

# LINK Corporate

The Authority on Selling Businesses

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

[linkcorporate.co.nz](http://linkcorporate.co.nz) - *NEW site*

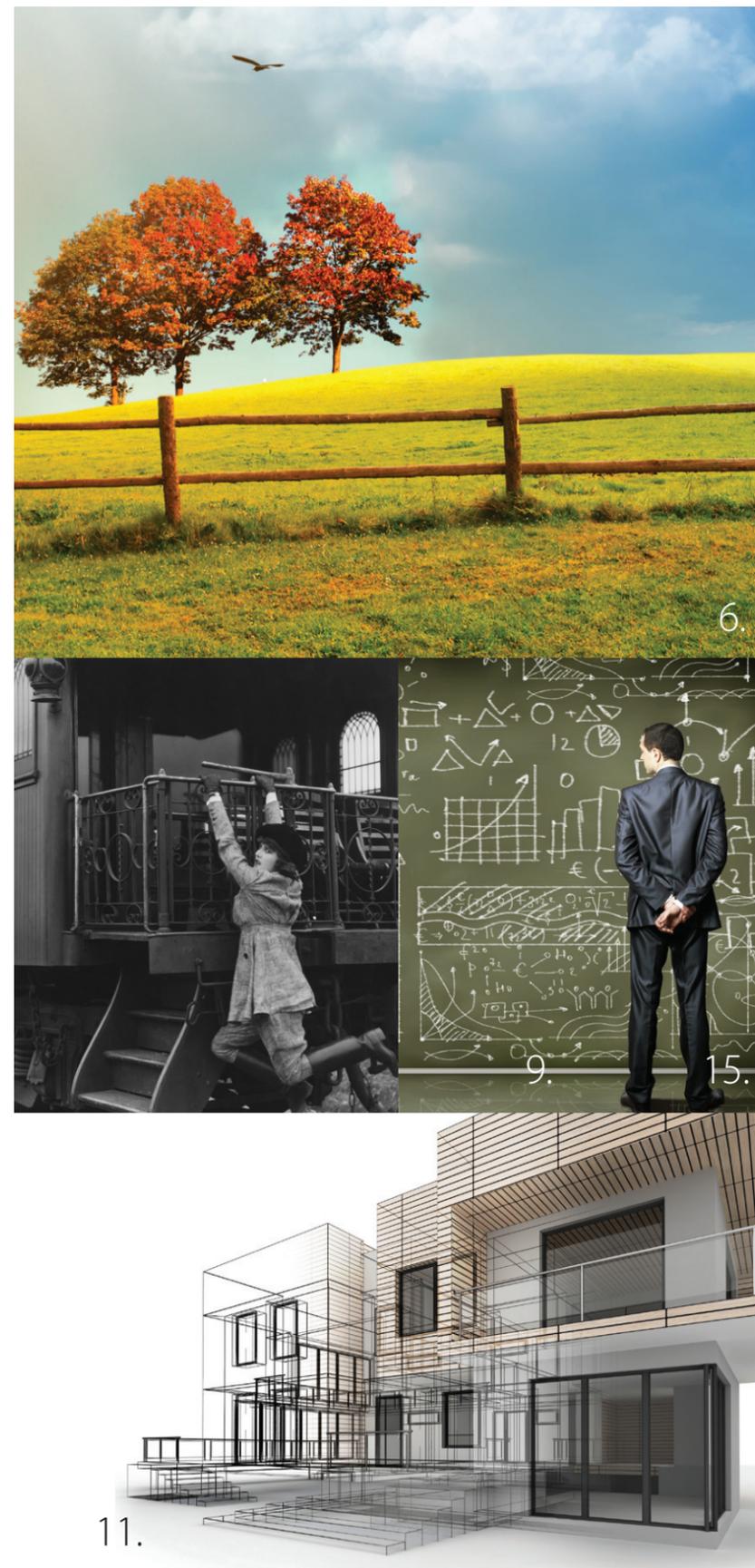
The screenshots display the LINK Corporate website interface. The top section features the 'Sellability Score' tool, described as a 13-minute confidential self-assessment tool. Below this, there are sections for 'Mid-Market Acquisition and Disposal', 'What we Do' (preparing for exit and finding buyers), and a grid of services including 'Acquisition Specialists', 'Workshops and Training', 'Valuing your Business', 'Sellability Score', 'Sell your Business', and 'Business Preparation'. Each service includes a brief description and a 'Learn More' button.

"It is a great time to sell a business, but it is sometimes difficult for genuine purchasers to find what they want particularly at the higher end. Businesses operating under management and valued at over \$1 million literally have queues of buyers waiting. If you are a seller in this category, seriously consider talking to us now."

*Aaron Toresen, Managing Director*

Contact an experienced LINK Corporate Broker today  
0800 546 528 [linkcorporate.co.nz](http://linkcorporate.co.nz)

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## WELCOME FROM THE DIRECTOR

Aaron Toresen is the Managing Director of LINK throughout NZ, Australia and South Africa through a successful franchise network. Competitive and solutions focused, he is also acutely aware of the value of long term relationships in business. If you would like to join LINK contact Aaron on 09 579 9226 or aaront@linkbusiness.co.nz

What a time we have had. Unless you are a farmer without access to a viable water supply, this has been the best summer in 40 years (if not more). And it's been interesting to see how the endless summer rubs off on the average kiwi business person. Being such an outdoorsy nation, it seems to have lifted spirits and renewed our energy and confidence. And with good reason.

LINK has had an explosion of business sales. Each month we are setting new records. As a result we are in need of more profitable quality businesses to satisfy the insatiable demand – and even more brokers to help us cope. What is driving this investment in privately held New Zealand businesses? Immigration certainly makes up part of the equation, but buyer confidence combined with businesses finally posting good results has been the key driver. Last month alone, LINK sold over \$33 million of businesses.

As summer drifts away and we prepare ourselves for the next financial year, it is with mixed emotions. We may be saying goodbye to the best summer in recent history, but we are also welcoming in a sustained period of business stability and success. So we glide from one historical event to another as New Zealand business emerges from its slumber.

I hope you enjoy this edition of Business Broker magazine, filled with ideas and opportunities. Whether you are selling or buying, have a chat with one of our friendly, knowledgeable brokers, whose job it is, to make these opportunities a reality.

Sincerely,

**AARON TORESEN**  
MANAGING DIRECTOR



## THE TEAM

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## Become a Business Broker with LINK

LINK is always interested in discussing career opportunities with talented, motivated individuals to join our team of business brokers. With over 10 years in the business broking market, LINK has earned an unparalleled reputation as a leader in the industry. Our valued relationships in the business community coupled with extensive experience will provide a solid foundation on which new brokers can build their career.

Ideal candidates for business brokers will enjoy helping people achieve their goals, and see opportunity in challenging situations as opposed to obstacles! LINK's performance based compensation plan removes the ceiling from your earnings potential. Candidates must demonstrate an ability to support themselves during the start-up phase, generally four to six months.

LINK is selective when choosing business brokers to join its team of professional brokers, and is seeking full time, committed professionals with entrepreneurial drive, and significant energy.

That's because when you join LINK, you are choosing to team up with the largest business broking firm in the Southern Hemisphere. You have made the decision to exponentially increase your efficiency, expertise and most importantly, your earnings.

For the last 15 years, LINK's leadership in the industry has pioneered and set the professional standard by which all other business brokerage firms are measured. LINK's unparalleled experience and expertise, unmatched resources, and the most highly trained network of Professional Business Brokers have been instrumental in the sale of well over 1,000 businesses in NZ, Australia and South Africa.

LINK is positioning itself as the leader and most professional provider of broking services in the mid-to-upper end of the business sales marketplace. LINK is committed to increasing the level of technology and resources available to its brokers.

LINK is committed to increasing the level of professionalism in all ways, and in the way opportunities are presented to buyers.

LINK is also committed to maintaining a unique caring and pleasant working environment where people want to work and where individual efforts are rewarded, as well as the team being rewarded for successes.

LINK continually seeks ways and means of increasing its market reach both locally and internationally. LINK will continue to seek and exploit strategies that differentiate it from its competitors.

Almost without exception, the brokers at LINK have all had experience in buying, selling and operating their own businesses before becoming business brokers. They understand the process of buying and selling and the emotional stress that it can have on both the buyer and seller. LINK brokers work closely with both parties to make the transition process as smooth and pleasant as possible.

At LINK, we take the time to walk each prospective buyer through the total buying process which includes matching them with a business that fits the profile information that they provide to us. Our goal is to show a buyer only those listings that fit their interests and talents, as well as their budget. Sellers can be assured that our goal is to show their business only to those who appear to be financially capable to make them an offer, and where there is a clear fit. Both parties ultimately win and save time by taking this approach.

If you are interested in learning more about LINK and believe you could benefit from becoming a LINK Business Broker, please submit your resume

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# The Exit Planning Myth



It is extraordinary how often we hear business owners telling us they have been paying consultants and accountants to help them prepare their business for sale, and how long they have been engaging these “experts”. Almost every business consultant, coach, or mentor has screeds of information, manuals and guides that they will happily take a business owner through, on an hourly rate, to prepare them for the sale of their business. The more complex and esoteric the advisor can make the process, the better. Often these advisors have never sold a business or indeed owned one, but nevertheless confidently march their clients through various business plans, strategic plans, checklists and milestones on the way to a moment presumably where they say...“you are now ready”. But was all this money and time and distraction really necessary? And does it really add any value at the end of the day? The truthful answer is; only occasionally. More often than not the whole “Exit Planning” nonsense is no more than fee generation by well-meaning but ultimately misguided advisors. Seminars are held, texts are written and plans are enacted, and the invoices are sent. This may seem a touch strong, and perhaps it is, but it is frustrating to see business owners focus on unnecessary complications and delay their plans when often it is totally unwarranted.

If you haven't been on the *Exit Planning* bandwagon yet, here is what you will be told and my comments about each:

## You Need To Be Planning To Sell Your Business From Day One.

No you don't. If you just bought a business, why would you be immediately planning its sale? It's an incongruous concept. You need to run the business from day one to achieve the objective you set out to achieve; make a return, have a great lifestyle, travel, have a change of environment, or whatever the case may be. The point is actually to run your business successfully from day, which most owners try desperately hard to do in any event.

## You Need To Work Towards Making More Profit.

Seriously, this is on virtually every *Exit Planning* list. It is often couched in very professional sounding language like this explanation from a UK website on *Exit Planning*; “Step 6. Maximising value – in its simplest form, purchasers will most often value businesses based on Earnings Before Interest, Tax and Depreciation/Amortisation (EBITDA), to which they will apply a multiple e.g. 3x, 4x, 5x. During the planning period it is worth focusing on the key drivers to identify how they might be improved.” In other words; make more profit. Gee thanks, here's my cheque. I don't know many business owners who are not trying to increase their earnings, lifestyle or profitability, and as I will explain shortly why it doesn't matter in what form this comes.

## You Need To Pay Yourself the Correct Salary.

No you don't. You can pay yourself whatever you like. Too much, too little, it doesn't matter a jot. (Again, I'll explain shortly)

## You Need To Make Sure That the Business Is Not Overly Reliant On You For Its Success or Even Viability.

This is a good point. But often in small businesses, there simply isn't the capacity to have a full management team in place. If there is anything to be planned, this is often the biggest issue.

## You Need To Make Sure That Your Lease Is Renewed and Well Documented.

Good idea. That takes one meeting with your Landlord - they are normally bending over backwards to have tenants renew or extend leases.

## You Need To Make Sure You Have Supplier Agreements In Place.

Yes you do. So if you don't, get them in place.

## You Need To Reduce Non-Business or Non-Recurring Expenses, and Operate the Business “Cleanly” For At Least A Year.

No you don't. This is entirely unnecessary in most cases.

If there is a need for preparation before selling a business, it can often be achieved within two or three months, and the reason we say this is because we don't theorise about what buyers will and won't do, we work with them every day and have sold over a NZ\$1 Billion of businesses - we know.

What most owners need to do is simply “normalise” the accounts. In other words explain to the potential buyer, how you have decided to apply the income to the business and what the actual “discretionary income” really is. It is simple mathematics and can be completed by any accountant, or competent business broker. Why would you need to wait a year to add \$15,000 to your bottom line because you had a \$15,000 “business” holiday last year? We would simply explain to the buyer that you spent \$15,000 on travel but it wouldn't need to be repeated for future earnings. This amount is added to the net profit and takes about five minutes for each

item that is either non-recurring or non-business related, like the “business” trip we described earlier. Similarly whether you are under or over paying yourself or others, adjustments can be made to show the correct discretionary income. The key point is to ensure that any of these “add-backs” or adjustments are bona fide and will withstand scrutiny under due diligence, and clearly separated and highlighted below the line. It is important to be entirely honest, as any buyer will require sufficient evidence to satisfy themselves.

The effect of completing the “normalisation” correctly can be very powerful.

A simple example will highlight the concept.

Let's assume we value a fully managed business and ascertain the multiple of EBITD to be 3.75. In other words we would multiply the Net Profit (before we deduct interest or depreciation) by 3.75 times. And let's assume our business is showing an EBITD of \$235,000 - that gives us a value \$881,250.

Now we discover the business has legitimate add-backs identified of say \$55,000 in total (let's say this is made up of; personal motor car costs, a marketing plan that didn't work and won't be repeated, and some overpayment to the manager who is also your wife). We add this total amount

to the Net Profit which is now correctly stated at \$290,000. The business is now worth \$1,087,500. And you didn't have to wait two years.

There are legitimate reasons for taking longer to prepare a business for sale; you may be bringing on new product lines or expanding operations and want to have these generating income before selling. You may be dealing with management infrastructure and personally withdrawing from the limelight. In larger businesses with more complexity, there is sometimes a need to separate multiple business interests and have clear accounts around each, but for most businesses valued between \$250,000 and \$5 million, exit planning is no more than snake oil for fee-seeking consultants.

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*We don't theorise about what buyers will and won't do, we work with them every day and have sold over a NZ\$1 Billion of businesses - we know.*

## Territory - Do You Really Know What You Are Getting?

Written by Stewart Germann of Stewart Germann Law Office. SGL has years of experience in commercial and franchising law and will assist you as and when required. Phone 09 308 9925 or e-mail [stewart@germann.co.nz](mailto:stewart@germann.co.nz). Also visit [www.germann.co.nz](http://www.germann.co.nz).

WHEN a potential franchisee has selected a franchise which he or she wishes to pursue, then due diligence must be done. This will involve obtaining a copy of the disclosure document and franchise agreement from the franchisor. A key element in the grant of any franchise is what the territory will be.

By territory I mean a specific area within which the franchisee will be able to conduct the franchised business. Will it just be Sylvia Park? Will it be a territory covering a reasonable area which will be defined in red on a map to be attached to the franchise agreement? Will there be a non-exclusive territory or no territory at all, and, in consequence, "a free for all" within which numerous franchisees will be conducting their own separate business with no demarcation line?

### CONCISE TERRITORY

In the majority of cases a franchisor will have divided up New Zealand into concise and separate territories which will be allocated to each new franchisee. These territories will be carefully defined on separate maps and a typical clause in the franchise agreement may be as follows:

*"The franchisor grants to the franchisee a franchise to establish and carry on a business within the territory as set out in the Schedule and delineated in red on the map attached and to carry on the business within the territory using the methods and techniques developed by the franchisor ..."*

This type of clause gives certainty to a franchisee by way of a map being attached to the franchise agreement with the boundaries of the territory clearly defined. There can be no doubt as to the boundaries of the territory which a franchisee is contracting by way of execution of the franchise agreement and payment of the initial franchise fee. In my opinion, some franchisors make the mistake in the early days of giving franchisees too big a territory which a particular franchisee does not service and exploit to its maximum potential.

There appears to be an incidence of the franchisor using the franchise agreement as a selling ploy/enticement. As I said above, if a map is attached clearly delineating the boundaries of a territory then the franchisor cannot alter that contractual arrangement without agreement by the franchisee.

### EXCLUSIVITY OF FRANCHISE

What a franchisee always requires in entering into a franchise arrangement is certainty. There must be certainty as to the upfront franchise fee payable, certainty as to the ongoing service fees or royalties payable together with advertising levies and, most importantly, certainty in relation to the territory. A clause which I have come across in one or two franchise agreements which gives certainty and which is clear and unequivocal is along the following lines:

*"If the franchisor or the franchise identify the opportunity to establish a further franchise in the territory ("the proposed franchise") then the franchisee shall be considered prior to any third party as the proposed operator of the proposed franchise. The existing franchisee, subject to meeting all new franchisee criteria, shall be offered a 14 day first right of refusal".*

What can be seen from this type of clause is a clear indication that the franchisee has not been given an exclusive territory, but will be considered first and foremost should the franchisor wish to open another outlet in the territory. However, an important caveat for the franchisor is whether the existing franchisee has been operating the business in such a way that gives confidence to the franchisor that the existing franchisee will be able to manage more than one outlet in the territory.

### NO TERRITORY FRANCHISES

Some franchise systems prescribe no territories whatsoever. There is a difficulty here for the initial franchisee who should be concerned about saturation of the area of the franchisee's proposed operation - ie. How far is the franchisee going to travel to get business? This is relevant when in the case of a new system there are no actual figures to justify a viable business.

In summary, territories or the lack of specific territories is a fascinating topic in franchising. I have noticed clients who are having territorial disputes with franchisors and upon reading a traditional franchise agreement there are usually grounds for franchisees to protest. A franchisor must be fair to each particular franchisee but must also abide by the provisions of the franchise agreement.

# 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



Stewart Germann Law Office has been named Franchise Law Firm of the Year in New Zealand in the 2012 Global Law Experts Practice Area Awards. The Franchise Award was judged on client testimonials, recent key cases, legal rankings, overall reputation, publication contribution, speaking engagements and the performance and standing of the team's individual lawyers.

Stewart Germann has over 30 years of franchising and licensing experience. The firm acts 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 SGL today.



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# Selling Your Accommodation Business



The attraction of working for yourself, working from home and generating an income is very much in demand. This industry attracts all walks of life from retiring farmers, professionals, immigrants to your every day couples looking for a life change. As an accommodation owner this could be the biggest sale you will ever make and to realise the true profits you need to be prepared.

## **This is where you start:**

### **PROFIT & LOSS ACCOUNTS:**

It is from these accounts that the purchaser will calculate the return they will get on their investment and therefore the accounts need to be accurate and presenting as much profit as possible. A purchaser and their accountant will expect three years of accounts plus the GST returns for the current trading year. So you need to ensure your accounts are showing the best profit for the three years, not just the year you decide to sell. If there is a one off costs or costs not relating to the operating of the business within the financials, please make sure these are identified so the broker can add them back on the financials to realise a higher true profit.

### **CHATELS:**

When selling it is important to have a complete and up to date chattels list available. The purchaser will want to view the chattels in order to assess the business. If there are any chattels that are broken, please remove them or repair. Many buyers love to knock any defects to try and purchase the businesses at a lesser value.

### **PRESENTATION:**

This is important when purchasers are looking at a motel. Any maintenance should be completed, fix that chipped cupboard or leaky shower so the purchaser doesn't wonder what else needs doing that they can't see. Have the gardens groomed and the complex pristine, you will reap the benefits from this. Not only should the complex be in ship shape but also your website. We advise that it be up to date with current professional photos. A professional photo will optimise the benefits of your complex, they tell a thousand words and will either entice or put off a buyer within moments of viewing.

### **REGISTERED VALUATION:**

When freehold is involved in a sale I cannot stress how important it is to have a registered valuation prepared. In this market the normal 10 - 40% yield on a freehold is getting harder to achieve. I have found that a registered valuation is a guaranteed tool to justify the value. Not only from a broker prospective but also for the purchasers accountant and bank. Having the valuation at the onset will make the process through to finance a lot smoother. Remember, this is the biggest sale you will make and spending the money to have the valuation completed will reap the benefits to you in the end. It's no different to you spending the money on the AA or Jasons sites to sell your rooms.

### **LEASES:**

Leases are a major topic in regards to the length of the lease and terms in them. It is becoming common for new leases to be 30 or 35 years in length and most buyers are looking for at least 20 years. Extensions can be granted by lessors but this is usually at a cost per year. There is no set figure per year as it is an individual agreement between lessor and lessee as each motel is a unique business so age and condition must be taken into account. Buyers are insisting on leases over 20 years so it is important to ensure you can extend your lease. This does not have to be done at sale time and can often be negotiated as a part of a rent review. A trade off for a rent increase could be the lessor extending the lease.

When choosing a LINK Business Broker you will experience respect, confidentiality and generosity of spirit from a team with knowledge and negotiation skills essential to achieving premium results with integrity.

Article by Nuree Allan, Managing Director and Business Broker for LINK – Bay of Plenty. 26 Fourth Avenue, Tauranga  
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## Is Time Running Out To Sell Your Business?

As "baby boomers" start to think about retirement and selling their businesses, some will be confronted by the cold hard fact that there will be an influx of businesses on the market and there will be fewer willing buyers among the baby boom tail-enders and people born in the 1960s.

Suddenly, the retirement dream looks bleak. Many owners have pumped their profits back into the business expecting that they would recoup it (with interest) when they retired. They have turned the luxury items such as boats and holiday homes in to liquid cash to help survive through the recession. The simple law of supply and demand means the sale price of their business will go down.

**The key to obtaining the very best price for your business is preparation, preparation and still more preparation.**

Part of the lifecycle of many successful businesses is selling the enterprise for a tidy sum - and there are many steps an entrepreneur can take to prepare their business for sale. Now is as good a time as any to consider selling your business, especially with looming Capital Gains Tax suggestions and the imminent Baby Boom scenario, which as mentioned could have a significant negative effect on the value of your business.

There are thousands of foreign nationals looking to emigrate to New Zealand and ex-pats currently working overseas who have a real desire to return home, purchase a good solid business and enjoy the lifestyle that this country is so famous for, but the current strength of the New Zealand Dollar dictates that their cash and assets stay offshore. However there is a general feeling that the NZD is at its peak and this year it will start to move back towards normality against the main global trading currencies.

We know that in New Zealand we are facing an ageing business owner demographic in our privately owned SMEs' commonly discussed and known as the "Baby Boomer" phenomenon.

As a result, nearly 60% of small to medium-sized businesses are owned by people aged over 50 and 23% are currently owned by people over 60. With these percentages gradually increasing we will start to see significant pressure on business values.

The emphasis and importance on business owners "grooming" their businesses for sale are ever increasing.

So how do you go about preparing your business for sale? This is probably one of the most frequently asked questions by New Zealand business owners.

Every business case is unique. There are, however some basic guidelines, but in all cases I strongly advise you seek professional advice.

**1. Staff** - Securing key staff members and ensuring that there are systems and procedures in place enabling the business to operate with minimal involvement of the owner.

**2. Contracts** - Ensuring that all clients and supplier contracts are up to date ready for a new owner to take over.

**3. Accounts** - These need to be accurate, show maximum profitability and be able to stand up to scrutiny.

**4. Timing** - Market timing can significantly affect the value of your business and that could just mean beating the rush of "baby boomers" coming to the market. This is probably one of the most frequently asked questions by New Zealand business owners. The answer is unfortunately not straight forward. Many business owners believe that the best time to sell is when the financial position of the business is at its healthiest. This is most definitely, a considering factor, and there's no substitute for quality businesses with attractive figures, most accountants and business analysts would no doubt agree.

**5. Preparation** - Far too often, a business is too dependent and reliant on the owner-operator for leadership, management and technical expertise. A large part of the grooming process must be to demonstrate that your business has moved away from this situation and that the business would operate successfully under new ownership.

The key to obtaining the very best price for your business is preparation, preparation and still more preparation. Once the sale process has begun, you will not be able to tidy things up along the way.

**6. Presentation** - You sell your house on "looks" and your business on the "books" - and they need to be clean and tidy. I strongly recommend to my clients they spend a few dollars with their accountant getting the books prepared professionally for the purpose of sale. Make sure your business premises, plant equipment are all tidy and in excellent condition.

The good news for business owners is that at present we are seeing an abundance of buyers and investors in the market looking to invest in, or acquire good quality businesses.

So if you are considering selling your business in the near future, NOW could actually be the best time to achieve the most successful outcome.

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# Business Brokerage

## A Specialty Role

1986. The year I joined a real estate company as a salesperson to sell businesses. That is what happened in 1986; real estate companies were regarded as the place to go if you wished to buy or sell a business. They were licensed under the Real Estate Agents Act and today are no different in that regard.

What has changed is the progression from being a real estate salesperson selling businesses to a specialist business broker that can be relied upon to have the knowledge and expertise needed to guide vendors in preparing and marketing their business for sale (*LINK's Managing the Sale of Your Business*) through to the final settlement and a successful sale.

Appraising a business value accurately is a skill Business Brokers acquire not only through experience but also training that focuses on utilizing tools that are available such as LINK's in-house 'Appraisal Tool', comparable sales, relative formulas, and weighting factors that may affect the business value. Often the appraisal from a competent business broker is far more comprehensive, accurate, and representative of market value than those produced by a vendor's accountant whose focus is on the preparation of tax accounts.

The presentation stage of the sale process of any business to the market and individual buyers, who are also expecting guidance from a broker through the buying process, is a further skill business brokers acquire and is demonstrated in the quality Information Memorandums produced by the various LINK offices. Quality is measured not only in the appearance of the document but also in its content. The ability to assemble the correct, comprehensive financial and performance data as well as other relevant documentation from vendors and their professional advisers that offers a potential buyer a preliminary overview of the business is another major activity in the specialist role of a business broker. At LINK preparation, layout, addition of images, and the insertion of

financial, occupancy, and other essential data is overseen at management level with a final approval check carried out by the vendor. It is this attention to detail that sets LINK business brokers apart from others.

There are of course other professionals who have a specialty role in the sale of a business. A business broker will develop relationships with many of them through the course of business. Realising that it is impossible for any professional to have a full and complete knowledge about any business or its activity a business broker will seek from others detail and data from them. This may include:

**Legal Data** – Leases, supplier contracts, franchises, and many other legal aspects that either the vendors' or the buyers' lawyer may hold or seek.

**Financial Data** – Profit and loss accounts, depreciation schedules, balance sheets, GST returns and other financial statements and/or data applicable to the business and often held by the vendors accountant. This is of particular interest to buyers and their accountants especially during the due diligence examination of a business prior to settlement.

These are the main players involved in a business sale although other specialists may be involved depending on the nature of the business.

Finally and a major concern of vendors, and in many cases buyers, is confidentiality. There are a number of facets to this. Firstly most vendors do not wish to divulge publicly the fact that their business is on the market as they believe this will have an effect on trading prior to a sale. A competent business broker will draft a marketing plan that promotes the business anonymously



and submit it to the vendor prior to going to the market. Managed properly this should not be a concern. Often it is better to advise suppliers, customers, and staff that the business is being placed on the market for genuine sale. Explained properly this can be turned into a benefit as most people want to assist with a successful sale. After all if no-one knows the business is for sale then no-one will buy it.

The handover of information is an entirely different matter. Business brokers are aware of this and will carry out an in depth background check of potential buyers; convey that to the vendor along with identities prior to the information being divulged. For nervous vendors we advise that talking to your Business Broker may well overcome concerns.

2013. My, how business broking has changed. Business Brokers have moved away from the real estate reputation and are now respected in their own right.

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## Five Steps Towards Getting Your Service Business Ready To Sell

Service businesses are hard to value and sometimes struggle to get their price at sale time and a prospective owner can have a lot of questions before taking on a new business.

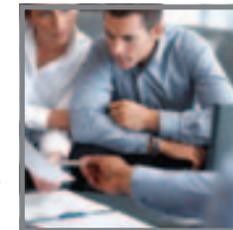
If you are in the professional service business, - architectural, accounting, law or a trade service – plumbing, electrical or landscape gardening etc., you may want to consider the steps below to;

### STEP 1 Customer Relationship Management System (CRM)

A good CRM system is essential for a service business – CRM is not only a list of clients and their contact details – it will include all communications you have with the client, quotes, invoices, notes on jobs and unique personal information which you can access easily. For a small monthly fee you can get a system tailored to your needs that is as good as a large corporate organisation. The value of a CRM is that you can show a potential buyer your current client information in a variety of different reports, set up for immediate access, this adds value to a business, enhances your efficiency gives you a basis for excellent customer service.

Here are a few examples for your reference.

[www.capsulecrm.com](http://www.capsulecrm.com)  
[www.batchbook.com](http://www.batchbook.com)  
[www.salesforce.com](http://www.salesforce.com)



### STEP 2 Job Costing

Correct job costing is fundamental for a Service Business. Without a good job costing process, you could end up without the income you expect. Some business owners spend very little time on this and wonder why their profits are not what they hoped for.

Look at setting up service agreements, where a client pays monthly for your services – this is a good income stream and is an advantage to a customer who doesn't have to deal with a large invoice annually.

Quoting and recording time and materials for each job, is now an easier process with an online system that sorts out your margins automatically for every quote. A potential buyer will be looking first of all for your gross profit reports, being sales minus time and materials and the easiest way to keep track of this is with one of the readily available online systems. A business showing a consistent profit on each job, gives a buyer confidence in their offer.

Well supported systems available are:

[www.workflowmax.co.nz](http://www.workflowmax.co.nz)  
[www.geoop.com](http://www.geoop.com)

Article by Brad Golchin, Managing Director at Wise Advice.

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E: brad@wiseadvice.co.nz W: wiseadvice.co.nz



### STEP 3 Accounting

There is little as important as a good accounting system which can produce immediate reports to show a prospective buyer where you are today with your cash flow – just the ability to pull out a report showing accounts receivable and payable at any time is a huge confidence builder to you and your buyer.

You can be sure about your own cash flow and track it in real time – this is a tool for making changes to your invoicing systems and not just for a buyer; this can give you the ability to know where you are with your money to enable you to make decisions about asset purchase or business expansion with confidence.

Have a look at what you can do with [www.xero.com](http://www.xero.com)



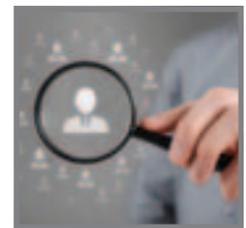
### STEP 4 Your Website

The first port of call for a new buyer will be your website and its importance at creating a great first impression cannot be underestimated. You want to make sure it is visually attractive, and describes your business clearly, giving enough information to make it clear that you are offering the services needed and making it easy to make contact. A few good testimonials are of value and the need

to keep your information fresh and up to date is vital. A neglected or out of date website is passed over for the next in line.

### STEP 5 Staying close to your clients with a good team approach

Keeping close to your clients is a good way to keep your clients. If a client knows a business is going on the market but is confident in your staff and is informed throughout the process, they will be less likely to find another service provider and may be happy to wait around to see what happens. This is important for the prospective buyer, to reassure them that the clients won't flee when a new owner arrives. Communication is key and the best way to do this is with emails or newsletters or client updates on a regular basis and a friendly and welcoming approach from you and your staff will go a long way to making a transition seamless for the client.



## The First Step in Selling Your Business is to Update Your Books

Whether you're planning to sell your business yourself, or through an intermediary, the LINK group provides important information on how to achieve the best price.

Compiled by industry experts in business sales, the guide provides a comprehensive overview of all steps involved in selling a business, from grooming through to the final hand-over.

It explains different valuation methods and also, the relevance of accountancy policies and their affect on the sale price. With tips to help you avoid common mistakes and legal pitfalls, the LINK guide helps you manage the sale of your business in a carefully planned way so that confidentiality is maintained, uncertainty avoided and success assured.



Call **0800 546 528**

For your **FREE 20-page comprehensive guide, or a confidential appraisal of your business**



## Who Will Sell Your Pride & Joy - Would You Buy It Back From Them?

Selling your business is not an every day event. The thought and prospect of the sale and the subsequent life change will arrive with some trepidation. This poses all manner of questions. Sold - by whom or how?

Value - how much? The need, the want, the reality? How quickly will the business sell, and what preparation is required? Seeking advice is your next step. So you share your dilemma with people in your sphere of influence. Once shared - the quality of the sale process and outcomes will start to form.

Choosing who to engage to sell your business is a process of using a methodical checklist – just as a buyer will have a checklist in choosing which business to buy. You as the seller will want to make an appointment that will meet your needs – and also the buyers needs! “A quality presentation results in a fully satisfied buyer and their attendant advisors”. Great - because a fully satisfied buyer is what you as the seller will need for the business to change hands!

This article confronts the important issues on how to fully evaluate a licensed salesperson (after all there are some 12,000 plus to choose from in NZ!) to effectively broker the sale of your business.

As the seller, start with the larger picture – is the person in front of you a bona fide business sales specialist? Very few licenced sales people in NZ are actually titled “business broker” on their company business card. If the card is not titled Business Broker - move on! To be assured of dealing with a dedicated Business Broker, the business owner needs to engage a company that specialises in business sales, or at the very minimum has a specialised division with a team of business brokers. This is your assurance as the Seller that you are in the right place for credible management of the sale of your business.

From here there are two wider points to evaluate; the Company and the Business Broker – start by interviewing the business broker. The business broker’s key skills, experience and characteristics are what you seek to learn about - in deciding on suitability for you and your pending business sale. Initially focus on the broker’s general business brokerage experience, then relevant experience connected to your business type, financial and asset size. Ask questions relevant to your business and circumstances. Length of service is also relevant as an indicator of the broker’s likely abilities. The broker’s ability to draw on experience for identifying and managing a myriad of details is important. The experience and skills on tap to close the sale earn the success fees that keep the broker in the industry!

Length of service should not manifest itself into complacency! So at all times your broker should be attentive, focused and enthusiastic about representing your business. Such characteristics may be found in a less experienced broker, and put to good effect in managing the sale of your business.

Next look at what current business listings the broker has for sale. The question is – “are the businesses featured in your area as to investment required, sophistication and activity/industry?” The latter may actually be the least important on any given day – so ask about the broker’s sales history to balance with his or her existing client mandates. A broker with too many businesses for sale has you running the risk of a lack of attention. Equally too few in numbers may lack commitment. How many clients are manageable will depend upon the broker’s area of activity and individual energy levels. A busy broker is a well connected broker - and is exactly who you need to manage the sale of your business. With these insights satisfied, move to asking the broker how he will manage the marketing process for you. A professional broker will be able to present an orderly plan and format



*“A busy broker is a well connected broker - and is exactly who you need to manage the sale of your business.”*

to manage this process by. Moving forward the broker’s thoughts are in establishing a market value and then drafting a comprehensive business profile.

One of the contentious issues is establishing the market value of your business. Frequently you as the seller have a “figure in mind” but this is usually not established on any accepted appraisal/ valuation methodology. As the seller you will want to ask the business broker for guidance of value and how it is arrived at. A professional broker will establish a range – with points to where the business will likely be under or overvalued. Expect to pay a fee for a written appraisal of value, which may be independent of any engagement to sell the business. While this appraisal will form the basis of an indication of market value you may agree to market the business inside or outside the appraisal range. The important point here is

that you and the business broker know before going to the market, what a likely outcome of an offer may be. The broker must establish with you a market value for your business at the time you are engaging them to represent you.

Establishing an appraisal value is a sales value to an open market standard. The business broker’s company must have provided the training and statistical sales data resources to support the broker’s appraisal. Key company support comes in the form of marketing resources. The broker will present the marketing resource offered by the company.

To conclude on the key points above; A business broker is titled as a business broker on their company business card! While assessing a broker’s experience ensure that there is a good helping of

enthusiasm on tap too. Insist on a written appraisal before you engage a broker – but be prepared to pay for this service. Keep some flexibility stored up, and when the offer arrives you should not have any surprises!

About the writer... a business broker for some 17 years, and an outlook for another 17! A working life in industries from boiler-making to banking, never left school, and work never feels like work.....

Article by Chris Bryant, Principal for LINK - Christchurch & South Island. 131 Deans Ave, Riccarton, Christchurch

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E: chrisb@linkbusiness.co.nz

Ask questions relevant to your business and circumstances. Length of service is also relevant as an indicator of the broker’s likely abilities. The broker’s ability to draw on experience for identifying and managing a myriad of details is important.





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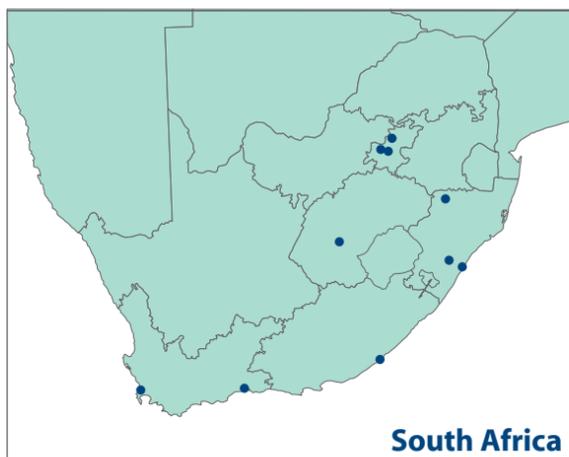
Brisbane - 61 (07) 3831 2300

Gold Coast - 61 (07) 5572 2122

Newcastle - 61 (02) 4946 6878

Sydney - 61 (02) 9899 1999

**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.



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## New Zealand

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Auckland, Ellerslie - 09 579 9226

Waikato - 09 579 9226

Bay of Plenty - 07 579 4994

Wellington - 04 472 7602

Christchurch & South Island - 03 366 3394



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For further LINK Franchising Opportunities please contact Franchise Manager, Kevin Atkinson - kevina@linkbusiness.co.nz

HEAD OFFICE - LINK Business Franchising Ltd, Level 1, 401 Great South Road, Ellerslie, Auckland, NZ

## Future Maintainable Earnings and Cap Rates

Article by Dave Morgan, General Manager for LINK - Wellington. Level 13, Davis Langdon House, 49 Boulcott Street Wellington.

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As business brokers, particularly in NZ, we most commonly sell businesses that fall into the SME category and are generally going concerns. There are several business valuation models available for us to use, but only certain ones are applicable.

**Asset Based Valuation** - This is most frequently used by the vendor's accountant in the process of dissolving the business or company, or in more unfortunate situations, by a receiver.

**Rule of Thumb** - This method is usually applied in specific industries where an industry recognised norm is used for pricing. For example, professional practices are generally valued using a recognised percentage of annual fees.

**Discounted Cash Flow** - This method is more commonly used in the valuation of commercial real estate or real estate developments, or in the valuation of shares in companies that are on a strong growth curve.

**Comparable Sales Method** - This method is used to value a business based on recent sales of businesses from the same industry which are similar in terms of gross sales, gross profit, percentage return to the owners, term of lease, value of tangible assets etc.

**Future Maintainable Earnings** - This method is most frequently used to value small to medium enterprises, particularly those with consistent cash flow and a consistent yield. The key to using this method is determining the cap rate, or earnings multiple, that adequately evaluates risk and return.

The most common information required to determine future earnings are the financial statements from the previous 3 years. The reason this information is appropriate is so the valuer can determine if the level of profits are likely to continue to occur in the future. The Future Maintainable Earnings model is only appropriate where the level of future profits is expected to be stable. If the business is on a strong growth curve and significant increases in profitability are expected in the future, then it would be more appropriate to use a discounted cash flow model. This type of business is more the exception than the norm in our industry.

With small to medium enterprises, the finer details of financial information are frequently unavailable which makes it extremely difficult to rely on profit forecasts with any confidence, in the valuation process. Accordingly, we have to rely on historical performance as a guide to the business's future performance.

There are several factors that will influence the future performance and help us determine the cap rate or earnings multiple. Our skill as brokers is to understand which factors to apply and the extent to which they influence the future earnings of the business and its current market value. Some of the more common factors we take into consideration when determining the earnings multiple are:

1. Barriers to entry - how difficult is it for new entrants to the industry?
2. Have competitors increased or decreased in the last 3 years?
3. Who are business's main competitors?
4. Is the business's success dependent on its current physical location?
5. What is the remaining term of the lease and are there any renewal options?
6. How dependent is the business on its shareholders/directors?
7. How dependent is the business on key staff?
8. How recognisable is the business's brand? This is particularly important with franchise businesses.
9. What are the industry trends?
10. Does the business rely on a small number of customers?
11. Does the business have verbal or documented supply contracts?
12. Are margins improving, stable or deteriorating?
13. What is the relationship between fixed and variable expenses?
14. How reliable is the financial information?

It's the weighting of these factors that helps us to determine the capitalisation factor. The capitalisation factor can be described as 'the discount rate of the expected return from the investment in the business, given the risk of that business'. There is a common misunderstanding of the meaning of the capitalisation factor in business valuations. A capitalisation factor of 3 doesn't mean the buyer will get their money back in 3 years. It means the buyer should expect (all things being equal) a 33% return per annum forever. The Future Maintainable Earnings methodology assumes that growth is equal to nil or at least equal to the annual rate of inflation.

A business with a cap rate or earnings multiple of 5 indicates an expected 20% annual return. A business with a cap rate of 2 indicates an expected 50% annual return.

In the current economy where interest rates are low, a low risk business would provide an annual return of 20- 25% (cap rate of 4 to 5), a medium risk business should provide an annual return of 25- 50% (cap rate of 2 - 4), and a high risk business should provide an annual return of 50- 100% (cap rate of 1 - 2).

The higher the cap rate or earnings multiple, the lower the risk.

The information above infers that businesses can be valued independently of their net tangible assets. In theory, this is often the case, but in practice the net tangible asset backing of a business is extremely relevant and should not be overlooked.





## BUYING A FRANCHISE IS LIKE BUYING A CAR

### What are the Similarities of Buying a Franchise or a Car?

#### New or Second Hand

Just like a car, a franchise can be either a brand new franchise (that is setting up a new outlet or operation) or a second hand franchise business. In franchising terms we call the new business a Greenfield franchise, but unlike a car the new franchise business will increase in value, as soon as it has a trading record and is showing a profit. Even the second hand franchise will increase in value if you show growth and improved profitability.

With a car, there is something special about being the first owner. That unmistakable new car smell, the showing off to your friends, no worries of breakdowns. In franchising, the new and second hand businesses are equally appealing. It's a matter of whether you want to be instrumental in the setting up process and endure the ramp up stage of a new franchise or if you want to walk into an established business.

#### Make and Colour

What make of car do you want, and what colour? What sort of business do you want and will it be part of a well known brand? People often buy a brand of car because of its reputation of reliability, class, and resale value. You too can decide on a well known brand of franchise because of the same attributes. A well known mature, successful brand in franchising can also be a good option for a first time business buyer. Or you may decide on a brand and style of business that does not have such a track record but that has a better personal fit; hours that suite, passion for the industry or product.

#### Test Drive

When buying a car the salesperson will literally force you to take a test drive, try and ensure if it fits your wants and needs. They want you to become emotionally attached, even take it home for the night and let the family fall in love with it.

It is important that you test drive the franchise of your choice. Not just for a few hours, but for a few days, and if your partner or family is involved, they should be part of the test drive. Some franchisors will have test driving as part of the franchisee (that's you) recruitment program.

Looking at the car groomed for sale in the yard, is a lot different than seeing it after 5,000km on a wet and windy evening. Just so with a business. You need to lose the rose tinted glasses and see the good, the bad, and the ugly sides of the business.

#### Look Under the Bonnet

Every car buyer checks under the bonnet, and unless you are a mechanic you probably won't really know what to look for or if it will run well. You need to have a look at the engine that drives the franchise business, so get a business mechanic to check out the business. Any serious buyer should get an AA equivalent check and this may involve a number of advisors.

#### Exterior Look

The exterior look of a new car is not an issue, it will be 100% or you won't buy. But for the second hand car it can tell a very different story, so too with a second hand business. Look deeper than what appears on the surface as scratches, rust and lack of care may be a warning sign. If you don't get the right answers from the seller then ask the franchisor for a history of ownership, trading and customer feedback.

#### Read the Instructions

The car will come with an ever increasing set of instructions, detail the onboard computer, regular maintenance, and operation of the music, radio and communication systems.

You will be supplied with a full set of operational manuals when you take delivery of the business detailing the step by step process on how to operate the business. But before you buy the business you should view the manuals as they will detail minimum standards and reporting requirements. The franchisor will not let you take these away but you should allow several days to view them at the franchisor's offices.

#### Maintenance

Cars need to be maintained to keep them performing up to their optimum, so do businesses. Regular checks and WOF are needed to keep the car going well, these are imperative for your business. Your franchisor and support team will be part of the regular check of your business and if you require help, they can give you guidance in the "maintenance" of your business.

#### LMVD or FANZ

It's the buyer's choice to buy the car from a member of the Licensed Motor Vehicle Dealers Association which provides safeguards and credibility or to buy from an individual with no adherence to standards. So too when buying a franchise business. Buying a franchise from a member of the Franchise Association of New Zealand provides you with some certainty of ethics and standards.

#### Shall I Buy or Not

Your decision to buy a business should be based on the results of your 100 point checklist and not emotions. Use the services of the franchise experts available to you at the banks, franchise consultants, lawyers and accountants and you are pretty well assured of making an informed decision. Ensure your advisors have a good depth of franchise knowledge. You should not stop researching until you fully understand both franchising as a business structure and the specific details of the actual business you are buying.

Written by David McCulloch - Managing Director of Franchise Coach. In 1990 David was appointed the founding director member of the NZ Chapter of the Franchise Association of Australia and New Zealand.  
Phone: 021 943 776 or 09 580 1556 ext 400  
www.franchisecoach.co.nz  
Email: davidm@franchisecoach.co.nz

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*The salesperson will literally force you to take a test drive, try and ensure if it fits your wants and needs. They want you to become emotionally attached, even take it home for the night and let the family fall in love with it.*

If you are a franchisor, you'll know that the success of your business relies heavily on the quality of your franchisees. Finding the right person is an exacting task. We at LINK are specialists in franchise recruitment and resales, we know.



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LINK's Franchise Division specialises in the sale of business format franchises. With a combination of the best franchisee selection skills and the best business broking skills, we are the only franchise recruitment agency of our kind. Our role is to present the information about your business in a very systematic and professional manner, and to target, test and recruit franchisees to match your profile. LINK recruits franchisees nationwide for selected franchisors that have well documented systems.

**For your free pack or to discuss how LINK can help you in the development and growth of your franchise call LINK today on 0800 546 528.**



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Any good CEO/Owner/Manager is required to ensure the solid and on-going financial security of the company, to provide quality guidance for it to trade profitably, with good returns to investors and future employment of its staff.

Terms and Conditions of Trade help to provide for these conditions going forward. They are one of the important corner stones of the company's foundations.

### Your Investment Requires Protection

Good Terms and Conditions are specific to each company and need to be constructed around the company's requirements, method of trade and products, including intellectual property confidentiality etc.

Protection against bad payers, receiverships and other "can go wrong" situations can be, and is provided, to gain the best possible outcome. Claiming of default interest and recovery on a solicitor/client basis, your company's Terms and Conditions of Trade will be the document that will clarify your position.

And with the Personal Properties Securities Register for your security interest in goods and services provided.

With the complexity of the court system your Terms and Conditions of Trade will spell out the arrangement of supply of goods or services ensuring quality outcome for your company.

When dealing with other companies you will be seen to be acting in a professional manner and showing good stewardship to your future customers.

Many complex situations arise in business from time to time, and having DALE MAXWELL CONSULTANTS understand your company's operations and its goods or services, we can construct your Terms and Conditions of Trade professionally to protect your company and help to advance your company's future growth.

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

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



### SOUTH AFRICA

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

Gauteng, Free State, Kwazulu-Natal, Eastern Cape, Western Cape

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For further LINK Franchising Opportunities please contact Franchise Manager,  
Kevin Atkinson - [kevina@linkbusiness.co.nz](mailto:kevina@linkbusiness.co.nz)

**HEAD OFFICE**  
**LINK Business Franchising Ltd**  
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Ellerslie, Auckland, NZ

## Businesses for sale - Auckland \$1 million plus

### Franchised Supermarket

A massive franchised supermarket with floor area of 1,500m<sup>2</sup>.

Weekly turnover of \$200k (retail sales only) and LOTTO sales of \$6k-\$7k with potential to grow. Fully managed. Plenty of car parks. This business is well set up and located in a busy commercial, industrial and residential area. The current owners have successfully run this business for over 6 years. Be quick, this rare opportunity could be yours.



Asking price: \$2,950,000 plus SAV  
Anil Vazirani 021 0277 8149 / Shweta Vazirani 021 236 5840

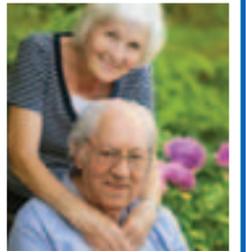
Ref: 15799

### 30 Bed Dementia Unit - Investor's Dream

Fully secure single level Dementia facility with 30 spacious bedrooms on 1838sq metres (approx) of land. Apartment on top level 159 square metres (approx).

Could be additional office space or living quarters for resident nurse.

Certification with Auckland Health Board remains to be done. Required facilities are in place for you to takeover and get the documentation finished. CV (property) is \$1.53m.



Asking price: \$2,450,000  
Percis Wadia / 021 608 102 / [percisw@linkbusiness.co.nz](mailto:percisw@linkbusiness.co.nz)

Ref: 15514

### Top Cafe. Run 100% Under Management. Profitable!!



Located in a prominent North Shore position, this is one of those bullet-proof businesses. The owners had no hospitality experience at all and they visit the shop very irregularly but it still keeps churning out the profits!

It is run completely under management and the owners report that they enjoy sales of well over \$30,000 per week.

The current owners report a surplus in excess of \$300,000 (and that is 100% managed surplus). The business runs well but there are the inevitable inefficiencies that come from a business with little owner input. An owner who is willing to learn the business and better control costs should expect to earn over \$400,000 in this place.

Asking price: \$1,295,000

Ref: 15548

Nick Giles / 021 676 832 / [nickg@linkbusiness.co.nz](mailto:nickg@linkbusiness.co.nz)

### Another Opportunity to Join Palmers Planet



We now have the second store about to be built! This will be number three. Is this what your next business could be? We have a great location in Auckland for the next Planet to open!

It will be located on a very visible site, near a busy motorway and huge retail destination. Neighbours will include other big brand names.

Palmers are seeking SERIOUS, driven, passionate owners, with an understanding of giving great customer service, to become the new franchise owner of this store. Garden centre experience is not a pre-requisite, as Palmers will provide full operational support to whoever comes on board.

Asking price: \$2,000,000

Ref: 13173

Laurel McCulloch / 021 786 813 / [laurelm@linkbusiness.co.nz](mailto:laurelm@linkbusiness.co.nz)

### Freehold Land and Building

4 x shops in a block with 2 x 3 bedroom accommodation on a big block of land in South Auckland. Great opportunity to own huge cash flow business and freehold land and building. This property will be sold as a package deal with all the associated businesses.



Asking price for freehold \$1,150,000 with rental assessment of over \$115,000 pa.

Asking price: \$1,150,000

Ref: 13676

Hari Gangisetty / 021 629 993 / [harig@linkbusiness.co.nz](mailto:harig@linkbusiness.co.nz)

### Vehicle Importer

Well established vehicle importer making excellent profits under full management.

Confidentially for sale - contact broker for further information.



Asking price: \$3,000,000

Ref: 15809

Duncan Colebrook / 022 0700 956 / [duncanc@linkbusiness.co.nz](mailto:duncanc@linkbusiness.co.nz)

**Market Leading Manufacturer, Importer and Wholesaler. \$3.9 Million Profits**

This long established business is an industry leading importer, manufacturer and wholesaler of New Zealand's largest range of its chosen line of specialist products. It supplies business customers with an exclusive range of trademarked goods on a national basis and is a business that seeks to offer great products of exceptional value.

Most products sold are the firm's own design and many are copyrighted or trademarked. The business is recognised as an innovative, quality driven concern that is passionate about its product, its people and its reseller network.

With a continuous focus on refining all processes for ease of use and cost savings combined with unique products, excellent management information systems, highly developed web based sales order processing, outstanding customer service and marketing second to none. This business stands out as the market leader with very high barriers to entry for competitors and considerable further growth potential.



- \* Market leading position
- \* High barriers to entry for competitors
- \* Long established
- \* 2013 Sales of \$12.5 million and growing
- \* 2013 Normalised EBITDA \$3.9 million
- \* Staff and management in place
- \* Many further growth opportunities

A comprehensive memorandum is available and the total price of \$17,000,000 is well supported with financial history. This represents an excellent opportunity to acquire a very profitable and cash generative business with significant growth potential.

**Asking price: \$17,000,000**  
Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

Ref: 15387

**Importer and Wholesaler – Niche Market**



This business is probably New Zealand's leading supplier within its niche market. Specialist product lines are imported and undergo further value added processing before being sold to business customers nationwide. Many repeat customers are in place and a significant element of business is done on-line. Profits to working owner are circa \$400k with significant potential for further growth apparent. Strict confidentiality applies and details of this business will only be released to suitably qualified purchasers at a personal meeting with the broker.

**Asking price: \$1,250,000**  
Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

Ref: 15890

**Importer of Brand Name Electronics Range - Exclusive Agency**



Established for over 25 years, this well-known Auckland based business holds the exclusive New Zealand rights to import, distribute and service the product range of a global electronics brand into specialist market sectors nationwide. Customers include a national network of specialist resellers plus corporate and government key accounts.

The asking price is well substantiated with financial data including an average EBITDA after management exceeding \$380k for the last seven years. Genuine reason for sale. Skilled staff in place. Auckland based. There remains considerable opportunity for an astute buyer to improve this business further.

**Asking price: \$1,500,000**  
Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

Ref: 15766

**Large Scale Retail and Trade Sales - \$1.2M Profits**

Expressions of interest in strict confidence are invited to acquire this Auckland based and well established high - profile retail super store with significant retail and trade sales. Further growth potential is apparent as the business is and is located in a fast growing area within greater Auckland and importing selected lines could improve margins. The business benefits from nationally recognised branding and strong marketing support. Substantial asset values and full operational management are in place.

- \* \$26 million + revenues
- \* High quality fit out
- \* Retail and trade sales
- \* Strong branding and marketing in place
- \* Significant improvement potential
- \* \$1.2 million + EBITDA
- \* Stock value circa \$4 million. Possible stock finance available.

A comprehensive memorandum is available and the total price is well supported with financial history. This is an excellent opportunity to acquire a nationally recognised destination retail outlet with significant growth potential.



**Asking price: \$5 million + buyers should enquire**  
Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

Ref: 15624

**High Profile Engineering - \$800k + Profits**



This Auckland based, engineering business works with some of the top construction and engineering companies in New Zealand to achieve demanding objectives on heavy fabrication and infrastructure projects.

Services provided include: heavy fabrication, contract welding, site welding, certified welding, structural steelwork, tungsten carbide hard facing, heavy plant repair and servicing, fitting and machining, sand blasting and painting.

- \* 2013 revenue circa \$4.4 million
- \* 2013 profits \$800k +
- \* Excellent reputation
- \* Skilled team and management in place
- \* Well established with branding and systems in place

**Asking price: \$1,850,000**  
Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

Ref: 15657

**Buyers Waiting! Now IS a Good Time to Sell Your Business**

Market demand is strong and LINK has motivated business buyers waiting.

If you have a sound business and you wish to exit - Knowledge pays dividends. I focus on sales and divestments of New Zealand based businesses in the value range NZD \$500k to NZD \$20mil particularly in import, distribution, manufacturing, engineering, large retail, digital and media businesses.

If you would like to realise the maximum value for your business, or even if you're just curious to find out what your business might be worth when you are ready to sell. Call or email me for a confidential discussion now.

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



**Commercial Roof Protection Services - Fully Managed**

This long established business provides roof renovation, project management and roof repair services to industrial and commercial building owners across greater Auckland. There is an extensive client list and repeat business levels are significant.

2012 EBIT profit to part time owner was \$237k. Profit for the current year is expected to exceed this.



**Asking price: \$710,000**  
Bruce Cattell / 021 779 439 / brucec@linkbusiness.co.nz

Ref: 15070

**Franchise Café. Solid Performer in Excellent Suburb**

This is a top cafe brand, this particular cafe is located in a busy central suburb.

Sales around \$14,500 pw and 20kg of coffee. Lease to 2022.

An owner operator here should earn over \$130,000 per annum.

One of the very best names in the business, do not miss out on this one!



**Asking price: \$450,000 plus Stock**  
Nick Giles / 021 676832 / nickg@linkbusiness.co.nz

Ref: 15750

**Supermarket Business Opportunity in CBD**

-Located on main road in CBD surrounded by apartments, offices, backpackers and university.

-Very good opportunity for motivated buyers for supermarket business.

-Well organised and quality fit-out.

-Great family business.



**Asking price: \$450,000**  
Robert Sohn / 021 345 350 / roberts@linkbusiness.co.nz

Ref: 15980

**Iconic Butchery in St Heliers Village**

St Heliers is one of the last real villages left in Auckland. Located right by the sea with a great selection of shopping for the locals, this business is waiting for a new owner to tap into what St Heliers has to offer.



What it needs now is a new owner to tap into technology and create a user friendly website, do more local marketing, and look for more products the locals want.

**Asking price: \$140,000**  
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

Ref: 15965

**Kebab and Takeaway Shop - North Shore - Great Value**

Great location proven success, well established, close to shops and transport with excellent client base and main street foot traffic.

Excellent cash flow and opportunity to further develop.

Vendor reports:

\$5,000 sales per week.

\$2,950 rent per month. Rent includes opex and GST.



**Asking price: \$100,000**  
Geoff Santer / 021 702 556 / geoffs@linkbusiness.co.nz

Ref: 15134

**Service Station with Franchised Food Outlet**

Service station fuel turnover of more than 1.1 million litres per annum. Shop sales \$15k to \$16k per week with healthy gross margins. Food outlet sales \$3,000 to \$3,200 per week.



Recently refurbished and well presented site with quality chattels. High fuel margins. Double skin fibre glass tanks.

Three tidy rooms with a kitchen attached to the premises.

**Asking price: \$395,000**  
Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

Ref: 15479

**Importer Retailer \$100K+ Surplus**

High fashion trendy boutique ladies importer retailer premium inner city location in a street famous for ladies retail fashion together with wholesale sales to the apparel industry.

Exclusive French and Chinese brands to meet the fashion of both the young kiwi market and the growing inner city Asian population.



**Asking price: \$95,000 plus SAV**  
Geoff Santer / 021 702 556 / geoffs@linkbusiness.co.nz

Ref: 15053

**Sushi Shop - Price Reduced!!**

Open only 6 days in a premium location with low rent. Turnover is between \$9k to \$10k per week but rent is less than \$800 per week. Also the business is semi-managed and has great potential to grow. Vendor is willing to teach you how to run this profitable business until you are 100% confident.

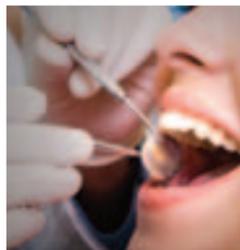


**Asking price: \$290,000**  
Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

Ref: 15198

**Profitable Dental Laboratory - Auckland**

This growing business provides high-tech solutions to the dental profession nationwide. The business employs a small, highly skilled team of technicians. Operating with the latest technology and materials, it has a diverse customer base and a great reputation. Working owner's surplus circa \$180,000. Flexible lease. Genuine reasons for sale. A very sound business.



**Asking price: \$335,000**  
Duncan Colebrook / 022 0700 956 / duncanc@linkbusiness.co.nz

Ref: 15106

**Specialised Transport Company – Last year's revenue \$77k pm**

Market leading health care transport business. Currently running mostly under management. Well set up systems and procedures. Business has high reputation in the market place. A lot of future work is being negotiated or in the pipe line.



Genuine buyer please contact in confidence.

**Asking price: \$849,000**  
Praj Jain / 027 279 4652 / praj@linkbusiness.co.nz

Ref: 15084

**Lifestyle and Cash Cow with \$1 Million+ Turnover PA!**

Want a lifestyle you could only ever dream! Owing a busy bar and having fun at the same time? Look no further!

It is currently run under management with an incredible net surplus of \$300,000 plus pa to the owner. You can invest tons of money trying to be the next bar owner, or buy a proven successful bar that has less risk and strong sales figure of average \$22,000+ weekly.



Includes a current 24/7 liquor license.

**Asking price: \$495,000 plus Stock**  
Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Ref: 15096

**Licensed Café. Big and Beautiful on North Shore**

The owner reports sales of \$28,000+ pw and strong coffee sales (around 35kg).

High foot traffic area together with a strong lease in place.

This is a modern looking, large cafe with an excellent fit out.



**Asking price: \$875,000 plus Stock**  
Nick Giles / 021 676832 / nickg@linkbusiness.co.nz

Ref: 14969

**5-Day Business plus Good Lifestyle?**

This is a 5-day Asian style cafeteria located in Auckland CBD. Same owner has been running the business for 9 years. He is retiring and wants to find someone who is willing to learn and run this successful business properly.



Originally on the market for \$280,000 but now for \$180,000 as vendor is very motivated.

Call us now to find out more. Henry Han 021 516 588 or Susan Han 027 566 8938.

**Asking price: \$529,000**  
Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

Ref: 15644

**Café Bar Restaurant. Fantastic Business!**

Amazing fit out in a major central suburb.

There is a solid lease in place and all costs are well controlled.

Turnover is in excess of \$20k per week and 25kg of coffee is sold together with a good percentage of turnover in alcohol.

Surplus reported by owner over \$250,000 pa.



**Asking price: \$695,000 plus Stock**  
Nick Giles / 021 676832 / nickg@linkbusiness.co.nz

Ref: 14439

**Ice Cream Shop, in Auckland's Most Popular Mall!**

Golden opportunity is here!

We proudly have this ice cream shop in Auckland's popular mall, on the market after 6 successful years.



Turnover is \$600,000 p.a with very high GP, easy operation and management. The vendor reports \$180,000 pa net surplus to one working owner.

Great potential for improvement, taking this business to the next level. All systems in place to setup your own franchise store.

**Asking price: \$590,000 plus stock**  
Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Ref: 15595

**Does \$300,000 PA Appeal?**

Rarely have I seen a cafe of this size and with plenty of space for children and adults. This cafe has a special atmosphere from the time you enter the door, a place where everyone can really relax.

Cafe T/O is \$17,000/week, rent is very reasonable, great indoor and outdoor flow. Large commercial kitchen, quality stainless steel plants.

With over \$1 million pa from catering, this business looks at to give the owner a \$300k pa net profit.



**Asking price: \$720,000 and Stock**  
Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Ref: 15201

**Airport Parking and Storage Managed**

Established over 22 years and run by absentee owner, this business is ideal for someone wanting to take this to the next level. Owner is retiring and cashing up business interests. Opportunities abound and this has many for someone to take advantage. Showing over \$222k to owner with possible \$255k. Currently in expansion mode. Be ready to reap the rewards.



**Asking price: \$650,000**  
Robin Harris 021 968 779 / Garth Nell 027 296 1783

Ref: 15762

**Niche Plastic Extrusion Manufacturer**

Manufactures and supplies to the plastics industry. They have bought and merged other manufacturers to form the current business. A large amount of money has been invested into developing and bringing two new products to market, the returns from which are just beginning to be realised.

Due to ongoing health issues, the owners are forced to sell the business.



**Asking price: \$725,000** **Ref: 15797**  
 Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

**Night Club in CBD**

A great place to unwind after work, chill out on the weekend, dance in the evening or enjoy karaoke with friends. This club has 5 VIP booths for hire and also features a large bar with a big dance floor. Open Friday and Saturday only, turning over approximately \$6k to \$12k.

Motivated vendor only asking \$200,000 plus stock.



**Asking price: \$200,000** **Ref: 15784**  
 Alan Feng 021 861 358 / Maggie Chen 021 273 6258

**Café, Liquor License, Quality Franchise, Great Location**

Why buy a new franchise when all the hard work has been done for you. This excellent café has been trading since late last year, all the bugs have been ironed out for you. What seems unbelievable is the price! The owner has spent \$100,000 more than the asking price, you do the maths?



**Asking price: \$320,000** **Ref: 15887**  
 Terry Newson / 027 459 5718 / terryn@linkbusiness.co.nz

**Indian Grocery Retail Business**

Established in 2005 and located in one of the busiest streets of Auckland. Ample parking, busy foot traffic. Very popular among the Indian and Sri Lankan community. Loyal customer base.

Vendor reports average sales are \$12,500 to \$14,000 per week with 25% to 30% gross profit indicated.

Shop is 70m<sup>2</sup>. Rent is \$27,000 inclusive of GST per annum



**Asking price: \$225,000 including Stock or near offer** **Ref: 15769**  
 Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

**Retail Logistics**

Fully setup and operational retail franchise. Dealing with the packaging and freighting domestically and internationally of small valuable items and pallet loads of household and commercial items.



**Asking price: \$260,000 + Franchise Fee (\$70K)** **Ref: 15754**  
 Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

**Muffin Break only \$210K - 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 price: \$210,000** **Ref: 15760**  
 Alan Feng 021 861 358 / Maggie Chen 021 273 6258

**Restaurant and Bar- Whangaparaoa**

Situated 30 minutes drive from Albany. Great water setting. The cuisine reflects a diversity of taste and culture of New Zealand and the Mediterranean.

The current owner has run the business for 16 months and has added to the decor. Large premises, 310m<sup>2</sup> with indoor and outdoor seating for up to 120 people. Weekly turnover between \$22,000 to \$25,000.



**Asking price: \$525,000 plus SAV** **Ref: 15758**  
 Alan Feng 021 861 358 / Maggie Chen 021 273 6258

**Online Hire - Great Opportunity Huge Potential**

It is a positive cash flow business with no debtors, 87% of sales are website driven and there is very little face to face interaction with customers. Business systems are simple and straightforward making it very easy to operate.

In a nutshell

\*Event hire for parties, weddings and corporate functions. When you want to add the "wow" factor to your event.



**Asking price: \$250,000** **Ref: 15736**  
 Percis Wadia / 021 608 102 / percisw@linkbusiness.co.nz

**Mini Supermarket / Grocery Clearance Outlet**

This is a spacious shop with good car parks in the block.

The Vendor reports turnover is approximately \$8,000 to \$10,000 per week. Potential to grow if cigarettes, vegetables and further stock lines are added.

Rent of \$47,000 + GST per year

Opening Hours: Mon-Sat 8.00am-5.00pm. Sun 10.00am-4.00pm. Can be opened for longer hours.



**Asking price: \$80,000 o.n.o plus Stock** **Ref: 15582**  
 Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

**Hair Salon - You'll Know This Brand!**

Well established hairdressing salon. Established 15 years ago, current owner for the past 11 years. The salon has a large retail area with 10 cutting stations and 3 basins.

Managed by a full time manager with four full time staff. Training will be provided to the new owner.

Rent is \$55,104+GST including opex and rates. Sales for end of last year were \$450,730.



**Asking price: \$229,000 plus Stock** **Ref: 15071**  
 Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

**Hair and Beauty Salon - West Auckland**

Attractive salon in a busy location with large premises giving room to potentially further grow the sales. Good walk in traffic. Vendor reports sales over \$3,500 per week. Currently 3 staff and the owner works part time. Hair Salon has 6 chairs, 2 basins and one treatment/beauty room.



**Asking price: \$155,000** **Ref: 15870**  
 Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

**Manufacturer - Sheet Metal**

Set up 5 years ago, equipped with modern technology, CNC Turret Punch, CNC Press Break, NC Guillotine with capability to cut up to 4m long sheets, up to 6mm thick mild steel.

Can process most standard metals including steel, stainless steel and aluminium. Specialising in prototype design and manufacturing runs. Guided by expert engineering, advanced product equipment and dedication to craftsmanship.



**Asking price: \$450,000 plus SAV** **Ref: 15752**  
 Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

**Auto Workshop in North Shore**

Busy automotive repair and servicing business located in North Shore. This business was originally established 18 years ago and comes complete with a very comprehensive, high quality plant including 3 hoists, wheel alignment machine, compressor and wheel balancer etc.

All automotive work covered including general servicing, tyres, W.O.F, wheel alignment, general repairs and mechanical checkup. Don't miss this great opportunity!!



**Asking price: \$255,000** **Ref: 15564**  
 Alan Feng 021 861 358 / Maggie Chen 021 273 6258

**Baby and Child Boutique**

Unique retail shop specialising in upmarket baby and children's clothing, together with international brands and its own label.

The shop is well supported by a full website together with enthusiastic and knowledgeable staff.



**Asking price: \$120,000** **Ref: 15673**  
 Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

**Hair Salon - North Shore**

Great location in busy North Shore suburb.

8 styling chairs, 2 wash basins, website, business facebook page.

Owner works part time and had an income of more than \$62,000 last year. Currently 2 full time stylists and a part time staff member plus the owner working part time.

Currently open six days (two late nights). Low rent of \$20,808 + GST pa.



**Asking price: \$119,000 plus Stock or near offer** **Ref: 15597**  
 Rickhil Prakash / 021 082 13015 / rickhilp@linkbusiness.co.nz

**Cash in Trash**

Business comprises 3 trucks all with as new gantrys, with approx 75 bins.

Operates from South Auckland servicing greater Auckland area. Reported sales by the owner \$5,000 plus per week with good records to support this.

Operational yard of 800sqm, separate office with shower / toilet facilities. Total rent \$750 per week includes rates and power. Option to purchase the property.



**Asking price: \$490,000** **Ref: 15615**  
 Geoff Santer / 021 702 556 / geoffs@linkbusiness.co.nz

**Tyres and Mechanical - On the Shore**

Suburban tyre shop with extra auto services. Owner operated with full time mechanic and other part timers. Established many years ago with present owner of 5 years. Vendor has addition to family and wishes to relocate to Taranaki. So this is definitely for sale.



Asking price: \$200,000 Ref: 15761  
Brett Clarkson / 0800 345 670 / brett@linkbusiness.co.nz

**NZ Post, Kiwibank, Lotto and Stationery**

South Auckland location, always wanted but seldom available. Proven formula, long established and growing. This post shop is more desirable than many others as it, has short trading hours, only 6 days a week, and is closed Sundays and all public holidays. Long lease in place with a reasonable rent of only \$60k p.a. Number of income streams spreading the risk and high cash flow profit \$260k, approximately, for one working owner, or \$300k per couple.



Asking price: \$750,000 plus Stock \$100,000 approx. Ref:15623  
Hari Gangisetty / 021 629 993 / harig@linkbusiness.co.nz

**Civic Video - Grey Lynn**

Fantastic chance to gain entry and join one of NZ's leading video store franchises with over 50 stores nationwide.



The business is well established within a prominent position in the inner city suburb of Grey Lynn. Located in the old Grey Lynn picture theatre, there is plenty of room for development.

The brand has been reinforced with numerous awards including best marketing campaigns and best retail store category over the past few years.

Asking price: \$150,000 Ref: 15441  
Nick Stevens / 021 641978 / nicks@linkbusiness.co.nz

**Small Goods Manufacturer with Export Licence**

Operating on a small scale since 2010 and recently has started to increase sales markedly. Factory is purpose built and only 18 months old. Exclusive recipes and already supplying one supermarket chain with discussions continuing with another. These two retail outlets increase the sales and profitability together with an opportunity to add a factory shop. Sales close to \$300k return approx \$90k.



Asking price: \$443,000 Ref: 15513  
Robin Harris 021 968 779 / Garth Nell 027 296 1783

**Hair Salon - Auckland City**

Well established with the same owner at this location for 20 years. The premises have 1 basin and 4 styling stations. So easy to manage that owner works part time. Currently 3 staff. Vendor reports weekly sales are around \$2,200 and rent is \$380 p/w + GST plus outgoings. Good retail sales and excellent presentation.



Asking price: \$39,000 Ref: 15868  
Rickhil Prakash / 021 082 13015 / rickhil@linkbusiness.co.nz

**Hire Opportunity. You Own - They Pay**

Marquees, flooring, tables, chairs and party hire. Established business in niche market sector. Present owner is keen to move on after 7+ years of successful trading. With more focus on sales and marketing the vendor sees growth potential for a new owner especially as the business can provide the total outdoor function package.



Asking price: \$395,000 includes Plant and Stock Ref: 15265  
Brett Clarkson / 0800 345 670 / brett@linkbusiness.co.nz

**Beauty Salon - What a Beauty!**

First time on the market in 20 years!

Fantastic opportunity to own this fabulous salon with outstanding reputation. With 5 treatment rooms there is still potential for growth.

T/O 2012 in excess of \$260,000.

Surplus to part time owner in excess of \$80,000.

Rent \$28,950 pa plus GST.

Phone for more details.



Asking price: \$115,000 plus Stock Ref:15865  
Fiona Carter / 0274 977 707 / fionac@linkbusiness.co.nz

**Franchise Café. North Shore. High Profile Site**

Major café brand in prime mall location with all the support and training you would expect from one of the country's leading franchise café systems.

Current owner works only part time here and so the business would benefit from a hands-on owner operator with a passion for service and coffee.

All refurbishment has been done so no worries there! Current sales around \$10,000 pw and good surplus to a working owner.



Asking price: \$285,000 plus Stock Ref: 15926  
Nick Giles / 021 676832 / nickg@linkbusiness.co.nz

**Local Hair Salon in Busy North Shore suburb**

Owner works part time with 2 senior stylists. Salon is fully equipped with 7 work stations and 3 wash stations.

Staff are local with the senior stylist having managed the salon.

Regular clientèle, with 60% colours.

Vendor reports weekly sales of \$3,500 average potential to increase if beauty treatments added. Weekly rent of \$300 + opex.



Asking price: \$50,000 plus SAV Ref: 15422  
Rickhil Prakash / 021 082 13015 / rickhil@linkbusiness.co.nz

**Grocery Business For Sale - Auckland Suburb**

A growing store in a busy central Auckland area. Vendor reports weekly turnover is around \$5,000 to \$7,000. The rent is only \$450 per week plus GS. Business operates 9:00 a.m to 9:00 p.m every day. Currently has 2 employees and the owner works part time



Asking price: \$140,000 Ref: 15871  
Rickhil Prakash / 021 082 13015 / rickhil@linkbusiness.co.nz

**Bridal Boutique Supreme**

Based in Auckland, this business has been set-up in a fabulous setting providing wedding outfits NZ wide. Purpose designed store recently opened in a prime location offering exclusive gowns for the bride and the mother of the bride. Unfortunate circumstances necessitate the untimely sale of this business. An opportunity to acquire a brand new store at less than set up cost!



Asking price: \$199,000 plus SAV (+/- \$100k) Ref: 15552  
Robin Harris 021 968 779 / Garth Nell 027 296 1783

**Waiheke Automotive Workshop**

Auto servicing and repairs, WOF, exhausts and tyre sales based on Waiheke Island, just a short ferry ride from Auckland City.

An opportunity to enjoy the island lifestyle and still make over \$100k per annum.



Asking price: \$160,000 Ref: 15783  
Garth Nell 027 296 1783 / Robin Harris 021 968 779

**Manufacturer-Education/Office Equip, \$130K Surplus**

Well established fully staffed company, supplying whiteboards and furniture to the early child education sector together with health and the commercial/home office market.

Fully equipped workshop capable of a wide range of furniture and joinery manufacture.

Sales in excess of \$700k giving a cash surplus of \$130K.



Asking price: \$225,000 plus SAV Ref: 15311  
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

**Franchise Cafe - North Shore**

This is a very well set-up franchised café. Busy shopping mall location in North Auckland. It has seating for more than 40. Open daytime only. T/O is \$6,000 per week. It has huge potential for growth. Easy to run. Full training and support. This could be a great opportunity for a first time buyer.



Asking price: \$125,000 Ref: 15307  
Alan Feng 021 861 358 / Maggie Chen 021 273 6258

**Freehold Sheetmetal Fabrication Business**

Business is equipped with a good range of machinery capable of fabricating products from 0.5mm to 3.5mm like ducting and range hoods. Work load is shared amongst the owner and staff. Retiring owner is flexible in hanging on to ensure smooth transition. Option to lease long term or purchase the property outright. Located in an industrial area within Auckland central.



**Asking price: \$465,000 plus stocks** Ref: 15397  
**Efren Pascual / 021782820 / efren@linkbusiness.co.nz**

**North Shore Takeaway – Prime Location, Great Profits**

A prime location on the North Shore with a loyal customer base that is still growing. Fresh fish everyday and great branding are key to the success of this business which was fully refurbished in August 2012. Have all the benefits of a franchise with proven systems and ongoing support - no franchise fee required!



Looking for energetic operator to expand the brand, all offers are considered for the right people.  
**Asking price: \$250,000 o.n.o.** Ref:15790  
**Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz**

**Wanted: A Franchisee of the Most Brilliant Hue**

Hue is a specialist hair colour salon. We are looking for franchisee's to join our growing network of busy stores. Whilst it's helpful to have an industry background, it's not essential.



Like Hue you will be out of the ordinary. Above all, you'll be fanatical about ensuring our guests leave with fantastic hair.

If you're that franchisee and you'd like to find out more about Hue's brilliant business systems and support, then contact Nick Stevens.

**Asking price: From \$200,000 + GST** Ref: 15800 & 15878  
**Nick Stevens / 021 641978 / nicks@linkbusiness.co.nz**

**Commercial Laundry and Linen Hire Money Machines!**

This laundry and linen hire business is only one and a half year old but already turning around and making a healthy profit for the owner. The asking price includes an extensive list of client database, \$500k of assets and around \$250k of linen! The hard work has been done and now it's time for you to reap the rewards!



**Asking price: By negotiation above \$700,000** Ref: 15487  
**Meng Murphy / 022 088 9118 / mengm@linkbusiness.co.nz**

**A Good Supermarket Opportunity In Auckland City**

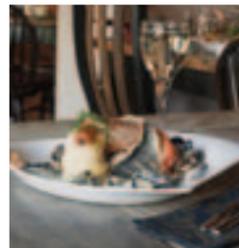
This is a well set up supermarket in a premium city location. The weekly sales are about \$31,000 and the overheads are relatively low. Total floor area is over 400m2 together with a parking and loading area. Owner operators would benefit the most from the business but this would be suitable to most buyers.



**Asking price: \$450,000 plus Stock** Ref:14580  
**Hannah Jiang Hardellet / 021 876 122 / hannahj@linkbusiness.co.nz**

**Well Known European Restaurant and Bar**

Located on North Shore the set-up cost of the business was over \$1 million. Well established with loyal clientele and its name is already well known throughout Auckland. The business is now under management and makes a very good profit. It is anticipated to perform much better if the owner is involved in management.



Please contact Henry Han 09 281 2914 or Susan Han 09 281 2929 for more confidential information about the business.

**Asking price: POA** Ref:15768  
**Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz**

**5 Day Café and Catering**

Located in a busy Central Auckland suburban office block complex this is incredibly well equipped and fully licensed. A profitable day time café has so much going for it.



It seats over 100, has weekly sales that can go up to about \$20,000 and only open Monday to Friday.

It is great for catering and functions as it has a fabulous kitchen and access to plenty of parking after hours.

**Asking price: \$338,000 plus Stock** Ref: 15776  
**Greg Mullins / 021 943844 / gregm@linkbusiness.co.nz**

**A Cut Above the Rest**

A highly rated salon in the city with three chairs (can have two more). What a great opportunity! The Vendor is moving to the South Island and has offered to work for an extended period - up to 6 months to ease the new owner into the business. Well managed with a database of over 800 clients. This is good start for someone!



**Asking price: \$130,000 plus SAV** Ref: 15401  
**Basil Badenhorst / 0224 548 348 / basilb@linkbusiness.co.nz**

**Beauty Salon - Exciting Opportunity**

This successful, stunning salon in a popular location is well established with loyal clientete. With 5 treatment rooms there is good potential for future growth.



Rent \$22,040 pa (\$423.85 pw) plus GST. This is an exciting opportunity for a new owner to capitalise on the growth potential. Phone for further details.

**Asking price: \$55,000 plus Stock** Ref:15613  
**Fiona Carter / 0274 977 707/ fionac@linkbusiness.co.nz**

**Upmarket Women's Fashions Boutique**

Twirl is located in the village of Howick, Auckland. New store, with brands from USA, Australia and NZ. Stock includes clothes, shoes, accessories etc. Diverse products appeal to a range of customers, with something for everyone. Owner operator business. If you have a love for fashion and want your own business, this could be it!



**Asking price: \$130,000 includes Stock** Ref: 15534  
**Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz**

**North Shore Liquor Store**

A brand new liquor shop on the North Shore is available for sale, due to the owner being too busy with his other businesses. The turnover is increasing and now is \$12,000 per week. Be in to develop this shop to its full potential.



**Asking price: \$140,000 plus Stock** Ref: 15203  
**Bo Gee Wong / 021 398 965 / bow@linkbusiness.co.nz**

**Art Gallery for you!!**

Established Auckland art gallery, prominent suburban location, specialising in original contemporary NZ art by NZ artists. Paintings, drawings, prints, glass, ceramics and sculptures. Own user friendly website, large database. This business enjoys an excellent reputation. Make your offer today!



**Asking price: \$110,000** Ref: 15274  
**Graham Hoffmann / 0274936411 / grahamh@linkbusiness.co.nz**

**Hire Company**

This old established South Auckland business hires a product range to builders and the events market. Steady annual revenues with significant growth opportunity.



Well staffed with owners minimal input of approx 10 hours per week, against the current earnings of approx \$100k PA.

Sound asset base and well priced at \$420,000.

**Asking price: \$420,000** Ref: 13517  
**Max heron / 021 949021 / maxh@linkbusiness.co.nz**

**Butchery on the North Shore**

Owner overseas and wants a quick sale. Priced to sell. Has advantageous buying capability. Current butcher happy to continue working in the store. There are a number of initiatives that have been started that can be further developed to grow profitability. Demographics well suited to the butchery. All offers considered.



**Asking price: \$225,000** Ref: 14682  
**Basil Badenhorst / 0224 548 348 / basilb@linkbusiness.co.nz**

**Fruit and Vege Shop Monopoly Location**

Here is the one you have been waiting for. Premium location at a very affluent and busy North Shore suburb. The shop is very-well-presented and there is plenty of off street parking. The sales are over \$40,000 per week. The store has a good staff infrastructure, therefore easily managed.



Call Henry Han 021 516 588 or Susan Han 027 566 8938 for more information.

\$499,000 plus stock.

**Asking price: \$529,000** Ref: 15649  
**Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz**

**DVD Stores - Profitable and Well Priced**

North, West and Central Auckland stores. Completely run by staff and/or part time working owners. Cash profits over \$100,000 pa and buy from \$200,000 only. Very RARE opportunity. Yes this could be the best time to buy these at bargain prices as everyone is turning their backs (like Warren Buffett)! Please talk to the expert who has sold many of these businesses in the past.



**Asking price: \$200,000 to \$350,000** Ref: 15623  
**Hari Gangisetty / 021 629993 / harig@linkbusiness.co.nz**

**Online Import / Wholesale Business**

No debtors! This two year old business is flourishing and online sales to hobbyists and manufacturers are made through its own comprehensive website. Profit to an owner of circa \$100k pa. Leased premises could be relocatable. Total price of \$350,000 includes \$200k SAV.



**Asking price: \$350,000** **Ref: 15554**  
Graham Hoffmann / 0274 936 411 / grahamh@linkbusiness.co.nz

**Vegetarian Indian Restaurant**

Fully staff and managed vegetarian restaurant located in a busy mall with an excellent setup and floor area of more than 200m<sup>2</sup>. Ideal for group parties and community functions. Fully trained staff with employment agreements and excellent systems in place, excellent profit margins and reasonable outgoings.



**Asking price: \$269,000 plus SAV** **Ref: 14981**  
Anil Vazirani 021 0277 8149 / Shweta Vazirani 021 236 5840

**5 Day Exciting City Fringe Opportunity**

This attractive daytime café is located on the edge of Auckland's busy CBD in an area that enjoys a mix of offices, service industries and residential accommodation.



Weekly sales average over \$9,000 per week, the premises are extraordinarily well equipped and there is potential to increase sales simply by opening Saturdays and/or Sundays.

**Asking price: \$285,000 plus Stock** **Ref:15667**  
Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

**Cafe Franchise North Shore**

Popular brand, easy to run and affordable! Enjoying a prime location in a busy mall this cafe and kiosk operates within a well-known franchise so it has all the benefits of a strong brand including the name, systems, training and ongoing support that a good franchise should offer.



Realistically priced, this is ideal for an owner operator looking for a fundamentally sound business that can be improved.

**Asking price: \$175,000** **Ref:15812**  
Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

**DVD / Video Hire - Central**

Long established with no nearby competition. Very central suburb. Over 12,000 DVDs, blue-rays and games. Full time owners should be able to increase the already healthy membership and profits of \$95,000.



This is a very good opportunity at only \$60,000.

**Asking price: \$69,000** **Ref:15425**  
John Adams / 021 974 097 / johna@linkbusiness.co.nz

**Top Pizza Franchise in a Top Location**

Great central Auckland location, high demand but rarely available. Modern set up, small floor area and good rent makes this place attractive to a smart owner/operator. Weekly sales averaging \$15,000 plus and climbing. Opportunity to add another 20% growth for a good operator. Current sales should earn \$150,000 cash profit to owner/operator. Asking price is just \$335,000.



**Asking price: \$ 335,000 plus Stock \$10,000 approx.** **Ref:15841**  
Hari Gangisetty / 021 629 993 / harig@linkbusiness.co.nz

**Hammer Hardware / LOTTO/ ATM**

Well known business associated with major group.



Great buying privileges.

Easy to manage, ideal as a family business.

Current owner is wishing to retire after 23 years.

**Asking price: \$280,000 plus SAV** **Ref: 15572**  
Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz

**Smart Cafe In Mt Eden**

Well located by a busy road, soaked in the charming atmosphere, this café is embraced by its good floor size and indoor outdoor flow, together with a good parking area provided. Turnover is about \$10,000 per week. The current owner is motivated to sell due to personal reasons and the price has been reduced.



**Asking price: \$250,000 plus Stock** **Ref: 15788**  
Hannah Jiang Hardellet / 021 876 122 / hannahj@linkbusiness.co.nz

**Superette With Lotto**

A well presented and easy to run superette with lotto on a busy main street. Current weekly turnover is over \$17k plus LOTTO sale of \$6k.



This also provides for five bedroom accommodation. Located upstairs via a separate entrance, currently rented and occupied.

Shop is submerged within residential area benefiting from regular customer clientele and a good level of foot traffic. High gross margins of 24%.

**Asking price: \$325,000 (neg) plus SAV** **Ref: 15530**  
Anil Vazirani 02102778149 / Shweta Vazirani 0212365840

**Former Wedding Venue**

Purchase this property and restart the business to maximise the income streams, while keeping the 6.4 hectares as a land bank for future development of Auckland while enjoying the rural lifestyle available for you and your family. Note the 2011 Council Valuation is \$1,650,000.



**Asking price: Negotiable** **Ref: 15103**  
Bo Gee Wong / 021 398 965 / bow@linkbusiness.co.nz

**St Heliers Iconic Book Store**

It has been known for the last 50 years for its literary fiction, extensive New Zealand non-fiction, history, biography, cooking/ gardening/ decor range, young adult books. Also an extensive range of quality cards, magazines, greeting cards and gift wrapping.



They have regular business relationships with a few of the top private schools. Time for fresh blood in the form of a young retail wizard.

**Asking price: \$110,000 negotiable** **Ref:15496**  
Neville Choksi / 021 059 9519/ nevillec@linkbusiness.co.nz

**3 to 5 Days per Week = Lifestyle**

This catering company already has plenty of bookings until end of the year! This trademarked business is very unique within the market, with everybody raving about their amazing Mediterranean Food. Corporate / private events, food shows, major Auckland events.... NOT A PROBLEM. With catering for up to 1500 people all you have to do is turn up and apply the systems.



**Asking price: \$185,000 o.n.o.** **Ref: 15763**  
Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

**5 Day Franchise Café – Huge Potential**

This is one of the best value for money cafes available right now!



Not only is it operating under a popular brand that has excellent suppliers and ongoing support but it is only open Monday to Friday (closed weekends!) and already has weekly sales over \$10,000.

It also has an exceptional fit out, very spacious and huge growth potential especially in the hands of a motivated operator.

**Asking price: \$315,000 plus Franchise Fees and Stock** **Ref:15561**  
Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

**Make Money from Your Computer Hobby!**

If you love computers and are hands-on, look no further! Current owner is making 6 figures with a month off every year. He has been enjoying fairly low rent in a great suburb and 95% GP in the last 13 years. Massive client database form part of the sale, training will be provided for up to 3 months if necessary.



**Asking price: \$215,000 plus Stock of approx. \$5,000** **Ref: 15842**  
Meng Murphy / 022 088 9118 / mengm@linkbusiness.co.nz

**Interested in Tourism?**

Home based business operating two upmarket accommodation guide websites.



Established over 20 years. Ideally would suit buyer with good communication and listening skills and an interest in tourism. Some travel required on occasion.

Family circumstances necessitate sale.

**Asking price: \$175,000** **Ref: 15805**  
Graham Hoffmann / 0274 936 411 / grahamh@linkbusiness.co.nz

**5 Day Café in Corporate Zone - Auckland CBD**

Located in the middle of one of the most desirable streets in Auckland city, this medium size café is doing sales of circa \$5,000 per week. Rent and outgoings are relatively low. The owner is tired and the shop is in need of freshening up. Calling the attention of all entrepreneurs: come over to view this well-priced café opportunity.



**Asking price: \$70,000 plus Stock** **Ref:15781**  
Hannah Jiang Hardellet / 021 876 122 / hannahj@linkbusiness.co.nz

**Looking for an Auto Workshop on the Shore?**

This two hoist (possible one more) workshop has a good solid client base. Owner is emigrating and will consider all offers. Rent \$24,660 per year. Net surplus \$85K. First established in 1980 – therefore well known in the area. High stud height. Good mix of residential and commercial clients. MTA and WOF registered.



**Asking price: \$120,000** Ref: 15090  
 Basil Badenhorst / 0224 548 348 / basilb@linkbusiness.co.nz

**Multiple Stable Income Business in Auckland's CBD!**

Well established business in the heart of Auckland City, premier corner site catching all passing foot traffic.

1. Stable income from the gaming machines.
2. Stable income from hotel rooms.
3. Stable bar sales with high GP.
4. Additionally the owner has installed a brand new gas kitchen, catering potential for parties, a restaurant and takeaway facility.



**Asking price: \$380,000 plus Stock** Ref: 15647  
 Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

**Ice Cream Franchise Business For Sale**

Vendor has bought another business and must sell this one!

Located in the popular shopping mall this business is one of the top performers of the chain. Business is now under management but will definitely do well if the owner will manage it. Full financial package is available.



**Asking price: \$355,000** Ref: 15823  
 Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

**Join the Building Boom**

Great opportunity to become part of a leading building franchise and capitalise on the growth projected for Auckland City.

Well set up with infrastructure in place - subbies, systems etc.



**Asking price: \$350,000** Ref: 15833  
 Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz

**Xpresso Delight – Exciting Franchise Opportunity!**

Seize the opportunity to profit from one of the fastest growing markets on the planet. Fresh roasted 'bean to cup' espresso coffee solutions for the workplace.



This business model is based on generating a passive income stream and is home based. Franchisees can earn better than the national average wage for working less than 10 hours per week. Great systems, great support and training provided.

**Asking price: \$69,950** Ref: 15899  
 Nick Stevens / 021 641978 / nicks@linkbusiness.co.nz

**Opportunity is Here! Main Road Location!**

Fantastic opportunity to an experienced operator!

Great location in a main street. Upmarket suburb!

Cafe is run down at present, so there is opportunity for improvement.

Don't miss out on this one, there money to be made here! Call now!



**Asking price: \$140,000 plus Stock** Ref: 15851  
 Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

**Own the Hottest Chick in Mission Bay Nandos**

Exclusive Rights for Nando's for Mission Bay, Kohimarama and Orakei. Two potentially viable prime sites available NOW in Mission Bay.



Excellent franchisor support subject to approval. First right for refusal for more branches in the area.

Approximate project total investment circa \$500k-\$700k.

**Asking price: \$81,000** Ref: 14879  
 Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

**Cafe Day -Time, North Shore**

This is a cafe located at a very popular tourist destination on the North Shore. You will definitely be impressed by the stylish design and layout. The business is doing well with its established loyal customers both from local trade and from tourists.



Vendor is very motivated due to unforeseen circumstances. The turnover is \$9k to \$10k per week. Priced for quick sale at \$180k plus stock.

**Asking price: \$184,000** Ref: 15811  
 Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

**Quality 7 Day Cafe!!**

This cafe has quality customers within a great location.

Turnover is \$12,000/week.

Lovely set up, indoor and outdoor flow, set within other quality food outlets.

These cafes don't come along very often, so call today! Some experience would be an advantage. Don't miss out this wonderful opportunity!!



**Asking price: \$310,000 and Stock** Ref: 14627  
 Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

**Superette / LOTTO**

Long established business. Current owner of 15+ year, now wishing to retire. Regular customers, plenty of parking.

Spacious shop with good set up. Potential to add on several new product lines.

Rent under \$3k per month including GST.

Vendors warranty T/O \$19,000 pw plus Lotto approx \$7,000k pw.



**Asking price: \$335,000 plus Stock** Ref: 15734  
 Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz

**Columbus Cafe - Albany Mall**

This is an award winning franchise system, providing franchisee support and the best systems and practices available. The store is located in a busy Albany Mall, providing constant foot traffic and located close to a busy commercial hub. Price includes full training, store fitout, stock and equipment. Great return on investment. Highly profitable, showing excellent growth for the past six months. If you have a passion for coffee and hospitality, this business is for you.



**Asking price: \$550,000** Ref: 15051  
 Nick Stevens / 021 641978 / nicks@linkbusiness.co.nz

**Party Shop and Balloons Galore!**

One of Auckland's top Party Supply shops with specialty balloons. Easily run by 1 fulltime and 2 part-time staff with occasional assistance from the owner. Owner wishes to semi- retire to focus on other unrelated business. Returns approx. \$62k to working owner.



**Asking price: \$78,000 plus SAV (+/- \$70k)** Ref: 15793  
 Garth Nell 027 296 1783 / Robin Harris 021 968 779

**Premium Ice-cream Franchise in a very Busy Mall**

Situated in the middle of the most popular Shopping Mall, this ice-cream parlor is currently turning over \$9k-\$12k with at least 72% GP. Last year EBITDA \$110k fully managed, there is a lot of potential to grow for a working owner couple. Full training and support will be provided by the Franchisor.



**Asking price: \$340,000 plus Stock of approx. \$8,000** Ref: 15651  
 Meng Murphy / 022 088 9118 / mengm@linkbusiness.co.nz

**Café or Restaurant or Bar Site. Top Location!**

Going concern cafe business that has recently had a complete refresh and looks stunning!

Great street appeal in a high profile location. The lease runs to 2025 with amazing 2 yearly renewals! Rent is \$48,000 per year plus GST and OPEX.

Liquor licence to 2am. Seating for 50 people and located in a good, sunny spot.

Café? Bistro? Bar? Tapas perhaps??



**Asking price: \$185,000 plus Stock** Ref: 15628  
 Nick Giles / 021 676832 / nickg@linkbusiness.co.nz

**Hairdressing Salon – North Shore**

Great opportunity to join this national franchise which is well known and respected in New Zealand. Well established hairdressing salon in a busy North Shore suburb, this shop is on the street. Current owner works part-time in the salon. Industry experience is not necessary. Training and systems in place. Very smart looking salon, great return on investment.



**Asking price: \$295,000** Ref: 15115  
 Nick Stevens / 021 641978 / nicks@linkbusiness.co.nz

**Work from Home Import/Distribution Hair Products**

Easily run importing and distributing a range of exclusive hair products with great margins and minimal time required, so far only in the Auckland region.

For an owner operator the business is on track to make over \$50k this current financial year.



**Asking price: \$44,000 plus SAV (+/- \$35k)** Ref: 15585  
 Garth Nell 027 296 1783 / Robin Harris 021 968 779

**Superior 15 Room Lodge & Conference Venue**



Superior 19th century homestead with quality near new villas on approx. 11ha which includes 8ha of pine plantation.

Located south of Auckland, North of Hamilton and close to the renowned surf beach of Raglan. 15 luxury rooms all with ensuites, fully equipped conference centre, redwood lined driveway, lap pool, spa, floodlit tennis court, driving range and putting green not to mention the heli pad.

The complex has been fully managed for the past 4 years offering the option to purchase as an investment property otherwise it is an ideal home and income for a chef or host owner operators.

**Asking price: Interest over \$1.8m plus GST (if any)** Ref: 15372  
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

**Kiwi Bank and Post Shop**

This Kiwi Bank and NZ Post Shop is a profitable business, with a very low and affordable rent of \$421.61 including GST and opex per week, catering to all the customers as it is the only one in the whole town. Currently operating six days a week, the business allows good levels of flexibility for owner operators.

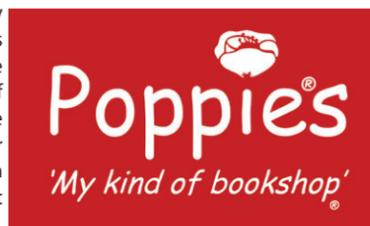
This business has an added advantage of a three bedroom accomodation upstairs.



**Asking price: \$280,000 plus SAV** Ref: 15594  
Anil Vazirani 021 0277 8149 / Shweta Vazirani 021 236 5840

**Poppies Queenwood Hamilton**

Located in strip of shops with very synergistic ties to this business this is a very well known local bookstore with a comprehensive range of handpicked books. Customers are able to browse at their leisure, or get trusted recommendations from staff. Currently a company shop it needs an owner operator.



**Asking price: \$90,000** Ref:15268  
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

**Home and Business on 2 acres Next to the Lake**



Strategically located on SHW 1 between Karapiro and Hamilton.

The Cafe including a small gifts section continues to grow, averaging a solid 67% gross profit over the last 3 years. This place offers tons of potential.

You get a great business, a lovely home on a flat 2 acre lifestyle block right by the lake.

3 double bedroom family home.

**Asking price: \$1,075,000 plus GST (if any)** Ref: 15502  
Ian Gleghorn / 021 706 810 / iang@linkbusiness.co.nz

**5 Star Distribution Franchise No 4 Hamilton**

Unique Cash Flow Opportunity No 4.

Exclusive 5 + 5 years rights of renewal in Hamilton, Cambridge, and Morrinsville. A media market leader, no premises sales marketing or stocks. Home based, basic management skills and recession proof. Managed \$100K owners operated \$150K potential for new owner.

Excellent systems in place present owner work (12 hrs p/w). Vendor migrating. Ideal operation for a couple. Strict confidentiality.



**Asking price: \$280,000** Ref: 15806  
Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

**Liquor Store In Waipa**

Well performing liquor store in the Waipa district is available for sale due to the owner wanting to return to Auckland to his family. The store is part of a well know brand with buying discounts and regular advertising of the specials.



**Asking price: \$265,000 plus Stock** Ref: 15457  
Bo Gee Wong / 021 398 965 / bow@linkbusiness.co.nz

**Service Station on a Busy State Highway**

Located in Waikato Region, approximately one hour drive from Auckland. Current owners have been running this Service Station since 1964 & want to retire now. The underground fuel tanks were changed 10 years ago.

Rent only \$345 including GST per week. New secured lease.

Fuel T/O 1.3 Million litres per annum with good profit margins & shop sales more than \$390,000 per annum and growing.



**Asking price: \$365,000 plus SAV** Ref: 15588  
Anil Vazirani 021 0277 8149 / Shweta Vazirani 021 236 5840

**Turangi Postshop and Kiwibank. Bargain!!**

This is the only Postshop and Kiwibank agency in Turangi and the next nearest is in Taupo.

The shop provides the essential post and banking services as well as retailing books, magazines, cards, tourist souvenirs including greenstone products, stationery and games.

The owner is keen to retire and so has reduced the price to make it a real bargain!



**Asking price: \$198,000 plus Stock** Ref: 14629  
Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

**Liquor Store in Waikato Town. T/O \$24,000 p.w.**

The owner's other business commitments means this store is bargain priced!

They just can't handle it all, so here's your chance.

Near new fit out in a stunning location near the "big box" stores that draw thousands of customer's right past your front door each and every day of the week. No nearby competition apart from a small independent store several kilometres away.



**Asking price: \$245,000 plus Stock** Ref: 15848  
Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

**Motel Lease - Priced for Urgent Sale**

Prominently located on State Highway 1 just 3 minutes from Tokoroa

A pleasant semi-rural 2 acre block set behind a row of lovely mature trees

Showing a 30% return on investment, this is an ideal opportunity for a working couple focused on maximising profit without the need for staff.

The vendors, of only 11 months, have invested a further \$50,000 on refurbishment and are in need of an urgent sale.



**Asking price: \$180,000** Ref: 15558  
Ian Gleghorn / 021 706 810 / iang@linkbusiness.co.nz

**Waikato Childcare Centre - Freehold and Business**

This is a midsized purpose-built centre which has a beautifully presented indoor and outdoor environment.

The vendor wishes to sell the property and business together but will consider selling the business separately.

Business \$375,000

Property \$850,000

The current rent is \$69k implying a yield of 8.2%.



**Asking price: BUS \$375k FH \$850k plus GST (if any)** Ref: 15831  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

**Retail Hardware Franchise - Quality Trade and DIY Tools**

Ideal for tradesmen - put your knowledge and experience to good use in this well-known business located in Waikato.

Turnover has increased over past 3 years with 2012 sales of \$804k, excellent lease, rent \$35k pa.

Currently run with one working owner and 2 fulltime staff. Vendor advises it could be easily run by husband and wife team earning approximately \$135,000 per annum.



**Asking price: \$330,000** Ref: 15270  
Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

**Freehold Hotel in Waikato Surrounds**



A historic building, used as a boarding house for gold miners in the 1900's. Currently 10 rooms are beautifully refurbished. Lots more potential with space for 6-10 extra (en-suite) rooms.

Restaurant, fully licensed bar, recently refurbished kitchen... it is all there.

Popular Mineral Spa and leisure pools located in the domain next door as well as the museum, the geyser and several springs.

Tourism is on the rise as this town is the perfect base for cyclists and walkers alike with purpose built mountainbike tracks, walking tracks and the Hauraki Rail Trail which opened in 2012.

Vendor is highly motivated to retire and will consider all offers over \$695,000

**Asking price: \$750,000 o.n.o.** Ref: 15539  
Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

**Opportunity Knocks - 35 Bed Purpose Built Resthome**

Well established, fully managed rest home business with just over 35 beds, normally fully occupied. Fully managed.

Vendor advises is fully compliant in all respects to conform to DHB requirements for contract funding. MOH certification for 35+ residents.

Sales pa (based on full occupancy) \$1.4m (approx) returning \$370k (approx) as a managed investment. Includes freehold valued at approximately \$2.5m.



**Asking price: \$3,500,000** Ref: 15813  
Percis Wadia / 021 608 102 / percisw@linkbusiness.co.nz

**Management Rights - Lifestyle and a Great Income**

This contemporary complex overlooks the Mount Maunganui main beach. There are 20 luxury apartments with 16 in the letting pool, all with sea views. The manager's unit is a two bedroom en-suite facility on the front of the complex with full sea views and a private court yard. The complex is easily managed and yields a cash surplus of over \$150,000.



**Asking price: \$1,400,000 plus GST (if any)** Ref: 14171  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

**Childcare Centre - Well-Managed, Great Profit!**

This is a large well-managed centre with in excess of 100 license places located in the Western Bay of Plenty. A new owner can expect a significant return on investment as well as the opportunity to grow license numbers further.

This is subject to strict confidentiality requirements so please contact me for further information. Price plus GST (if any).



**Asking price: \$1,600,000** Ref: 15120  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

**Superior Lakefront Lodge on Two Titles**

One of Rotorua's most private exclusive addresses right on the lake front with Riparian rights.

The location is superior within minutes travel from the central CBD, International Airport and Rotorua's top tourist attractions.

Features: Recently refurbished, extended and re-branded. Profitable business. Riparian rights. Two buildings, two titles. Owners private accommodation.



**Asking price: \$3,450,000 plus GST (if any)** Ref: 13762  
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

**Impressive in Scale and Style, Function Venue**



One of the finest venue facilities.

High end resources, combined with quality service, this 5 star property offers a first rate venue for corporate events, luxury accommodation and weddings.

The location is outstanding offering many features. Full resource consent in place for considerable numbers offering a point a difference to their competitors.

The business is growing year on year, meeting budgets and on track to be very sustainable. The grounds are manicured and easy care, the fitout superior and finished off with high quality chattels.

**Asking price: \$5,000,000 plus GST (if any)** Ref: 15459  
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

**Iconic Native Plant Nursery**

Naturally Native nursery is an iconic, well-established, going-concern wholesale nursery near Tauranga. Huge opportunity to produce and market NZ native plants throughout NZ. Exclusive licensed intellectual property of plants subject to Plant Variety Rights is included, making an attractive package. Stock of \$2m wholesale value included.



**Asking price: \$1,450,000 including Stock** Ref: 15578  
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

**Management Rights - Enjoy a Great Lifestyle**

This five star apartment complex is located right opposite one of the most popular Bay of Plenty beaches. There are 42 apartments in the complex with 14 in the letting pool. The managers' unit is a modern two bedroom apartment. On-site facilities include a heated swimming pool and a small gym. A solid 6 figure income is consistently achieved.



**Asking price: \$1,113,000 plus GST (if any)** Ref: 13443  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

**Live in Luxury in this Coastal B&B**

Looking for a wonderful home and income? This European inspired home was elegantly designed and purpose built as a B&B app years ago.

The B&B is positioned to capture 360 views and is within walking distance to enjoy the beautiful Papamoa sandy surf beach.

The B&B business is operated from the ground floor level, with two very private and secluded guest rooms. Owners occupying the top floor.



**UNDER CONTRACT**

**Asking price: \$1,100,000 plus GST (if any)** Ref: 15469  
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

**Tavern/Liquor Wholesaler - Very Profitable**

This well-run business has multiple income streams and little competition in one of Tauranga's rapidly growing suburbs.

Sales have increased over the last 4 years providing a good net cash profit to working owners. Total of 18 gaming machines plus TAB facilities with the café, restaurant and liquor wholesaler being another attraction to customers.

This is a great opportunity to purchase a substantial business with very good systems in place.

**Asking price: \$760,000 plus Stock** Ref: 14675  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz



**Freehold Childcare - Owner/Operator Required**

The centre and freehold properties are being offered as a freehold going concern.

Licensed for 48 over 2s, this is a great opportunity for a new owner to increase occupancy and profitability.

Recently refurbished and compliant with 2008 regulations. Funding is in the 80% band.

Average EBPITD for the centre over last 2 years is \$118,000. Current rent being \$45,556 pa.



**Asking price: \$810,000 plus GST (if any)** Ref: 15465  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

**Simple Business - Great Profit**

This flooring business is part of a nationwide franchise that delivers great profits to its working owner.

Extensive advertising from the franchisor provides pre-qualified leads allowing the business owner to concentrate on providing a top-quality service to customers.

EBPITD has averaged over \$78,000 for the last 3 years.



**Asking price: \$198,000** Ref: 15590  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

**Fully Managed Top Franchise Store**

Definitely one of the top Video Ezy store in a prime location. Fully managed by able and experienced staff. Excellent average weekly turnover of over \$10,000. Just imagine the potential if run by a hands-on operator! 2012 books show cash surplus of over \$100,000 to a working owner. This store is fully loaded with 20,000+ DVDS and over 2,000 games.

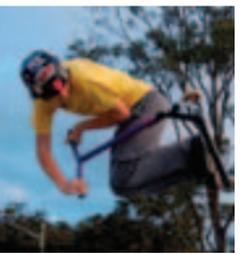


**Asking price: \$145,000 plus approx. \$2,500 Stock** Ref: 15867  
Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz

**Business is Booming - Partner/Investor Required**

Started by the current owners two years ago this is a rapidly - evolving business which manufactures (in China), imports and exports a range of sought-after products in the fun/sporting/adventure sector.

Month-by-month sales for 2013 are showing another significant increase on 2012. The owners wish to bring a 50% shareholder into the business. This business is currently home-based with warehousing being done in Auckland.



**Asking price: \$485,000** Ref: 14813  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

**Cosy Café in the Bay of Plenty**

This café has very positive aspects - perfect location, great kitchen, lovely atmosphere, good lease, low rent and a loyal clientele. Average weekly turnover has increased by more than \$400 per week with still room to grow. The café only trades 5 days per week so all weekends are free to enjoy or to expand. A great opportunity.



**Asking price: \$115,000** Ref: 15058  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

**Para Rubber Tauranga is for Sale**

Two great opportunities await the discerning buyer - ownership of this iconic store and the lifestyle that only Tauranga can offer!

The store has been managed since December 2012 with limited owner input, yet sales and margins have increased as compared to the last 3 years due to the brilliant systems.

The potential is huge and the time is right, so don't delay.



**Asking price: \$30,000 plus Stock** Ref: 12844  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

**16 Unit Beach Motel - Gisborne  
Freehold and Business**



Fabulous Waikanae beach, close to the centre of town. 16 spacious units; 7 x studio, 6 x one bedroom and 3 x two bedroom, all with kitchen facilities. Substantial and comfortable owner's home on site. On a half an acre (2023m<sup>2</sup>) of valuable real estate. Steady revenue produces very comfortable profits. Valuation supports asking price. Could be managed or leased.

**Asking price: \$1,800,000** Ref: 11509  
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

**Secure Your 6 Figure Income Now**

Absolutely immaculate, consistent revenue and occupancy growth.

25 year leasehold opportunity low maintenance high return.

Well designed to ensure ease of operation this ground floor complex consists of 9 x Studios, 7 x one bedrooms and 1 x 2 bedrooms, all with a private spa divided over 3 buildings facing into the cobbled courtyard, there is also a separate guest kitchen, laundry and BBQ area.



**Asking price: \$495,000** Ref: 15854  
Ian Gleghorn / 021 706 810 / iang@linkbusiness.co.nz

**Truck Auto Workshop - Makes Owners Over \$200,000**

This highly successful and busy automotive business is located in a coastal Western Bay of Plenty town. Sales for the past 3 years were in excess of \$500,000.

- Established over 10 years
- Little competition, specialised market
- Excellent plant equipment
- Professional and hard-working staff
- Vendor committed to smooth and comprehensive handover



**Asking price: \$295,000** Ref: 15646  
Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

**Distribution Franchise – Automotive Consumable Product**

Franchise with points of difference – no fees, no performance expectations, no upfront costs! Spacious premises - great location, easy access on busy road with excellent exposure.

Run by husband and wife 5 days a week. The franchise agreement has a 5 yearly right of renewal - currently in Year 1 of new 5 year exclusive contract.

Price includes plant and stock.



**Asking price: \$249,000** Ref: 15874  
Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

**Lotto, Kiwibank, NZ Post and Stationery Franchise!**

This is a great opportunity to join this vibrant national network. This busy store is situated in a top North Island tourist town and offers a personalised service, delivering customers essential services along with a great range of books, stationery and gift ideas. This store has a full NZ Post agency, Kiwi Bank service and Lotto. The accounts are showing excellent profit and good growth. Escape the big city and enjoy the lifestyle that this friendly and thriving town has to offer. Motivated vendors.



**Asking price: \$650,000** Ref: 14838  
Nick Stevens / 021 641978 / nicks@linkbusiness.co.nz

**Contact Freight Run Tauranga - Auckland Earn \$60k**

This business is a contract freight run to Auckland 5 days a week for a well-known Tauranga freight company specialising in delivery of stock to major retail stores.

It is a very simple to run business as the freight company deals with all the paperwork, bookings and general administration work. The truck that comes with this business and included in the price is a well maintained 1996 Hino 8.0l turbo with a 40 cubic metre body and a power tail lift.



**Asking price: \$80,000** Ref: 15483  
Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

**Fire Sale Hotel - Will Sell For 50% of CV**

FHGC 12 room hotel/bistro/bar/liquor store. Located on .3035 ha of prime freehold, commercial/retail land in the centre of town on a high profile corner site.

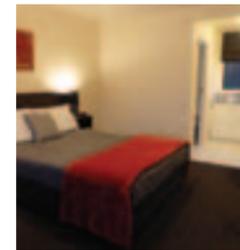
The configuration allows for separation to create multiple tenancies. Currently one liquor tenant in place returning \$22,000 pa Priced to sell today.



**Asking price: Offers** Ref: 13906  
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

**Outstanding leasehold motel in the Hawkes Bay**

This 35-unit motel has studio, 1-bedroom and 2-bedroom deluxe units. The complex is close to waterfront restaurants/cafes and boutique shops. On-site facilities include a semi-enclosed swimming pool, spa pool and meeting room. The owners' accommodation is a 4-bedroom home. 22 years remain on the lease. The turnover exceeds \$650,000 and a cash surplus of well over \$200,000 is achieved.



**Asking price: \$860,000** Ref: 14722  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

**Boutique French Style B&B**

Beautiful boutique ocean front B&B in Napier with unobstructed sea views, within walking distance to central town and local tourist destinations.

It has been lovingly renovated, catering to a maximum of 8 guests and is modelled on a small privately owned French hotel. Consistently good income and profit.

Napier is well known worldwide for its vineyards, arts, food and wine festivals.



**Asking price: \$895,000 plus GST (if any)** Ref: 15024  
Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

**Motel Investment Hawkes Bay – Below Valuation**

Freehold (land and buildings) of an eleven unit motel in the Hawkes Bay. The motel is leased out and the rental is currently \$60,000 + GST + outgoings giving a 10.4% return on Investment. The 30 year lease commenced in 2005 (23 years to run).

The motel is on 4058m<sup>2</sup> of land and includes a 4 bedroom manager's residence.



**Asking price: \$575,000** Ref: 14436  
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

**Business Sales Franchise Opportunity - Hawkes Bay**

Some of the advantages of a LINK Business Brokerage Franchise:

- Low overheads and no retail stock
- Access to LINK's specialised business broking software system (BOSS©)
- World class marketing collateral including our Business Broker magazine
- The LINK Online Academy for on-going training
- Ongoing Franchise support



Minimum requirement of a Real Estate Salesperson license. All inquiries will be treated in absolute confidence. In the first instance contact Kevin Atkinson.

**Asking price: From \$15,000 plus GST**  
Kevin Atkinson / 09 555 6007 / kevina@linkbusiness.co.nz

**Muffin Break New Opportunity Napier**

We have a great site being built to open May 2013. We need a great owner to grab this opportunity and plan your future! Choose the business recipe that has lasted the test of time. Muffin Break offers a vast range of products freshly baked and prepared on site every day, complemented with an award-winning, gourmet espresso coffee menu and extended beverage range.



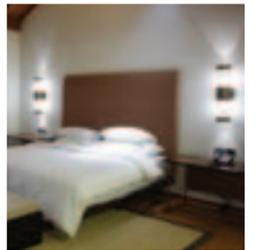
**Asking price: \$390,000 (approx)** Ref: 15313  
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

**Motel Lease - Hawkes Bay Lifestyle**

Great central location, 30 year lease from 2005 with swimming pool and children's playground.

4 bedroom manager's residence with a double garage, 6 x studio units, 4 x 2 bedroom units and a freestanding 2 bedroom unit sited on a large site close to town.

Freehold is also available.



**Asking price: \$120,000** Ref: 15430  
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

**Dairy with Accommodation**

This business is situated on a busy retail street in the heart of Havelock North. The location offers high foot traffic with easy parking next to upmarket cafe and restaurants.

Dairy comes with 2 bedroom accommodation and extra office space and storage space for stock. The shop has recently been refurbished so everything looks fresh and new. The business includes 3 car parks with separate entrance to accommodation.

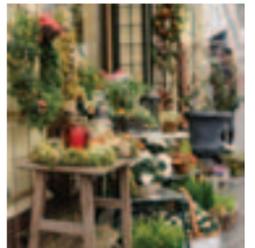


**Asking price: \$55,000 plus Stock** Ref: 15178  
Sanjeev Dewat / 027 545 5303 / sanjeevd@linkbusiness.co.nz

**A Retail Franchise With All The Bells and Whistles**

Indulge your enthusiasm and excitement of the festive season and become part of a longstanding, successful group that specialises in creating the magic of Christmas.

There are worthwhile financial benefits for the busy three and a half month period. Depending on location, sales could range between \$90,000 to \$130,000 in the first year and a net return to a working owner could be around 24 percent of turnover.



**Asking price: \$42,500** Ref: 15150  
Rhys Douglas / 021 718 331 / rhysd@linkbusiness.co.nz

**Freehold Going Concern Rest Home / Hospital - Coromandel**



This character rest home/hospital operates at full occupancy most of the time. Registered with 30 beds (20 rest home and 10 hospital beds) it has a long standing reputation for the provision of quality services to clients, offering a warm loving family environment.

Sales \$1,287,467  
Net Surplus \$295,547 (E.B.P.I.T.D)

Asking: Business \$460,000  
Freehold Property \$1,500,000 plus GST (if any)

**Asking price: \$1,960,000 including FH plus GST (if any)** Ref: 14653  
Leath Craig / 027 290 1122 / leathc@linkbusiness.co.nz

**High Turnover Fish and Chip Shop**

This long established fish and chip shop has recently undergone major refurbishment.

A reputation for good old fashioned freshly battered fish and hand chipped chips made on the premises.

This is a successful business with turnover on the up, good rent and a lease to 2024 in place all in one of the most beautiful holiday spots in NZ.



**Asking price: \$210,000 plus SAV** Ref: 15593  
Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

**Whitianga Pizza, Pasta and Bar**

Mamma Mia!!! If you want the perfect lifestyle business then this one is for you. Imagine being able to go out in your boat fishing during the day and then work in your business for 5-7 hours at night. This business is situated in one of the most beautiful towns on the Coromandel, a stones throw from the estuary water front and marina.

Solid lease with 3 years to go plus a renewal for another 6 years in a modern complex so everything is up to date and fresh.



**Asking price: \$125,000 plus SAV** Ref: 15814  
Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

**Exclusive Marine Sales / Service**

This business is strategically sited in one of New Zealand's premier fishing / boating locations. As the exclusive Coromandel Peninsula agents for Stabicraft and Yamaha this business operates a high-profile boatyard and service centre.

Currently operated by two owners (one part-time) and two technicians this business would be ideal for a couple or for one working owner with a part-time administration / accounts person.



**Asking price: \$250,000** Ref: 15782  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

**Refrigeration & Air-Conditioning - Coastal Location**

Established in 2005 grown to the point where it has a virtual monopoly in providing refrigeration/air-conditioning service, repairs and maintenance to local businesses.

The business carries out marine refrigeration repairs as well as auto air-conditioning servicing and supply, installation and servicing of heat pumps. Agents for Mitsubishi Electric.

Great premises with option to purchase. The price includes approximately \$8,000 of stock.



**Asking price: \$95,000** Ref: 15495  
Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

**Diesel Delivery Whitianga**

Mini diesel tanker servicing boats, farms and other businesses in the Whitianga area. Currently part of an existing local service station. Well established for over 20 years. Great opportunity to combine lifestyle and income with this awesome affordable setup. It is in the Vendors' interest that the purchaser does well. Price negotiable, depending on potential buyer.



**Asking price: \$70,000 o.n.o.** Ref: 15643  
Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

**Fruit/Veges/Convenience Store for just \$31k**

The business is perfectly located on the outskirts of the Waihi CBD, approximately 100m from the site where the new Discovery Centre will be built in the near future.

There is the added bonus of living accommodation attached to the business premises. The vendor of the business also owns the freehold property and that is also for sale. The property comprises the business premises, the accommodation and a land area of approximately 1323m<sup>2</sup>.



**Asking price: \$31,000** Ref: 15521  
Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

**21 Bed Rest Home / Hospital + 3 Bedroom Accommodation**

This beautiful character rest home and hospital is set on set on 7000m<sup>2</sup> plus of exquisitely landscaped grounds.

Licensed for 20 rest home or hospital beds or a mixture of both, with 1 respite room.

On-site accommodation provides another dimension of convenience as an owner / operator or the opportunity of another income.

This is a fantastic opportunity to anyone looking for a lifestyle operation.



**Asking price: \$900,000 plus GST (if any) includes Freehold** Ref: 15345  
Leath Craig / 0272 901 122 / leathc@linkbusiness.co.nz

**Four Square Turnover \$45,000 p/wk + \$6,000 Lotto**

Iconic Four Square for sale in a great location. Good turnover and excellent margins.

The current owner has been successfully operating this Four Square since July 2000.

Located in a coastal district which is approximately 45min from Wellington City.

Annual rent is \$39,600 plus GST. Final expiry date 30 June 2030.

Trading Monday to Sunday 7am to 8 pm.



**Asking price: \$715,000 plus Stock** Ref: 15660  
Sanjeev Dewat / 027 545 5303 / sanjeevd@linkbusiness.co.nz

**Nostalgic Upper Hutt and Wine Bar**

This café is one of Hutt Valley's busiest cafés and has an attached wine bar. Many now see it as a local landmark and icon of the Upper Hutt Region.

This café is very profitable and extremely well run by an operator who understands the community they serve. 2011 EBPIITD = \$265,366.



**Asking price: \$395,000** Ref: 14769  
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

**Indian Restaurant - Central City**

This central city Indian restaurant has a great reputation amongst a very regular clientele. The restaurant has been extensively refurbished and is looking like new. A well trained team of committed staff combined with top chefs have made this a very successful Wellington restaurant.



**Asking price: \$80,000** Ref: 15454  
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

**Top Cafe Wellington CBD \$30k Weekly Sales**

High profile cafe with out-catering and retail merchandise

- Seats 90 in absolute prime CBD location
- Well established (12 years) - good lease, quality staff
- Rent just 10% of revenue
- Weekdays 7am - 5pm, Weekends 10am - 4pm

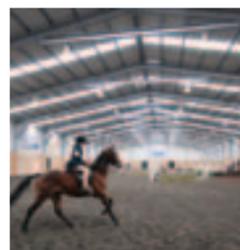


**Asking price: \$495,000** Ref: 14550  
Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

**Kiwispans - Pre-Engineered Buildings**

Kiwispans NZ are the New Zealand market leaders in the design and construction of pre-engineered buildings. They have built a reputation for designing and constructing buildings that are not only strong and cost effective but aesthetically pleasing as well.

The existing owners currently have \$400K of projects ready to start and the busy season is only just about to begin. 2012 EBPIITD represented a 34.2% return on the asking price.



**Asking price: \$395,000** Ref: 15185  
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

**Central City Cafe**

This central city cafe in the heart of the CBD is a real winner with daily foot traffic effortlessly finding its way to their food and coffee counters! Business couldn't be easier. Open the doors and the customers just about fall in!

A cafe operator with an understanding of ambience could do a good tidy up here. It wouldn't take much to turn this cafe into the hot spot at this end of town. Secure lease to June 2022.



**Asking price: \$90,000** Ref: 15818  
Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

**Hair, Beauty, Cash and Lifestyle - Wellington**

50% ROI. Yes, this is NOT A MISPRINT!

Fully manged brand new set up, only 6 months old. Clean accounts showing \$80,000 profit for 4 months trading.

Very successful concept in a busy Westfield shopping mall. Proven formula working again in this great Wellington location.

Experienced staff off 5-7 team, including a manager. High cash flow, still growing .



**Asking price: \$380,000** Ref: 15540  
Hari Gangisetty / 021 629 993 / richardr@linkbusiness.co.nz

**A Bankers Dream - \$1m+ EBIT after Management**

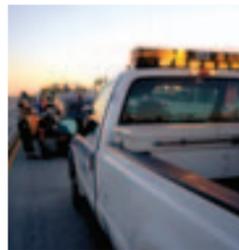


A unique service related business with an engineering bias. Substantial retained earnings with high assets and ongoing growth opportunities  
 \$1,000,000 + EBIT after management  
 \$2,000,000 + assets  
 Long term forward contracts  
 Prime Central Northland  
 Ongoing growth opportunities  
 First time on the market  
 All genuine inquiries handled on a highly confidential face to face basis only.

**Asking price: \$4,100,000** Ref:15825  
 Clive Derbyshire / 021 946 491 / clived@linkbusiness.co.nz

**Cars Trucks Vans Utes Caravans Trailers Boats**

Vehicle relocation. New - Used - Rentals - Damaged - Broken Down. From time to time they all need relocation. This business is the market leader in Northland. Based in Whangarei, the business serves many Auckland customers as well as those throughout the north to the Bay of Islands/Kaitiaki. Present owner since 1986 is keen to move on. Modern, versatile fleet. Sustained profitability.



**Asking price: \$690,000** Ref: 13735  
 Brett Clarkson / 0800 345 670 / brettcl@linkbusiness.co.nz

**Popular Franchised Chicken Restaurant - Whangarei**

This franchise store is in an excellent central location in a popular tourist town in Northland. The running costs are low and the rent is cheap - only \$420.19 including GST.  
 It's has a beautiful set-up that the next owner can be proud of. Newish store that started trading Dec 2010. Approximate area is 110m<sup>2</sup>.  
 Asking price of \$190,000 + stock at valuation, of approx \$4,000



**Asking price: \$190,000** Ref: 14648  
 Anil Vazirani 021 0277 8149 / Efren Pascual 021 782 820

**Lifestyle And High Profits - Easy to Run**

This well established (26 years) marine based business in small Northland town will appeal to those wanting a good income (\$400,000) plus lifestyle.



**Asking price: \$950,000 plus Stock** Ref: 14300  
 Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz

**Freehold Plantation Business**

This plantation produces tree crops and grows exotic subtropical nursery plants and fruits that cater to a mixture of clientele including garden centres. This lifestyle freehold property located in Northland is situated within a beautiful beach locality and is topped by a magnificent lake view. The sale includes all the improvements associated with the business and a three bedroom house.



**Asking price: \$870,000 on a freehold going concern** Ref: 15182  
 Efren Pascual / 021782820 / efrenp@linkbusiness.co.nz

**Exciting, Fully Licensed Northland Espresso Cafe**

Weekly sales average about \$10,000  
 High coffee sales  
 A very reasonable rent  
 Sundays off as it is only open Monday to Saturday  
 Seating for about 50 customers inside and out  
 Very attractive, well maintained fit out and decor  
 And it is a fun place to work!



**Asking price: \$148,000** Ref: 15527  
 Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

**New Zealand Post, Kiwi Bank and Gift Shop**

An outstanding opportunity to purchase this well established profitable business in "the sunny north". If you are looking for a top brand, then here is the chance to join this vibrant national network. The brand has been an important part of local community for many years, offering a personalised service and delivering customers essential services. This busy store is situated in a top North Island city, 2 hours drive from Auckland.



**Asking price: \$595,000** Ref: 15328  
 Nick Stevens / 021 641978 / nicks@linkbusiness.co.nz

**Kaikoura Waterfront Motel for Sale**

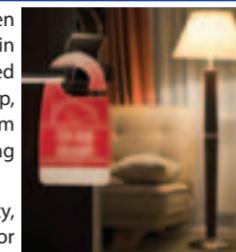


Brilliant opportunity to own a new lease on this property or purchase the Freehold Going Concern outright. Separate, spacious 2 bedroom owner's accommodation. Wonderful sea views and prime waterfront location, this motel offers it's guests a peaceful and magnificent spot to enjoy their time in Kaikoura.

**Asking price: \$2,500,000** Ref: 11525  
 Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

**Key Dunedin Location, Excellent Motel**

Superb larger motel in Dunedin's "golden mile". Recently completed refurbishment - in sparkling condition. The location, combined with membership of a national referral group, attract guests on a year-round basis. 3-bedroom on-site spacious manager's residence, long secure lease.  
 Prime location close to central city, University, Hospital, etc., and handy to Otago Peninsula for tourists. Rare opportunity - call today!



**Asking price: \$850,000** Ref: 15636  
 Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

**Superb Christchurch Motel - Key Riccarton Location**

15-unit modern motel, strong street appeal, handy to shopping malls, cafes, restaurants, and the University of Canterbury. Favoured 4 Star + Qualmark rating.  
 3-bedroom manager's residence with private outdoor courtyard. This motel has been designed for ease of operation, and has been maintained to a high standard. Excellent secure lease in place.



**Asking price: \$800,000** Ref: 15652  
 Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

**Freehold Lodge - Central Blenheim**



The property comprises of 4 executive class ensuite units, and to the rear of the property, a 3-bedroom self contained lodge. The 2-bedroom 2-bathroom, 2 level live-in owners accommodation is has spacious living areas. The living area opens onto a private sun drenched outdoor patio. Trip Advisor awarded a Certificate of Excellence and Excellence in Service and Facilities.

**Asking price: \$950,000** Ref: 14755  
 Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

**Booming Christchurch Motor Lodge - Huge Returns!**

Outstanding modern 4-Star + 18-unit Motor Lodge, tip-top condition, key Riccarton location close to malls, cafes, restaurants, university etc. Excellent mix of units + 3-bedroom, 2-bathroom, manager's residence.  
 Long lease - over 30 years to run. Recent occupancy levels consistently exceeding 90%, providing huge financial returns.



**Asking price: \$945,000** Ref: 15608  
 Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

**The Friendly One - Prime Location**

Amity lodge motel offers 10 Qualmark, 4 Star units + 6 apartments under management. Lease has a 26 year lease term remaining. 1-bedroom apartments feature a spacious lounge, kitchenette and a separate bedroom with a queen size and single bed. 2-bedroom units offer a queen-size and single-size bed, 1 bath with shower, kitchenette, SKY TV in lounge and master bedroom.



**Asking price: \$815,000** Ref: 15396  
 Tom Richardson / 0275 167 777 / tomr@linkbusiness.co.nz

## Businesses for sale - Canterbury

### Printing and Signage – Extensive In-House Services

Highly successful printing business with extensive technical capability and strong client connections in Christchurch and the wider South Island. The business has achieved strong growth over the last 10 years. A background in any of the areas of media, print, graphic design and general business management is desirable.



Asking price: \$495,000 Ref: 15524  
Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

### Potential Plus – Take Yourself to the Cleaners!

Well-known Christchurch suburban dry-cleaning business. No local competition, increasing customers working in the area, potential is absolutely astounding – set to boom!



Set yourself up for the future - make this superb business opportunity yours.

Asking price: \$399,000 Ref: 15609  
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

### Automotive Workshop – Great Reputation

A high standard of customer service and attention to “doing things properly” ensures the support of a large client base of corporate, institutional and private customers, and a steady stream of referrals. Convenient client service is provided from their spacious and well equipped 4-bay workshop with an experienced team of 1 working owner, 4 tradesmen and 1 administration person.



Asking price: \$300,000 Ref: 15458  
Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

### Outdoor Opportunity – Landscape Contracting

Huge opportunity in Christchurch’s rebuild! Well-established landscape contracting business – paving, driveways, fences, decking, etc + irrigation & drainage installation, and lawn turf laying.



Loads of work in the Christchurch rebuild, including repairs to hard landscapes on existing properties. Website + comprehensive range of plant. Be your own boss – enjoy the outdoors with your own profitable business!

Asking price: \$175,000 Ref: 15658  
Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

### Lawn Care & Mowing – Commercial & Residential

Christchurch based contracting business with major ongoing customer contracts built up over 20 years of operation. 11 commercial ride on mowers, turf equipment, tractors, vehicles and a wide range of supporting equipment operated by a team of 6 contractors. The owner although retiring is prepared to work for up 12 months if needed.



Asking price: \$495,000 Ref: 15821  
Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

### Bakers Delight for Sheer Delight!

Bakers Delight is the world’s largest franchise bakery system. Bakers Delight has a strong brand name through the successful marketing of “everyday” consumer foods. Key to this success is a corporate approach to offering an attractive “home style” premises operated with a personal touch. Full training is provided with ongoing assistance. National marketing support. Experienced staff. Buyers will need to be able to fund around \$250k.



Asking price: \$250,000 Ref: 15850  
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

### Nando's Restaurants

Nando's franchisees are supported with comprehensive training, on going development and unsurpassed level of support. The initial training takes 10 weeks and includes cooking, service and back office procedures. The ingoing investment includes the initial franchise fee covering set territory and full set up of the premises will be around \$500K. Call Brian to receive full information about this highly regarded brand.



Asking price: \$500,000 Ref: 15849  
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

### Interior Decorating / Soft Furnishings

A highly regarded business built on service with loyal repeat customers built over many years. This business always enjoys exceptional trading - which looks set to continue for many years. High profile main road premises, with an abundance of car parking. Excellent staff provide quality service to customers. Ideally suited to someone with a background or strong interest in interior design, or allied fields.



Asking price: \$395,000 Ref: 15852  
Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

## Businesses for sale - Otago - Marlborough

### Dominos Pizza is coming to Mosgiel!

We have a really great site in the busy town of Mosgiel. The homework has been done, the plans are ready, we just need you to join the Domino's team!



Domino's provides all the necessary training, so no previous qualifications are needed to become a team member. We're simply looking for enthusiastic and motivated people who want to have fun at work and love being part of their local community.

Asking price: \$500,000 Ref: 15845  
Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

### Lawrence Motels & Ceramics Business

Owner/Manager's accommodation comprises 4 bedrooms & 2 living areas + a large, sunny conservatory and 2 garages. Unit 1 sleeps 4 people & Unit 2 sleeps 1 double bed & 1 single bed. Ceramics business includes 3 x electric kilns & approx 800 molds and has separate areas for firing/preparations, storage and teaching. Motels may be purchased without the ceramics business.



Asking price: \$250,000 Ref: 15512  
Tom Richardson / 0275 167 777 / tomr@linkbusiness.co.nz

### Famous Café in Marlborough

Premium café, restaurant, function centre. Situated in a busy part of the picturesque Marlborough Sounds, close to a main highway. This business has won awards for excellence in service and food. Catering capacity for 200+ people. This restaurant stands out on it's own as the sole venue of its type in the area.



Asking price: \$580,000 Ref: 14850  
Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

### Easy To Run with Tourism Content

Successful 20 year old nationwide franchise system for Marlborough area offers a cost effective rental car option for incoming local and international travellers. Excellent online booking and fleet management systems. Only \$30,000 + vehicles at fair market value (approx \$120,000). With borrowings on cars total entry cost below \$70,000.

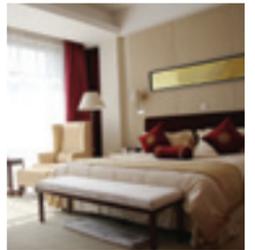


Nets around \$80-100,000 for an owner operator. Growth potential.

Asking price: \$150,000 Ref: 14360  
Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz

### Queenstown Motel Accommodation

The current owners have enjoyed their six years running this complex which is within easy walking distance of central Queenstown on the road to Coronet Peak and Arrowtown. The mix of studio, 1-bedroom and 2-bedroom units make this accommodation popular with singles, couples and groups. The playground & barbeque area and off street car parking help make it a favorite place for families and others to stay.



Asking price: \$395,000 Ref: 15295  
Tom Richardson / 0275 167 777 / tomr@linkbusiness.co.nz

### Dairy Lovers Look No Further!

We proudly have this dairy with 3 bedrooms accommodation in the South Island on the market for those dairy lovers. The rent is only \$288/week. Turnover is \$30,000/week with 18% GP.



Short operating hours, only 7am-8pm. Secure long lease to 2026.

After successful 4 years, it is the time for vendor to move on.

Asking price: \$350,000 and Stock Ref: 15555  
Mei Wang / 0274 367 848 / meiw@linkbusiness.co.nz

### Blenheim Motel Opportunity!

Located on a main route, a short drive from all amenities, this 20-unit motel is a great business for those seeking the motel lifestyle with the space of a park-like setting. After many years of very successful trading our clients have been lured by the freedom of a luxury mobile home and are seeking to spend retirement travelling about NZ. This motel is a family-friendly motel offering guests a home-away-from-home.



Asking price: \$650,000 Ref: 13256  
Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

### Well Renowned Motel Lease for Sale

Bonnie Knights Motel is conveniently located just minutes to Mosgiel township, 12 km from Dunedin City and is the closest motel to Dunedin International Airport. The motel comprises 10 units – studio units to executive 1-bedroom kitchenette units and a large family unit with full kitchen facilities.



Asking price: \$385,000 Ref: 15398  
Tom Richardson / 0275 167 777 / tomr@linkbusiness.co.nz

**Global Sub Sandwich Opportunities**



*Here is a fantastic chance to gain entry and join an exclusive network of the world's top sub-sandwich stores, specialising in a range of salads and sandwiches, the brand has become internationally renowned for promoting "healthy living".*

Prime locations from the West Coast of the South Island to the Far North of the North Island.

- \* Part of the World's No 1 Franchise
- \* Part of New Zealand's fastest growing and most successful franchise
- \* Profitable
- \* Great lease, outstanding staff
- \* Two week training course
- \* High sales
- \* Franchisee training
- \* Strong business growth opportunities
- \* Excellence in customer service

In difficult economic times, successful businesses require three key ingredients:

- \* Strong brand awareness and a national marketing budget to support the brand
- \* Great locations and technology to access the target market
- \* Strong revenue, cash flow and profitability

Reap the rewards. Hurry these stores sell quickly!

For detailed information through a confidentiality process call Nick Stevens.

**Asking price: From \$175,000 to \$695,000**  
**Nick Stevens / 021 641978 / nicks@linkbusiness.co.nz**



**Join in the success of New Zealand's most awarded café franchise brand. A pioneer of café culture, with big vision and strong growth.**



*As New Zealand's premium café franchise, we keep going from strength to strength. Not only are we New Zealand's most awarded café franchise, our success since we opened our first store in 1995 has been phenomenal. We now number over 50 stores throughout the country, have a unique and successful partnership with Mitre 10 MEGA stores and have strong sales growth across our group of franchisees.*



**A strong brand, proven franchise system and commitment to our people. A winning formula for our franchisees.** We offer you a well-recognised and trusted brand with almost 20 years of heritage, backed with visionary leadership and some of the best coffee and food specialists in the country to create a premium offer for customers. Our highly awarded and proven franchise system is backed by a strong training and support team who work in close partnership with you across every aspect of your store set-up, on-going operation and marketing. It's a formula that delivers results for our franchisees.

**COLUMBUS**  
COFFEE

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

Right now we have a number of opportunities in both the North and South Island to take advantage of. If you've got the passion and drive for success and want to be part of building a world-class brand, then talk with us about joining the Columbus Coffee family.

**Auckland Greg Mullins 021 943 644**  
**Central North Island Nuree Allan 0274 466 987**  
**South Island Brian Pankhurst 021 334 865**  
*For all other locations phone 0800 546 528*

**Retail Expert - Is This Your Next Business?**



All the IP, designs, patterns, relationships you need.  
 PLUS established, very well known and respected brand.  
 PLUS \$3,200,000 of quality stock.  
 PLUS fully operating manufacturing and retail business.  
 Been trading for nearly 40 years.

**Asking price: \$3,943,000** **Ref: 15069**  
 Elaine Ford / 0274 459 852 / elainef@linkbusiness.co.nz

**Xpresso Delight - Franchise Opportunity!**

Would you like to know how to earn exciting returns while working 1, 2 or maybe 3 days a week - and be home based?



This business model is based on generating a passive income stream. Franchisees can earn better than the national average wage for working under 10 hours per week.

**Asking price: \$69,950** **Ref: 15899**  
 Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

**A Kiwi Brand Lollipops Is Expanding!**

We have several sites in mind throughout New Zealand, all we need are enthusiastic new owners!

Income streams are from the pay for play, parties, café on site, as well as before, after school and holiday programmes.

Along with the Master Franchisee, you can have input into the set up and choice of types of 'rides and equipment' that will go into the new site.



**Asking price: \$400,000** **Ref: 14367**  
 Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

**Import Wholesale - Relocatable - Makes \$100K**

The business imports a wide and comprehensive range of homeware and gift products from a small number of carefully chosen suppliers in Asia.



- Easily managed business. Only 30hrs/p (Mon-Fri) each by husband and wife
- Sales and profits growing
- Re-locatable within NZ
- Large client database
- Returns owners +\$100,000 p.a

**Asking price: \$395,000** **Ref: 15648**  
 Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

**New Store Opportunities for Dominos NZ**

Become part of a world wide brand! Dominos is expanding throughout NZ with a new look store, better customer ambience, great products and excellent training and support. Areas available are MOSGIEL, ASHBURTON, FEILDING, TOKOROA, ROTORUA, WELLINGTON, AUCKLAND.



**Asking price: \$500,000 approx** **Ref: 14181**  
 Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

**Part Time - Work from Home**

The company is in four countries and started in Australia about 20 years ago and has been in NZ for last 3 years. It is now time to grow the business by selling more area licenses (28 left).



Good English and punctuation skills required. Clients come from all over NZ via internet.

Present owner spends about 20 hours per week to earn \$40,000 but more hours and proactivity would increase that. 3 diferent income streams.

**Asking price: \$69,000** **Ref: 15097**  
 John Adams / 021 974 097 / johna@linkbusiness.co.nz

**Master NZ License - Home Based - Part time**

Developed, trialed, tested and proven in Australia over the past 5 years, this opportunity involves introducing the marketing system and product range into NZ.



Although there are numerous home based business opportunities to choose from, there are very few which offer the flexibility, creativity and profitability at such an affordable level as this one. Expressions of interest are sought.

**Asking price: Negotiation** **Ref: 14331**  
 John Adams / 021 974097 / johna@linkbusiness.co.nz



**Fantastic New Franchise Opportunities!**

Here's your chance to own a piece of California in New Zealand. The Original California Burrito Company has 10 stores in operation in New Zealand and 4 in N.S.W. These stores have demonstrated that this is a successful and exciting brand. The brand is becoming well known with a large following. "An instant success", The Original California Burrito Company a staple for young Aucklanders and Mexican food fans alike.

The franchisor is looking to grow the brand nationally and there is now an exciting opportunity to join this national brand, with prime locations available throughout New Zealand.

Delicious California style burritos, quesadillas, chimichangas and tacos. Filled with fresh salads, beef, chicken, steak, shrimp or beans, with options for vegetarians and vegans. Authentic Mexican sodas also available.

The healthiest and tastiest of opportunities. This is a great return on your investment, turn-key operation with huge potential. Stores are returning great profits, with a very small footprint. Full training and support provided. This model will suit owner operators and investor owners.

For more information through a confidentiality process contact Nick Stevens now.

**The price for a new store is from \$300,000 + GST which includes extensive training.**

**Ref: 14402, 15448, 15011 & 15154**  
 Nick Stevens / 021 641978 / nicks@linkbusiness.co.nz



**ESCAPE THE OFFICE**

Introducing the franchise system that gets you out of the daily grind for less!

For a smaller initial investment than many other franchise systems require, you can enter the world of self-employment as a Hire A Hobby franchisee.

system that's been refined over 15 years of success. Best of all, you'll work the hours you want and get the income you deserve.

You'll enjoy flexible working hours, control over your income levels, and a job where no two days are the same. You won't have the hassle of paying rent, or hiring and managing extra staff, and you'll be supported by an exceptional business

**0800 692 643**  
 www.hireahobby.co.nz



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

# Businesses for sale - Classifieds

## Accommodation/Tourism

Auckland	15805	\$175,000	Graham Hoffmann ... 0274 936 411
	14858	\$200,000	Garth Nell ..... 027 296 1783
	14779	\$550,000	Robert Sohn..... 021 345 350
	13658	\$1,250,000	Clive Derbyshire ..... 021 946 491
	14605	\$485,000	Robert Sohn..... 021 345 350
	13990	\$360,000	Henry Han ..... 021 516 588
Bay of Plenty	13256	\$650,000	Tony Cridge..... 027 227 6050
	13252	\$680,000.00	Tony Cridge..... 027 227 6050
	14755	\$950,000.00	Tony Cridge..... 027 227 6050
	13569	\$1,350,000	Nols Bertram..... 027 238 1450
	14171	\$1,400,000	Nols Bertram..... 027 238 1450
	15411	\$1,850,000	Nols Bertram..... 027 238 1450
	12906	\$1,100,000	Nols Bertram..... 027 238 1450
	15864	\$357,000	Ian Gleghorn..... 021 706 810
	15854	\$495,000	Ian Gleghorn..... 021 706 810
	15531	\$1,670,000	Ian Gleghorn..... 021 706 810
	14674	\$395,000	Robert Sohn..... 021 345 350
	13762	\$3,700,000	Nuree Allan ..... 0274 466 987
	14597	\$550,000	Nols Bertram..... 027 238 1450
	13443	\$1,113,000	Nols Bertram..... 027 238 1450
	15376	\$350,000	Grant Jacobson..... 0274 540 432
	15413	\$395,000	Grant Jacobson..... 0274 540 432
	15855	\$2,495,000.00	Ian Gleghorn..... 021 706 810
	15354	\$680,000	Roger Brockelsby ..... 027 919 5478
	15942	\$3,700,000	Nuree Allan ..... 0274 466 987
	15459	\$5,000,000	Nuree Allan ..... 0274 466 987
	14656	\$1,850,000	Nols Bertram..... 027 238 1450
Coromandel	14029	\$3,850,000	Nuree Allan ..... 0274 466 987
Canterbury	14590	\$499,000.00	Athol McCully..... 027 433 8052
	14671	\$785,000	Athol McCully..... 027 433 8052
	14676	\$960,000	Athol McCully..... 027 433 8052
	10380	\$1,100,000	Athol McCully..... 027 433 8052
	14680	\$10300,000	Athol McCully..... 027 433 8052
	11470	\$329,000	Athol McCully..... 027 433 8052
	15755	\$675,000	Athol McCully..... 027 433 8052
Christchurch	15305	\$399,000	Athol McCully..... 027 433 8052
	15255	\$650,000	Athol McCully..... 027 433 8052
	14650	\$695,000	Athol McCully..... 027 433 8052
	15652	\$800,000	Athol McCully..... 027 433 8052
	15250	\$895,000	Athol McCully..... 027 433 8052
	15608	\$945,000	Athol McCully..... 027 433 8052
	15703	\$3,200,000	Athol McCully..... 027 433 8052
	12599	Offers	Athol McCully..... 027 433 8052
Coromandel	14029	\$3,850,000	Nuree Allan ..... 0274 466 987
Dunedin	12609	\$249,000	Athol McCully..... 027 433 8052
	15636	\$850,000	Athol McCully..... 027 433 8052
	10470	\$2,150,000.00	Athol McCully..... 027 433 8052
Hawkes Bay	12297	\$369,000	Athol McCully..... 027 433 8052
	11509	\$1,800,000	Paul Redman ..... 021 319 770
	14436	\$575,000	Paul Redman ..... 021 319 770
Invercargill	15122	\$640,000.00	Tom Richardson..... 0275 167 777
	13787	POA	Tom Richardson..... 0275 167 777
Mackenzie	14322	\$540,000	Athol McCully..... 027 433 8052
Manawatu	14655	\$1,300,000	Nols Bertram..... 027 238 1450
Marlborough	12427	\$750,000	Tony Cridge..... 027 227 6050
Napier	14722	\$860,000	Nols Bertram..... 027 238 1450
	15024	\$895,000	Nuree Allan ..... 0274 466 987

Nelson	11896	\$570,000	Tony Cridge..... 027 227 6050
	15121	\$750,000	Tony Cridge..... 027 227 6050
	13307	\$1,695,000	Tony Cridge..... 027 227 6050
	15481	\$320,000	Tony Cridge..... 027 227 6050
	13310	\$395,000	Tony Cridge..... 027 227 6050
Northland	11253	\$2,300,000	Paul Redman ..... 021 319 770
	11525	\$2,500,000	Tony Cridge..... 027 227 6050
Oamaru	14110	\$350,000	Athol McCully..... 027 433 8052
Ohakune	14966	\$1,280,000	Nols Bertram..... 027 238 1450
	14973	\$320,000	Nols Bertram..... 027 238 1450
Opotiki	15472	\$2,700,000	Nols Bertram..... 027 238 1450
Otago	14369	\$450,000	Athol McCully..... 027 433 8052
	11909	\$620,000	Tom Richardson..... 0275 167 777
	14971	\$985,000	Tom Richardson..... 0275 167 777
	15238	\$680,000	Tom Richardson..... 0275 167 777
	15067	\$395,000	Tom Richardson..... 0275 167 777
	15398	\$385,000	Tom Richardson..... 0275 167 777
	15576	\$1,150,000	Athol McCully..... 027 433 8052
Queenstown	15295	\$95,000	Tom Richardson..... 0275 167 777
	15396	\$815,000	Tom Richardson..... 0275 167 777
	14848	\$380,000	Robert Sohn..... 021 345 350
Southland	14721	\$800,000	Tom Richardson..... 0275 167 777
	15234	\$200,000	Tom Richardson..... 0275 167 777
Waikato	14421	\$160,000	Nols Bertram..... 027 238 1450
	14551	\$209,000	Nols Bertram..... 027 238 1450
	14618	\$965,000	Nols Bertram..... 027 238 1450
	15558	\$180,000	Ian Gleghorn..... 021 706 810
	15470	\$230,000	Ian Gleghorn..... 021 706 810
	15189	\$840,000	Ian Gleghorn..... 021 706 810
	10966	\$1,295,000	Paul Redman ..... 021 319 770
	15190	\$1,520,000	Ian Gleghorn..... 021 706 810
	15191	\$680,000	Ian Gleghorn..... 021 706 810
	15539	\$750,000	Rudy Kokx..... 021 421 346
	15372	\$2,100,000	Nuree Allan ..... 0274 466 987
West Coast	12550	\$310,000	Athol McCully..... 027 433 8052
	13026	\$795,000	Athol McCully..... 027 433 8052

## Automotive

Auckland	12537	\$150,000	Paul Redman ..... 021 319 770
	15564	\$255,000	Alan Feng..... 021 861 358
	15783	\$160,000	Garth Nell ..... 027 296 1783
Bay of Plenty	14797	\$87,500	Steven Matthews ..... 021 848 873
	15518	\$77,000	Peter Redward ..... 0274 920 453
	14548	\$210,000	Steven Matthews ..... 021 848 873
	15646	\$295,000	Steven Matthews ..... 021 848 873
Christchurch	15458	\$300,000	Barry McFedries..... 021 873 243
	14709	\$400,000	Barry McFedries..... 021 873 243
Queenstown	14219	\$785,000	Basil Badenhorst ..... 022 454 8348
Waikato	14835	\$160,000	Rhys Douglas..... 021 718 331

## Heath and Beauty

Auckland	15321	\$169,000	Robin Harris ..... 021 968 779
	15351	\$175,000	Hari Gangisetty..... 021 629 993
	15071	\$229,000	Rickhil Prakash..... 021 082 13015
	15012	\$235,000	Fiona Carter ..... 0274 977 707
	15891	\$285,000	Laurel McCulloch ..... 021 786 813
	15115	\$295,000	Nick Stevens ..... 021 641 978
	15371	\$295,000	Nick Stevens ..... 021 641 978
	15106	\$335,000	Duncan Colebrook... 022 0700 956
	15562	\$645,000	Duncan Colebrook... 022 0700 956

Auckland	13876	\$750,000	Robin Harris ..... 021 968 779
	15303	\$1,750,000	Percis Wadia..... 021 608 102
	15514	\$2,450,000	Percis Wadia..... 021 608 102
	14493	\$229,000	Meng Murphy ..... 022 088 9118
	13452	\$250,000	Barry McFedries..... 021 873 243
	14786	\$380,000	Paul Redman ..... 021 319 770
	15422	\$50,000	Rickhil Prakash..... 021 082 13015
	14331	By Negotiation.....	John Adams ..... 021 974 097
Bay of Plenty	14063	\$265,000	Leath Craig..... 027 290 1122
	15813	\$3,500,000	Percis Wadia..... 021 608 102
	14124	\$295,000	Steven Matthews ..... 021 848 873
	15767	\$63,000	Grant Jacobson..... 0274 540 432
Wellington	15540	\$380,000	Hari Gangisetty..... 021 629 993

## Businesses with Real Estate

Northland	15182	\$870,000	Efren Pascual ..... 021 782 820
Waikato	15502	\$1,075,000	Ian Gleghorn..... 021 706 810
	15377	\$1,600,000	Richard Ridler..... 021 904 672
	15419	\$360,000	Ian Gleghorn..... 021 706 810
Wellington	15144	\$1,250,000	Duncan Colebrook... 022 0700 956

## Construction Industry

Auckland	15833	\$350,000	Richard Ridler..... 021 904 672
Northland	15825	\$4,100,000	Clive Derbyshire..... 021 946 491

## Education/Training

Auckland	14616	\$195,000	Richard Ridler..... 021 904 672
	15120	\$1,600,000	Roger Brockelsby ..... 027 919 5478
	15465	\$810,000	Roger Brockelsby ..... 027 919 5478
Waikato	15813	\$375,000	Roger Brockelsby ..... 027 919 5478
Northland	15352	\$750,000	Hari Gangisetty..... 021 629 993
Wellington	13645	\$185,000	Dave Morgan..... 021 471 992

## Food/Hospitality

Auckland	15382	\$150,000	Greg Mullins ..... 021 943 844
	15019	\$152,000	Alan Feng..... 021 861 358
	15118	\$155,000	Henry Han ..... 021 516 588
	15492	\$155,000	Anil Vazirani ..... 021 0277 8149
	15507	\$159,000	Henry Han ..... 021 516 588
	15249	\$162,000	Henry Han ..... 021 516 588
	15285	\$169,000	Anil Vazirani ..... 021 0277 8149
	14560	\$175,000	Anil Vazirani ..... 021 0277 8149
	15812	\$175,000	Henry Han ..... 021 516 588
	15529	\$178,000	Greg Mullins ..... 021 943 844
	15605	\$183,000	Henry Han ..... 021 516 588
	15811	\$184,000	Henry Han ..... 021 516 588
	15644	\$184,000	Henry Han ..... 021 516 588
	15763	\$185,000	Rudy Kokx..... 021 421 346
	15155	\$185,000	Graham Hoffmann ... 0274 936 411
	15628	\$185,000	Nick Giles ..... 021 676 832
	15078	\$190,000	Greg Mullins ..... 021 943 844
	15587	\$195,000	Nick Giles ..... 021 676 832
	14304	\$195,000	Maggie Chen ..... 021 273 6258
	15828	\$198,000	Hannah Jiang Hardellet 021 876 122
	13409	\$198,000	Mei Wang..... 0274 367 848
	15784	\$200,000	Alan Feng..... 021 861 358
	15163	\$220,000	Anil Vazirani ..... 021 0277 8149
	14682	\$225,000	Basil Badenhorst ..... 022 454 8348
	13922	\$227,000	Mei Wang..... 0274 367 848
	15835	\$228,000	Nick Giles ..... 021 676 832
	14996	\$233,000	Henry Han ..... 021 516 588
	14069	\$235,000	Henry Han ..... 021 516 588

# Businesses for sale - Classifieds

Auckland	14990	\$238,000	Greg Mullins ..... 021 943 844
	15254	\$238,000	Greg Mullins ..... 021 943 844
	15826	\$245,000	Robert Sohn..... 021 345 350
	15787	\$250,000	Basil Badenhorst ..... 022 454 8348
	14754	\$250,000	Roger Cook ..... 0274 322 325
	15258	\$250,000	Bo Gee Wong..... 021 398 965
	15504	\$265,000	Neville Choksi..... 021 059 9519
	15405	\$265,000	Nick Giles ..... 021 676 832
	13479	\$265,000	Laurel McCulloch ..... 021 786 813
	15667	\$285,000	Greg Mullins ..... 021 943 844
	15796	\$285,000	Greg Mullins ..... 021 943 844
	15571	\$290,000	Henry Han ..... 021 516 588
	15461	\$290,000	Hari Gangisetty..... 021 629 993
	15198	\$290,000	Henry Han ..... 021 516 588
	14402	\$300,000	Nick Stevens ..... 021 641 978
	15561	\$315,000	Greg Mullins ..... 021 943 844
	15464	\$338,000	Greg Mullins ..... 021 943 844
	15776	\$338,000	Greg Mullins ..... 021 943 844
	15829	\$349,000	Henry Han ..... 021 516 588
	14226	\$350,000	Hari Gangisetty..... 021 629 993
	15823	\$355,000	Henry Han ..... 021 516 588
	15840	\$358,000	Greg Mullins ..... 021 943 844
	15655	\$358,000	Greg Mullins ..... 021 943 844
	15634	\$360,000	Nick Giles ..... 021 676 832
	15887	\$360,000	Terry Newson ..... 027 459 5718
	13627	\$364,000	Henry Han ..... 021 516 588
	14761	\$365,000	Nick Giles ..... 021 676

# Businesses for sale - Classifieds

Auckland	15548	\$1,295,000	Nick Giles	021 676 832	14523	\$790,000	Robert Sohn	021 345 350
	15005	\$1,362,000	Henry Han	021 516 588	15781	\$80,000	Hannah Jiang Hardellet	021 876 122
	14665	\$150,000	Mei Wang	0274 367 848	15193	\$80,000	Grant Jacobson	021 876 122
	14707	\$160,000	Mei Wang	0274 367 848	14451	\$85,000	Meng Murphy	022 088 9118
	14453	\$165,000	Meng Murphy	022 088 9118	15228	\$85,000	Hannah Jiang Hardellet	021 876 122
	14257	\$170,000	Henry Han	021 516 588	14452	\$85,000	Meng Murphy	022 088 9118
	14457	\$175,000	Hannah Jiang Hardellet	021 876 122	15844	\$89,000	Robert Sohn	021 345 350
	15493	\$199,000	Hannah Jiang Hardellet	021 876 122	15333	\$89,000	Robert Sohn	021 345 350
	15426	\$20,000	Meng Murphy	022 088 9118	15028	\$90,000	Robert Sohn	021 345 350
	14498	\$200,000	Anil Vazirani	021 0277 8149	14571	\$90,000	Hannah Jiang Hardellet	021 876 122
	14506	\$200,000	Henry Han	021 516 588	15332	\$95,000	Robert Sohn	021 345 350
	15879	\$215,000	Robert Sohn	021 345 350	15697	\$99,000	Hannah Jiang Hardellet	021 876 122
	14780	\$219,000	Robert Sohn	021 345 350	14486	\$180,000	Mei Wang	0274 367 848
	14844	\$220,000	Mei Wang	0274 367 848	15104	\$250,000	Hannah Jiang Hardellet	021 876 122
	15526	\$220,000	Meng Murphy	022 088 9118	15853	\$25,000	Henry Han	021 516 588
	14118	\$235,000	Roger Cook	0274 322 325	14258	\$290,000	Roger Cook	0274 322 325
	15026	\$235,000	Henry Han	021 516 588	13864	\$520,000	Roger Cook	0274 322 325
	14867	\$250,000	Meng Murphy	022 088 9118	15048	\$56,000	Henry Han	021 516 588
	15771	\$250,000	Bo Gee Wong	021 398 965	14696	POA	Greg Mullins	021 943 844
	14042	\$250,000	Roger Cook	0274 322 325	14501	POA	Roger Brockelsby	027 919 5478
	15788	\$250,000	Hannah Jiang Hardellet	021 876 122	14246	\$80,000	Roger Cook	0274 322 325
	14216	\$258,000	Maggie Chen	021 273 6258	15032	\$215,000	Greg Mullins	021 943 844
	14465	\$265,000	Hannah Jiang Hardellet	021 876 122	14294	\$280,000	Roger Cook	0274 322 325
	14981	\$279,000	Anil Vazirani	021 0277 8149	15760	\$210,000	Alan Feng	021 861 358
	15794	\$280,000	Hannah Jiang Hardellet	021 876 122	15758	\$525,000	Alan Feng	021 861 358
	14666	\$280,000	Mei Wang	0274 367 848	15002	\$172,000	Bo Gee Wong	021 398 965
	14660	\$290,000	Meng Murphy	022 088 9118	15092	\$195,000	Peter Redward	0274 920 453
	14679	\$295,000	Mei Wang	0274 367 848	14191	\$300,000	Roger Brockelsby	027 919 5478
	14448	\$298,000	Roger Cook	0274 322 325	15402	\$300,000	Peter Redward	0274 920 453
	14161	\$319,000	Roger Cook	0274 322 325	15374	\$360,000	Steven Matthews	021 848 873
	13893	\$320,000	Roger Cook	0274 322 325	14332	\$485,000	Peter Redward	0274 920 453
	14117	\$320,000	Mei Wang	0274 367 848	15336	\$540,000	Laurel McCulloch	021 786 813
	15040	\$320,000	Hannah Jiang Hardellet	021 876 122	13034	\$150,000	Peter Redward	0274 920 453
	14705	\$330,000	Henry Han	021 516 588	15575	\$169,000	Grant Jacobson	0274 540 432
	15482	\$340,000	Robert Sohn	021 345 350	15468	\$195,000	Sanjeev Dewat	027 545 5303
	15661	\$35,000	Hannah Jiang Hardellet	021 876 122	15438	\$239,000	Sanjeev Dewat	027 545 5303
	14992	\$350,000	Garth Nell	027 296 1783	15360	\$390,000	Nuree Allan	0274 466 987
	14333	\$350,000	Roger Cook	0274 322 325	15300	\$450,000	Grant Jacobson	0274 540 432
	14000	\$350,000	Nick Stevens	021 641 978	14812	\$550,000	Hannah Jiang Hardellet	021 876 122
	14406	\$39,000	Anil Vazirani	021 0277 8149	15775	\$79,000	Grant Jacobson	0274 540 432
	14627	\$390,000	Roger Cook	0274 322 325	14725	\$300,000	Greg Mullins	021 943 844
	14740	\$410,000	Efren Pascual	021 782 820	15248	\$80,000	Grant Jacobson	0274 540 432
	14040	\$440,000	Roger Cook	0274 322 325	14763	\$220,000	Nuree Allan	0274 466 987
	14330	\$470,000	Bo Gee Wong	021 398 965	15340	\$89,500	Grant Jacobson	0274 540 432
	15491	\$49,000	Anil Vazirani	021 0277 8149	13948	\$890,000	Peter Redward	0274 920 453
	14580	\$490,000	Hannah Jiang Hardellet	021 876 122	14594	\$466,000	Nols Bertram	027 238 1450
	14097	\$53,000	Anil Vazirani	021 0277 8149	14675	\$760,000	Roger Brockelsby	027 919 5478
	14282	\$570,000	Henry Han	021 516 588	15065	\$325,000	Athol McCully	027 433 8052
	15033	\$580,000	Hannah Jiang Hardellet	021 876 122	15569	\$195,000	Chris Bryant	027 2285 688
	15489	\$59,000	Robert Sohn	021 345 350	14004	\$350k to \$400k	Nick Stevens	021 641 978
	14964	\$60,000	Bo Gee Wong	021 398 965	13028	\$335,000	Peter Redward	0274 920 453
	14011	\$640,000	Roger Cook	0274 322 325	15114	\$55,000	Meng Murphy	022 088 9118
	15774	\$65,000	Efren Pascual	021 782 820	15559	\$195,000	Grant Jacobson	0274 540 432
	15414	\$70,000	Robert Sohn	021 345 350	15593	\$210,000	Grant Jacobson	0274 540 432
	14104	\$75,000	Mei Wang	0274 367 848	15154	\$300,000	Nick Stevens	021 641 978
	15884	\$75,000	Meng Murphy	022 088 9118	15138	\$480,000	Anil Vazirani	021 0277 8149
	14562	\$78,000	Hannah Jiang Hardellet	021 876 122	13724	\$690,000	Tom Richardson	0275 167 777
	15500	\$780,000	Anil Vazirani	021 0277 8149	15863	\$495,000	Nick Stevens	021 641 978

Bay of Plenty

Canterbury

Christchurch

Coromandel

Dunedin

Hawkes Bay

Invercargill

Manawatu

# Businesses for sale - Classifieds

	13652	\$500,000	Dave Morgan	021 471 992	13330	\$199,000	Peter Redward	0274 920 453	
	14638	\$240,000	Laurel McCulloch	021 786 813	12844	\$170,000	Nols Bertram	027 238 1450	
Marlborough	14850	\$575,000	Tony Cridge	027 227 6050	14838	\$650,000	Nick Stevens	021 641 978	
Napier Central	14002	\$350k to \$400k	Nick Stevens	021 641 978	15850	POA	Brian Pankhurst	021 334 865	
New Plymouth	13880	\$880,000	Nuree Allan	0274 466 987	15008	\$325,000	Brian Pankhurst	021 334 865	
Northland	14343	\$175,000	Nick Stevens	021 641 978	15428	\$380,000	Barry McFedries	021 873 243	
	14648	\$190,000	Anil Vazirani	021 0277 8149	11463	\$250,000	Brian Pankhurst	021 334 865	
	14236	\$485,000	Greg Mullins	021 943 844	12947	\$250,000	Barry McFedries	021 873 243	
Oamaru	14321	\$150,000	Laurel McCulloch	021 786 813	14612	\$250,000	Meng Murphy	022 088 9118	
Otago	13888	\$1,450,000	Tom Richardson	0275 167 777	6047	\$250,000	Nick Stevens	021 641 978	
Queenstown	15892	\$600,000	Laurel McCulloch	021 786 813	13672	\$350,000	Basil Badenhorst	022 454 8348	
Ruapehu	15591	Offers	Nuree Allan	0274 466 987	6043	\$250,000	Nick Stevens	021 641 978	
	13906	Offers	Nuree Allan	0274 466 987	New Zealand	11606	\$15,000	Nick Stevens	021 641 978
South Island	15849	POA	Brian Pankhurst	021 334 865	13427	\$175,000	Grant Jacobson	0274 540 432	
	15147	\$165,000	Brian Pankhurst	021 334 865	5965	\$250,000	Nick Stevens	021 641 978	
	15296	\$275,000	Tom Richardson	0275 167 777	Otago	6049	\$250,000	Nick Stevens	021 641 978
Upper Hutt	14769	\$395,000	Dave Morgan	021 471 992	14613	\$75,000	Meng Murphy	022 088 9118	
Waikato	14857	\$554,000	Ian Gleghorn	021 706 810	Queenstown	15143	\$300,000	Nick Stevens	021 641 978
	13381	POA	Peter Redward	0274 920 453	Waikato	15011	\$200,000	Nick Stevens	021 641 978
	14003	\$350k to \$400k	Nick Stevens	021 641 978	15806	\$280,000	Neville Choksi	021 059 9519	
	14634	\$300,000	Rhys Douglas	021 718 331	14615	\$175,000	Meng Murphy	022 088 9118	
	15338	\$540,000	Laurel McCulloch	021 786 813	Wanganui	6045	\$250,000	Nick Stevens	021 641 978
	14501	POA	Roger Brockelsby	027 919 5478	Wellington	14882	\$695,000	Nick Stevens	021 641 978
Waiouru	15860	\$570,000	Nick Stevens	021 641 978	14886	\$475,000	Nick Stevens	021 641 978	
Wairarapa	14592	\$270,000	Laurel McCulloch	021 786 813	<b>Home Garden</b>				
Wanganui Central	15339	\$648,000	Laurel McCulloch	021 786 813	Bay of Plenty	15433	\$350,000	Grant Jacobson	0274 540 432
	15016	\$250,000	Garth Nell	027 296 1783	Canterbury	15852	\$395,000	Brian Pankhurst	021 334 865
	14005	\$350k to \$400k	Nick Stevens	021 641 978	Christchurch	15227	\$198,000	Athol McCully	027 433 8052
Wellington	14061	\$450,000	Steve Kerr	021 669 954	Napier Central	14414	\$270,000	Laurel McCulloch	021 786 813
	14859	\$595,000	Nick Stevens	021 641 978	<b>Import/Export/Wholesale</b>				
	14550	\$495,000	Paul Redman	021 319 770	Auckland	15778	\$320,000	Terry Newson	027 459 5718
	15847	\$500,000	Laurel McCulloch	021 786 813	15513	\$443,000	Robin Harris	021 968 779	
	15448	\$300,000	Nick Stevens	021 641 978	15620	\$650,000	Basil Badenhorst	022 454 8348	
Westland Area	15440	\$670,000	Brian Pankhurst	021 334 865	15809	\$3,000,000	Duncan Colebrook	022 0700 956	
Westport	14808	\$540,000	Nick Stevens	021 641 978	14030	\$350,000	Graham Hoffmann	0274 936 411	
<b>Franchise</b>					15817	On Application	Dave Morgan	021 471 992	
Auckland	15533	\$190,000	Hari Gangisetty	021 629 993	15554	\$350,000	Graham Hoffmann	0274 936 411	
	13274	\$219,000	Efren Pascual	021 782 820	Bay of Plenty	15648	\$395,000	Steven Matthews	021 848 873
	13826	\$220,000	Hari Gangisetty	021 629 993	14813	\$485,000	Roger Brockelsby	027 919 5478	
	15594	\$280,000	Anil Vazirani	021 0277 8149	15578	\$1,450,000	Athol McCully	027 433 8052	
	12864	\$380,000	Efren Pascual	021 782 820	15404	\$29,000	Steven Matthews	021 848 873	
	15385	\$392,000	Henry Han	021 516 588	Christchurch	14561	\$150,000	Barry McFedries	021 873 243
	14852	\$448,000	Greg Mullins	021 943 844	Waikato	15112	\$380,000	Nuree Allan	0274 466 987
	15131	\$450,000	Neville Choksi	021 059 9519	Wellington	14830	\$175,000	Dave Morgan	021 471 992
	15164	\$455,000	Pra Jain	027 279 4652	<b>Industrial Manufacturing</b>				
	15095	\$500,000	Brian Pankhurst	021 334 865	Auckland	13972	\$150,000	Basil Badenhorst	022 454 8348
	15637	\$525,000	Neville Choksi	021 059 9519	13530	\$160,000	Anil Vazirani	021 0277 8149	
	15051	\$550,000	Nick Stevens	021 641 978	15311	\$225,000	Paul Redman	021 319 770	
	13743	\$625,000	Hari Gangisetty	021 629 993	14752	\$250,000	Roger Cook	0274 322 325	
	15623	\$850,000	Hari Gangisetty	021 629 993	15079	\$380,000	Graham Hoffmann	0274 936 411	
	14604	\$175,000	Meng Murphy	022 088 9118	15797	\$725,000	Paul Redman	021 319 770	
	14347	\$350,000	Anil Vazirani	021 0277 8149	15657	\$1,850,000	Bruce Cattell	021 779 439	
	14879	\$81,000	Neville Choksi	021 059 9519	14203	\$14,000,000	Robin Harris	021 968 779	
	15452	\$1,140,000	Anil Vazirani	021 0277 8149	15260	\$400,000	Hannah Jiang Hardellet	021 876 122	
	14511	\$280,000	Mei Wang	0274 367 848	15752	\$450,000	Paul Redman	021 319 770	
	15651	\$368,000	Meng Murphy	022 088 9118	15397	\$465,000	Efren Pascual	021 782 820	
	15041	\$250,000	Nick Stevens	021 641 978	12944	POA	Barry McFedries	021 873 243	
	13671	\$350,000	Basil Badenhorst	022 454 8348	Bay of Plenty	15503	\$150,000	Ian Gleghorn	021 70

## Businesses for sale - Classifieds

	15381	\$150,000	Ian Gleghorn	021 706 810	Hawkes Bay	15181	\$170,000	Sanjeev Dewat	027 545 5303
	14553	\$300,000	Peter Redward	0274 920 453	Mosgiel	15845	\$500,000	Laurel McCulloch	021 786 813
	13701	PBN	Nols Bertram	027 238 1450	Waikato	15353	\$340,000	Sanjeev Dewat	027 545 5303
Christchurch	14344	\$300,000	Barry McFedries	021 873 243		15848	\$245,000	Peter Redward	0274 920 453
	13106	\$335,000	Barry McFedries	021 873 243	Wellington	15660	\$715,000	Sanjeev Dewat	027 545 5303
	13939	\$400,000	Barry McFedries	021 873 243	<b>Retail General</b>				
Coromandel	15384	\$250,000	Max Heron	021 949 021	Auckland	15606	\$150,000	Anil Vazirani	021 0277 8149
Manawatu	13646	\$350,000	Dave Morgan	021 471 992		14165	\$150,000	Barry McFedries	021 873 243
Southland	14691	\$75,000	Meng Murphy	022 088 9118		15203	\$190,000	Bo Gee Wong	021 398 965
Waikato	12849	\$570,000	Rhys Douglas	021 718 331		15607	\$195,000	Anil Vazirani	021 0277 8149
	14710	\$2,370,000	Rhys Douglas	021 718 331		14122	\$199,000	Laurel McCulloch	021 786 813
	14687	\$70,000	Henry Han	021 516 588		15552	\$199,000	Robin Harris	021 968 779
Wellington	14239	\$450,000	Dave Morgan	021 471 992		15186	\$200,000	Nick Stevens	021 641 978
	15185	\$350,000	Dave Morgan	021 471 992		13745	\$225,000	Hari Gangisetty	021 629 993
West Coast	10274	\$POA	Brian Pankhurst	021 334 865		15373	\$240,000	Anil Vazirani	021 0277 8149
	13609	\$225,000	Barry McFedries	021 873 243		15544	\$260,000	Anil Vazirani	021 0277 8149
<b>Leisure/Entertainment</b>						15251	\$268,000	Henry Han	021 516 588
Auckland	15441	\$150,000	Nick Stevens	021 641 978		15246	\$269,000	Rickhil Prakash	021 082 13015
	14247	\$238,000	Robin Harris	021 968 779		12801	\$299,000	Nick Stevens	021 641 978
	15736	\$250,000	Percis Wadia	021 608 102		15574	\$299,000	Henry Han	021 516 588
	15015	\$333,376	Robin Harris	021 968 779		15080	\$299,000	Anil Vazirani	021 0277 8149
	14034	\$335,000	Graham Hoffmann	0274 936 411		13429	\$300,000	Laurel McCulloch	021 786 813
	15265	\$395,000	Brett Clarkson	0800 345 670		14979	\$300,000	John Adams	021 974 097
	14367	\$400,000	Laurel McCulloch	021 786 813		13717	\$310,000	Henry Han	021 516 588
	15153	\$750,000	Percis Wadia	021 608 102		15530	\$325,000	Anil Vazirani	021 0277 8149
	13158	\$1,300,000	Paul Redman	021 319 770		14757	\$325,000	Mei Wang	0274 367 848
Bay of Plenty	15786	\$265,000	Peter Redward	0274 920 453		15432	\$368,000	Mei Wang	0274 367 848
	14427	\$495,000	Ian Gleghorn	021 706 810		15004	\$395,000	Anil Vazirani	021 0277 8149
Oamaru	13500	POA	Brian Pankhurst	021 334 865		14825	\$395,000	Hari Gangisetty	021 629 993
Otago	15390	\$1,200,000	Tom Richardson	0275 167 777		14455	\$440,000	Hari Gangisetty	021 629 993
Wairarapa	15126	\$375,000	Dave Morgan	021 471 992		15573	\$470,000	Anil Vazirani	021 0277 8149
Wanganui Central	15059	\$2,200,000	Garth Nell	027 296 1783		15057	\$475,000	Henry Han	021 516 588
Wellington	15125	\$475,000	Dave Morgan	021 471 992		15706	\$495,000	Richard Ridler	021 904 672
<b>Professional</b>						15356	\$825,000	Nick Giles	021 676 832
Auckland	14192	\$1,869,000	Frank Habrle	021 242 2753		13675	\$960,000	Hari Gangisetty	021 629 993
	11743	\$49,500	Nick Stevens	021 641 978		15056	\$995,000	Duncan Colebrook	022 0700 956
	14792	\$760,000	Anil Vazirani	021 0277 8149		13676	\$1,150,000	Hari Gangisetty	021 629 993
<b>Retail Food</b>						15069	\$3,400,000	Elaine Ford	0274 459 852
Auckland	15698	\$150,000	Anil Vazirani	021 0277 8149		14423	\$1,350,000	Hari Gangisetty	021 629 993
	15568	\$238,000	Anil Vazirani	021 0277 8149		14289	\$150,000	Bo Gee Wong	021 398 965
	15639	\$250,000	Anil Vazirani	021 0277 8149		14621	\$150,000	Henry Han	021 516 588
	15877	\$322,000	Bo Gee Wong	021 398 965		15022	\$150,000	Efren Pascual	021 782 820
	15734	\$335,000	Pra Jain	027 279 4652		13831	\$159,000	Henry Han	021 516 588
	15873	\$400,000	Anil Vazirani	021 0277 8149		15195	\$160,000	Anil Vazirani	021 0277 8149
	15649	\$499,000	Henry Han	021 516 588		13016	\$180,000	Anil Vazirani	021 0277 8149
	15702	\$250,000	Anil Vazirani	021 0277 8149		14485	\$180,000	Mei Wang	0274 367 848
	15604	\$280,000	Meng Murphy	022 088 9118		15027	\$185,000	Henry Han	021 516 588
	15642	\$295,000	Sanjeev Dewat	027 545 5303		13526	\$190,000	Anil Vazirani	021 0277 8149
	15883	\$68,000	Meng Murphy	022 088 9118		14012	\$240,000	Roger Cook	0274 322 325
	15616	\$98,000	Meng Murphy	022 088 9118		14060	\$245,000	Henry Han	021 516 588
	15790	POA	Rudy Kokx	021 421 346		13488	\$250,000	Anil Vazirani	021 0277 8149
	15243	\$350,000	Laurel McCulloch	021 786 813		13247	\$250,000	Anil Vazirani	021 0277 8149
	15769	\$225,000	Rickhil Prakash	021 082 13015		15572	\$280,000	Pra Jain	027 279 4652
Bay of Plenty	15846	\$500,000	Laurel McCulloch	021 786 813		14278	\$330,000	Anil Vazirani	021 0277 8149
	15148	\$360,000	Nuree Allan	0274 466 987		13917	\$375,000	Nick Stevens	021 641 978
	15407	\$289,000	Sanjeev Dewat	027 545 5303		13793	\$400,000	Anil Vazirani	021 0277 8149
	15498	\$45,000	Nols Bertram	027 238 1450		15780	\$45,000	Hannah Jiang Hardellet	021 876 122
	13782	\$485,000	Nols Bertram	027 238 1450		14408	\$500,000	Bo Gee Wong	021 398 965

## Businesses for sale - Classifieds

Auckland	14611	\$500,000	Mei Wang	0274 367 848		13272	\$235,000	Hari Gangisetty	021 629 993
	14972	\$520,000	Susan Han	027 566 8938		14365	\$250,000	Henry Han	021 516 588
	14251	\$590,000	Robert Sohn	021 345 350		13388	\$255,000	Henry Han	021 516 588
	14315	\$63,000	Neville Choksi	021 059 9519		13969	\$257,000	Basil Badenhorst	022 454 8348
	14728	\$65,000	Bo Gee Wong	021 398 965		13206	\$290,000	Hari Gangisetty	021 629 993
	15556	\$72,000	Anil Vazirani	021 0277 8149		14821	\$299,000	Laurel McCulloch	021 786 813
	15029	\$80,000	Meng Murphy	022 088 9118		13156	\$299,000	Hari Gangisetty	021 629 993
	14314	\$83,000	Neville Choksi	021 059 9519		15417	\$350,000	Percis Wadia	021 608 102
	15453	\$880,000	Meng Murphy	022 088 9118		15615	\$490,000	Paul Redman	021 319 770
	14295	\$90,000	Robert Sohn	021 345 350		15524	\$496,000	Barry McFedries	021 873 243
	14851	\$95,000	Hannah Jiang Hardellet	021 876 122		15762	\$650,000	Garth Nell	027 296 1783
	15053	\$95,000	Geoff Santer	021 702 556		13985	\$740,000	Barry McFedries	021 873 243
	13718	\$176,000	Henry Han	021 516 588		13807	\$1,100,000	Basil Badenhorst	022 454 8348
	13862	see broker	Laurel McCulloch	021 786 813		12108	\$3,000,000	Clive Derbyshire	021 946 491
	13153	\$395,000	Richard Ridler	021 904 672		13390	\$238,000	Henry Han	021 516 588
	15378	\$750,000	Henry Han	021 516 588		13294	\$239,000	Henry Han	021 516 588
	15478	\$450,000	Anil Vazirani	021 0277 8149		15754	\$260,000	Paul Redman	021 319 770
Bay of Plenty	15590	\$198,000	Roger Brockelsby	027 919 5478	Bay of Plenty	15487	\$700,000	Meng Murphy	022 088 9118
Canterbury	13250	\$190,000	Barry McFedries	021 873 243		13312	\$355,000	Hari Gangisetty	021 629 993
Christchurch	13039	\$320,000	Brian Pankhurst	021 334 865		14220	\$180,000	Steven Matthews	021 848 873
	15570	\$500,000	Brian Pankhurst	021 334 865		15208	\$1,200,000	Leath Craig	027 290 1122
	14776	\$700,000	Brian Pankhurst	021 334 865	Canterbury	14079	\$399,000	Athol McCully	027 433 8052
	12170	Contact Broker	Brian Pankhurst	021 334 865	Christchurch	15658	\$175,000	Athol McCully	027 433 8052
	14043	POA	Nick Stevens	021 641 978		15609	\$399,000	Athol McCully	027 433 8052
Coromandel	14642	\$170,000	Grant Jacobson	0274 540 432		15821	\$495,000	Barry McFedries	021 873 243
Dunedin	15555	\$350,000	Mei Wang	0274 367 848		14591	POA	Brian Pankhurst	021 334 865
Invercargill	13501	POA	Brian Pankhurst	021 334 865	Coromandel	15782	\$250,000	Roger Brockelsby	027 919 5478
Manawatu	13562	\$230,000	Richard Ridler	021 904 672	Marlborough	14360	\$150,000	Richard Ridler	021 904 672
New Plymouth	15310	\$160,000	Laurel McCulloch	021 786 813	New Zealand	15497	Offers	Roger Brockelsby	027 919 5478
Northland	15328	\$595,000	Nick Stevens	021 641 978	Northland	14300	\$950,000	Richard Ridler	021 904 672
Otago	11951	\$200,000	Brian Pankhurst	021 334 865	Otago	12009	\$229,000	Brian Pankhurst	021 334 865
	15512	\$339,000	Tom Richardson	0275 167 777	Upper Hutt	15345	\$900,000	Leath Craig	027 290 1122
Palmerston	11608	\$250,000	Laurel McCulloch	021 786 813	Waikato	14653	\$1,960,000	Leath Craig	027 290 1122
Queenstown	13502	POA	Brian Pankhurst	021 334 865	Wellington	13650	\$190,000	Dave Morgan	021 471 992
Waikato	15560	\$595,000	Grant Jacobson	0274 540 432	<b>Technology / Computer / IT</b>				
	15457	\$265,000	Bo Gee Wong	021 398 965	Auckland	15286	\$165,000	Anil Vazirani	021 0277 8149
	14629	\$198,000	Peter Redward	0274 920 453		14729	\$198,000	Garth Nell	027 296 1783
	14781	\$179,000	Rhys Douglas	021 718 331		14802	\$200,000	Meng Murphy	022 088 9118
	15009	\$280,000	Nick Stevens	021 641 978		15842	\$215,000	Meng Murphy	022 088 9118
	15270	\$330,000	Steven Matthews	021 848 873	Bay of Plenty	15359	\$150,000	Steven Matthews	021 848 873
	15588	\$365,000	Anil Vazirani	021 0277 8149	Nationwide	15239	PBN	Nols Bertram	027 238 1450
	15169	\$487,000	Anil Vazirani	021 0277 8149	Waikato	14478	\$195,000	Hari Gangisetty	021 629 993
	13173	\$2,000,000	Laurel McCulloch	021 786 813	<b>Transport/Distribution</b>				
	15633	\$170,000	Meng Murphy	022 088 9118	Auckland	14532	\$150,000	Rickhil Prakash	021 082 13015
	15886	\$199,000	Ian Gleghorn	021 706 810		1			