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The authority on buying and selling businesses

NEW ZEALAND EDITION, APRIL - JULY 2017

## Baby Boomers

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Why Baby Boomers shouldn't wait to sell?

Prepare your business for sale

Rent Reviews - things you should know

A guide to due diligence

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LINK Group



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# Welcome From the Director

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

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The world is poised for a far reaching, global phenomena – but this one will not be caused by Donald Trump. What I'm referring to has been called the 'greatest transfer of wealth in history'. In simple terms, it refers to the huge number of baby boomers (people aged between 60 and 74 this year) who own businesses and business assets and have come to the autumn of their business careers. In the next 10 years, virtually all of them will close, bequeath or sell their businesses due to health, age or retirement needs. This is no small event and its impact cannot be overstated, particularly when we consider that baby boomers own a disproportionate number of the small to medium enterprises that are the heart of the NZ economy. These businesses employ over 1 million people and deliver over one third of NZ's GDP.

The great recession of 2008 to 2011 forced many baby boomers to hold on to businesses that they would have otherwise sold, primarily due to the sharp decline in values. These business owners are now coming to the market and the landscape for privately held businesses in New Zealand is poised for a seismic shift.

There will be many great opportunities to buy businesses that have long trading histories, have successfully navigated recessions and are stable with good employees and good systems. So the outlook for business buyers is excellent. For the sellers, it's time to think about what an oversupply might mean to value and the sooner they bring these businesses to market, the better.

It's an exciting time in the NZ business world as we see the baton being passed and the new leaders manage one of our countries most important assets; small and medium businesses. If you are considering selling your business, stop hesitating and contact a LINK broker today. The process is easier than you might think, when handled by professionals. At LINK we also understand the confidentiality and sensitivity of these transactions. We look forward to hearing from you and helping you to hand the torch to the right person!

Sincerely,

**Aaron Toresen**  
Managing Director

**Businessbroker**  
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NEW ZEALAND TOP 10 - NO.1

# Broker of the Month

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2016



### Mike Fraser

LINK Bay of Plenty

After a farming career of 18 years Mike joined the real estate industry as an agent in 1987 in Auckland. After 3 years with Bayley's Real Estate he left to establish LINK Realty with a partner. In the mid 1990's the company established LINK Business which has gone from strength to strength. Some years ago Mike sold his share-holdings in the LINK group and headed to Tauranga.

Mike focuses on manufacturing and engineering businesses over \$500,000. In the past year Mike has secured his place as the food manufacturing specialist selling four businesses ranging in price from \$1 million to \$5 million. His greatest strength is his ability to open doors for both the vendors and purchasers.

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DECEMBER

2016



### Bruce Cattell

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Over the last 25 years Bruce has built up a broad range of experience ranging from ground-floor sales to marketing and sales management to web-marketing to marketing strategy development to international business development. He has owned, run, bought and sold his own businesses and understands well the pressures - and rewards of business ownership. Bruce is also a Director and Shareholder of the LINK Group.

Bruce focuses on sales, mergers, acquisitions and divestments of businesses in the value range \$1,000,000 to \$20,000,000 particularly in import, distribution, manufacturing, engineering, digital and media businesses.

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JANUARY

2017



### Yong Wu

LINK Auckland, North Shore

Yong immigrated to NZ in 1990 and since then he has owned and operated many businesses. He has had many year's experience in New Zealand as an award winning business broker and brings a strong business broking background to lead the LINK North Shore team. His success is built on relationships based on outstanding ethics, great communication skills and aiming to exceed the client's expectations.

Yong enjoys working with a variety of people and helping others to achieve their own goals and make their dreams a reality. Yong is also fluent in Mandarin and Cantonese.

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FEBRUARY

2017



### Martin Plom

LINK Auckland, Ellerslie

Martin has a sharp intellect, is very approachable and has a solid business background to assist you in getting your business ready for sale, to maximise the value and sale price, with a managed and stress free approach. Martin has a Bachelor in Business Studies, a Diploma in Finance and is a qualified Chartered Accountant.

After 20 years of successful corporate life Martin decided it was time to become a business owner and grow his own equity instead of someone else's. Having a strong business background, finance qualifications and having purchased and sold with LINK, Martin chose to become a business broker with LINK.

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# Rent Reviews

## Things you should know



In the last issue of Business Broker we wrote about some key requirements to consider prior to signing an Agreement to Lease. In this issue, we go into a little more detail about Rent Reviews, how they typically work and some key information that you should know about the subject (ideally before you enter into a Lease). Rent is often one of the largest overheads in business and, if you want to keep your margin, you should be as informed as possible about how your rent can change.

The most common form of lease document in New Zealand is the ADLS Deed of Lease and this article assumes that you have such a lease.

### Frequency of Rent Reviews:

This is all a matter of negotiation at the outset, but for a typical lease, it is common to see a rent review date every 2 years. For high demand locations/premises, it is now common to see an agreed percentage increase every year. For example, for many Auckland CBD retail premises, we typically see an annual increase of rent of between 3% to 3.5% with a market review half way through the initial term and from thereon, at each renewal date.

### Types of Rent Reviews:

The following are common rent review mechanisms (from most common to least common):

#### Market Rent Reviews

- Rent is assessed to its *market value* at the agreed durations.
- Most preferred type of increase for landlords in markets where demand for commercial property is consistent.
- Not good for tenants unless there is an agreed cap on the extent of any increase (e.g. *A market rent review every 2 years provided the annual rent shall not increase by more than 4% of the rent then payable.*).
- Leases contain *ratchet clauses* which mean that even if the market dives and the rental value for the property decreases, the rent will never reduce below what you are currently paying.
- Leases contain a process as to when these reviews may be initiated and how *market rent* is determined when the parties are in dispute.

#### CPI Rent Reviews

- Rent is increased by the percentage change in the Consumer Price Index (all groups) over the period of time between the last CPI rent review date (or the commencement date if there hasn't been a CPI rent review yet) and the current CPI rent review date. For the purposes of the calculation, CPI as from the end of each relevant quarter is used (or commencement date if applicable).

- Sometimes there will also be a margin added to the CPI change rate. This has been particularly common over the last few years where CPI movement has been nominal / non-existent.
- Again, it is recommended that a tenant seek a cap on any CPI increase (particularly important where inflation is positive).
- As above, the *ratchet clause* means that the rent won't be less than the rent currently payable even if the CPI change is negative.

#### A mixture of CPI Rent Reviews and Market Reviews

- For example, you may have CPI rent reviews annually with market rent reviews biennially.

#### Fixed Agreed Increases

- The parties have agreed to a fixed increase at an agreed frequency. For example:
  - » 3% annual increase year on year; or
  - » 4% biennial increase; or
  - » Agreed new rental sum at different stages of the lease (*Stepped Rentals*)
- This can be better for both parties as it allows each side to accurately budget, removes any surprises (generally for the tenant) and it eliminates disputes over what the *market rent* should be.

#### Are the improvements you've made to the premises taken into account at a market rent review?

If they're improvements that belong to you, then typically not. However, you may have entered into the Lease on the basis that the landlord agreed to undertake certain works (e.g. installing extraction, flooring etc.) and, in exchange for that, you probably agreed to take a longer initial term than you otherwise might have. You may have also agreed to a clause in your Lease that when you leave, you will leave certain fixtures which you installed in the Premises for the benefit of the landlord (e.g. suspended ceilings, counters, light fittings etc). In such scenarios, a valuer is likely to take into account all of the landlord's works and/or the fixtures you agreed to leave which will count against you in a valuation. Accordingly, careful consideration of such matters should be given prior to entering into a Lease.

*As always, exercise caution and always seek legal advice before you sign any Agreement to Lease or Deed of Lease.*



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# KPMG: A guide to due diligence



**When buying a new business, buyers should take a look ‘under the hood’ – to know exactly what shape the business is in, and whether the asking price represents its true value. This is known as the due diligence process.**

**In this article, KPMG’s Keith Richards and Suneil Connor outline six key areas that buyers (and their advisors) should be looking at closely. This is equally useful for sellers looking to achieve the best price.**

## **What is due diligence?**

There are two common forms of due diligence in small company transactions – legal, and accounting. Buyers will engage a lawyer to look at the former, and accountants/professional advisors to assess the latter. “In essence, it’s a process to review what the vendor has said about the business,” says Suneil.

“It also identifies any areas of risk within the business, so the potential buyer becomes aware of those. For instance, if 80% of the business is being generated from one to two customers, that’s quite a risky position to be in for the buyer.”

Armed with that knowledge gleaned from due diligence, the buyer then has several options at their disposal.

Explains Keith: “If very serious issues are discovered, the buyer may choose to walk away from the transaction altogether. Another option is to re-negotiate the price based on issues identified. Or if the sale and purchase agreement has not yet been signed, to request certain conditions or warranties to be added to the agreement.”

As part of the due diligence process, here are the top six factors you should often be looking at:

## **1. The customer/sales mix**

Firstly, you need to look closely at the profile of the business’ customers. It’s safer to have a broad spread of customers, rather than being reliant on one or two large ones.

Secondly, does the business have contracts in place with the existing clients or customers – and what are the terms of trade.

“It’s always preferable to have contracts which locks customers in place for a certain period of time. On the flip side, you don’t want to be locked into contracts that are losing money.”

“Seasonality of customer spend is another important factor,” says Keith. “For example, if it’s a retail business where sales peak around the Christmas trading period, that’s going to have stock-funding implications for you.”

## **2. The product mix**

“Businesses usually sell a range of products, which often have different gross margins,” says Suneil. “Some products will be making the business more money – others may be losing money, or be classed as ‘loss-leaders’. You need to know what the mix of products is.”

Stock turn is another key factor. “We would ask to see a stock-ageing report, which tells us how long it has been on the shelf. If there’s a lot of aged stock, or even obsolete stock that you’ll never be able to sell, that may be a trigger to re-negotiate the price.”

## **3. Profit**

When assessing the profitability of the business, you’re really looking at the ‘quality of earnings’. Or as Keith says: “This just means: how sustainable are the current profits for the future of the business?”

“Buyers are usually valuing the business on a multiple of profit – so if you’re paying a multiple of a high figure you’ll never get again, you end up over-paying for the business. So we would dig down into those earnings to find out if there are some exceptional items there. We’d then do some normalisation adjustments to arrive at a figure which better reflects the profitability of the business going forward.”



#### 4. Cashflow

“We’d take a look at accounts receivable – and ask for an aged debtors report - to see how quickly (or slowly!) the customers are paying. We’d also look at accounts payable, to see if the business is good enough to pay its own creditors on time.”

Once you’ve taken over the business, you’ll need sufficient working capital to fund the ebbs and flows (e.g buying extra stock in the lead-up to your busy period).

#### 5. Goodwill

Goodwill is split into two parts. Personal goodwill is the valuable information that’s held in the business owner’s head. That’s worth virtually nothing to the new owner. Only the business goodwill should be reflected in the sale price – and it includes things like the reputation of the business and the customer relationships of the sales team etc.

“The way we usually tackle this is to sit down with the business owner, and get him to explain what he does on a day-to-day basis,” says Keith.

“If he or she is the person that deals with all the customers – as opposed to say the sales team – then that’s a warning bell.”

Another option is to buy the business on an ‘earn-out’ basis. That’s where the owner stays on for a period, to transfer the knowledge and contacts across.

“That can be a good option if you see a potential risk that when the owner departs, the quality of the earnings is going to suffer as a consequence.”

#### 6. Fixed assets

“The first exercise for the buyer is to identify any assets on the list that they don’t actually want to buy. Then once you’ve identified those you do want, you need to inspect those assets to ensure they are in good working order and are valued correctly.”

Keith gives the example of buying a printing business. “When we came to inspect the machinery, we found that some of it was old and would need replacing within a year. That was a very large capital expense, so we were able to factor that in to the purchase price negotiations.”

## Your due diligence checklist:

- ✓ Do you have insight into the customer mix of the business, and any contracts that are in place?
- ✓ Have you assessed the gross margins for the product mix; and how quickly the product turns over?
- ✓ Do you have an accurate understanding of the quality of earnings?
- ✓ Will you require any additional funding for working capital?
- ✓ Have you assessed the balance between business and personal goodwill?



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# Baby Boomers



The term “Baby Boom” refers to the generation of babies born during the 18 years immediately after the end of WW2, between the years 1946 to 1964.

Currently, the baby boomer population in New Zealand is around 1,068,000, which represents about 27% of New Zealand’s population. This is a significant amount of the population heading towards retirement.

Many Baby Boomers are business owners that are now approaching the task of exiting from the businesses that they have spent the last 30–40 years building up.

The Global Financial Crises (GFC) of 2007/2008 had a huge impact on the profitability of many businesses in New Zealand and many Baby Boomer business owners struggled through this period. Some didn’t make it, and some faced a significant amount being wiped of the value of their businesses during this period.

Recovery from the GFC has been steady in New Zealand, with many businesses now enjoying lucrative times, strong profitability and buoyant markets. It can be difficult to walk away from a business when the times are good, and consequently, some business owners are unprepared for exiting their business now, when it’s the best time to be selling!

Over the past two years we have been approached by Baby Boomer business owners looking to sell their businesses. Some of them have successful, profitable, thriving companies that they have built up throughout their adult lives, and now they are ready to reap the rewards of their efforts, whilst they can still enjoy them.

On the flip side, there is the business owner who is facing ill-health, their heart is just not in it anymore, or their succession plan has suddenly changed. Ill health often drives a business owner to a fire-sale situation where they need to exit the business as quickly as possible and this often results in a low asking price or business closure.

The good old New Zealand attitude of “she’ll be right mate” means that a lot of Baby Boomers do not have a good understanding of what their business may be worth, yet they are relying on this as their nest egg for the future.

I regularly see family-owned business where the kids are expected to take over the business. When this succession plan suddenly changes, the owner is often left in a situation where they are having to remain in the business for significantly longer than they want to while they prepare their business for sale to ‘an outsider’. With a family succession, the blood, sweat and tears Mum and Dad have put into the business is often undervalued by their offspring and the owner may walk away with a fraction of what the business is worth. Most of these business owners are relying on the proceeds from the sale of their business to see them through their retirement years.

A succession plan will go a long way to avoiding these issues. Essentially, succession planning is all about transferring control and ownership to others with, ideally, a ‘win/win’ outcome. The process can

seem daunting especially when you face some of the more significant decisions on how your decisions will affect you, your family, other stakeholders and, of course, the business after you leave.

If part of your exit strategy includes selling your business, then here are a few useful tips that may help:

## Building a Senior Management Team

Implement and strengthen roles (General Manager, Sales Manager, Operations Manager etc) that are fundamental to your business.

## Getting an Appraisal

Get a benchmark on the value of your business then have this updated yearly as your business grows and improves. This way, you will be able to understand what the impact of your actions are having on your business, from a value perspective.

## Financial records

Get your books clean and keep them up-to-date monthly. Too often, purchasers are having to wait for financial information and lose interest.

## Set up and document business processes and systems.

These should include an accounting system, payroll system, employee manuals, CRM system, sales and marketing process. These provide transparency and evidence that the business is well operated, and more easily handed over to a new owner.

## Inventory of Physical Assets

Often when it comes time to selling a business, the asset register is not accurate. Review and update the asset register on a regular basis to ensure the items are there and in good working order. If there are obsolete items or assets that are not operational, they should be repaired or disposed of before the business is listed for sale.

## Stock/Inventory

Another key area here is dealing with old and obsolete stock. Don’t procrastinate – deal with it on a consistent basis. Don’t let this be used as a bargaining tool when negotiating your sale price.

At LINK we have the expertise and experience to help you to get your business ready for sale. We will work with you to appraise, market and sell your business.



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Mike has owned and operated his own businesses and understands the day-to-day challenges and rewards that business owners deal with, meaning he can confidently guide you through the sales process from both a buyer and seller perspective. With a sales and marketing background spanning 30 years, Mike is well-qualified to help business owners to market and sell their businesses.

# When is The Right Time to Sell?



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.

However, there are a number of other considering factors to take into account which can significantly affect the value of your business. One of these is "market timing".

This current financial year has been one of my busiest years ever, which indicates that there is strong buyer demand for businesses, especially in the Bay of Plenty. In the coming years, we are predicting that there may be an above normal number of businesses for sale, with a number of "baby boomers" wanting to retire and sell their businesses.

Most business owners are reluctant to sell in a buoyant market, mainly due to the fact that they are making good profits and that is understandable. What an owner has to consider is that when the market starts to dip, as it inevitably will, purchaser's confidence dips as well. When there are fewer purchasers in the market and an abundance of businesses for sale obviously sale prices soften.

So how do you go about preparing your business for sale? Every business case is unique. There are, however some essential considerations.

**Presentation** - Make sure your business premises and plant equipment are all tidy and in excellent condition.

**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.

**Contracts** – Ensuring that all clients and supplier contracts are up to date ready for a new owner to take over. Accurate property lease documents noting clearly which party (tenant or landlord) owns the tenant fixtures and fittings.

**Accounts** – These need to be accurate, show maximum profitability and be able to stand up to scrutiny. Any potential purchaser as part of their Due Diligence process will want to investigate the business's financial statements for the last 3-5 years.

**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.

LINK can advise you on preparing your business for sale. We will guide a business owner through the nine steps in the sale process.

Remember selling at the "top of the market" is how you obtain the best price for your business; the trick is to know when the market has peaked.

*A LINK Broker can help with a free market appraisal.*



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After a farming career of 18 years Mike joined the real estate industry as an agent in 1987 in Auckland. After 3 years with Bayleys Real Estate he then left to establish Link Realty Ltd with a partner. In the mid 1990's the company established Link Business which has gone from strength to strength. Four years ago Mike sold his share holdings in the Link Group and headed to Tauranga.

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**"39 Offices in 5 Countries"**





# Childcare Centres

*A worthwhile profitable enterprise*

Some people work in jobs they hate while self-employed people choose their own destiny every day.

Childcare Centres can be a worthwhile, warm fuzzy type of business.

Every day (5 days a week) you can experience the feel good part of your job as you befriend, assist, guide and teach the younger generation.

This is your opportunity to make a real difference to these young people's lives.

Childcare centres can make good money, very good money. Imagine being paid for doing what you love while the world looks on and approves.

There is lots to consider when choosing the type of business that suits you in all respects. For instance, do you buy established or build a new complex?

The asking price should reflect the actual profits capable of being generated, which a new owner could expect to continue.

But first things first, let's talk location. You've heard the saying Location, Location, Location. It's so true in this instance and for a number of reasons. Not just is it suitable for purpose, convenient for parents, does it have adequate carparking with easy and safe access, but most importantly is it economic?

Your centre will be licensed for a number of children. So, your turnover is limited by the number of children. But turnover isn't everything.

Over the years I've seen many businesses with low turnover compared with industry averages, however they are generating high profits.

For instance, I have seen two different centres licensed for around the same 30 children and because of the size of the properties they were limited to these numbers. Further, where almost all the income is from Govt subsidised fees, there is little opportunity to increase the turnover. One has a rental of \$75,000 p/a and the other \$6,100 p/a. You can appreciate one owner is much happier than the other.

So be a happy owner and consider your location. Of course, for some people a better option is to buy the freehold as well.

I have seen many business owners make a good wage from their business over the years. They had effectively bought a job. These people never really made a lot of money until they eventually sold their business after say 20 years. They then got a fair price for the business and made a killing selling the land and buildings. This was enough for them to have a proper retirement, where money is no concern and they can look after their family.



**Phil Adcock - Business Broker at LINK Christchurch & South Island**

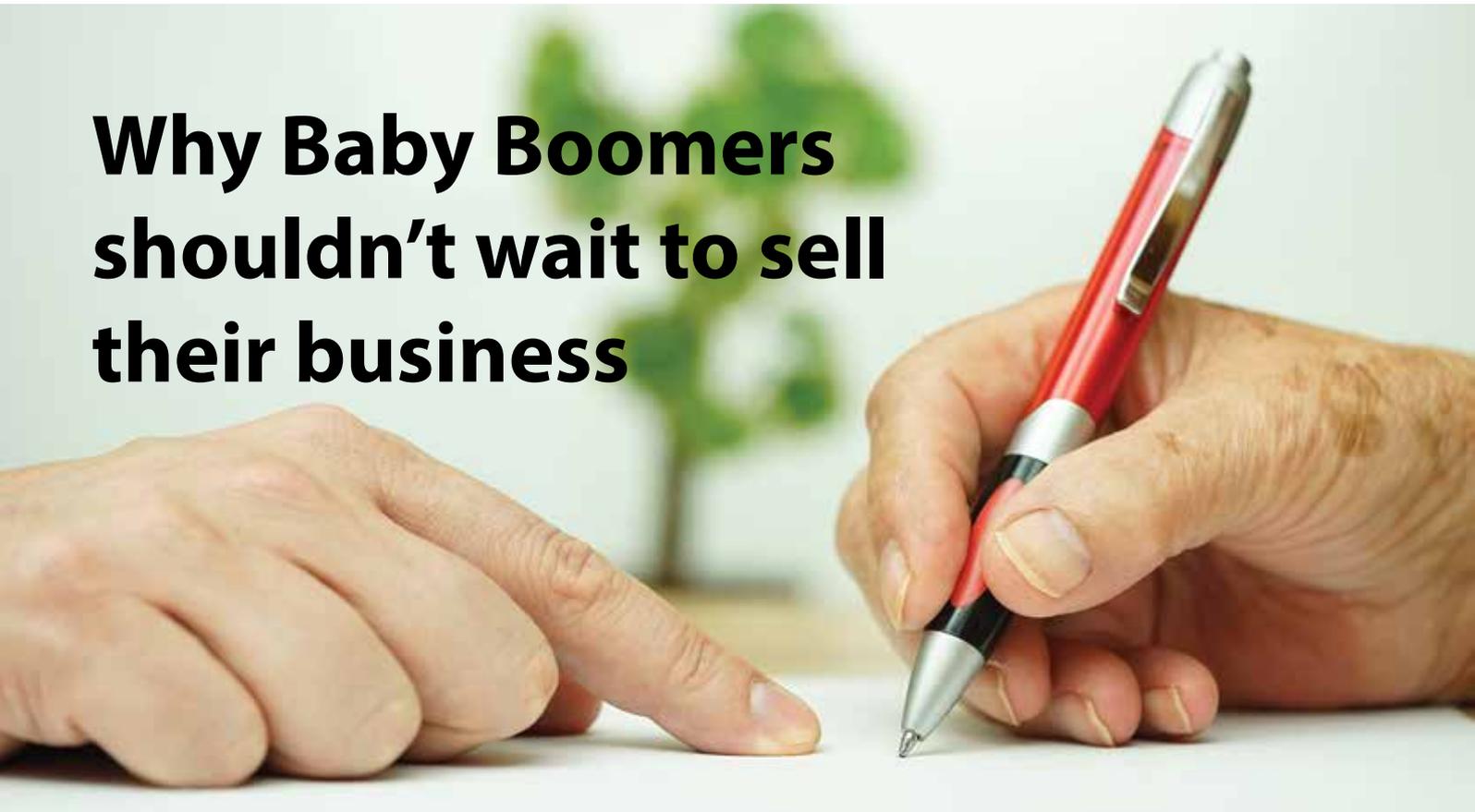
**M:** 021 909 950 **P:** 03 928 2011

**E:** [phila@linkbusiness.co.nz](mailto:phila@linkbusiness.co.nz)

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

Phil has been selling businesses in Christchurch now for 36 years. Gaining vast experience and having lots of fun. He has sold most types and most sizes of business and everyone is special.

# Why Baby Boomers shouldn't wait to sell their business



To sell a business for the best price possible, you need to be ready. Accounts, systems and processes, supplier contracts, staffing issues.... all of it needs to appeal to a buyer.

Getting your business ready for sale requires your ability to look at your business from a buyers' point of view and give yourself an honest verdict on the entire picture; would you purchase this business yourself?

Because you are emotionally invested in your business it is almost impossible to answer this question and the pink glasses need to come off to see the actual business in front of you. This is where a business broker comes in handy, as they have all the facts, figures, historical data needed to tell you the true value of your asset.

## Generation Y: tech savvy and ready to BUY

Generation Y is more tech-savvy than any other generation, is more driven and more demanding than all generations before them. They will view your business in a completely different light. They can see opportunities to implement more efficient 'modern' technologies in your business but they are much more cautious to purchase a business, in what we would describe as the 'more traditional industries'; think retail from a shop, product manufacturing and some businesses offering services from a shop.

Business is changing and this is exactly the reason why THIS is the right time to sell your business right now. Especially a business that is moving forward; one that has some systems in place, and most importantly has some more growth potential by implementing fresh ideas from a new owner.

## The advantage of selling your business now

There are many reasons to sell your business sooner rather than later. Two main reasons include:

The baby-boomers will have to sell in order to capitalise on their retirement investment. This would push more businesses on the market and it could be hard to stand out in an open market if the market is flooded with other, more average performing businesses in the next few years.

A younger generation is coming to buy most of the good businesses that are standing out from others in an open market. These businesses typically are already performing well within their market but have even more potential, given the right systems & management.

This generation is looking to buy a business that is relevant in today's business environment; an ever fast-changing business world where new rules apply. The old way of doing business could seem useless and worth nothing like it would be in these present times. Because the world is changing so fast you will have to think of a way to capitalise on your current investments and realise that "Management Trumps Ideas". This is a good time to reevaluate the way you do business currently, and how you could adapt to the change that is coming. We see lots of businesses that change ownership because the old owners didn't feel they could keep up with the modern way of doing business. If you feel you can't get your business to its full potential it may be time to look at other options.

## Are you ready?

When you have read the whole article, chances are you have qualified yourself to, at the very least, look at the option of an Exit Strategy.

If you want to drive a car from Auckland to Queenstown it is important to know that there is a possibility of the Dessert Road being closed in Winter and that you need to plan an arrival time in Wellington that connects with a departure time for the Interisland ferry to Picton. Not knowing this may have all sorts of consequences; unnecessary delays and extra costs for a hotel in Wellington, just to name a few.

Having a roadmap for your business is the same; an appraisal value of your business and bullet points to get an understanding of some improvements you need to make, may be all you need to get a better sale price.

Engage a Business Broker early in the process, rather than later. It will save you time, money and frustration, and you will find that it will make the transition process much easier for all parties involved.



**Rudy Kokx – Business Broker at LINK Northland**

**P:** 021 421 346 **E:** rudyk@linkbusiness.co.nz

**W:** linkbusiness.co.nz

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



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



## Register Today for Email Alerts

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

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

**Visit [linkbusiness.co.nz](http://linkbusiness.co.nz) to register**

# LINK Manages Business Sales in a Planned and Orderly Manner

## Grooming

Preparing in advance for the sale of your business by maximising its efficiency, earning potential, structure and presentation.

Minimising costs and increasing profit by as little as \$5,000 per annum could add thousands to the sale price.

We assist in re-casting your P&L and determining the vendors true discretionary earnings.

# 1

## Valuation

There are several established methods of valuing or appraising a business. In most cases, LINK uses a combination of these to determine the most realistic price band. The methodology must be accurate, appropriate for your type of business and be able to withstand scrutiny by financial professionals.

There are established formulas for most business categories, but they can only be used as a guide. Every business is unique, which is why it is so important to deal with people who have proven experience in establishing true market value.

# 2

## Information Memorandum

A comprehensive document prepared by LINK providing a detailed overview of your business. The document must be crafted to ensure it is accurate and honestly represents the business and its benefits.

There are numerous legal requirements and regulations which must be adhered to when preparing an Information Memorandum. For example, business owners must disclose any information that may be detrimental to the ongoing profitability of the business.

# 3

## Identifying Buyers

Many businesses listed with LINK sell before they are advertised.

LINK maintains a large database of qualified purchasers seeking businesses in all sectors.

As independent professionals, LINK brokers are able to discretely approach parties we believe might be interested, without divulging information that might identify your business.

# 4

## Marketing Programme

LINK is one of the largest business sales marketers and advertisers in Australasia.

Our marketing programmes are closely monitored and through experience, we know which approaches are most effective.

Advertisements, brochures, web presence and other communications are carefully constructed to attract buyers without identifying your specific business.

# 5

## Qualifying Genuine Buyers

Acting as an independent third party, LINK brokers are able to maintain confidentiality until buyers have been qualified. Qualifying a buyer to ensure their intentions are genuine is often a surprisingly time-consuming and difficult process.

Statistics show that for every ten enquiries about a business for sale generated by a marketing campaign, only one is a genuine potential buyer.

The other nine generally have mixed intentions.

# 6

## Sale and Purchase Agreement

After a purchaser has reviewed the Information Memorandum and expressed interest, they will have additional questions and will usually require further information or documents.

The LINK broker co-ordinates the supplementary information required, by liaising with the business owner or their financial/legal teams, and a conditional Sale and Purchase Agreement is negotiated. Commercially sensitive details are not supplied at this stage.

# 7

## Due Diligence

The signing of the Sale and Purchase Agreement does not necessarily mean the business is sold; most buyers will now want to proceed to verify the information supplied during a due diligence period.

They will also request and review information not previously supplied due to commercial sensitivity.

The due diligence process generally takes five to 15 working days, although for more complex businesses, it can be up to three months or more.

# 8

## Settlement and Handover

Once all the conditions in the agreement have been satisfied, it will be declared unconditional.

Solicitors will finalise all legal documents, a final stocktake will be carried out and the sale will be settled.

The seller usually assists in the business for an agreed period after the sale, to facilitate a smooth transition. Your LINK broker will assist by providing a post sale checklist.

# 9

*Most businesses listed for sale with LINK, sell within 3 to 8 months, although large and complex businesses may take longer. Once an offer is received, it generally takes around 4 to 8 weeks to complete the sale process.*

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

For your **FREE** guide, or a confidential broker's opinion of value of your business, call 0800 546 528.



The authority on selling businesses

# Preparing Your Business for Sale

The most important thing when selling a business is how to prepare, before putting it on the market. There are four things that the business owner needs to keep in mind when doing the preparation.

## 1 Build a Sales Strategy with A Professional Business Broker

LINK business brokers who are professional in your business field can help you maximise the financial and emotional value of the business. Specialists can help you to prepare a business strategy to achieve your goals and objectives.

Additionally, a well-chosen business broker can help you assemble the right team to sell your business, also they can guide you throughout the process, from interviewing the potential purchaser to bringing the sale and purchase agreement and also help you with the due diligence for the business, and make sure everything is under control.

## 2 Prepare A Tax Plan

Selling a business can have a huge impact on your taxes. Also the value of the business is mostly shown on the profit & loss from the financial statement.

Working with a tax advisor or qualified accountant before selling the business, it is very important step. Because a well-established financial statement will determine the final price of the business. Also the statement is the essential document for bank funding, if the purchaser needs finance from the bank.

## 3 Clean Up the Financials

Before talking to buyers, eliminate financial items that are not directly related to operating expenses. This can include insurance or salaries for nonworking family members, as well as cars, expense accounts and other discretionary expenses.

If these are not what the purchaser is willing to pay in the business operation, then it should not be there.

It is important to eliminate these extra costs so that it can increase the profit for the business and attract the right buyer.

## 4 Organise all Related Documentation for the Business Broker

After all these 3 steps have been prepared, then you need to organise the documents for the business broker, such as; lease, assignment of lease, last 2 years financial statements, GST payments and also current staff PAYE. You may have some enquiries for the business immediately after the business is listed. Do not wait until the last minute to organise the paper work. Purchasers may look at different business at the same time, so the sooner you can supply the paper work, the better the result. It is not how long the businesses will be on the market, it is how long the potential buyer is still interested in your business. So please be very organised with these documents for the broker. I believe a LINK business broker will produce a great outcome for you.

## 出售生意前的准备工作

出售生意之前，最重要的是如何在把它投入市场之前就做好准备。我认为在做准备时，卖家需要记住以下四件事。

### 1 与专业生意买卖经纪人制定销售战略：

LINK Business的专业生意买卖经纪人在您经营生意的领域可以帮助您最大限度地提高业务的财务和潜在价值。专家可以帮助您制定专业的市场营销战略，以实现您买卖生意的目标和期许愿望。

此外，选择一个合适的生意买卖商业经纪人，可以帮助您组建合适的团队来销售您的生意，他们还可以指导您正确的应对在整个生意买卖过程中出现的疑问和状况，从面试潜在的购买者到拟定生意买卖合同，还有协助买家做前期的尽职调查业务，整个过程中，生意买卖经纪人会跟进并确保一切都在按照正确的轨迹运行。

### 2 准备Tax Plan。

生意出售可能会对您的税收产生巨大影响。此外，生意的出售价值主要显示在财务报表的损益。

在出售生意之前与税务顾问或合格的会计师合作。这是非常重要的一步。因为一个完善漂亮的财务报表将决定出售生意的最终价格。此外，如果买方需要银行的贷款资助，一份好的财务报表是银行批准贷款给买家的基本文件。

### 3 清理财务问题。

在与买家面谈之前，消除财务项目与运营费用并没有直接关系。这可以包括非工作家庭成员的保险或工资，以及汽车，费用帐户和其他自由支出。如果这些不是购买者愿意在商业运作中支付，那么它不应该在那里。

您需要向生意买卖经纪人或买家解释并消除这些额外成本，从而增加他们的利润。

### 4 准备并归纳生意出售中有可能遇到的所有相关数据和资料给你的生意买卖经纪人

在所有以上3个步骤已准备好之后，您需要准备好关于生意出售过程中可能要用到的资料给生意买卖业经纪人，例如租赁合同，租赁转让合同，过去2年财务报表，GST支付记录以及当前工作人员PAYE记录。因为你可能在生意除后广告更新了以后，立即有一些来自买家找生意买卖经纪人的查询，不要等到最后一分钟再来准备这些文件。所有的购买者可以同时看不同的生意，所以如果你可以更快地为他们提供这些资料数据，就有可能有最好的结果很快出来。这不是生意将在市场上做广告多长时间，潜在买家对您的生意就感兴趣多长时间。所以请把这些数据和资料尽快交给生意买卖经纪人，我相信我们LINK Business生意买卖经纪人将给你一个最满意的成交价格。



**Craig Zhu – Sales Manager / LINK Business Broker – North Shore, Auckland**

**P:** 09 930 0200 **M:** 021 800 280

Craig is a specialist in selling cafés, restaurants, and sushi businesses all around Auckland. Last year he sold one very successful café business worth over \$1.1 million, 2 large sushi business each of them was worth more than half million. With his wealthy café business background and personal connections with lots of café business owners, he always carries some successful hospitality businesses.

# BUSINESS OPPORTUNITIES

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

## THE LINK NETWORK

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

### LINK New Zealand [linkbusiness.co.nz](http://linkbusiness.co.nz)

**Northland** (09) 222 0120  
[northland@linkbusiness.co.nz](mailto:northland@linkbusiness.co.nz)  
3 Otaika Road, Whangarei

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

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

**Waikato** 0800 225 999  
[waikato@linkbusiness.co.nz](mailto:waikato@linkbusiness.co.nz)  
22 Naylor Street, Hamilton East  
Waikato 3216

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

**Wellington** (04) 472 7602  
[wellington@linkbusiness.co.nz](mailto:wellington@linkbusiness.co.nz)  
49 Boulcott Street, Wellington 6011

**Christchurch & South Island**  
(03) 366 3394  
[christchurch@linkbusiness.co.nz](mailto:christchurch@linkbusiness.co.nz)  
36 Lowe Street,  
Addington, Christchurch, 8011

*LINK NZ offices are Licensed REAA08*

### LINK South Africa [linkbusiness.co.za](http://linkbusiness.co.za)

**Garden Route**

**Durban West**

**Johannesburg North**

**Johannesburg South East**

**Cape Town Suburbs**

**Cape Town CBD and West Coast**

**West Rand**

**Centurion**

**East London**

**Port Elizabeth**

### LINK Australia [linkbusiness.com.au](http://linkbusiness.com.au)

**Sydney**

**Newcastle**

**Sunshine Coast**

**Brisbane**

**Gold Coast**

**Adelaide**

**Tasmania**

**North Queensland**

### LINK United States [linkbusiness.com](http://linkbusiness.com)

**Dallas**

**Los Angeles**

**Phoenix**

**Raleigh**

**St. Louis**

**San Diego**

### LINK Philippines [linkbusiness.ph](http://linkbusiness.ph)

**Manila**

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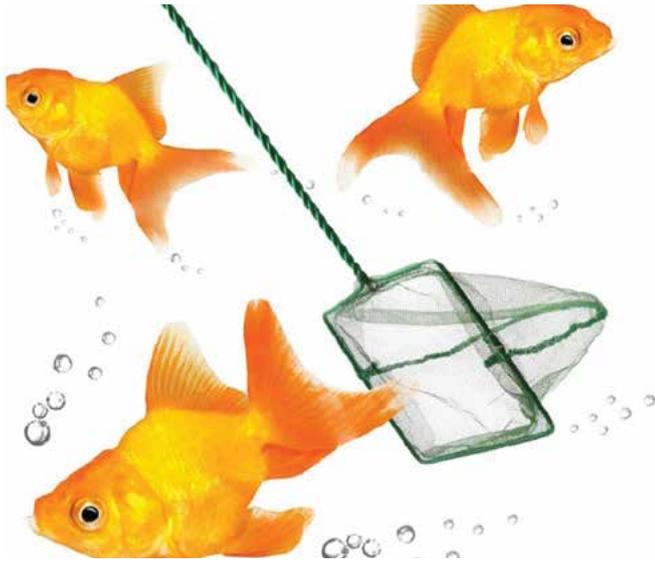
### Franchisor Office Link Business Franchising Ltd

Level 1, 401 Great South Road, Ellerslie, Auckland

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

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

ref: 17477



Our client, an established and well known investment partnership which owns businesses in a variety of sectors, has commissioned us to seek profitable businesses in the upper North Island and Christchurch for acquisition. Of particular interest are established manufacturing, import/export, distribution, engineering & services businesses with EBITD profits in the range \$1M - \$2M. Ideally, an experienced full or partial management team will be in place. Most sectors are of interest. Chemicals, foodstuffs, plastics, pharmaceuticals, machinery, waste management, B2B services to name a few.

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

**Location:** Auckland

**Asking Price:** \$4,000,000 to \$10,000,000

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

## Freehold Russell Lodge/B&B, Stunning Views

ref: 18120



PERFECT opportunity for immigration applicants! This award winning property is located on the cliffs of 'Romantique Russell' in the Bay of Islands. Having undergone a sophisticated renovation in 2008 / 2010, the lodge now offers 5 star accommodation to guests. An incredible lifestyle could be yours. Enjoy the private residence, with its outstanding views across the Russell village and the Bay of Islands. Earn an income with 4 luxury guest suites, each with incredible views off the private decks. All suites are self-contained with kitchenettes and ensuite bathrooms. Additional guest facilities include a guest lounge with SKY TV, a dining room and fully stocked bar including an open fire place, BBQ, laundry, and off street parking.

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

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

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

ref: 18261



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

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

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

Currently returning \$300k + per annum.

Winner of 2013 and 2014 TripAdvisor excellence awards.

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

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

# Businesses for sale - \$1 million plus

## ENDLESS OPPORTUNITIES!

ref: 18535



This freehold hotel is one of the largest accommodation complexes north of the Bay of Islands, with 70+ rooms across approx. 8,514m<sup>2</sup> of land. Total building area is approx. 3,781m<sup>2</sup>. Conversion options might include independent living, a premier gated community, educational facilities or retirement living. The complex features a large reception area, 2 restaurant areas, licensed bar, commercial kitchen and a conference room. 66 dedicated car parks.

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

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

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

## Oronga Bay Holiday Park - Russell

ref: 20117



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

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

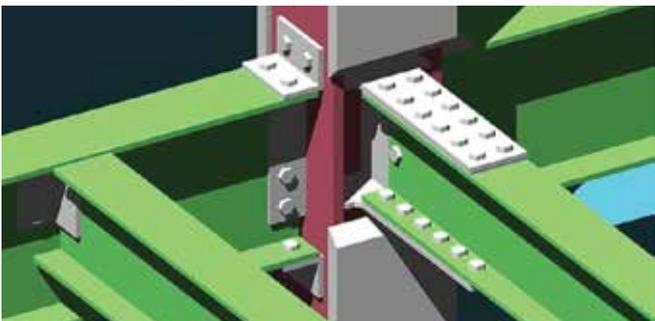
Russell-Oronga Bay Holiday Park offers a broad range of accommodation options to suit any visitor, from glamping sites to powered campervan and unpowered tent sites, cottages to Lodge accommodation suitable for schools and groups.

**Location:** Northland **Asking Price:** \$2,549,000

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

## Structural Steel Welding & Fabrication

ref: 20357



Highly profitable business providing design, fabrication and construction services to the commercial and residential building sector in Christchurch.

- Strong network of referrers & clients
- Advanced highly productive plant
- Experienced & skilled staff
- Modern workshop with capacity for growth
- Extensive forward work
- Seriously profitable

Owner available in an advisory capacity to provide continuity. Partial vendor funding may be considered. Growth opportunity for a related industry player or strong return for an owner investor.

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

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

## Tauranga Backpackers Business + FHGC

ref: BPW00220



Unique backpacker business opportunity with current consent for 21 beds

- Two houses on adjoining properties, separately titled, in prime location
- Elevated position for harbour and Mount views
- Supermarket and shops nearby
- Steady income, including owners residence - 11 additional beds
- Scope for re-development at some later stage
- Owner offers flexible purchase terms to genuine buyer
- Buy one or buy both properties

**Location:** Tauranga **Asking Price:** \$2,495,000 plus GST (if any)

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

# Businesses for sale - \$1 million plus

## Luxury Rotorua Lake Front At Its Best

ref: BPW00223



This beautiful property is located in a prime position to enjoy premium lakeside living while only being a short distance to Rotorua CBD. With eight established rooms, and a further two-bedroom studio completed this year to help meet visitor demand. Well positioned in the Boutique Hotel market; the property and buildings are immaculately groomed with many luxurious features for the guest to enjoy.

- Helicopter pad
- Luxury spas and solar heated swimming pool
- Fine dining restaurant
- Jetty with float plane access
- An acre of mature gardens and sandy beach

Exclusive lodges like this do not come to the market often, enquire for further details on this opportunity.

**Location:** Rotorua **Asking Price:** POA

**Broker:** Alanah Eagle / 021 606 345 / alanahe@linkbusiness.co.nz

## Showing High Return on Investment!

ref: BPW00230



### Rural Servicing Business

- The industry that it serves is huge and vital to NZ's economy
- Has exclusivity to popular international brands
- Located in a popular go ahead Waikato township servicing a large rural economy
- Established 25 years ago the business is well-known and has a large client base
- The Vendor will give a generous hand over period to a new owner
- Five loyal and knowledgeable staff are keen to carry on their employment with the new owner

**Location:** Waikato **Asking Price:** \$1,600,000

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

## Manufacturing & Export – Blue Sky Potential

ref: BPW00241



This well-established manufacturer has an excellent product protected by a recently acquired US patent. Sales are climbing as the product has gained acceptance in overseas markets.

The global market for this product is enormous which will require a commitment to marketing and business expansion.

This is a rare opportunity to attain a business with growing sales, huge potential and existing profitability.

**Location:** Bay of Plenty **Asking Price:** \$2,250,000

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

## Service Industry With "Blue Chip" Clients

ref: BPW00255



Specialised business suit a skilled administrator/manager.

No special expertise is required as this is all held by the highly motivated long serving staff.

The business provides essential and complex products and services to a group of regulatory organisations and other corporate clients.

Long term supplier agreements are in place.

Growth is steady & the cash surplus (EBPITDA) is approximately \$375,000.

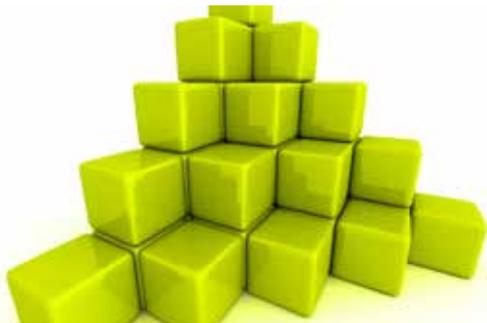
**Location:** Tauranga **Asking Price:** \$1,375,000

**Broker:** Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

# Businesses for sale - \$1 million plus

## Successful Agricultural Fertiliser Service

ref: BPW00268



Providing specialised fertiliser services to the South Auckland, Waikato and Thames Valley regions this business enjoys an excellent reputation and a proud history.

The freehold including an office and large workshop building, house and land package is part of the sale.

The business would suit somebody with an agricultural background who can provide general management, organisational and marketing/relationship skills.

**Location:** Waikato **Asking Price:** \$1,505,000 plus GST (if any)

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

## International/New Zealand Distribution

ref: CS00058



Retiring entrepreneurial owner has built a great business over the years. Key features:

- Markets access into significant retail outlets, established and growing
- Dairy, rural and horticulture markets
- A very real opportunity to expand nationally and internationally with existing business model
- Overseas sales – Australia, UK, China, USA, Japan, (India pending)
- Low fixed overheads. Could be owner operated from a home-base garage for storage and assembly

A product range that is recognised for its unique "fit for purpose" design features. Product Design – IP is business specific.

This business will suit a range of buyers. Price includes stock and plant. Strict Confidentiality applies to the listing.

**Location:** Anywhere in NZ **Asking Price:** \$1,000,000 plus GST (if any)

**Broker:** Jeff Lopas / 03 928 2010 / jeffl@linkbusiness.co.nz

## Havelock Motel & Motor Lodge

ref: CS00066



What a find in the Marlborough Sounds! Large 16-bedroom Motel on 2 titles, plus a large 4-bedroom House. Freehold Going Concern or Leasehold available. Main road Town centre location, Main arterial between Picton and Nelson. New Function room and large pool with landscaped gardens and Hot pool are a new edition to this great property which is currently untapped all set up ready to do business. Leasehold available only \$350,000.

**Location:** Marlborough **Asking Price:** \$2,300,000

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

## Iconic Engineering Business

ref: BPW00267



For nearly a century this business has proudly manufactured all its products in New Zealand to deliver the highest quality product throughout Australasia and worldwide.

Providing specialised CNC Machine Shop, Metal Casting Foundry, production assembly, and Electroplating services the business operation is solid and can grow.

Do you have an Engineering background or are you looking for a strategic acquisition?

Price includes plant and stock to the value of \$2,920,000.

**Location:** North Island **Asking Price:** \$3,400,000

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

## Import & Export. B2B. Outstanding. \$1.6 M Profits

ref: EL00496



A successful business owner seeking to retire has created a unique opportunity for someone to purchase a long – established and very profitable import and export business. Businesses of this nature are generally tightly held and hard to acquire.

Auckland based and a significant player in its market, this long established business has a strong brand portfolio and imports and exports to key markets.

Established for 24 years. The business has a strong market position and significant barriers to entry exist for competitors. Multiple growth opportunities are apparent and with a General Manager in place, this could potentially be a fully managed investment for a hands-off investor. Owner retiring.

Note: Strict confidentiality applies. To this end the name and location of this business will only be disclosed at a personal meeting with the broker. Purchasers must be able to demonstrate the financial capability and business experience to proceed before detailed information will be shared. Complete a confidentiality agreement at [linkbusiness.co.nz/EL00496](http://linkbusiness.co.nz/EL00496)

**Location:** Auckland

**Asking Price:** \$6,200,000

**Broker:** Bruce Cattell / Martin Plom / 021 779 439 / 021 051 5507 / [brucec@linkbusiness.co.nz](mailto:brucec@linkbusiness.co.nz) / [martinp@linkbusiness.co.nz](mailto:martinp@linkbusiness.co.nz)

## Extraordinary Opportunity! Own Brand. \$1.5M Profits

ref: EL00462



25 Year History, Great profits, Own brand, B2B distribution, E-commerce, Export focus, big growth potential – this business has it all!

A once in a life time opportunity has arisen to buy a great NZ company that makes and supplies unique branded products globally.

The business enjoys excellent profitability underpinned by significant levels of recurring revenue from customers delivering strong cash-flow.

Auckland based, this business was established 35 years ago and is a significant player in its market. It benefits from detailed operational processes, long held customer relationships and very strong branding in the marketplace. Significant barriers to entry for competitors are present. An excellent staff and operational management is in place. Run it yourself or buy it as an investment and hire in a GM to run it for you.

Note: Strict confidentiality applies. The name and location of this business will only be disclosed at a personal meeting with the broker. Purchasers must be able to demonstrate the financial capability and business experience to proceed before detailed information will be shared.

**Location:** Auckland

**Asking Price:** \$6,600,000

**Broker:** Bruce Cattell / Martin Plom / 021 779 439 / 021 051 5507 / [brucec@linkbusiness.co.nz](mailto:brucec@linkbusiness.co.nz) / [martinp@linkbusiness.co.nz](mailto:martinp@linkbusiness.co.nz)

# Businesses for sale - \$1 million plus

## FHGC MOTEL PAIHIA - TOURISM BOOM!!

ref: NL00024



Situated in a prime location just 50 metres from Paihia shops, restaurants and beaches with a quiet village presence while still catering to busy corporate clientele/tourist trade.

Immaculately presented motel with kitchen facilities in all units plus the added bonus of an outdoor spa and BBQ area. The 14 units consist of 10 x studios and 4 x 1 brm units. Owners accommodation consists of two bedrooms, two bathrooms and a lovely open plan living area. This motel is situated on 0.1012 hectares (more or less) of valuable land and presents well maintained buildings and an excellent business.

Land, Buildings and Business!

#8 of 43 hotels in Paihia and highly rated on Trip Advisor.

**Location:** Paihia Northland **Asking Price:** \$1,950,000

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

## Live the Dream in Northland

ref: NL00025



Accommodation business for sale with long lease in place.

Boutique 5 star motel lease offering superior luxury/spacious owners accommodation. Situated in a prime location on main arterial route with proven performance and a loyal corporate client base. The building is of quality construction with a total of 15 spacious rooms offering opulent chattels, kitchenettes, spa baths, air conditioning/heating, heated tiles and hush glass. The property also includes a guest swimming pool, petanque pitch, BBQ area, private parking, wine cellar and guest laundry.

This business would suit a working couple or family that have a passion for hospitality and seeking a significant income!

**Location:** Northland **Asking Price:** \$1,050,000

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

## Agriculture Export/Manufacturing - Invest

ref: NL00037



Flax Fibre + Linseed Oil + Horse Feed  
Staged Investment - return 20/25% Year 1

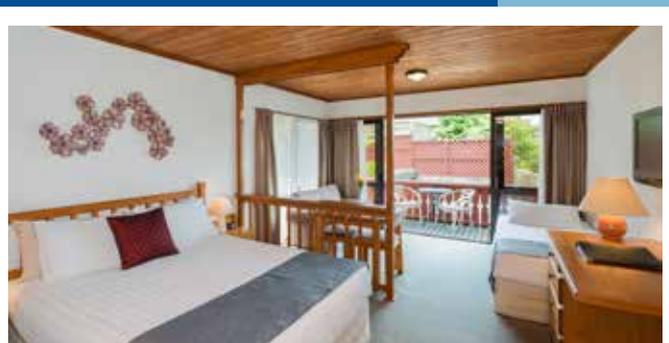
This start-up business, to be situated in Kaipara, Northland, NZ, is aimed at the high end textile/health/beauty/equine industries. Includes partial sale of IP and Goodwill requiring Capital of \$1m - \$2m over the next 12 - 24 months. The aim is to produce and export the worlds strongest and warmest NATURAL fibre. Near zero waste. All by-products will be sold to the equine and health/beauty industries and profits reinvested to purchase machinery, lease more land and employ/train additional staff. We are looking for investors/partners, with vision to step up and assist in the production of this world class fibre yarn.

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

**Broker:** Brent Herrick / 021 735 995 / brenth@linkbusiness.co.nz

## FHGC Motel-Central Paihia-Almost Waterfront

ref: NL00054



A unique opportunity to purchase a beautifully presented Freehold Going Concern motel in Central Paihia. Situated almost on the waterfront and 5 minutes from the hive of activity of the Bay of Islands you wil feel like you are on holiday all year around. This business has been easily run by the current owners for more than 10 years.

The motel includes a lovely 3 bedroom apartment with fabulous sea views and a 2 bedroom apartment also with seaviews and bush views. There are 2 x 1 bedroom apartments and 6 x studios all with sunny balconies and some with sea views. There is also an indoor private spa and a BBQ area.

**Location:** Paihia Northland **Asking Price:** Price on Application

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

## Very Profitable Engineering & Steel Construction

ref: EL00404



A successful business owner seeking to retire has created a unique opportunity to purchase a long-established and profitable Engineering and Construction business. Enterprises of this nature offer their owners excellent stable and consistent income with further growth potential, hence

they are tightly held and hard to obtain.

Operating from a thriving North Island province with national reach, this well-known business has a large, high value customer base in the infrastructure, construction, dairy, winery and fruit growing and packing sectors. Services provided include sheet metal, precision and machining, structural and non-structural steelwork, sandblasting and coating, stainless steel, erection, design and fabrication.

Established for over 30 years, this business offers a consistent and significant profit history. Its reputation in the market is second to none, supported by highly skilled, long term and reliable employees. High profile projects and brands have included large retail stores, bridges, cycle ways and grandstands amongst other large engineering projects. 2016 revenue \$11M+ and growing. There is a strong pipeline of future work and significant opportunities.

**Location:** Central N/I

**Asking Price:** \$5,300,000

**Broker:** Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz

## Wholesale Food Manufacturing - Rapid Growth

ref: NL00020



This Food manufacturing Business is a privately owned wholesale business servicing cafes, restaurants, hotels, caterers and corporate clients throughout the Auckland region and beyond.

High margins, rapid growth and excellent return to an owner. Plenty of growth options and possibility to increase capacity by adding shifts and/or product lines. Everything is set up to take it to the next level.

They have just secured another customer with over 100 sites nationwide. This would open the door to further expansion to nationwide retailers, clients and deliver nationwide to franchised stores that they currently already serve in the Auckland region.

**Location:** Auckland City **Asking Price:** \$1,090,000

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

## Extraordinary Accommodation Profits+

ref: NL00032



Extraordinary Accommodation Profits+.

Quite simply one of the most and very rare Hospitality opportunity with sales in excess of \$1 million per annum and profits to match.

This is a very well established and well known hospitality business in the Auckland Region.

This highly successful business is part of a larger future land development with massive growth opportunities for the current business. The current owner will focus on this future development.

**Location:** Auckland City **Asking Price:** \$3,200,000

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

# Businesses for sale - \$1 million plus

## Popular Brand Service Station

ref: EL00458



Popular brand service station located on State Highway 1 and just a ½ hour drive north from Auckland.

Fuel turnover of 2.6M litres and shop sales of \$1.09M per annum plus LPG refills.

Great margins, low overheads (rent \$925.34 per week) and secured lease.

Operating 06:00 am to 09:00 pm during summer and 08:00 pm during

**Location:** North Auckland **Asking Price:** \$1,400,000 plus SAV  
**Broker:** Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

## Bar Restaurant - Prime Location

ref: EL00482



Over the years this business has been a huge success but, with the owner overseas, sales have dropped off over the last 12 months.

This, then, represents the opportunity for someone with strong hospitality skills to take this place back up to the heights it once enjoyed.

At its peak this business enjoyed sales in excess of \$4m (including GST) per annum.

**Location:** Auckland **Asking Price:** \$1,200,000 plus stock  
**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

## Iconic Licensed Café

ref: EL00364



A consistently profitable icon. Great brand and reputation. Licensed including BYO.

Premium Auckland waterfront location. In current ownership for almost thirty years.

Can be operated under management. High quality plant and well defined opportunities for further growth.

**Location:** Auckland **Asking Price:** \$1,700,000  
**Broker:** Tony Andrew / 021 938 5600 / tonya@linkbusiness.co.nz

## Mini Supermarket - Auckland Central

ref: EL00493



Supermarket in prime central Auckland location.

- Neat and tidy store
- 24 hour operation
- High gross margins
- 100% staff managed
- Low outgoings

**Location:** Auckland **Asking Price:** \$1,100,000 plus stock  
**Broker:** Ron Vazirani / 021 294 2978 / ronv@linkbusiness.co.nz

# Businesses for sale - \$1 million plus

## Engineering Service / Maintenance

ref: EL00401



Long established and well known business serving large client base in Auckland including multinationals. Business is easy to manage and there is NO marketing done.

Owners believe a lot more work may be available with existing client base and with some marketing revenue could be doubled.

Large proportion of work is repeat.

**Location:** Wellington **Asking Price:** \$2,500,000 plus stock \$15,000  
**Broker:** Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz

## Managed PTE - Nets \$900,000

ref: EL00355



This well established managed business runs out of several sites in the Auckland region it is well funded from TEC.

Category 1 NZQA registered with a recent full NZQA audit. Full financials support the asking price.

The business has growing revenues leading to a highly profitable operation. Fully staffed including manager, tutors admin etc. Excellent systems and processes.

Further details will only be supplied under a confidentiality agreement and after a meeting/phone discussion with the broker.

PTE's of this nature and with growth opportunities seldom become available.

**Location:** Auckland **Asking Price:** \$3,200,000  
**Broker:** Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz

## Wholesale / Distribution

ref: EL00206



This company was established in 1992 and over the years they have become leaders in their sector.

With modern software developed by the owners for their industry, it has given them a huge competitive advantage over any competition. It has also helped to streamline the process from the customer placing their orders through to staff picking orders and invoicing.

**Location:** Auckland **Asking Price:** \$1,900,000  
**Broker:** Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

## Fibreglass Products for Trucking Industry

ref: EL00091



Copy Appealing business with an exciting future. Domestic and export growth opportunities.

Iconic Family Business since 1950. New product range in 1993. Now ready for new owners, new ideas, innovation and enterprise.

B2B focus at present in the transport industry. This business is highly regarded by international brand customers and locals alike.

Expansion to other locations is an obvious next step.

**Location:** Auckland **Asking Price:** \$1,500,000  
**Broker:** Brett Clarkson / 027 434 5670 / brettc@linkbusiness.co.nz

# Businesses for sale - \$1 million plus

## Extraordinary Accommodation & Conference

ref: EL00278



This is a very well established and well known hospitality business in the Auckland Region with sales in excess of \$4m per annum and profits to match.

Rarely does something like this hit the market. Anyone with a passion for the Hospitality Industry and / or with experience of owning or running a major company within the Accommodation, Wedding and Conference space should look seriously at this one.

**Location:** Auckland **Asking Price:** \$3,200,000 plus stock  
**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

## Profitable Kitchen Design/Manufacture

ref: EL00350



Great record of customer satisfaction reflecting product excellence. Top quality plant, premises and showroom. New owner will have admin and CRM experience, and lead a stable team of highly competent staff. Owners retiring and will provide valuable vendor assistance.

Sustained, growing demand suggests opportunities for further growth. Forward orders are very good and projected revenue of \$2.5M this financial year.

**Location:** Auckland **Asking Price:** \$1,200,000 plus stock  
**Broker:** Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

## Motel with Freehold for Sale

ref: NS00209



This motel is located outside of Auckland about two and half hours driving.

- Land size about 3,642 m<sup>2</sup>, there are total 21 units plus manager accommodation, floor area 1,074 m<sup>2</sup> with outdoor swimming pool.
- The business is growing yearly, on account of 2015 showed EPITD was \$292,588. Current owner does not work in the business, current occupancy rates only about 45%- 50%.

**Location:** North Island **Asking Price:** \$2,090,000 plus stock  
**Broker:** Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

## Major Brand Service Station

ref: EL00287



Popular brand service station located on a very busy main road. Fuel sales of 9.4 million litres per annum with shop sales of \$27,871 per week for the period 1 April 2015 to 31 March 2016.

Double skin fibre glass tanks this site has been recently refurbished with LED lights in the canopy and brand new dispensers.

Reasonable rent and outgoings with long secured lease in place.

**Location:** Rotorua **Asking Price:** \$3,900,000 plus SAV  
**Broker:** Anil Vazirani / 021 0277 8149 / anilv@linkbusiness.co.nz

# Businesses for sale - \$1 million plus / Northland

## Restaurant Bar Fully Managed. \$800K Profits ref: EL00461



A rare opportunity here to invest in an exceptionally solid hospitality business. Over 15 years of history and very steady sales.

You can have as much or as little involvement as you want. None if that suits!

- \$5m sales
- Extremely well controlled costs
- Wonderful premises with high quality fit out
- A Management Fee covers all operational management
- Probably the steadiest hospitality business I have seen in terms of consistent sales
- Enjoy over 26% Return on Investment

**Location:** Auckland **Asking Price:** \$3,200,000 plus stock  
**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

## Bar and Gaming Goldmine. Offers required. ref: NL00005

Poor health forces sale and offers sought!

The iconic Wade Hotel, its reputation speaks volumes. A true Gastro Pub. Established in 1881 it has a rich tapestry of history and continues to be a destination of choice for locals and the region. Located in Silverdale, one of Auckland's fastest growing areas with up market Mill Water near by and close to the Northern Motorway.



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

## Fantastic Waiheke Cafe ref: NL00028

Arguably Oneroa's best cafe and always my go to spot.

Views to die for and a great fit-out put this Cafe above the rest. Rent 7% of revenue. Excellent accounts and returns.



**Location:** Waiheke Island **Asking Price:** \$390,000  
**Broker:** Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

## Exceptional resort style motel FHGC ref: NL00034

This is a truly unique property with all luxury facilities you would find at a resort. The perfect venue for business conference and weddings, this will have multiple revenue streams to be built on. A must-see property when you are serious about the Bay of Islands! An excellent opportunity for an investor or owner operator.



This property also has a conference facility.

**Location:** Paihia **Asking Price:** Price on Application  
**Broker:** Rudy Kokx / 021 421 346 / rudyk@linkbusiness.co.nz

## Highly Successful Plumbing Retail - Nthld ref: NL00040

A well known established business which the vendors have grown and developed over the last 10 years, to achieve consistent annual revenues in excess of \$1m.

This is an excellent opportunity to secure an established, profitable business serving the growing community of Northland.



**Location:** Whangarei **Asking Price:** \$329,000  
**Broker:** Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

## Childcare Centre - Whangarei Central ref: NL00042

Business - \$320,000 plus gst (if any)

This childcare centre would be ideally suited to an owner/operator looking to provide quality early learning environments. Excellent location and proximity to schools. Licensed for 26 children. Owners only take care. Current hours of operation (could be extended to suit work hours). Experienced qualified staff.



**Location:** Whangarei **Asking Price:** \$320,000  
**Broker:** Jenny Blain / 021 455 421 / jennyb@linkbusiness.co.nz

## Country Pub with Gaming and Wholesale ref: NL00045

Wow what an opportunity for you!

Are you looking to quit the rat race and get your life back?

This business screams lifestyle so bring the family and enjoy. A very successful country pub that is well supported by the locals. Also a popular stop for travellers along the new SH 15 tourist route. Set on several acres with accommodation included. Plenty of room to grow just bring your enthusiasm.



**Location:** Whangarei **Asking Price:** \$199,000  
**Broker:** Dave Beaumont / 021 756 146 / daveb@linkbusiness.co.nz

# Businesses for sale - Northland / Auckland

## Award Winning Motel - 33 years remaining! ref: NL00047

Beautifully presented and well maintained property set in 2 acres of sub tropical, park like grounds. The complex has 12 low maintenance, modern units comprising of 2 standard rooms, 3 spa studios, 3 executive spa studios, 1 premium spa studio, 2 one-bedroom spa apartments and 1 two-bedroom apartment.



Impressive trading figures that have been steadily increasing year on year offering a great return on investment.

**Location:** Kerikeri **Asking Price:** \$680,000

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

## Get Paid to travel the World!

ref: NL00052

This is a unique business with a solid database of keen (and regular) travellers. The owners plan, pre-book and guide the tours. After 20 years it is time for fresh blood. Full 6 months training can be negotiated to ensure continuity.



This travel club can be completely relocated. Assets include a 44 seater and an 11 seater bus.

**Location:** Northland **Asking Price:** Price on Application

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

## Restaurant with Flair!!

ref: 20391

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



Quality and authentic fit-out with a well set up commercial kitchen and a great indoor/outdoor flow with seating for up to 110 people.

**Location:** Whangarei **Asking Price:** \$249,000

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

## Hair and Beauty Supreme

ref: 20316

A magnificent salon with many special features. Non hairdresser owner, 13 stations and 5 basins & 1 beauty room makes it easy to accommodate all your clientele. A great opportunity for an experienced hair dresser to increase returns of over \$96,000 per year, to work with the 3 current staff and take advantage of the space available.



**Location:** Auckland **Asking Price:** \$185,000 plus \$14,000 stock

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

## Renowned Restaurant-Top Coastal Destination ref: NL00048

This widely renowned restaurant is now on the market with sales in excess of \$2m.



Rated as one of the top coastal destinations on the planet, this restaurant is situated in a prime position overlooking the marina providing diners with a unique ambience and gastronomic experience where the kaimoana is fresh, sustainable and local. Bookings are also taken for weddings, conferences and other functions as requested.

**Location:** Whangarei **Asking Price:** Price on Application

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

## Hardware and Building Supplies GEM!

ref: NL00026

Profitable and easy to run.

Are you into DIY or a builder looking to drop the tools? This business is almost as good as it gets and in a fabulous location.



Great books, good systems, clean and tidy in every way, plus growth on the horizon. If you are looking for a well run business with room to grow and potential to run under management this is for you.

**Location:** Whangarei **Asking Price:** \$590,000 + SAV

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

## Freehold Motel + Business Kaitaia

ref: 18479

This Freehold Going Concern comprises 9 units with a separate 4 bedroom house for the owners / managers. On-site facilities include separate reception, games room, double garage / workshop, guest laundry, children's playground, swimming pool and spa (needs repairing). Within walking distance to Pak N Save supermarket.



**Location:** Kaitaia Northland **Asking Price:** \$995,000

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

## Paihia Waterfront Dining: Alfresco's

ref: 19259

With iconic views over the beautiful Bay of Islands, Alfresco's Restaurant & Bar is one of Paihia's most popular and established restaurants.



This is an exciting opportunity to either invest in this fully managed business or to work as an owner/operator in the stunning Bay of Islands.

**Location:** Paihia **Asking Price:** \$750,000

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

## An Outstanding West Auckland Cafe

ref: 20321

If you're looking for an amazing opportunity in hospitality this fully licensed West Auckland cafe could be the one .

- Average weekly sales \$26,000
- Fantastic sunny location
- Indoor/outdoor seating areas
- Sells over 60kg of coffee each week
- Very reasonable rent



**Location:** West Auckland **Asking Price:** \$728,000 plus stock  
**Broker:** Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

## Moving Company

ref: EL00180

Auckland-based moving and transport company offering customised packing and moving solutions for households and businesses. They offer a complete service ranging from relocating a single item purchased from a shop or online, through to professional packing, relocating and unpacking large homes. A healthy mix between residential and commercial customers.



**Location:** Auckland **Asking Price:** \$695,000  
**Broker:** Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz

## Well Established PR Firm Ripe For Expansion

ref: EL00058

The team is in place (being full time and contractors), long term clients, and a reputation for great work and outcomes! Ideal for someone in the industry looking to be in business for themselves rather than working for someone else. Currently nearly fully managed, a new owner would be more involved on a daily basis and expansion strategies.



**Location:** Auckland **Asking Price:** \$190,000  
**Broker:** Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

## Cafe & Bar in Albany

ref: EL00130

Price Reduced - Motivated Vendor

- Located on main road
- Surrounded by businesses and offices
- Upmarket and welcoming fit-out
- Currently run as a daytime cafe only
- Weekly turnover around \$8,000 to \$9,000



**Location:** Albany, Auckland **Asking Price:** \$190,000  
**Broker:** Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

## Import/Distribution/Service Business

ref: BPW00236



This business provides specialised industrial vacuum and refrigeration sales to a range of clients and larger industrial sites.

The Vendor is looking to retire but is committed to a tidy and supportive handover process.

The business would suit somebody from a related trades background or with mechanical and marketing/relationship skills or a good acquisition for an industry related business.

Price includes stock and plant

**Location:** Auckland **Asking Price:** \$250,000  
**Broker:** Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

## Well Run North Shore Cafe

ref: EL00123

This well run day time café is located in a popular North Shore residential area. Fantastic neighbourhood café, great atmosphere.

- Very reasonable rent - just \$20,000 + GST pa
- Simple and good quality food
- Indoor/outdoor seating
- Stable client base
- Good turnover with high GP



**Location:** North Shore **Asking Price:** \$448,000 plus stock  
**Broker:** Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

## Iconic NZ Retail Store - The Vault

ref: EL00187

On the market for the first time since they were opened these three stores, one in Wellington, the other two in Auckland are full of NZ products from local artists and craftspeople. These are upmarket gift stores. A new owner would need good retailing skills. As there is a "brand" associated with the stores there could be room for expansion into other cities.



**Location:** Auckland/Wellington **Asking Price:** \$395,000 plus stock  
**Broker:** Laurel McCulloch / 021 786 812 / laurelm@linkbusiness.co.nz

# Businesses for sale - Auckland

## Franchised Ice Cream Parlour

ref: EL00214

Easy to run business located in a busy mall. Sells frozen foods, smoothies, crepes, waffles and pancakes.

- Excellent gross margins
- Quality chattels
- Current staff managed
- Minimal owner involvement
- Rent \$2,200 pm incl GST and OPEX



**Location:** Auckland **Asking Price:** \$149,000 plus SAV  
**Broker:** Shweta Vazirani / 021 236 5840 / Shweta Vazirani

## Cafe - Stunning Central Auckland Location

ref: EL00222

This cafe has a simply beautiful location and is a true destination for workers, visitors and tourists alike.

- Sales in excess of \$1.1M per annum
- Opportunity to grow function side
- Strong history and great staff in place
- Business is mostly managed
- Only cafe in the area



**Location:** Auckland **Asking Price:** \$986,000 plus stock  
**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

## Love Food and Tourism?

ref: EL00241

You're a dedicated foodie and will present your brands with flair and passion. You'll grow, process and pack and you'll exclusively import top-end European lines. There's a wholesaling division and a superbly appointed, brilliantly located tourist-focused production, retail and tasting destination. If there's anything gourmet about you could take this business to the next level.



**Location:** Auckland **Asking Price:** \$300,000  
**Broker:** Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

## Franchised Cafe - Prime Location

ref: EL00245

This franchised cafe is in a fantastic location; in a premium mall in Auckland. Locals have fully embraced the strong coffee culture. The cafe has an emphasis on providing a relaxed meeting place that is both casual, sophisticated, stylish yet affordable. Easy to manage with great support from the franchisor.



The turnover is around \$15,000 per week with potential to improve.

**Location:** North Shore **Asking Price:** \$350,000  
**Broker:** Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

## Major NZ Construction Distributorship

ref: EL00250

South and Central Auckland Home/Building Distributorship for sale for the 1st time. Proven business model and results. Current business pipeline and thorough hand-over will ensure there is no loss of momentum going forward. SDE \$500,000+ Call me now to discuss this business opportunity.



**Location:** Auckland **Asking Price:** \$700,000  
**Broker:** Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz

## Pumping Solutions Provider

ref: EL00256

This reputable pumping installation and service business has been operating for many years and is now available for a new owner to take it to the next level. Has a well established customer network across infrastructure, local authorities, port, marine, farming/horticulture, milling and manufacturing sectors. Operates in a multi-economic sector central North Island region with sustained growth.



**Location:** Central N/I **Asking Price:** \$275,000  
**Broker:** Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

## Espresso and Sandwich Café Just 6 Days

ref: EL00271

This is such a lovely little place on a very busy road in a wealthy suburb.

- Low rent and a good lease in place
- Easy operation
- Sales over \$7,000 per week
- Open just 6 days and short hours
- Seating inside and outside



**Location:** Auckland **Asking Price:** \$150,000 plus stock  
**Broker:** Rafiq Bhamani / 021 129 1916 / rbhamani@linkbusiness.co.nz

## Specialist and General Engineering Shop

ref: EL00295

50:50 split based on long term customers provides a good base from which to grow the business. There are some additional projects being researched that may add substantially to the overall performance of the business. 4 full time staff and 3 part timers. Owner retiring. Asset based sale. SDE non-working owner \$100K+.



**Location:** Auckland **Asking Price:** \$600,000  
**Broker:** Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz

## New Stores Available in Auckland

ref: EL00308

Habitual Fix is a well-respected, established, fast food franchise company with a passion for fresh, healthy products. The company has exciting growth plans and is seeking motivated and dynamic new Franchisees. You will need a real customer focus, good communication skills, sales management and people skills, commercial knowledge and the financial capability to establish and manage your own business.



**Location:** Auckland **Asking Price:** \$200,000 plus stock  
**Broker:** Rafiq Bhamani / 021 129 1916 / rbhamani@linkbusiness.co.nz

## Lovely Daytime Cafe

ref: EL00313

This quality daytime café is cosy and full of ambiance. Located on a busy main street in affluent central Auckland neighbourhood. Excellent franchisor support and training opportunity provided. The café specialises in coffee and tea, a wide range of cabinet food and full breakfast/brunch menu. If you want an attractive, stylish, worthwhile cafe this could be perfect for you! Price reduced. Vendor motivated to sell.



**Location:** Auckland Central **Asking Price:** \$125,000  
**Broker:** Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

## Franchise Cafe

ref: EL00321

Customers are mainly students, corporate professionals and tourists.

- Established 3 years
- Premium Auckland CBD location
- Well-established prestigious brand
- Strong cafe and beverage sales
- Open 7 days



**Location:** Auckland **Asking Price:** \$199,000 plus stock  
**Broker:** Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

## Excellent Local Café - Prime Area

ref: EL00327

This is such a nice café and in such a nice neighbourhood!

It also happens to be an excellent business. Sales are an impressive \$17,000 per week and an owner operator can look forward to a surplus of \$170,000 plus per annum.



Coffee sales are strong and there is a secure lease in place. Rent is 7.5% of sales and all other costs are very well controlled.

**Location:** Auckland **Asking Price:** \$535,000 plus stock  
**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

## Pit Pit - North Shore Auckland

ref: EL00347

Pita Pit's philosophy is to provide high quality, tasty, healthy food. Established in 2013 with over \$350,000 input, vendor motivated to sell due to overseas investments. Great location in a main town centre of North Shore Auckland. Very low rent and long lease.



There will be a massive development plan in the area which will be good potential for this business. Business now selling under book value.

**Location:** North Shore **Asking Price:** \$254,000  
**Broker:** Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

## High-Demand B2B Services

ref: EL00356

You are good with people, well organised and ready to apply your experience to growing your own business. Produce high-demand products and services, essential for branding and promotional activities in every business sector. Choose your brand - Speedy Signs or EmbroidMe - and become a successful player on the dynamic B2B business growth field. Monday to Friday trading. High levels of repeat business.



**Location:** Auckland **Asking Price:** Refer to Broker  
**Broker:** Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

## Eng Fabrication/Heavy Vehicle Servicing

ref: EL00359

South Auckland-based Fabrication and Heavy Vehicle Servicing workshop. Fabrication includes utes, truck, trailers manufacture, repairs and fit-outs along with general metal fabrication engineering. The heavy vehicle servicing and repair side of the business services fleet vehicles, petrol and diesel heavy vehicles and offers a WOF service.



**Location:** South Auckland **Asking Price:** \$790,000  
**Broker:** Mike Fokkens / 021 598 188 / michaelf@linkbusiness.co.nz

## Premium CBD Position

ref: EL00363

In a premium position in Auckland's CBD with a high-demand commercial market nearby, substantial customer database and good lease this profitable going concern meets the branding needs for business customers in many market sectors. Consistent profitability. Put your career experience to good use; buy and further develop your own business. Well established franchise in New Zealand supported by franchisor.



**Location:** Auckland **Asking Price:** \$255,000  
**Broker:** Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

# Businesses for sale - Auckland

## Home Based Virtual Legal PA

ref: EL00365

Established business servicing the legal profession preparing transcriptions, correspondence, court documentation, reports etc. Business has grown organically with no advertising. Owners cash surplus \$58,000pa. Would ideally suit new owner with legal secretarial or support services experience.



**Location:** Auckland **Asking Price:** \$70,000

**Broker:** Graham Hoffmann / 027 493 6411 / grahamh@linkbusiness.co.nz

## Small Franchised Cafe

ref: EL00374

Situated close to Auckland's CBD this small café/lunchbar is an ideal husband & wife setup. Most food is supplied by Franchisor with the option to prepare your own additional lines if required. Owner plus 1 part-timer can handle the customers. Turnover approximately \$6,500.



**Location:** Auckland **Asking Price:** \$146,000 plus \$3,000 stock

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

## Own Your Own Trucking Business

ref: EL00381

Trucking business with a difference. New Franchise in the growing Bin & Skip Hire industry. High demand as construction and renovation sector grows. Like to earn \$150,000 plus each year? If you don't know how, the Franchisor can teach. Start work each day from home, immediate cash flow, and ongoing free advice.



**Location:** Auckland Central **Asking Price:** \$300,000

**Broker:** Brett Clarkson / 027 434 5670 / brettc@linkbusiness.co.nz

## Caci - Johnsonville

ref: EL00382

Outstanding opportunity for a driven person to join NZ's leading franchise in beauty and appearance medicine. Currently run as a company clinic the business will be poised for someone who can recognise and release the potential of this clinic. Fitted to Caci's high standard the business is being offered at well below setup cost. You do not need to be from the industry, but more someone with good management skills.



**Location:** Johnsonville **Asking Price:** \$179,000

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

## Make Property your Business

ref: EL00383

It's time for you to use your career experience to build your own business. You can progress from the corporate, industrial or trade world to achieve that in the property sector. Build a strong, profitable business as a Quinovic owner. There are 29 existing franchised Quinovic businesses. You too can take advantage of this respected brand which has excellent systems and a very supportive franchisor.



**Location:** Upper N/I **Asking Price:** From \$50,000

**Broker:** Tonya Andrew / 021 938 560 / tonya@linkbusiness.co.nz

## Exceptional Suburban Café

ref: EL00384

This is one of the good ones!

- Award winning daytime only café
- Coffee sales of 45kg per week
- Loyal customer base
- Strong social media following
- Accounts are in good order



**Location:** Auckland **Asking Price:** \$550,000 plus stock

**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

## Fantastic Superette in Heart of the City

ref: EL00428

Very busy dalry/superette located in Auckland CBD with plenty of student, tourist, shopper and nearby office foot traffic. Turnover of \$16k a week. Easy to pick up, manage and maintain. Great for first time owners and anyone looking for an owner operated business. Reasonable rent for such a prime location. Vendor motivated to sell.



**Location:** Auckland CBD **Asking Price:** \$188,000

**Broker:** Henry Han / 021 516 588 / henryh@linkbusiness.co.nz

## Childcare - Freehold Wellington

ref: EL00392

Well established childcare centre situated in a lovely part of Wellington.

MOE for 36 but could be 40. Owners profit in high six figures with room to improve in so many areas. Enquires from buyers with childcare experience are welcome.

Business \$595,000 and Freehold \$875,000.



**Location:** Wellington **Asking Price:** See above

**Broker:** Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz

## New Oporto Opportunities

ref: EL00396

It's time for you to use your career experience to build your own business. You can progress from the corporate, industrial or trade world to achieve that in the food sector. Build a strong, profitable business as an Oporto owner. Oporto started in Australia, arriving in New Zealand in 2001. Take advantage of this respected, award-winning brand which has excellent systems and a very supportive franchisor.



**Location:** Auckland/Waikato **Asking Price:** From \$255,000  
**Broker:** Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

## Paper Plus - Auckland Central

ref: EL00397

This is a great opportunity to join the well-recognised and respected Paper Plus group with high brand awareness and excellent support systems. As a member of this co-operative you will have comprehensive support in all areas of retail operations, a full induction and training. A franchise fee and share purchase will apply.



**Location:** Auckland **Asking Price:** \$150,000 plus \$100,000 stock  
**Broker:** Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

## Paper Plus - Parnell

ref: EL00397

This store is a well-established store situated in the heart of Parnell. Offering a wide range of books, stationery, cards, magazines and gifts the store also has a NZ Post outlet, providing a high level of foot traffic into the store. Great opportunity to join the well-recognised and respected Paper Plus group with high brand awareness and excellent support systems. Turnover in excess of \$1.1m, and a great location.



**Location:** Auckland **Asking Price:** \$150,000 plus stock \$100,000  
**Broker:** Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz

## Gloria Jean's - Amazing Opportunity!

ref: EL00398

Gloria Jean's NZ is now under new ownership! For incoming Franchisees, your investment and start-up package is now far more attractive and your business growth should develop much earlier on in the game. New business management, design, product development and marketing strategies are all part of the new culture that will substantially increase owners' profits and widen income streams.



**Location:** Nationwide **Asking Price:** \$100,000  
**Broker:** Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz

## Amazing Hawkes Bay Hospitality Opportunity

ref: EL00399

Are you looking for a change of scenery, a fun place to work and a great place to live, as a well as owning your own business? The Hawkes Bay has so much to offer and this affordable, profitable, easily run fully licensed hospitality venue could make it all worthwhile. To help preserve the integrity of the business, the vendor has asked us to keep the details confidential in our marketing of the business.



**Location:** Hawkes Bay **Asking Price:** \$295,000 plus stock  
**Broker:** Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

## Digital Billboard Profits

ref: EL00400

Digital billboards are the new dynamic in out-of-home advertising. This already extensive New Zealand billboard network is growing fast. So there are opportunities for co-ownership in many locations. You'll own yours in partnership with the operating company and benefit from the surpluses it creates. No requirement for management or executive time input.



**Location:** Nationwide **Asking Price:** From \$110,000  
**Broker:** Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

## Cash Cow-Fully Managed

ref: EL00403

Fully managed café and gift basket sales in Manukau. Exclusive range of ingredients for the baskets and café with seating for 60. Full commercial kitchen prepares majority of the food on the premises. Opened in April and sales increasing every month. Vendors return since opening over \$112k. Owner operator could increase this by approximately \$960 per week.



**Location:** Manukau City **Asking Price:** \$300,000 plus stock \$20,000  
**Broker:** Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

## Fabulous Restaurant in Top Suburb

ref: EL00423

If you are looking for a wonderfully set up restaurant with seating for 80 (60 inside and 20 outside) in a busy city fringe suburb, look no further! It has a fantastic fit-out and a superb chef's kitchen. There is a strong lease in place with 2 valuable car parking spaces. You could not set this place up for anywhere near this asking price.



- Immaculate presentation
- Strong suburb

**Location:** Auckland **Asking Price:** \$218,000 plus stock  
**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

# Businesses for sale - Auckland

## Franchise Cafe Star

ref: EL00429

This is a major franchise café with excellent sales and a very strong history.

- Strong and consistent sales
- Daytime only business
- Around 60kg coffee per week
- Envious and high profile location
- Strong growth opportunities



**Location:** Auckland **Asking Price:** \$1,250,000 plus stock  
**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

## Home Based - Great Profits

ref: EL00432

Well-established business specialising in installing window coatings servicing the residential market and a growing commercial market. Products offered include tinted solar film, privacy, safety, security and anti-graffiti film. Their excellent reputation has ensured significant repeat business. This is an easy-to-run home-based business, suited to someone who enjoys a hands-on role and getting out and about.



**Location:** Auckland **Asking Price:** \$135,000  
**Broker:** Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz

## Beauty Therapy and Appearance Medicine

ref: EL00436

Here we have a very well established beauty therapy and appearance medicine clinic in an up market Auckland suburb. This is a profitable business with a long trading history and repeat custom. The clinic is fitted out to a high standard with a great lease in place, plenty of customer parking and two allocated parks for staff and owner. The business would suit a nurse, beauty therapist or doctor.



**Location:** Auckland **Asking Price:** \$370,000  
**Broker:** Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

## Auto Workshop and Compliance Centre

ref: EL00439

Compliance Centre, auto mechanical service and tyre business located in a prime South Auckland suburb. Excellent chattels include five hoists (4 still and 1 mobile) and a tyre machine. Large space around with 5 bedroom accommodation (4 single rooms & 1 double bedroom) plus 1 separate self-contained double bedroom unit, always occupied and generating enough income. Plenty of car parking space available.



**Location:** Auckland **Asking Price:** \$410,000 plus SAV  
**Broker:** Ron Vazirani / 021 294 2978 / ronv@linkbusiness.co.nz

## Franchise Café - Very Solid Business

ref: EL00446

Great training and support from the Franchisor and as a working owner, you can expect to earn a surplus of over \$140,000 pa here.

- Great suburb with good foot traffic
- Good lease in place
- Sales average just over \$14,000 pw
- Solid local franchise cafe



**Location:** Auckland **Asking Price:** \$465,000 plus stock  
**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

## Thai Restaurant - Excellent Performer

ref: EL00452

This is a wonderful Thai Restaurant that, operationally, is run completely under management. The owner does oversee the business, but does not work in the business.

Sales are a healthy \$24,000 per week and costs are well controlled. If you worked in the business you would enjoy a surplus of around \$175,000 per year.

- Excellent location
- Excellent reputation

**Location:** Auckland **Asking Price:** \$425,000 plus stock  
**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz



## Profitable Cafe - Top Auckland Suburb

ref: EL00454

A really interesting opportunity with room to grow.

- Strong lease in place
- Wonderful corner site
- Award winning design
- Affluent suburb
- Fantastic potential to grow business



**Location:** Auckland Central **Asking Price:** \$355,000 plus stock  
**Broker:** Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

## Franchise Mall Cafe. Desperate Sale

ref: EL00455

This is a wonderfully set up cafe that has fallen on challenging times.

- Sales around \$10,500 pw
- Was making \$14,000 pw
- Cafe has a liquor licence
- Rent is rather high
- Equipment in wonderful condition



**Location:** Auckland **Asking Price:** \$99,000 plus stock  
**Broker:** Rafiq Bhamani / 021 129 1916 / rbhamani@linkbusiness.co.nz

## Habitual Fix - Strong Location

ref: EL00456

Here is an excellent opportunity to own a Habitual Fix store in a good location that should benefit from the large scale development going on in the surrounding area.

- Good location with ongoing development
- Opportunity for a hands-on operator to grow this store
- Low costs with low staff costs and rent of just \$36,000 pa
- Sales in excess of \$7,000 per week

**Location:** Auckland **Asking Price:** \$155,000 plus stock

**Broker:** Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz



## Takeaway Franchise in Mall

ref: EL00468

Easy to manage franchise with great support and training.

- Great for first time business owners
- Well-known takeaway brand
- Loved by locals
- Great location in busy shopping centre
- Vendor very motivated to sell

**Location:** South Auckland **Asking Price:** \$129,000

**Broker:** Henry Han / 021 516 588 / henryh@linkbusiness.co.nz



## Mall Massage Clinic - Under Management

ref: EL00474

2 well established massage clinics located in the busy mall. High Foot traffic with regular customers. Both businesses are now under management and the well run systems give the owner freedom and lifestyle. Low overheads because there are no direct labour cost. No skill and experience required as all well trained staff would like to stay. Due to other business commitment, vendor wants to move on.



**Location:** North Shore **Asking Price:** \$250,000

**Broker:** Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

## Franchised Women Only Gym

ref: EL00475

Located in the eastern suburbs, this well located gym needs an enthusiastic new owner. There is a base of 270 members to grow from. The equipment is in good order, there is a good team in place, and a new leader is what this business needs. Ideal for someone with a passion for women's health and fitness who will get out into the community to let the local ladies know what's available in the gym.



**Location:** Auckland **Asking Price:** \$139,000

**Broker:** Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

## Sierra in the City!

ref: EL00480

This great 5 day a week café is located in a large business block and is a genuine opportunity for a new owner with café experience to make this hum. Currently under head office management - it needs a hands on owner to give it personality and take advantage of its position. A bonus is that head office is going to help with the rent for the next two years.



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

**Broker:** Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

## Coerver Coaching Master Franchise

ref: EL00488

Coerver Coaching is 'The World's Number 1 Soccer Skills Teaching Method'. It operates in 44 countries and has coached over 1.5 million players over 33 years. The Master Franchise business for New Zealand is now ready for a passionate business person to operate and further develop. The Master recruits, trains, mentors and supports regional franchisees.



**Location:** Nationwide **Asking Price:** From \$150,000

**Broker:** Tony Andrew / 021 938 560 / tonya@linkbusiness.co.nz

## Highly Profitability Consultancy Business

ref: EL00488

Well-established business with over 15 years in the market, nationwide presence and a great reputation.

Long standing loyal staff who are specialists in their respective areas with solid repeat clientele. Suit owner operator, who can run the business from home with short hours and still draw a great income, or as an investment by appointing a manager to run it day to day.

- SDE \$120,000
- Turnover \$300,000

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

**Broker:** Jordan Larsen / 022 423 3006 / jdlarsen@linkbusiness.co.nz



## Essential Automotive Service Provider

ref: EL00492

Very well established very profitable. Excellent location and top quality plant and staff. Needs hands on approach. Nets over \$400,000 to an owner operator.



**Location:** Auckland **Asking Price:** \$95,000

**Broker:** Richard Ridler / 021 904 672 / richardr@linkbusiness.co.nz

# Businesses for sale - Auckland

## Stunning Café in a Prime Location

ref: NS00108

This attractive spacious cafe is next to one of the most popular shopping malls.

- Seats for 70 people, most of the customers are nearby residents and shopping mall customers
- Open 7 days from 07:00 AM to 9:30 PM, Ample parking available
- Turnover stated by the vendor is about \$26,000 a week
- Rent is about \$3,220 a week



**Location:** Auckland **Asking Price:** Price on Application  
**Broker:** Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

## 6 Days Sushi Shop on the Shore

ref: NS00136

This shop is located on the main road on the shore, same owner has run it for a long time, good reputation among nearby office and residential areas.

- Rent is about \$675 excluding GST a week
- Open 6 days from 10 AM to 5 PM Tuesday to Sunday
- Vendor advised the weekly turnover is about \$3,500



**Location:** North Shore City **Asking Price:** \$150,000+Stock  
**Broker:** Kelly Ai / 021 0233 5011 / kellya@linkbusiness.co.nz

## Profitable Bakery Business

ref: NS00139

A very well established bakery located on a main street in a busy shopping area in Silverdale.

- Weekly sales are \$10,000, opening at 6 AM morning and closing at 4:30 PM daily
- The large premises have a spacious shop area up to 90 m<sup>2</sup> and are fully equipped with well maintained plant
- Rent is about \$785 + GST per week, there is a high volume of foot traffic and out front parking is also available



**Location:** North Shore **Asking Price:** \$320,000  
**Broker:** Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

## Easy Managed Dairy in a Prime Location

ref: NS00157

This Superette mart is located at a great site in one of the most popular shopping malls within busy block of shops with high foot traffic.

- Weekly Sales \$6,200 with good profit margins
- Rent only \$604 per week including GST &
- Outgoing
- They get around 30% profitable margin from the Good Dairy Sale every week
- Shopping Mall opening hours



**Location:** Auckland **Asking Price:** \$95,000+Stock  
**Broker:** Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

## Franchise Fruit & Vege Shop for Sale

ref: NS00170

This well-known brand Fruit & Vege franchise business is located on the main road of the Suburb in northern Auckland.

- Ample parking available. Rent is about \$2,400 per week with large shop size of 440 m<sup>2</sup> with long lease
- The weekly turnover is about \$50,000
- No hard working required, the current owner is not working in the business
- Weekly net profit is about 8%



**Location:** North Auckland **Asking Price:** \$695,000 + Stock  
**Broker:** Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

## High Profit Asian BBQ Restaurant

ref: NS00183

This is a very well-known Korean restaurant in north shore central. This successful business offers:

- Around 80 settings plus 20 seating backyard
- Operation area of over 180 square meters
- Open 6 days per week
- Liquor licence applied
- Very stable weekly sales around \$12,000



**Location:** Auckland City **Asking Price:** \$320,000+Stock  
**Broker:** Thomas Kim / 021 0820 5284 / thomaskim@linkbusiness.co.nz

## High Turnover Franchise Cafe- East Suburb

ref: NS00205

Long established franchise cafe in front of the entrance of the shopping mall, nearby the public library, the Warehouse and lots of other retail stores.

- Same owner has run it for the last 9 years
- Owner advises weekly turnover is around \$18,000 to \$19,000
- High coffee usage about 26 kg per week



**Location:** Auckland **Asking Price:** \$558,000+stock  
**Broker:** Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

## Bar & Restaurant with Gaming Machines

ref: NS00215

Well-established bar & restaurant in a popular shopping block in New Plymouth.

- It has 18 gaming machines with valid licence
- Current weekly turnover is about \$30,000, summer time can go higher if managed well
- Rent is \$120,000 plus GST a year



**Location:** New Plymouth **Asking Price:** \$580,000 + Stock  
**Broker:** Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz

## Cafe and Pizzeria in Warkworth

ref: NS00218

This café and pizza business is located on the corner of a popular shopping block.

- Seats 30 inside and 16 outside
- The modern interior decor also contains two commercial kitchens
- Weekly turnover during summer is around \$12,000 per week and around \$6,000 during winter months
- Excellent lease terms – rent is \$672+GST per week



**Location:** Warkworth **Asking Price:** Price on Application  
**Broker:** Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz

## The Coffee Club Franchise in North Shore

ref: NS00219

This is a new Coffee Club shop. Weekly sales around \$10,000. Annual rent is \$60,150+GST, lease term 8+8, final expires at 31st Jan 2029. Vendor advised the coffee bean usage is 20kg per week. This business is currently fully under management, seating around 50 inside and outside.



The new Farmers will open soon and more people are moving to the town at the moment, which will potentially increase the shop sales.

**Location:** North Shore **Asking Price:** \$198,000+Stock  
**Broker:** Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

## High Turnover Café- Big Potential

ref: NS00226

This café was closed down due to a fire accident last year. Now the café re-opens with new renovation set-up.

- Current turnover is about \$14,000-\$15,000 a week, which is a great sign to prove that the café is supported by its good reputation and great response from its customers
- The shop seating is inside 85 and outside 15
- Full liquor licence



**Location:** Auckland City **Asking Price:** \$395,000+Stock  
**Broker:** Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

## Asian Style Restaurant for Sale- Albany

ref: NS00254

Asian restaurant located in a new developed area in North Shore nearby bus station. Vendor set up this business last year with well equipped kitchen.



- Shop size about 80 m2, 35 seating inside and out
- Current weekly turnover about \$8,000 with a secured long lease available
- Hotel and apartment building behind is nearly completed which means potentially more foot traffic will be added on this year

**Location:** North Shore City **Asking Price:** \$230,000+Stock  
**Broker:** Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

## Cafe with Low Rent

ref: NS00267

- This tidy beach cafe is next to one of the most famous beaches on the North Shore. No competition nearby
- This Cafe has indoor & outdoor seating up for 70 people
- Turnover is around \$13,000 a week
- Rent is about \$398 including GST, rates and Body corporate



**Location:** North Shore City **Asking Price:** \$580,000+Stock  
**Broker:** Bryan Sui / 021 283 6666 / bryans@linkbusiness.co.nz

## Furniture Business for Sale

ref: NS00270

- This business was established by the current owner since 2011, the shop is located in a prime location on the shore
- Shop size is about 800 m2, ample parking nearby
- They also have Home Staging sales
- Expert staff with strong management succession
- Rent is about \$75,000 +GST
- Turnover is about \$740,000 a year



**Location:** Auckland **Asking Price:** \$360,000  
**Broker:** Bryan Sui / 021 283 6666 / bryans@linkbusiness.co.nz

## Café with High Turnover

ref: NS00271

- This well set-up café is on the main road in a premium central urban
- Setting for about 100. Easy parking nearby
- High coffee sale at about 40KG-50KG a week
- The vendor advises current turnover is about \$38,000 - \$40,000 a week
- Labour cost less than 30%, weekly rent is only about \$1,480 plus GST, long lease
- If you are looking for iconic café with a well trained staff team, you shall not miss out on this one.



**Location:** Auckland City **Asking Price:** \$1,180,000+Stock  
**Broker:** Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

## Motel Business in Central Auckland

ref: NS00272

This long established motel business is located in central Auckland.

- 12 well equipped units
- 3 bedrooms accommodation
- Adjustable size of motel to handle
- Price including \$78,000 of the rent bond
- Lease of 8 years to go
- Rent is about \$10,000 plus GST per month



**Location:** Auckland **Asking Price:** \$600,000  
**Broker:** Thomas Kim / 021 0820 5284 / thomaskim@linkbusiness.co.nz

# Businesses for sale - Auckland

## Historical Café in Eastern Auckland

ref: NS00274

This long established historical café is located in eastern Auckland

- Only trading 5 days from Wed to Sunday
- It has been well-known to the local people as an antique mood site
- Sales turnover for 5 days is about \$8,000 per week in summer, \$4,000 in winter
- Rent is about \$14,800 plus GST per year Long lease of 8 years to go from 2017



**Location:** Auckland **Asking Price:** \$220,000+stock  
**Broker:** Thomas Kim / 021 0820 5284 / thomaskim@linkbusiness.co.nz

## Profitable Ice Cream Shop and Café

ref: NS00278

The world famous brand Ice Cream Cafe shop with low rent in a main street of Centre Auckland

- This well-established Ice Cream Cafe is located nearby Universities and busy Main Street with little competitors
- Last two years account show the annual turnover is about \$163,676, the gross profit is about 80%, last two years account show net surplus for one working owner was at about \$77,551 P.A.



**Location:** Auckland **Asking Price:** \$89,000+Stock  
**Broker:** Susan Xiao / 021 202 0268 / sxiao@linkbusiness.co.nz

## High Turnover Café on the Shore

ref: NS00279

This well-presented café is located in Whangaparoa and surrounded by many retail shops

- Spacious shop size that up to 120 m<sup>2</sup> and prepare space, weekly coffee bean sale is about 16 KG
- Seating arrangement is about 58 inside and 24 outside
- Monthly rent is about \$8,900 inclusive of GST & Outgoing
- Weekly sales is around \$11,000-\$12,000



**Location:** North Shore **Asking Price:** \$128,000+Stock  
**Broker:** Maggie Chen / 021 273 6258 / maggiect@linkbusiness.co.nz

## Seaside Café for Sale – North Shore

ref: NS00280

This tidy and clean cafe opens 6 days a week from Tuesday to Sunday 8:00 am-4 pm.

- This nice beach side café is the only fine dining café in the surrounding beach, it has a lot of loyal customers from the nearby sailing club
- This cafe has indoor & outdoor seating up to 50 people, and the shop with outdoor courtyard seating
- Turnover is around \$3,800 a week
- Rent is about \$1,600 plus GST a month



**Location:** North Shore **Asking Price:** \$150,000+stock  
**Broker:** Kelly Ai / 021 0233 5011 / kellya@linkbusiness.co.nz

## Korean Restaurant in a Prime Location

ref: NS00281

This is a very well-known Korean restaurant in one of most popular dining area in north shore central. This business offers:

- Around 83 m<sup>2</sup> store space for comfortable dining environment
- Open 6 days per week from Tuesday to Sunday 5 PM to 9 PM
- Very stable weekly sales around \$4,000-\$5,000



**Location:** North Shore **Asking Price:** \$110,000+Stock  
**Broker:** Kelly Ai / 021 0233 5011 / kellya@linkbusiness.co.nz

## Dairy with Accommodation

ref: NS00284

This long-established dairy shop is located on a busy road in Grey Lynn area.

- Shop rent is \$836 including GST, 3 bedrooms
- Accommodation at the back of the shop, now 2 rooms rent, it rents out for \$260 a week
- Open 7 days from weekday that closed at 8:00 pm, turnover now is about \$800 a week



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

## Seafood Business with Fish & Chips

ref: NS00294

The well-established Fish & Chips and Seafood shop is located in a busy commercial area in North Shore. It has good quality and brand 4 deep fryers, walk in chiller, separate filleting room, live mussel and seafood display machines with spacious dine in place and 2 accommodation rooms.



One of the owners is full time working with two part time and the annual turnover is \$250,000-\$300,000 with reasonable profit.

**Location:** North Shore City **Asking Price:** \$130,000+Stock  
**Broker:** Susan Xiao / 021 202 0268 / sxiao@linkbusiness.co.nz

## Beauty Salon Auckland - Attractive Profits

ref: WL00053

Are you in the beauty Industry and want to be your own boss? This is a not to be missed opportunity. Take your career to the next level and acquire this successful beauty salon located in one of Auckland wealthiest suburbs.



This business has proven to be well performing, experiencing a strong turnover and profits and still has plenty of potential.

**Location:** Auckland **Asking Price:** \$450,000  
**Broker:** Benny Wang / 0211585110 / bennyw@linkbusiness.co.nz

## Franchise Cafe - Central Suburb

ref: 16640

An established, profitable daytime franchise cafe enjoying a great location in a vibrant central suburb 'village' that's well supported by nearby businesses and locals. Weekly sales average over \$10,000, the rent is low and there's plenty of parking for customers. If you want an attractive, easily run cafe operating under a well-known brand in a desirable area this could be the one!



**Location:** Auckland **Asking Price:** \$285,000 plus stock  
**Broker:** Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

## Import/Distribution Business

ref: EL00460

Home based business. Current owners for about 10 years. Easy to manage with minimal paper work. Good major well-known companies as key clients. Business has some technical service related aspects. Vendor is willing assist new owners (with no mechanical knowledge) in teaching and/ or appointing a part time service person.



Business to be relocated.

**Location:** Auckland **Asking Price:** \$300,000 + SAV (\$50,000)  
**Broker:** Pra Jain / 027 279 4652 / praj@linkbusiness.co.nz

## Busy Kebab in CBD - Good Profits

ref: 20319

This shop is located in the desirable Auckland CBD with universities just around corner and a lot of foot traffic. The vendor reports that weekly turnover is \$9,000 with high gross profits and still growing. Easy to run and manage, currently run by staff. Quality chattels and setup. Full training will be provided to new owner.



**Location:** Auckland **Asking Price:** \$150,000 plus stock  
**Broker:** Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

## Theme Restaurant, Bar & Night Club

ref: 18545

Spacious restaurant, bar and night club with a big outdoor area. In an excellent location and licensed to accommodate 1,000 people. A separate function room with a courtyard, private bar and washroom. Accommodating 200 standing and 90 fine dining. Licensed till 3am - seven days a week. There is a separate pool room a self-contained single room accommodation attached to the premises plenty and of convenient car parks.



**Location:** Manukau City **Asking Price:** \$450,000 plus SAV  
**Broker:** Ron Vazirani / 021 294 2978 / ronv@linkbusiness.co.nz

## Want To Be Busy In The Construction Sector?

ref: EL00384

A real business opportunity with energy and life! This business is humming and ready to take off. New owner will develop further the exciting supplier relationships and their plans for further development. Present owner 17 years and is ready to move on. Reliable workforce. Return to owner for 2016 year approaching \$300,000.00. Products and Services are recognised as industry leaders world-wide.



**Location:** Auckland **Asking Price:** \$679,000  
**Broker:** Brett Clarkson / 027 434 5670 / brettc@linkbusiness.co.nz

## Dairy & Lotto Shop in the City

ref: 20230

The shop is presently selling all kinds of magazines, cards, groceries and Lotto.

Average weekly Turnover \$23,000 with very high profit margins.

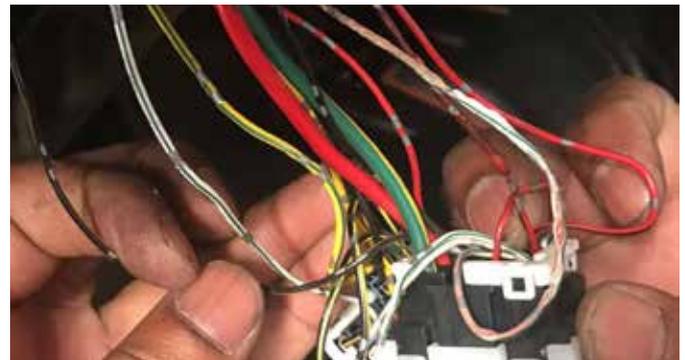
Rent is \$2,507 Including GST, outgoings & rates per Week. Very reasonable outgoings and long secure lease.



**Location:** Auckland City **Asking Price:** \$200,000 + Stock  
**Broker:** Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

## Auto Electrical Service Business

ref: BPW00012



This is a successful Auto Electrical service business operating in South Auckland and has a strong history and successful business to business relationships.

Operating over 30 years and the team have 80 years of collective experience to offer their clients. Provides services specialising in commercial vehicles and has vast experience on vintage, classic and muscle cars and even marine equipment as well as providing a vehicle breakdown service.

The workshop office is modern and facilities are good with a central location.

**Location:** Auckland **Asking Price:** \$275,000  
**Broker:** Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

# Businesses for sale - Bay of Plenty / Waikato

## Energy Efficiency Sector – Strong Growth ref: BPW00069

Currently in a strong growth phase, this business provides specialist services to the residential and commercial building and renovation sector and with great systems in place. Contractual arrangements are in place to drive future revenue and it comes with a very reasonable lease, low overheads and a substantial database of customers. 2016 SDE: \$248,158 to two working owners.



**Location:** North Island **Asking Price:** \$495,000 plus Stock  
**Broker:** Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

## Highly Successful Dance School ref: BPW00133

Exceptional reputation & processes in place. Earns the owner over 100K per year, after expenses. All systems, dance teachers, leased premises & huge student roll is included in this purchase price. If you are passionate about dance or the arts, this is not to be missed.



**Location:** Bay of Plenty **Asking Price:** \$217,000 plus Stock  
**Broker:** Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

## Franchise Retail Opportunity in Waikato ref BPW00278

This is a great opportunity to join a well recognised group with high brand awareness and excellent support systems. As a member of this co-operative you will have comprehensive support in all areas of retail operations, a full induction and training.



- Rent \$40,685 ex GST per Annum
- 2016 sales average over \$18,000 per week
- 2016 cash surplus \$157,000

**Location:** Tokoroa **Asking Price:** \$350,000  
**Broker:** Alanah Eagle / 021 606 345 / alanahe@linkbusiness.co.nz

## Whitianga Freehold Land and Buildings ref: BPW00196

Joan Gaskell Drive, Whitianga

- 2201 square metres more or less
- Returning \$30,000.00 plus G.S.T
- Main Road location to Whitianga

Currently leased. Purpose built property for Mini Putt, the landscaping and buildings are included in the freehold purchase.



**Location:** Whitianga **Asking Price:** \$725,000 plus GST (if any)  
**Broker:** Mike Chote / 027 555 1176 / mikec@linkbusiness.co.nz

## Home Appliance Servicing & Repairs ref: BPW00179



An established 30yr business in central Tauranga providing mobile repair service of home appliances. The retail base attracts customers daily requiring electrical repairs to home products from several long serving technicians on the staff. Income streams from four areas include:

1. Mobile Whiteware servicing
2. Workshop whiteware servicing
3. Workshop small appliance servicing
4. Spare parts and accessory sales

An excellent lease arrangement is in place and the retiring owners will assist the purchaser in the transition of ownership. Ideal new owner may act in a managerial role but with some experience in household electrical products would be an advantage but not necessary.

**Location:** Tauranga **Asking Price:** \$125,000 plus Stock  
**Broker:** Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

## Profitable Variety Store ref: BPW00213

Returning \$60K Annually

- Located in Rotorua CBD
- Reasonable Rent
- No previous experience needed
- Simple operation
- Minimal English requirements



**Location:** Rotorua **Asking Price:** \$90,000 plus SAV  
**Broker:** Paul Lu / 021 047 4988 / paul@linkbusiness.co.nz

## National Park Hospitality Beauty ref: BPW00218

Returning \$75,000 to one working owner last year, this business is available for you to take over and enjoy the great lifestyle of National Park. With a rent of only \$5,900 per year and annual sales over \$600,000 there is good money to be made in this business.



**Location:** Manawatu-Wanganui **Asking Price:** \$190,000  
**Broker:** Alanah Eagle / 021 606 345 / alanahe@linkbusiness.co.nz

# Businesses for sale - Bay of Plenty / Waikato

## Busy Little Te Puke Cafe

ref: BPW00219

Opened about 13 years ago and has been a consistent performer. The café offers a wide range of excellent food, made from scratch, customers enjoy 'home-made' flavours and quality. Also offering a catering service for local businesses. Great starter café/lunchbar for a first time buyers. Doing approx. 15kg of coffee per week.



**Location:** Te Puke **Asking Price:** \$169,000

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

## 29 Year Motel Lease, Low Rent

ref: BPW00228

Located on Fenton St

- Rent \$60K plus GST plus opex
- Rent is less than 25% of turnovers
- Around 90% occupancy
- Long term relationship with cooperatives
- Must sell, will consider any reasonable offers



**Location:** Rotorua **Asking Price:** \$330,000

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

## Busy Down Town Tauranga Cafe

ref: BPW00232

Popular well-presented CBD Café has high street exposure, lots of foot traffic, with seating for 50 plus diners. It provides a range of cabinet food, an all-day menu, plus some out catering to businesses in the down town area. Good lease in place with renewals until 2022. This business would be suitable to extend service to evening meals.



**Location:** Tauranga **Asking Price:** \$120,000 plus SAV

**Broker:** Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

## 6 figure Profit Forecast – Priced to Sell!

ref: BPW00295

As part of a well-respected nationwide franchise, the current owner has seen over 25% growth in revenue so far this financial year which should take the profit over \$100,000. High gross margins combined with low overheads, no staff and no premises combine to make this business a very attractive proposition. Ideally suited to someone with practical skills but not requiring a trade qualification. Stock approx \$20,000.



**Location:** Hamilton **Asking Price:** \$130,000 plus Stock

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

## Successful Electrical Contracting Business

ref: BPW00222



This successful Electrical contracting business undertakes residential, commercial and industrial site work.

The Vendors have a maintenance contract with a large industrial business and provide services to the local market.

Operates Monday to Friday and further growth opportunities are available.

The business would suit a husband and wife team or as an add-on to an existing business.

Asking price includes stock and plant.

**Location:** Bay of Plenty **Asking Price:** \$290,000

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

## Successful Insulation & Service Business

ref: BPW00235



Providing specialised industrial insulation and cladding services via larger companies on industrial sites it has shown solid returns each year.

This dynamic business has a solid brand reputation and strong client relationships with a proud history in its market segment.

The purchaser could be a person/couple with management and marketing/relationship skills or an existing industry specialist looking to acquire.

Asking price includes stock and plant.

**Location:** Waikato **Asking Price:** \$695,000

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

# Businesses for sale - Bay of Plenty / Waikato

## Gentlemans Club with Apartment

ref: BPW00239

This well-known parlour with brothel licence has operated for many years and is fully re-carpeted and refurbished throughout. This is a fantastic opportunity to just walk in and carry on. Included in the lease is a lovely 3 bedroom apartment with a nice indoors/outdoors deck and good views. This is a beautiful set up that is extremely good value for the asking price.



**Location:** Tauranga **Asking Price:** \$95,000

**Broker:** Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

## Cafe in Wonderful Whangamata

ref: BPW00240

This lovely cafe enjoys a prime location in the busy main street of Whangamata. For such a great location the rent is very reasonable at just \$18,000 per year. The beautifully presented cafe has indoor seating for 30 inside and outside for a further 15. The cafe enjoys a very healthy turnover with a net profit approaching 6 figures.



**Location:** Coromandel **Asking Price:** \$195,000

**Broker:** Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

## Signwriting in Waikato

ref: BPW00242

Ideal simple business for two persons. Providing various types of high quality signwriting services throughout the North Island. Repeat customers through an exceptional reputation. No significant local competition. Turnover averaging \$160,000 p.a. Located in Te Aroha within easy reach of Hamilton, Coromandel Peninsula & Auckland. Vendor retiring after starting the business 47 years ago and can assist the new owner.



**Location:** Waikato **Asking Price:** \$120,000 circa

**Broker:** Cliff Mancer / 021 973 449 / cliffm@linkbusiness.co.nz

## HoofCamp Saddlery Whakatane for sale

ref: BPW00243

Unique saddlery trading since 2008, stocking English and Western Equestrian products. Professional website.

Dedicated and loyal client base. Prominent main road location with parking. Imports own line of Western saddles & tack exclusively made for the market including hardware, clothing, horse feed. Vendor keen to retire. Great opportunity for new owner to grow business to the next step.



**Location:** Whakatane **Asking Price:** \$165,000

**Broker:** Camella Anselmi / 0274 454 121 / camellaa@linkbusiness.co.nz

## Don't have to Bake to make Dough\$\$

ref: BPW00244

You don't have to be a baker to enjoy the profits of this business! Well established bakery and lunchbar, famous for their donuts. Perfect family combo, start early, finish early and enjoy the Whitianga lifestyle.



- Good lease \$14,500k representing 4% turnover
- 60% plant is under 2 years old
- Well established position in centre of town
- If you are a baker there is scope to add your own lines

**Location:** Whitianga **Asking Price:** \$260,000

**Broker:** Carron Chote / 027 289 6658 / carronc@linkbusiness.co.nz

## Dive Zone Tauranga - go to work, have fun!!

ref: BPW00246

A PADI 5-Star Instructor Development Centre & market leader in the dive educational business. Facilities include an onsite heated dive pool & busy well-appointed retail shop selling & hiring quality dive gear. Located downtown Tauranga with excellent exposure. 3 full time experienced employees who are keen to continue on with the new owner. Showing healthy profits to the owner regardless of the market conditions.



**Location:** Tauranga **Asking Price:** \$500,000

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

## Cool it by the Beach - Taste Sensations!

ref: BPW00250

High profile, easy to run food & beverage business. Minimal experience required. Just 'step in' & start making money.

- Hard work is done! Easy operating systems.
- Low overheads, low staffing costs & strong margins.
- Busy Kiwi & International summer cruise ship tourism.
- Rental \$22,000 +GST p.a. Final expiry date late 2021.

Fantastic entry opportunity to an established successful Mount Maunganui business.



**Location:** Mount Maunganui **Asking Price:** \$245,000 plus SAV

**Broker:** Mark Robinson / 021 524 766 / markr@linkbusiness.co.nz

## Cambridge Takeaway with Great Profits

ref: BPW00254

This business is a solid performer with a strong reputation. This site has been a chippy for over 40 years!

- Rent only \$290 per week, just 3.6% of turnover
- Newly renewed lease doesn't expire until 2025
- Quality chattels and squeaky clean premise
- Turnover over \$8,000 per week, six days trading
- Profit to one working owner of \$80,000



**Location:** Cambridge **Asking Price:** \$193,000

**Broker:** Alanah Eagle / 021 606 345 / alanaha@linkbusiness.co.nz

# Businesses for sale - Bay of Plenty / Waikato

## Accommodation on Victoria, 30+ Yr Lease ref: BPW00256

- On Victoria St, Hamilton CBD
- To completed as a Motel (subject to consent)
- 19 units, new Chattels and fixtures
- Premium Location with covered car parks
- Suitable for experienced owner operators
- No trading history, brand new business



**Location:** Hamilton **Asking Price:** \$500,000  
**Broker:** Paul Lu / 021 047 4988 / paull@linkbusiness.co.nz

## Beautiful Taupo Eatery ref: BPW00258

This is an award winning Taupo CBD eatery with great local following. Recently refurbished, it has a clean and tidy kitchen and chattels valued over \$135,000.



There is scope to extend operating hours and a great long lease in place.

The owners do not work in this business so all key positions from Head Chef to Business Manager are covered.

**Location:** Taupo **Asking Price:** \$170,000  
**Broker:** Alanah Eagle / 021 606 345 / alanahe@linkbusiness.co.nz

## Insulation Sales and Service Franchise ref: BPW00259

Providing specialised insulation sales and services to the Waikato and central North Island this business enjoys an excellent reputation and history in its market segment. Featuring products that are safe to handle and easy to install coupled with solid returns to owners. 5 day a week operation and new Government regulations around rental properties provide increased revenue.



**Location:** Waikato **Asking Price:** \$650,000  
**Broker:** Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz

## CBD Cafe in Tauranga ref: BPW00260

Cafes like this do not come up often in Tauranga's CBD. Steady sales, regular customers and a good size kitchen. Great base sales of approx. \$6,650 per week on 6 days trading. Opportunity to build a catering business from this location or increase café turnover with new ideas and energy. Strong lease in place and returns of approx. \$104,000 for two working owners.



**Location:** Tauranga **Asking Price:** \$199,000 ono  
**Broker:** Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

## Global Franchise – 2 Prime Locations ref: BPW00261



Sandwich Franchise with the best of both worlds, well-established franchise takeaways at one of the most popular beach side towns in NZ. Both in high foot traffic locations - Mount Maunganui main street and Bayfair Shopping centre.

The current owner has done all the hard work so this is a fantastic chance to gain entry and join an exclusive network of the world's top sub-sandwich stores.

Mount Maunganui \$240,000 plus Stock & GST (if any)  
Bayfair \$340,000 plus Stock and GST (if any)

**Location:** Mount Maunganui **Asking Price:** As per above  
**Broker:** Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

## Delightful Women's Fashion ref: BPW00262

- If you adore fashion that is not the 'normal run of the mill' this could intrigue you
- Everything is set up and ready to go for a new owner, in this gorgeous store
- Good lease and spacious premises, in a high demand Mount Maunganui location
- Turnover is steadily increasing
- Stock approx \$30,000



**Location:** Mount Maunganui **Asking Price:** \$68,000 plus Stock  
**Broker:** Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

## Iconic Shoe Store for Sale ref: BPW00263

Very well-known and iconic shoe shop in Tauranga is available to purchase.

Beautiful, high quality and classy shoes & accessories, including exclusive lines.

Bright and attractive premises to work from as an owner/operator. Bring your own personal touch to this business.



**Location:** Tauranga **Asking Price:** \$79,000 plus Stock  
**Broker:** Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

# Businesses for sale - Bay of Plenty / Waikato

## Central City, Popular Bakery, Money Maker. ref: BPW00265

Very popular Central City Bakery/lunch bar serving good honest food and coffee and well known for their pies.

Large floor space for expansion to make room at the shop front for more seating. Wholesale business included and plenty of opportunities for growth of existing client base.

Staffing includes a baker and front of house part time staff.

Open 6 days Monday to Saturday. VENDOR HAS GENUINE NEED FOR A QUICK SALE!!

**Location:** Rotorua **Asking Price:** \$130,000

**Broker:** Camella Anselmi / 0274 454 121 / camellaa@linkbusiness.co.nz



## Established Mobile Hydraulic Hose Business ref: BPW00266

Established Mobile Hydraulic Hose Business with large client database. Waihi area covering forestry, mining, farming, earth moving and transport. Fully equipped truck capable of new and repair work on the job.

This opportunity would suit a mechanically minded, customer service focused individual.

**Location:** Waihi **Asking Price:** \$150,000 plus Stock

**Broker:** Mike Chote / 027 555 1176 / mikec@linkbusiness.co.nz



## Almost New Cuisine Business with Cheap Rent ref: BPW00270

- Located in Hamilton CBD
- Almost brand new chattels and fixtures
- Great potential to be converted to café or other types
- Two story, recently refurbished building
- Owners take any reasonable offer
- Sell under half price of the original setup costs



**Location:** Hamilton **Asking Price:** \$55,000

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

## Pizza Shop in Prime location with low rent ref: BPW00272

- Located in a prime shopping street
- Under full management
- Advanced ordering system
- Returning approx. \$20K to a non-working owner
- Owners would consider any reasonable offer



**Location:** Hamilton **Asking Price:** \$90,000

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

## Luxury Beauty Salon and Spa

ref: BPW00275

Luxury beauty salon in Western Bay satellite township. The best choice salon providing a nurturing and relaxing atmosphere with 5 treatment rooms and nail art area. Providing a wide range of facial and body treatments for women & men

- Specialist skin care treatments
- Comprehensive plant list
- Website and facebook page
- Established & growing clientele
- Vendor keen to move on with other interests



**Location:** Bay of Plenty **Asking Price:** \$110,000

**Broker:** Camella Anselmi / 0274 454 121 / camellaa@linkbusiness.co.nz

## Postshop & Kiwibank In Premium Suburb ref: BPW00276

Superbly located in the Papamoa Plaza / Palm Beach shopping complex at Papamoa, an area of huge residential growth. This is the only Postshop/Kiwibank between Mount Maunganui and Te Puke and would be a fabulous business for a working couple who could expect a solid six figure income from this blue chip business that has a secure future and guaranteed customers.



**Location:** Tauranga **Asking Price:** \$450,000 plus Stock

**Broker:** Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

## Function Centre with Owners' Accommodation ref: BPW00277

ref: BPW00277

- A well-known function centre in a villa
- A big size commercial kitchen with bar
- Fit around 200 guests indoor
- Owners' accommodation units attached
- Comes with a new lease
- Semi-retired life



**Location:** Waikato **Asking Price:** \$50,000

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

## Exclusive Retail Hardware Store

ref: BPW00280

Operating for over 10ys this store supplies the trade, the locals, the holiday home owners & tourists with a wide range of timber and hardware products plus plants and landscaping supplies. Ideally suited to a working couple with net surplus in excess of \$110,000 this year and real potential to extend the product range through current arrangements with preferred suppliers. Top resort location in Coromandel.



**Location:** Coromandel **Asking Price:** \$162,841 plus Stock

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

# Businesses for sale - Bay of Plenty / Waikato

## Pub & Eatery Growing & Great Profits

ref: BPW00285

Come live in this highly desirable area and have the lifestyle. Business is growing and so is the area, it will not be around for long.

- Tavern licence.
- North facing so outside seating is used all day
- Well-appointed seating inside and out
- Sales turnover tracking to do approx \$1,600,000 including GST in 2017 = \$30,700 per week!
- Good lease in place



**Location:** Tauranga **Asking Price:** \$890,000

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

## Franchise Café Easy to Manage Format

ref: BPW00290

High foot traffic, high coffee sales and fantastic visual frontage. High coffee volumes at approx. 35kgs per week.

A simple cabinet offering with most of the food made onsite.

Sales are tracking to be over \$700,000 for 2017 financial results. The franchise provides recipes and training to deliver the best to the customers each time. Owner only works part time.



**Location:** Tauranga **Asking Price:** \$448,000

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

## Fish & Chips & Takeaways In Suburbia

ref: BPW00291

Well-presented takeaways in affluent Tauranga suburb adjacent to the gateway of one of Tauranga's busiest recreation parks and waterfront reserves. Trades 6 days per week and has a very cheap rent of just \$16,000 per year. There is no nearby competition. Current weekly average turnover exceeds \$6,000 per week with an excellent cash surplus.



**Location:** Tauranga **Asking Price:** \$195,000

**Broker:** Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

## Customer Service Savvy and Part Time Hours?

ref: BPW00292

Can you answer YES to the following:

- Want to start on approx. \$60,000 a year, working part-time?
- Want to outsource production and concentrate on sales?
- Are you self motivated, like getting out and about, meeting customers and have an interest in sales and hospitality?



...then you are ready.

**Location:** BPW00292 **Asking Price:** \$129,000

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

## Cambridge Retail Opportunity

ref: BPW00297

This Cambridge shop has been a family business for over a decade, selling products you can be truly passionate about. The owner has enjoyed a great lifestyle with all the perks of owning their own business. Now they are ready for a new challenge.

- Central location, great parking/ foot traffic
- Asking price includes approx. \$60,000 of stock
- Sales growing year on year
- Rent \$538 p/w lease until 2023



**Location:** Cambridge **Asking Price:** \$240,000

**Broker:** Alanah Eagle / 021 606 345 / alanahe@linkbusiness.co.nz

## Management Rights - Lake Taupo - 35 Years

ref: 19503

Management rights rarely come up for sale in New Zealand - especially ones in Lake Taupo.

Chevron Motel management rights are now available for sale and represent excellent value for money at the asking price.

A very long term of 20 years + a further 20 year extension by agreement (commencing 2010) is available. This is a very attractive proposition that will undoubtedly generate much interest.



**Location:** Taupo **Asking Price:** \$835,000

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

## Large Licensed Café with potential plus

ref: BPW00299

Great hospitality opportunity for an experienced operator.

- Big premise with all the equipment and extras in place
- Excellent location 280sqm lease with a final expiry in 2025
- Sales are between \$15,000 to \$18,000 per week



Owners are wanting out before Easter so have price accordingly and nearly all tangible value.

**Location:** Tauranga **Asking Price:** \$198,000

**Broker:** Theresa Eagle / 021 289 09 49 / theresae@linkbusiness.co.nz

## Gorgeous Beauty & Spa Clinic

ref: 19567

Everything you could want and wish for in a beauty clinic:

- Stunning fit out • Huge premises • Extensive equipment • Peaceful location with plenty of free parking • Fabulous reputation • Comprehensive website with online booking & shopping cart • Employs fantastic beauty therapists who have a steady stream of regular clients. Cash surplus after expenses to a full time working owner is approximately \$100,000.



**Location:** Whakatane **Asking Price:** \$160,000 plus Stock

**Broker:** Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

# Businesses for sale - Bay of Plenty / Waikato / Wellington

## Circumstances Changed, Urgent Sale!

ref: BPW00006

Well-known local machinery business servicing Bay of Plenty & Waikato. Established in 1990's, operates from a high profile site. Skilled staff, offering customers a complete mechanical & sales service. New owner doesn't need to be mechanically minded, present owner concentrates on sales, workshop management, parts & running the business. Present sales are hitting all-time records with turnover increasing annually.



**Location:** Bay of Plenty **Asking Price:** \$350,000  
**Broker:** Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

## Sustainable & Profitable Business

ref: WL00049

This business has been running for 41 years, producing a steady stream of earnings for the owners. It gains new clients through its website, positioned on the busiest road in Kapiti, and word of mouth from satisfied customers.



Read growth opportunities are there to exploit for a new owner. The turnover of the business is over \$500,000 pa, and returns a respectable sum to the owner well over \$100,000 pa.

**Location:** Kapiti Coast **Asking Price:** \$315,000  
**Broker:** Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

## SPECIALTY PLASTICS BUSINESS

ref: WL00054

Specialty designers and producers of Acrylic, PVC, & Polycarbonate/Lexan products. The business regularly produces custom ordered products alongside runs of regular products on standing orders. The business has been long established and has a good history with regular and repeat clients. The business has plenty of upside and would respond well to a new owner with strong sales and marketing skills.



**Location:** Lower Hutt **Asking Price:** \$250,000  
**Broker:** Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

## Fully Managed Café/Restaurant

ref: WL00055

This is a well know and award café/Restaurant in Taranaki area, with indoor outdoor flow and fully equipment kitchen. Currently open for lunch only with turnover is about \$10,000, strong potential for operate owner.



The owner needs to sell urgently below market price. A business you would be proud to own.

**Location:** Taranaki **Asking Price:** \$120,000  
**Broker:** Benny Wang / 0211585110 / bennyw@linkbusiness.co.nz

## Domino's Pizza Wellington

ref: WL00063

Wellington stores are extremely rare to come by, this red hot opportunity produces consistent sales & offers huge growth potential.

- Owner has successfully operated for 8yrs
- Solid current weekly sale of \$25,000+pw
- Secure lower rental lease
- Lending of 50% available



**Location:** Wellington **Asking Price:** \$655,000  
**Broker:** Benny Wang / 0211585110 / bennyw@linkbusiness.co.nz

## Marine and Nature Reserve Tourism

ref: WL00064

Our client is a market leading tourism operator providing a unique activity to a strong domestic market and growing international market.



As one of only 2 operating DOC concessionaires the operator high barriers to entry from new competition. DOC's strategic outlook is to increase visitor numbers to the area by 200%. This creates an exciting upside and opportunity for growth to a future owner.

**Location:** Kapiti Coast **Asking Price:** \$750,000  
**Broker:** Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

## Charming Country Hotel/Café

ref: WL00068

The Pongaroa Hotel Bar & Café is at the heart of its rural community and is located mid-way on the Route 52 tourist trail (North Wairapa).

With all of the charm you would expect plus a large new outdoor decking and lawn area, seven pokies and a café.



Returns a healthy 9% at present and is also available as a FHGC

**Location:** North Wairapa **Asking Price:** \$450,000  
**Broker:** Greg Dalton / 0274877744 / gregd@linkbusiness.co.nz

## Established Roofing Company

ref: WL00075

For sale is a highly successful specialist roofing company operating throughout the Wellington region. 12 years dealing with metal, shingle, cedar and slate roofing. Very good revenue with strong returns.



**Location:** Wellington **Asking Price:** \$278,000  
**Broker:** Gary Kaye / 0212221707 / garyk@linkbusiness.co.nz

# Businesses for sale - Wellington / Christchurch

## SECURITY PRODUCTS... LOCKSMITHING ref: WL00076

If you have locksmithing and/or aluminium fabrication skills, here's an opportunity to service both residential & commercial clients.

- Reputable service & quality products
- Location seeing increased growth
- Would suit a hands-on operator
- Current owner looking to retire
- Established 30 + years



**Location:** Horowhenua **Asking Price:** \$105,000 plus stock  
**Broker:** Richard Lunn / 022 428 6470 / rlunn@linkbusiness.co.nz

## Restaurant and Catering Business Hastings ref: WL00035

Newly rebranded Restaurant in the heart of Hastings – fantastic location, foot traffic and parking aplenty – Large seated dining area, with extensive bar, open fire and pool tables.



In addition to this well run restaurant is The Food Co catering business and Hastings Function Centre. Enquire now.

**Location:** Hastings **Asking Price:** \$745,000  
**Broker:** Gary Kaye / 0212221707 / garyk@linkbusiness.co.nz

## Paper Plus - Lower Hutt ref: 20417

Paper Plus Lower Hutt is a well-established store located in a prime position. Offering a wide range of books stationery, cards magazines and gifts the store also operates the Ticketek agency for the Hutt Valley. This is a great opportunity to join this well-recognised and growing brand. With impressive turnover in excess of \$900,000 this business is highly desirable. The current owner is retiring.



**Location:** Lower Hutt **Asking Price:** \$307,000  
**Broker:** Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz

## Great Restaurant - Urgent Sale ref: EL00017

This restaurant is located in a fantastic spot in Wellington CBD. Seating capacity for more than 120 people. Recipient of the Certificate of Excellence for 2015 and 2016. Excellent profit margins. Currently fully staffed managed but would do much better with owner involvement. This is a rare opportunity not to be missed.



**Location:** Wellington **Asking Price:** \$395,000 plus SAV  
**Broker:** Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz

## Childcare Centre Opportunity ref: CS00019

Well-established in a brilliant location North of Christchurch. Licensed for 21 children, could be increased to 26. Good lease and low rent. Qualified staff. Privately owned and family focused. Well set up with modern equipment. The owner is keen to sell and has reduced the price and it is producing a better than 33% return with minimal owner input. This could be today's best buy - call today!



**Location:** North of Chch **Asking Price:** \$150,000  
**Broker:** Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

## Hydro Seed Business ref: 20223

Here's a growing business that is sowing the seed of success.

A non-franchise hydro seeding business operation

Well established and with a client base that includes commercial and domestic customers.



Love the outdoors? Then this opportunity is the one for you.

**Location:** Wellington **Asking Price:** \$95,000  
**Broker:** Gary Kaye / 0212221707 / garyk@linkbusiness.co.nz

## Manufacturing & Trade Services ref: CS00048

Highly regarded business providing specialist manufacturing, installation & trade services to the commercial & residential building sectors.

- In operation for over 50 years
- High profile name in the industry
- Three well defined niche markets
- Diversified revenue streams
- Great staff
- Well located premises - room for expansion



Strategic opportunity for a related industry player, or suit owner/operator.

**Location:** Christchurch **Asking Price:** \$525,000  
**Broker:** Barry McFedries / 03 928 1947 / barrym@linkbusiness.co.nz

## Cafe ref: CS00064

New cafe in the Hub Mall Hornby. The first of this new branding/fitout. Just 1 year old, still in brand new condition. First class entry level cafe at realistic price. Great coffee and range of drinks. Excellent food offering with new menus. The Mall's extensions and new building is now complete and as the tenancies fill up business is expected to increase. Asking price includes plant, stock and goodwill. Call now!



**Location:** Christchurch **Asking Price:** \$180,000  
**Broker:** Brian Pankhurst / 03 928 1949 / brianp@linkbusiness.co.nz

# Businesses for sale - Christchurch / South Island

## Mowers Chainsaws & Garden Power Equipment ref: CS00057

One of Canterbury leading power equipment suppliers providing sales and servicing of a wide range of lawnmowers, chainsaws, trimmers, leaf blowers, pole saws, generators and other garden equipment.

- In business for over 35 years
- Great reputation with well-known brands
- Experienced staff
- High profile location on busy thoroughfare.
- Suit person with sales and people skills and some practical mechanical knowledge.



**Location:** Christchurch **Asking Price:** \$370,000

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

## Motel lease - Hanmer Springs ref: 20295

Ideal for new moteliers or for someone wanting an easy complex to manage, having an income and a lifestyle. 11 well maintained units within a 2 minute walk to the Thermal Reserve & Spa and with many shops and cafes within close proximity. Comfortable and warm three bedroom Manager's house. Good parking for guests, some undercover. If you are considering going into motels you should have a look at this complex.



**Location:** Hanmer Springs **Asking Price:** \$300,000

**Broker:** Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

## Lawn Care ref: CS00067

EcoTec LawnFix is an innovative full lawn treatment business with Franchises for sale NZ wide. Not a lawn mowing business; rather it provides lawn treatment services based on best turf management practice. Specialised equipment/techniques are used to keep lawns looking good year round. Selected territories available. The investment required is from \$60,000 plus you will need to own or lease a suitable van. Call now.



**Location:** Christchurch **Asking Price:** From \$60,000

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

## Picton Home Hardware ref: CS00061

High street location, after 15+ years owners seeking retirement, great location close to ferry and cruise port. Mixture of Hardware and giftware products. Well set up in large modern shop with good lease in place. SAV of \$160,000.



**Location:** Picton, Marlborough **Asking Price:** \$130,000

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

## Aluminium Joinery ref: CS00051

Comprehensive range of plant/equipment for domestic joinery manufacture, all in good order and well maintained. Premises large enough and set up for both commercial and domestic joinery. New lease will be put in place. The owner after many successful years has decided it is time to move and has set a very realistic asking price. Full details including price will only be divulged at a meeting with the broker.



**Location:** Christchurch **Asking Price:** POA

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

## Café / Bakery - North Canterbury ref: CS00063

Entry level opportunity for a baker or café operator. Great location on main highway north of Christchurch, in centre of Amberley township. Good population base, plus busy main road gives opportunity for trading. The café is nice and clean, at rear. Outside area for about \$332 per week including parking. Genuine reason for sale.



**Location:** Amberley **Asking Price:** Offers Invited

**Broker:** Sally Everitt / 03 595 0935 / sallye@linkbusiness.co.nz

## Fantastic Motel Opportunity ref: CS00079

Prime location within 5 minutes of airport. 19 units including 2 bedroom townhouse onsite. Separate Managers' accommodation with adjoining reception. Well maintained, interiors repainted 2016, and ongoing chattel upgrades. Currently under management but would offer a good income to working couple with part time help. Good lease. Genuine sale due to owners' other commitments. Don't miss out - Call Sally now 021 988 138 Owners are wanting out before Easter so have price accordingly and nearly all tangible value.



**Location:** Christchurch **Asking Price:** \$849,000

**Broker:** Sally Everitt / 03 595 0935 / sally@linkbusiness.co.nz

## The Westport Motor Hotel Liquorland ref: CS00065

27-bedroom motel, sports bar, Liquorland outlet, restaurant, function room, wholesale liquor business, currently being managed. With tourism on the rise, this is a great opportunity for a working couple to come in and take this to new levels. Long lease in place. Call now!



**Location:** Westport **Asking Price:** \$895,000

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



# Businesses for sale - South Island / Nationwide

## Iconic Wine Brand

ref: CS00052

Wine making and distribution company.  
On offer is:

- The name and reputation of the company
- Knowledge to be passed on from the owners
- Turnkey type proposition
- Training and assistance for a new owner
- Access to a cellar door, if required
- Website and online sales
- Introduction to retailers/wholesaler networks
- Wine stock
- Opportunity to continue with one of NZ's premier wine labels



**Location:** Central Otago **Asking Price:** \$200,000 plus Stock  
**Broker:** Phil Adcock / 03 928 2011 / phila@linkbusiness.co.nz

## Dominos Company Stores Available

ref: 20078

Have you always wanted to own a Dominos store? We have several opportunities in and out of Auckland for those who do. If you have a good background in customer service, team management and an ambition to grow a great business for yourself this could be the brand that does it for you! Opportunities are in Ponsonby, St Heliers, Massey, Newmarket, Pt Chev, Timaru, Whanganui, & Johnsonville.



**Location:** Nationwide **Asking Price:** \$580,000 to \$720,000  
**Broker:** Laurel McCulloch / 021 786 813 / laurelm@linkbusiness.co.nz

## Sparkling Leasehold Motel in Central Otago

ref: CS00059

Long lease in place, this excellent opportunity with ten easily managed units comprising 6 studios and 4-2 bedroom units. Each of the units are very well appointed with excellent kitchen facilities. Very spacious 4-bedroom owner's accommodation including a double garage. Ideal location close to all the restaurants, cafes, shopping and the Rail Trail. Excellent boating and fishing rivers in close proximity.



**Location:** Central Otago **Asking Price:** \$465,000  
**Broker:** Murray Schofield / 03 595 2753 / murrays@linkbusiness.co.nz

## Childcare Centre - FHGC

ref: BPW00162

Licensed for more than 30, this well-organised centre provides a beautiful early learning environment with plenty of space. Well-equipped and with a stable teaching team, the occupancy level is excellent; there is also an opportunity to increase the licence numbers and opening hours. The centre property is also for sale by the landlord at the recent registered valuation of \$695,000 plus gst (if any).



**Location:** Lower South Island **Asking Price:** \$475,000  
**Broker:** Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

## Global Sub Sandwich

ref: 16321



Never owned a business before or maybe you're a corporate looking to gain control over your life again? Join the world leader in this franchise industry sector. There are now over 44,000 stores in over 105 countries. A true global phenomenon. Now well established in

New Zealand as a household name with over 220 stores there are opportunities across the country to join this winning formula. The business comes with a two week comprehensive training programme then ongoing support. To top it off there is an ongoing national marketing campaign across many sectors.

Some of the attributes you will need to own franchise are:

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

**Location:** Nationwide  
**Asking Price:** From \$195,000 to \$635,000  
**Broker:** Nick Stevens / 021 641 978 / nicks@linkbusiness.co.nz

## Automotive in Whangarei ref: NL00033

This is a great opportunity to take over a successfully run business for over 17 years. The business has a niche in a vertical market with barely any competition in the wider Whangarei region.

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

**SOLD**

## Superb Café Bar Restaurant ref: EL00291

This is a highly desirable business. Located in a top suburb, the owner has done a fabulous job in building the business over the last few years. The business enjoys excellent reviews and heaps of repeat and regular customers from locals and visitors to the area. The fit-out is of an extremely high standard.

**Location:** Auckland City  
**Broker:** Nick Giles / 021 676 832  
nickg@linkbusiness.co.nz

**SOLD**

## Manufacturer - Best in Class ref: EL00418

Outstanding design, manufacture and installation kitchen business. Solid performer for the last 28 years. Mainly B2B with quality group home builders. Stable, highly competent staff, including an outstanding workshop manager. Strong demand as the sector is booming.

**Location:** Auckland  
**Broker:** Martin Plom / 021 051 5507  
martinp@linkbusiness.co.nz

**SOLD**

## In-Home Childcare - Bay of Plenty ref: BPW00070

This in-home childcare service has seen steady growth in both revenue and profit since inception.

Licensed for over 75 children, they enjoy a good reputation and have an excellent ERO report.

This is a well-run business with excellent systems in place and provides an excellent opportunity for a new owner to further grow the service.

**Location:** Bay of Plenty  
**Broker:** Roger Brockelsby / 027 919 544  
rogerab@linkbusiness.co.nz

**SOLD**

## Bar & Eatery in Thriving Town ref: BPW00137

This iconic Waikato Bar is well known in its local town as the premier place to eat & relax. Operating for over 15 yrs this is the first time to market & this is a fantastic opportunity to take over a well run & established business.

Revenues are averaging \$1.5M over the last two financial years and the returns to one working owner are impressive.

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

**SOLD**

## Backpackers Beach Location ref: BPW00238

Located in one of NZ's favourite beach destinations, this hostel is very high profile and the place to be. Summer months are very busy but the winter also has a great flow of guests due to the location.

- Great brand-new lease with negotiable terms
- Resource consent for 50 beds
- Returning \$155,000 to one owner

**Location:** Bay of Plenty  
**Broker:** Alanah Eagle / 021 606 345  
alanahe@linkbusiness.co.nz

**SOLD**

## Hospitality-Return on Investment approx. 31% ref: BPW00234

Live in the Bay and live the life!  
This business is the closest thing to gold dust.

- Strong sales - Increasing turnover
- Key staff in place
- Simple fresh offering
- Commercial grade fit-out
- Brilliant lease
- High profile location

**Location:** Bay of Plenty  
**Broker:** Theresa Eagle / 021 289 0949  
theresae@linkbusiness.co.nz

**SOLD**

## Outstanding Beauty Clinic For Sale ref: BPW00214

One of the very best in Bay of Plenty!!  
Large, immaculate, professional, and profitable.

If you would like one of the very best "Beauty Therapy Clinics" with regards to reputation, location, fit-out, staff, and would like to earn yourself over \$100,000 for part-time work as a therapist/manager; then enquire on this business.

**Location:** Bay of Plenty  
**Broker:** Lisa Lloyd / 027 685 4556  
lisal@linkbusiness.co.nz

**SOLD**

## Tauranga Import Wholesale ref: BPW00159

Very rarely do you find a business that ticks all the boxes. This business would ideally suit a couple wanting the perfect lifestyle – earn \$275,000p.a and live and work in an enviable lifestyle location.

Well Established, the business has been successfully operating for 7 yrs. Sales and Profits show strong growth – with excellent further growth opportunities.

**Location:** Bay of Plenty  
**Broker:** Grant Jacobson / 0274 540 434  
grantj@linkbusiness.co.nz

**SOLD**

## Award-Winning Café/Restaurant ref: WL00042

Beautiful and modern café/restaurant in an upmarket suburb. Indoor seating for around 120 plus a large sunny courtyard. It has had successful operation by current owner for over 6 years. Fabulous reputation for quality food and coffee, solid Revenue each year with Excellent profitability evident.

Quality business don't come up that often and this one is not over price. Call me now.

**Location:** Wellington  
**Broker:** Benny Wang / 021 158 5110  
bennyw@linkbusiness.co.nz

**SOLD**

## Fully Managed Storage Facility ref: WL00034

Ideal managed investment. Land Buildings and Business Independent Contracted Manager in place.

Net Income 2016 \$307,284 2015 \$262,942

Established business since 2003

Minimal input required here for Investor

Palmerston North Rating Valuation 1/9/15 Land & Improvements \$2,210,000

**Location:** Palmerston North  
**Broker:** Richard Lunn / 022 428 6470  
rlunn@linkbusiness.co.nz

**SOLD**

## Café/Lunchbar ref: WL00028

In the Wellington CBD location, surrounded by offices. Run by the owner of 23 years and one staff member. It is easy to operate and serves cabinet food and coffee. Trades 5 days a week from 6.30am to 2.30pm and is closed on public holidays and for two weeks over the Christmas/New Year period. Rent and outgoing on \$1,020 per month.

**Location:** Wellington City  
**Broker:** Benny Wang / 021 158 5110  
bennyw@linkbusiness.co.nz

**SOLD**

## How Much? ref: CS00024

Location! Location! Location! What a great motel, handy to restaurants, bars and beaches. Twelve easily run motel units and studios, swimming pool and off street parking. Great lease. All the hard work has been done through the hard years and is now showing great profits with loads of forward bookings.

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

**SOLD**

## Café Bargain ref: CS00018

Well-established in a fast-growing area by the seaside, with great potential. Good lease in place with low rent. Profitable and has a great reputation. After 6 years of nurturing and growing this business the current owner is stepping back and is very keen to sell.

**Location:** Christchurch  
**Broker:** Phil Adcock / 03 928 2011  
phila@linkbusiness.co.nz

**SOLD**

## Food Manufacturing ref: CS00003

Successful and well-established. Supplying supermarket groups, smaller chain stores, distributors, wholesalers. Some export markets established. Diverse product range. Trademarks, branded products. Scalable. Plant and equipment up to date. Flexible production line facility to meet short lead times & variable product lines. Enquire today.

**Location:** Christchurch  
**Broker:** Chris Bryant / 03 928 1945  
chrisb@linkbusiness.co.nz

**SOLD**

# Businesses for sale - SOLD

## Engineering Icon

ref: 19762

This family business has been serving the engineering requirements of Northland for 50 years. This company provides a diverse range of product and services for the Farming, residential and commercial sectors not just in the north but Auckland too.

**Location:** Northland  
**Broker:** Dave Beaumont  
daveb@linkbusiness.co.nz



## Kerikeri Park Motel FHGC

ref: 19326

An opportunity to purchase land, buildings, and business as a freehold going concern. Kerikeri Park Motel is one of the newest accommodation properties in Kerikeri, Northland.

**Location:** Kerikeri, Northland  
**Broker:** Michael Osborne / 027 242 6881  
Jenny Blain / 021 455 421  
michaelo@linkbusiness.co.nz  
jennyb@linkbusiness.co.nz



## Hair Salon under Management

ref: NS00116

This hair salon was established by the current owner about 14 years ago. Providing a cutting service for men, women and children with no shampooing or colouring services. It is a simple and easy business to run by a current loyal & experienced staff team. The owner does not live in Auckland. It has about 37 m<sup>2</sup> and four chairs. Last year's accounts show the annual turnover is about \$390,000, net surplus is about \$85,000.

**Location:** Whangaparaoa  
**Broker:** Yong Wu & Bryan Sui  
021 678 980/ 021 283 6666  
broker@linkbusiness.co.nz



## Natural Health Food Store

ref: EL00200

Part time owner shows a 38% return on investment. A truly all-encompassing health and beauty destination. Services include bespoke facials, naturopathy, massage therapy, herbal medicine, integrative medicine, holistic nutrition, clinical psychology and mindfulness. All their practitioners specialise in a wide variety of modalities to help people achieve their health goals.

**Location:** Auckland City  
**Broker:** Robin Harris / 021 968 779  
robinh@linkbusiness.co.nz



## Cafe with \$200,000 Annual Surplus

ref: NS00150

This long established cafe in a small town in the southern Auckland about 50 kilometers. This cafe has indoor & outdoor seating up for 80 people. It has one studio accommodation at the rear, it has separate entrances to the studio. Current owner is not live in the shop, total rent is about \$1,153.80 plus GST a week. Year end 2016 account shows the EPIDT was about \$200,000;

**Location:** Pokeno  
**Broker:** Yong Wu & Bryan Sui  
021 678 980/ 021 283 6666  
yongw@linkbusiness.co.nz / bryans@linkbusiness.co.nz



## Healthy Style Cafe for Sale

ref: NS00204

This will be one of the healthiest café's in North Shore that sells fresh juice, smoothies, high quality and healthy cabinet food. It is set next to a new business area, surround by service station, childcare centre, and pharmacy and there is an apartment building behind this shopping block. Vendor advice weekly sales around \$11,000, open 7 days from 7am to 3pm.

**Location:** Albany  
**Broker:** Craig Zhu & Bryan Sui  
021 800 280 / 021 283 6666  
craigz@linkbusiness.co.nz / bryans@linkbusiness.co.nz



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## Businesses

# Wanted Now!

Due to unprecedented demand from qualified buyers we urgently require businesses to sell in these categories:

### Wholesale/Distribution - Rural

Buyer wanting to add to another business

**Buyers Budget:** \$500,000 - \$1m

**Rudy Kokx** 021 421 346

**LINK Northland**

### Hotel/Motel/Management Rights

Accommodation with Food and Beverage –  
Auckland area

**Buyers Budget:** Up to \$5m – Profits \$1m plus

Management Rights - all areas

**Buyers Budget:** Up to \$2m

**Michael Osborne** 027 242 6881

**LINK Northland**

### Retail General

Bars with Pokie Machines

**Buyers Budget:** Up to \$500,000

Small Manufacturing Operations:

**Buyers Budget:** Up to \$250,000

Service Stations

**Buyers Budget:** Up to \$500,000

Qualified buyers looking for above

**Dave Beaumont** 021 756 146

**LINK Northland**



wanted

### Aviation Business Wanted

Looking for an Aviation Business in any price range.

**Buyers Budget:** No Budget

**Pra Jain** 027 279 4652

**LINK North Shore**

### Health Food or Naturopath

Having just sold a top shop I have several unsatisfied and disappointed purchasers. If you would like a change or a rest please give me a call. It may be the opportunity you are looking for.

**Buyers Budget:** \$250,000

**Robin Harris** 021 968 779

**LINK North Shore**

### Café/Sushi Shop

Requires \$200,000 Net Profit per year, owner managed or full time manager operated.

**Buyers Budget:** \$800,000

**Bryan Sui** 021 283 6666

**LINK North Shore**

### Motel/Hotel

Requires business plus freehold

**Buyers Budget:** \$3 million

**Craig Zhu** 021 800 280

**LINK North Shore**

### Motel/Hotel

Requires business plus freehold

**Buyers Budget:** \$3 million

**Bryan Sui** 021 283 6666

**LINK North Shore**

### Door Manufacturing Business Wanted

Large buyer seeking a door manufacturing business to add to their strong New Zealand presence. The business would be medium to large with some form of national production capability. The Buyer has well organised distribution channels. For a confidential discussion please phone Basil to explore this possibility.

**Buyers Budget:** Up to 10 million

**Basil Badenhorst** 0224 548 348

**LINK Auckland**

### STORAGE FACILITY

Recently sold managed storage business and I have qualified buyers who have missed out. Will look anywhere in North Island. Preferably managed but not essential can include land & buildings.

**Buyers Budget:** \$1m plus

**Richard Lunn** 022 428 6470

**LINK North Island**

### Childcare – Centres or Home-Based

**Buyers Budget:** \$200,000 - \$2.5 million

**Roger Brockelsby** 027 919 5478

**NZ Wide**

### Food and Beverage Distribution

Do you own a food distribution business in either Wellington, Kapiti, Wairarapa or Hawkes Bay and looking to sell

**Buyers Budget:** \$250,000 - \$2.5 million

**Gary Kaye** 021 222 1707

**LINK Wellington**

### Profitable Waikato Cafés & Retail Shops

**Buyers Budget:** \$250,000 to \$600,000

**Alanah Eagle** 021 606 345

**LINK B.O.P & Waikato**

Any Buyer looking for a minimum involvement in the business

**Buyers Budget:** \$2m

**Amanda Leigh** 021 217 1911

**LINK B.O.P & Waikato**

### Profitable Hospitality Businesses

**Buyers Budget:** \$300,000 to \$1,000,000

**Theresa Eagle** 021 289 0949

**LINK B.O.P & Waikato**

### Automotive Service Centre

**Buyers Budget:** \$400,000 to \$500,000

**Grant Jacobson** 027 845 40432

**LINK B.O.P & Waikato**

### Accommodation

**Buyers Budget:** \$2 - \$3m

**Howard Brown** 027 434 6900

**LINK B.O.P & Waikato**



wanted

### Freehold Going Concern Motels

Buyers looking for Freehold Going Concern Motels in the southern areas of the South Island, location flexible.

**Buyers Budget:** Up to \$2m

**Murray Schofield** 03 595 2753

**LINK Christchurch & South Island**

### High Performing Cafe

Qualified buyer looking to invest in a superior café / lunchbar

**Buyers Budget:** \$300,000 to \$700,000

**Brian Pankhurst** 03 928 1949

**LINK Christchurch & South Island**

### Motels / Hotels

South Island locations. Businesses or businesses with freehold.

**Buyers Budget:** \$300,000 up to \$1,000,000

**Sally Everitt** 03 595 0935

**LINK Christchurch & South Island**

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