

Businessbroker

The authority on buying and selling businesses

NO 4. ISSUE 1.

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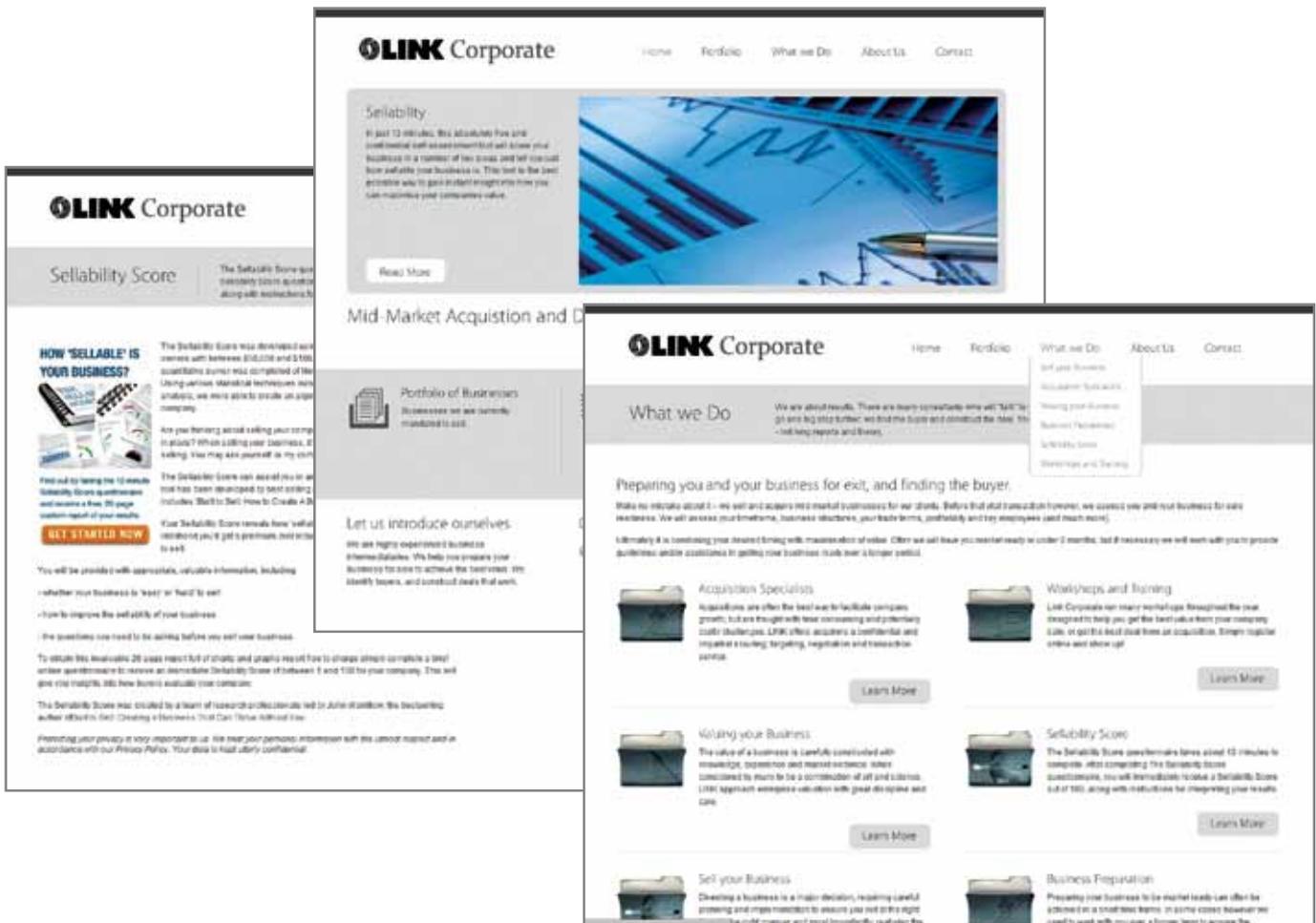
The authority on selling businesses

LINK Corporate

The Authority on Selling Businesses

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

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Aaron Toresen, Managing Director

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Welcome From the Director

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

If you would like to join LINK contact Aaron on 64 9 579 9226 or aaront@linkbusiness.co.nz

LINK has had an explosion of business sales, setting new records on a monthly basis. As a result we are in need of more profitable quality businesses to satisfy the insatiable demand – and even more brokers to help us cope. What is driving this investment in privately held Australian businesses? Immigration certainly makes up part of the equation, but buyer confidence combined with businesses finally posting good results has been the key driver. Last month alone, LINK sold over \$40 million of businesses. Our Sydney office led by its Managing Director, Mark Jason has enjoyed significant growth and Mark will soon be relocating to larger premises as a result. As Australia's largest Business Brokerage, LINK will again be a sponsor at this year's AIBB (Australian Institute of Business Brokers) conference, and continue to be a major influence in the industry in Australia. We are also thrilled to

welcome to the LINK network, two new offices in Queensland, namely Brisbane and the sunny Sunshine Coast, and one new office in Newcastle. You can read more about these new offices and their experienced owners across the page.

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

Sincerely,

Aaron Toresen
Managing Director

The Team

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Introducing the newest additions to LINK...



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LINK Brisbane Office was started originally as *Action Business Brokers* in 2009 by four experienced business brokers.

The goal was to make a difference to the quality and professionalism of service provided in the business broking industry.

Action Business Brokers established an excellent reputation in the local market for their ethical approach and getting results. In February 2013 they decided to join the LINK family to provide their clients with better reach and exposure, while still sharing the same principles and integrity.

The Directors recognised the investment made by LINK in superior systems, materials and infrastructure would provide the foundation for growth and better service. Everyone at LINK Brisbane is excited at the future of being part of the fastest growing business brokerage in the Southern Hemisphere.

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LINK Brisbane

The Sunshine Coast office is the latest addition to the LINK network, servicing a large area of Queensland, incorporating the beautiful Sunshine Coast region, along with the outer Brisbane suburb of Caboolture all the way to Cairns in the far north.

The Directors, Manuel Ribeiro and Wim Janssen have been involved in business sales on the Sunshine Coast for more than six years. Together they have a broad range of skills and experience across a diverse range of industries, which enables them to provide high quality business broking services that maximise the sale outcome for the seller.

Manuel and Wim chose to open a LINK office on the Sunshine Coast as they saw a need for an agency that had the level of service and professionalism that LINK offers. They are "proud to be part of a company and team that they truly believe delivers exceptional service to business owners and buyers alike to facilitate a successful outcome for all parties".

It's no wonder that LINK has become "The authority on selling businesses".

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LINK Sunshine Coast

Buying or Selling Businesses: What is the Right Price?

WHEN buying or selling a business usually the first thing on the vendor or the purchaser's mind is the price. That is, what is the value of the business and what should the price be?

The value of a business is made up of different components which can each be managed to maximise the value:

- *The objective components:* The structure, including staff arrangements; turnover; and occupation rights.
- *The subjective components:* What the vendor thinks it is worth and what the vendor wants to be paid for the business; and what the purchaser thinks it is worth and what the purchaser is willing to pay.

Often there is a considerable difference between what the vendor and the purchaser each think a business is worth:

- The vendor usually thinks it is a very profitable business and worth a lot more than what it actually is.
- The purchaser can see the potential of the business but does not necessarily think that it has the same value that the Vendor has determined.

The reality is that the value is usually somewhere in between.

Lawyers can assist you with assessing the value of the business from the objective components including the documentation, structure and occupation rights and in maximising the expected value by making sure that your documentation is all in place and in order. But ultimately the advisors who will be most helpful in assessing the financial value will be your business broker and your accountant. They will be able to assess the financials and should be in a position to advise on the range of value and for what price you should be selling or buying the business. They will look at the profits and loss, equipment, stock, written down values, occupation rights, salaries and monetary entitlements of any staff etc. Apart from the premises, agreements with the employees and economic conditions, geography and the market will also be addressed in placing a value on the business. Your accountant and business broker will work with you to determine what that means in \$\$\$\$. If the business has premises used for the business then your lawyer will look at the occupation rights from a legal perspective, not just how much money is to be paid each month and how long you have the right to use those premises, but also whether there are any restrictions on use

that will affect the business, and other obligations as to the premises including repairs, maintenance and make good obligations. If the business has employees your lawyer will look at the contracts with each employee to determine your obligations going forward and whether any changes are required to protect you and to tie in the employee. Each of these objective components may be addressed by lawyers to minimise the obligations under leases, document employee contracts to remove risk, and in each case thereby increase the value of the business.

As in any business transaction, it is important that your business advisors work closely together, with your input, to come up with a figure that is right for you.

This article was written by
Carli D'Aprile - Associate at
Watkins Tapsell Solicitors
and Barristers.
Phone: 02 9521 6000



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A Confluence of Events to Drive Sunshine Coast Growth

OVER the past year, the Sunshine Coast has recently experienced a confluence of four positive events. Despite the headwinds emanating from Europe, any one of these events would normally be sufficient to trigger a spurt to economic growth - collectively, they could well usher in a period of dynamic activity for the local economy.

Historically, the Sunshine Coast has struggled with a brain-drain of our best students; most having to leave the region to pursue education and employment opportunities commensurate with their abilities; quite often to cities a long way from the comfort of the family home. The inability of the Sunshine Coast to attract and foster new industries can be traced to more than one cause. What is in no doubt however, is that past policies have failed to expand the workforce and create opportunity through economic diversity. This led the Coast to become economically stagnant as a result.

Recent events look set to change this economic decline. Firstly, the Sunshine Coast was in desperate need of change at local government level. It is most encouraging that residents appreciated this need for change and chose to elect a Mayor with a vision to attract business to the Coast - creating a path whereby the local economy and the environment can co-exist. The overwhelming vote for Mark Jamison is a vote for change, and businesses everywhere considering a move to the Coast can do so with added confidence. The door is now open to you.

Hot on the heels of the local elections came the State government election - and the second 'event' that bodes well for the Coast's future prosperity. The former Queensland Labor Party

was no friend of our region, considering many to be elite troublemakers who could be left to fend for themselves. Further alienating them from voters was the forced amalgamation of the three previous Councils, clearly going against the wishes of many in the electorate. The Sunshine Coast can expect much better engagement with the new State Premier, and we can look forward to the benefits of extra infrastructure spending coming into our local area (and the jobs that come hand-in-hand with this development). The delayed Sunshine Coast University Hospital is no longer just a pipe-dream, but a reality, with preliminary works already underway. This massive project will have a ripple effect on all parts of the economy. It will stimulate demand for housing well in advance of completion, and likely bring to our region a diverse range of health-related and biotechnology businesses.

Every prosperous region needs a modern and functional airport. For years, Maroochydore airport has serviced just Sydney and Melbourne. Potential holiday-makers from interstate - and from international tourist markets such as New Zealand and the US too have had to endure the inconvenience of arriving into Brisbane first. Operators of the Sunshine Coast airport have recently begun to realise the value in their asset and have fought hard to encourage more flight diversity. Two important business decisions have recently been taken. Last July, scheduled flights to and from New Zealand commenced (connecting further to US cities such as Los Angeles and San Francisco). Furthermore, the recent introduction of the airport's first fly-in, fly-out charter flights - to the mines of central Queensland - allows mining families to consider settling permanently on the

Sunshine Coast. Previously, the Sunshine Coast was not a viable location to raise the kids for those families reliant on such transportation. I believe the impact of these twin breakthroughs cannot be underestimated, and is bound to see an increase in tourist numbers from both New Zealand and the US, along with an increase in resident families with disposable income courtesy of the mining boom.

Finally, and in a development not unique to the Coast, interest rates have tumbled. Clearly, this will help all regions of the country. But in a region where the construction industry has suffered more than most, it is equally likely that the Sunshine Coast will now benefit more than most as a result of this monetary policy easing. Australia's Reserve Bank has consistently misread monetary policy since the onset of the global financial crisis - twice now having to back-track on interest rate increases that should never have been implemented in the first place - but appears to have finally got the message. Interest rates are set to stay low for a long period of time, and may yet ease a further 50 basis points by the year-end.

This unique alignment of 'events' provides plenty of scope for optimism about our economic future. Provided our newly elected leaders deliver as promised, the Sunshine Coast stands poised to deliver in a way never seen before.

Written by Warren Firth, the Managing Director and Investment Manager at Global Prime Partners (Australia). Visit www.globalprimepartners.com.au for more information or contact Warren directly on warren@globalprimepartners.com.



BRISBANE RENT MISREPRESENTED

Don Gilbert is a Specialist Retail Valuer ("SRV"), a 3D Economist and arbitrator. He provides independent impartial advice to landlords, prospective investors and tenants.

"Queen Street Mall rents; \$5,000 per square metre"! I read another about Melbourne rents running at \$9,000 per square metre – see below.

THERE are other outrageous claims about Sydney rents. A local agent claims Oxford Street Bulimba rents are \$1,000.00 per square metre. Ironically - or could it be coincidently? - the same agencies represent the Queen Street Mall.

What are the facts? What are the consequences of these representations?

Often the media picks up these allegations. It becomes embedded into people's thinking. And it damages ALL STAKEHOLDERS' INVESTMENT CAPITAL.

It results in a misallocation of capital. The agencies believe this pump-priming is good for business. It is not. When red ink day comes along, all stakeholders share the pain. Financiers (the banks), prospective investors and business owners buy and lease into "price bubbles". So do existing landlords. There is severe leasing stress on Queen Street Mall and vacancies in and around the area.

PHYSICAL DIFFERENCES OF PROPERTY AND RETAIL DYNAMICS.

Assuming two groups of identical shops on either side of High Street Mall: For purposes of example, assume two groups of six identical shops on High Street Mall (we all know that even one group of six identical shops are neigh impossible).

In most circumstances, ownership will differ. The one side may be one group-owned (and managed) by one person and the other might have three owners, i.e. different ownership strategy/philosophies. One group might have a good mix of complimentary shops with well-structured leases, reasonable rent and reasonable security of tenure, whilst the other groups (say multi-ownership; several managers) may have the opposite.

In many parts of world (and shopping centre sales bear this out), some sides of the street carry far more passing trade. In hot climates, people want to avoid hot sun. In cold climates, they want to walk in sun. Passing trade differs. Business opportunity differs.

In our example, assume complimentary tenancy mixes enjoy the high traffic side of the street. Their occupancy is stable. The custom and repeat custom is steady and moving in line with trend, i.e. wider economic trends.

On the other side of the street, even though two of the six shops have exemplary brands, their sales and trade will be dragged down due to vacancies and changes to tenancies.

In a High Street (vs the quasi mini-market afforded by a trade monopoly, created by a Shopping Centre trade area scenario), the High Street is exposed to the threat of loss of business due to too many competitors opening on a retail strip or even a category killer or exceptionally strong brand pegging back its sales.

Notwithstanding the fact that the six plus six shops in our example are physically identical in size, street frontage and depth, data from controlled research shows that rents vary, (Jebb Holland Dimassi ('JHD') Discount Department Store based centres 2000/01). On "average", women's and children's apparel paid \$577.00 per square metre for 131 square metre shops or \$75,587 per annum. Furniture shops paid \$367.00 per square metre shops of 141 square metres or \$51,747 per annum.

The "averaged" size difference is hardly relevant; either could have traded out of the other's shop size and both would fall within the "range".

Two further details are relevant in the Brisbane Rent Myth:

1 There are over 200 retail use categories, with differing costs of capital (to set up); different stock requirements; different margins; different operating expenses; etc. The JHD aggregated data shows that video stores surveyed were paying \$321.00 per square metre; food court operators were paying \$1,177.00 per square metre. There were also significant differences in each business category with rent rates in between.

Within each "average" of the aggregated data is a range - a wide range. Different centres and locations trade differently. This occurs within one centre!

Now apply the above inputs to our theoretical six plus six identical High Street shops, located in Queen Street Mall, or any other mall, eg. Melbourne, Sydney or any intensely managed shopping centre. The rents will all be different. Even for the same or similar sized shop.

2 The second relevant point is that trading traffic and turnover levels range (obviously) from precinct to precinct, location to location. As consumer tastes change, retail offers and competition change. A function of all of this is that sales and rent levels vary over time.

Articles by Mr Larry Schlesinger writing for Smart Company and Property Observer.

Google Mr Schlesinger's name. He is the author of several articles claiming Sydney prime rents are the fifth most expensive in the world (\$10,000 per square metre), Melbourne is ranked eighth at \$9,000. In Hong Kong they are \$46,000 and in New York \$31,400 per square metre.

He refers to reports prepared by CBRE, Colliers and Cushman & Wakefield (major property groups). Queen Street Malls rents are apparently \$5,000 per square metre. The Courier Mail has picked up that headline. Let us examine it further.

Actual evidence from my records bearing in mind the significant range of rents charged/paid when buying a lease for a retail shop as property surveyed by JHD in a certain category of shopping centre, i.e. \$51,800 to \$75,600 per annum for similar sized shops, and \$321.00 to \$1177.00 per square metre for shops ranging from 40 to 295 square metres, on average only, what is the possibility of peak Sydney and Melbourne High Street rents being \$9,000 to \$10,000? I believe this is a myth.

Over and above the different permitted uses clearly paying different rent levels in "controlled" lease conditions, High Street properties have the following characteristics that must be factored in:

- Differing frontage (exposure) depth ratios (positives and negatives);
- Many have two, even three frontages (into arcades), street corners, etc. - a clear bonus;
- Mezzanine floors and basements attached are often not quantified and measured into the statistics;
- Licensed areas used in association with the leased shop or premises (not measured);
- To a lesser and greater extent, good signage and branding opportunity including building naming rights not measured;
- Visual obstruction, pedestrian and traffic obstruction to name a few; and
- They are exposed to the vagaries of High Street competition.

Excluded from the above are leases, lease terms and security of tenure, plus rental incentives which should be disclosed to measure "effective rents". These all impact on leases.

In a recent matter involving a rental determination, it was represented to both a business owner and an appointed valuer that Queen Street Mall rents were \$3,660 to \$10,000 per square metre.

In effect, the highest rent was and is absolute prime. One year's rent free was not disclosed; it has traffic from two sides; frontage from two sides; naming rights, etc. and associated and excellent branding opportunity.

It was represented that an accessory business is paying \$600,000 per annum or \$5,000 per square metre for a recent five year lease. The representors failed to mention the basement of 250 square metres, 8.5 metres of prime frontage and another

21 metres of excellent Arcade frontage linked to the lease. The effective rent might be \$400,000 for the ground floor and \$200,000 for the basement if apportioned correctly.

The rent per linear metre of shop front ranged from \$23,800 for absolute prime, to \$62,500. The representors (who are also agency based valuers) submitted a rent of \$105,900 per linear metre for a shop with a 2.8 metre frontage on a secondary road (off the main mall with 25.0% of the traffic the main mall has), of which 1.0 metre is the doorway, leaving very little for merchandising!

Another recent lease was entered into on the mall for \$385,000 for a 107 square metre shop. That shop has an 8.0 metre prime mall street frontage and 21.0 metres into an arcade. The rent is almost 40.0% less than the \$5,000 per square metre represented as, "Oh well, the Queen Street Mall average".

CONCLUSION

Any person who seeks to represent or suggest that Queen Street Mall rents are a flat rate of \$5,000 per square metre is misrepresenting the truth as the hard evidence and fact bears out.

Anyone who believes this nonsense should strive to get the facts right. Anyone who enters into leases based on such representations may have a case against a representor or representors making these assertions.

In reality, Brisbane Queen Street Mall rents are not \$5,000 per square metre on "average"; many have additional basement and mezzanine floors attached which are not measured.

Anyone who purchases an investment property (or seeks finances or lends money) based on these representations and suffers loss, might have a case against such representors.

If the same new White Papers published by authorities representing that Melbourne and Sydney prime rents rank 5th and 8th in the world in Mr Schlesinger articles, are measured in the same way in Hong Kong and New York, and that Oxford Street, Bulimba is suggested and represented as being "about a \$1,000" dollars a square metre (sic), My evidence, which is over two years old, showed that rents with licensed areas ranged from \$400.00 to \$850.00 per square metre in Bulimba. And many are struggling; an overrepresentation of food.

Going back to the Queen Street Mall, the businesses there are struggling.

One client has just been offered a new lease. \$750,000 or \$2,021 per square metre apportioned over approximately 240 square metres for ground floor and 140 for mezzanine.

The bottom line is, even if apportioned at 50.0% for the mezzanine, the rental rate for a good Queen Street Mall frontage is not \$5,000 per square metre; it is less than half of that.

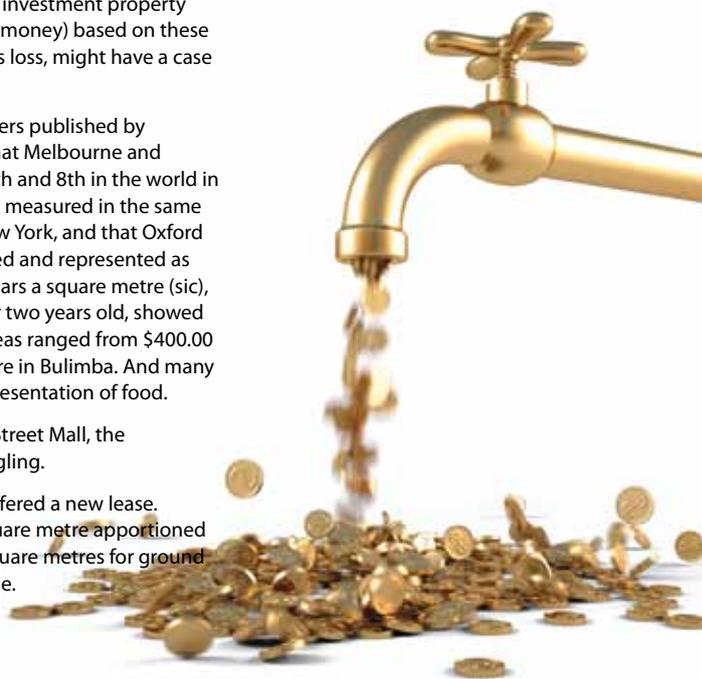
And the total rent would equate to the businesses total gross profit. On reading the White Paper Mr Schlesinger refers to, with Australian capital city prime rents averaging \$5,000 and \$10,000 per square metre respectively, common sense might question and query that if specialty shop sales in Australia's leading regional centres are, on "average" less than or between Sydney's and Melbourne's purported rent levels, and at a push, rent levels must be 12.0c to 15.0c in the \$1.00 of sales generated, then the overall Queen Street Mall sales must be \$33,300 to \$42,000 per square metre to justify opening the doors! For clarity, Australia's regional shopping centre rents are say 1/5th of those reported for Sydney and Melbourne's peak levels.

Consider the Hong Kong and New York sales and what they would have to be to cover the rent. Even on a 20.0% occupancy cost? On average.

As the Mythbusters say; "Myth Busted". Every business has a different capacity to pay for a lease. The business of estimating/evaluating/appraising/assessing an individual lease is not an elementary exercise.

This article was written by Don E Gilbert – edited and peer reviewed AUSTRALIAN LEASE & PROPERTY CONSULTANTS Pty Ltd; 3D Economics Pty Ltd © Copyright Donald Evan Gilbert 2013

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The Exit Planning Myth



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

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

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

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

You Need To Work Towards Making More Profit.

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

You Need To Pay Yourself the Correct Salary.

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

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

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

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

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

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

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

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

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

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

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

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

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

A simple example will highlight the concept.

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

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

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

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

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



Are You Getting Value for Your Money?

Do Your Due Diligence

SOME aspects of a business are more valuable than others. There are some aspects that you simply can't live without. For example, whilst an owner of a café can easily replace a coffee machine if it fails, it may not be as easy to replace the taste of their particular coffee blend, which their particular clients are fond of, if they have a fall out with their supplier. Similarly, to replace the barista whom the customers share a quick laugh with every morning when they grab their daily dose might also be problematic. As a result, buyers need to ensure that the key aspects of the business are sound when they are buying a business. They need to make sure they are getting value for money.

To do this, buyers need to undertake a thorough "due diligence" of key aspects of the business. Due diligence simply means an investigation. A bit of CSI; but for the business scene. The business sale contract will be made "subject to due diligence" for a specific period of time to allow the buyer to make their investigations and to pull out or re-negotiate if things are not what they expected. As it is impossible to check every single aspect of the business, it is important to check the key ones. Here is a list of some of the key aspects of a business to consider:

1. **Intellectual Property (IP)** A business's IP can be one of its most valuable assets. For this reason, a buyer must ensure that the IP is properly identified, that the seller is in fact the legal owner and that it can be transferred to the buyer without any hassles.
2. **Employees** Sometimes, a business's success may rest in the hands of some key workers of the business. If so, this is risky and buyers must take steps to ensure those workers are staying or at the very least, their knowledge is adequately passed on to the buyer.
3. **Premises/Lease** When the success of a business is reliant on its location, the lease becomes particularly important. The buyer needs to ensure that the business can be lawfully run from the premises and that the lease allows the buyer to do what it needs to from the premises for a satisfactory period.
4. **Licences and Permits** Businesses in some industries require specific licences and permits to operate. Otherwise, they can't operate legally. A buyer needs to check this out for themselves. When there is a

requirement, the buyer needs to establish whether the seller has all the licences and permits required to run the businesses, whether they are transferable or whether the buyer can successfully apply for such licences.

5. **Customers** If the revenue of the business is generated from some key customers, the agreements with those customers should be looked at carefully. A buyer must understand on what terms they are providing goods or services and determine how easy it is for the customer to end the relationship and therefore the revenue.
6. **Suppliers** Similarly, if the business is reliant on some key suppliers in order to do business, the arrangements with those suppliers are important.

At the end of the day, the buyer has to be comfortable that they are getting value for money. If they find that things are not as they expected, they will usually have the option of terminating the contract under the due diligence provision in their contract. However, if a buyer discovers something that affects the value of the business and this was not disclosed to them, they have every option to re-negotiate the sale price rather than to end the deal. A buyer should determine what impact their discovery has on the value of the business and seek a reasonable adjustment accordingly. This will normally be handled through the party's lawyers though it is a good idea to gauge the seller's business broker first to determine their views. They may also be able to assist with the process.

When it comes to due diligence, your lawyer and financial advisor are equipped to help you determine where to start and what questions to ask or documents to review. This is especially useful if you are buying a business for the first time or if you are new to an industry.

This article was written by Joe Kafrouni who is a small business law specialist and the principal of Kafrouni Lawyers. He is also on the executive committee of the Australian Institute of Business Brokers. He writes a regular blog on his website www.klaw.com.au on important issues and stories concerning the buying and selling of businesses and is contactable on (07) 3354 8888.

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The authority on selling businesses

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

HEAD OFFICE - LINK Business Franchising Ltd, PO Box 12 324, Penrose, Auckland 1642, New Zealand



= Number of directors/principals, brokers and administrators



Become a Business Broker with LINK

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

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sunshinecoast@linkbusiness.com.au
(07) 5452 9802

LINK Brisbane
brisbane@linkbusiness.com.au
(07) 3831 2300

LINK Gold Coast
goldcoast@linkbusiness.com.au
(07) 5572 2122

LINK New South Wales
sydney@linkbusiness.com.au
(02) 9899 1999

LINK Newcastle and Hunter
newcastle@linkbusiness.com.au
(02) 4946 6878

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

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

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

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

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

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

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

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

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

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

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

BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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



SOUTH AFRICA

linkbusiness.co.za

Gauteng, Free State, Kwazulu-Natal,
Eastern Cape, Western Cape
(27) 031 767 4513

AUSTRALIA

linkbusiness.com.au

South East Queensland

Gold Coast - 07 5572 2122

Sunshine Coast - 07 5452 9802

Brisbane - 07 3831 2300

New South Wales

Sydney - 02 9899 1999

Newcastle - 02 4946 6878

NEW ZEALAND

linkbusiness.co.nz

Auckland
Wairau Valley - 64 (09) 444 3039
Ellerslie - 64 (09) 579 9226

Waikato
Hamilton - 64 (07) 560 0223

Bay of Plenty
Tauranga - 64 (07) 579 4994

Wellington
City Centre - 64 (04) 472 7602

South Island
Christchurch - 64 (03) 366 3394

HEAD OFFICE

LINK Business Franchising Ltd
Level 1, 401 Great South Road,
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Classified

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

Civil Earthworks/Excavation

- Will sell for close to plant and equipment value
- Turnover for five months ended 30 Nov 12 was above \$5 million with an EBIT of \$498,681
- Solid contracts in place for current and future works
- Well established Gold Coast based company with long term experienced management in place



Asking price: \$1,950,000

Ref: 10796

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Motel and 6 Acres Freehold

Net Profit \$311,213 (2012)

- Highway position on the foothills of Toowoomba with thousands of cars passing daily
- Easily operated by husband and wife plus one casual
- Opportunity to increase the number of units from 18 to as many as you want



Asking price: \$1,900,000

Ref: 10790

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Making Money

Average Net three years \$1,017,298

- Manufacturing business supplying customers all over Australia
- Operating for 32 years with current owner five years
- Huge growth in the last five years with lots of potential
- Excellent team in place managing day to day operations



Asking price: \$1,450,000 plus SAV

Ref: 11150

Tim Craft / 0411 874 452 / timc@linkbusiness.com.au

Commercial Printing Under Management

- Established 25 years in SE Qld
- Excellent name in industry
- Great management and staff in place
- Simple systems and procedure
- Plant and Equipment valued at \$1.2 million
- Fantastic opportunity for astute investor!



Asking price: \$1,200,000 plus SAV

Ref: 10949

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Steel Fabrication

2012 Net Profit \$600,000

- Est 30 years, well renowned name in industry
- Specialised in structural steel and metal fabrications with plenty of repeat work through large clients
- Consistent sales history averaging \$7 million pa



Asking price: \$260,000 plus SAV

Ref: 11281

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Beauty Clinic - Specialised Services - Gold Coast North

Net Profit \$170k plus \$52k for Owners Wage

- Located in high growth area, well recognised name with no local competition, offers a unique range of services in high demand
- Clinic specialises in anti-aging and body contouring
- Price includes plant and machinery worth over \$200k



Asking price: \$279,000 plus SAV (\$10k approx)

Ref: 11483

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

"Best" Location - Gloria Jean's Brisbane

- Fully managed profit \$168k per year
- Very busy Gloria Jean's coffee franchise, located in prime Brisbane area
- New fit-out, nothing to spend
- Long term lease in place, all the boxes are ticked



Asking price: \$525,000 plus SAV

Ref: 11278

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Brisbane Restaurant

Current turnover approximately \$1 million

- Business comprises of restaurant, cooking school and corporate catering services
- Modern stylish fit-out, opens 5 days a week
- High standards of service, cuisine and excellent wine cellar
- Staff and systems in place, lease in place five plus five years on CPI



Asking price: \$450,000 plus SAV

Ref: 10980

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Businesses for sale - Queensland

Import/Distribution



Net Profit \$313,525

- Established since 1991, same owner
- Owner retiring would stay on for a period of time as a consultant
- Full finance available showing stability with good profits
- Three staff plus two owners, trades Monday to Friday, regular clients
- Suit business migration visa
- A new owner can take this business to new heights

Asking price: \$900,000 plus SAV

Ref: 10748

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Exclusive Clothing Label



- Easy to operate with simple systems and procedures in place
- Extensive product range specialising in lingerie apparel and beauty
- Very strong brand recognition, extremely well known in Australia and overseas
- IP and Trademark protected name in Australia and other countries
- Massive growth potential for new owner/operator by expanding current product range

Asking price: \$450,000 WIWO (\$300k included in price)

Ref: 11502

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Haulage Business \$2.9m Turnover

Owner/Operator Net Profit 2012 \$388,132

- Average three year net profit \$302,600
- Home based, no rent, no lease, completely relocatable
- Established for over 20 yrs. This owner 9 yrs. Can operate anywhere in SE Qld
- Min overheads, high turnover, easy to operate
- Strong, loyal contractors and customer database



Asking price: \$585,000 WIWO

Ref: 11199

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

\$23k in 7 Weeks - Work Only 2 Days Per Week!

- Be part of one of the new global industries unaffected by the GFC!
- Full training, equipment and ongoing support provided
- Complete finance package available by ANZ Business for approved clients
- Would suit people already involved in health, fitness and beauty related industries



Asking price: \$60,000 (includes all equipment and training)

Ref: 11524

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Fully Managed IT Services and Repairs

Profit \$171,977 EBITD "Fully Managed"

- "Apple" warranty and non warranty specialists
- Streamlined proved systems, Apple trained staff
- Located in huge growth area of "North Coast Queensland"
- "Apple" authorised service provider and government reseller
- You don't have to understand IT to operate this business



Asking price: \$398,000 plus SAV

Ref: 11506

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Buy A Job in Queensland

- Company offers \$1,500/week work guarantee
- Territories available in SE Qld
- No experience necessary, full training and support provided
- Custom business software provided
- Over 90% brand recognition
- Installation of antennas and associated services including satellite installs, home theatre installs, phone points, data and cabling



Asking price: \$59,000

Ref: 11152

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Import and Sales "Fully Managed"



Average three year EBITD \$251,716

- Average three year turnover \$1,594,678
- This business supplies workplace compliant products for work and leisure, ideal for the car, caravan and overseas travel
- Management, staff and systems in place
- Opportunity to increase product mix with huge customer database.

Asking price: \$495,000 plus SAV

Ref: 11210

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Manufacturing – Plastic Related



- A great opportunity to get into the plastic industry
- 27 years and located on the Gold Coast
- Full staff compliment and starting to really be busy again
- Huge client base throughout Australia and most work comes from word of mouth, so plenty of potential to grow

Asking price: \$938,000 plus SAV

Ref: 11453

Tim Craft / 0411 874 452 / timc@linkbusiness.com.au

Acquisition of Fencing and Irrigation

• Selling off non-core asset
 • Exclusive distribution
 • Manufacturing

- Includes patents and trademarks
- Products ranging is in place with major national customers
- Includes tooling purchased for patented products



Asking price: \$100,000 plus SAV (\$575k) (neg)

Ref: 11431

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Fencing and Landscape Service

Net Profit for 2013 \$300k (PEBIT)

- Established over 25 years
- Servicing commercial, industrial and residential markets in providing fencing, retaining walls etc
- Work predominantly from builders, landscapers and developers
- Long list of P&E valued at \$130k



Asking price: \$495,000 plus SAV

Ref: 11482

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Health and Safety

Three year average annual net \$151,195

- This unique business provides hands on health and safety services to a specialised group of businesses located throughout Queensland
- There are signed contracts in place for up to \$300k
- Established seven years and still growing
- Huge potential for an individual with strong management skills and drive to take to the next level



Asking price: \$500,000

Ref: 11461

Tim Craft / 0411 874 452 / timc@linkbusiness.com.au

This Place is Always Full

Annualised net profit \$247,260

- Here is a small unique restaurant that you shouldn't miss
- If you are a real foodie you need to be early or you will have to wait
- Small, unique but superb - always busy
- Opened in November 2010 and looking at turnover \$1,142,000
- Good five x five year lease



Asking price: \$550,000 plus SAV

Ref: 11468

Tim Craft / 0411 874 452 / timc@linkbusiness.com.au

Businesses for sale - Queensland

Smash Repair Workshop Gold Coast

2012 Net Profit \$169,000

- Consistent repair work through all major insurance companies
- Established 20 years and renowned as one of the best respected smash repairers on the northern end of the Gold Coast, no competition in area
- Strong sales 2012 turnover \$1.3 million, P&E valued at \$150k



Asking price: \$250,000 WIWO

Ref: 11300

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Mobile Seafood Sales

Net Profit \$89,542 owner/operator

- Distribution area is ALL of the Gold Coast with established customers
- No weekend work, work business hours, minimum overheads, home based
- Included in the price is a refrigerated vehicle, freezers etc
- Established same owner for seven years, still plenty of room for growth



Asking price: \$129,000 plus SAV

Ref: 11229

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Snap-On Tools Franchise

- Operating for over 21 years Snap-On Tools is one of the most successful and longest running Franchises
- Company will provide excellent training in America with additional ongoing support
- All Snap-On Tools areas are geographically defined and this is a highly sought after area with plenty of opportunity to expand



Asking price: \$185,000 plus SAV plus Franchise Fee

Ref: 11459

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Quality Coffee Lounge

Net Profit \$75k approximately, owner/operator

- Quality fit-out in new Woolworths centre with long lease
- No night trading, no chef required
- This would suit a family
- Good parking and regular customers



Asking price: \$125,000 plus SAV

Ref: 11440

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Iconic Gold Coast Restaurant

Net Profit \$278,479 (2012)

- Operating in Surfers Paradise since 1975
- Fully licensed and can cater for private functions, seating up to 320 guests
- Has three separately themed floors
- This is a must to inspect



Asking price: \$450,000 plus SAV

Ref: 11160

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Industrial Cafe - Burleigh

- Five days per week, 7am to 2pm
- Healthy turnover and net profit
- Easy to operate, all the hard work has been done, ready for new owner to walk in and make money from day one
- Excellent rental and lease terms in place



Asking price: \$85,000

Ref: 11434

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Coffee Culture At Its Best

- This espresso bar is all about creating excellent coffee
- Selling 40kgs plus per week of exclusive blend roasted beans, not available anywhere else on the Gold Coast
- Averaging \$14k weekly, open 7 days per week
- Serving light meals - no cooking!!



Asking price: \$295,000

Ref: 10942

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Business Opportunity With MBE

MBE Business Service Centres is the leading non-food retail franchise opportunity in the world.

What gives MBE the edge?

- Unique, MBE is not a single product franchise
- Low staffing requirements
- Attractive trading hours
- High calibre clientele



Asking price: \$65,000 plus stock

Ref: 11086

Peter Jackson / 0418 986 991 / peterj@linkbusiness.com.au

Successful 7 Eleven Franchise

An exceptional opportunity to own this well-established and well-managed 7 Eleven Store and be part of an internationally successful franchise.

The business is located on a busy main road with high passing traffic, only 2km from Brisbane CBD. Full support and excellent training from head office along with advertising and promotional assistance. Growing sales in excess of \$1 million pa.



Asking price: \$465,000 plus SAV

Frank Willett 0415 288 954 / Sunny Johal 0406 808 845

Ref: 11367

Retail Kitchenware/Homewares/Giftwares – Nets \$220k

Situated in a popular, heavy traffic suburban shopping centre, this highly profitable and easy to run kitchenware retailer is booming!

Specialising in the high quality brand name niche market, it features a diverse product range, and consistent sales with excellent margins and strong cash flow.

It comes with experienced, well trained staff, a comprehensive customer database, and a generous long-term lease with very reasonable rent.



Asking price: \$395,000 plus SAV

Len Hepburn / 0412 045 799 / lenh@linkbusiness.com.au

Ref: 11328

Refrigeration and Air Conditioning Business for Sale

After 11 successful years the owner of this refrigeration and air conditioning business is ready for a rest and retirement. This business has been built from the ground up, providing exceptional service to a variety of small and medium sized businesses.

The focus of the business is at the quality end of the market, using high quality products which gives this business an edge over competitors



Asking price: \$129,000

Vince Konig / 0430 33 22 08 / vincek@linkbusiness.com.au

Ref: 11510

Commercial Office Furniture Installation – \$1m Revenue

Specialist furniture, work station installer with quality high-end clients, going from strength to strength - revenue and profits doubling annually.

The client selects and sources the equipment, so forget about uncertain product sales and expensive holding costs.

Three project leaders and experienced staff in place, with comprehensive procedure manuals.



Asking price: \$130,000 WIWO

Len Hepburn / 0412 045 799 / lenh@linkbusiness.com.au

Ref: 11424

Upmarket Café

Fantastic 60 seat café in an up market area of Toowong. This café has quite simply the best location and huge potential. A favourite for all during the week and on Saturdays. The breakfast and lunch venue of choice for locals. Current owner has family commitments and needs to move on. Sales on the increase at over \$8,500 per week.



Asking price: \$115,000 plus SAV

Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

Ref: 11407

Tyre Sales and Automotive/Mechanical Repairs

Focussing on tyre sales but catering for all automotive and mechanical servicing, preventative maintenance and repairs this business is situated in a prime location in a thriving industrial zone, near major arterial road.

With solid income levels, it has a spacious workshop and an extensive P&E list, plus modern attractive showroom, and a long lease already in place with reasonable rent.



Asking price: \$140,000 plus SAV

Len Hepburn / 0412 045 799 / lenh@linkbusiness.com.au

Ref: 11412

Wholesale Product Supplier – \$1.3m Sales Netting \$200k

Niche specialist sourcing and supply of hardware and general supplies to the building, hospitality, health/medical and education sectors.

Long established, consistently high sales and profits, with a proud one-stop, value for money reputation. Simple, easy to learn operation, trading only Monday to Friday.

Quality financials, extensive product range plus spacious warehouse, with freehold available.

Health issues force retirement.

Asking price: \$290,000 plus SAV

Len Hepburn / 0412 045 799 / lenh@linkbusiness.com.au

Ref: 11425



Superb Six Day Cafe/Takeaway

Great choice for immigration application, this easy to run cash business is good buying.

Weekly sales between at \$11k and \$12k simple easy menu.

Cheap rent and long lease. Loyal staff willing to stay on. Trading six days, enjoying Sundays off!



Asking price: \$260,000 plus SAV

Frank Willett 0415 288 954 / Christina Li 0405 613 788

Ref: 11374

Businesses for sale - Brisbane, Queensland

Fruit Shop

Supremely presented shop in a very busy northside shopping centre.

Accountant's financials shows sales of \$2.2 million with profit of \$280k.

Summer sales increase by approx 30% than the stated P+L's. Trained staff, buying contacts in place.



Asking price: \$595,000 plus SAV

Ref: 11597

Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Graphic Design and Print Brokers

This company prides itself on delivering quality from start to finish, jobs done on time and on budget. With award winning designs, value for money, personal service and a graphic design studio that listens, this five day a week business has delivered outstanding profits to its owner.

Over \$350k adjusted profit to one working owner, 30 year trading history.



Asking price: \$699,000 WIWO

Ref: 11490

Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

Cosmetic Medicine Clinic - Doctors/Investors Snap It Up!

Beautifully presented cosmetic clinic specialising in non-surgical, medically-researched sun damage and anti ageing treatments with a 3,000 client database.

Four physicians, offering cosmetic procedures, including cosmetic injectables, IPL pigmentation, capillary treatments, skin rejuvenation, chemical peels and non surgical rhinoplasty.

The clinic has 3 fully-equipped treatment rooms and a spacious reception area. Sales are \$1 million plus and an adjoining area offers easy expansion options.



Asking price: \$445,000 plus SAV

Ref: 11559

Len Hepburn / 0412 045 799 / lenh@linkbusiness.com.au

Quality Award Winning Licensed Restaurant - \$1m T/O

High-traffic position in prestigious dining precinct, this restaurant caters for locals, business people and the tourist trade.

A modern décor with quality P&E and extensively equipped kitchen, it currently serves lunches and dinners, in two spacious dining areas, indoor and outdoor.



Reliable staff are already in place, with operational manuals, and it exceeds all migration criteria, with a freehold purchase available.

Asking price: \$450,000 plus SAV

Ref: 11321

Len Hepburn / 0412 045 799 / lenh@linkbusiness.com.au

Exceptional Transport Business SE QLD for Sale

Operated by the same family for 33 years this business has developed a reputation for service and delivery. They have effectively monopolised general freight transport and service. Approximately 260 regular customers in an area of SE Queensland, which is growing at a massive rate.

Fully staffed, with a depot for handling general freight. Freehold available.

Turnover for 11/12 exceeded \$2.5 million.



Asking price: \$600,000 plus vehicles

Ref: 11323

Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

Brisbane Education Based Franchise Opportunity

The complete business package includes: branding and signage, unique training material, national advertising, initial local start up campaign, an exclusive marketing territory, documentation and manuals, and a full fitted tuition centre.

Excellent earning potential while making a difference, low entry cost and the potential for great return on investment.



Asking price: \$149,000

Ref: 11610

Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

CBD Café - 30kgs Coffee

Look at me! I'm a five day Brisbane CBD café with no heavy cooking. I'm a hole in the wall and have a simple menu, selling 30kgs of coffee every week!



Asking price: \$180,000 plus SAV

Ref: 11418

Blair Luckman 0433 227 997 / Simon Kim 0425 121 788

Student Tours Travel Agency

This business has been operating since 1989 in the niche student travel market. With thousands of contacts in the database (Australia wide) and all infrastructure including wholesalers in place. This business is ideally suited to a new owner that likes travelling, people and is driven with strong customer skills. The retiring owner has been the beneficiary of this lifestyle and wants to see another like minded person enjoy the business just as much as he has.



Asking price: \$150,000 WIWO

Ref: 11504

Blair Luckman 0433 227 997 / Simon Kim 0425 121 788

Large Newsagency - Brisbane South West

Take advantage of a newsagent operator that's been in the game most of his life, has established and grown this business to make an excellent return and is now ready to sell for retirement. If you're familiar with this industry you will know immediately this business will always do well in this location. Sales approximately \$2.7 million per year with an excellent return to working owners.



Asking price: \$750,000 plus SAV

Ref: 11327

Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

Simple Five Day Cafe Brisbane CBD

I would love to tell you this is an easy five day operation but it's not. Its busy busy busy. Yet by 3pm these boys are gone and the money is in the pocket. This cash cow averages \$18k p/w.

This truly represents a major opportunity to get into a massively profitable business with nothing but upside. If you move quickly you will benefit from the 500 odd workmen in the area doing construction. After they finish there will be all the new occupants to take care of.



Asking price: \$460,000

Ref: 11581

Vince Konig 0430 33 2208 / Christina Li 0405 613 788

Small Supermarket - Brisbane Northside

This large 460m² store has been operating for more than 20 years. Located in a group of shops on a busy road, with plenty of passing traffic. Has had a very solid trading history with weekly sales between \$17k-\$18k, but the owner has grown tired. The shop needs an energetic owner to take it back to its glory days.



Asking price: \$149,000 plus SAV

Ref: 11346

Frank Willett 0415 288 954 / Sunny Johal 0406 808 845

Digital Printing Business and Freehold

Established business for 29 years – owner retiring. \$1.1 million in sales for 2011/12. Fully trained staff in place. Training provided by national franchise group. Substantial assets – modern digital printing equipment. Freehold available or attractive lease terms offered.



Asking price: \$350,000 plus SAV

Ref: 11593

Vince Konig 0430 332 208 / Seth Leverton 0406 109 150

Five Day – Café

This is a healthy choice takeaway café located in a busy Brisbane CBD location. With two car parks and easy entry to the kitchen, this is a great location for a catering site with retail front.

Sales \$11k pw, coffee 20kgs and no money to spend on presentation. This is good buying.



Asking price: \$210,000 plus SAV

Ref: 11580

Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Wendy's Ice-Creamery Franchise

Be your own boss with the support of a winning franchise system.

The shop has the current Wendy's image, strong sales and accountants financials. The owner is selling after seven profitable years.

If you're looking for a good opportunity, some would say a cash cow, then look at this winner!



Asking price: \$210,000 plus SAV

Ref: 11358

Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Brand New Bar/Restaurant Site

Your chance to be the first. Landlord developer is looking for an experienced bar/restaurant owner to take on the new lease of this 235m² site in the South Brisbane. Landlord to pay all fit out costs in establishing a new bar/restaurant on this new 75 unit apartment site.

Your chance to lease a bar/restaurant at a fraction of the cost.



Asking price: \$129,250 pa

Ref: 11477

Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

Funky Retro Café

Brisbane's funkiest retro Cafe

Fantastic 60 seat retro café in Coorparoo for sale. With its own unique design and feel, this popular hangout has become a favourite for all during the week and the breakfast and lunch venue of choice for locals. Appeals to all walks of life. Current sales \$9,500 p/w This place is growing every week. Act now!



Asking price: \$115,000 WIWO

Ref: 11414

Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

Businesses for sale - Sunshine Coast, Queensland

Metal Fabrication - Turnover Approx \$3.6m 2012

- Well established business
- Purpose built factory
- Excellent team of tradesmen and loyal staff
- Extensive client base in the building and mining industry
- Centrally located with easy access to all major roads



Asking price: \$625,000 plus Stock

Ref: 11460

Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Diesel Repairs, Maintenance and Fabrication

- Niche business
- Specialist customer base
- Sustained customer base
- Current owner since inception 2007
- Owner will stay in if required



Asking price: \$295,000 WIWO

Ref: 11533

Glenn Jonas / 0400 401 919 / glennj@linkbusiness.com.au

Sunshine Coast's most Unique Waterfront Restaurant

- Most popular destination for locals and tourists
- Under management with excellent staff in place
- Well equipped bar with full liquor licence
- Restaurant can cater up to 100 people plus outdoor area
- Private dining area with seating for 12



Asking price: \$265,000 plus Stock

Ref: 11507

Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Sweet Dreams are made with Coffee

- This chocolateria/cafe experiences a high level of return customers
- Great business for husband/wife or a lady operation
- Easy to operate and manage, 5½ day week
- Beautifully presented with excellent fit-out
- Very high profit margin - Rent only \$560 p/w



Asking price: \$129,000 plus Stock

Ref: 11557

Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Quality Butcher - Rare Business Opportunity

- Well established family butchery 15 min from Maroochydore
- On main street of a quaint country hinterland town
- Excellent display cabinets
- Turnover consistent and increasing
- Nett profit of one owner of more than \$120k pa
- Good lease terms. Low rent



Asking price: \$175,000 plus Stock

Ref: 11587

Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Success in Leading Retail Shopping Centre

- Prime position in leading shopping centre
- Retail confectionery, quality nuts and gift packs
- Turnover approx \$500k GP 59%
- Thousands of shoppers pass by each day, an ingredient for success
- Extensive training provided by Franchisor



Asking price: \$125,000 plus Stock

Ref: 11543

Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

Long Established Tile and Carpet Retail Store

- In busy Homemakers centre
- Turnover \$1.4 million 2012 tax year
- Not a Franchise – part of Homemakers buying group
- Loyal staff and excellent contractors
- Owners will provide full training



Asking price: \$175,000 plus Stock

Ref: 11552

Wim Janssen / 0451 074 099 / wimj@linkbusiness.com.au

SIGN-A-RAMA Franchise, Northern Sunshine Coast

- Established for 8 years with current owner
- Substantial base of loyal corporate clientele
- Business to business sales
- Well known international brand
- Reliable staff in place
- Mentor training and franchise support
- No experience - training here and in the USA provided



Asking price: \$250,000 plus Stock

Ref: 11600

Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Businesses for sale - New South Wales \$1 million plus

Sydney's Ultimate Nightclub - 24 Hour Liquor Licence



No better location in Sydney, this is on the number one party strip. One of Sydney's most successful nightclubs. Not offered for sale in over 17 years.

Three bars in the club for fast drink service with 24 hour liquor licence and 300+ licensed capacity .

World class design and decor.

Fully systemised business from experienced operator. Full commercial kitchen.

Great long term lease available.

Asking price: \$949,000

Ref: 11299

Clifford Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

4WD Equipment

Retailer and fitter of quality 4WD equipment, selling one of Australia's major brands of four wheel drive accessories. Includes an extensive workshop. Currently run by husband and wife, supported by seven highly skilled and dedicated staff. Well established and located in high exposure position. Has easily exceeded \$2 million in sales for the past five years.



Asking price: \$500,000 plus SAV

Ref: 11455

Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Oporto - Sydney CBD

- Turnover averaging over \$18,500 pw
- This store is currently run under management and is showing growth
- Prominent street front location in Sydney CBD
- 100% Australian owned, Oporto is a fast food franchise that specialises in fresh, grilled chicken and chicken burgers
- Everyone knows this brand, over 140 stores across Australia and New Zealand



Asking price: \$590,000

Ref: 11618

Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

Childcare Centre Freehold Premises and Home – Mid North Coast, NSW



Established and successful Long Day Care/Childcare Centre.

- Freehold Childcare Centre licensed for 49 children
- Four bedroom brick home with in-ground swimming pool
- The childcare centre comes fully equipped with great facilities
- A great team of qualified and experienced staff is already in place
- Five acres of land borders residential housing and offers future development potential

Asking price: \$1,000,000

Ref: 11448

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Registered Training Organisation

Licensing and training of industrial machinery

- Established 10 years
- Major government clients
- ASQA compliant

Provides professional training and assessment services in workplace safety. Specialising in High Risk Work (HRW) Licence Assessments for Work Cover NSW. Can be run as stand-alone profit centre or easily adopted as an add-on to an existing RTO service.

Asking price: \$330,000

Ref: 11493

Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au



Cafe/Deli Catering – Ballina, New South Wales

Net Profit \$197,000 plus (2011-12)

- Established three years, trades Monday to Friday 7am to 5pm, Saturday 7am to 1.30pm, closed Sundays and all public holidays
- Alfresco and inside dining
- Fully trained loyal staff in place
- Rent to turnover 9%, wages to turnover 10%



Asking price: \$395,000 plus SAV

Ref: 11433

Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Businesses for sale - New South Wales

Newsagency Freehold Plus Home - Hunter Valley



Profitable and established business since 1834 and still making lots of money. Located in a family friendly area in the beautiful Hunter Valley.

Freehold premises includes four bedroom brick home with two bathrooms, plenty of storage, and four car garage, complete with a swimming pool and home bar.

A great team of qualified and experienced staff is already in place.

Asking price: \$750,000 plus SAV

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Ref: 11537

Chicken Shop in Idyllic Port Stephens

Immaculately presented business specialises in freshly cooked chickens, burgers, chips and fresh salads.

'As new' fit-out, with equipment valued well in excess of \$200k. Three bedroom residence attached. Weekly turnover \$18k - to \$20k.

Off street parking galore. 14 year lease remaining.

This is a proven trader with not a cent to spend!



Asking price: \$375,000 plus SAV

Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Ref: 11452

Stylish Cafe Upper North Shore

This business is situated in a lucrative outdoor arcade. Turning over in excess of \$20k pw. Great lifestyle opportunity and even more room for higher profits.

Indoor and alfresco seating. Family atmosphere.

Virtually brand new and no competition.

High earning clientele.

Great landlord.



Asking price: \$459,000

Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Ref: 11451

Pack and Send Franchise - Sydney Region

- Leading franchise. Local and international network
- High growth market. Great location
- Highly profitable. Easy to operate
- No previous industry experience required, comprehensive training and ongoing support provided



Asking price: \$290,000 plus SAV

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Ref: 11473

New Zealand Natural Ice Cream Franchise

This business has been established 18 years and is still going strong a fantastic kiosk location with large anchor tenants surrounding this site. This store has been well maintained and in excellent condition.

The franchisor offers full training with excellent marketing and promotions. Current owner has been in store from the beginning and has decided to move on. Great opportunity for your first business.



Asking price: \$165,000

Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

Ref: 11472

Iconic East Sydney Cafe

First time offered in 30 years.

30kg coffee per week. Turning over \$15K per week.

Currently trading days only.

Double turnover with night trade.

Located near the Sydney CBD area famous for coffee and dining.



Asking price: \$199,000

Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Ref: 11443

SignARama Franchise - Western Sydney, NSW

Well-established business with a substantial base of loyal corporate clients. Operates five days a week and has reliable and qualified staff in place.

Leading franchise. Local and international network.

High growth market. Great location. Highly profitable. Easy to operate.

No previous industry experience required, comprehensive training and ongoing support provided.



Asking price: \$210,000

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Ref: 11449

Most recognised Coffee Franchise in Australia - Parramatta

One of the busiest entrances into the shopping centre. Great opportunity for marketing and sampling to potential customers. High traffic area!! Long lease to December 2018 and recently renovated meets GJC national standards. Great opportunity for your first venture into business established customer base. Extremely busy mornings and opportunity to increase average spend per customer.



Asking price: \$620,000
Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

Ref: 11501

Crust Gourmet Pizza Bar - ACT

Quality pizza. Quality business. Very profitable even under management. Lease term to 2018 rent less than 4% of turnover. Short trading hours and currently run under management.

Great training provided. All territories for the NSW/ACT market sold.

Australia's number one gourmet pizza brand.

Up to 50% unsecured finance available.

Other franchises available in Sydney metro.



Asking price: \$775,000
Matthew Page / 0418 115 204 / matthewp@linkbusiness.com.au

Ref: 11518

Industrial Cafe - Western Sydney

First to see will buy. Golden opportunity!

Arguably the best equipped industrial cafe for miles. It would cost over \$300k to build this shop.

Rent \$835 per week. Lease 2 + 5 + 5 years

Five days (6am - 3pm). 200m² site

This business has enormous appeal. Huge potential!



Asking price: \$99,000
Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Ref: 11286

Wholesale Warehouse Bakery - Sydney South West

Wholesale freshly delivered breads, pastries and cakes with specialty bakery products baked onsite. Loyal customer base.

Fantastic profit margins - great cash driven business.

Short hours - only six evenings per week.

Cheap rent and long lease.

Currently owner operated - full training provided.



Asking price: \$249,000
Clifford Forster / 0422 486 277 / cliffordf@linkbusiness.com.au

Ref: 11554

Hottest Bar & Night Club (Quick Sale) - Central Coast, NSW

- Established, newly refurbished and re-branded
- Great location on very busy party strip
- Late 5.30am liquor licence with 350 capacity
- Brilliant lighting and sound (not a cent to spend)
- Two bar areas, private function area, DJ and party area, and more over 2 levels
- Long Lease available with option to buy the building



Asking price: \$220,000
Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Ref: 11574

Popular General Store

This is a very popular general store located on the main road through town. Easy parking at the door caters for the passing trade and the loyal locals. A wide range of staple items are sold and there exists the opportunity to expand into prepared food and takeaway. Throw some tables and chairs out the front and add to the client base.



Asking price: \$150,000 plus Stock
Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Ref: 11571

Dry Cleaner in Hills District

Modern operation located in a busy suburban shopping street and across the road from the railway station. Front and rear access and off street parking for customers. Well maintained and fully fitted equipment gives ease of production for this two person operation. Excellent reputation for good quality and service ensures a strong and loyal customer base.



Asking price: \$360,000 plus Stock
Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Ref: 11566

Wholesale & Retail Business - Under Full Management

The business nets \$267,336 pa to owner operator. Price includes a wholesale/retail shop with 4 office rooms, 2 toilets and 1 kitchen on 1st floor. 1 office room, 1 storage room on ground floor. Stable and established systems are in place; sales consist of 70% retail and 30% wholesale.



Asking price: \$595,000 plus Stock
Adeel Momin / 0408 972 756/ adeelm@linkbusiness.com.au

Ref: 11471

Businesses for sale - New South Wales

Service Station & Tyre Centre

Located in the picturesque Port Stephens area, this service station and tyre centre is the only such operation in this part of the peninsula. Turnover exceeds \$40k a week with trading over seven days and the shop trade can be expanded beyond fish bait and tackle and auto accessories. Take advantage of this great life style choice.



Asking price: \$700,000 plus Stock

Ref: 11545

Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Online Retail / Distribution – Great Brand – Strong Growth – International Opportunities

- Young business with a big future. Three years of solid growth, and a lot of fun. Currently netting the owners \$120k pa. Lots of free editorial in newspapers/magazines. Amazingly loyal and supportive customer base.
- Many local and international expansion opportunities.
- Would suit either a new or experienced owner and can be run from anywhere.



Asking price: \$245,000 plus Stock (approx \$120k)

Ref: 11512

Graham Peters / 0414 232 248 / graham@linkbusiness.com.au

Bondi Seafood Takeaway

This business has been run by the same owner for the last 30 years on the door step of Australia's iconic beach.

A simple business to operate. No cleaning, no filleting, no handling of the fish! Business has huge potential with council providing upstairs DA.

Average turnover is \$20k per week with 30% net margin.



Asking price: \$550,000 plus SAV

Ref: 11505

Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Water Filtration Business - 2 Sydney Territories

This B2B provider offers two territories across Sydney with 270 contracts within them. This means a \$3k per week income from day one.

You are backed by a reputable Australian wide operator with training and sales support provided from the office based in Sydney.

Great lifestyle business as you can set your own hours, there are minimal overheads and you will earn a very healthy income.



Asking price: \$330,000 plus SAV

Ref: 11320

Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Chocolate Manufacturer

The owner of this business had no prior experience when she took over the reins of this 90 year old business 28 years ago. And today it is as successful as ever. With clients including the likes of supermarkets, chocolate retailers and department stores it truly is a testament to their reputation for quality and delicious chocolate. Already a very profitable business, the next 12 months are brim full of exciting new opportunities and an exciting new adventure awaits the new owner!



Asking price: \$635,000 plus SAV

Ref: 11592

Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Sydney's Finest Champagne Bar

Hugely popular concept overseas brought to Australia to capitalise on the fast growing Champagne market here in Australia.

No expense has been spared with this popular bar located in the heart of the eastern suburbs. A beautiful fit-out to match the quality food and beverage pairing.

Ideal for experienced operator to take the business to next level.



Asking price: \$249,000 plus SAV

Ref: 11564

Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Price Attack - Rouse Hill

Located in the huge growth area of north west Sydney this business is completely run under management with a brand new year six year lease.

Net Profit for the business under management is \$180k pa.

With the support of a 110 store franchise behind you, this is a successful proven business model to support whatever your lifestyle may be.



Asking price: \$495,000 plus SAV

Ref: 11514

Sean Wolrige / 0405 784 132 / seanw@linkbusiness.com.au

Gloria Jean's Coffees - Sydney CBD

Commands centre stage in this landmark building. Currently run under full management and returns owner \$230k pa. Marketing potential untapped to businesses above this retail store. Extended hours allowed, you can cash in on passing trade and the later trading.



Asking price: \$899,000

Ref: 11525

Mark Scott / 0447 219 799/ marks@linkbusiness.co.nz

Businesses for sale - Newcastle and Hunter Region

Hunter Valley Butchery

Excellent traditional butchery positioned in the main street of a wide-awake town crammed with restaurants, cafes, craft shops and an annual events calendar. The business is located in one of the fastest developing areas of NSW. The shop is large, fully equipped and presents very well, with dual street access. It is very popular with locals and it is the only butchery in town. The business is currently run at arm's length with a full-time butcher/manager in place. Sales for 2011/2012 show \$765k. A long term lease is also in place.



Asking price: \$245,000 plus SAV

Ref: 11274

Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Business2Business - Leading Franchise + Huge Profits

- Profitable and established business.
- Work from home or business location
- Exciting and dynamic industry - VIC & NSW
- Work with some of the most motivational, talented and entertaining people on the planet.
- Supported by a long established and successful franchise system.
- Join the most highly regarded team in the industry in Australia and the largest in South East Asia.



Asking price: \$250,000

Ref: 11308

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Mechanical Repairs & Tyre Centre

This is a very busy mechanical workshop with two bays and five hoists and includes tyre fitting. Centrally located in the Hunter Valley, the workshop provides easy access for the large and growing customer base. The business relocated two years ago due to overwhelming growth and has installed new systems which has shown a marked improvement in profitability.



Asking price: \$275,000 plus Stock

Ref: 11547

Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

A Great Painting Business - Central Coast and Newcastle

- Established 25 years with a flexible contract team in place to assist future growth.
- Commercial and residential customers spanning from Sydney, Central Coast and Newcastle
- Domestic, commercial and industrial work.
- Clients include home owners, investors, builders, strata managers and real-estate agencies.
- Great reputation resulting in referrals and repeat customers.



Asking price: \$220,000

Ref: 11577

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

Boat Shed & Cafe - "Seachange" Opportunity

Thriving boat shed and cafe business located at a coastal holiday and retirement centre on the mid north coast of NSW. Key features of the business include:

- Trade is fairly constant all year round with some obvious spikes around school holidays.
- Estimated sales on average \$19k pw
- Business in growth phase.
- Excellent Crown Land lease
- Nets \$250k pa for a working couple



Asking price: \$380,000 plus SAV

Ref: 11598

Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Manufacturer, Wholesaler/Retailer of Outdoor Products

Specialising in African, Bali huts and gazebos the key features of the business include:

- Established since 2006 with a great reputation in the industry. High profit items
- Nets well over \$200k pa for a working couple
- Lots of potential for growth/expansion
- No specific skills required, can easily be learned



No matter what the state of the economy, this is a business that will always be in demand!

Asking price: \$220,000 plus SAV

Ref: 11603

Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Sheds and Garages plus Freehold

A \$1 million plus operation on an 800m² property with a three bedroom house, which is currently rented out. Everyone in the country needs a shed and then they need a bigger one. This business is capitalising on the growth market in this coal mining area and seeing the big pay packets turned out for that most sought after accessory - the big shed.



Asking price: \$450,000 plus Stock

Ref: 11568

Philip Johns / 0415 974 033 / philipj@linkbusiness.com.au

Online Retail and Gift Supplies - Easy to Manage - NSW

- Retail and corporate clients
- Established and loyal customers
- Great website and terrific online and social media presence
- Great systems
- Ready for growth



Asking price: \$30,000

Ref: 11620

Ian Jones / 0402 111 500 / ianj@linkbusiness.com.au

QUEENSLAND LISTINGS

Sunshine Coast

ORGANIC CAFE Location, location, location! Currently run under management. Highly experienced and passionate staff in place. Newly established (8 mths) with already strong sales of over \$7,500 p.w. Great rent with long lease in place. Lots of parking. Great opportunity that will sell quickly. Asking \$110,000 plus stock. Contact Manuel Ribeiro 0429 626 835. Ref #11589

NOOSA FLORIST Long established florist in the heart of the Noosa Junction. Newly decorated and signed, the studio shop presents beautifully with a mezzanine floor. Air conditioned with walk in cool room and large back room. Multi award winner with excellent reputation. Excellent website with an active online shop. Great lifestyle business. Asking \$99,500 plus stock. Contact Wim Janssen on 0451 074 099. Ref: #11546

NOOSA DAY SPA Purpose built within prominent resort complex. Set amongst 5 acres of lush, landscaped gardens with water views. Extremely well fitted out with a real 'wow factor'. Five rooms, spa, dedicated manicure and pedicure room, make-up area, spacious reception, office plus kitchen/laundry. Selling below set-up cost. Asking \$69,000 plus stock. Contact Wim Janssen 0451 074 099. Ref: #11516

COUNTRY BUTCHERY Outstanding butcher in the heart of Palmwoods. Situated on the main road shopping strip. Well presented. A solid business operating more than 40 years! Great lease in place, along with long list of plant and equipment - all in excellent condition. Showing consistent high turnover and profit. Asking \$175,000 plus stock. Contact Wim Janssen 0451 074 099. Ref: #11587

HEALTH AND WELLNESS FRANCHISE Naturopathic Clinic and Herbal Dispensary, largest in Australia, established over 10 years with loyal customer base. Experienced staff in place. Brand new modern fit-out in Nov 2012 situated in busy shopping centre. Central warehouse to purchase stock. Great brand awareness and product lines with full training and support. Asking \$145,000 plus stock. Ph Manuel Ribeiro 0429 626 835. Ref: #11631.

AIRPORT PARKING Fully operational and well set-up, offering a service for commuters to and from the security parking storage to the fast developing airport just 1 minute away. Increasing turnover with low overheads and little competition. Easy to run with fully systemised booking system. Asking \$1,000,000 including business and freehold. Contact Wim Janssen 0451 074 099. Ref: #11575

ELECTRODRY SUNSHINE COAST The Sunshine Coast Electrodry Franchise has been operating for over 16 years and is located approximately one hour north of Brisbane, proven system operating for over 25 years. No previous experience is necessary, as all initial training will be provided. Asking \$275,000 w.i.w.o. Ref# 11613. Ph Wim Janssen 0451 074 099.

COMMERCIAL ELECTRICAL CONTRACTING (Home Based) Providing services to a large loyal group of commercial and industrial companies. Trading for 15 years plus with steady consistent growth, operates 5 days per week - no weekends or after hours. Would suit an owner that prefers minimal involvement or an electrical contractor looking to expand. Asking \$245,000 plus SAV. Ref#11561. Ph Chris Cooper 0403 865 959.

Brisbane

FOOD INGREDIENT MANUFACTURER Turnover \$2.8m. International and domestic supplier. Experiencing huge growth. Multiple product lines. HACCP and AQIS approved production facility. Approx \$200k plant and equipment included. This is a well-structured business is positioned to grow beyond current operation. Asking \$1,100,000 plus stock. Ref: #11223, Chris Cooper 0403 865 959.

DENTAL RELATED Has been operating since February 2002 and services the dental industry through its Qld based operation along with vehicles offering mobile repairs, service and sales throughout three Australian states. Runs under management and all staff are in place. Asking \$800,000 plus stock. Ref#11529, Guy Cooper 0431 227 644.

\$2.2 MILLION TURNOVER Long established and well presented fruit and vegetable shop with deli. Minimum weekly sales \$40k pw. Summer sales \$52-54k pw. Large walk in coldrooms and preparation area. Rear delivery access. Asking \$595,000 plus SAV. Ref# 11597. Ph Blair Luckman 0433 227 997.

BRAND NEW BAR/RESTAURANT SITE Your chance to be the first to take advantage of this great offer, landlord developer is looking for an experienced bar/restaurant owner to take on the new lease which is on offer on this 235m² site in the South Brisbane entertainment area. Landlord willing to pay all fit-out costs in establishing a new bar/restaurant on this new 75 unit apartment block site. Asking \$129,250 pa. Ref: #11477. Ph Frank Willett 0415 288 954.

Brisbane Southside

PRINTING FRANCHISE Your chance to acquire a profitable and well established office services / printing business. Globally recognised brand, this 5 day business makes the owner solid profits and is poised to capitalise on its current success and reputation for excellent service. Everything in

place and secure for a new owner and a captive and growing market on the door step. Asking \$260,000 plus SAV. Ref: #11347. Ph Frank Willett 0415 288 954.

VARIETY STORE This well presented store is located within a busy suburban shopping centre. Current owners have built relationships with suppliers over the last 3 years. This solid cash sales business is not one to be missed. Asking \$180,000 plus SAV. Ref: #11615. Ph Christina Li 0405 613 788.

6 DAY CAFÉ Located in a prime, high traffic stop within a local shopping centre. Weekly sales over \$10,000, 16kg coffee per week. Seating 60 people this long established café has a modern fit-out and ample equipment including a cold room and freezer room. Asking \$348,000 plus SAV. Ref: #11619. Ph Christina Li 0405 613 788

Brisbane Northside

SEAFOOD TAKEAWAY IN BUSY VILLAGE This well presented shop has been owned and operated by the current owner for over 25 years. "It's time to go" he says, and with it comes an opportunity for a new savvy owner taking all the advantages of this well established shop in situated in a busy and growing area. The rent is attractive with recently signed new long lease in place. This is the seafood takeaway opportunity you don't want to miss! Asking \$160,000 plus SAV. Ref: #11635. Ph Simon Kim 0425 121 788

HAIR SALON BRISBANE NORTHSIDE Located in a well established strip of a shops on the northside of Brisbane this hair and beauty salon is currently run under management. With six hair stations, two wash stations and a beauty room this is a well equipped and well presented business. Asking \$69,000 plus SAV. Ref: #11531. Ph Vince Konig 0430 332 208.

Central Queensland

TWIN CINEMAS AND COFFEE Net owner/operator \$124,340 pa. Two fully fitted cinemas and licensed coffee shop that seats 50 plus customers, air-condition comfort. Screening up-to-date block buster movies every week. Suitable for husband and wife. Asking \$250,000 plus stock (neg.) (Includes all plant and equipment). Ref: #11560. Ph Guy Cooper 0431 227 644.

South East Queensland

OWN YOUR OWN BREWERY! Gold Coast Micro Brewery for sale. Established six years in the heart of the Gold Coast. Operating under full management. Fantastic lifestyle business - open four and a half days per week! Asking \$200,000 plus stock. Ref: #11439. Ph Guy Cooper 0431 227 644.

CALL CENTRE ADVERTISING Sells advertising for pharmacy supplies and a children's book which is sent to hospitals. Elderly owners want to sell up and travel. Showing profit under management 2012 \$134,736. A working owner would really enhance this business. Asking \$425,000. Ref: #11522. Ph Peter Jackson 0418 986 991.

BUSINESS OPPORTUNITY WITH MBE MBE Business Service Centres is the leading non-food retail franchise opportunity in the world. The number one business services network in the world. Over 45 centres operating in Australia and New Zealand. Asking \$65,000 plus stock. Ref: #11086. Ph Peter Jackson 0418 986 991.

MINI EARTH MOVING Net profit of \$214,000 and all equipment unencumbered it has great potential to continue to grow. Two casual employees and 10 pieces of equipment. Equipment made up of 3 x skid gear, 3 x trucks and 4 excavators all in really good condition. Asking \$500,000. Ref: #11563. Ph Tim Craft 0411 874 452.

HIGHLY PROFITABLE COUNTRY RETREAT Your opportunity to purchase a historic country retreat hotel, located in the heart of the 'Scenic Rim' less than 1 hour from Brisbane. With the bonus of onsite accommodation, this hotel is booked well in advance. If you are looking for a more relaxed country lifestyle, then this is it! Asking \$895,000 plus SAV. Ref: #11392. Ph Frank Willett 0415 288 954

DIGITAL PRINTING Net Profit 2012 \$71,134. Well established and offers a range of printed products for retail display, point of sale, outdoor advertising, banner printing, poster and digital printing. Excellent equipment. Asking \$299,000 plus stock. Ref: #11617. Ph Peter Jackson 0418 986 991.

Gold Coast

QUALITY and LIFESTYLE Fully renovated 2 bedroom unit overlooking fabulous Coolangatta and the ocean. Guaranteed body corporate salary \$21,551, and an annual income of \$41,149. There is no pool to look after just a small garden area and 11 apartments to manage. Asking \$440,000. Ref: #11196, Guy Cooper 0431 227 644.

NEW SOUTH WALES LISTING

Sydney

ONLINE, IMPORT AND DISTRIBUTION (NSW) Established as an Australian owned brand utilising high quality manufactured components from overseas. Engineered uniquely for Australian conditions and consumer requirements. As part of the sale of this business, all IP and branding will transfer to a new owner. Asking \$30,000. Ref: #11586 Ph Stuart McLachlan 0404 687 706.

EAGLE BOYS FRANCHISE - SYDNEY EAST A quality pizza franchise business at a fair price. Situated on a super busy main road with heaps of foot and car traffic. A steady growth in profits over the past 3 years. Asking \$187,500. Ref: #11621 Ph Clifford Forster 0422 486 277.

BUSY CAFE 60 KG COFFEE IN CBD CENTRE Vietnamese inspired breads and cakes. CBD operation as part of small franchise group of 10 stores. Very profitable 55 to 60 kg coffee per week. Specialty bakery products from the franchisor baked on the premises. Asking \$725,000. Ref: #11541 Matthew Page Ph 0418 115 204.

CAFE, EATERY - HILLS DISTRICT Mediterranean cuisine serving lunch specials and for dinners; steak dishes, selected seafood and variety of wood-fired pizzas by request - no deliveries. Health reason preventing owner of making easily \$18k pw. Asking \$295,000. Ref: #11624. Ph Ray Jason 0404 477 750.

DARLING INNER WEST CAFE - FULL FINANCIALS 5.5 day business. Rent only \$600 pw. The rent is only 7% of sales. That is incredibly low by market comparison. Little risk. A minimum 5.5 years remaining on the lease. Option for a further 3 or 5 years. Little surrounding competition, with strong residential and commercial customer base. This business has a great return on investment. Asking \$195,000 plus stock. Ref: #11608. Ph Sean Wolrige 0405 784 132.

GLORIA JEANS COFFEES HAWKESBURY / HILLS AREA Premier position in the main street of shopping precinct. Rent at 12.5% of turnover. Weekends are packed with tourists and a market day every Sunday! Asking \$395,000. Ref: #11583. Ph Mark Scott 0447 219 799.

BUSY AND PROFITABLE CAR WASH - SOUTH WEST SYDNEY Turnover \$8,000 per week. Nets owner operator \$3,166 per week. Established since 9 years. Regular client base, with huge potential to grow. Cafe included. Asking \$245,000. Ref: #11549. Ph Adeel Momin 0408 972 756.

Inner West

BAKERY This bakery is on a prominent street. It is a profitable business with potential to increase coffee sales. Possible residence downstairs. Training provided. Asking \$249,000. Ref: #11573. Ph Marco Gentili 0404 805 222.

South Coast

MOTEL 19 UNITS, FREEHOLD WITH RESIDENCE Situated in coastal town centre near shopping. Close to golf course and beaches, boating and great fishing. Licensed restaurant. 7,256m² of land with plenty of room for further development. Asking \$650,000. Ref: #11485. Ph Ray Jason 0404 477 750.

Sutherland Shire

PERSONAL TRAINING GYMNASIUM Beautifully renovated gym perfect for personal trainer looking to go it alone. It is fully equipped with quality equipment. Asking \$49,000. Ref: #11604 Ph Clifford Forster 0422 486 277.

Hunter, Central and North Coasts

DRYCLEANERS This is a two shop operation located near to Newcastle and under the same ownership for over ten years. A very efficient business with well maintained and modern equipment, this is an easy two person operation and suited to a husband and wife team. Asking \$245,000. Ref: #11570. Ph Philip Johns 0415 974 033.

SUB FRANCHISE CENTRAL COAST Turnover averaging almost \$11,000 per week plus. Bank finance is often available to approved purchasers, up to 60% - 70% secured against the business itself. Branding does work in business, it's what consumers pay attention to; everyone knows this brand. Asking \$295,000. Ref: #11572. Ph Matthew Page 0418 115 204.

HAIR SALON Located on the main road through town and in a new complex of businesses with plenty of parking at the door, it has good access for the passing traffic and clientele. Convenience plus. Low rent and a good clientele ensure a steady income stream back to the owner. This business is priced to sell quickly. Asking \$95,000. Ref: #11569. Ph Phillip Johns 0415 974 033.

STRONG ONLINE AND WHOLESALE SALES - POWERFUL BRAND Nets owner/operator \$120,000 pa. Young business, growing rapidly. Inhouse design / brand control. Very loyal customer base. Asking \$245,000. Ref: #11454. Ph Graham Peters 0414 232 248.

COUNTRY CAFE Great little take away business on the main road through town. Traditional old style booth seating plus other indoor and outdoor seating. Two bedroom apartment attached and a new lease is available. Everything is here for you to just walk in and start. Asking \$90,000. Ref: #11567. Ph Phillip Johns 0415 974 033.

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