

Businessbroker

The authority on buying and selling businesses

AUSTRALIAN EDITION, MAY 2017

Baby Boomers

Exit, Staged Right!

**Are You a Baby
Boomer Planning on
Selling Your Business?**

**LINK Australia
Broker Spotlight**

**Preserving Your Wealth:
The Baby Boomers**

**Future Proofing Your
Business For a Successful
and Profitable Business Exit**

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For more info contact Adam Heathcote on
02 9899 1999 or email adam.heathcote@linkbusiness.com.au



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Welcome From the Director

Mark Jason is the Managing Director of LINK Australia and LINK NSW. A Business Valuer with a strong business mind and two time BRW Fast 100 finalist, Mark sees a gap in the market yearning for the professionalism that LINK represents.

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

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

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

It's an exciting time in the business world as we see the baton being passed and the new leaders manage one of our country's most important assets; small and medium businesses. If you are considering selling your business, stop hesitating and contact a LINK broker today.

The process is easier than you might think, when handled by professionals. At LINK we also understand the confidentiality and sensitivity of these transactions. We look forward to hearing from you and helping you to hand the torch to the right person!

Sincerely,

Mark Jason
Managing Director
LINK Australia

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Business Broker Magazine is published by Link Business Franchising Ltd.

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LINK Australia - Broker Spotlight



Sean Wolrige

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Sean brings to LINK Valuations over 10 years of hands on experience as a director of a professional services company. In addition to this, Sean has been instrumental in the success of numerous professional services businesses, having guided the transformation of the businesses with his expertise in business management and marketing.

Sean's advisory and coaching experience extends to the acquisition and divestment of a range of businesses and he brings this knowledge coupled with his strong academic background, providing professional quality valuations with a personal touch.

Sean specialises in the professional services & construction Industries.



Dustin Slypen

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After an 8 year Maths & PE teaching career Dustin craved a more exciting, dynamic and challenging lifestyle. Now he's a dedicated Business Broker specialising in the health & wellness industry across QLD. His achievements and work ethic was recently acknowledged when he was awarded the prestigious 'LINK Australia Rising Star' accolade for 2016.

Previously as a side project complimenting my teaching career he had his own business – Elite

College Soccer, recruiting young Australian players for American college scholarships.

Whilst studying at university Dustin founded a unique underwear company - SLY Underwear, from his Grandparents garage and today the brand is sold internationally.

Dustin is always looking for opportunities to challenge himself. He loves keeping fit both physically and mentally and is passionate about inspiring people around him.



Wendy Treacey

LINK Far North Queensland Cairns
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Wendy has extensive experience selling businesses, large and small, particularly in the hospitality sector including franchises, and is a licensed business broker and real estate agent.

Having owned several hospitality businesses with husband Eddie, Wendy has first-hand experience in operating and managing a variety of enterprises including cafés, a small UK hotel, and a pub in London, gaining a comprehensive understanding of the hospitality industry.

Wendy is passionate about building strong relationships with her clients, providing support and guidance through the challenges of selling a business. It is an exciting, emotional, and sometimes stressful time for all parties and Wendy ensures her clients are comfortable with all aspects of the selling and buying process.

Are You a Baby Boomer Planning on Selling Your Business?

If you were born between 1946 and 1964, many of you have already made retirement age and, along with the rest of us, will be looking forward to a longer, more active retirement which will require more money to fund.



Further, if you own a business, you are one of the Baby Boomers who own approximately 80% of Australian SME's, and who tend to have most of their wealth and assets tied up in those businesses. As more of you enter your 60's and 70's, many of you will look to sell your business to unlock funds for your retirement.

That's a lot of businesses coming up for sale over the next two decades which will create what has been coined the 'Baby Boomer Tsunami'.

It's already happening, as retirement is currently the overwhelming reason for selling businesses, a fact confirmed by the Australian Institute of Business Brokers (AIBB) which conducts regular surveys.

The 'Baby Boomer Tsunami'

The 'Tsunami' will mean you may have to join an ever-lengthening queue of businesses coming onto the market, possibly threatening to disrupt your hopes of relying on a sale. As the number of businesses for sale increases, there are those who won't attract buyers or achieve fair value.

With the increasing number of businesses for sale, it is a daunting prospect for a retiree that most businesses put up for sale do not sell, or take an inordinately long time to sell at a price well below the seller's expectation. Without the sale of their business reasonably quickly and for a good price, Baby Boomer business owners are not looking at comfortable retirement years.

Are You Adequately Prepared to Sell?

Many Baby Boomers are not adequately preparing to sell their businesses at a profit and retire comfortably.

Unfortunately, most businesses are unprepared strategically or structurally to achieve a satisfactory result when it comes to exiting. Businesses should be set up for a financial buyer, based on its inherent stream of future profits and preparation.

Get the Edge – Ensure Your Business is Prepared for Optimal Sale

If you are hoping to sell now or in the coming years, will you be selling into a market already saturated with businesses of similar types?

If so, it is essential to take this situation into account. Are you ready?

Consider the characteristics which appeal to buyers:

- Businesses which have scaled beyond total dependence on the owner
- Proprietary products or services
- Differentiated market position
- Stable, diverse customer base
- Recurring revenue business model
- Growth opportunities
- Strong operating margins
- Manageable business risk

You may not fit the bill with all of these, but, with careful planning and a good exit strategy, you can make your business more attractive to a purchaser, giving you the edge in the market place.

However, according to an Information Week survey, only 10% of business owners consider themselves 'prepared or well-prepared' for a sale. Most Baby Boomer business owners have their retirement plans tied up in one asset – their business. Therefore, it is critical that they have a game plan.

So, while an exit strategy is essential, 90% of business owners do not have one.



2. Focus on optimising value

- a. To secure the best price for your business, include tactics that optimise value
- b. Work with advisors who are familiar with the buyers who are active in your industry

3. Target your exit date

- a. It's easier to develop and roll out the plan with key supporting players
- b. Continually assess your progress in relation to the target

4. Have sufficient time to execute the plan

- a. Make sure there is time for the business to be optimised to attract the best buyers
- b. Avoid being placed in a position of accepting a deal that is less than favourable
- c. Be able to capitalise on ideal market conditions

5. Be flexible

- a. Don't be satisfied with the status quo – the plan is a working document
- b. Monitor and update strategies as needed

Essential Components of a Successful Exit Strategy

Business owners make a mistake when they take too little time to complete a properly executed exit strategy. In many cases, they are too busy working in the day to day operations of their business.

The key elements of a successful exit strategy are:

1. Define the desired outcome

- a. Describe what you hope to achieve for yourself, family and business
- b. Develop a strategy to position the company for future growth



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Vic is a Licensed Business Broker (LBB) with extensive experience in senior management roles in various industries, including Information Technology (IT) and Telecommunications.

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Preserving Your Wealth: The Baby Boomers'

BACKGROUND

This will be my 25th year in retail tenancy and business consultancy and 34th year in the property industry.

Morally and ethically I have always taken the High Ground, my background and qualifications means that I have taken a "Big Picture" point of view, and where necessary, drill down into some of the smaller things in regard to individual leases.

I have written many papers and articles over the years. Firstly as a tentative Professional querying rents, market rents, risk, etc. then as passionate advocate for tenants (I am from a landlord business family). In 2003 I again started to prepare more informative papers to record industry behavior, and in more recent times (say the last 10.0 years), as an authority in regard to the distorted retail property market for all stakeholders aka landlords, tenants, financiers, franchise industry, etc. I have done important modelling to explain the consequences of these things.

I am probably a Baby Boomer, but have never slowed down to think about it enough.

Having fielded many calls over the years, the Biggest Issue for many of you, if you are retiring early is what to do? One is an Expert in teaching, nursing, a tradesman, etc. and with a wad of the residual of Taxed Dollars (think about this very carefully), you want to splash out into hopelessly unfamiliar territory.

There are many people preying on your fists full of dollars.

I believe that one of the Biggest Causes of Business Failure, is that people buying or starting a business do insufficient research, they do not get the right advice and they do not act on it.

MY WORK WITH LINK BUSINESS BROKERS

I have probably written for LINK 'Business Broker' magazine for around 9 years.

Breaking the "deadlock" between Landlord and Tenant rights has all been impossible until recently.

Over the years I have suggested the following:

1. Get proper unbiased advice before taking on or assigning/signing a lease;
2. Sign an offer to purchase a business, subject to renegotiating all the lease terms that you need to eg:
 - a. Sufficient security of tenure aka a 3 + 5 + 5 year lease or a 5 + 5 + 5 year lease, etc.;
 - b. The rent must be the reasonable rent relative to the business performance metrics;
 - c. Renegotiate any terms that you want to; you can, it is legal it is right. Don't believe negotiating to the halfway point is fair; it could still send you broke;
 - d. Do not sign unlimited Personal Guarantees; preferably always work under or through a Company Family Trust (get advice; and if an accountant or your solicitor does not protect you in this arena; change em);
 - e. Do this with no emotion; it is business;
- f. On selling the business or when the lease ends, make sure that your name comes off that lease and that you take no further responsibility for it

I am probably a Baby Boomer, but have never slowed down to think about it enough.

3. A Business Broker can be an important conduit to provide a landlord with business continuity, but do not become the next wood duck in the mix. A wood duck = the next statistic;
4. The Unfair Contracts laws are new Federal Laws to protect one from entering into contracts, that as the name suggests are unfair;
5. If a proposed business does not offer you a surplus or a return on capital and only leaves a wage, why are you taking on Business Risk?
6. Work out how that Industry you might be buying into is tracking; are there new market entrants eg. newsagency, pharmacy, supermarket, where is that business model going?

CONCLUSION

For 24 years I have written articles about leases, leasing, rent and rental disputes.

You can read some of my material on my LinkedIn site and there is more on the Inner-West Chamber of Commerce site.

I have Professional Colleagues who seem to think that being in business is about discounting their services (and professionalism). Last week I had an inquiry from someone who wanted me to discount my fees. On any one or several of the points I made above, my fees would have made up what I said I would charge X 100 times over.

I was not prepared to discount my fees or professionalism. That person was free to find someone with ½ my qualifications, ½ my knowledge and ½ my experience.

The multiplier is a 1/8th of my total qualifications, knowledge and experience!

Good luck.

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Don Gilbert is a specialist retail valuer and arbitrator. He provides independent impartial advice to landlords, prospective investors and tenants. He is not an advocate for landlord or tenant interests. He does not provide legal advice. He is interested in fair legislation and outcomes for the benefit of the whole industry.



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LINK Corporate is a division of the largest business brokerage in the world; **LINK - The authority on selling businesses.** 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.



Portfolio of Businesses

Current Opportunities include:

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- Manufacturing Import & Wholesale
- Investment Partnership
- Construction Industry
- Stainless Steel



Interested in What Your Business is Worth?

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Team of Brokers

Our brokers have acquisition opportunities for serious investors. If you are considering selling a business or are looking to acquire a business, a broker from our LINK Corporate team may be your ideal partner.

Sydney – Newcastle – Sunshine Coast – Brisbane
Gold Coast – North Queensland – Tasmania

Exit, Staged Right!

You've been working all your life to build your business and now it's time to sell it and reap the rewards. After many years of hard work you need to get the best return so that you can fund a comfortable and happy retirement and provide the best lifestyle for you and your family. This holds whether you're retiring permanently, or exiting with a profit to reinvest in another business.

Don't be one of those that believes their business is worth nothing, yes, nothing! 12% of all small business owners and 25% of business owners over 60 simply plan to close their businesses at retirement! (Commonwealth Bank Local Business Owner Report). Perhaps even worse 60% of them are still actively reinvesting profits back into their businesses and half are working more than 50 hours a week, even if the business will close. (Commonwealth Bank Local Business Owner Report) Talk about wasted effort! You may even think that you have nothing to sell or that it's all too hard, but given just a little persistence and some professional help almost any business can yield some value to its owner.

It's essential that you give some in depth thought about what lifestyle you want. Your exit will look quite different if it involves, for instance;

- Selling the business to a third party
- Selling the business to a partner, the management team, or the employees
- Restructuring the business so that the owner can pass the operation of the business to a management team and the owner staying on in an overview capacity

In the end only you, the business owner(s), have a vision of what your exit lifestyle looks like and the value you'll need to realise in order to make it a reality. Is it a working lifestyle, travel, a legacy for the kids to name but a few. Whatever the desired outcome it's all in the planning and timing. For example, if the lifestyle you want out of the exit is to travel and enjoy yourself perhaps it's a case of retire tomorrow and travel to Wagga or retire in two to three years time and travel to Hawaii!!

So what is it that largely determines the value of your business? In one word, it's risk, risk to the purchaser. Your focus should on reducing this value killer and therefore increasing the financial return to you. In too many businesses the owner is the business, in that when they leave so goes all the knowledge, experience and contacts. If that's the case in your business, then what is it you have to sell? It's an age-old cliché but failing to plan is planning to fail. It's too late to wait until the day you plan to exit the business to try and address those value killing risks. It can

**It's essential that you give
some in depth thought about
what lifestyle you want.**



take anywhere from 6 months to 3 years, depending upon the individual company and the industry, for a company to be truly saleable.

To reduce this risk some of the questions you need to ask are;

1. Can the business run when I'm not there for a few weeks or even months?
2. Do I have employment contracts and if so do they meet the legal requirements?
3. Are my accounts accurate and up to date?
4. Do I have supplier and customer contracts?

To reduce the risks in the business and get the best possible value you need assistance, preferably one stop, that covers everything from operational to legal and accounting issues. Particularly from professionals who live in the real world and run small to medium businesses. Choose carefully, after all it's only your life's work we're talking about!

Finally you may have it in your mind to sell now, but take a few moments to sit back and consider what you really want from your exit, perhaps it's a case of Wagga... or Hawaii.



Tony Hunter – Management Specialist

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Tony is an experienced business consultant specialising in structuring, growing and optimising business through innovation and strategic development to achieve the desired business exit outcome.

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Future Proofing Your Business for a Successful and Profitable Business Exit



New Age:

Due to accelerated changes and disruption, in the World Economic Summit in Davos in 2016, some leading experts predicted that 40% of the American top 500 S&P Companies will not exist in 5 year time. Isn't that alarming!

While small and medium businesses are often great at their core business, they're not so great at planning for their future survival and prosperity, which can detrimentally affect their business value, as well as the ability to exit their business and harvest the financial rewards.

Fast-changing emerging technology, volatile world events, challenging economic times, and changing government regulations are leaving businesses more vulnerable than ever:

- The rise of the digital world, including online and social media, content marketing, big data and the internet of things are changing our way of life, our buying process and hence marketing.
- Uber is shaking up the taxi industry.
- Airbnb is disrupting the accommodation industry.
- Driverless vehicles and drones are going to shake up the auto industry and the relevant services. What about Blockchain, Artificial Intelligence, Robotic Development and Smart Cities?
- President Trump and Brexit are changing the world economic relations and landscape.
- Government regulations are constantly changing.

Businesses need to be more forward looking; constantly scanning environmental disruptions and changes, to adapt and flourish rather than perish.

Future Proofing Your Business For a Successful and Profitable Business Exit = To be a Smart Business of Today and Tomorrow.

The challenge for businesses operating today is to ensure that whatever they are delivering to their customer (be it a product or service) they need to make sure they remain relevant to their target market.

Future-proofing your company requires putting yourself in the customers' shoes and building your business around their needs, the way they want to be communicated with and the way the fulfilment process will be conducted into the future. The new business paradigm is "Adapt or Perish".

SMEs need a reliable partner to help them understand and transition to the new mindset, methodology and business models, while still valuing core business fundamentals to ensure business profits, sustainability and growth - and be exit ready.

To be a Smart Business of Today and Tomorrow Requires:

1. New Age Mindset
2. New Age Methodology
3. Agile Implementation

1. New Age Mindset

Businesses need to be more forward looking, and understand the potential impact of current and potential disruptions to the business; only looking at your current customer and opportunity without understanding your future customer and opportunity, is a common mistake.

SMEs need a reliable partner to help them understand and transition to the new mindset, business models and methodology to survive and thrive under a much more dynamic environment.

Failing to understand the implications and planning for the future of your business could compare to 'Buying a VHS factory the day before CDs and DVDs came onto the market'. The impact of these emerging disruptions also has the potential to affect your business as much as Kodak ignoring the opportunities and threats of the digital camera.

2. New Age Methodology

Business owners need to assess their business **strategically** and consider how to ensure success, sustainability and growth in a **dynamic environment**.

Business owners must consider shifting the traditional approach to running their business and open their minds to **new methodologies** (design thinking and agile methods) to cope with **rapid changes and uncertainty**, in turn, creating new business opportunities with one eye looking at the present and one eye looking into the future.

Design thinking enables you to unleash your thinking, open new perspectives and create business opportunities. It is an approach that

always puts the customers at the centre, encouraging you to get right into the nitty gritty of their experience and perspective to ensure that your ultimate solution adds value to them.

It is a structured series of steps that anyone can learn and forces you to dig deeper, define and refine, ask the difficult questions, and go beyond the obvious to understand the real challenge to be solved.

3. Agile Implementation

Success is in the implementation of actions using **agile methods (fast, mobile and flexible)**:

a) Cloud Technology

Using cloud technology, you can access information, process information and collaborate from anywhere, as long there is internet access.

b) Agile Office

Agile office is the ability to use the combination of traditional office, home office and mobile office to operate your business effectively and efficiently.

c) Outsourcing

Leveraging **external** expertise, on-demand to support expertise requirements, operation fluctuation, rapid collaboration and implementation is a key.

d) Rapid Testing and Release

In a dynamic and rapidly changing environment, the ability to test your product/service with a small number of target customers (beta testing) and to modify based on feedback and ongoing improvement is a critical success factor in the new age of business.

In a nutshell, under the new age of business, SME business owners need to assess their business strategically and consider how to ensure success, sustainability and growth and be exit ready with external expertise.

Otherwise, the impact on business survival, business value and business exit is unthinkable.



Eric Tjoeng – CEO and Founder - Business Growth and Exit Specialists Pty Ltd

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As an MBA qualified leading Business Strategist, Business Acquisition, Growth and Exit Specialist, his passion is to help businesses achieve their goals by being part of the team, bringing in independent views and expertise to produce exceptional outcomes.

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- Selling Your Business
- Insurance Claims
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- Determining a Buy-In Plan
- Estate Planning
- Assist Lawyers Litigation
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- Business Loan
- Company Restructuring
- Evaluating Merger Synergies

There are a variety of reasons why you may need a valuation. Our team of LINK Valuers are perfectly immersed in the real world of business sales to provide you with a logical, substantiated and defensible report. We are able to produce simple valuation reports for exit planning reasons, or even act as an expert witness in a court proceedings.

We have the most extensive database of sales data, compiled by the largest brokerage network in Australia to substantiate our reports. Where possible, we draw on this data from thousands of actual sales to provide evidence to support our independent conclusions. We also use a logical format so our valuations make sense to those reading them, whilst also ensuring they comply with Accounting Standards to ensure they are defensible in a court of law.

Please take a look at our website and discover more about the process or the extensive experience of our valuations team, who are always happy to take your calls and questions on a confidential basis.



linkvaluations.com.au 1300 763 668



LINK Valuations Division
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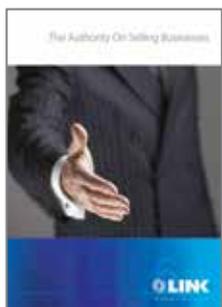


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We will prepare a comprehensive, well presented Information Memorandum that will only be provided to qualified buyers who have signed a confidentiality agreement with us. Our view on protecting your company's information is uncompromising.



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LINK's powerful online search engine advertises business opportunities without disclosing confidential information.



LINK People

Online Training Academy

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



Business Broker Magazine

LINK publishes its own magazine, Business Broker three times a year.



LINK's Monthly E-Newsletter

Sent only to those who have registered on the LINK database.



"40 Offices in 5 Countries"

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LINK Australia

Level 1, 181 Botany Rd, Waterloo, NSW 2017, Australia

For further Link franchising opportunities please contact Managing Director of LINK Australia, Mark Jason - link@linkbusiness.com.au

Businesses for sale - \$1 million plus

2 Piggeries + Grazing, 825 Acres Approx.

ref: 14362



Property 1 - 750 acres approx., piggery with 250 breeder sows, 1,750 pigs, 500 sheep & 80 head cattle.

2 homes, silos, shearing shed, pig sheds, Scania truck 7 various farm equipment.

Property 2 - 75 acres approx., piggery with 200 breeder sows, 1,600 pigs.

2 homes, 10 silos, sow shed, farrowing sheds, and various farm equipment.

Location: New England Region **Asking Price:** \$3,950,000 plus Stock
Broker: Graham Tippett / 0418 782 082 / grahamt@linkbusiness.com.au

Cash Converters

ref: GC00010

More than 30 years operation - history of really good profits. Average last 3 years \$502,021 net under full management.

Owner wants to retire after 11 years. Huge customer base after 30 years of trading with consistent profits.

If you are looking for a business that is fully run under management in growing mode and consistently producing high profits, do not pass this one.

UNDER CONTRACT

Location: Gold Coast **Asking Price:** \$1,129,000 plus Stock
Broker: Tim Craft / 0411 874 452 / timc@linkbusiness.com.au

Property Maintenance Services for Sale

ref: 14579



Established since 1990 they offer landscaping, lawn mowing, Brush cutting and property maintenance in areas from the Gold Coast to the Sunshine Coast.

The business services a range of clients including Government, Councils, Non Profit Organisations and Real Estate.

Recently the business has been awarded another contract to provide additional services including electrical, plumbing and painting, locksmith other trade services to council. Turnover in excess of \$10 million expected in the next year.

Location: North Brisbane **Asking Price:** \$2,600,000
Broker: Vince Konig/ 0430 332 208 / vincek@linkbusiness.com.au

Medical/Aged Care Industry

ref: GC00091



2016 Sales \$3.2m - Trading Profit \$994,175.

This business designs, manufactures and services a diverse range of aged care and medical equipment which it installs and services to accounts nationally.

This business also has enormous growth potential internationally.

In place is a professional team of managers, sales staff, engineers, fabricators and installers.

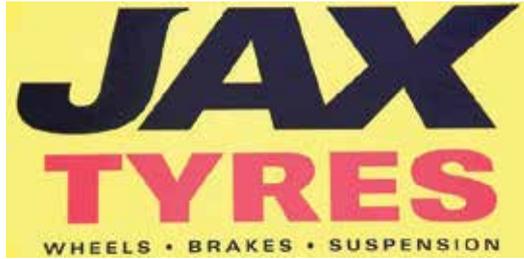
All the necessary management systems, policies and procedures are in place.

Location: Gold Coast **Asking Price:** \$1,970,000 plus Stock
Broker: Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Businesses for sale - \$1 million plus

Flagship Jax Tyre Store

ref: GC00105



- Freshly renovated premises, all showroom and workshop equipment new
- Long lease
- Sydney Eastern suburbs location
- Established as a tyre store for 30 years+
- Consistently in top 3 stores of the Jax Group
- Top performer at an average of \$110k per month Net Profit

Location: Sydney Region **Asking Price:** \$1,800,000 plus Stock

Broker: Chris Cooper / 0403 865 959 /
chriscooper.gc@linkbusiness.com.au

Confectionery / Wholesale

ref: GC00088



Large confectionery distribution to most outlets. Lollies, chocolates etc. Wholesaling into the independent route trade. Also supply to petrol and convenience route industry, including BP, Coles Express, Caltex and Australian Post Offices.

A business with a turnover of \$4m plus selling consumer products.

Location: Brisbane Region **Asking Price:** \$1,000,000 plus Stock

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

Gold Coast's Best Cafe \$2m Turnover

ref: 14596



Experience the freedom of owning your own cafe, with the security and convenience of having an established and reputable business with a loyal market of over 2,000 employees in a 1km radius.

Boasting \$50,000 in weekly sales, a very large modern, fully owned asset base, and an excellent lease that is less than 3% of the turnover with a further 5x5 year options.

Location: Gold Coast **Asking Price:** \$1,200,000 plus Stock

Broker: Graham Tippett / 0418 782 082
grahamt@linkbusiness.com.au

Commercial Catering Company

ref: GC00085



This business supplies quality food products to a range of businesses including airlines, hotels, function centres and a host of other upmarket establishments.

- Quality commercial caterer
- High quality products
- Turnover close to \$4,000,000 pa
- Netting close to a million each year
- 10 years same owners
- Further development and contracts in the pipeline
- Excellent reputation in the market place

Location: Gold Coast **Asking Price:** \$2,600,000 plus Stock

Broker: Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

Businesses for sale - \$1 million plus

Australia's #1 Store for Leading Café Franchise

ref: 14594



Remarkable opportunity to acquire this first time for sale, leading café franchise.

- 6.1% occupancy costs
- Security of tenure to 2033
- Location! Location! Location!
- Full training package and ongoing support provided from the franchisor
- Existing business with full financial statements available

Location: Brisbane Northside **Asking Price:** \$1,300,000

Broker: Daniel Burrows / 0450 907 396 / danielb@linkbusiness.com.au

Queensland's Leading Furniture Removalist

ref: BR00040



South East Queensland based furniture removalist & storage business is for sale, same owner for the past 20 years.

- Return to working owner in excess of \$500,000
- Seller willing to stay on to assist the new owner
- Boasts major clients across state
- Brisbane's best known and trusted operator
- Preferred operator with defence and government agencies
- Suitable to merger with international and national firms

Location: Brisbane **Asking Price:** \$1,300,000

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

Nationwide Import Distribution Great Profits!

ref: BR00134



This well established, unique import and distribution company distributes high margin products throughout Australia with a distribution network of 1,800 outlets. One of the leading distributors in the industry with very little competition.

- Great potential for increased growth
- Excellent systems in place
- Currently based in Brisbane but can be relocated if required
- The owner is motivated to sell and is going into semi-retirement

Location: Brisbane **Asking Price:** \$1,700,000 WIWO

Broker: Garth Nell / 0406 109 150 / garthn@linkbusiness.com.au

Great Business Investment Opportunity

ref: 14036



This gold mine is located 150km from Bowen & 200km away from Townsville.

- Contains 0.5 - 1 million ounces of gold
- Power supply from the national grid, with a permit
- Water can be pumped from a nearby river

A successful trial has been completed.

Workers hostel for 10, water towers and other living facilities included.

Location: Coastal QLD **Asking Price:** \$5,000,000 plus SAV

Broker: Phillip Song / 0406 808 845 / phillips@linkbusiness.com.au

Businesses for sale - \$1 million plus

Kitchen and Joinery Business

ref: BR00066



A fully established designer and installer of quality joinery for kitchens, wardrobes and bathrooms.

Strong overseas partnership allows this business to meet all customers' expectations.

- Major supplier to developers, builders
- Established for over 30 years
- Strong overseas partnership
- Owner ready to retire

The business is listed for sale at \$1m representing an excellent ROI.

Location: Brisbane North **Asking Price:** \$1,000,000 plus SAV

Broker: Roland West / 0450 484 008 / rolandw@linkbusiness.com.au

Pizzeria with Freehold Northern Beaches

#NSW00073



Well established pizzeria with freehold located in one of Sydney's iconic northern beaches. Situated in a prime location with constant drive by traffic.

- Business is run by the property owners and is fully managed
- Market rent is \$65,000+ p/a
- On-premise liquor licence
- Multiple revenue streams: Takeaway, Dine In A la Carte, functions
- Within Strata Complex

Location: Northern Beaches **Asking Price:** \$1,029,000

Broker: Daniel Kogan / 0401 620 918 / danielk@linkbusiness.com.au

Leading Provider of Electronic Security Systems

#NSW00194



Sydney-based company that specialises in the, design, supply, installation and maintenance of security, access control, closed circuit television and building management systems

- 29-year history of providing high-quality security systems
- FY16 EBITDA of \$2,400,000
- Operating largely under management
- Highly qualified, long-tenured, experienced staff
- A preferred provider to the govt, winning 95% of tenders
- Identified avenues to significant growth

Location: Sydney Region **Asking Price:** \$6,000,000

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

Butcher Brisbane Icon

ref: GC00037



Net \$600k this financial year under management.

Substantial turnover \$4.5m (approx.) Long lease and a very low rent is in place.

This butcher shop presents extremely well with an extensive fit-out.

Fully managed with professional staff and has been established for many years.

Sales of \$90k (approx.) per week.

Location: Brisbane Region **Asking Price:** \$1,300,000 plus Stock

Broker: Graham Tippet / 0418 782 082

grahamt@linkbusiness.com.au

Businesses for sale - \$1 million plus

Custom Joinery Manufacturing Business

ref: 13965



Profitable niche manufacturer of custom designed joinery and cabinetry offered for sale the first time in 25 years.

- Netting over \$1m in 2016 after wages to one owner
- Selling price includes stock of approx. \$65,000
- Excellent CAD/CAM systems and CNC manufacturing equipment in place
- Experienced skilled workforce of 23
- Excellent reputation for design and manufacturing excellence
- Easily run under management

Location: Sunshine Coast **Asking Price:** \$2,250,000 WIWO
Broker: David Morris / 0410 716 025 / davidm@linkbusiness.com.au

Trendy Basement Bar - Rare Opportunity

#NSW00148



This trendy basement bar in the heart of the CBD is one of Sydney's top go-to hot spots. Highly profitable, extremely low fixed costs and is fully managed. A rare opportunity for any investor or bar enthusiast.

- Consistent strong turnover of \$40,000 per week
- 120 capacity
- Long lease of 5+5 years
- General hotel bar licence
- 6 days trade
- Rent and outgoings \$1,500+GST per week

Location: Sydney CBD **Asking Price:** \$1,950,000
Broker: Daniel Kogan / 0401 620 918 / danielk@linkbusiness.com.au

Electronic Instruments – Market Leader

#NSW00151



Manufacturer and International distributor of industrial instruments for the metals, construction and related industries. This business is one of the world leaders in the development of technology in its area of expertise. In-house technicians calibrate instruments using reference equipment calibrated and certified by NATA accredited laboratories. The business is also ISO 9001:2008 compliant. This business has a strong international presence and significant capacity for growth and expansion. Adjusted EBITDA for 2016 is estimated at \$800,000.

Location: New South Wales **Asking Price:** \$3,000,000
Broker: Stuart McLachlan / 0404 687 706
stuartm@linkbusiness.com.au

Western Sydney Iconic Restaurant for Sale

#NSW00152



This is an extremely rare opportunity to purchase a highly profitable and well established business. Booked out weekend after weekend, this business is also a brilliant function and wedding space catering functions of up to 150.

- Turnover of \$2.8m and growing
- Excellent rental expenses of \$100k pa approx. 3% of revenue
- Extremely low operating expenses
- EBITDA of \$1m+ Yes you read this right
- Multiple revenue streams

Location: Western Sydney **Asking Price:** \$2,250,000
Broker: Dan Levitus / 0450 326 146 / danl@linkbusiness.com.au

Businesses for sale - \$1 million plus

Civil Construction, Earthmoving & Quarry Business #NSW00167



A highly reputable specialist in civil, commercial and rural construction projects, including subdivision excavation, roadworks and bulk earthworks, servicing the central west.

- Tri-Accreditation
- RMS preferred supplier
- Average net profit \$650k+ over last 3 years
- Equipment externally valued at \$2.58m

Intention is that the quarry will be sold to the same identity as the civil construction business.

Location: Sydney Region **Asking Price:** \$3,600,000

Broker: Sean Wolrige / 0405784132 / seanw@linkbusiness.com.au

Long Established Restaurants #NSW00170



Opportunity exists to acquire two profitable casual dining businesses located in high growth corridors of western Sydney. The business has continued to evolve with strong media presence, revised menu and a liquor licence at one site.

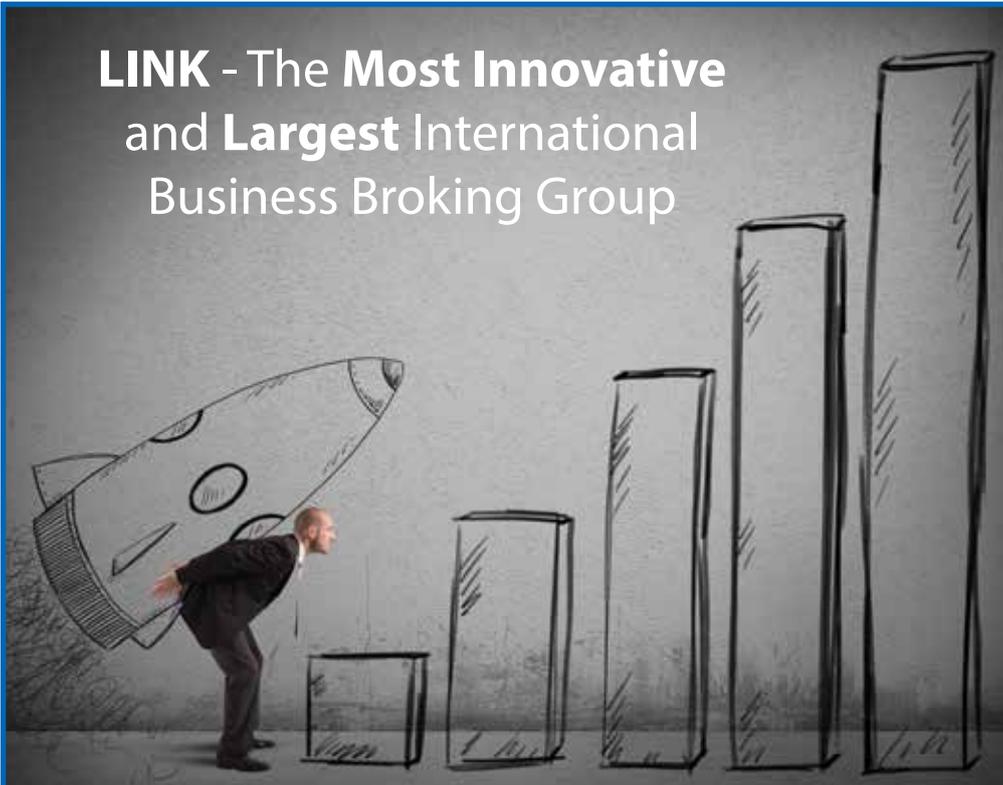
- Excellent revenue and consistent gross profits
- Under management with experienced staff
- Fully equipped commercial kitchens
- Operational systems in place
- Long leases available

Location: Western Sydney **Asking Price:** \$1,795,000

Broker: Graham Streeter / 0418 870 920

graham.streeter@linkbusiness.com.au

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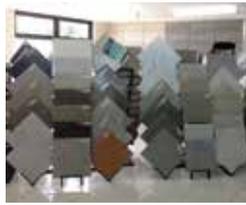
The authority on selling businesses

Businesses for sale - North QLD / Central QLD / Brisbane

All Things Tiles! 5.5 Days

ref: NQ00005

Trading successfully since 1982 with the reputation as the largest supplier of tiles and accessories to professionals in the building & construction industry plus DIY customers.



- Supplying anything customers may need - tile cutters, wet saws, epoxy adhesives & grouts, tile & architectural trims, and lash tile levelling systems
- Huge warehouse / 2 showrooms / 2 offices on 1 acre site close to town/easy access & parking
- Sales YE2016 \$1,187,000

Location: Northern Queensland **Asking Price:** \$450,000 plus Stock
Broker: Wendy Treacey / 0404 823 116 / wendyt@linkbusiness.com.au

Fresh Fruit & Vegetable Distributor

ref: NQ00006

Located on the Cassowary Coast near Mission Beach & Tully this business supplies fresh fruit & veg to resorts, restaurants, cafés & hospitals from Townsville to Cairns.



- Tropical lifestyle & a profitable business, trading 6 days
- Multifaceted business with growth potential in all areas
- Revenue YE2017 expected to exceed \$1m
- All equipment & 3 acres included in new 5X5 lease
- Freehold & house also available

Location: Northern Queensland **Asking Price:** \$470,000 plus Stock
Broker: Wendy Treacey / 0404 823 116 / wendyt@linkbusiness.com.au

Perfect Patisserie – 5 Days

ref: NQ00010

Prime location – no competition.

- Established 10 years, extensive 'fan' base for their quality product
- Best suited to someone passionate about all things patisserie & cakes
- All set up for a new owner with experience in the industry to be their own boss, do their own thing
- Good revenue & profits, reasonable rent especially for the location



Location: Northern Queensland **Asking Price:** \$345,000 plus Stock
Broker: Wendy Treacey / 0404 823 116 / wendyt@linkbusiness.com.au

HVAC Service Provider - Government, Mining & Commercial NQ00011

Established in 2001 this highly respected operation specialises in the full spectrum of HVAC services.



- Designing & supplying robust, innovative systems and reliable maintenance
- Supports the needs of company Planners, Asset, Property & Maintenance Managers
- Top of the HVAC field in Central Queensland – ISO certified for quality, safety & environmental systems
- Long term relationships (>12 years) with global mining houses and corporate customers

Location: Central Queensland **Asking Price:** \$695,000 plus Stock
Broker: Wendy Treacey / 0404 823 116 / wendyt@linkbusiness.com.au

Successful Vietnamese Fast Food Shop

ref: 14710

This is an extremely well-located business with very simple menu;

- Brilliant and quality fit-out
- In a huge growth area
- Cannot be faulted
- Selling way below cost as owner is keen to sell
- Trade Monday-Friday shutting at 3pm
- Average turnover of \$15k per week



Location: Brisbane **Asking Price:** \$190,000 plus SAV
Broker: Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

Enormous 40kg p/w Cafe in Brisbane's South

ref: BR00155

Very popular café in Brisbane Southside looking for its new owner!

- 40kg of coffee per week
- Rent circa 8% of sales
- Exclusivity to sell coffee in strip of shops
- Fully owned and equipped kitchen
- Fully staffed kitchen suitable for any purchaser



Location: Brisbane Southside **Asking Price:** \$340,000 plus SAV
Broker: Daniel Burrows / 0450 907 396 / danielb@linkbusiness.com.au

A Great Modern Cafe in Brisbane CBD

ref: BR00101

Located in the centre of Brisbane CBD with massive foot traffic.

- Monday to Friday business
- Beautiful fit-out and well set-up kitchen in good working condition
- Seating around 60 pax
- 7 years lease in place, excellent rent
- Good turnover with good net profit
- Experienced staff in place



Location: Brisbane **Asking Price:** \$250,000 plus SAV
Broker: Christina Li / 0405 613 788 / christinal@linkbusiness.com.au

EFM Corporate Health Club

ref: BR00096

Located in a medical precinct with a huge captive audience. Operating only 48 hours per week, it provides a wonderful lifestyle opportunity.

- No rental expenses - lease agreement with QLD health
- Very low overheads
- Excellent systems in place
- Equipment fully unencumbered
- Beautifully presented / very functional floor space & layout
- Profitable business with a great return on investment



Location: Brisbane CBD **Asking Price:** \$159,000
Broker: Dustin Slypen / 0405 178 485 / dustins@linkbusiness.com.au

RTO Earn in Excess of \$200k!!

ref: 14213

Well established registered training organisation providing training and education to a large base of corporations and also to the public. Excellent systems and procedures in place.

Will suit a new owner with basic business skills and a basic knowledge and understanding of the VET training sector and R.T.O. requirements.



Location: Brisbane **Asking Price:** \$395,000 WIWO

Broker: Garth Nell / 0406 109 150 / garthn@linkbusiness.com.au

Near New Café & Restaurant - 225m²

ref: 14030

Great opportunity for experienced restaurateurs to take over this near new café restaurant at an amazing price.

- Busy location
- High class fit-out
- Reasonable rent
- Secure lease till 2022
- Massive potential to improve



Location: Brisbane Region **Asking Price:** \$100,000 WIWO

Broker: Jenny Wang / 0407 468 414 / jennyw@linkbusiness.com.au

5 Days Sushi Café, Near Brisbane CBD

ref: 14351

An ideal life style business for an owner operator or a perfect family business opportunity with potential to open Saturdays and Sundays to maximise profit.

- Busy & vibrant food precinct location
- Modern fit-out with ample seating space
- Under management
- Solid customer base
- Reasonable rent & secure lease



Location: Brisbane Region **Asking Price:** \$180,000 plus SAV

Broker: Jenny Wang / 0407 468 414 / jennyw@linkbusiness.com.au

Established Graphic Glass & Installations Business

ref: BR00115

Established designer and installer of glass splashbacks to kitchens and include all other types of printed/coloured feature glass to walls, ceilings and bench tops, they also do bathrooms, wardrobes and commercial work.

Showing growth year on year, the business currently has more jobs on the books than ever.

Included in the sale are all intellectual property, plant and equipment, websites, and plans to a new owner.

Established 24 years this business has built a fantastic reputation amongst its customers, many of whom are repeat.



Location: Brisbane **Asking Price:** \$198,500

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

Busy Southside Convenience Store

ref: 13042

This is your opportunity to purchase a very busy convenience store on Brisbane's Southside, great location. It must have the cheapest rent in Brisbane at only \$2,215 per week plus GST with big storeroom.

- Weekly taking between \$35,000-\$39,000
- Trading 7 days, 6:00am to 8:30pm
- No competition. High traffic flow
- Easy to manage
- Landlord willing to offer new long lease to right buyer



Location: Brisbane **Asking Price:** \$580,000 plus SAV

Broker: Kevin Li / 0451 505 16 / kevinl@linkbusiness.com.au

Fish & Chip Takeaway

ref: 13299

This takeaway has heaps of potential, there is a market to sell coffee in the centre, with all equipment in good working condition, and you can move in and start making money from day one.

This business ticks the boxes; current owners have done all the hard work and are now looking to move on. The fish shop has built a reputation on selling quality food in a relaxed atmosphere.

This is a great opportunity to build on the very strong customer base.



Location: Brisbane **Asking Price:** \$55,000 plus SAV

Broker: Kevin Li / 0451 505 16 / kevinl@linkbusiness.com.au

Stylish Popular Licensed Restaurant

ref: BR00140

This elegant restaurant has an immaculate fit-out where no expense has been spared.

- Long secure lease
- Fully managed
- Loyal staff
- Located in very busy mall
- All plant and equipment fully paid for
- Licensed



This is an opportunity that does not come along often with an opportunity to further increase profits.

Location: Brisbane CBD **Asking Price:** \$400,000 plus SAV

Broker: Paul McIlroy / 0426 263 918 / paulm@linkbusiness.com.au

Modern Asian Restaurant & Bar

ref: 14673

Attractive and well-designed restaurant and bar located within a successful new precinct in one of the fastest growing areas of inner Brisbane.

This restaurant is offered for sale as a going concern with an established clientele. The fit-out is to a very high standard, both in terms of equipment and décor. The lease is for 17 years. Experienced staff can remain in place for the new owners.

Suitable for Investment Migration and/or 457 Visa.



Location: Brisbane **Asking Price:** \$800,000 plus SAV

Broker: Phillip Song / 0406 808 845 / phillips@linkbusiness.com.au

Businesses for sale - Brisbane

5 Days Lunch Bar, Brisbane CBD

ref: BR00148

Outstanding opportunity for experienced fast food operators in Brisbane CBD.

- Fantastic A-grade office tower location
- Excellent presentation
- Strong & quality customer base
- Very good rent
- Secure lease till 2023



Location: Brisbane Region **Asking Price:** \$125,000 WIWO
Broker: Jenny Wang / 0407 468 414 / jennyw@linkbusiness.com.au

Licensed Café & Bar

ref: 14230

Well known café location catering to the general public with quality breakfasts, lovely lunches and fabulous dinners. Take advantage of the indoor air-conditioning or sit outside alfresco style.

- Fully operational chefs kitchen
- Great exposure on main road
- Large alfresco dining
- Long secure lease



This opportunity is ideally suited to hands on operator or family with industry experience.

Location: Brisbane **Asking Price:** \$118,000 plus SAV
Broker: Kevin Li / 0451 505 16 / kevinl@linkbusiness.com.au

Profitable Import Distribution. Earn Over \$300k

ref: 14819

Long established family owned and operated premier supplier of superior compressors in Australia.

- Long lease available
- Net return to owner operator \$300k pa
- Opportunity to substantially increase revenue
- Ongoing supplier contracts
- No technical skills required



Location: Brisbane South **Asking Price:** \$750,000 plus SAV
Broker: Paul McIlroy / 0426 263 918 / paulm@linkbusiness.com.au

One of the Best Seafood Business is for Sale!

ref: BR00127

This is a very well established seafood business in southern Brisbane.

The business offering fresh and cooked seafood, dine in and take away; large modern setup outlet, fully equipment; 23 years long lease and reasonable rent; fully under management, experienced staff in place; very high turnover and high net profit.



This is a magnificent opportunity to own a successful business and keep your great life style as well.

Location: Brisbane **Asking Price:** \$998,000 plus SAV
Broker: Phillip Song / 0406 808 845 / phillips@linkbusiness.com.au

Premium Laser & Cosmetic Clinics Multiple Locations

ref: BR00158

Well established successful laser and cosmetic clinics currently all run under management with great profits. Staff are professional therapists, providing cosmetic and laser services including laser tattoo removal, skin treatment, laser hair removal and cosmetic treatments.

No industry experience necessary as management takes care of the day to day operations of the business.



Location: Brisbane **Asking Price:** \$950,000 WIWO
Broker: Garth Nell / 0406 109 150 / garthn@linkbusiness.com.au

50kg's Coffee City Fringe Lobby Cafe

ref: 14088

- 50kg's of coffee sold
- Secure lease
- High quality fit-out
- Closed public holidays
- Non-complicated menu



Location: Brisbane **Asking Price:** \$550,000 plus SAV
Broker: Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Bayside Brissy Established 24/7 Gym

ref: BR00128

Great opportunity to get into a brilliant independent 24 hour gym.

This particular location has some key benefits:

- 290 active members
- Situated in the heart of a very affluent town with plenty of surrounding amenities - schools, medical, shops, restaurants ext
- Equipment in excellent condition
- Not a franchise - you make the rules!
- Great road exposure & signage, free parking.
- Good lease, opportunity to expand premises.



Location: Bayside Brisbane **Asking Price:** \$95,000
Broker: Dustin Slypen / 0405 178 485 / dustins@linkbusiness.com.au

Slushy Hire Business For Sale

ref: BR00094

Highly profitable and easy to run this slushy machine hire business is for sale for the first time, over 400 regular customers on the books that buy slushy concentrate, you will make money from day one.

Large number of slushy machines on hire with the chance to place even more into the market.



Location: Brisbane **Asking Price:** \$465,000
Broker: Frank Willett / 0415 288 954 / frankw@linkbusiness.com.au

Businesses for sale - Brisbane / Franchise

Drop, Wash & Shop Environmentally Friendly Car Wash ref: BR00135

Hand wash and detailing. This business is near new with quality equipment - all the hard work is done ready for the new owner.



- Low rent
- Quality equipment
- Lease with options to 2025
- Full training provided
- Not a franchise

If you're looking for an easy to run business with a high repeat customer base, this business could be the one.

Location: Brisbane South **Asking Price:** \$129,000 plus SAV
Broker: Roland West / 0450 484 008/ rolandw@linkbusiness.com.au

Profitable Office Supplies - Queensland ref: BR00005

Opportunity to acquire a business with a strong trading history and solid performance year in year out.



- Market leader of office print supplies
- Revenue in excess \$1.5m per annum
- Can be easily expanded for increased profits
- Very reasonable rent
- Loyal staff
- Great income and lifestyle

Location: Brisbane / North Queensland **Asking Price:** \$399,000 plus SAV
Broker: Paul McLroy / 0426 263 918 / paulm@linkbusiness.com.au

\$110k Profit. Mon-Fri Only! ref: BR00153

Touch Up Guys – Franchise re-sell showing great profits!



- No continual overheads such as leasing costs
- No headaches of staffing or payroll
- No experience required
- Financials available upon successful application
- Genuine reason for sale

Location: Brisbane Southside **Asking Price:** \$145,000 plus SAV
Broker: Daniel Burrows / 0450 097 396 / danielb@linkbusiness.com.au

Family Coffee Franchise Brisbane ref: 14266

Solid and secure Jamaica Blue franchise ideally suited to a working partnership.



With this franchise business you have the benefit of:

- High net profit \$182,247
- Long and secure lease
- Busy thoroughfare with ample seating
- Fair mix between food & beverage
- Coffee 35 – 40kgs

Location: Brisbane **Asking Price:** \$350,000 plus SAV
Broker: Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Global Sub Sandwich City ref: 13606

Sub sandwich franchise located in very busy Brisbane CBD location.



- High Net profit to owner
- Accountants books & records
- Refurbished in 2015 to current standard
- 6 year lease

Location: Brisbane **Asking Price:** \$360,000 plus SAV
Broker: Blair Luckman / 0433 227 997 / blairl@linkbusiness.com.au

Popular Retro Burger & Craft Beer Franchise ref: GC00096

Net Profit \$292,000 (Managed)



- Prime location in one of Brisbane's most prevalent urban hot spots
- Fully licensed with very popular retro-style food, craft beer and wine concept
- Consistent sales of \$30,000 per week
- Renowned for its specialty food & drink offerings in a casual environment
- Fantastic rent – only 5.7% of turnover with long lease
- Seating both indoors and outside.
- Trades 7 nights per week

Location: Brisbane Region **Asking Price:** \$730,000 plus Stock
Broker: Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

Established Snap Fitness Franchise Central QLD ref: BR00112

QLD's most popular regional cities.



- Excellent reputation
- Situated in the heart of town
- Secure lease until 2029
- Exceptional Fit-out
- Under solid management
- Price includes New Franchisee Fee
- No previous experience needed

Location: Coastal Central Queensland **Asking Price:** \$699,000
Broker: Dustin Slypen / 0405 178 485 / dustins@linkbusiness.com.au

Buy into One of the Best Franchise Systems ref: BR00063

Perfectly positioned business to business opportunity in the heart of a strong industrial precinct. This business shows solid profits, backed by one of the best franchise systems in the world.



Work on your business, not in your business

Lease: Negotiable for a long lease
 Rent: LOW RENT less than \$500 per week
 Trading Days: Monday to Friday only
 Profit: \$90,000 per annum

Location: Brisbane Westside **Asking Price:** \$150,000 plus SAV
Broker: Vince Konig / 0430 332 208 / vincek@linkbusiness.com.au

Businesses for sale - Gold Coast

Cafe/Restaurant Fully Licensed

ref: GC00107

- Breakfast & lunch trade only
- Local repeat upmarket clientele
- Established for 4.5 years - same owner
- Fully equipped kitchen and bar
- Indoor and outdoor seating - 45 people
- Modern decor with casual dining
- Ideally suited to husband & wife team
- 1 owner with 4 staff netting over \$100,000 pa
- Room to improve and trade for dinner



Location: Gold Coast **Asking Price:** \$150,000 plus Stock
Broker: Baz Sanjakdar / 0412 488 008 / bazu@linkbusiness.com.au

Aust. Handmade Windows & Doors

ref: 14809

- 2016 Net profit over \$200k
- Located in the heart of growing Gold Coast areas
- Low rent for the workshop, only approx. 2% of the annual turnover
- Fully trained staff/installers in place
- Clients pay 50% deposit on signing
- Strong repeat customer base of builders and architects
- No imported products, no stock, proud of Australian Made
- No builder licence required to run the business



Location: Gold Coast **Asking Price:** \$350,000 plus Stock
Broker: Eva Song / 0420 228 313 / evas@linkbusiness.com.au

Industrial Cafe - 5 Days - 6am to 2.30pm

ref: GC00102

- Turnover over \$10,000 per week with a net profit of \$2,000 per week average after all expenses and wages
- Long lease 3 + 3 year options, with very cheap rental of only \$2,500 per month
- Fully equipped service counter and cooking area with walk-in cold room and preparation area out back
- Fully staffed with 1 owner working approx. 45 hours per week



Location: Gold Coast **Asking Price:** \$250,000 ONO plus Stock
Broker: Baz Sanjakdar / 0412 488 008 / bazu@linkbusiness.com.au

E-Tail Business - Huge Thriving Industry!

ref: GC00084

- Well-established National costume hire and party accessories business - based in Qld - one of a kind!
- Revenue approaching \$2m pa - 8% Net Profit (2015)
- Extensive range of stock in excess of 15,000 product lines
- Includes retail showroom/warehouse - excellent location
- All staff experienced and systems in place
- Huge database/repeat customers, also B2B



Location: Gold Coast **Asking Price:** \$120,000 WIWO
Broker: Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Wholesale & Distribution Grocery Business

ref: GC00073

- Adjusted EBIDT of \$250,000 plus net profit, average last 3 years for working owners
- Includes 2 refrigerated trucks & equipment
- Servicing SW Qld Country areas with long established & loyal customers
- Transporting and supplying grocery products including meat, small goods, fruit & veggies and milk plus more
- Trades 3.5 days Monday - Friday with deliveries and ordering



Location: Gold Coast **Asking Price:** \$499,000 WIWO
Broker: Kevin Hurst / 0417 425 243 / kevinh@linkbusiness.com.au

Auto Mechanical Business

ref: 14556

Located at the southern end of the Gold Coast, this is a well-established mechanical workshop. Strong database with plenty of repeat business along with a dozen or so fleet servicing companies. They also have a licence to perform gas conversions. Established early in 2000 the workshop is of a very high standard with top quality equipment all in pristine condition and two hoists. Sales in excess of \$300k with plenty of potential to further increase.



Location: Gold Coast **Asking Price:** \$193,500
Broker: Glen Dixon / 0410 517 000 / glend@linkbusiness.com.au

Busy Gold Coast Cafe

ref: GC00110

- Net Profit \$237,000 (for working owner)
- Established for 14 years with very popular name on the Gold Coast
 - No competition in local precinct
 - Business operates with extremely loyal staff
 - Turnkey operation with strong systems and procedures in place
 - Good lease with long tenancy available. Rent is only \$8k per month
 - Consistent sales of \$17,000 per week



Location: Gold Coast **Asking Price:** \$350,000 plus Stock
Broker: Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

Special Cafe - Great Location - Gold Coast

ref: GC00035

- Money maker - expected profit this fiscal year (2016-2017) \$295,000
- Low rent \$22,000 pa - long lease 5 x 5 years
- This daytime only cafe is unique and located in a beautiful environment
- Located away from the madding crowds, plenty of free parking
- Fantastic coffee and friendly staff and lots of regular customers



Location: Gold Coast **Asking Price:** \$495,000 plus Stock
Broker: Guy Cooper / 0431 227 644 / guyc@linkbusiness.com.au

Commercial & Residential Concrete Polishing ref: GC00101

Significant projects in both NSW and QLD.
Large amount of plant and equipment, including some of the latest technology on the market, you are able to facilitate amongst the largest of commercial projects within Australia. Includes new developments as well as upgrades to existing sites and a constant flow of work to quote on, based on existing client relationships and a quality reputation.



Location: Gold Coast **Asking Price:** \$750,000 plus Stock
Broker: Troy Potter / 0412 286 176 / troyp@linkbusiness.com.au

Pauls Milk - Retail Distribution ref: 13930

- Price includes 3 late model Mitsubishi refrigerated trucks & equipment
- Retail Franchise agreement covers 7 large delivery areas south-side of Brisbane
- Distributing Pauls/Parmalat range also to approx. 50 homes
- Established 20+ years current owner 12 years
- No warehousing, work from home
- Adjusted EBIDT of \$87,000, average last 3 years for owner part-time
- Trades 5 days Monday-Friday



Location: Brisbane Region **Asking Price:** \$185,000 (Neg.)
Broker: Kevin Hurst / 0417 425 243 / kevinh@linkbusiness.com.au

Wood Fire Pizza ref: GC00113

- Net \$520+ per year UNDER MANAGEMENT
- Open 5 days Wednesday - Saturday 4.30pm - 8.30pm, Sunday 4.30pm - 8pm
- Option to extend trading hours and menu
- Rent \$730 per week + outgoings + GST
- Currently operated by 1 owner with high Net Profit
- Also has 6-8 casual staff, wages approx. \$500 per week



Location: Brisbane Region **Asking Price:** \$129,000 (Neg.) plus Stock
Broker: Kevin Hurst / 0417 425 243 / kevinh@linkbusiness.com.au

Telecommunication Voice & Data Provider ref: GC00074

Business provides an accelerated entry for a purchaser into the provision of B2B and B2C voice & data services.

It has access to major tier one voice and data service provider products Nationally allowing it to tailor voice and data solutions to any customer in any part of Australia and Pacific Islands. Fixed wireless, VPN, microwave, satellite, NBN and SPN services all available.



Location: NSW Northern Rivers Region **Asking Price:** \$250,000
Broker: Troy Potter / 0412 286 176 / troyp@linkbusiness.com.au

Long Established Auto Parts & Wrecking ref: 14748

Well-known auto-wrecking yard has been trading from the same location for the past 35 years. Set on a 3500m² site that includes several storage sheds, office space and an undercover work bay.

The business utilises an industry specific cataloguing and inventory system that makes storing, finding, selling and delivering parts easy and efficient.

Included in the sale is all plant and equipment.



Location: NSW Northern Rivers Region **Asking Price:** \$250,000 Incl. Stock
Broker: Troy Potter / 0412 286 176 / troyp@linkbusiness.com.au

Popular Food Distribution ref: GC00100

Net Profit \$232,000 (semi-managed)

- Established 18 years with strong recognition in local area and surrounds
- Sales exceeding \$30k pw and increasing
- Ongoing supply to restaurants, cafés, schools, festivals, catering companies and food/hospitality outlets
- Loyal and long-standing staff in place with many years of experience, including manager of 5 years
- Large premises with low rent. Perfectly located in easy delivery zone



Location: NSW Northern Rivers Region **Asking Price:** \$575,000 plus Stock
Broker: Myron Plumb / 0415 303 370 / myronp@linkbusiness.com.au

More Businesses Listed, More Buyers Reached, More Businesses Sold



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Businesses for sale - Sunshine Coast

Hair Salon – Trendy Boutique in Great Location ref: 14479

Well-located in an affluent and desirable suburb. Owner looking for a quick sale. All reasonable offers considered.



- Beautifully presented salon: Full, top-quality recent refit
- Sizable loyal client base; business established twenty years
- Long lease and very low overheads. Free parking
- Sublet beauty salon contributes significantly to rent
- Systems and procedures in place for everything

Location: Sunshine Coast **Asking Price:** \$65,000 WIWO
Broker: Chris Reid / 0419 378 777 / chrisr@linkbusiness.com.au

Profitable Commercial Cleaning Business ref: 14504

Established, successful business specialising in cleaning hard and soft surfaces, client base includes domestic, retail, commercial and professional services clientele:



- Extensive range of commercial equipment
- Operates from home throughout the Sunshine Coast
- New web site capturing enquiries driven by organic marketing
- Strong history of profit growth, net up 27% since 2014

Location: Sunshine Coast **Asking Price:** \$199,000 WIWO
Broker: David Morris / 0410 716 025 / davidm@linkbusiness.com.au

Children's Bedroom Furniture Import and Retail ref: SC00001

Established for over 10 years, this showroom, business sells exclusive colourful high quality children's novelty beds and furniture.



- Very profitable – minimal staff required; all systems in place
- Excellent location in busy "showroom-style" shopping suburb with children's play centre next door
- Strong online sales & presence, a spacious showroom; both onsite & separate warehouse
- Suit one or two working owners, no prior knowledge required

Location: Brisbane **Asking Price:** \$195,000 plus SAV
Broker: Chris Reid / 0419 378 777 / chrisr@linkbusiness.com.au

Busy Cafe in Top High Street Location ref: SC00004

Position can't be beaten on this well-established cafe serving Newsagency, Woolworths, Pharmacy & Medical Centre customers.



- 20-seat, spacious courtyard-style seating
- Long, low-cost lease (especially considering the location)
- Easily run by one owner and casuals in 5 and a 1/2 days a week
- Chef-created, healthy menu, designed to be prepared by casual staff

Location: Sunshine Coast **Asking Price:** \$120,000 plus Stock
Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Iconic White Goods Appliance Store ref: SC00005

Trading solidly for 25 years this white goods retail & repairer is an absolute gem - with a catchy marketing jingle to go with it.



- Huge turnover, strong net profit and fantastic location
- Consistent solid figures due to face that their buying group is very hard to get into
- Owner retiring, ready to pass on the torch of this exceptional business

Location: Sunshine Coast **Asking Price:** \$330,000 plus Stock
Broker: Wim Janssen / 0429 626 835 / wimj@linkbusiness.com.au

Paintless Dent Repair - Perfect Location ref: SC00018

Returning more than \$140k to the owner in an average year, this clever, low-operating cost business will suit someone with previous experience.



- One working owner does it all. 5-days, no staff required
- Low rent in busy automotive precinct
- Excellent 14-year financial history
- Superbly presented workshop
- Included full branded recent model ute

Location: Sunshine Coast **Asking Price:** \$179,000 WIWO
Broker: Chris Reid / 0419 378 777 / chrisr@linkbusiness.com.au

Newsagency & Gift Shop with a Difference ref: SC00024

Huge opportunity to acquire an established business with strong consistent profits - first time on the market in 22 years.



- Latest Golden Casket fit out installed 2016
- Lotteries sales over \$2M 2016 FY
- Newsagency sales \$732,737 2016 FY
- Ranked in the top 10% in Lottery Sales in Queensland
- Prime location with long lease in place
- No delivery run

Location: Sunshine Coast **Asking Price:** \$535,000 plus Stock
Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Floor & Window Coverings - Blue Chip Franchise Group ref: SC00021

First established more than 20 years ago and has become one of the largest most successful franchises in this Blue Chip Franchise Group.



- Excellent franchise model
- Consistent increasing turnover
- Owners operated 5 days a week with loyal staff in place
- Netting well over \$300,000 (2016 tax year) and is still growing
- Excellent investment that will not disappoint the astute investor

Location: Sunshine Coast **Asking Price:** \$720,000 plus Stock
Broker: Wim Janssen / 0429 626 835 / wimj@linkbusiness.com.au

Leading Distribution Company

ref: SC00030

The company represents an exclusive range of products that are imported from leading USA and local suppliers.

- Exclusive supply agreements are in place for a range of products
- Agents across Australia
- 5 day operation
- Excellent online presence ranking 1st with some of their products
- Database of thousands of customers
- Huge opportunities to develop further



Location: Sunshine Coast **Asking Price:** \$495,000 plus Stock
Broker: Wim Janssen / 0429 626 835 / wimj@linkbusiness.com.au

Fantastic Cafe Opportunity – Noosa

ref: SC00034

Friendly local cafe situated only metres to the beach in an affluent Noosa suburb.

- Outstanding location with corner exposure
- Long secured lease
- Closes 4pm daily, but potential to extended hours & add a liquor licence
- Popular tourist destination, plus loyal local following
- Sales averaging \$12,000 per week



Location: Sunshine Coast **Asking Price:** \$95,000 plus Stock
Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

Exterior Pressure Cleaning Specialists

ref: 13554

Almost all of the work is outside – in the external property services sector.

- Earn twice the average annual income for the Sunshine Coast
- 90% repeat business in the first quarter of 2016
- Professional web site, and client data base
- Reliable quality equipment including new trailer
- Full training and ongoing mentoring by the vendor



Location: Sunshine Coast **Asking Price:** \$99,000 wiwo
Broker: David Morris / 0410 716 025 / david.morris@linkbusiness.com.au

Tobacconist – The Cuban Cigar Company

ref: SC00035

First time on the market in 20 years, with fantastic net profit for working owners - \$239,000 p.a. (2016).

- Full Financials available to qualified buyers
- Perfect for the first time business owner
- Safe and secure business with a captive growing market
- Cheap rent at \$700.00 p.w. + GST
- Turnkey operation with simple business model



Location: Sunshine Coast **Asking Price:** \$475,000 including Stock
Broker: Manuel Ribeiro / 0429 626 835 / manuelr@linkbusiness.com.au

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Businesses for sale - New South Wales

Iconic Motorcycle Dealer & Power Equipment Retail ref:13090

Leading retailer of two renowned motorcycle brands, extensive power equipment range and premium quality ground care products. The business operates in a growing regional market with a strong commercial and rural customer base.



- FY2015 sales over \$2.3m
- Established 30+ years with a highly regarded reputation for service and quality
- Extensive and exclusive territory
- Equipped service and maintenance workshop

Location: Rural NSW **Asking Price:** \$690,000 plus SAV

Broker: Heath Nicholson / 0413 317 380 / heathn@linkbusiness.com.au

Unique & High Quality Jeweler – Inner West ref: 13756

This is a family owned and managed business operating in the inner west for 25 years. Features include:



- Specialists in diamond engagement rings, wedding rings, watches and gifts
- Repairs jewellery and watches
- Caters to all tastes and budgets
- Has built a reputation for quality and dedicated after sales service

Location: Inner West - Sydney **Asking Price:** \$185,000

Broker: Charles Gallen / 0411 185606 / charlesg@linkbusiness.com.au

Established Highly Profitable Takeaway ref: 14291

Great opportunity to secure a busy and easy to run takeaway food shop in a popular centre. Features of this opportunity include:



- Consistent and reliable turn over, accompanied by low expenses
- Highly profitable
- Located in one of Illawarra's fastest growing areas
- Training and generous handover period provided
- Highly motivated seller

Location: Illawarra **Asking Price:** \$69,000

Broker: John Hughes / 0418 963 112 / johnh@linkbusiness.com.au

Weekend Tourism in the Heart of Sydney ref: 14478

Established for over 7 years, this adventure tourism business is popular with tourists and locals, as well as businesses using their services for team building days.



- Consistent revenue
- Good second income opportunity
- Identified opportunities for growth
- Under management with experienced staff
- Individual and Corporate clientele
- Strong referrals

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

Broker: Alan Kanuk / 0449 537 884 / alank@linkcorporate.com.au

Dry Cleaning Opportunity ref: 14615

Dry cleaning business located in busy South Sydney location, features of this opportunity include:



- Well established with no direct competitors
- Well maintained equipment & easy to operate
- Located in modern busy centre with neighbouring major tenants
- High growth area with plenty of potential
- Generous training provided

Location: Sydney South **Asking Price:** \$40,000

Broker: John Hughes / 0418 963 112 / johnh@linkbusiness.com.au

Indian Takeaway Cafe ref: 14676

Situated in a prime visible location in a popular food court in Sydney's North Shore, this Indian takeaway cafe is a fantastic opportunity for an experienced hospitality operator or someone looking for a strong business to start out.



- High traffic location with lots of passing trade
- Turnover currently \$11,000 to \$12,000 per week
- Virtually unlimited seating
- All equipment unencumbered

Location: Sydney - North Shore **Asking Price:** \$159,000

Broker: Charles Gallen / 0411 185606 / charlesg@linkbusiness.com.au

Profitable Central Coast Tyre Wholesale Opportunity ref:14788

Independent tyre wholesaler established since 2013, supplying tyres to the Central Coast and Newcastle regions. Features include:



- Fast track ordering system with excellent customer service
- Diverse product range
- Massive warehouse space and excellent stock management system
- 5 days' operation, easy to run and no experience required
- Two vehicles included

Location: Central Coast **Asking Price:** \$199,000 plus SAV

Broker: Sabrina Xia / 0434 462 388 / sabrinax@linkbusiness.com.au

Property Conveyancing Practice ref: 14805

This is an excellent opportunity to purchase an established Licensed Real Estate Conveyancing Practice in a great Hills District location.



- Established 16 years
- Client fees \$273,000 in 2016
- Excellent premises with option for new lease or relocation
- Great opportunities for growth
- Can be merged with an existing practice or operated independently
- Established referral network and client database

Location: Western Sydney **Asking Price:** \$160,000

Broker: John Bentley / 0418 28 117 / johnb@linkbusiness.com.au

Cafe Restaurant – CBD Location

ref: NSW00008

Opportunity to acquire a well-established cafe restaurant located in the heart of Sydney CBD, business features include:

- Prime Location with high traffic
- Full commercial kitchen with liquor licence
- Trades 7 days
- Turnover is about \$26,000 to \$31,000 a week
- Coffee 45kg per week
- Seats indoors and outdoors (Capacity for approx 100 people)



Location: Sydney CBD **Asking Price:** \$558,000

Broker: Christine Yu / 0416 009 600 / christiney@linkbusiness.com.au

Well Established Grocery Shop

ref: NSW00035

Providing organic fruit, juice, salad bar and flowers

- Premium location on the main road
- Long term lease with 3+5
- Trading: 7 days Mon-Sun 7:00am-8:0pm
- Shop with an area of approx. 100m²
- Lots of regular loyal clientele
- Successful business with plenty of room to grow
- Extra rental income \$800 per week



Location: Northern Beaches **Asking Price:** \$395,000

Broker: Christine Yu / 0416 009 600 / christiney@linkbusiness.com.au

Established & Growing Party Hire

ref: NSW00081

Excellent opportunity to own a long established well-reputed party hire business in South West suburb of Sydney.

Features include:

- Business is in growing path with measurable growth for this years
- Good family business with 4.5 working days
- Clean business with healthy asset value
- Truck and van along with the stock are inclusive of sale price



Location: Macarthur/Camden Region **Asking Price:** \$375,000

Broker: Himanshu Shah / 040 301 7344 / himanshus@linkbusiness.com.au

Window Blinds and Shutters

ref: NSW00085

Established for over 30 years, this business has developed a solid and respected reputation for custom made and manufactured fitted blinds and window furnishings, providing a high standard of quality and service.

- Two showrooms and one factory/warehouse
- Loyal private and commercial client base
- Managed by a well-structured & skilled team
- Highly profitable
- Great potential to grow and expand



Location: South Western Sydney **Asking Price:** \$635,000

Broker: Amy Li / 0403 665 058 / amyl@linkbusiness.com.au

Well Established Charcoal Chicken Shop

ref: NSW00063

Well established charcoal chicken shop. Offering both eat-in plus takeaway dining, in one of Sydney's growing suburbs. Features of this business include:

- Takings \$6,000 per week (approx)
- Very reasonable rent at \$700 per week (approx) with long lease
- Shop 100m² (approx)
- Walk-in cool room, walk-in freezer & plenty of storage
- Huge potential
- Well established with repeat customers



Location: South West Sydney **Asking Price:** \$79,000

Broker: John Hughes / 0418 963 112 / johnh@linkbusiness.com.au

Well Established Furniture Transport & Warehousing

NSW00067

Opportunity to acquire a well-established and respected furniture transport and warehousing business

- In operation for over 30 years, with loyal furniture retail clients and importers
- Strategically located warehouse with new lease
- Includes 4 well-maintained pantech trucks
- Currently employs 2 full time & 3 casual staff
- Strong returns for an individual manager or family



Location: Sydney Region **Asking Price:** \$580,000

Broker: Vic Whiteley / 0418 146 463 / victorw@linkbusiness.com.au

Profitable & Long Established Seafood

ref: NSW00098

This long established fresh and takeaway seafood provider is on the market for the first time in 41 years.

- Prime location, street frontage with no competition close by
- Good lease with significant option period with low rent
- Brand new premises with quality new equipment and custom-design fit-out
- PEBITA more than \$400,000 per annum



Location: Upper North Shore **Asking Price:** \$899,000

Broker: Sabrina Xia / 0434 462 388 / sabrinax@linkbusiness.com.au

Italian and Wood-Fired Pizza Restaurant Manly

ref: NSW00099

This long standing Italian restaurant is situated at Sydney's most iconic northern suburb beach Manly serving locals and tourists for over two decades.

Highly profitable with return to the owners in 2016FY of \$232,516

- On premise liquor licence
- Long lease 4+5+5
- Seating capacity of 90 guests
- Multiple revenue streams
- Full financials available on request



Location: Northern Beaches **Asking Price:** \$395,000

Broker: Daniel Kogan / 0401 620 918 / danielk@linkbusiness.com.au

Businesses for sale - New South Wales

Premier Luxury Travel and Touring Business ref: NSW00112

The company offers bespoke and traditional itineraries and experiences to upscale clients, for destinations both domestic and overseas.

- FY2017 EBITDA projected to grow to \$328,000
- A FY2016 revenue of \$1,840,000
- Operating largely under management
- Preferred supplier relationship with many inbound agents
- Broad selection of itineraries, tours and adventures
- Over 1200 trips delivered in FY2016



Location: Victoria **Asking Price:** \$950,000

Broker: Alan Kanuk / 0449 537 884 / alank@linkcorporate.com.au

Long Established Cafe ref: NSW00114

This is a long-established café located in prime location in upper blue mountains.

- Seats 50
- Kitchen equipment recently updated
- Trading from 7:30am – 4:00pm
- Turnover in excess of \$13,000 pw
- Adjoining 1 bedroom flat included



It has a good dry storage room and off-street parking making this an attractive business.

Location: Blue Mountains **Asking Price:** \$165,000

Broker: Bob Yates / 0414 823 266 / Boby@linkbusiness.com.au

Stylish French Fine Dining ref: NSW00117

A well known busy restaurant with great ambience

- Very well established and stylish venue for fine dining
- Moments from the train station and prime shopping centre
- Reasonable rent and long lease
- 80-100 sitting capacity with fully licensed bar
- Established for 14+ years, no direct competition
- Perfect venue for private functions.
- Under management



Location: Lower North Shore **Asking Price:** \$230,000

Broker: Amy Li / 0403 665 058 / amyl@linkbusiness.com.au

Large Award Winning Wholesale Bakery & Cafe ref: NSW00133

An award winning, highly successful and well-established wholesale bakery and café in regional NSW.

The cafe has built a strong wholesale and retail customer base over many years.

- Growing weekly sales of \$70,000 per week
- Healthy profit margin for an excellent return on investment
- Six year lease for security of tenure
- Largest wholesale and retail baker in the region



Location: Sydney Region **Asking Price:** \$800,000 plus SAV

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

Unbelievable CBD Bar For Sale ref: NSW00135

Fantastic location in the heart of the Sydney CBD, PSA and long lease with low rent!

- Seating capacity for 90
- Long lease 5+5+5
- Low rental expense incl outgoings of \$1,600 + GST
- Average turnover \$30,000 p/w gross sales
- On premise liquor licence with PSA
- 6 days trade
- Approved trade from 10am-12am



Location: Sydney CBD **Asking Price:** \$600,000

Broker: Daniel Kogan / 0401 620 918 / danielk@linkbusiness.com.au

Busy Supermarket ref: NSW00142

Busy, easy, and great value supermarket located in Western Sydney! Features of this opportunity include:

- Premium location on the main road
- Owner operated for 6 years
- Trading: 7 days Mon-Sun 8:00am-8:30pm
- Shop with an area of approx. 100m²
- Lots of regular loyal clientele
- Successful business with plenty of room to grow



Location: Western Sydney **Asking Price:** \$395,000

Broker: Christine Yu / 0416 009 600 / christiney@linkbusiness.com.au

Auto Spare Parts Importer and Distributor ref: NSW00143

Exciting opportunity to acquire a well-established auto parts importer and distributor

- Stable business in operation for over 12 years
- Long-standing relationships with well-known auto parts manufacturers
- Centrally located premises with off-street parking
- Broad customer base of mechanical workshops
- Preferred supplier to a national buying group



Location: Central Coast Region **Asking Price:** \$155,000 plus SAV

Broker: Vic Whiteley / 0418 146 463 / victorw@linkbusiness.com.au

Cake and Pastry Wholesale and Retail for Sale ref: NSW00153

Located in one of Sydney's favourite suburbs, this well located and unique business offers a sensational finished product using very high quality ingredients, and hand crafted techniques.

- High profile wholesale customer base with proven consistency and payment terms
- Multiple income streams with the retail sales generating strong revenue
- Fully HACCP approved and certified by Australian Food Microbiology
- Excellent production kitchen and equipment
- Strong profit returns to the owner



Location: Eastern Suburbs **Asking Price:** \$499,000

Broker: Dan Levitus / 0450 326 146 / danl@linkbusiness.com.au

High Growth Transport & Warehousing

ref: NSW00159

Move in easily to this growing, family run transport business.

- Business in operation for over 12 years, with continuing growth
- Long-standing relationships with major clients
- Well-located warehouse and yard, with facilities for vehicles of all sizes
- Price includes 2 trucks, 2 utes, 2 trailers and 1 forklift
- Experienced and stable staff



Location: Sydney Region **Asking Price:** \$750,000
Broker: Vic Whiteley / 0418 146 463 / victorw@linkbusiness.com.au

Chic Bakery - Premium Location in Sydney CBD

ref: NSW00164

Just minutes walk from Town Hall station, located in one of the busiest streets in Sydney, this modern bakery stands out.

- Total area 180m², including a central kitchen which can supply 5-6 shops
- New fit out and equipment
- Main road exposure soon to become a pedestrianised shopping strip
- Well established website
- Under full management



Location: Sydney CBD **Asking Price:** \$200,000
Broker: Amy Li / 0403 665 058 / amyl@linkbusiness.com.au

Caltex Service Station - Excellent Location

ref: NSW00171

Nearly new fit-outs, CALTEX & UCB as key suppliers and retail group with ATM facility

- Nearly new pumps & underground tank, covered under canopy
- Well established site with 2 BDR accommodation facility
- Located on one of the busiest roads in area, next to local public school
- Sub leasing option to generate extra revenue
- Major residential development 500 metres from site



Location: Central Coast & Newcastle Region **Asking Price:** \$785,000 plus SAV
Broker: Himanshu Shah / 040 301 7344 / himanshus@linkbusiness.com.au

Highly Profitable Café and Freehold For Sale

ref: NSW00183

Incredible investment opportunity to take advantage of a rare offering in the market. This solid business has built a great reputation over the last 5 years, and has been featured in local and national media.

- Net profit of \$300,000 run under management
- Strong and consistent growth
- 50 to 60kg of coffee sold weekly PLUS 20 to 30kg of retail/take home coffee per week
- Destination venue



Location: Riverina **Asking Price:** \$599,000
Broker: Dan Levitus / 0450 326 146 / danl@linkbusiness.com.au

Iconic Restaurant - Blue Mountains Region

ref: NSW00202

Opportunity to acquire this long established and bustling restaurant located in the stunning Blue Mountains.

- Strong turnover and profit
- Established for over 20 years with strong reputation with locals and visitors to the area
- Renowned for slow cooked delicious food
- Open kitchen with luxurious fittings, creating ambiance seating 60 patrons



Location: Blue Mountains **Asking Price:** \$250,000
Broker: Bob Yates / 0414 823 266 / boby@linkbusiness.com.au

Web Hosting & Web Development

ref: NSW00203

The company specialises in E-commerce/ Business Hosting and the development of websites for companies using Magento, and other shopping cart or CMS software.

Monthly Hosting, Domain and SSL cert Revenue is average \$37,500 AUD.

For Web Development:

- Average monthly revenue \$21,000
- 50+ General website maintenance clients
- Average 2-4 New E-commerce or WordPress sites per month
- Upgrades and new development for existing hosting clients



Location: Greater Sydney Area **Asking Price:** \$795,000
Broker: Stuart McLachlan / 0404 687 706 / stuartm@linkbusiness.com.au

Prime Kebab & Takeaway with Residence

ref: NSW00229

Prime corner location in busy and growing area, this take-away is well established and thriving. Plenty of space, this business comes with a one bedroom residence upstairs from the shop.

Features of this opportunity include:

- Clean and tidy shop with cool room and large kitchen
- Established and loyal clientele
- Selling only 7kg of coffee per week
- Trading only 5 and half days per week



Location: Western Sydney **Asking Price:** \$199,000
Broker: Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Trendy Jewellery Store

ref: NSW00233

Trendy jewellery store for sale is located on Sydney's North Shore.

- Established for over 9 years
- Suit watchmaker, jeweller or someone with sales experience
- New Lease available
- Selling luxury brand Thomas Sabo
- Big Christmas profit
- Right operator will increase customer base & profits

If you are looking for a trendy, profitable business then look no further



Location: North Shore **Asking Price:** \$69,000
Broker: Marco Gentili / 0404 805 222 / marcog@linkbusiness.com.au

Businesses for sale - New South Wales / Franchise

Award Winning Cards & Gifts Store

ref: 12352

Situated in a major shopping centre with minimal competition. Features include:

- Part of a large buying group with great discounts
- Offers a wide range of products – sells everything you would imagine, with low overheads
- The owner is willing to stay on and train the oncoming purchaser
- Long lease (4.5 years) CPI increases



Location: Hills Region **Asking Price:** \$90,000

Broker: Charles Gallen / 0411 185 606 / charlesg@linkbusiness.com.au

Busy Seafood Shop

ref: NSW00234

Newly refurbished shop with high turnover and profits located in prime Inner West shopping mall.

Features include:

- Nothing to spend, just buy and profit
- The new owner can expect a good clientele and an easy start
- Established for over 16 years
- Friendly environment and regular clientele
- In excess of \$1.5m a year in turnover makes this business very lucrative



Location: Inner West **Asking Price:** \$350,000

Broker: Marco Gentili / 0404 805 222 / Marcog@linkbusiness.com.au

Passiontree Patisserie Café & Dessert Bars – Existing & New Sites Available



Passiontree delivers English High Tea, Parisian Patisserie and Belgian Chocolate to Australian Shoppers.

Known for outstanding and on-trend desserts, Passiontree is a wonderful opportunity for someone looking for a fun and young franchise. No previous patisserie or cafe experience required, full training and support provided by Franchisor.

Available include:

- | | |
|--------------------------------|----------------------|
| 1. Chatswood Interchange (NSW) | 4. Garden City (QLD) |
| 2. Balgowlah (NSW) | 5. Toowoomba (QLD) |
| 3. Broadway (NSW) | |

Location: Various

Asking Price: \$400,000 plus upfront fee for exclusive territory right

Broker: Sabrina Xia / 0434 462 388 / sabinax@linkbusiness.com

Salt Meats Cheese



Bringing a touch of San Remo to Sydney, the owners are seeking to build the SMC family with quality hospitality entrepreneurs to be a part of the exciting journey. A vibrant, bustling food emporium that is part café-restaurant and delicatessen providore.

Available Locations:

1. Broadway (Under Contract) - \$795,000
2. Erskinvill - \$395,000 - \$450,000
3. Bondi Beach - \$395,000 - \$450,000
4. CBD - EOI
5. Mosman (SOLD)

Location: Various **Asking Price:** Various

Broker: Gareth Wolrige / 0448 715 762 / garethw@linkbusiness.com.au

Ogalo Franchise Opportunities



The Ogalo story started with an idea to provide Australians with a home style taste that gave every meal its own character - without compromising on their delicious and healthy quality. They are a leading casual dining restaurant in Sydney providing customers with a culinary experience like no other.

Available Locations:

1. Liverpool - \$195,000 - \$295,000
2. Hornsby - \$195,000 - \$295,000
3. Eastgardens - \$195,000 - \$295,000
4. Woden - \$195,000 - \$295,000

Location: Various **Asking Price:** Various

Broker: Gareth Wolrige / 0448 715 762 / garethw@linkbusiness.com.au

Businesses for sale - New South Wales Franchise

Nutrition Station Franchise Opportunities



Nutrition Station is pioneering the way to make a healthy lifestyle accessible to all. They are aiming to find people who are not only driven and passionate about starting their own business but people who have a desire for health and fitness.

- Available Locations:**
- | | |
|------------------------------------|--------------------|
| 1. Newcastle | 8. Manly |
| 2. Wollongong | 9. Pyrmont |
| 3. North Sydney | 10. Chatswood |
| 4. Sydney CBD (Multiple locations) | 11. Top Ryde |
| 5. Olympic Park | 12. Hornsby |
| 6. Dee Why | 13. Blacktown |
| 7. Brookvale | 14. Port Macquarie |
| | 15. Five Dock |

Establishment costs \$250K - \$250K depending on site selection.

Location: Various **Asking Price:** Various Prices
Broker: Sabrina Xia / 0434 462 388 / sabrinax@linkbusiness.com

Sushi Izu Franchise Opportunities



This is a franchise brand who partnered with Woolworths to make freshly made sushi on-site each day for consumers to enjoy at more than 165 Woolworths supermarkets across the nation.

- Available Locations:**
1. Lower North Shore - \$99,000
 2. North Shore - (Under Offer) - \$178,000
 3. South Sydney - \$125,000
 4. Darwin x 2 - \$185,000

Location: Various **Asking Price:** Various
Broker: Gareth Wolrige / 0448 715 762 / garethw@linkbusiness.com.au

Jamaica Blue - Leading NSW Regional Store ref: NSW00147

One of state's highest performing stores, located in one of the largest and most progressive shopping centres in regional NSW.

- Average annual sales of in excess of \$1.125m
- Prime location, rent at 10% of turnover
- 140m² with 74 seats
- All equipment is state of the art and well maintained
- New income stream from catering business



Location: Mid North Coast **Asking Price:** \$629,000
Broker: Sabrina Xia / 0434 462 388 / sabrinax@linkbusiness.com.au

Thriving Franchised Newsagency ref: NSW00132

An exceptional opportunity to capitalise on a busy, well-presented & profitable franchised newsagency in the Central Coast's second largest enclosed shopping centre.

- Strong Lotto sales over \$2.0m
- No sub-agents and no deliveries
- Very good supplier arrangements with a focus on gifts & cards, which generate excellent profitability
- Prime position with high traffic
- Plant & Equipment included



Location: Central Coast **Asking Price:** \$289,000 plus SAV
Broker: Himanshu Shah / 040 301 7344 / himanshus@linkbusiness.com.au

Sumo Salad Inner West ref: NSW00182

Situated in this high profile shopping centre in Sydney Inner west / western suburbs, this store occupies a prime position in food court.

- Surrounded by schools & business this centre attracts a large number of shoppers / workers
- Untapped potential for catering to businesses in the local area
- Franchisor offers full training and support
- Great opportunity for your first business
- Full trading records available



Location: Sydney Inner West **Asking Price:** \$99,000
Broker: Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

Gloria Jean's Coffee Franchise ref: NSW00155

Situated in this busy local shopping centre anchored by a major supermarket and a broad range of retailers to compliment.

- Long lease through to 2022
- One owner working 60 hours a week can earn \$2,500 per week
- Occupancy cost at 15%
- Great opportunity for your first venture into business with a leading brand that offers full training and ongoing support



Location: Western Sydney **Asking Price:** \$395,000
Broker: Mark Scott / 0447 219 799 / marks@linkbusiness.com.au

Businesses for sale - New South Wales Franchise

Top Juice Franchise Opportunities

Interested in joining on of the top 10 fastest growing franchise networks, then look no further. Top Juice is a fully integrated juice bar and fast food franchise specialising in healthy premium juices, smoothies, yogurt and salads made from fresh natural ingredients.

Available Locations:

- Newcastle - \$385,000
- Central Coast - \$390,000
- Campbelltown - \$210,000
- Marrickville (Under Contract) - \$249,000
- Randwick (Under Contract) - \$259,000

Location: Various **Asking Price:** Various

Broker: Gareth Wolrige / 0448 715 762 / garethw@linkbusiness.com.au



Zeus Street Greek Franchise Opportunities

This newly developed franchise has quickly developed a name for themselves as leaders in the Greek street food market. Their philosophy of food is simple: To share family recipes, to serve joy to all who walk through the doors and to make food feel like home. Turnkey operation with full on-site training and ongoing support.

Available Locations:

- Parramatta - \$595,000
- Queen St Mall Brisbane – (Under Offer) - \$395,000
- Chermshire Brisbane – (Under Offer) - \$695,000
- South Bank Brisbane – (Under Offer) - \$620,000

Location: Various **Asking Price:** Various

Broker: Gareth Wolrige / 0448 715 762 / garethw@linkbusiness.com.au



The Farm Wholefoods

Designed to provide a unique urban marketplace and showcase Australia's first wholefoods café franchise. Specialty coffee, smoothie bowls, farmers breakies and more.

Available Locations:

- Dee Why - \$300,000
- Norwest (Under Contract) - \$399,000
- Summer Hill (Under Offer) - \$399,000
- Cammeray - \$349,000
- Chatswood - \$399,000

Location: Various **Asking Price:** Various

Broker: Gareth Wolrige / 0448 715 762 / garethw@linkbusiness.com.au



Threebeans Coffee Franchise

ref: NSW00191

Located in a newly renovated shopping centre anchored by two leading retailers Woolworths and Aldi. Features include:

- Great rent and long lease
- Established client base and still growing, very popular place for people to meet and relax
- 35kg plus coffee per week with large food component increasing the average spend per customer
- Full training and support provided by Franchisor



Location: Sydney North Shore **Asking Price:** \$395,000

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

Freehold Country Pub – 28% ROI

ref: TA00006

Enjoying renewed popularity due to mountain bike trails and reinvigorated agricultural activity

- Easily managed with no gaming or bottle shop
- Accommodation, food & bar
- Thousands spent on improvements in recent years
- P & L in good condition, showing strong returns
- Potential to further increase turnover and bottom line by implementing fresh ideas and enthusiasm



Location: Branxholm, Tasmania **Asking Price:** \$598,000

Broker: Paul Scott / 0477 771 098 / pauls@linkbusiness.com.au

Launceston – B&B High T/O Ideal Location

ref: TA00014

Brilliant lifestyle change opportunity. A long-standing guest house since 1983, two story brick with slate roof and a stand-out turret, on a commanding corner position with magnificent views over Launceston and the Tamar Valley.

- T/O more than \$220k, adjusted net \$156k
- Only serving breakfast
- 10 en-suite rooms & 2 bedroom unit
- Heritage listed, booming tourism
- Easily managed business



Location: Launceston, Tasmania **Asking Price:** \$950,000

Broker: Paul Scott / 0477 771 098 / pauls@linkbusiness.com.au

Beautiful Tasmanian Roadhouse – Home & Business

ref: 14804

Offering a home, income and lifestyle in a picturesque rural environment. Comprises of 2 bedroom residence and large shop selling fuel, oils, takeaway food, convenience lines, groceries, and souvenirs.

- Proven performance
- Open 6 days a week, only 10 hours per day
- All in very good condition
- Represents exceptional value
- Fuel contamination report done



Location: East Coast Tasmania **Asking Price:** Offers over \$299,000 plus SAV

Broker: Paul Scott / 0477 771 098 / pauls@linkbusiness.com.au

Businesses Wanted Now!

Due to unprecedented demand from qualified buyers we urgently require businesses to sell in these categories:

Café – Owner Operator/Managed

Day time café with high turnover.
Buyers Budget: Up to \$1,000,000
Manuel Ribeiro - 0429 626 835
manuelr@linkbusiness.com.au
LINK Sunshine Coast

Service Stations / Convenience Store

We have buyers looking for service stations and convenience stores on the Sunshine Coast.
Buyers Budget: Up to \$2,000,000
Chris Reid - 0419 378 777
chrisr@linkbusiness.com.au
LINK Sunshine Coast

ICT Business

Turnover \$300k-\$3m pa. 2 employees to 12 employees. VOIP, complex data or managed services. 40 to 200 managed clients. Service based. Located on the Gold Coast or Northern NSW.

Troy Potter - 0412 286 176
troyp@linkbusiness.com.au
LINK Gold Coast

wanted

Online Distribution/Wholesale/Retail

Serious Buyers looking to acquire solid on-line businesses with both product and services. Annual turnover minimum \$500k pa. Australia Wide.

Budget: \$200,000 - \$700,000
Myron Plumb - 0415 303 370
myronp@linkbusiness.com.au
LINK Gold Coast

Wholesale/Manufacturing/Distribution/Café – Owner Operator/Managed

Day time café with high turnover.
Up to \$1,000,000
Manuel Ribeiro - 0429 626 835
manuelr@linkbusiness.com.au
LINK Sunshine Coast

wanted

Transcription Business

Required to turnover \$500,000 or more.
Buyers Budget: \$1 million
Vince Konig - 0430 332 208
vince.konig@linkbusiness.com.au
LINK Brisbane

Stainless Steel Fabrication

Preferably based in Brisbane
Buyers Budget: \$3-4 million
Vince Konig - 0430 332 208
vince.konig@linkbusiness.com.au
LINK Brisbane

Import Distribution

Recently listed a similar business and had an huge response of buyers looking to purchase.
Buyers Budget: \$1 million +
Garth Nell - 0406 109 150
LINK Brisbane

Industrial Cafes

Numerous buyers across all price points.
Buyers Budget: Up to \$500,000
Marco Gentili - 0404 805 222
marcog@linkbusiness.com.au
LINK New South Wales

Businesses for sale - SOLD

Children's Play & Party Centre ref: 13811

The best children's playhouse & cafe in South East Qld. Located in a prime position in the beach side area. Long established kid's party venue & events business. This business is a well-priced, solid investment. Unique & profitable. Excellent franchise potential.

Location: Gold Coast
Broker: Graham Tippett / 0418 782 082
grahamt@linkbusiness.com.au

SOLD

Removalist - National & International #13653

- First time on the market
- Established over 20 years
- ROI 41% with Net Profit over \$1.25M
- Retirement sale

Location: Sunshine Coast
Broker: Wim Janssen / 0451 074 099
wimj@linkbusiness.com.au

SOLD

Gloria Jeans Sunshine Coast ref: 14521

- New redesign & fit-out completed 2016
- Impressive plant & equipment
- Long lease until 2022
- High profile location in shopping centre food court

Location: Sunshine Coast
Broker: Wim Janssen / 0451 074 099
wimj@linkbusiness.com.au

SOLD

Unique Restaurant/Cafe ref: 14833

Fully equipped kitchen and counter bar. Open 7 days - breakfast & lunch only. Dinner 1 night per week on Fridays. Catering to repeat local clientele. Outstanding decor. T/O \$20k per week with a healthy Net Profit of \$4k per week to owner/operator.

Location: Gold Coast
Broker: Baz Sanjakdar / 0412 488 008
bazs@linkbusiness.com.au

SOLD

Café with Water Views ref: SC00013

- Cash contract in just 2 weeks
- Sold within database prior to listing on the web
- Well known to locals and tourists
- Large sale demonstrates buyers are looking for bigger cafés
- Local buyer

Location: Sunshine Coast
Broker: Manuel Ribeiro / 0429 626 835
manuelr@linkbusiness.com.au

SOLD

Coco Cubano Licensed Franchise ref: 14367

- Well managed licensed cafe restaurant
- Current turnover approx. \$1,400,000. pa
- Low rent with long lease, rent is only 8% of sales
- Seating 110 seats with liquor license
- Striking fit out with a colourful and vibrant atmosphere

Location: Sydney Region
Broker: Sabrina Xia / 0434 462 388
sabrinx@linkbusiness.com.au

SOLD

Rheem Solar Specialist Dealership ref: 14650

Turnkey operation all systems in place. Easy to run with great profit. Suit husband/wife or trade person. Great location on busy road. Solar power and battery storage full range. Renewable energy is the future.

Location: Brisbane
Broker: Tim Craft / 0411 874 452
timc@linkbusiness.com.au

SOLD

Trendy Beach Side Cafe ref: 14741

This super trendy licensed café is situated at one of Sydney's iconic Eastern Suburb beaches. The caliber of dining options in the area has grown significantly over the past few years and this venue was at the forefront of that which has given it a great reputation with locals and greater 'foodie' community.

Location: Sydney Region
Broker: Daniel Kogan / 0401 620 918
danielk@linkbusiness.com.au

SOLD

Event Management, Styling & Hire ref: 12802

Conveniently located on the NSW Central Coast, this high quality, upmarket business holds major contracts with 5-star venues and provides specified styling items for weddings and corporate events. A large showroom allows clients to choose styles and designs.

Location: Sydney Region
Broker: Vic Whiteley / 0418 146 463
victorw@linkbusiness.com.au

SOLD

5 day Industrial Café ref: 13599

With sales consistently between \$46,000 and \$50,000 per week, this large food operation generates a good level of income from multiple sources, including; café, catering, vans, drive through.

The business has; Large commercial kitchen, massive indoor / outdoor area, fully staffed, no weekends, Strong secure lease in place.

Location: Brisbane
Broker: Vince Konig / 0430 332 208
vincek@linkbusiness.com.au

SOLD

Wholesale Food Distribution ref: 14127

- Established for over 20 years with an outstanding reputation for quality & service
- High turnover and very profitable
- Current owners will ensure a smooth management transition
- The business can be run fully under management if desired

Location: Brisbane
Broker: Roland West / 0450 484 008
rolandw@linkbusiness.com.au

SOLD

Franchise Gym Under Management #14714

The internationally recognised brand has an excellent reputation across Australia. This particular location has some key benefits:

- Very well established with a solid membership base - 1000+ members
- Situated in the heart of a very affluent suburb
- Under excellent management

Location: Brisbane Northside
Broker: Dustin Slypen / 0425 121 788
dustins@linkbusiness.com.au

SOLD



Become a Business Broker in the LINK network, and be part of the **Most Innovative** and **Largest** International Business Brokerage

LINK is the largest Business Broking network in the world, known for our confidentiality, integrity, marketing and our innovation in the technology we use.

At LINK we give you the training, support and technology you need to succeed and to seek your full potential to tackle the challenges. LINK is an environment where you are rewarded for your hard work. If you are good at networking and creating relationships, then Business Broking is a career that will open doors for you and allow you to succeed at an unlimited pace. With offices across Australia, New Zealand, South Africa, United States and the Philippines, LINK is proud of its growth and market dominance - based on results and integrity.

The success and growth of LINK is largely attributed to three key factors:

- Specialist brokers and divisions.
- Embracing technology and shaping it to gain benefit.
- LINK's unique success system, founded on work-place training and competency based standards, which translate into proven training and operational procedures these have been documented in easy to follow sales and administration manuals incorporating appropriate policies, protocols and practices.

LINK's commitment to excellence has helped us forge a reputation as industry leaders and that's why we are confident to say we are **"The authority on selling businesses"**.

**If you would like to join LINK as a Business Broker please contact us
for a face to face meeting at one of our Australian offices**

1300 763 668 linkbusiness.com.au

Our Culture

The difference between LINK and our competitors must be the unquestionable ethics of our brokers, and their high degree of professionalism and SUCCESS.

LINK is a vibrant, growing entity founded on strong service and caring principles, with a non-negotiable philosophy of ethical dealings. It follows the reporting disciplines of a larger company but without the bureaucracy.

Are You?

- Prepared and capable of prospecting ✓
- Self motivated ✓
- Practical and professional ✓
- Ready for some bumps and bruises ✓
- Results focused ✓



The authority on selling businesses



The authority on selling businesses

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

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



linkbusiness.com.au 1300 763 668