloch
Ph 021 786 813

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

Homeware & Gifts

Situated in one of Auckland's top malls and showing returns over \$80,000 to part-time owners.

An excellent range of up market Homeware and Gifts and considered one of the top shops in its field. Owners retiring and are prepared to let new owner have the Christmas Trade.

Opportunity for new owner to expand sales.



Asking \$170,000 plus Stock (approx. \$100,000)
Ref 13137
Contact Robin Harris
Ph 021 968 779

Café – Major CBD Corporate Café Just Five Days!

Approximately \$30k pw turnover reported. Five days only (Monday to Friday). Public Holidays off! Premium location and HQ building.

Coffee sales 70kg + per week. Large café with light and airy indoor spaces. Great outdoor seating. Fully licensed. Long and secure lease.

Should be \$300k+ here to a working owner. This is a cracker.



Asking \$995,000 plus Stock
Ref 12811
Contact Nick Giles
Ph 021 676 832

Café – Five Days and Short Hours Only!

This is a five day café. Awesome central location and profitable!

An owner should make \$90k here (\$120k for a couple). 7:00am to 3:30pm Mon to Fri only!

Costs here are low... Rent under \$20k per year!

Simple menu and cabinet food! Coffee 65% of turnover (15kg per week)!



Asking \$175,000 plus Stock
Ref 12897
Contact Nick Giles
Ph 021 676 832

Restaurant – Thai. Very Good Set Up and Very Profitable!

West of Auckland. Very strong name and superbly run under management.

Vendor reports sales over \$850k per year. Excellent upmarket location – lots of parking. Completely refurbished and brand new kitchen equipment!

Secure lease and good rent. Good training and support here. Outstanding buy. Price is reasonable and negotiable.



Asking \$299,000 plus Stock
Ref 13389
Contact Nick Giles
Ph 021 676 832

Restaurant / Cafe / Bar – CBD. Vendor Reports Surplus \$200K+!

Stunning CBD waterfront location. Average sales around \$18k+ per week.

Very strong lease in place (to 2020). Good reviews and peoples' choice award. Training and support provided.

The owner is negotiable as other commitments are calling him away.



Asking \$595,000 plus Stock
Ref 13317
Contact Nick Giles
Ph 021 676 832

Café Franchise – One of North Shore's Finest!

One of the best names in the business. Extremely high quality. Vendor reports sales of \$30k per week.

Daytime only. 40+kg of coffee per week. Stunning 280m2 modern café. Very Secure lease.

There will be lots of training and ongoing support here. Owner should make \$400k profit!



Asking \$1,400,000 plus Stock
Ref 13163
Contact Nick Giles
Ph 021 676 832

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

Acquisitions Opportunity – Hireage Market

This 15yr old business is in the business of hireage of 419 Portable Toilets.

Portable toilets are built to last, are relatively easy to repair and have a life of 30 years or more.

There is significant and real growth available for this business for quite unique reasons.

Expressions of interest are invited at a total price of \$560,000.



Asking \$560,000
Ref 13517
Contact Max Heron
Ph 021 949 021

Engineering and Reconditioning Services - Semi-managed - Vendor Retiring

Owners Cash Profit over \$300,000 PA! Consistent turnover orbiting \$2million PA. Established 35 years. Solid reputation, leader in its field of engine reconditioning, machining & engineering services. Broad, loyal customer base.

Established operating systems, experienced staff, well maintained plant & equipment offer the new owner the opportunity as a working owner or continue to operate under



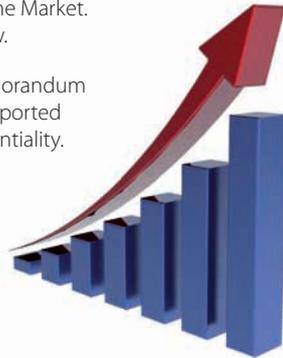
semi-management. Strict confidentiality.

Asking \$1,200,000
Ref 13568
Contact Graham Hoffmann
Ph 027 493 6411

Food Manufacture/Wholesale - Owners Cash Profit \$319,000 PA !

Sales \$1.2million and growing! Niche Market. Excellent presentation and cashflow.

A comprehensive Information Memorandum is available and the price is well supported with financial history. Strict confidentiality.



Asking \$895,000
Ref 13322
Contact Graham Hoffmann
Ph 027 493 6411

Private Training Establishment

We are seeking expressions of interest in this unique PTE.

Growing revenues over \$2 million. Net EBIT \$1.2million plus.

This is an excellent opportunity to continue the growth based on NZ and international students.



Asking \$3,750,000
Ref 13601
Contact Richard Ridler
Ph 021 904 672

Well Known Franchise Chain! Café - Five Days!

Five days only. One of major brand. Up-Market cafe! Quality set-up. Low risk. Strong support. Unique location.

Doing around \$10,000/week. Very rare on market. You need to be quick to secure this one. Quality clients.

Big potential to improve for caterings & functions.



Asking \$320,000 plus Stock
Ref 13455
Contact Roger Cook
Ph 0274 322 325

Cafe, Well established - North Shore!

Set in a popular North Shore residential area, walking distance to the beach. Enjoys a sunny location with indoor/outdoor seating. Busy main street with a lot of foot traffic!

Turnover is \$12,000/week, Good GP. The vendor willing to give training and support to purchaser.

It is your opportunity to purchase this well run daytime cafe with potential.



Asking \$295,000 plus Stock
Ref 13460
Contact Roger Cook
Ph 0274 322 325

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

Local Drycleaning and Suit Hire Business!

Local Drycleaning and Suit Business on busy Road, six days. Current owner retiring after 27 years.

Good opportunity for someone to run their own business.

Very reasonable asking price, only \$82,000 including all the stock!



Asking \$82,000 incl. Stock
Ref 13423
Contact Roger Cook
Ph 0274 322 325

Five Day Café - Big Opportunity - Good GP!

Weekend free! Five day cafe in the heart of high rise buildings near a busy shopping area.

T/O \$9,500.

Good GP. Big space with bakery equipment. Room to improve. Good parking with a lot of foot traffic. This business can be improved.

Big opportunity for someone! Be quick on this one, it won't last!



Asking \$295,000 plus Stock
Ref 13580
Contact Mei Wang
Ph 027 436 7848

Liquor Shop in Central Auckland - Hard to Find!

Spacious liquor shop in a busy location, within a busy block. Weekly T/O \$24,000. Ample parking. Cheap rent with secure lease.

All plants still in very good condition. The business currently run by staff, it could be improved by owner operated.

Hard to find the liquor shop like this in central Auckland. Call now!



Asking \$320,000 plus Stock
Ref 13538
Contact Mei Wang
Ph 027 436 7848

Five Days Sushi - Excellent Location In Central Auckland!

Five days sushi shop located on the busy main road with apartments and residential area around!

Ample parking. Easy to run and manage! The equipment is very good quality.

Asking \$95,000 + Stock
Ref 13540
Contact Mei Wang
Ph 027 436 7848



Service Stations - most desirable brand and locations

Choice of potentially the best on the market! 3,500,000 to 2,800,000 liters per year. Shop sales \$700,000 to \$800,000 PA.

Working owners should earn \$120,000 to \$200,000 PA.

Very keen vendors asking reasonable price from \$350,000 plus stocks.



Asking from \$350,000 plus Stock
Ref 13411
Contact Hari Gangisetty
Ph 021 629 993

Liquor Store - Central Auckland location

Weekly sales over \$18,000 with high wine sales and high gross profit margins.

Very secure and desirable location with quality customers and supporting retail.

Good lease and rent and out goings all under \$45,000 plus GST PA. Full potential has not achieved yet.



Asking \$225,000 plus Stock
Ref 13594
Contact Hari Gangisetty
Ph 021 629 993

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

A License to Print Dollars

Leading award winning print company for sale – owners retiring. This business has it all – growth, sustainability, good profits and a great staff.

The income just keeps on growing – the recession didn't even affect it. This business has a number of facets each providing an income stream.

All go together to produce a market leader in the printing industry.



Asking \$930,000 plus Stock
Ref 13602
Contact Basil Badenhorst
Ph 021 0239 3700

Clean up the market with this one!

Specialist cleaning business with all the right contacts. Not your typical cleaning business – this one does not just clean offices or houses – it involves contracts with commercial and industrial companies as well as residential work.



From project management on sites to art galleries – nothing is too difficult to handle.

Sales and marketing owner required to continue the growth.

Asking \$330,000
Ref Cleaning
Contact Basil Badenhorst
Ph 021 0239 3700

Import Distribution Business with Massive Growth Potential

A substantial importer of a wide range of products into New Zealand. This includes an exclusive brand from one of the largest international companies.

Due to its unique positioning this company has a solid base to continue its growth with one of the best customer bases in the country.

Owner reluctantly selling. Are you quick enough to realize this opportunity?



Asking \$520,000
Ref Import
Contact Basil Badenhorst
Ph 021 0239 3700

Asian Eatery in Ponsonby - Fantastic Set-Up, Owner Leaving

All the hard work is done. Concept is outstanding, excellent location, splendid menu, great branding and incredible website.

Owner has to go. Business is ticking well, but could still benefit from a good operator.

Not easy to find a well set-up business in the heart of Ponsonby at this affordable price.



Asking \$135,000
Ref 13581
Contact Efen Pascual
Ph 021 782 820

Rest Home Plus, Fully Managed

For sale is an established rest home business that is fully managed for years.

Just under 30 beds. Add-on income derived from other facilities around the village.

Close to hospital and central commercial area. The co-owners have decided to move on to their respective industries of expertise.

Recent refurbishment has made the rest home more appealing and preferred in the region.



Asking \$1,950,000
Ref 13466
Contact Efen Pascual
Ph 021 782 820

Robert Harris Coffee Roasters in South Auckland

Great opportunity to join a famous and respected brand. This franchise store is well established and has been there for a long, long time.

Refurbished premise, awesome location and plenty of room. Minimal staff required. Suitable to an owner-operator or a husband and wife team.

Not easy to find a profitable and recognized business offered at this price.



Asking \$159,000
Ref 13154
Contact Efen Pascual
Ph 021 782 820

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

Franchised Gourmet Burger in Central Suburb

Semi-managed business. Easy to operate, well presented Burger Franchise with a steady turnover. Awesome tasting burgers, a popular brand among the locals. This store is long established.

It is in a highly visible location in an up market and central suburb. Plenty of parking, next to bus stop. Short store hours, big spending customers.



Asking \$130,000 plus Stock
Ref 13469
Contact Efren Pascual
Ph 021 782 820

A Bankers Dream

Well established motor vehicle repair service centre with extensive client base.

Currently run under management. Revenue \$1,000,000. EBIT after management \$178,262 (ROI 36%).

Central premises / location. Market leading service provider.



Asking \$495,000
Ref Motor
Contact Clive Derbyshire
Ph 021 946 491

Service Provider

A successful service business in the plumbing/gas fitting industry.

Well established client base with a majority of repeat business located in central Auckland. Revenue \$873,262.

EBIT before management \$178,961 (ROI 26%). Market leading service provider. Vendor assistance for easy transitions.



Asking \$308,000
Ref Plumbing
Contact Clive Derbyshire
Ph 021 946 491

Booming Home Improvements Business \$450k Profits

This is a well established business specialising in the direct marketing of an inclusive "package deal" of home improvement products and services direct to home owners throughout greater Auckland.

The business is a genuine market leader and benefits from excellent management staff and systems. Management options. Very profitable.



Asking \$1,200,000
Ref 13150
Contact Bruce Cattell
Ph 021 779 439

Manufacturing Engineer. Pressed Items. Sheetmetal

For over 30 years this West Auckland based business has provided industry with a wide range of pressed items, sheetmetal and tubular custom made products for shopfitting, furniture, wire making and general purposes. The business returned over \$200,000 to a working owner in 2010/2011 on revenue in excess of \$800,000 and benefits from a stable, long serving, highly skilled work force.



Asking \$325,000
Ref 13448
Contact Bruce Cattell
Ph 021 779 439

Café – Amazing Premises in Popular Central Suburb

Located in spectacular renovated historic premises this spacious, fully licensed café has built a strong following of regular customers who appreciate the friendly environment and the wholesome, healthy cabinet, light meals and coffee on offer.

It is also available for functions ranging from children's birthdays to weddings as the décor and layout are exquisite.



Asking \$385,000 plus Stock
Ref 13408
Contact Greg Mullins
Ph 021 943 844

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

Bar, Restaurant & Gaming Machines - East Auckland Opportunity

Enjoying a corner site in a popular East Auckland "village", this attractive, established community focused restaurant and bar has a strong local following of regular customers making it a great place to work in.

It also has indoor/outdoor seating, very worthwhile consistent weekly sales, a floor area over 350sm, and gaming machines which help pay the rent.



Asking \$585,000 plus Stock
Ref 13044
Contact Greg Mullins
Ph 021 943 844

Bar, Restaurant/Café and Gaming – Location, Location, Location!

If location is important then this bar is a winner! It has a fabulous corner site in a busy Central Auckland retail and office area, a floor area of over 300sm and an outside seating area of over 100sm. It also has 18 gaming machines on site, excellent weekly sales and potential that is just about unbelievable!



Asking \$725,000 plus Stock
Ref 13399
Contact Greg Mullins
Ph 021 943 844

Restaurant & Bar – One of Auckland's Best

Enjoying an incredible location with stunning harbour views this extremely popular, profitable enterprise has an enviable reputation of being one of the largest, best-known and most consistent performers in Auckland.

It has proven systems in place that help make the running of this business relatively straight forward on a day to day basis. The vendors are also willing to provide excellent training and support to ensure that the transition period for a new owner goes well.

If you think you can handle a bigger, better hospitality venue and are not afraid of being one of the best then call now to find out more.

Asking \$1,225,000 plus Stock
Ref 13462
Contact Greg Mullins
Ph 021 943 844



Kiwi Bank, Post Shop and Franchised Stationery

Join high profile brands with rapid growth particularly banking industry.

Excellent mall location. Long lease and rent terms. Experienced staff.



Asking \$790,000 plus Stock
Ref 13386
Contact Anil Vazirani
Ph 021 0277 8149

Food Manufacturing / Import Distribution Company

This company set up in 2008, has had a tremendous growth in recent years, with current turnover of more than \$1.5 million with no effect of recession.

The hard work has been done by the Vendor, MAF licenses and permits are in place - a feature very few other NZ businesses possess.



Asking \$750,000 incl. stock
Ref 13520
Contact Anil Vazirani
Ph 021 0277 8149

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

Supermarket – Fruit, Veges and Grocery

Weekly sales between \$35,000 to \$40,000. Good margins & limitless potential of growth.

This business is situated in a very busy central Auckland suburb. Plenty of parking, storage and work space plus office.

This store has a good staff infrastructure therefore easily managed.



Asking \$390,000 plus Stock
Ref 13590
Contact Anil Vazirani
Ph 021 0277 8149

Newmarket- Established Café With Regular Catering Run

Café strategically located. High visibility at street level ensuring substantial footfalls.

Equipped with quality fit outs and can seat up to 38 people.

Loyal customers developed over six years. Well trained staff. Get in time for the big sporting event.

Vendor will consider all sensible offers for a quick sale.



Asking \$90,000
Ref 13592
Contact Neville Choksi
Ph 021 059 9519

Hot Roasted Nuts – Sylvia Park Kiosk

Prime location - high profit margins. Excellent cash flow for owner operator.

Quality fitout to the highest quality. Good lease. Great weekly turnover. Great position in the mall.

Motivated vendor leaving the country, looking at all offers.



Asking \$99,000
Ref 13412
Contact Nick Stevens
Ph 021 641 978

Anchor Milk Distribution Franchise - North Shore based

Multi truck operation. Leading company with large cash flow, systems and support. Highly profitable business. Real profitability and growth potential.

Here is one of New Zealand's best franchises with all the security and peace of mind that comes with a national brand.



Asking \$699,000
Ref 13135
Contact Nick Stevens
Ph 021 641 978

Bakers Delight –North Shore. Making Dough Money!

Excellent location, perfect for someone with drive, looking to be their own boss.

This is a great opportunity to join this popular international franchise brand with 100 outlets over 4 countries.

Industry experience not necessary as there is comprehensive training over a 3 month period plus ongoing support.



Asking \$150,000
Ref Bakery A
Contact Nick Stevens
Ph 021 641 978

Hire Business-Industrial Commercial

This business could do much better with a hands on owner who has sales/administration background.

Plant and equipment worth \$300,000.



Asking \$425,000
Ref 13435
Contact John Adams
Ph 021 974 097

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

Christmas Heirloom Company – Seasonal business opportunity!

Retail brand specialising in the most lucrative of seasons - 3 months work for a good profit. Yes this is a lifestyle business - trading from October to December, this gives you summer off for the family.



Fantastic opportunity for people with retail experience to purchase this unique franchise.

A number of territories available. Full training will be provided.

Asking \$7,500 + minimum of \$35,000 stock
Ref 13277
Contact Nick Stevens
Ph 021 641 978

Video Store Franchise Opportunity - Central Auckland Location

Fantastic chance to gain an entry and join this dynamic and progressive organisation.



With an already established client base the business is set to grow and prosper in the future.

One of the best franchise systems on the market, if you are motivated, and willing to put in the time to push this business, it will reward you.

Asking \$325,000
Ref 13325
Contact Nick Stevens
Ph 021 641 978

Commercial Laundry – Central City location

This young business is primed for growth. A motivated owner with skills in business-to-business marketing could take this business, double its sales to fill capacity, and then begin focusing on growing the franchise network up and down the country, and even internationally. With fully scalable systems and procedures already in place, this laundry is just waiting to be pushed.



Asking \$395,000
Ref 13227
Contact Nick Stevens
Ph 021 641 978

Multi truck operation, distribution - Dairy and Small Goods

This business is well established, and turning a very healthy profit as a managed business. The company delivers branded and private label milk and various small goods to food service and route food service including convenience stores, gas stations and dairies. This is an excellent opportunity for someone with drive, sales skills, and some management skills to build on this great brand. North Shore.



Asking \$790,000
Ref 13296
Contact Nick Stevens
Ph 021 641 978

The Sweetest Little Chocolate Shop - Auckland City location

A profitable and well established business. This is the first time this exciting franchise has come onto the market, fantastic opportunity to purchase this unique franchised retail outlet.



Specialising in the sale of boutique New Zealand made chocolate products, with over 20 stunning brands. Proven track record, this business shows great potential to grow and prosper. A sweet business!

Asking \$235,000
Ref 13349
Contact Nick Stevens
Ph 021 641 978

Wendy's Super Sundae - North Shore Location

A Leading franchise business in its category with over 300 stores throughout New Zealand and Australia. The stores are easily operated include extensive initial training.



This is an excellent entry level business which does not require an owner/operator. Seldom does a business with such a long history of successful trading become available.

Asking \$265,000
Ref 12780
Contact Nick Stevens
Ph 021 641 978

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

Glenfield Hair Salon

A well run Salon located at the gateway to a large residential area on main arterial road. Business established 30 years ago and under current owner for last 6 years, includes 3 basins and 7 workstations. Beat the recession blues, this business has sales of \$279,000, is semi managed and has provided a disposable income of \$76,000 to a part time owner.



Asking \$88,000 + SAV
Ref 12581
Contact Paul Redman
Ph 021 319 770

Location Location Location

This cafe is located in a busy garden centre which generates a lot of return business as well as many casual diners from visitors to the garden centre.

With turnover approaching \$10,000 per week, this would be a market leader in the district. Excellent lease and rental offers a new owner continued and sustainable profit.



Asking \$200,000
Ref 12185
Contact Brett Clarkson
Ph 0800 345 670

Childcare Centre - Free Hold

MOE license for 25 children (2 to 5 years). After successfully managing for over 17 years the owner is now wishing to retire.

Well run business with good education and development programmes.

Room to expand further. Contact Childcare Specialist Broker for further queries.



Asking \$890,000
Ref 13061
Contact Pra Jain
Ph 027 279 4652

Courier Business

Established and fast growing courier company wishing to appoint three owner operators in Auckland Metro area.

Minimum guarantee \$5k pm + GST. Three years of written contract.

Opportunity to increase revenue. A unique run operating in niche market.



Asking \$47,000 incl. vehicle
Ref 13470
Contact Pra Jain
Ph 027 279 4652

Transport Company

Small business established over 25 years. It has five staff and provides reliable quality service to its loyal customers in Auckland area. All pallet work. T/O \$570k pa.

Great opportunity with room to expand.

Owner wishes to retire



Asking \$370,000 incl. vehicles
Ref 13437
Contact Pra Jain
Ph 027 279 4652

Four iconic brands! Paperplus, NZ Post, Kiwi Bank, Lotto

Here's an opportunity and only 6 days per week...closed public holidays. Outstanding opportunity to purchase in this great South Auckland location with parking. Located in a busy business high population density area, the store is owned & operated locally. Serious group buying power. Better pricing & products. The store tailors its range of stationery products to suit local demographics.



Asking \$695,000
Ref 13433
Contact Nick Stevens
Ph 021 641 978

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

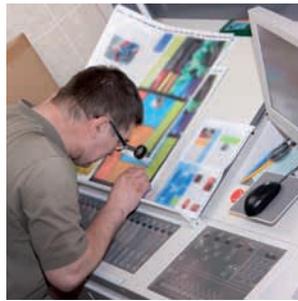
Print & Graphic Design Franchise

This well established business printing franchise with graphic design & marketing capability, services a large local business community.

The business owns a share of a dedicated printing co-operative which handles the print production, allowing the owners to concentrate on their clients and business growth.

Good franchise support ensures this business will continue to evolve and grow.

Turnover \$820,000+GST



Asking \$270,000
Ref 13468
Contact Paul Redman
Ph 021 319 770

Top-end leather products

Well established manufacturing business, based in Onehunga, provides custom- made leather accessories for fashion houses, creates high-end leather architectural features as well as servicing the corporate gift market.

Nine clever staff, including one sales rep, produce revenue of over \$600K per annum. Ripe for internet sales.

A good bolt-on business. Price of just \$275K includes \$180K of stock.



Asking \$275,000
Ref 13368
Contact Stephen McElrea
Ph 021 612 284

Serviced apartments

38 serviced apartments in trendy Ponsonby. 4 star + quality.

Owner operator earns \$210K. Price \$850K.

Consistent performer over five years.



Asking \$850,000
Ref 12688
Contact Stephen McElrea
Ph 021 612 284

Do you enjoy making people look good and feel good?

Then this suit hire business needs you... This premier suit hire business is offered for sale. It specialises in men's and boy's formal wear for all occasions and includes an extensive range of accessories. Great location with plenty of parking and long lease. This business is currently run under management but would ideally suit a working owner. Cash surplus to working owner approximately \$81,848.



Asking \$180,000
Ref 13531
Contact Kevin Stevens
Ph 021 744 118

Success Story Awaits New Owner: Paint Supplies

This Hamilton business has been set up in the current recessionary period and has grown to a significant size in a relatively short period. Substantial business development has been undertaken. Other avenues can be pursued.

The business deals in quality, environmentally friendly industrial and decorative coatings and accessories. Currently run with one owner. Net surplus around \$95,000.



Asking \$260,000
Ref 13476
Contact Rhys Douglas
Ph 021 718 331

Rest Home Business and Freehold Property

Well established Resthome in Waikato region. Long standing reputation for the provision of quality services to clients, offering a warm loving family environment.

Registered with 21 beds the home is operating at full occupancy for most of the time catering for stage 2 clients and also day care for short term, respite and rehabilitation convalescence. Price reduced, motivated vendor.



\$190,000 Business/ \$960,000 Freehold.

Asking \$1,150,000 plus GST (if any)
Ref 13218
Contact Linda Harley or Belinda Brice
Ph 0274 369 134 Linda - 021 412 242 Belinda

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

Airconditioning and Heatpumps Sales and Service

Operating throughout greater Waikato and beyond, this market leading business benefits from excellent systems, reputation and staff.

It specialises in the supply, installation and maintenance of Heatpumps and Airconditioning Systems and markets an inclusive "package deal" including design, project management and installation to private and commercial clients.



Service contracts provide recurring income. Plenty of potential for growth. Very Profitable.

Asking \$950,000
Ref 13290
Contact Bruce Cattell
Ph 021 779 439

Manufacturing and distribution, servicing NZ Primary Sector

The owners of this business have invested heavily in product development, plant and equipment, marketing and brand establishment to secure their product as a leader within their product range.

The well established wholesale distribution network throughout NZ, provides a secure supply chain for sales of product and after sales service for customers.

The sale includes all plant and equipment for the manufacturing operation and also the opportunity



to purchase the freehold property as a freehold going concern.

Asking \$1,000,000 Bus/
 \$1,100,000 F/H plus GST (if any)
Ref 13356
Contact Linda Harley
Ph 0274 369 134

Freehold Waikato egg farm. Fabulous lifestyle here!

There are 31,000 laying hens in a fully automated system for feeding, watering, and manure collection so running the farm does not require previous industry experience.

1.65 h.a. land. Buildings include a 3 b/r older style house, poultry sheds & packing/storage sheds. The motivated vendors are retiring & have just slashed the price by \$350,000 !! Trades considered.

A profitable, laidback, lifestyle



available here ! Ideal for the semi retired.

Asking \$1,400,000 plus Stock
Ref 12924
Contact Peter Redward
Ph 0274 920 453

Senior Home-Care Services Successful Franchise Opportunity

Unique opportunity to acquire a profitable Hamilton based franchise business and company, with the added support and proven processes of an internationally recognised franchise system.

Serving the fastest growing demographic in the New Zealand – the aging senior population.

Good profit, consistent monthly turnover, competent and enthusiastic staff in place, ACC, DHB contracts held. Certified to



Home & Community Support sector standards.

Asking \$450,000
Ref 13510
Contact Nick Stevens
Ph 021 641 978

Top End Business in Property Maintenance & Finishing

A business suitable for those with a background in painting and decorating or building/ construction. Some competency in QS procedures and project management is preferred although an extensive handover period is offered. Established in 1990, this Waikato based business has an excellent reputation with commercial and private clients.

Four year average EBPIDT; around \$245,000. Freehold option (industrial zone): \$250,000.



Asking \$380,000
Ref 13450
Contact Rhys Douglas
Ph 021 718 331

Top Performer: Manufacturer and Importer of Metal Products

Established in 1976 by the current owner, this interesting Waikato based business is predominantly business focused and has established a strong position in the marketplace. Good complement of experienced staff. The owner is planning on retiring but offers a comprehensive and extended handover period. The average EBPIDT for the last six years is \$299,065 (2011; \$267,309). Growth potential.



Asking \$570,000
Ref 12849
Contact Rhys Douglas
Ph 021 718 331

Classic Motel, Leasehold

HAMILTON

First time to the market in 17 years! Premium location within minutes of the Zoo, CBD, stadium and Waterworld. Well operated and immaculately maintained motel providing year on year consistent occupancy rates and great profits.

12 unit, brick and tile motel offering low maintenance. Large private spa and solar heated swimming pool. Great 3 bedroom owner accommodation.



Asking \$349,000
Ref 13597
Contact Nuree Allan
Ph 0274 466 987

Beauty Therapy Clinic with 6 Figure Net

This large beauty therapy salon is a market leader in the beauty business.

It is certainly large enough for the owner to act as manager rather than be hands on in the business as there are plenty of highly qualified staff employed.

It is one of largest and more reputable salons. The owners are very proud of its superb reputation.



Asking \$334,000
Ref 13071
Contact Peter Redward
Ph 0274 920 453

Gateway to Gold! Motel Freehold Going Concern

It's a winner, 60% increase in revenue through the economic downturn. Future opportunity to sell off the leasehold. This motel complex is fully refurbished with the benefit of minimal future expenditure. 10/11 units in total, BBQ area, swimming pool and plenty of space for the family holidays with trampoline, swings and a playground. Occupancy supported throughout the year by contractors, families, tourism, sales reps, sporting and special

occasion groups. The main house has 3 bedrooms, an office, its own driveway. Situated on the main highway of the famous gold mining town of Waihi. Waihi beach, golfing, fishing, walking or hiking on your doorstep!

Asking \$895,000 plus GST (if any)
Ref 13177
Contact Nuree Allan
Ph 0274 466 987



Backpackers Freehold Going Concern Price Reduced!

MOUNT MAUNGANUI

Modern purpose-built, two level backpacker accommodation. Commercially zoned and absolute prime real estate location – walking distance to sports grounds, town, beach. Travelers, sports teams from school and clubs enjoy staying at the venue as do casual workers engaging in seasonal employment.

Great cash flow business that has been run superbly. Profits

offer the opportunity to on sell lease only if desired making an excellent commercial and/or business investment. This 96 bed hostel is immaculately kept and maintained with spacious, multiple guest facilities. The complex also offers a separate one bedroom apartment for owners or manager. First time to market in 9 years as owners retiring.



Asking \$2,700,000 plus GST (if any)
Ref 13170
Contact Nuree Allan
Ph 0274 466 987

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

Retreat With Captivating Beauty

TAURANGA



Step into this serene, private showpiece offering luxury resort style living and outdoor entertaining. The Retreat, in tranquil surroundings, is set in 35 acres including native bush with the main complex hosting 5 generous suites, gourmet kitchen, spacious living, library, dining, conference and event facilities.

Nestled in the surrounds of the bush there are 6 spacious private villas, with a further 7th villa set up for conference use. Open fires, 15 meter geothermal mineral lap pool, health spa room, helipad are only a few of the features on offer for celebrations, rejuvenations or corporate conferences. To own this piece of paradise is to live the dream!



Asking \$ POA plus GST (if any)

Ref 13598

Contact Nuree Allan

Ph 0274 466 987

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

Fitness & Fun with Accommodation

MOUNT MAUNGANUI

Popular climbing gym that is supported by locals, schools, clubs and tourists.

Added features include a glow in the dark mini golf, birthday party room, retail outlet and small manufacturing component. Business has grown over the past 12 months and increasing.



Did you know.....Rock climbing is NZ's fastest growing indoor sport?!

Asking \$160,000 negotiable
Ref 12929
Contact Nuree Allan
Ph 0274 466 987

Restaurant – Picturesque Location Motivated Vendors!

Waterfront licensed Cafe/ Restaurant. Trades 5 days, 11 months of the year. While the restaurant currently seats 50 the premises is registered for 90. So you have a growth opportunity and given the location - a captured market!



Turnover exceeds \$300,000 and a favourable long lease of \$16,000 per annum and as a bonus, also includes 2 bedroom accommodation. It's a must see!

Asking \$150,000
Ref 12928
Contact Nuree Allan
Ph 0274 466 987

Profitable Pizzeria – Vendor Say Sell!

Although always popular, recent newspaper review has them now turning diners away! This licensed restaurant seats 65- 70 and trades 6 days a week. The return to working owners exceed \$100,000 per annum.



Excellent location with ample parking for diners. Includes 3 bedroom accommodation upstairs. Great chance to own this unique, successful and very profitable business.

Asking \$199,000
Ref 12662
Contact Nuree Allan
Ph 0274 466 987

Tauranga CBD Sports Bar

Brilliant location! The complex is modern and tidy, offering pool tables, a projector screen and viewing area, TV's, Juke box, a private room for the 18 pokie machines and at the back along side the refurbished bar is the TAB area with new self service pods and TAB TV's. An under utilised kitchen offers plenty of potential to increase bar sales from food.



Asking \$190,000
Ref 13528
Contact Nuree Allan
Ph 0274 466 987

Management Rights Business Blue Chip Location

MOUNT MAUNGANUI

Step straight outside onto one of NZ's favourite beaches, wander round the corner to the street lined with cafes and restaurants.....Own these management rights and this life is yours! There are 29 units in the complex with a minimum of 17 in the letting pool which extends to approx 20 over the summer. Included within the price a freehold luxury apartment and office.



Asking \$840,000
Ref 13569
Contact Nuree Allan
Ph 0274 466 987

Industrial Lunchbar – Keen Vendor!

MOUNT MAUNGANUI

You don't have to be a chef to own this – simple food menu and cabinet food! Cash business, 5 days a week closing around 2.30 pm. Well set out kitchen - excellent work stations, plant and equipment offering the option to add a small bakery and/or out catering. Don't miss this well established small business which is easy to run and low overheads.



Asking \$79,000
Ref 13461
Contact Nuree Allan
Ph 0274 466 987

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

Childcare Centre

Well established centre with freehold property. Licensed for 75 children with land available to expand. EBIDT average over three years \$196,000 plus rental returns.

Fully managed centre with owner spending limited time with the team.

Seeking offers as freehold going concern.



Asking Offers
Ref 13350
Contact Linda Harley
Ph 0274 369 134

Award Winning Beauty Spa

This Beauty Therapy business has a long standing reputation for providing high quality services and products to a large and loyal client base.

The business is ideal for an owner operator and provides options to continue to operate under semi management, take over full management or work your own clientele within the business.

Reputation, product offering and services make this business a



must see for anyone wanting to own a quality business within this sector.

Asking \$194,000
Ref 13548
Contact Linda Harley
Ph 0274 369 134

Established Wholesale Food Distribution

This well established business has been in operation for over 18 years. The Business obtains its products from only the finest companies.

This business ideally would suit an energetic husband and wife team although not essential.

Extensive support and mentoring by the existing owners to ensure the business remains successful is available for the new owner if required.



Asking \$128,000 plus Stock
Ref 13432
Contact Leath Craig
Ph 027 290 1122

Freight Business, Established 20 Years With Strong Customer Base

Established multi truck dry freight company covering Tauranga, Rotorua, Hamilton, and Auckland with connections to transport around New Zealand.

This business has a well-established & growing client base as can be expected from a business that has been trading 20 years. With plenty of potential to expand the business further this business is a must see. Current owners wishes to retire.



Asking \$230,000
Ref 13215
Contact Leath Craig
Ph 027 290 1122

Established Photo Centre With A Difference

Founded over 70 years ago this business is located in one of New Zealand's top tourist destinations. It is the leading photo, camera, printing and digital supplier in the area.

The business which is presently run fully managed returned its owner approximately \$35,000 last year; however a full time working owner could expect a net profit of approximately \$80,000 per year.



Asking \$179,000 plus Stock
Ref 13559
Contact Leath Craig
Ph 027 290 1122

Hair Salon In Tauranga – One Of The Best

This well presented hair salon has to be one of the best. Turnover for the past 12 months was just under \$300,000 and the salon yields a solid 6 figure net profit.

The owners work part time only and enjoy a great lifestyle. Don't delay with your enquiry.



Asking \$105,000 plus Stock
Ref 12915
Contact Nols Bertram
Ph 027 238 1450

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

Importing and Retail Sales

This well established business specialises in the importing and retail sales of beds and furniture. Some stock is sourced locally in New Zealand.

The business operates 6 days a week and shows excellent turnover and profitability. It is easily run by one person with part time help.



Asking \$79,000 plus Stock
Ref 13323
Contact Nols Bertram
Ph 027 238 1450

Skip/Bin Hire and Transport

A successful operator in the field of waste management wants to expand into the Bay of Plenty and offers two opportunities in Tauranga. All equipment is new and a six figure net income is projected.



The company offers full training, ongoing support and access to their proven systems and expertise. Become part of this success story and choose your lifestyle.

Asking \$189,000
Ref 12991
Contact Nols Bertram
Ph 027 238 1450

Management Rights - Popular Bay of Plenty Beach Town

Imagine working and living right opposite one of the most popular and picturesque beaches in New Zealand! This is what awaits the new owners of the management rights for this modern apartment complex.



A six figure income and enviable lifestyle come with it. The asking price includes a freehold 2 bedroom apartment.

Asking \$1,110,000 plus GST (if any)
Ref 13443
Contact Nols Bertram
Ph 027 238 1450

Computer sales and service

An exciting opportunity exists to buy this well established shop that specializes in the retail sales of computer hardware and software as well as computer servicing and technical support.



No need to be a qualified technician as the owner's role is managing the operation and customer service/relations. A more than fulltime income is achieved for less than fulltime hours worked.

Asking \$160,000
Ref 13583
Contact Nols Bertram
Ph 027 238 1450

Holiday Park and Hot Pools

This leasehold holiday park is the perfect business for a family. It is situated in an idyllic setting in the beautiful and sunny Bay of Plenty.



The park offers a full range of accommodation facilities with the main attraction being the hot pools. The park generates a good turnover and offers plenty of growth potential for the innovative new owner.

Asking \$PBN
Ref 12906
Contact Nols Bertram
Ph 027 238 1450

LINK Email Alerts – get ahead of the pack

Get businesses that match your criteria emailed to you as they are listed for sale

Simply visit www.linkbusiness.co.nz and click Get Email Alerts.



The authority on selling businesses™



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

Para Rubber Tauranga Franchise

Para Rubber is one of the best known retail franchise brands in New Zealand and celebrated 100 years of serving Kiwis in 2010. It is the store for foam products, rain jackets, industrial rubber products and the well-known Para polus.



The Tauranga store, with over 70 years history, is now being offered for sale and offers a great opportunity.

Asking \$105,000 plus Stock
Ref 12844
Contact Nols Bertram
Ph 027 238 1450

Boutique Homeware And Gift Shop In Beachside Town

This beautiful European styled homeware shop was established in 2008 – All the hard work and expense has been done with a new owner set to reap the future rewards.



Excellent stock and plant equipment, professional website with shopping cart attached, main street location, good lease in place. Easily managed by one working owner, Mon-Sat with flexible hours.

Asking \$85,000 plus Stock
Ref 13565
Contact Steven Matthews
Ph 021 848 873

Boutique Florist & Gallery HAURAKI REGION

Established 4 years, beautiful florist and gallery / gift shop located in a central town location. The owner only works in the business 2 ½ days per week but derives a healthy income of approximately \$50,000 p.a.



Good lease in place, quality shop fit out, little competition, solid staff member, excellent reputation, commercial and private clientele.

Genuine reason for sale.

Asking \$90,000 plus Stock
Ref 13076
Contact Steven Matthews
Ph 021 848 873

Distribution Business Contracted To Multi National – Returns \$160,000 P.A

This business is almost too good to be true. 5 days a week only, no stock, no lease, no staff and no weekends. Covering the central North Island between Coromandel to Taupo.



Excellent delivery van included in price. Established approximately 5 years the owner is now looking to return back to a desk job. Good vendor assistance being offered with handover.

Asking \$175,000
Ref 13566
Contact Steven Matthews
Ph 021 848 873

Freehold Boutique Accommodation Apartments. Mt Maunganui. Beautiful!!

Six beautifully presented boutique holiday accommodation apartments within walking distance to the beach, recreational centres, golf courses, shopping centre, restaurants & a brand new major regional events centre.



Ideal semi retirement proposition that gives you a lovely home with sea views, a solid 6 figure income & plenty of time for golf or hobbies.

Asking \$1,850,000 plus GST (if any)
Ref 13495
Contact Peter Redward
Ph 0274 920 453

Homeplus Franchise Store in sunny Whakatane

The store is part of the "Homeplus" group that has been offering a quality customised local service to customers across N.Z for the last 45 years.



Homeplus is a leading manufacturer of custom home improvement products & has a comprehensive product range.

A 5 day business perfect for someone with fixit/handyman abilities.

Asking \$113,500
Ref 13332
Contact Peter Redward
Ph 0274 920 453

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

Manufacture

BAY OF PLENTY

Use your sales/marketing skills to grow this to next level. Owner keen to stay on and run factory. The product range covers residential, industrial, commercial, marine, transport clients etc plus some hire. Not high tech. Sales have been increasing over past 18 months but should improve rapidly with marketing input from you.



Asking \$285,000
Ref 13554
Contact John Adams
Ph 021 974 097

Fabulous Ladies Fashion Boutique in Mt Maunganui

This business is located on the sunny side of the street in the downtown Mount shops.

The shop manages to operate on very high margins which results in a substantial net profit for the current owner.

A real bonus for the shop is the low rent paid. It is just \$15,000 p.a. which is very modest for such a prime position.



Asking \$115,000
Ref 12900
Contact Peter Redward
Ph 0274 920 453

Licensed Cafe in The Heart of The City - Location! Location! Location!

This cafe is in the heart of downtown Tauranga, being located just off The Strand.

It is located in a prime position on the sunny side of the street and gets the sun from early morning until well after lunch which makes its outdoor area very appealing.

A fabulous central city location

This is an opportunity not to be missed.



Asking \$85,000
Ref 12980
Contact Peter Redward
Ph 0274 920 453

Kodak Express

LEVIN

Well established business nets \$125,000 to owner operator.

Easy to run and fully supported by the international Kodak Express programme and technology.

Easy to run and good returns.



Asking \$230,000
Ref 13273
Contact Richard Ridler
Ph 021 904 672

Drink from The Cup Splurge

Busy Cafe - Wellington

Large Cafe located up the coast from Wellington, with the surrounding area being recently renovated to ensure an increase in trade. Open 7 days a week with all product made on the premises and a large kitchen suitable for out catering together with walk in Chiller and Freezer.

Ideal for a working couple with sales of \$700,000 pa. Current owner is overcommitted with other business interests and needs a sale now.



Asking \$225,000+SAV
Ref 13096
Contact Paul Redman
Ph 021 319 770

Milk, Beverage and Foods Distribution!

Huge managed profits. Well established, 2 Wellington territories with broad customer base, good staff and part of a large respected NZ company, 2 trucks.

Independent contractor to the brand that is the largest consumer food supplier in New Zealand. The company delivers branded and private label milk and various small goods to the food service industry.



Asking \$699,000
Ref 13494
Contact Nick Stevens
Ph 021 641 978

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

Boutique Lodge on the River Waikato, New Zealand

This exquisite Edwardian Mansion seduces with its luxury, elegance and peacefulness. It rests in a picturesque position above Lake Karapiro on the Waikato River embracing exceptional views and moods of the region.

An architectural masterpiece, designed with six magnificent suites, open log fires, exquisite furnishings providing a retreat of absolute opulence. Along side the Manor is a poolside barn which is purpose built for conferences, team building weekends and boutique weddings.

Many and varied activities are available in this renown equine region. Lake Karapiro is the home of NZ rowing, water sports and outdoor pursuits.

Invest in...Life, Luxury and Liberty!



Asking \$2,950,000 plus GST (if any)

Ref 13599

Contact Nuree Allan

Ph 0274 466 987

Child Care Franchise Business with 3 Franchises Premium Provider

This is one of the best we've seen! This after school child care business is a premium provider and an extremely professional operation. Their after school service is a direct reflection of the commitment to quality standards set by the owner, enabling the business to charge a premium in this economy.

Fastidiously prepared Policy and Procedure Manuals which exceed CY&F requirements have been completed along with a comprehensive Business Operations Manual and thorough Franchise Agreement documentation. The preparation of these manuals and documentation alone represents thousands of dollars in business development expense.

Originally a stand alone operation, the business adopted a franchise approach for added value and opportunity. All contracts for site use

are in place and secure.

This business opportunity would ideally suit a business person with an interest in child care who can identify that quality attracts a premium and who can capitalize on building a significant brand in the child care industry. The owner is currently overseeing one of the operations and benefiting from franchise fee income. Adjusted EBPITD is \$94,404, of which \$11,021 is derived from Franchise Fees, for approximately 15 hours operational time per week. The hard work has been done and the foundations have been laid. An astute buyer will recognize that this business is ready to fly.

Asking \$235,000

Ref 13618

Contact Dave Morgan

Ph 021 471 992



Kids Co.
the next best place to home

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



Rural Hardware

Hammer Hardware is a New Zealand cooperative business group that has been in operation for more than 25 years. There are over 70 stores throughout New Zealand and each store is locally owned and operated. Hammer stores are a part of the local community and owners are dedicated to providing personal, friendly service and great advice to their customers. Hammer Hardware store owners and staff members have extensive experience in the hardware industry which enables them to offer their customer's

reliable advice from product knowledge through to step-by-step suggestions to complete their specific project. As a New Zealand retail brand, Hammer Hardware is continuing to grow nationally by improving existing stores and constructing new stores in key strategic growth areas of New Zealand. This strategy has created unique opportunities for business professionals to capitalise on by joining the Hammer Hardware group and operating their own business supported by robust processes and systems.

This Wairarapa Hammer Hardware store has been serving the community for 15 years. The business and the land and buildings (which includes an extensive yard) are for sale for \$386,000 (including stock) and \$744,000 respectively.

Asking \$386,000
Ref 13237
Contact Dave Morgan
Ph 021 471 992

Product Distribution – Graffiti Removal

Graffiti Removal is an \$18 Billion dollar problem in the U.S. It's a multi million dollar problem in NZ. The money gravitates to the most effective method of cleaning without having to repaint surfaces and this product is the best!! Our client has sourced arguably the best product of its kind in the world. We have 5 distribution territories around NZ available for sale and your client base is limited only by your imagination. Your client list will include schools, Councils, building owners, property managers, homeowners, infrastructure managers. The list goes on and on. Each territory is \$20,000 and includes \$8,000 worth of product. Be in quick. These won't last long!!



Asking \$20,000 Per Territory
Ref 12429
Contact Dave Morgan
Ph 021 471 992

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



Rural Manufacturing and Supply

This business has the best of both – a manufacturing plant and a rural retail outlet for selling the product.

Why miss out on the margins when you can have both!

The business has a processing facility for posts, poles, and sawn timber and a certified timber treatment plant with a large yard for stocking raw materials and storing finished goods.

Product is sold direct from the site to contractors, or shipped directly to the rural supply outlet in Feilding.

The Feilding retail outlet sells a range of rural and urban fencing, gates, wire, decking and hardware in addition to a range of animal feeds, supplements and farm supplies. Kitset Pole sheds sold under the 'Heartland' label are providing a significant contribution to the overall revenue.

The retail yard is located next to the local stockyards so it has a very high profile amongst the rural community and is a well supported rural supplier.

With farming commodity prices on the rise,

farmers are well positioned to catch up on deferred maintenance including new fencing, development, repairs and upgrades. This is a great opportunity to get in at the beginning of a rural spending wave.

Asking \$495,000

Ref 13343

Contact Dave Morgan

Ph 021 471 992

Dry Cleaning

This business would be the largest dry cleaning and laundry facility in the Wellington Region. The business hosts a comprehensive array of modern cleaning equipment which includes the latest, state of the art Italian technology. And in keeping with 'state of the art', the equipment is all environmentally friendly and meets both regional and local council requirements for environmental protection through wastewater discharge. Their environmental commitment extends to all of their plastic bags and garment coverings which are all biodegradable plastic.

All garments are tagged for computerized tracking and all vehicles are fitted with GPS tracking technology. Any garment can be located within seconds. The business has two main locations in the Wellington Region and several agencies around the city.

The operator has been the preferred supplier to most of the major hotels in Wellington. They also work closely with the textile industry assist them with garment testing for fabric and construction stability. This allows them to offer their customers the best advice on how to look after their garments. They regularly clean bedspreads, duvets, floor mats, curtains, table clothes and a range of industrial garments and process filters.

This business is fully managed and is showing a 19% return on asking price.



Asking \$1,600,000

Ref 13089

Contact Dave Morgan

Ph 021 471 992

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

The Wine Loft

Bars like this are rare. It appeals to a sophisticated market who value quality and ambience with a selection of quality wines in a relaxed and comfortable atmosphere. Coffees in the morning, wine with a light lunch that can be extended through the afternoon. After work drinks with the option of a light meal rather than a restaurant. Quality clientele and a Monday to Friday work week. Weekends by special appointment. How good does it get!?



Asking \$400,000
Ref 12539
Contact Dave Morgan
Ph 021 471 992

Outstanding Branded Food Franchise Wholly Opportunity!!

Here's a brand that's become a household name in Wellington. All their stores are strategically located and have a high profile throughout the city. Nothing beats a bagel and coffee on a busy day in the city. With fast service, great coffee and outstanding bagels, these branded stores have carved out a real position in Wellington cafe culture. The owner has a new opportunity to move on to and this store is the best performer of the group.

This managed business is returning 29.8% on asking price. Wholly Opportunity!!



Asking \$650,000
Ref 13088
Contact Dave Morgan
Ph 021 471 992

Cobb & Co Levin

Cobb and Co - Levin presents an outstanding opportunity as the only licensed family restaurant in the Horowhenua region.



The business comprises a 120 seat restaurant, plus 2 bars – both licensed for 150 people. The business also hosts 18 gaming machines and a lease which expires in November 2025.

This business is a 6 times winner of the Best Restaurant Award for the Franchise.

Asking \$650,000
Ref 12654
Contact Dave Morgan
Ph 021 471 992

Franchised Electrical Contracting Business

Outstanding opportunity for a Registered Electrician or Electrical Contractor. Well established business operating for 5 years with loyal staff and a regular commercial and domestic customer base.

represents a 123.6% return on asking price for an owner operator !!
 Pay this business off in less than a year!



This Wellington Franchisee has proven to be one of the most successful in the group with exceptional profit margins to the owner/operators. 2010 Annual Sales \$851,874. 2010 Normalised profit

Asking \$190,000
Ref 10612
Contact Dave Morgan
Ph 021 471 992

Retail business - Double franchise!

Established Paper Plus and NZPost / Kiwibank franchise available in high profile city location, lower North Island.

\$1.35 million turnover with 4,500 customer transactions per week!

Low-cost entry – highly regarded franchise brands!

Be quick!



Asking \$50,000 + stock (excludes franchise fees)
Ref 13131
Contact Phil Sales
Ph 027 331 9658

Furniture Removals

This semi-managed business has been established for 7 years and has a well established brand in the Wellington region. The Owners have implemented excellent systems and are currently enjoying an 80% strike rate on quotes. 2011 revenue of \$315,280 produced an EBPITD of \$118,033.



Asking \$220,000
 Includes 4 trucks.
Ref 13099
Contact Dave Morgan
Ph 021 471 992

NELSON Resort Development

Rare and truly outstanding opportunity to invest. Fully consented development planned for an up-to-the-minute idyllic resort. Views overlooking an established golf course. All contained in a secluded island setting surrounded by grand vistas. Full road access.

Close to Nelson. The 2ha (approx) property currently has a motel and separate residence, - which can continue to provide income pending redevelopment.

Must be SOLD. Call to inspect.



Asking Deadline Private Treaty Sale – Offers close 4pm Friday 26 August
Ref 13571
Contact Athol McCully
Ph 027 433 8052

Harbour View Motel Picton

First impressions count and Harbour View Motel certainly impresses as something special. Stunning views from every motel unit and central location sets Harbour View apart. Located only a short walk into the township the motel is situated in the perfect location. Built on three levels on a sloping section the walk up the hill to the upper two levels is rewarded with amazing views across the water. Every unit has a private deck that catches all day sun and naturally draws guests out to enjoy the



outdoor amenities
Idyllic lifestyle with superb ROI

Asking \$POA
Ref 12428
Contact Mitchell McLeish
Ph 027 489 2317

Building Product - Distribution and Installation Supervision - Franchise

Environmentally friendly product for both residential and commercial builds. The product shone through the earthquakes when others failed, and with the impending rebuild, a tsunami of sales is in prospect. But the Vendor has the "Boat the Bach and the BMW" and is determined to sell.

Owners Cash Profit in excess of \$300,000 pa over the last five years.



Asking \$980,000
Ref 12894
Contact Charles Rattray
Ph 0274 449 706

Busy Busy Motel Operations

Key hot spot in Riccarton, Christchurch. Very attractive motel lease "offering it all". Profits to please the bean counter too. With about one third of the city's accommodation "knocked out" there is plenty of opportunity to be keep this ledger in the black.



Asking \$638,000
Ref 12289
Contact Athol McCully
Ph 027 433 8052

High Country Lifestyle – A Motel with Benefits!

Right on the gateway to the MacKenzie Basin and Southern Lakes. The Alpine Motel (FHGC) is located in Burkes Pass village.

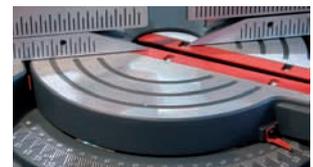
A superb High Country lifestyle opportunity with part of the complex available to open as a café or artists quarter or complementary business or possible sublease.



Asking \$350,000
Ref 13508
Contact Athol McCully
Ph 027 433 8052

Manufacturing – Commercial Joinery, Kitchens & Office Furniture

Specialising in design, manufacture and installation of customised joinery for major commercial buildings such as hotels, airports, hospitals, campuses, bars and restaurants. Also domestic kitchens and office furniture. Christchurch location with extensive client base of major construction companies, builders and resellers. Modern premises, equipment and skilled workforce. Huge opportunities ahead for the rebuilding of Christchurch. T/O



\$4m and growing. Suitable for takeover, an investor, or owner/operator.

Asking \$POA
Ref 13152
Contact Barry McFriedies
Ph 021 873 243

Bakery Goods Supplied New Zealand Wide

Derlen Bakery was started in 1982 by Derek Binnie who had a vision of supplying the New Zealand market with a range of cooked pastry cases. Today the vision is the reality

From small beginnings Derlen Bakery has over the past 29 years grown consistently. Now Derlen employs over 12 people and occupy a 1550 sqm bakery premises.

Derlen Bakery premium product range encompasses Vol au Vents, Cream Horns and Sweet Short Crust Shells. There are a complete ranges of pies and savories produced.

The pastry cases are listed with every supermarket chain in NZ including Foodstuffs and Progressive's stores under the "Derlen Bakery" label. This range of product is labelled "Derlen Bakery" and sold either loose through their full service Delicatessens or through the Dairy Deli sections where the product is packed bar-coded and labeled.

The "Derlen Bakery" range is available to the catering trade through selected distributors in every area of New Zealand as well as cash and carry stores such as Moore Wilson Toops & Gilmours.



Asking \$POA
Ref shortcrust
Contact Mitchell McLeish
Ph 027 489 2317

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

Riccarton Village Inn Big Bold Opportunity



- Well located larger accommodation & conference facility
- 43 Studio rooms (varied configurations) plus apartment
- Two 2 bedroom apartments
- Bar & Restaurant
- Substantially recently upgraded
- Ideal for tour parties, conferences, sporting groups...etc...
- Talk to me about a possible new 25 year lease opportunity

Asking Circa \$ 4,000,000
Ref 11342
Contact Mitchell McLeish
Ph 027 489 2317

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

Business Equipment Sales/Leasing - Central Otago

For sale for the first time in over ten years.

Sells and leases business equipment, essential to the operations of most businesses of all sizes.

Features a fully locked-in customer base, giving a high level of certainty about future income flows.

- Wide customer base
- Recession resistant
- Minimal technical skills required
- Reputation/customer service
- Strong historical earnings



Asking \$390,000
Ref 13431
Contact Charles Rattray
Ph 0274 449 706

Heart of Dunedin City

Superior Motel Apartments – Bang on in every respect plus a privilege to offer! Right in the heart of the retail area of George Street Dunedin. Outstanding presentation and location make this complex sought-after by corporate client staying on a regular basis.



Looking for a great income – make this property a “must see” inspection

Asking Offers Sought for the Leasehold Business
Ref 13485
Contact Athol McCully
Ph 027 433 8052

National Brand – Dunedin Store

Rare - sought after business! First time offered in over 10 years. That is how cosy our client has become with this business.

- Recognized and trusted brands
 - Great high profile location, modern bright premises with fresh fixtures and fittings
 - National promotions.
 - Group preferential buying advantages
 - The business owner is supported by experienced and loyal staff
 - Everyday household product rangewith a ring of quality
- Call today to register your interest



in acquiring a business you have likely been a customer of!

Asking \$425,000
Ref 13496
Contact Charles Rattray
Ph 0274 449 706

Breakfast In Bed

Is something we all like once in a while

This treasured property sits atop a hill spot overlooking the City of Dunedin in one direction and Otago hinterland in the other. Spacious and soundly built the property has the “bonus” of a self contained studio. Is it a business – well the beginnings of more to come.

Make this sunny 5 acre rural property your playground or put it to work. This versatile property boasts so much. Develop a home business in the tourism,



horticultural or venue hire industries. Bring you ideas to the table.

Asking POA
Ref hilltop
Contact Tom Richardson
Ph 0275 167 777

Port of Call

When you know the hospo trade well you know how to keep your ship afloat

Manage the rowdy passengers

Fleece the gold from their pockets on a luckless wager

Feed them hearty fodder to keep 'em from jumping ship

Pour just enough rum to keep them merry and mellow

Keep the hull clean for a fast and



profitable voyage
 If yer scorn at all this then steer to port and pass by

Asking POA
Ref bilgewater
Contact Tom Richardson
Ph 0275 167 777

Land, Buildings, & (Motel) Business

Invercargill sweetheart.

Tendered with affection and in very nice shape. Ageless to the eye.

Room and heart enough to care for a family.

Come and look. Plenty to share and tell about this fine lady. Possible to part trade on another somewhere else too.



Asking Under a million. Just
Ref nicelady
Contact Tom Richardson
Ph 0275 167 777

Growing Profitable Management Rights - Lake Tekapo

Luxury 29 unit complex providing 360° views of the lakes and mountains. Currently excellent forward bookings. Profits from management rights exceed \$150,000 per annum and still in growth phase. This is an all year round destination, ski resort in winter and aquatic playground in summer. Price includes the freehold of a magnificent 3 bedroom owners apartment with luxurious furnishings. Will trade in BOP region.



Asking \$995,000
Ref 12630
Contact Nuree Allan
Ph 0274 466 987

Manufacturing – SIGN Up Here For the Best!

Multi Award Winning Operation
Total Customer care one - stop - shop in design, manufacture and installation services for all types of signage.
Independently owned Christchurch based operation and part of a national network, our Client provides innovative "can do" solutions throughout New Zealand.
Market driven, this business offers



to the new owner a strong portfolio of quality corporate clients and team of experienced loyal staff. This is a business that really stands out. Ongoing support

available for an investor or owner/operator.

Asking \$575,000
Ref TBA
Contact Barry McFedries
Ph 021 873 243

Iconic Christchurch Suburban Retail Store

This landmark retail business in operation for over 50 years is one of the largest of its type in New Zealand.

With their high profile brand name, wide product range, large customer base and talented team of creative staff, they have demonstrated long term reliability of store and internet sales throughout New Zealand and overseas.

Suitable for an owner operator, or an investor wanting part



time involvement. No previous industry experience necessary.

Asking \$POA
Ref TBA
Contact Barry McFedries
Ph 021 873 243

Panel Beaters & Spray Painters – Mid Canterbury

Leading opportunity to take the reigns of this successful and long established collision repair business.

All the major brands or insurance companies are on board. The majority of the work is late model cars.

Fully staffed. Ideal for an owner that wants to manage only or could work on the tools if desired. All equipment is in latest or near latest technology. Possible freehold premises



investment available. Retiring owner available to assist as required.

Asking \$POA
Ref 13366
Contact Mitchell McLeish
Ph 027 489 2317

Casual RESTAURANT & BAR with a LANDMARK Reputation

For definite sale.

Casual dining – easy prep food in a renowned family atmosphere. Fully licensed - boutique beers on tap - good range NZ wines. Excellent premises - recent upgrade - trading 7days – great onsite parking.

Trading is not seasonal – unless you count the rush and crush during the Christmas season as something to be avoided. No that's not Santa's sleigh bells ringing – that's the TILL! The retiring owner has all but



retired. Come and buy his business and put him out of his misery!

Asking \$485,000
Ref 13447
Contact Brian Pankhurst
Ph 021 334 865

Laser Cutting is Expensive

But the business will sell cheaply Sole charge for an owner operator using CAD / CNC type equipment. Training provided if required.

Light production - range of repetitive processing type work for various trade customers. Some cash sales. All plant and equipment is well maintained and in good condition.

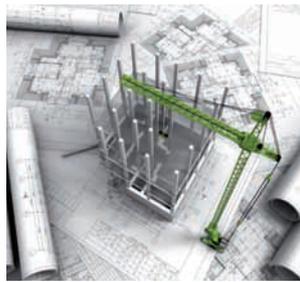
Presently charging out well under 40 hours per week. Opportunity to develop further or operate as is and go fishing when it suits! Offers Invited.



Asking \$POA
Ref 13223
Contact Chris Bryant
Ph 027 228 5688

LOOK Into This

And you will see a highly successful business. Proprietary manufacturing system and materials from a global multinational of European origin. Products used in every property but NZ demand coming from quality residential properties with an architectural influence. Overseas experience shows further markets to be developed in light commercial. Modern factory equipment and premises. Future proofed as has spare production capacity. Production equipment is low tech,



long life and readily maintained. Freehold property option may be available

Asking \$1.25 million
Ref 12944
Contact Chris Bryant
Ph 027 228 5688

South Island Commercial Ski Field for Sale

Mount Dobson Ski Field is the largest privately owned ski field in New Zealand and its car park is at the highest altitude of any other ski field in the country.

Key features of this jewel in the South Island's tourism crown include:

- 400 hectares of snowfields
- DOC lease with renewal in perpetuity and a Concession until 2053



Asking \$1,400,000
Ref 10386
Contact Stephen McElrea
Ph 021 612 284

Contracting Business – West Coast South Island

Owner operator business providing services to the construction industry throughout Buller and beyond. This is not a building company. Great reputation for responsive customer service, quality work, reliability of equipment, and location pricing advantages. Good level of ongoing work with opportunities for growth from significant mining, hydro and housing projects. May be ideal for a business



already in the construction industry to grow by acquisition.

Asking \$225,000
Ref rocksolid
Contact Barry McFedries
Ph 021 873 243

Westport Dryclean & Laundry - West Coast - South Island

Unique service business providing a full range of dry cleaning and laundry services to domestic and commercial customers throughout the Buller /West Coast region. Operating for over 75 years with superior local service and proven customer demand for reliability of income.

Attractive lifestyle and progressive economy driven by mining, dairy and tourism. No experience necessary as training and support can be provided.



Asking \$105,000
Ref 11910
Contact Barry McFedries
Ph 021 873 243

Planning an exit strategy? Considering growth through acquisition?

LINK Corporate is an acquisition and divestment specialist division, providing services to business owners of mid-market private businesses and to potential purchasers from diverse and varied backgrounds.

- We have registered prospective investors with combined capital in excess of \$200 million.
- We can assist you in structuring a strategic exit strategy that will release capital from your business & free up your time to plan your future.
- We can introduce equity capital to your business to assist in growth, particularly through acquisition.
- We can facilitate the sale of your business and maximise the realised value. LINK Corporate have helped owners exit their business and realise maximum

value. In many years of operation we discovered that clients were able to get far better results when we were able to work with our client well in advance of commencing the business sale process.

Call today to make a no obligation appointment with an experienced and trustworthy LINK Corporate Business Broker. All calls and discussions confidential.



0800 546 528

www.linkcorporate.co.nz

THE LINK NETWORK

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



SOUTH AFRICA

Gauteng

- Johannesburg
- Krugersdorp
- Midrand
- Pretoria

Free State

- Bloemfontein

Kwazulu-Natal

- Durban
- Matatiele
- Pietermaritzburg

Eastern Cape

- East London
- Jeffrey's Bay

Western Cape

- Cape Town
- Gansbaai
- George
- Plettenberg Bay

WWW.LINKBUSINESS.CO.ZA

AUSTRALIA

Queensland

- Gold Coast

New South Wales

- Sydney

WWW.LINKBUSINESS.COM.AU

NEW ZEALAND

Auckland

- Wairau Valley
- Ellerslie

Bay of Plenty

- Tauranga

Waikato

- Hamilton

Wellington

- City Centre

South Island

- Christchurch

WWW.LINKBUSINESS.CO.NZ



The authority on selling businesses™

HEAD OFFICE

Link Business Franchising Ltd
Level 1, 401 Great South Road,
Ellerslie, Auckland, NZ

For further LINK Franchising Opportunities
please contact link@linkbusiness.co.nz

WWW.LINKBUSINESS.COM



Find out how your business could be New Zealand's next success story.

Whale Watch Kaikoura is one of New Zealand's truly remarkable business success stories, a world-class tourist attraction hosting around 100,000 visitors every year. At BNZ we are proud to have played our part in their success.

When you become a BNZ client you will have a dedicated partner who has access to a full team of business specialists, local decision making and a range of client education programs all focussed on helping you grow your business. Talk to a **BNZ Partner** today and let's see how we can help you write your own success story.

› 0800 955 455 › bnzpartners.co.nz
building Business builds Community builds Family



bnz

