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NEW ZEALAND EDITION, DEC - MAR 2016

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The Art of Empowerment

Managing Seasonal Business

How Buying a Business Might Assist with Your Immigration to NZ

The New Generation of Asian Immigrant is Changing the Business Market

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Welcome From the Director

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

If you would like to join LINK visit linkbusiness.co.nz

Welcome to the last Business Broker magazine this year. We anticipate that 2016 will bring considerable activity to the area of business sales in New Zealand, and our expectations are that it will be the strongest year in a decade for the numbers of transactions. On the buy-side of the equation we have; interest rates at historic lows, strong immigration, significant numbers of unsatisfied existing purchasers, increased demand from offshore buyers who are looking at growth through acquisition and aggressively engaged well-funded Private Equity firms looking for industry roll-ups. On the sell-side we have the well documented "baby boomer" phenomenon bringing record numbers of retiring business owners to the market, the real signs of which we are only really seeing now. With this unusual combination of strong demand and strong supply we would expect to see a vibrant business sales market, heralding the beginning of what will be one of the largest transferences of wealth in New Zealand history. With over 30,000 SME businesses (with between 5 and 50 employees) currently owned by "baby boomers" who will exit in one fashion or another over the next 10 years, significant numbers of transactions will occur. Many of these transitions will of course occur through internal mechanisms such as selling to partners, family or management, but a considerable number will occur as an outright sale. This year will be a particularly good time to sell a business in New Zealand and we expect to see savvy business owners identifying that opportunity. And who better to sell that business than LINK, the fastest growing business brokerage in the world and winners of the 2015 Excellence in Exporting award and the Supreme award in the Westpac Auckland Business Awards (Central) along with placing 11th on the 2015 Deloitte Fast 50 list.

Sincerely,

Aaron Toresen

Managing Director



Left: Aaron Toresen (Managing Director), Jenny Holden (Franchise Support Manager), Talia Rushton (Special Projects Co-Ordinator), Nick Stevens (Business Broker)

We are very proud to announce LINK is the Supreme Winner of this year's **Westpac Auckland Business Awards 2015 (Central)**, taking out the **Supreme Business Excellence Award** the **Excellence in Exporting Award**. These awards celebrate excellence in business and innovation across Auckland.



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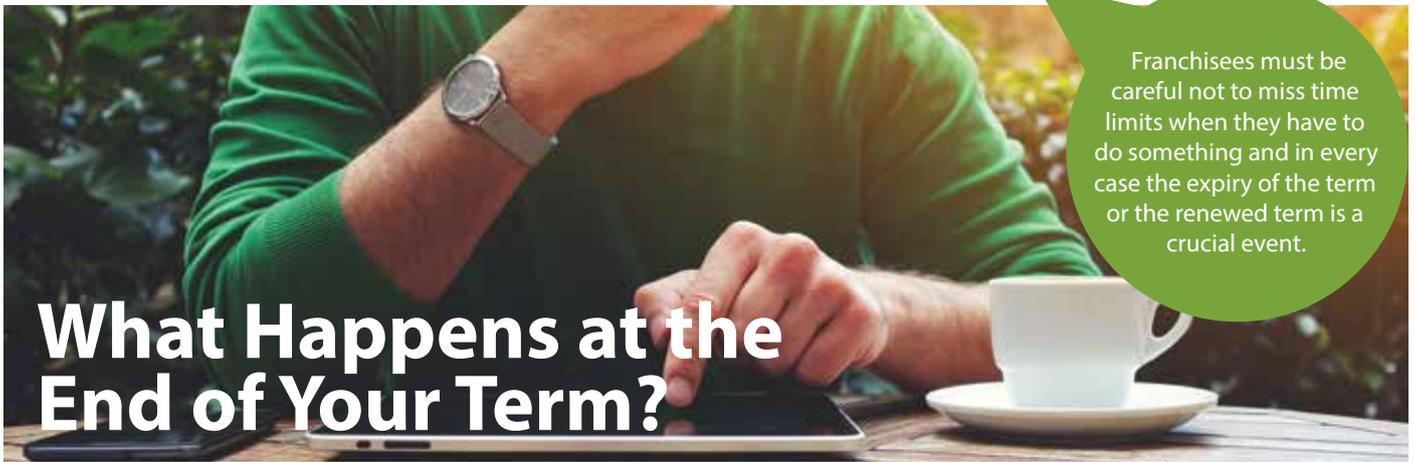
Congratulations **LINK**



Aaron Toresen, Talia Rushton and representatives from Deloitte

LINK has been recognised as the **11th Fastest Growing NZ Business** in the prestigious **Deloitte Fast 50 Index for 2015**. This index ranks businesses experiencing rapid revenue growth over three years and sets the benchmark for high growth businesses in New Zealand.





What Happens at the End of Your Term?

Franchisees must be careful not to miss time limits when they have to do something and in every case the expiry of the term or the renewed term is a crucial event.

When a franchisor grants a franchise agreement it is usually for a period of years with 1 or 2 rights of renewal for the same period of years. For example, in New Zealand a common term is 5 years with a right of renewal of 5 years, making 10 years in total.

If a franchisee pays an upfront franchise fee of \$40,000 for a 5 year term with 1 right of renewal of 5 years upon payment of a \$10,000.00 renewal fee then that equates to a 10 year term for \$50,000 or \$5,000 per year.

Why are franchises only granted for a certain term?

A franchise agreement is for a fixed period of time and when that time period has elapsed a franchisee has nothing to sell. For example, a franchisor of a business format franchise grants a franchisee a 5 year term and a normal clause might state "This Agreement shall commence on the commencement date and shall be for a term of 5 years."

Most agreements will contain a right of renewal and usually the clause will provide for not more than 6 months and not less than 3 months notice before the end of the term. Written notice must be given to the franchisor when exercising a right of renewal which usually requires payment of a renewal fee plus the franchisor's current form of franchise agreement needs to be signed.

What happens after the agreement ends?

Most franchise agreements contain a clause headed "Action upon Termination of Franchise" and this states what is to happen to the franchise and what the franchisee must do when the term has expired. The franchisee will no longer be able to carry on business or use the brand. Conversely, the franchisor will be able to sell a new 5 + 5 agreement to a new franchisee and obtain an upfront franchise fee which may have increased from \$40,000 to \$50,000. It is important to realise that when the franchise agreement comes to an end the franchisee normally has to hand everything back to the franchisor including manuals, stationery and business cards, client lists and any other intellectual property of the franchisor. If a franchisee has a sublease of the premises, or a licence to occupy, then the franchisee will have to vacate the premises because termination of a franchise agreement would normally trigger termination of the sublease. If a franchisee holds the head lease of the premises then the franchise agreement should contain a clause allowing the franchisor the option of taking this over.

The franchise agreement will often provide an option for the franchisor to purchase the business assets at a fair value but in reality this often equates to book value. The franchisor will not be required to pay anything for the goodwill of the business so the franchisee is in a very weak position once the term has expired.

The basic principle of any franchise relationship is that it should be capable of subsisting on a long term basis. There may be various reasons for a relatively short period, but most franchise agreements allow for the franchisee to exercise a right of renewal. If the agreement does not grant a right of renewal then a prospective franchisee should proceed with caution. It may mean that the franchisor will not even be prepared to agree to any renewals or will try to make renewal expensive. Beware of agreements which grant a short initial period with rights of renewal that incur additional fees.

The fact that at the end of the term the franchisee has nothing to sell is completely normal in franchising. A franchisee is purchasing the right to use the brand name and system for a period of time, and when that time has elapsed the franchisee must stop using the system and the brand.

Recently I acted for a franchisee client who was most distressed that the franchise term had expired and he had received a letter/notice from the franchisor advising that the term had expired and the franchise agreement was terminated. The term of the franchise was 5 years and there was one right of renewal for 5 years. The right of renewal clause in the agreement stated that the franchisee had to give notice to the franchisor of its intention to renew the franchise not more than 6 months and not less than 3 months before the end of the term. However, the clause contained the phrase "time shall be of the essence" which meant that the time periods are very important and will be strictly enforced. Because the franchisee had forgotten to exercise the right of renewal within the time limit, I had to advise the franchisee there was nothing that could be done. The moral of the story is that franchisees must be careful not to miss important time limits and in every case the expiry of the term or renewed term is a crucial event and should be carefully recorded since to miss a date could cause catastrophic consequences.

It is very important to seek independent legal advice from an experienced franchise lawyer and to understand what is meant by the term and the renewal of term, as a franchise does not last forever.



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Stewart is New Zealand's leading franchising lawyer with over 35 years experience and his clients include many well known national and international franchise brands.

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The Art of Empowerment

I was asked recently if I would share my insights into having people perform at their best.

"It would be cool if you could just speak to how you empower people in a business setting" they asked.

It wasn't as easy as I thought. I had to think really hard as to what it is that I actually do. But with a coffee under the belt the thinking got going and I started to jot down some thoughts.

Here's some coffee inspired thoughts.

▶ Start with a ridiculous vision

You can't empower people to perform at their best if they have no idea what the end goal is. Take them into your trust around the vision you have for the business and be outlandish. Move the needle. Frighten. Cheesy as it may be, if your vision doesn't make people nervous or highly doubtful then it's not big enough. True Leadership is about setting the general direction and then moving the big rocks out of the way for people, so they can get on and deliver.

▶ Everyone must have goals and accountabilities

Set each of your team some clear goals and accountabilities. This is not the time for killing them with detail. If you can't drop this into say 6 to 10 key areas you want them to deliver over a defined period (usually a year) then start again until you can.

▶ Guide by asking questions

Give feedback but never do all the talking. I'm the worst offender here so don't feel bad if you suffer the same affliction. Just shut your mouth occasionally. It works. If people need some guidance to better achieve their goals always help them make their own decisions. Be unambiguous but gentle. Engage them through questioning. It's way more powerful if they derive the answer themselves.

▶ Let them know you care

People get one life and they are spending it working with you. Show them you genuinely care about them and their successes. Work with them on their development plans. I love people following their dreams and passions and want the people that work with me to be doing the same. Everyone needs to have fun. Yes it rains some days but make sure there are way more sunny days.

▶ Reward them

Pay your people properly and then go and treat them occasionally. Take them out for lunch or a drink. Say the little things that mean something important. Do it regularly. When big goals are achieved make sure you celebrate properly. Life is a party after all.



▶ Trust

You know what it feels like to be trusted. Make sure you return the favour. I've been lucky enough to grow up being able to trust. Yes you occasionally get burnt but hey that's life. Trusting is a much better way to live life. It's less stressful. So give trust back to those who you manage. Let them succeed without getting in their face. Give them space.

▶ Delegate some big stuff

Nothing beats the taste of meaningful success. Don't just delegate the small stuff. Empowerment means letting people make decisions that are truly impactful.

▶ Give people what they need

Nothing frustrates people more than being asked to do something without giving them the tools to do the job. Always make sure the office environment is good. Take a leaf out of some of the cool kid tech company start-ups that really know about company culture. Provide good gear to work with. Don't be Scrooge McDuck and have your people using old equipment.

▶ Summary

Set the vision. Demonstrate to people what they each need to deliver. Give them what they need. Remove their big obstacles. Then get out of the way.



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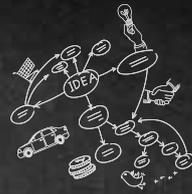
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RightWay – "Earn More, Stress Less"

Greg Sheehan, the CEO and Co-Founder of RightWay, couldn't be happier. He's helping small businesses grow at the helm of New Zealand's fastest growing accounting and business advisory firm.

Known for being straight up, super knowledgeable and producing a damn good Pinot Noir, Greg is a small business advocate and business leader with true passion and grit.

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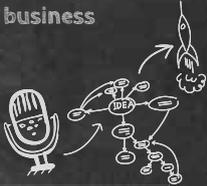
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Managing Seasonal Business

With Christmas and the school holidays approaching, many businesses around New Zealand will either enter an especially busy period, or a quiet period with little sales. We look at how to manage your business' seasonal fluctuations and how to manage your cash flow during these ups and downs.

What are seasonal businesses?

Seasonal businesses are popular in New Zealand. There are many of all shapes and sizes – orchardists, ski shops, beach hotels, fruit stalls. Seasonal businesses are determined by a number of triggers, such as Christmas, school holidays, summer and winter, and the end of the financial year.

There are two main kinds:

- The business that closes completely during the 'off season'. For example, the ski lesson business that closes during the summer months.
- The business that stays open all year but has quiet months, such as an online store that sells summer surf merchandise.

What to do when you're busy

Christmas is a really busy time for most Kiwi businesses. Retail and tourism are booming, builders and painters are completing renovations in the lead up to Christmas, mechanics are getting cars ready for summer holidays.

To make the most of the festive season, it's important to be prepared, so consider the following:

- Make sure you have plenty of stock to carry you through this period. You can't sell off empty shelves. A good way to work out how much stock will be enough is to review your stock levels and sales from last year's holiday season.
- Some of your suppliers may shut down for a period over Christmas and New Year period, so find out when they're available to deliver stock, and if necessary contact other suppliers to see if they are able to help plug any gaps.
- It can be a stressful time for your staff, so offer them a quick refresher in providing a great customer experience.
- Make sure your Christmas roster is prepared well in advance, so you can maximise your staff resources and cope with the increase in demand. Another reason why it's good to give your staff plenty of notice and options of the roster over the Christmas period, as they'll likely want to take time off to be with their family.



What to do if you're quiet over the summer

If the summer is the off-season for your business, use this time to plan so that you can hit the ground running when the busy season kicks off. There are some really productive ways to put that quiet time to use:

1. Get your budget sorted out. If you need cash from the busy period to carry you through the quiet time, budget accordingly.
2. Give your business a facelift – there's nothing like a lick of paint and some new signage to freshen things up.
3. Start organising the staff you're going to need. If the season starts in December, you could consider starting the recruitment process in October. That way you've got enough time to train your new employees so that they're ready to roll from day one.
4. Consider some professional development. If there are courses you could take to give you an edge in your business, such as a free ANZ business workshop, take advantage of the quiet time to hone your skills.
5. Review your marketing plan and make sure your website and other advertising materials are up-to-date.
6. And of course, take time to put your feet up and enjoy the quiet period – after a busy season, you deserve it.

Don't forget about your customers and prospects

Just because your business isn't open doesn't mean you can't continue to market it. Keep your profile up so you're in the front of potential customers' minds when the season kicks off. Some ways to do this are:

- Stay in touch with your customers and prospects through e-newsletters or social media. Social media in particular is a great way to promote your brand and engage your followers rather than just pushing your products or services at them.
- If your business is service-based, it could be worthwhile encouraging customers to use a pre-booking service. For example, if you run a lawn moving business, at the end of your season take time to make bookings for the first appointment of the summer with your customers. You can let your customers know you take bookings in advance by communicating it on your website and social media.
- Kick the season off with a bang by having a launch event. It's a great way to hit the ground running and get the season off on the right foot.

Manage your cash flow

Seasonal businesses are a bit of a cash flow rollercoaster. You'll have money rolling in during the busy season, like Christmas, but by New Year that will have slowed down, and you'll need to make sure you have enough working capital to pay the bills when they hit – which may not be when the income is flowing in. So make sure you understand the seasonal effect on your turnover and costs, and manage your cash flow carefully with these tips:

- Run a detailed cash flow forecast so you're less likely to face any nasty surprises. Check out the cash flow forecast calculator and an article which takes you through the principles of good cash flow management on ANZ's Biz Hub website.
- Try to avoid overtrading. Some examples of this include buying unusually large amounts of stock or stretching yourself by taking on new staff, and it can leave you short of cash. Remember that booming holiday sales don't necessarily mean good cash flow.
- Review your credit management of customers, and look at whether you can negotiate when you pay your suppliers.

Next Steps

Check out ANZ Biz Hub at bizhub.anz.co.nz for more helpful articles for small businesses. Or if you want expert support for your business, find your local ANZ Business Banker at anz.co.nz/businessbanker



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Most sellers only have one chance to get it right, so it's important to work through the details. Selling a business is not like selling a house. It's a process, not an event.

Making the Tough Calls - Courageous Conversations

An experienced and capable business broker will guide their client and provide sound advice through every step of the process to sell their business. It goes without saying that the best brokers are those with a good understanding of business. One of the first and most important steps for a vendor/seller/owner and a business broker to do is to meet to establish a relationship and discuss the sale process. This essentially involves identifying the market for the business and tailoring a marketing plan that's suitable for the particular industry sector. For instance, does the business need nationwide advertising, or should the advertising be more targeted. Should the business get wide exposure or should the sale be kept confidential? These are important decisions for the owner and it's vital to get them right and establish a relationship of trust from the beginning of the working relationship between the owner and the broker.

The broker will prepare a listing agreement for the owner, an agreement which gives the broker the authority to represent the business owner in the sale of their business. In signing this agreement the owner should expect a high level of commitment, expertise and professionalism from the broker. Most sellers only have one chance to get it right, so it's important to work through the details. Selling a business is not like selling a house. It's a process, not an event.

There are multiple ways of valuing a business and a good business broker should be familiar with the different approaches and be able to advise which is the most relevant and realistic approach for valuing your particular business. The Broker will:

- appraise the market value of the business
- prepare professional marketing materials to present the company to buyers
- identify and provide access to qualified buyers
- support and guide the owner through management presentation meetings with buyers
- prepare the sale and purchase agreement documentation and manage the negotiation process
- work seamlessly with accountants and solicitors through due diligence
- and ensure a successful closing is achieved

The majority of businesses represented by a LINK broker will traverse this process with only academic challenges that brokers are accustomed to managing. However, with all the best intentions and effort, there are times when a business just doesn't attract the expected buyers within anticipated time-frames. This is the time when your broker has to re-evaluate the three P's that contribute to a successful sale:

- Price – has the business been priced correctly to meet the market
- Position – is the business suitably positioned for maximum performance
- Promotion – has the business been promoted well enough to attract qualified buyers

This is the time when the broker will provide the necessary leadership to achieve a result. Real leadership takes a great deal of thought, insight, commitment and energy in order to help the owner re-evaluate the issues that may be preventing the business from attracting a buyer. In leading their client through the challenges, the Broker must be skilled at conversation in order to achieve results. Deliberate and focused conversations create an environment for purposeful actions, improvement, and maximised performance. A courageous conversation is one in which the Broker and the owner are tackling the issue rather than ignoring or bypassing the truth.

As business brokers/leaders, our role is to engage others in meaningful conversations which push us all to the frontier of optimal performance. In today's world, we are too often numbed by the chatter or the silence. The challenge is to step up and engage others in meaningful conversation - an honest dialogue for meaningful actions.



Dave Morgan – General Manager at LINK Wellington

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Dave has had a successful career as a business investor, spotting businesses in need of professional management and robust operating systems. He has bought and sold businesses in the tourism sector, retail sector and the service industry and has extensive experience operating multiple franchise outlets.

Editorial sourced from *BGH Executive Coaching/Consulting* and *ANZ Biz Hub*



New to New Zealand? What to Consider Before Buying a Business

Buying a business can be a good way to make a living in New Zealand and buying an existing business is often better than starting your own, especially for first time entrepreneurs. However, finding your dream business is not always easy, here are few points you should investigate before buying a business in New Zealand, especially if you are new to the country.

1. Search the business

Ways of searching a business include: websites such as the LINK website, PrimeBusiness and Trade Me; newspapers, magazines; word of mouth, and the best way of course is to contact a LINK business broker. A fair business deal is between a willing buyer purchasing a business from a willing seller, but that rarely happens without the intervention and assistance of a business broker. By using a specialist broker the process can be much smoother, simplified and potential problems can often be avoided.

2. Identifying and choose a business that fits you

It is very important to find a business that fits your skill set. Don't be over confident - make sure that you are able to run the business after you have purchased it.

The financial return of a business is very important, but quite often purchasers are too focused on the financial return of a business only to find later that it is not what they like to spend their time doing. Other aspects such as the lifestyle, hours of the business, the industry of the business, and other benefits of the business are also very important.

3. Financing a business purchase

There are many ways to fund a business purchase. These include family funds, banks, mortgage brokers, finance companies and solicitors' trust funds, etc. Before buying a business, ask yourself how much you can afford. It is also very important to leave enough working capital to be able to sustain the cash flow of the business.

4. Due diligence

Make sure you have done enough research on the business you are interested in buying.

Are there any weaknesses in the business? Does the business own all its assets? What do you need to know about their suppliers and employment contracts?

5. Making your offer and Legal obligations

Buyers need to understand that an offer to purchase a business is a legal document and it is not a way to test what price and conditions the seller is likely to accept. A buyer must show that enough effort has been made to try to satisfy the conditions.

If a business is sold as a going concern, it is GST zero-rated, which means the Inland Revenue Department will balance the GST content and neither the purchaser nor seller will pay or claim GST.

Visa - any overseas investors wishing to purchase a business to operate in New Zealand without becoming a permanent resident will require a long-term business visa and the purchaser will need to meet a number of criteria. It is important that an overseas investor seeks professional advice before buying a business in New Zealand.

6. Seek professional advice

It is important that you hire an accountant and/or solicitor to give you some advice before purchasing a business. However, make sure that they have enough experience in the type of business you want advice on. Keep in mind that sometimes these professionals are not businessmen and might not give you the best commercial information or advice.

7. Keep up to date with the community and any law changes

A new commercial building or factory being built next to the business you want to buy could have big effects on the business in the future. Knowing any law changes in the country, such as the new minimum wage or licensing requirements can make your business decisions much easier.

8. Nothing is perfect

Investing \$100,000 and returning \$200,000 in a year sounds like a good deal. The truth is, business deals like this rarely happen. Be realistic and be prepared to compromise - no business is perfect. Think about the opportunity cost and don't wait too long for the next perfect business to come!



Ryland Zhou – Business Broker at LINK Christchurch & South Island

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Ryland has owned and operated different styles of food service hospitality businesses, and is also familiar with liquor licensing and gaming requirements. Ryland is ready to provide support, guidance, promote and negotiate for buyers and sellers as appropriate.

Overseas Purchasers -

How Buying a Business Might Assist with Your Immigration to New Zealand

If you are based overseas and wish to migrate to New Zealand, buying a business in New Zealand may assist with that aspiration.

■ **Entrepreneur Work Visa**

An Entrepreneur Work Visa will allow you to move to New Zealand and buy (or establish) your own business. To be approved for an Entrepreneur Work Visa, you must:

- make a minimum capital investment of \$100,000 (although Immigration New Zealand can waive this requirement in certain situations for businesses in science, ICT, or other high value export-oriented sector);
- score at least 120 points on a scale that awards points for business experience, job creation, export business potential, providing unique or new products/services to New Zealand, the level of capital investment and age – you can also get bonus points if the business is located outside of Auckland;
- have a business plan for your business;
 - not have been involved in bankruptcy or business failure in the last 5 years;
 - not have been involved in business fraud or financial impropriety;
 - in addition to your minimum capital investment of \$100,000, have sufficient funds to finance your business and maintain yourself and your partner and children in New Zealand;

Buy or establish a business that would not constitute an “unacceptable risk” to the integrity of New Zealand’s immigration or employment laws or policies.

- must meet certain health and character requirements - your partner and children will also need to meet those requirements;
- meet English language requirements; and
- buy or establish a business that would not constitute an “unacceptable risk” to the integrity of New Zealand’s immigration or employment laws or policies.

An Entrepreneur Work Visa is initially issued for 12 months, during which time you are able to buy or establish your business in New Zealand (this is known as the “start-up stage”). After the start-up stage, you can be issued a further 24 month visa once you have shown that you have taken steps to establish your business.

After you have been self-employed in your business for 2 years (or 6 months in limited situations) you may be able to then apply for a residence visa.

■ **Overseas Investment Considerations**

As an overseas purchaser, it is vital that you ascertain whether you need the prior consent of the Overseas Investment Office (OIO) under the Overseas Investment Act 2005 (Act).

A transaction that will result in an overseas investment in sensitive land or an overseas investment in significant business assets will require consent under the Act. An acquisition of fishing quota or an interest in fishing quota will also require consent.

Sensitive land includes:

- non-urban land of more than 5 hectares;
- 0.4 hectares of most Islands;
- 0.4 hectares of land earmarked for conservation, reserves, parks etc.;
- foreshore or seabeds;
- 0.4 hectares of lake beds;

- 0.4 hectares of historic places type land (including land with historic Maori connection);
- land which is greater than 0.2 hectares which adjoins the foreshore; and
- land which is greater than 0.4 hectares which adjoins certain types of protected land (such as reserves, parks, certain esplanade reserves and esplanade strips).

It is important to be aware that an overseas investment in sensitive land includes acquiring a *leasehold interest* in sensitive land where the term of the lease (including rights of renewal) exceeds 3 years.

In terms of significant business assets, you will need consent if you are acquiring business assets worth more than \$100 million.

For the purposes of the Act, an individual is an overseas person if he or she is neither a New Zealand citizen nor ordinarily resident in New Zealand. To be ordinarily resident in New Zealand, you must hold a residence class visa and either:

- be domiciled in New Zealand; or
- be residing in New Zealand, with the intention of residing here indefinitely, and have done so for the immediately preceding 12 months.

Companies and trusts can also be an overseas person depending on their ownership and governance structure. Generally speaking, if an overseas person or overseas persons have 25% or more interest in the transaction, it will be an overseas investment.

If you do need OIO consent, or it is possible you may need consent, you should ensure your business sale and purchase agreement is conditional on you obtaining such consent. The process for obtaining OIO consent can take many months, so it is important to leave sufficient time to satisfy such condition.

■ Conclusion

Immigration requirements and the Overseas Investment Act are two extremely important areas to consider when purchasing a business as an overseas person. Considering these matters in advance can save significant time, cost and liability. We have the expertise and the experience to assist in both areas.



Ben Morrison is a commercial partner at Lowndes Jordan. Olivia Porter is a commercial solicitor at Lowndes Jordan who works with Ben on a range of commercial transactions including (among others) immigration, overseas investments, and sales and acquisitions of businesses, shares and properties.



“We appointed Ben Morrison of Lowndes Jordan to act as our legal advisor for the sale of an operating business with annual revenues in excess of \$20 million. Lowndes Jordan were professional, comprehensive and timely in all their dealings, the sale and purchase agreement was watertight and we achieved a good commercial outcome with no disputes being raised by either party since. I would not hesitate to recommend Ben as a legal advisor for the sale of your business.”

Daniel Aldersley, former board member, Iris Ltd

Ben Morrison

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f +64 9 309 1445 e brm@lojo.co.nz

The New Generation of Asian Immigrant is Changing the Business Market



There are more and more new migrants or graduate students trying to buy businesses in New Zealand, they prefer to live here with their families rather than in their home country. This is because they find in their country, most of the salary based jobs are not going to provide them with a high enough standard of living and a comfortable lifestyle.

These young Asian students are ambitious to begin their careers in New Zealand and have a high expectation of an ideal future. What kind of business will be suitable and how they will run a successful business are the key issues for them. This is where an experienced business broker can help, and particularly one who can speak their language and has a similar cultural background.

The LINK North Shore office mainly focuses on the Asian market in Auckland. We have a team of experienced brokers who focus on 'customer satisfaction', which is the priority. All our business brokers have owned their own businesses and have a vast and varied knowledge of businesses in many industry sectors.

There will be more than 45,000 new migrants moving into NZ for the next couple of years and nearly half of them are Chinese, Indian or from other Asian regions. We believe that once they settle down in this new country, they will start to seek business opportunities from different fields so they can adapt themselves to the New Zealand environment.

According to our customer database, most in this demographic are aged from of 30 to 45. They have been highly educated in their own country or in New Zealand. They are able to speak fluent English and some of

them have previous business experience. So the businesses that they are looking for are not just simple businesses. They have the money to invest in larger businesses such as fine-dining restaurants, well branded franchised businesses, childcare centres with freehold, even international importing and exporting businesses. These new generation of Asian immigrants will change the business market in New Zealand because their investment value is increasing and changing all the time.

LINK North Shore is aiming to work with both vendors and purchasers on completing every single transaction successfully. We have a large range of businesses across many different industry sectors. Our brokers are specialists in the needs of business owners. If you are considering selling or buying business the North Shore team has a trained team to assist you with the process.



Craig Zhu – Sales Manager at LINK Auckland, North Shore

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W: linkbusiness.co.nz

Craig is a specialist in selling cafés, restaurants, and sushi businesses all around Auckland. He has vast experience in Hospitality businesses.

随新一代亚洲移民而改变的商业市场



为什么越来越多的新移民或新毕业生想要买生意从而和家人在新西兰安家定居而不是在他们自己的国家呢？因为他们发现大多数基本工资的工薪阶层工作是不可能提供给他们一个高水准的舒适的生活方式的，甚至，在现在这个时代找到一份工薪工作都是很困难的。但这却是发生在多数毕业生身上的普遍现象。

这些踌躇满志的亚洲年轻人满怀着对今后新西兰生活的无限向往开始了自己的寻经问商之路。因此，什么样的生意是适合的，如何经营一个成功的生意就成了他们经商赚钱的关键问题，这也是为什么他们需要寻找一位经验丰富的商业经纪人，一个可以说自己的语言，也有相同的文化背景的商业经纪人来给予指导和策划的原因。现在有了我们LINK North Shore Office（新西兰生意买卖），就可以对于您的经商疑难给以第一时间的解答。我们主要侧重于新西兰生意买卖的亚洲市场，我们有来自中国各地的经商多年的生意经理人，也拥有讲普通话和广东话一些经验丰富的业务代理。

在接下来的几年，将有超过四万五千多新移民进入新西兰。其中，几乎占一半比例的移民来自中国、印度和其他亚洲国家。我们相信，当他们在新的国家定居下来，那么下一步，他们将开始寻找一些不同领域的商业机会。

根据我们的目前的客户数据分析可以看出，目前寻求经商良机的客户群的年龄分布大多在30岁到45岁之间，他们已经在自己的国家或新西兰接受过高等教育，并能说一口流利的英语。其中一些人拥有商业经验更或是经营过一些生意。因此，他们可考虑的生意不仅仅只局限于像一个中国的外卖，寿司店或午餐吧，他们对生意的见解使他们有信心的可以把钱投资到一些更有价值的项目如高级餐厅，以及品牌的特许经营业务，托儿中心，永久业权，甚至是国际进口/出口业务上。这些新一代的亚洲外来移民将因他们的经商理念和投资偏好直接或间接地改变新西兰生意经商的市场格局。

LINK Business North Shore的目标是以实现生意买卖的双方的利益为首要，不管是卖家还是买家，最大限度的保全双方的利益是我们在买卖生意过程中一直追求的。我们之所以有那么多各种不同行业的不同价位的生意资源出售。是因为我们有位从业多年的生意经理人，他曾经帮助过很多毕业生或者新移民找到他们心仪的适合他们的生意，在初到新西兰的时候在最短的时间帮他们安居乐业。这些新移民在安定以后成了新的生意卖家，也成为了我们新西兰生意买卖的强大后援和有力支持。

DON'T MISS OUT
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Register Today for Email Alerts

We can email you when a business that suits your criteria becomes available for sale. It takes only 30 seconds to register! Don't miss out on your opportunity.

Visit linkbusiness.co.nz to register



Targeting a Strategic Buyer

You have worked extremely hard building your business, surviving the stock market crash of 1987, the global financial crisis, managing inventory, customers and staff! Now you have decided to sell your business, your main financial asset, your baby and reap the rewards from all your hard work.

Selling your business is a big decision, so you must choose a high quality Business Broking company and a broker who will manage the sales process professionally, and maximise the sale price of your business.

There are 4 types of buyers;

- Individual buyer
- Management buyout
- Private Equity / Financial buyer
- Strategic buyer

Individual buyers are people who are at a stage in life where they are financially secure and have a desire to buy and manage their own business. Often these people are from a corporate background and wish to create some equity and personal wealth for themselves as opposed for their boss. They are often also buying themselves a job. Individual buyers are buying the current cash flow and are not usually willing to pay for synergies or future upsides in earnings.

Management buyout (MBO) is where a staff member or group of staff buy the company. This could be beneficial if it is a niche business with very few buyers or if there is a staff member who is very capable of owning and managing the business and the funds to purchase. Also if it suits, the

ownership transfer could be phased over a longer period. It is difficult to maximise the sales price when selling to staff.

Private equity or financial buyers invest in companies that will give a high return on investment to their investors. This return could be from operating cash flow or divesting assets or from buying the company at a low price and selling high. Often their intention is more about the return on investment as opposed to what is best for the long term good of the business. Often with a financial buyer the seller can cash up, but stay running the business for the new owner.

Strategic buyers could be a competitor, a supplier or a business with a similar supply chain who is looking to grow their business or enter a new market / sector. They are often attracted to the cost savings and synergies they will achieve by the acquisition. They also could be looking at solving a weakness within their own business such as a patent you may hold, an I.T. system or some cutting edge technology you have developed. Because a strategic buyer can extract more value from the acquisition than an individual or financial buyer or MBO they can afford to pay a premium to acquire the business if required to secure the deal.

Targeting a strategic buyer has many advantages both for the buyer and the seller and generally ends in a win-win for both parties.

Advantages to the Seller of a Strategic Buyer;

- There will be synergies for a strategic buyer, therefore a greater return on investment and therefore the ability to pay a higher price than other buyers.

Strategic buyers could be a competitor, a supplier or a business with a similar supply chain who are looking to grow their business or enter a new market / sector. They are often attracted to the cost savings and synergies they will achieve by the acquisition.

- Often the business broker in conjunction with the seller will identify one or two possible strategic buyers, will approach them and aim to enter into exclusive due diligence with one of them, if the offer and conditions are acceptable. This is a lot less stressful for the seller, only dealing with one buyer and one party doing due diligence.
- Due diligence is more about understanding the business and opportunities as opposed to trying to find issues and errors in the Information Memorandum to lower the price.
- A strategic buyer generally has industry knowledge thus reducing the time, detail and quantity of information requests during due diligence. Also handover to the new owner will be quicker and allow for an earlier exit from the business.
- A strategic buyer often has similar values and outlook on life and business, resulting in a smoother transaction and both parties come away feeling satisfied.
- A strategic buyer generally has the skills to continue to grow the business and take the business to the next level which is comforting for a seller who is often emotionally attached to their business, as opposed to treating it like a cash cow and selling in 5 years.

- The business generally is in the same sector or has a similar supply chain so you will be familiar with the nuances of the business and therefore lowers the risk of failure.

- Could eliminate a competitor.

- The acquisition may strengthen an area of weakness within your business. This could be people, systems, technology etc.

Due diligence can be difficult as you are disclosing your secrets to a possible competitor. You must ensure the buyer is genuine. Before you enter due diligence you must ensure the strategic buyer has put a conditional sales and purchase agreement together that is acceptable in regards to price and the conditions are few and tight and they have paid a reasonable size deposit.

The key when targeting a strategic buyer is to work closely with your business broker, do not race to list on their web site or advertise the business for sale. Brain storm possible strategic buyers, agree on a priority of potential buyers and then give the broker some time to approach potential strategic buyers, arrange meetings with them etc. If you do not manage to attract a strategic buyer, but you feel there will be one out there, list the business at a premium initially – you can always lower the price after a period of time, but it is difficult to increase it once you have gone to market.

Advantages to the Buyer of a Strategic Acquisition;

- It is often hard to grow organically and by doing a strategic acquisition it can give your business a significant step change in size, create economies of scale and capture attractive synergies.
- In most situations you will be approached by the business broker about the business and not have to compete on the open market to buy the business, but this may come at a premium.



Martin Plom – Business Broker at Auckland, Ellerslie

P: 021 051 5507 / 09 555 6048 **E:** martin@linkbusiness.co.nz
W: linkbusiness.co.nz

Martin has had a successful senior executive career in New Zealand and USA, was a business owner for 7 years, (bought and sold with LINK) and joined LINK as a business broker. Martin specialises in larger and sometimes more complex businesses and enjoys targeting strategic buyers.

Be Seen by 17,000+ Buyers Each Month!*

List Your Business with LINK

linkbusiness.co.nz

LINK's powerful online search engine advertises business opportunities without disclosing confidential information. Anyone looking to buy a business in New Zealand, Australia, South Africa or the United States will quickly find the LINK site.

Call today to find out how LINK can assist with preparing your business for sale 0800 546 528



Preparing Your Wholesale Distribution Business for Sale

Wholesale distribution businesses are HOT in the world of business sales today! One recent listing had 12 enquiries before lunch on the first day.



Most wholesale distribution businesses will be either 'sales driven' or 'logistics driven'. It is important that a buyer understands what their personal strengths are, ensuring whichever the biggest driver is, they are the right person for the business.

You can see already that it is here that a qualifying process is needed and time could be wasted by talking to the wrong people; lots of enquiries but fewer suitable people to purchase your business.

If sales is the biggest driver in your business we would need to find a person with these sales skills, preferably with a marketing and/or advertising background. They could also have previous experience in setting up distribution networks and/or importing products.

However; there are many wholesale distribution businesses where logistics are key. Tapping into networks of stocking distributors and local wholesalers with an existing infrastructure could be key to find a suitable buyer.

Here are some key components to keep the value of your wholesale distribution business high;

1. Ensure the business has an element of exclusive lines with products that can only be sourced from you. Usually, having exclusive rights in New Zealand as well as Australia can keep the value up but only to the right purchaser.
2. Ensure you maintain good relationships with suppliers. Having contracts in place is key, but most importantly, can these be transferred to the next purchaser?
3. Do you have any customer concentration issues? In other words; if you lose your biggest (group of) clients, how would this influence your bottom line? Any one customer responsible for 20% (for some businesses as low as) 10-15% of business could be a potential risk to a purchaser.
4. In these types of businesses it is common (for obvious reasons) to have an optimal operational inventory. You want to be certain that

you clear any obsolete stock. We are trying to avoid that the value of the stock at value becomes so high that it becomes a problem to find the required capital to fund it. A purchaser would need capital to purchase the business, but also additional funds for expansion.

5. If your location is critical to the success of the business, ensure you have a strong long term lease in place.
6. Review your systems and document all your processes. Focus on price, quality and service. Introducing and implementing new technologies to streamline your business will make a purchaser more confident that they do not have to invest in processes.
7. The biggest advantage of having systems and documented processes is that the owner's knowledge is now transferable and not 'walking out of the door' as soon as you have left the building. People pay for 'know how'; keep it in the business!

Also, having systems often means less involvement from an owner. In turn this often means a more attractive investment, meaning a higher sale price!

One of the reasons that wholesale distribution businesses are popular businesses to invest in, is because they often include the complete package with the right balance between risk and reward; employees, inventory, cashflow, suppliers, asset value but also competitive pressure, low margins and (potentially) large overheads; making it attractive for competitors to grow through acquisition.

Preparing your business for sale right could build a great foundation for a purchaser to build on with solid return on investment to the right purchaser.



Rudy Kokx – Business Broker at LINK Northland

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

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

BUSINESS OPPORTUNITIES

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

THE LINK NETWORK

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

LINK New Zealand linkbusiness.co.nz

Northland (09) 222 0120
northland@linkbusiness.co.nz
3 Otaika Road, Whangarei

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

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

Waikato 0800 225 999
waikato@linkbusiness.co.nz
401 Anglesea Street, Hamilton

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

Wellington (04) 472 7602
wellington@linkbusiness.co.nz
49 Boulcott Street, Wellington 6011

Christchurch & South Island (03) 366 3394
christchurch@linkbusiness.co.nz
131 Deans Avenue
Riccarton, Christchurch 8011

LINK Australia linkbusiness.com.au

Sydney
Newcastle
Sunshine Coast
Brisbane
Gold Coast
Adelaide

LINK South Africa linkbusiness.co.za

Ballito **Knysna/Plettenberg**
Centurion **Bay**
Durban **Port Elizabeth**
East London **Western Cape**
Garden Route **Westrand**
Hibiscus Coast
Johannesburg North

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Los Angeles
Phoenix
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Franchisor Office Link Business Franchising Ltd

Level 1, 401 Great South Road, Ellerslie, Auckland

For further Link Franchising Opportunities please contact Aaron Toresen, Managing Director of the LINK Group - 09 555 6052 or aaront@linkbusiness.co.nz

Businesses for sale - \$1 million plus

P2P & Crowdsourcing Lending in NZ

ref: 19687



Our client has developed a platform to take advantage of the explosion in person to person lending, which is already a multi billion dollar business overseas.

It includes a web portal with advanced technology that provides for not only pure P2P lending, but also other areas such as pledge based crowd funding or loan book management.

The platform is fully relocatable and is currently managed from Christchurch.

Location: All areas **Asking Price:** \$1,000,000

Broker: Kevin Francis / 021 822 100 / kevinf@linkbusiness.co.nz

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

ref: 18261



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

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

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

Currently returning \$300k + per annum.

Winner of 2013 and 2014 TripAdvisor excellence awards.

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

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

FHGC Lifestyle Property & Boutique Retreat

ref: 19688



This Oasis of calm is situated in a secluded and private valley in the popular Bay of Islands, only 400m from Kerikeri town centre, yet at the same time a world away.

The business features a well established, executive boutique accommodation complex with good all year round occupancy rates and impressive ratings on Trip Advisor as well as being a Qualmark 5 star property.

With 8 luxury lodges and chalets and a separate Oasis containing a natural spring fed swimming pool, spa, sauna and massage and health clinic, it truly is a retreat experience. The large, architecturally designed home also contains a separate massage clinic with bathroom, which could be used as a home business.

Location: Kerikeri **Asking Price:** \$2,950,000

Broker: Kevin Francis / 021 822 100 / kevinf@linkbusiness.co.nz

Trade Contracting To Home Building

ref: 19367



Highly profitable easily run business can be operated from anywhere in the North Island.

This business has been established for 20 plus years and provides essential trade based services to a wide range of residential home builders throughout greater Auckland.

Present owner has very passive role. Sustainable and growing revenues of well over \$3,000,000 give net managed EBIT of \$650,000. Works solely in Auckland City area.

Location: Auckland **Asking Price:** \$2,165,000

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

Holiday Park Rare opportunity Tutukaka Coast ref: 18435



Beautifully presented property in a growth industry, set in park like grounds adjacent to Tutukaka Marina and features quality chattels. As a spectacular and renowned diving location, this property is ideally suited to and accommodates large groups for this activity and also has a purpose built lockup wash/dry area for divers wet suits/gear.

- * 63 powered sites
- * 40+ tent sites
- * 2 x ensuite cabins
- * 4 x self contained studios
- * 4 x self contained 2brm cabins
- * 2 x dorm rooms - sleeps 12 per room
- * 6 x standard cabins

Motivated Vendor

Location: Tutukaka Coast **Asking Price:** \$2,500,000

Broker: Michael Osborne / 026 242 6881 / michaelo@linkbusiness.co.nz

Holiday Park in the Heart of Kerikeri ref: 19643



Accommodation set in picturesque garden setting amidst palm trees, approx 500m walking distance to popular Kerikeri township. 10 units consisting of:

- 5 x self contained cabins(new)
- 3 x basic cabins (new)
- 1 x 2 brm flat, fully self contained
- 1 x self contained studio
- Powered campervan sites/tent sites
- Separate mens and ladies amenity block
- Fully equipped kitchen for campers
- Electronic Main Gate for added security.

A large family home with office and swimming pool

Land area: 4317m2

Location: Kerikeri **Asking Price:** \$1,500,000

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

Fast Growing Print & Print Services. \$3M+ Profits ref: 19073



This industry leading Printing Services Group operates nationally providing print management, creative design, offset and digital printing services to a wide spread of customers across a number of sectors.

A high performing management team is in place and the business benefits from strong operational processes, experienced personnel and strong supplier and customer relationships. The business has a long history of year-on-year growth in both revenue and profits.

Market-place demand is firm & could support a further scaling up of operations. Opportunities clearly could exist for a new owner to grow the business further.

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

Location: Auckland

Asking Price: \$11,750,000

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

Businesses for sale - \$1 million plus

Highly Profitable Café Restaurant

ref: 19724



This is a very interesting café / restaurant where the figures just work so well!

- \$37,500 sales per week on average
- 2.5% rent!
- Cost of sales 28%
- Wages 31.5%
- EBPITDA (owner's surplus) \$490,000+

The business is semi-managed. It is an award winning place with amazing reviews and there is a good lease in place.

Location: Auckland **Asking Price:** \$1,295,000 plus stock
Broker: Nick Giles / 021 676 832 / nickg@linkbusiness.co.nz

Essential Dairy Service Business!

ref: 19249



- One stop shop for all Dairy farm essentials, from milking machines through to water supply.
- Established 25 years ago and has built up a reputation to be envied.
- Selling, installing and maintaining three market leading dairy brands.
- Situated in the heart of Waikato's best dairy district the company has an excellent, competent and settled staff who have been with the company for many years.
- Services include, as well as many others; engineering, new dairies and upgrades and effluent systems.

Location: Waikato **Asking Price:** \$1,400,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

Highly Profitable Financial Services

ref: 19247



The unique financial services business provides a basket of financial services and investment advice to a rapidly growing pool of over 1,000 private clients nationally from it's Auckland HQ. A high performing management team is in place and the business benefits from strong operational

processes, advanced technology, experienced personnel and strong supplier and customer relationships. The business has a long history of growth in both revenue and profits and substantial pipeline of further fee and commission income ahead as well as recurring trial incomes. This business needs further working capital to fund growth. The current owners would consider a full or partial sale and the opportunity could suit an investor seeking a fully or partially managed business. It would equally be an ideal acquisition for an existing financial services provider. Market-place demand is extremely buoyant & could support considerable scaling up of operations. Opportunities clearly could exist for a new owner to grow the business both quickly and substantially.

Note: Strictly confidentiality applies. Purchasers must be able to demonstrate the financial capability and business

Location: Auckland
Asking Price: \$30,000,000
Broker: Bruce Cattell 021 779 439
Bill Hayward 021 760 773

Businesses for sale - \$1 million plus

Hotel 81 Rooms in Prime Location

ref: 19271



One-off opportunity to secure a Hotel bursting with potential. Located on one of the best sites in Tauranga. Business is profitable with plenty of options for further growth or re-development to the land and buildings. 90+ carparks • Qualmark Rating 3.5 • 81 rooms, majority renovated • New roof in past 2 years • Own hot water bore • Earthquake compliance • 24 hour liquor license & large conference rooms. • Two restaurants & huge kitchen • Corner site 4,813 m2, Floor area 5,420 m2 • City or water views • Possible option to become Student Accommodation for proposed University • Prime commercial site consented under the district plan for height development to 19m providing 360 degree views of Tauranga • Reinstatement value \$16,500,000.

Location: Tauranga **Asking Price:** \$10,500,000 plus GST (if any)
Broker: Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

Excellent Motel in Coromandel – FHGC

ref: 17571



A perfect base from where to explore all the tourist attractions of the Coromandel Peninsula. An excellent mix of 9 units, all pleasantly decorated & some with lovely water views. On-site facilities include a spa pool, laundry facilities, guest BBQ, fish cleaning bay & ample parking for cars, trailers & boats. Land area 1814 m².

Performs consistently well & annual turnover for the 2015 financial year was in excess of \$250,000 with outstanding profitability. Owners' accommodation is a spacious 2 bedroom, 2 bathroom facility with open plan living & stunning water views. This is a great opportunity for a couple to own and operate a successful freehold going concern motel with a desirable income & an enviable lifestyle.

Location: Coromandel **Asking Price:** \$1,495,000 plus GST (if any)
Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Equipment & Consumables Sales Net \$700,000+ ref: 17964



Are you strong in Sales or Management? The business produces high margins, offering good profitability through commercial office equipment and associated consumables sales.

The company has experienced very good growth in terms of both revenue and profit. The overheads are low and the business is operated with minimal staff in simple warehousing that could be relocated. The customers are household names located nationwide.

The business would be ideal for an acquisition by an existing distributor who could achieve further economies of scale. It would also be suitable for an owner operator or as a managed business with the current owner working approximately 20 hours per week.

Location: Auckland **Asking Price:** \$2,500,000 plus SAV
Broker: Roger Brockelsby / 027 919 5478 / rogerab@linkbusiness.co.nz

Large Scale Dairy Unit - 564Ha ref: 18037



This is a high quality dairy unit only 15 km from Invercargill offering scale & size not often found. Flat contour and a high level of improvements allow for efficient easy management. Production last season was 637,000 kgs MS using a grass system plus usual supplements. A large modern 72 bail rotary dairy shed with a well-designed yard & excellent access. Very attractive homestead plus 4 additional houses for staff.

Productive soils & well distributed rainfall gives reliable summer growth. This along with a development program over the last 8 years has resulted in a rapid increase in cow numbers & production.

Offers are invited over \$20,000,000 plus GST (if any) for land & buildings & all normal dairy & effluent plant & equipment.

Location: Invercargill **Asking Price:** \$20,000,000 plus GST (if any)
Broker: Peter McAdam / 021 841 691 / peterm@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Land, Large Greenhouse, & 3-Bedroom Home! ref: 18305



An outstanding facility, meticulously maintained & operated, with a good local labour pool available. Well located close to main arterial routes giving efficient access to the Port of Tauranga, Tauranga Airport & the populations of Auckland, Waikato & Bay of Plenty.

This Redpath Crop King Greenhouse has the scale and flexibility to give multiple options on the types of crops grown and alternative uses. Located on 1.2 ha of land it features: Medium to large scale 7844 m² • 3.5m stud • Double skinned plastic • Fully automated heating and ventilation • Fully automated fertigation • The ability to be controlled remotely by computer • The flexibility to produce a number of products • Well-maintained 3 Bedroom Home included

Location: Bay of Plenty **Asking Price:** \$1,150,000
Broker: Peter McAdam / 021 841 691 / peterm@linkbusiness.co.nz

Automotive Business-Freehold Land & Buildings ref: 18991



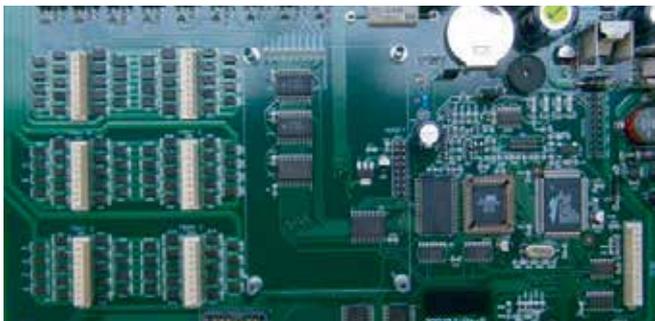
Specialist Automotive business with multiple income streams and turnover growing rapidly. Turnover exceeded \$1,000,000 in 2015. Supplier contracts in place, profile and customer base constantly expanding and a top performer for its speciality brands. Sited on a 7929m² site with extensive buildings in place.

Net surplus from the business for the 2015 financial year, estimated by the owner to be \$287,809 and expected to increase in the current financial year.

An Information Memorandum is available after completion of a confidentiality form. Please Note: SAV approximately \$300,000.

Location: Bay of Plenty **Asking Price:** \$2,200,000 plus SAV
Broker: Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz

Electronics, Get Connected!! Bay of Plenty. ref: 19589



Contract manufacture of industrial & professional electronic product for the NZ & export market. An extensive array of plant & offers a "turnkey" service for many electronic requirements. Since its establishment in 1986 they have won many awards for innovative work. All Quality System Procedures are based on the elements of the ISO 9001:2008 Quality System Standard. Key to their success is SPC [in-process inspections] which are carried out from receipt of order until the products are shipped. From the inspection results they generate graphs & first test yield reports which enables them to track their overall performance.

The reluctant Vendor has decided to sell & considers he has met the market with an asking price of \$1,150,000 plus SAV

Location: Bay of Plenty **Asking Price:** \$1,400,000
Broker: Mike Fraser / 021 932 633 / mikef@linkbusiness.co.nz

This Avocado Lifestyle Business Now on Offer! ref: 19729



Te Puna Rd offers an exciting lifestyle living amongst hectares of Kiwifruit & Avocados. Just minutes from central Tauranga, this 1.3ha property has been an Investment for the current owner for several years producing quality fruit & also receiving an attractive income from the 460m² two storey residence.

The brick & plaster home will appeal to buyers looking for space & comfort & with two full kitchens in place the home will attract extended family groups. Plus two large garages approx 100m² and 120m². Private expansive lawns provide entertaining options & north facing water views.

The owner has advised that flexible purchase options exist so pick up the phone now and give Howard a call to check out this opportunity.

Location: Bay of Plenty **Asking Price:** \$1,400,000 plus GST (if any)
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Businesses for sale - \$1 million plus

NZ Manufacturer/Exporter - Clothing

ref: 18308



Opportunity for the strategic acquisition of this highly respected business by an international distributor or manufacturer of industry related products to add to their production capability and international network of retail stockists.

- Operating for over 30 years
- High quality garments
- High profile brands
- Established network of over 900 independent retail stockists
- State of the art equipment and manufacturing systems
- Experienced, skilled and empowered team.

Retirement planned – flexibility around the structure of the sale.

Location: Christchurch **Asking Price:** \$4,982,000

Broker: Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

Stunning Women's Fashion Boutiques

ref: 19764



Leading retailer of "top end" women's fashion clothing and accessories with in-house design and custom made service.

- Retail stores & manufacturing facilities in Christchurch
- Stockists in other locations throughout New Zealand
- Top designer labels from around the world including their own
- High spending local and international customers
- Customer focused staff
- Sales \$2.3m and growing strongly

Retirement planned.

Ongoing retail and design consultancy services available by negotiation.

Location: Christchurch **Asking Price:** \$1,500,000

Broker: Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

Light Manufacturing. \$1.2 M Profits

ref: 19496



Producing award winning products for an extensive customer base including some of New Zealand's most recognised brands.

Long established and well regarded, with experienced staff and strong supplier and customer relationships.

Operating from a modern, purpose built building using well maintained modern equipment.

Market place demand is strong and could support a further scaling up of operations. Opportunities exist for a new owner to grow this business.

Note: Strict confidentiality applies. Purchasers must be able to demonstrate the financial capability and business experience to proceed before detailed information will be shared.

Location: Christchurch

Asking Price: \$5,200,000

Broker: Phil Adcock / 021 909 950 / phila@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Highly Profitable Easily Managed Online Advertising Business

ref: 19074



Well established, easy to run, highly profitable business with massively strong cash-flow provides online advertising services for the adult industry. Very limited competition, no stock, and no debtors. An excellent staff team is in place. Buy as an investment and run it totally under management if you have other interests.

Further growth opportunities. Price well substantiated by financial results.

Location: Auckland

Asking Price: \$ 7,000,000

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

Indian Grocery Champion

ref: 19551



T/O \$60k p.w. EBIT \$400k p.a. Opportunity is to own a business with a proven income record convert this successful retail model with registered brand IP pilot store to a new franchise. Online sales 10% of turnover and growing.

A warehouse of approximately 200sq meters will be provided with the business.

Details only in person to buyers who can substantiate a financial ability of \$1.5M plus stock of approximately \$500k to fund this opportunity.

Location: Auckland **Asking Price:** \$1.5M plus Stock approximately \$500k

Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

Warm & Beautiful Managed Rest Home

ref: 19656



Solid and purpose built structure. Building and chattels well maintained to a high standard. 24+ bed facility located in a wonderful area in Northland. Opportunity for an investor. Full time manager ably supported by well-trained staff. Some staff have worked in this rest home from the outset. Occupancy generally consistent. Good track record with local DHB.

Asking price + GST (if any) freehold going concern.

Location: Northland **Asking Price:** \$1,910,000 plus GST

Broker: Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz

Lake Front Lodge or Your Own Retreat

ref: 15942



Located on an exclusive address in Rotorua this property is ideal for owner operators or left semi-managed. The lodge has a superior fit out and furnishings with recent partial refurbishment, superior location, good strong growing tourist business, deep Jetty on Lake Rotorua, riparian rights offering lake front privacy, two dwellings, 10 rooms with 10 bathrooms and a very nice owners apartment, lake front kitchen and dining facilities, lakefront sauna and spa, two titles offering the option to sell down and to top it off, skiing and trout fishing straight out, off your lawn. This lodge has it all.

The complex could also lend itself towards a health, wellness/yoga centre.

This is one of Rotorua's most private exclusive addresses, yet the location is only a few minutes away from the central CBD, Rotorua International Airport and New Zealand's most favourite tourist attractions.

Purchased by the present owners in 2005, the complex has been fully refurbished, extended and re-branded. The business has proven to be recession proof with a strong reputation with travel agents offering a sustainable growing occupancy.

The Retreat is on 3,773m² land, is freehold and comprised of two complexes which are on separate titles allowing for easy future sell down if required.

One of the few premium New Zealand properties with 75m of riparian rights on their water front, this means no public access or landing is allowed by the public on the beach in front of the luxury property. The property has its own private boat ramp and 12m jetty and a lake edge spa and sauna facility- pure indulgence.

Will be sold as a Freehold Going Concern, price is plus GST (if any).

For further information Freephone 0800 225 999.

Location: Rotorua **Asking Price:** \$POA

Broker: Nuree Allan 0274 466 987 / 07 579 4994
nureea@linkbusiness.co.nz

Businesses for sale - \$1 million plus

Plumbing into the Building Trade

ref: 18383



Substantial operation, great reputation.

What an opportunity for an out of town purchaser or local operator who wants to expand quickly.

Well trained staff with a range of certification, established business systems, strong branding and significant commercial service contracts in place.

Don't delay as this business will sell.

Location: Christchurch **Asking Price:** \$1,400,000 + GST (if any)
Broker: Jeff Lopas / 021 308 038 / jeffl@linkbusiness.co.nz

Invercargill Rest Home

ref: 19009



Waikiwi Gardens Resthome is a very family orientated and caring resthome in Invercargill, the capital of Southland.

The sale is for the business and freehold property.

Waikiwi Gardens has an excellent reputation and a great occupancy rate!

The owners are seeking retirement.

Enquiries from principal buyers only accepted - please register directly with the broker. Details released under a confidentiality agreement.

Location: Invercargill **Asking Price:** \$2,400,000
Broker: Chris Bryant / 03 928 1945 / chrisb@linkbusiness.co.nz

Solid Business Providing EBITDA of \$1.9m

ref: 18713



Rare opportunity to acquire a High performing business servicing the construction industry.

- Sales \$5m to \$6m
- Continuous year on year growth

- R.O.I in the region of 25% (pre-tax and interest)
- High profile client base
- Normalised EBPITD of around \$2m p.a
- Excellent growth opportunities
- Niche industry sector
- Solid staff and management structure in place
- Well established and respected within the industry
- Modern / smart business premises
- Owner committed to providing thorough and professional handover.

If you are considering a strategic acquisition of a highly successful and profitable business such as this, please contact us today to obtain further information.

Location: North Island
Asking Price: \$6,900,000

Broker: Rick Johnson / 021 991 485 / rickj@linkbusiness.co.nz
Steven Matthews / 021 848 873 / stevenm@linkbusiness.co.nz

Kerikeri Park - Profitable Motel Lease

ref: 19418

If you've been looking for a profitable motel lease which still has potential for growth - look no further. Kerikeri Park Motel is one of the newest accommodation properties in Kerikeri and as such is a favourite with corporate and leisure travellers in the area.

1. Freehold Going Concern
 2. Freehold Investment
 3. Lease Only
- Land comprises 1.8378 hectares



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

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

Kingswood Manor - Growth Potential

ref: 16967

Motel offers an attractive investment for a purchaser seeking future growth potential. Set in an idyllic private garden setting, would suit both first time buyers as well as those with previous experience. Features 18 self contained studio units and 1x1brm. Owners apartment with 2 brms, separate lounge and / or conference facility will accommodate the family.



A private spa pool is yours to enjoy.

Location: Whangarei **Asking Price:** \$449,000

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

Price Reduction - Santa's Come Early!

ref: 18250

Business OR Freehold Going Concern \$POA. The business: \$295,000 plus SAV. Fantastic opportunity for energetic couple or family. Prominent liquor retail + bar. Substantial premise. Function room + garden bar. Gaming area. Parking for 60+ cars. Owners-Managers accommodation. Only outbound duty free in the area. New lease. Changing family circumstances forces sale after 10 successful years. FHGC 4,337m2 land on 2 titles.



Location: Paihia **Asking Price:** \$295,000 plus SAV

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

Pride of Position Motel in Whangarei

ref: 18403

A very well presented 10 unit motel on busy main arterial route.

Consists of 10 units and features private in-ground swimming pool. 3 brm owners accommodation with balcony off living area, master with en-suite and second bathroom. New carpet laid throughout complex. 30 year lease commenced 2007. Could easily be run by one person. Current owners would like to retire.



Location: Whangarei **Asking Price:** \$450,000

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

Whangarei Motel, 18 Rooms, 31 Year Lease

ref: 18460

A beautifully presented motel located in a prime location on Western Hills Drive (SH1) in central Whangarei. The complex is presented in 'as new' condition. Owners accommodation comprises of a spacious 3 bedroom, 2 bathroom home with ample storage.



The strong business performance will appeal to a variety of potential purchasers and generous vendor finance is available to approved purchasers.

Location: Whangarei **Asking Price:** Expressions of Interest

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

Kingfish Lodge - Land Buildings Business

ref: 19336

A hideaway like no other, Kingfish Lodge could be the secret treasure you've been searching for. Available on the market as a FHGC. Perfect for purchasers who value serenity, peace and time away from it all.



Nestled privately in the hills of Whangaroa, this exclusive property has been the private escape for a number of stars over the years, including Robin Williams, Michael Douglas, Tom Cruise, and Nicole Kidman.

Location: Northland **Asking Price:** By Tender

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

Buy of the Year-8 Unit FHGC Motel

ref: 18790

Studio, 1brm & 2brm units all with full kitchens. Office adjoins 2 brm owners accommodation. Very good location.

- Block/cedar single level complex
- Double garage/tool shed
- Shared patio BBQ area
- Parking in front of each unit
- Due to health reasons, must be sold



Location: Kaitaia **Asking Price:** \$595,000

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

13 Unit Leasehold Motel in Rotorua

ref: 19372

13 unit motel sits proudly on a prominent Fenton St corner site. Offers guests a unique experience & its owners a great lifestyle. Private spa pool in every room. Owners' accommodation is a very spacious double storey 4 bedroom apartment. The lease currently has 16 years to run & could be extended. A new owner could enjoy benefits of new initiatives & of course the financial rewards that come with it.



Location: Rotorua **Asking Price:** \$365,000

Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Businesses for sale - Motels

Motel Lease - Rotorua CBD - Profitable

ref: 19502

First adventure into the booming world of tourism?

Located in Central Rotorua, within walking distance of most CBD bars, restaurants, and Lake Rotorua. A 30 yr lease gives plenty of time to understand and grow the business.

The freehold of this property is also available for sale meaning this opportunity could be purchased as a FHGC if desired.



Location: Rotorua **Asking Price:** \$405,000

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

Hotel, Restaurant and Bar + Gaming Machines

ref: 19641

Four lucrative businesses all located under one roof. A Hotel with 17 rooms plus a spacious 2 bedroom apartment for the Manager/Owner generating good returns.

A sports Bar with 14 Gaming Machines - GMP \$22,000 to \$25,000 pw and an Indian Restaurant attached doing a Weekly T/O of \$12,000.



Location: Thames **Asking Price:** \$1,000,000 + sav

Broker: Anil Vazirani / 021 027 78149 / anilv@linkbusiness.co.nz

Busy Christchurch Motel – Great Buying!

ref: 19736

Easily-operated 12-unit recently redecorated motel in excellent quiet location close to CBD. Two-bedroom manager's residence with spacious lounge/living area. New 30-year lease, reasonable commencing rental.

Christchurch is still experiencing strong demand for accommodation, and this business provides a real opportunity for someone to enter the motel industry at a reasonable price, and enjoy excellent returns.



Location: Christchurch City **Asking Price:** \$295,000

Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Oceanfront B&B with Old World Charm

ref: 15024

Lovingly renovated B&B sits on Marine Parade in Napier with unobstructed ocean views. Upstairs there are four bedrooms each with private bathrooms. Downstairs is the dining/lounge, guest lounge, kitchen plus the owners accommodation. Highly rated on trip advisor. If you are looking for a lovely home & good income, then this accommodation business is for serious consideration.



Location: Napier **Asking Price:** \$895,000 plus GST (if any)

Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Absolute Waterfront Resort

ref: 19541

This is a very rare opportunity in an incredible location. With the stunning Haruru Falls as your panoramic backdrop and Paihia township just a few kilometres away.

The site has 28 different titles and include a conference centre, motel units, campground, a swimming pool, fully equipped kitchen with restaurant and a million dollar view from all the rooms!



Location: Northland **Asking Price:** Expressions of Interest

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

Motel in Rotorua For Sale

ref: 19237

Brand new 30yr lease. Tidy low maintenance motel located in the heart of Rotorua, which has all the modern facilities for comfortable staying. Average occupancy rate at around 85% in the past 3yrs. Can easily be managed by one person with the assistance of casual part time staff. If you are a first time motel purchaser then this motel could be the one for you.



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

Broker: Shirley Xu / 027 251 0758 / shirleyx@linkbusiness.co.nz

Management Rights - Lake Taupo - 35 Years

ref: 19503

Management rights rarely come up for sale in New Zealand - especially ones in Lake Taupo. Chevron Motel management rights are now available for sale and represent excellent value for money at the asking price.

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



Location: Taupo **Asking Price:** \$450,000

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

Leading Motel Brand ✓ Tourist Destination ✓

ref: 19712

Yes, this motel ticks all the boxes, and produces excellent returns. Recent upgrading means excellent presentation, and maintenance up to date. With a long lease, and reasonable rental, an astute purchaser will spot the opportunity presented with this 24-unit complex which is a member of a high-profile national motel brand. A 3-bedroom Manager's residence completes the picture. Superb opportunity – enquire now!



Location: Fox Glacier **Asking Price:** \$985,000

Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

2016 Resolution - Be Your Own Boss

ref: 17618

This is a small to medium semi-rural/coastal business you can have some fun with.

If you love the Northland lifestyle and want an opportunity to work on the incredible Tutukaka Coast, this could be your chance. Member of a very supportive chain - not a franchise. Systems are streamlined. DIY knowledge helpful but not essential.



Potential to increase equipment hire. Be in for summer!

Location: Tutukaka Coast **Asking Price:** \$245,000 plus SAV

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

Exciting Restaurant Opportunity

ref: 18526

A fantastic opportunity awaits YOU!

Unrealised ability to increase turnover by incorporating buffet style cuisine, bakery, out catering or functions. Put your own stamp on this business and take it to the next level.



It is rare to find a hospitality business that offers so much additional potential and should definitely not be overlooked.

Location: Whangarei **Asking Price:** \$175,000 plus SAV

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

Cash Made in Heaven

ref: 19394

A great little business with great returns. This long established niche business is a wonderful opportunity for anyone looking for a pleasurable simple to run operation in Northland. 5 days a week with 2 bedroom accommodation on site if required. Full training provided and the client base is guaranteed.



This is a wee winner and hard to beat at the price.

Location: Northland **Asking Price:** \$100,000

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

Opportunity Knocks

ref: 19725

Fabulous lifestyle opportunity to own this popular cafe/restaurant with attached four bedroom home on 2210sqm land. Currently only open Wednesday to Sunday evenings from 5pm. Strong demand to open days and so much potential!



The area is becoming increasingly popular for people from Auckland with TV3's Paul Henry among recent purchasers.

Location: Paparoa, Northland **Asking Price:** \$520,000 FHGC

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

Established Bar with 36 Gaming machines

ref: 19740

This bar is well established with a loyal customer base. With minimum input from the owner the business achieves a surplus of \$240k per annum.

- Multiple income streams
- Strong/ loyal management in place
- 30+ gaming machines
- \$1.2mill turnover
- \$240 surplus with minimum input from current owner



Only experienced operators need to enquire.

Location: Northland **Asking Price:** \$875,000

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

Engineering Icon

ref: 19762

This family business has been serving the engineering requirements of Northland for 50+ years. The company provides a range of product and services for the farming, residential and commercial sectors in the north and Auckland too. Trading through many economic cycles, continues to trade well with three recent years of growth.



Rarely do companies of this calibre come to market, call now to continue its legacy.

Location: Northland **Asking Price:** \$770,000

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

Award Winning Dive Tourism

ref: 19089

All the hard work has been done, move in and reap the rewards. Multiple incomes include Diving, Training, Retail, Bed & Breakfast and RV parking. Ample room to grow this established platform.



Change in circumstances forces sale, act now and move to sunny Northland.

Location: Kerikeri **Asking Price:** \$440,000+stock+house

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

Profitable Bakery in a Dream Location

ref: 19780

This profitable and immaculately presented bakery is located in the bustling tourist mecca of Paihia, Bay of Islands.



Providing not only bakery items but coffee and breakfast too.

Fabulous beach side location with plenty of parking for passing traffic.

Make this popular bakery yours and enjoy the lifestyle in the sunny North.

Location: Paihia **Asking Price:** \$210,000 plus Stock

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

Businesses for sale - Auckland

Large Franchised Café Auckland

ref: 16478

Located in the prime hot spot of the well-appointed commercial centre.

This renowned café has it all: steady and strong sales (\$13,000 approx. pw), large seating area, good kitchen, loyal customers, reasonable rent and located in a desirable fast growing suburb. This business will suit buyers from Southern/Eastern areas.



The asking price is well below its market value.

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

Broker: Hannah Jiang Hardellet / 021 876 122 / hannahj@linkbusiness.

Manufacturing/Sales/Service

ref: 18741

This pool related niche business, could be home based, owner operator run, relocatable anywhere. Every new product sold creates a new long-term customer. Well established chain of suppliers.



Good potential for further growth. Thorough hand-over by owner offered. Various add on products possible. Stock, spares, fully fitted out vehicle, tools and spares included. Owner retiring.

Location: Auckland **Asking Price:** \$170,000

Broker: Basil Badenhorst / 022 548 348 / basilb@linkbusiness.co.nz

Franchise System – Household Name

ref: 19119

A well-established brand that is known in most homes in NZ. Steady cash flow with a stable nest of franchisees. The business has an extremely modern up-to-date IT platform which make the business very mobile to the point where it could be operated from a home office. The business is realistically priced at \$1,950,000 with interested parties having to go through a confidentiality process and proof of purchasing ability.



Location: Auckland **Asking Price:** \$1,950,000

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

Established Freehold Sheetmetal Fabrication

ref: 19748

Established for about 23 years, this sheetmetal fabrication business is equipped to perform various works like ducting and range hoods. Retiring owner is flexible to stay on longer upon mutual agreement. The floor supervisor is capable to help a new owner run the operations. Owner-occupied freehold property in Central Auckland. Option of short/long term lease or outright purchase. Vendor finance can be considered.



Location: Auckland **Asking Price:** \$350k incl. approx \$25k stock (Business). \$850,000 plus GST (if any) Property.

Broker: Efren Pascual / 021 782 820 / efrenp@linkbusiness.co.nz

Pizza Business Top Location Auckland CBD

ref: 16631

Desirable turnover, low overheads, top location in CBD. Easy to run. It is hard to beat this opportunity. Weekly sales are strong and steady.



The landlord is nice and rent is low for such a good location. Training will be provided. This business will suit somebody with or without food experience. The owner has finally agreed to lower the price. Don't miss out on this opportunity.

Location: Auckland **Asking Price:** \$348,000

Broker: Hannah Jiang / 021 876 122 / hannahj@linkbusiness.co.nz

Master Franchise - Niche Service Industry

ref: 18803

The Vendors imported this system from Australia where they had been successful franchisees. From the second month they were in profit running their own franchisee business and testing the systems to streamline it for the NZ market.



The business is going from strength to strength with their first franchisee now up and running. They now wish to return to Australia. Lots of growth potential here!

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

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

Market Research Support Company

ref: 19244

This fully managed, unique, 17 year-old marketing support business is a leader in its field. Based in Auckland it operates countrywide.



The business has a very large updated active panel, which is used to provide feedback for many different types of market research. There is still a great deal of growth possible with no further investment required. EBITDA of \$320,000+ per year.

Location: Auckland **Asking Price:** \$1,450,000

Broker: Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz

Well Known Franchised Cafe in the Mall

ref: 19754

This well-known cafe franchise business is set in one of the busiest shopping malls in the eastern Auckland. Last year sale was \$590,000+GST. Franchisor will provide 2 weeks full training before the settlement.



The vendor is keen to sell and move back overseas. New chairs and sofa will be replaced before changing over on vendor's cost and make the shop more attractive.

Location: Botany **Asking Price:** \$178,000 plus Stock

Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Ice Cream Shop

ref: 17694

This ice cream shop is located in one of Auckland's busiest shopping malls.

- Plenty of foot traffic
- High GP
- Easy operation and management
- Full training provided by the vendor
- Premier location



Location: Central Auckland **Asking Price:** \$198,000 plus stock

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

Busy Bakery in Prime Location

ref: 18228

This bakery is located in a busy central suburb on a main road.

- Loyal clientele
- Well equipped
- Quality plant
- Sales around \$10,000 per week
- Stable business



Location: Auckland **Asking Price:** \$198,000 plus stock

Broker: Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

5.5 Day Lunchbar in Great Location!

ref: 19006

Excellent 5.5 day lunch bar located in a busy industrial area.

Busy main road. Good parking, huge space. Great turnover and Ggood lease.

Current owner has been running the business successfully for five years and it's the best in the west!

This business will sell quickly, opportunities like this don't come around very often.

Don't delay, act today!



Location: West Auckland **Asking Price:** \$440,000 plus Stock

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

Laundromat Open 6 Days with Cheap Rent

ref: 18968

Located in central Auckland. This business comprises a total of 5 washing machines and 8 dryers.

Potential for new owner to take the business to the next level by opening 7 days per week.

This is a great opportunity for a first time buyer and would be a fantastic business for a family to run.



Location: Auckland **Asking Price:** \$135,000 plus stock

Broker: Michael Jiang / 021 531 866 / michaelj@linkbusiness.co.nz

Good Governance Opportunity

ref: 19016

Good Governance takes the tried and proven principles of Corporate Governance and simplifies these right down into short and punchy '360 Degree Meetings' that local business owners benefit from holding.

Good Governance NZ Limited is a Registered Provider to NZTE (under the Capability Building Development Scheme). Purchase an exclusive licence and join the Auckland Team to work with SMEs in your area.

Location: Auckland **Asking Price:** \$86,956 plus GST

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



Great Cafe on the Shore

ref: 19188

This popular cafe shop is located on the main road with the view of the seashore. This shop has a spacious room space which spreads up to 170m2. It provides 170 seats. 17 Secured Car Parks at the back of the yard.

Fully liquor licensed. It has the exclusive right to sell the famous brand Ice Cream on the side. The average Turnover is around \$6,000 a week.



Location: Orewa **Asking Price:** Price Negotiable

Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

Manufacturer/Importer Shower Components

ref: 19733

Being a custom manufacturer and an importer of shower components this business has the best of both worlds – a niche market and a highly competitive wholesale component.

It has a solid base of trade, commercial and cash customers.

Current cash surplus to the owner is \$400,000+ Information will only be revealed to potential buyers at a one on one meeting with the broker.

Location: Auckland **Asking Price:** \$1,100,000

Broker: Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz



Precision Engineering

ref: 19747

Full range of services including design. Diverse range of equipment. Client base of approx. 250, some long standing small and large companies.

They also have their own products with export. Little has been done to market their services; the main source of new work is word of mouth. Stable, long serving staff. Price far less than value of tangible assets.

Location: Auckland **Asking Price:** \$1,495,000 plus SAV

Broker: John Adams / johna@linkbusiness.co.nz /



Businesses for sale - Auckland

Major Café. One of Auckland's Finest

ref: 19809

This is simply an amazing café. It has been featured in magazines and in Metro awards since it started. Sales are over \$41,000 per week (including GST) with profits to match. There is a strong lease in place and the rent is under 3% of sales! Open 7 days (daytime only) and located in a premium suburb. The café is fully managed. If you are looking for one of Auckland's top cafes, this is probably it.



Location: Auckland **Asking Price:** \$1,350,000

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

Extreme Indoor Go Karts - East Tamaki

ref: 19223

This business has been run under the same management since 2015. With minimum input from the owners the sales have been growing since and 1 working owner is actively involved in the business.



This easy to run operation with retained earnings of \$225,000 per annum would return a keen investor 32% on the original asking price.

Location: Auckland **Asking Price:** Negotiable

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

Earthmoving and Site Preparation

ref: 19568



This successful 25-year-old business has built a respected reputation for completing projects on time and to budget.

This business comprises of a large fleet, diggers and all the associated equipment. Their extensive fleet of equipment

Jamaica Blue Espresso Bar Waiheke

ref: 19193

Exciting new site to be built in the new Countdown complex on bustling Waiheke Island. This will be an opportunity for an owner to have a great site, brand, support and lifestyle on this jewel in the Hauraki! This will serve great coffee, snacks, muffins, slices etc.



Foot traffic past this business should be busy as it will be in the entrance to the complex.

Location: Waiheke Island **Asking Price:** \$255,000

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

Kiwi Bank/Post Shop & Paper Plus

ref: 19727

Great opportunity to buy a Kiwi Bank/NZ Post & Paper Plus Franchise store in one of the fastest growing areas in Auckland.



This business is providing a handsome income to working owners.

Surrounded by well known and well established brands this truly is a wonderful opportunity you don't want to miss.

Location: Auckland **Asking Price:** \$700,000 plus SAV

Broker: Gaurang Kaushik / 021 054 3163 / gaurangk@linkbusiness.co.nz

and specialist machinery is maintained to the highest standards and operated by skilled, conscientious and hard working operators.

Specialising in earthmoving, excavations and equipment transportation; where quality of finish is paramount.

Operating across the whole of the greater Auckland from; Pukekohe to Wellsford and Coast to Coast on a daily basis this business is a well-known company in its field.

Assets at \$4,500,000 and a notional EBIT of \$1,400,000.

Strict confidentiality applies. Details will be supplied to financially proven buyers at a one-on-one meeting with the broker.

Location: Auckland

Asking Price: \$6,650,000

Broker: Basil Badendorst / 0224 548 348 / basilb@linkbusiness.co.nz

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

Convenience Store for Sale – CBD

ref: 18899

This convenience store is in a busy central Auckland location. Secure and stable business environment. The business currently has an average weekly sale of \$10,000 with 35% gross profit margins.

This is an ideal opportunity for an owner operator.



Location: Auckland CBD **Asking Price:** \$130,000 (Stock included)
Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz

Entertainment Hire Company

ref: 19261

Returns approximately \$60k to an owner operator. Large range of inflatable products for:

- Birthday parties
- Corporate team building
- Promotions
- School fundraising
- Charity fundraising events



Location: Auckland **Asking Price:** \$160,000
Broker: Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

An Amazing Restaurant & Function Venue

ref: 19345

This profitable restaurant and function venue has weekly sales averaging over \$30,000, opens only 5 days a week, has excellent operating systems and is run largely under management! It is located only 25 minutes from Auckland's CBD in a lovely rural setting. The premises include a purpose built, superbly presented restaurant, attractive outdoor seating areas, gardens and off street customer car parking for customers.



Location: Auckland **Asking Price:** \$685,000 plus stock
Broker: Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Great Fruit & Vege Shop on the Shore

ref: 19438

Spacious fruit, vegetables & grocery shop in a busy North Shore suburb. The average weekly turnover is more than \$26,000. Shop room is about 265m2 with a tidy display.

- * Very reasonable outgoings and good lease
- * Handy and convenient location with heavy foot traffic
- * Plenty of convenient car parks



Location: Northcross **Asking Price:** \$380,000 plus Stock
Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

Major Cartage Business for Sale

ref: 19572



One of the most respected cartage businesses in its sector. This business is selling for the first time in 27-years.

They have built the business on service "we will be there when promised" and this ensures they are the "go to" cartage

contractor for time critical jobs.

Genuine reason for sale, the owner is retiring. This is a fully managed business earning a notional EBIT of \$447,000 backed by assets of \$1,935,000.

There are 17 trucks, various trailers and 3 cars. There is still a great deal of growth to be had, with virtually no further capital being required. Soil removal and waste from roading contractors plays an important role in keeping these trucks busy.

Details will be supplied to financially proven buyers at a one-on-one meeting with the broker.

Location: Auckland
Asking Price: \$2,550,000
Broker: Basil Badenhorst / 022 454 8348 / basilb@linkbusiness.co.nz
Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

Businesses for sale - Auckland

Stainless Steel Fabrication

ref: 16668

A well-established engineering and installation business specialising in stainless steel added value products.

- Average NEBITD last 4 years \$328,012 PA
- Current orders exceed \$1.2million
- Stable, long service staff
- Significantly ahead of last year
- Owner retiring



Location: Auckland **Asking Price:** \$1,443,000

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

Kebab Shop - Premium Food Court

ref: 19351

Established for 15 years this is a solid food business making serious money.

The business is staff managed without the owner needing to work on site. Accounts show over \$180,000 profit.

The shop is recently refurbished so everything is new and ready for a motivated owner to take this business to the next level.



Location: Auckland **Asking Price:** \$329,000

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

Award Winning North Shore Café. A Star!

ref: 19519

This is one of my 'go to' places on the Shore. Always a vibrant feel, great coffee and interesting menu.

This is a solid business with sales averaging \$28,500 per week. Wages are well controlled at 30% and rent is under 5% of sales and strong lease in place. Great staff and currently one owner works full time Front of House. An owner operator should earn around \$330,000 plus per annum before paying themselves.



Location: Auckland **Asking Price:** \$990,000 plus stock

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

Stylish Jewellery Kiosk – Agatha Paris

ref: 19532

French Jewellery of distinction. Begun in 1974 in Paris this range of jewellery is a bit different from other brands. It's funky, affordable, but classy, and is now known in many cities around the world and Albany.

Having been in business for over a year this is now available as a licence for a new owner operator. The kiosk has just been voted NZ's Top Retail store of the year. What a great time to take this over!



Location: Auckland **Asking Price:** \$400,000

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

Retail Chain - Specialised Niche

ref: 18897

An unique opportunity to join the market sector and be part of the largest and independent retailing group in Australasia with strong buying power, an excellent marketing programme and head office support.



This is a thriving business showing a strong EBITD by still plenty of growth opportunities. The financial benefits could be yours! Join the largest chain of speciality stores in this industry in New Zealand.

Location: Auckland **Asking Price:** \$1,100,000

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

Busy Fruit & Vege Shop for Sale

ref: 19436

This nice set-up fruit and vegetable shop is located in a busy main road of Glen Eden. Surrounded by many restaurant and takeaways. It also has many customers from the nearby residential areas.



This shop is spacious, almost 295m2. The turnover is about \$26,000 per week and little competition in this suburb. Easy to operate and good return with growing profits.

Location: Glen Eden **Asking Price:** \$290,000 with Stock

Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz

Regional Master Franchise Auckland

ref: 19523

Profitable well established Regional Master Franchise with stable base of 59 franchisees and growing.

The company has been established well over 15 years and has a strong respected place in the market.



Auckland territory. Excellent support and systems in place.

Location: Auckland **Asking Price:** \$665,000

Broker: Nick Stevens / 021641978 / nicks@linkbusiness.co.nz

A Brilliant Central Auckland Suburb Cafe

ref: 19721

Enjoying an outstanding location, weekly sales averaging over \$34,000 and an enviable profit for a working owner, this popular cafe has to be one of the best opportunities in the market right now!



It has an amazing fit-out and décor, attractive indoor and outdoor seating areas, plenty of off-street parking for customers, high coffee sales and a very reasonable rental and lease term. The café also opens days only.

Location: Auckland **Asking Price:** \$1,185,000 plus stock

Broker: Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Great Cafe in Auckland CBD

ref: 19555

This stylish cafe is located in a busy shopping area of Auckland CBD. It is surrounded by many offices and universities. Seating for 65 and a spacious store room, around 100m². Nice fashionable fittings and modern layout inside.

Weekly turnover is around \$20,000 to \$24,000. Average coffee bean sale is about 30kg to 34kg a week.

Location: Auckland CBD **Asking Price:** \$500,000

Broker: Maggie Chen / 021 273 6258 / maggiec@linkbusiness.co.nz



Excellent Franchise Café. Top Company

ref: 19575

This is a stunning looking North Shore Franchise cafe. There is a solid lease in place and it is located in a high foot traffic area in a massively developing area and this cafe has not stopped growing!

There is great opportunity here to build from an already successful base. Currently run under management, an owner operator would earn a surplus of around \$185,000 per annum if they worked here.

Location: Auckland **Asking Price:** \$649,000 plus stock

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



Excellent Automotive Business

ref: 19592

Located on the city fringe of Auckland, this unique and successful business offers three different revenue streams. Along with vehicle servicing, the business also imports used vehicles and supplies both new and used spare parts.

Along with a very large workshop, the fixtures and fittings are excellent. With regular repeat customers, the business does little advertising. Asking \$470,000 + SAV of approx. \$275,000.

Location: Auckland **Asking Price:** \$470,000 plus SAV

Broker: Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz



High Profile Chinese Restaurant

ref: 19647

This is a very famous Chinese Restaurant established for over 13 years. This successful business offers:

- Operation area of over 180 square meters
- Around 80-100 seating capacity
- Low rent of less than 5% of turnover
- Very stable weekly sales around \$25,000
- Open 6 days pw with short opening hours

Location: Auckland **Asking Price:** \$380,000

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



Strong Suburban Café. Great Profits Here

ref: 19649

This is a fantastic lower North Shore café on a wonderful corner site. Sales have averaged over \$21,500 per week over the last 6 months and that's through winter!

Whilst it is not particularly seasonal, the owners expect a boost to this average over the coming summer period. Coffee sales are a very smart 33kg per week and other costs are well controlled.

Location: Auckland **Asking Price:** \$795,000 plus stock

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



Popular Asian Supermarket for Sale

ref: 19652

This Asian supermarket situation in a prime location in a high-growth suburb. This business has sizable assets and streamlined logistics that makes it easy to manage. The turnover is around \$35,000 per week. Low rent and long lease.

An extended supply and customer list will be included in addition to the sale of the existing business, giving you the valuable intellectual property that you need to grow your business.

Location: Auckland **Asking Price:** \$480,000 plus Stock

Broker: Gladys Wang / 021 286 8199 / gladysw@linkbusiness.co.nz



Pita Pit - Auckland

ref: 19706

Time to eat healthier & make money. With sales over \$14,000 pw this business will be able to provide a cash surplus close to \$130,000.

- Very high quality fit-out and equipment
- A modern, very spacious premises
- Great location with steady foot traffic
- Full training & ongoing support provided
- High profit margins with controlled COGs



Location: Auckland **Asking Price:** \$395,000

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

Stirling Sports

ref: 16870

Stirling Sports are seeking the right person to operate their new concept store in the greater Auckland area. This new store will feature women's and casual sports fashion.

Leading International brands: Nike, Adidas, Under Armour, Asics, Converse and Lorna Jane.

The unique terms of trade allow store owners to maximise profits while increasing sales.

The Franchisor provides training and ongoing support in all aspects of the business; marketing, merchandising, budgeting, buying etc.

Location: Auckland Area **Asking Price:** \$POA

Broker: Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz



Businesses for sale - Auckland

Designer Homeware Store

ref: 19331

Prominent location, excellent street frontage, stunning selection of stock in this 120m² spacious and beautifully presented retail store in a bustling upmarket central suburb.

Furniture, wall art, home textiles, glass, lighting, selected keepsakes and gifts.

Excellent reputation with very reliable and experienced staff. Own website and growing database. Ideal owner/operator.

Location: Auckland **Asking Price:** \$85,000 plus SAV

Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz



Sunny and Tasty North Shore Cafe

ref: 19593

The historic café is located on the residential and commercial of the shore. Over 13 years operation, this café is prized by many loyal and frequent customers.

Stylish decoration with sunny and warm outdoor seating, this café is the favour of the dog walkers and family. The weekly turnover is about \$13,000 and rent is only \$732 a week. Open 7 days from 7:00 AM to 4:00 PM.

Location: North Shore **Asking Price:** \$450,000

Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz



Popular Burger Shop in Auckland

ref: 19604

This well presented takeaway shop is located in the busy streets of Mt Eden/Epsom. Great location and easy parking on the roadside.

It has a big store space, almost 70m² and simple menu with fish, chips and burgers. Weekly turnover is about \$5,300 and still growing with further potential. Reasonable rent about \$630 inclusive of GST a week. Low outgoings.

Location: Mt Eden **Asking Price:** \$125,000

Broker: Andy Liu / 027 589 6666 / andyl@linkbusiness.co.nz



15 Years Cafe on the Shore

ref: 19627

The current owner has run this cafe business for 15 years, now they sell it for retirement. The weekly turnover is about \$7,500 with a rent of \$774 including GST. 50 seats inside and outside. Fully licensed for 7 days.

This cafe business has its own roast machine and sells around 20kg coffee bean a week. Good location that near a public library and 2 minutes walking to New World.

Location: Browns Bay **Asking Price:** \$270,000 plus Stock

Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz



Franchised Supermarket Opportunity

ref: 18248

Gain entry into the lucrative supermarket industry by owning a new Franchise store located in a fast growing area in Auckland.

- Regular, repeat clientele
- Turn over closing on \$40,000 pw
- 330sq metres of retail space
- New electronic labelling system
- Profit tracking system in place

Location: Auckland **Asking Price:** \$1,450,000

Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz



5 Day Sushi Shop in Auckland CBD

ref: 19660

This is a great family business opportunity for an owner operator.

- Premium location with good foot traffic
- Open only Monday to Friday 9.30am - 5pm
- Over \$10,000 sales per week
- Secured long lease expiring in 2027
- Excellent profit margins

Location: Auckland **Asking Price:** \$395,000 plus stock

Broker: Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz



Busy Auto Service and Tyre Centre

ref: 19662

Located on a busy road in South Auckland, this business offers automotive repairs, vehicle servicing, WOF's and a tyre shop retailing new and used tyres.

Well-equipped workshop with capacity in workshop to cope with continued growth. There is a high level of repeat business and word of mouth referrals ensure that advertising is minimal.

Price is \$395,000 + stock of approximately \$100,000.

Location: Auckland **Asking Price:** \$395,000 plus Stock

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



Plumbing/Gasfitting

ref: 19673

Very well-established service provider. Prime Auckland location and a solid, repeat-business client base. Consistent growth and good earnings.

The company benefits from sensibly planned and implemented management, dispatch, control and CRM systems. Great opportunity to acquire a sound, very efficient, profitable business well positioned for continued growth.

Location: Auckland **Asking Price:** \$425,000

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



Stationery Shop - North Shore City

ref: 18813

This is a NZ franchised stationery and book shop that also provides faxing, photocopying, printing, scanning and laminating services. It is located in a popular shopping destination on Auckland's North Shore. The new business owner can enjoy the benefits of having low rent, franchise fees and stable growth in retail and a strong customer base. Vendor advises the business can make \$80k a year for one working owner.



Location: Auckland **Asking Price:** \$85,000 plus SAV
Broker: Amanda Wang / 021 216 1013 / amandaw@linkbusiness.co.nz

Profitable Construction Business for Sale

ref: 19291

This company was doing the predominantly work in the Telecommunication industry.

It is equipped to handle the majority of small to medium Utility Constructions. Now, it is engaged in two 10 year plus contract with two Major communication Group. Turnover for the year of 2015 was \$ 2,128,945.55. The EBIT for 2015 was \$ 659,646.00.



Location: Botany **Asking Price:** \$1,380,000 + Stock
Broker: Yong Wu / 021 678 980 / yongwu@linkbusiness.co.nz

Kiwi Bank & NZ Post

ref: 19483

Newly renovated store, currently housing the only Bank in town. 5 income streams with potential to add more. Owner is retiring after 14 fruitful years.



Well-trained staff who are keen to stay on. 3 bedroom flat can be available on rent. Details only in person.

First right of refusal for real estate. Stock approximately \$100,000.

Location: Auckland **Asking Price:** \$550,000 plus stock
Broker: Neville Choksi / 021 059 9519 / nevillec@linkbusiness.co.nz

Refresh Auckland Central

ref: 19612

This is a star performer in this brand, with a large experienced team including a Project Manager. There is work in progress on the books going through to late 2016.



Refresh Renovations specialise in providing its customers with a quality renovation service, from the first phone call, to handing over a newly renovated job.

The owner has very experienced teams in place to cover jobs all over the

Location: Auckland **Asking Price:** \$540,000
Broker: Laurel McCulloch / 021 786 813 / laurel@linkbusiness.co.nz

Franchise Cafe. Dominant Brand

ref: 19680

This is a beautiful, newly refurbished café in a premium location on the North Shore. Under management and making a profit of \$100,000.



The fit out and equipment are both of a very high quality. This is a major franchise brand with excellent training and support in place. This business represents a fantastic opportunity for a dynamic new owner operator.

Location: Auckland **Asking Price:** \$395,000 plus stock
Broker: Susan Han / 027 566 8938 / susanh@linkbusiness.co.nz

Pukekohe Tyre Shop on High Profile Site

ref: 19689

Offering wheel alignment and balancing services, the business specialises in car, agricultural and heavy truck tyres.



Conveniently located, it has excellent road frontage presentation and an average of 19,000+ vehicles passing this high-profile site every day.

Providing an average monthly turnover of \$60,000. Asking \$195,000 + SAV of approx. \$88,000.

Location: Auckland **Asking Price:** Asking \$195,000 plus SAV
Broker: Michael Fokkens / 021 598 188 / michael@linkbusiness.co.nz

Franchised Fruit, Vege & Grocery Store

ref: 19701

Popular Franchise; fruit, vegetable and grocery store with huge storage & cool rooms. An easy operation with on-going franchise support.



Spacious, neat and tidy premises with plenty of convenient car parks.

Turnover: Averaging at \$33,734 pw (including GST) with excellent profit margins. Reasonable outgoings, long & secured lease in place.

Location: Auckland **Asking Price:** \$419,000 + sav
Broker: Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz

Catering Business

ref: 19703

If you are involved in catering and would like to expand, this is an opportunity to acquire this business with a commercial kitchen.



- Good lease
- Average \$27,000 per week
- Good profit
- Catering experience is needed

Location: Auckland **Asking Price:** \$465,000 plus stock
Broker: Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Businesses for sale - Auckland

Fitness Physical / Fitness Gym Business

ref: 18860

This is an established fitness on the shore, size is about 700m². It has a plenty of free car parks. This gym weekly rent is about \$1,437 and the last year on account turnover was about \$360,857. The current assets value is about \$284,292.



This gym features the latest gym design and equipment: a great range of cardio equipment including Star Trac treadmills, cross trainers, upright and recumbent bikes and more.

Location: North Shore **Asking Price:** \$450,000 plus Stock
Broker: Yong Wu / 021 678 980 / yongwu@linkbusiness.co.nz

Land Yourself a Great Business

ref: 19685

This exciting Auckland City based attraction rates 5 stars on Trip Advisor and has been providing entertainment to both local and overseas visitors for 7 years.



With returns growing over the last two years, it now is forecast to provide a return to a working owner of approximately \$80,000.

Jump on board now and make this opportunity FLY.

Location: Auckland City **Asking Price:** \$150,000 + SAV
Broker: Kevin Francis / 021 822 100 / kevinf@linkbusiness.co.nz

Superette with Potential

ref: 19728

Well established superette on the North Shore doing an average turnover of \$19,000 pw with excellent potential is now on the market for the first time in 8 years.



Good gross profits sitting at 25% (approx) and very reasonable rent of \$3,900 per month.

With no real competition this business is very secure and has potential to increase sales even further. Opportunities like this don't last long!

Location: Auckland **Asking Price:** \$550,000 plus SAV
Broker: Gaurang Kaushik / 021 0543 163 / gaurangk@linkbusiness.co.nz

Excellent Home Based Business

ref: 19742

This business can be relocated anywhere in NZ. Business leases out unique products that help small and medium sized businesses save 10-20% on their power cost. Monthly leases are a gold mine, and the monthly residuals now sit at \$13,000 per month. This product is suitable for a huge range of businesses. Vendor committed to gradual transition and full training. Option for vendor finance or shareholding purchase.



Location: Auckland **Asking Price:** \$697,000
Broker: Efen Pascual / 021 782 820 / efenp@linkbusiness.co.nz

Grocery Super Market with Takeaway

ref: 19682

Spacious, neat & tidy, authentic foods supermarket. This business is located within a busy block of shops together with plenty of convenient car parks onsite.



Catering to the Indian and European community. Weekly T/O \$25,000 with high gross profits (Grocery Sales \$20,000 + Take away Sales \$5,000).

Location: Auckland **Asking Price:** \$ 379,000 + sav
Broker: Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz

An Incredible Central Auckland Café

ref: 19723

Here's a great café that can be transformed into an amazing café! It currently operates daytime hours only, has weekly sales over \$30,000, features spacious inviting indoor and outdoor seating areas, has a fabulous fit-out and enjoys a wonderfully relaxed atmosphere.



The reason for the café's success is simple: a good location, great coffee, simple yet appealing café food, a vibrant team and wonderful service.

Location: Auckland **Asking Price:** \$925,000 plus stock
Broker: Greg Mullins / 021 943 844 / gregm@linkbusiness.co.nz

Cafe & Brunch Bar

ref: 19732

Busy little café in an Eastern suburb. Excellent foot traffic and a very loyal customer base that has the excellent online reviews to prove it.



This café seats 35 indoor and 10 outdoor. The turnover is growing and the right owner operator can enjoy this growth over summer. Very low rent of \$752 including GST pw. Secured lease in place.

Location: Auckland **Asking Price:** \$239,000 plus SAV
Broker: Shweta Vazirani / 021 236 5840 / shwetav@linkbusiness.co.nz

Mexicali Fresh - Princes Wharf

ref: 19749

Outstanding opportunity to purchase the original Mexicali Fresh in New Zealand in a prime inner city location.



Having just had a refit in mid-2015 the store is well primed to take advantage of the busy summer trade. If you are looking to break into the hospitality industry in a busy Auckland CBD location this is well worth a look.

Full training and support from an experienced Franchisor.
Location: Auckland **Asking Price:** \$695,000 + Stock
Broker: Nick Stevens / 021641978 / nicks@linkbusiness.co.nz

5 Day Salad & Sushi Shop

ref: 18603

This beautifully set up salad, and sushi shop is located in busy office block.

- Turnover \$8,000 per week
- Long lease to 2025
- Easy to run and manage
- Good profit
- Vendor will train the purchaser



Location: Auckland CBD **Asking Price:** \$179,000 plus stock
Broker: Mei Wang / 027 436 7848 / meiw@linkbusiness.co.nz

Brand New Cafe - Great Opportunity

ref: 18637

Brand new set-up located in an up-market suburb. This is a one of a kind opportunity, receiving an exceptional return on investment.

- Quality plant
- Substantial turnover
- 80 seats - indoor/outdoor
- Lovely setting
- Achieving a high turnover



Location: Auckland **Asking Price:** \$260,000 plus stock
Broker: Roger Cook / 027 432 2325 / rogerc@linkbusiness.co.nz

Great Cafe Shop for Sale

ref: 19255

Extremely low rent café that is located in one of the highest foot traffic areas in Auckland. The current owner pays \$394 per week including rent, rates, GST, building insurance and outgoing.

Weekly Turnover is around \$14,000 and it is still increasing. Indoor and outdoor is about 40 seats. Coffee bean usage is about 20-25kg per week.



Location: Onehunga **Asking Price:** \$598,000 + Stock
Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Engineering Shop & Machinery Sales

ref: 19386

A well-established food processing machinery and engineering business in South Auckland. It offers an import and export aspect, along with new and second-hand machinery sales.

Included is the manufacturing of a line of unique packaging machines, and the on-going supply of spare parts. Customers include large blue-chip companies with a long history with the company.



Location: Auckland **Asking Price:** \$1,250,000
Broker: Mike Fokkens / 021 598 188 / michael@linkbusiness.co.nz

Hair Salon Auckland City Fringe

ref: 19458

Located in busy upmarket area on city fringes. Established over 30 years this popular salon has a loyal data base of clients. Offering 6 chairs, 2 basins, plus potential to add beauty services. Good lease in place. T/O in excess of \$290,000 p.a. with surplus to part time owner in excess of \$70,000 p.a. This is an exciting opportunity for a new owner to realise the potential and take the business to the next level.



Location: Auckland **Asking Price:** \$86,000 plus \$15,000 stock
Broker: Robin Harris / 021 968 779 / robinh@linkbusiness.co.nz

Great Retail Shop in Southern Auckland

ref: 19468

This shop is located in the main street of Papatoetoe. The nearby residential area is surrounded by many takeaways, supermarket and pharmacy shops. It has a spacious shop of 90m².

It sells products such as homewares to hardware and clothes. Weekly turnover is about \$6,000 and rent is only \$700 including GST. This shop is run by the vendor for about 5 years, good return.



Location: Papatoetoe **Asking Price:** \$80,000 + Stock
Broker: Kelly Ai / 021 0879 1376 / kellya@linkbusiness.co.nz

Nicely Set up Cafe for Sale

ref: 19705

This popular cafe is located in the first floor of an apartment building in the Orewa town centre. The shop size is 168 m² and a big storage space upstairs. Currently run by a part-time owner and supported by some experienced staff. Not a franchised shop.



Most of the food made on site. Weekly turnover is around \$12,000. Rent is 10% of the sales with the current lease expires on 2020. Fully liquor licensed 7 days.

Location: Orewa **Asking Price:** \$388,000 plus Stock
Broker: Craig Zhu / 021 800 280 / craigz@linkbusiness.co.nz

Sheetmetal Manufacturing Own Products

ref: 19737

Specialising in the manufacture of its own range of designed products, it services a very unique and niche market. There is a design and build element with the design work contracted out.

The business also offers a broad spectrum of general sheet metal work to its well-established customers. The owner has a team of experienced fulltime staff, and utilises contractors when large orders are received.



Location: Auckland **Asking Price:** \$355,000 plus SAV
Broker: Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz

Businesses for sale - Waikato

Retail Flooring Business - Great Turnover!

ref: 18425

Top performing business which specialises in the retail & installation of a range of flooring products.

- Modern showroom & warehousing • Quality staff • Member of a strong buying group • Large customer database • Very economical rent of \$55,000+ gst • Turnover in 2015 financial year of over \$1.7 million incl GST • Very profitable business for a working couple • Generous handover & training period provided



Location: Waikato **Asking Price:** \$399,000 plus SAV

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

Low Risk – ROI 30% PA

ref: 19053

Exciting business opportunity in creative industry;

- Lifestyle + excellent returns.
- Current owner chooses to work 2.5 days per week
- Net cash surplus to one working owner (3 yr Average) approx. \$200k PA
- Well-structured business with comprehensive operating systems.
- INSTANT INCOME derived from orders in place generating around \$20k per month.



Location: Hamilton **Asking Price:** \$650,000

Broker: Rik Staheli / 021 275 8894 / riks@linkbusiness.co.nz

Palmers Planet St James Hamilton

ref: 19554

Huge opportunity to buy into an established Palmers Planet at a very good price.

This large format retail opportunity doesn't need plant knowledge. We need people with big ambitions who can oversee this store.

You will need to be able to have experience in retailing, customer service and handling teams.



Location: Hamilton **Asking Price:** \$450,000

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

Kiwi Bank, Gift/Stationery/ NZ Post Shop

ref: 19683

Kiwi Bank & New Zealand Post Shop in a busy mall location with very reasonable rent catering to more than 500 customers per day.

This branch of Kiwi Bank's deals with lending services in addition to the other general banking services.

An applicant with knowledge of financial, banking & lending services preferred, however extensive training will be provided by the Head Office.

Location: Waikato **Asking Price:** \$700,000 plus SAV

Broker: Anil Vazirani / 021 027 78149 / anilv@linkbusiness.co.nz



Cafe Returning \$100K

ref: 18912

Sales are increasing & feedback is always positive. Receiving 4.5 Stars on Trip Adviser, this is a beautiful friendly café. Regularly supplies out-catering & in-house catering utilising function room. Open 7 days serving dinner 3 nights. Net surplus to one working owner over \$100k per year. Turnover over \$8,000 per week and increasing. Excellent lease in place which includes accommodation! \$625.00 plus GST per week.



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

Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz

Fully Managed Cafe Returning Over \$95k

ref: 19220

Great location & potential, regular catering events onsite. Showing great returns as a fully managed business. 40 Indoor & 24 outdoor seats. Cooked menu available plus lots of freshly prepared cabinet food. Well laid out, fully equipped kitchen. Excellent experienced staff in place to allow for an easy transition to a new owner. Net surplus full managed \$99,000. Lease per month \$3750.00 plus GST



Location: Waikato **Asking Price:** \$310,000

Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz

Busy City Franchise Cafe

ref: 19455

Prime position in this busy Hamilton Mall with high pedestrian flow. High quality fit-out & strong international brand. Proven business model & a trademark that immediately gives added value. One of the best training courses in the industry you do not have to have a hospitality background. Great staff already in place to support new owner. Weekly sales \$15,000 inc GST. Net surplus over \$100,000 to one working owner.



Location: Hamilton **Asking Price:** \$265,000

Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz

Paper Plus, NZ Post & Sportsworld

ref: 19629

Paper Plus, NZ Post and Sportsworld are well-established and recognised businesses within the town and offer the added advantage of a Lotto outlet providing a high level of foot traffic into the stores.

These businesses offer great returns. A fantastic opportunity to join well-recognised, growing brands with excellent support, and full training offered to a new owner. Asking \$350,000 + stock of approx. \$250,000.

Location: Otorohanga **Asking Price:** \$350,000 plus stock

Broker: Paula Moore / 021 598 188 / paulam@linkbusiness.co.nz



Businesses for sale - Waikato / Bay of Plenty

All Roads Lead to the Cabbage Tree Cafe

ref: 19595

Successful well positioned cafe bar on the main road of Tirau is well supported by locals & the many visitors to this town. Set to benefit even further from the new Waikato Express Way. All food is made onsite offering a cooked blackboard menu or cabinet food options, with the bonus of a liquor licence. Open 7 days. Lease \$3,320.00 per month plus gst. Returning over 200,000.00 net surplus to two working owners



Location: Tirau **Asking Price:** \$350,000

Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz

Exclusive Flooring Business in Cambridge

ref: 19731

Well-established flooring business. Fantastic New Zealand suppliers in place who import from around the world. Supplies flooring to home renovators, local builders and flooring tradesmen. Operating 5 1/2 days a week, and closed for 3 weeks at Christmas. Cash surplus to the working owner, after all expenses was \$93,000 for the 2015 financial year, with plenty of flexibility for time off and holidays.



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

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

Quality Sound – Wholesale, Retail, Repair

ref: 19692

This profitable easily run primarily retail Hamilton business needs a new owner with music interests and/or background.

Operates throughout the North Island.

Growing revenues of well over \$1,000,000 provide \$164,000 owners cash surplus.



Location: Hamilton **Asking Price:** \$440,000

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

Good Turnover Takeaway in Hamilton

ref: 19730

This popular takeaway is on the main road in Hamilton city. Close to many well-known food outlets like KFC, Burger king and etc. Large shop space, bright and clean store appearance. Good fitting fixtures with walk-in cooler and freezer.



Rent is \$1,070 weekly inclusive of GST. Current turnover is about \$17,000 to \$18,000 a week.

Mainly sell the fries & chicken. This is a simple business with low staff costs.

Location: Hamilton City **Asking Price:** \$380,000 plus Stock

Broker: Yong Wu / 021 678 980 / yongw@linkbusiness.co.nz

Leave Auckland behind & Move to Whakatane

ref: 18927

Steady with systems in place, the owner has been running this restaurant as a relaxed lifestyle business over the last couple of years. \$160,000 PA for a working owner, & you do not need to be the chef! Customer service experts & business minded people will love this opportunity. Awesome lease, beautiful fit-out & water views. Currently closed on Sundays & public holidays, further scoop to increase sales.



Location: Whakatane **Asking Price:** \$347,000 plus Stock

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

Your Dream Location in the Mount

ref: 19176

Captured the smart casual dining, this in-vogue Mount eatery reflects strong sales. Superb location with on-trend decor. Great fitout with commercial grade equipment through out. Current owner is not the chef, and regularly takes time off. Excellent lease Work and live life in the best place – Mount Maunganui!



Want to know more? Contact me today to enjoy the bustling summer trade.

Location: Mount Maunganui **Asking Price:** \$POA

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

Cafe Premium Location T/O \$10,000 per week!

ref: 19664

Absolute beauty that has a fantastic location in the centre of the busiest shopping mall in Bay Of Plenty & it's a real bargain. Fit out & presentation is superb. Ideal for a working couple who could expect to earn a solid six figure net income. Blue chip locality & business. Owner of 12yrs needs a rest so all sensible offers will be considered. Make me an offer. You might be surprised!!



Location: Bay of Plenty **Asking Price:** \$120,000 o.n.o.

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

Calling all Mechanics - Move to the Bay!

ref: 19752

A 15 year established mechanical workshop ideally located in the city with a dedicated customer base of motorhome owners, diesel & light truck owners. A 2-bay workshop with pit provides ample space for buses and a sound lease is in place. The owner is retiring and can pass on his knowledge & experience as required. Financials available on completion of Confidentiality agreement. Don't delay!



Location: Tauranga **Asking Price:** \$79,000 plus Stock

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

Businesses for sale - Bay of Plenty

Central City Busy Hair Salon

ref: 19426

In its 25th year of operation, the current owner is keen to hand over the reins & continue the legacy. The modern décor of the salon includes quality flooring, attractive lighting & boasts 8 work stations, staff facilities & laundry. This is an entry level opportunity for an experienced stylist to takeover a successful business with an established clientele base.



Location: Tauranga **Asking Price:** \$45,000 plus SAV
Broker: Howard Brown / 0274 346 900 / howardb@linkbusiness.co.nz

Stunning Beauty Therapy Clinic & Spa in BOP

ref: 19567

Known as one of the largest, well-recognised, award winning clinics in its fabulous 'lifestyle' location. Treatment rooms, specialised spa rooms & outdoor areas. Extensive array of treatments & ability to cater for groups. Peaceful & private environment with plenty of free parking. Rent approx \$35,000 annually, plus GST and rent/insurance. Cash surplus after all expenses to 2 (part-time) working owners is \$102,000.



Location: Bay of Plenty **Asking Price:** \$238,000
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Waterview Eatery - Rare Find & Ready for You

ref: 19440

The perfect destination for relaxed dining or casual drinks. Enjoy the amazing water views that make this location a stand out.

- Sales steadily increasing, turning over \$1 million pa
- Ability to hold private functions
- Working owner returning over \$120,000 pa
- No earthquake strengthening issues



Get in quickly for the fantastic summer trade!

Location: Tauranga **Asking Price:** \$365,000
Broker: Theresa Eagle / 021 289 0949 / theresae@linkbusiness.co.nz

Fish & Chips. Cheap Rent & Great Location

ref: 19579

A local icon having traded as such from this site for many years. An excellent reputation, winning highly recommended shop awards.

- Current rent is just \$12,500 per year.
 - Turnover is approx \$6,000 per week on average.
 - Trades 6 days per week. Closed Mondays.
- Interested??

You should be as this is a fantastic shop in a great location.



Location: Tauranga **Asking Price:** \$125,000
Broker: Peter Redward / 0274 920 453 / peterr@linkbusiness.co.nz

Import & Distribution of Fashion Clothing, plus Retail Outlet

ref: 19585



Direct importing of stunning clothing & accessories from established contacts offshore. These valuable Suppliers will be passed onto the new owners of the business, and formally introduced to the new owners.

Supplying many retailers in NZ & Australia; as well as selling their entire range from a successful retail outlet in Bay of Plenty. An exciting & dynamic business, that stocks casual & resort wear clothing, accessories & jewellery. Very suitable for a husband/wife team or partnership who have strengths in marketing; enjoy the fashion world & love travel.

Year on year growth in turnover with the 2016 financial year also looking to be very strong. Specific areas have been identified. Perfectly suited premises in a desirable & busy location. Rent \$34K plus GST per annum.

Owner committed to ensuring a smooth handover. Cash surplus to one full time working owner for the 2015 financial year \$220,000.

Location: Tauranga
Asking Price: \$550,000 including stock
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Beautiful 21 Bed Rest Home - FHGC

ref: 16096

Accommodating 21 residents in a warm and caring environment. Contracts for age related residential care and respite care. Currently managed by the owner.



Tastefully decorated, beautiful villa on 1843sqm of landscaped grounds. Established as a rest home in 1993, this is a solid, well established home, with wonderful and reliable staff. Perfect size for entering into the rest home market.

Location: Masterton **Asking Price:** \$995,000 plus GST (if any)
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Central City Cafe

ref: 17367

This iconic, high profile Wellington café is for sale for the first time since 2003 and would be considered a jewel in any multi-site café operator's crown. Outstanding location, sound building with high NBS rating, good lease, & liquor licence. It's all there. The current owners are independent operators and the business stacks up as an independent owner operated café. A scaled operator could do even better!



Location: Wellington **Asking Price:** \$395,000
Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

Waste Water Infrastructure Repair

ref: 18429

This specialist waste water maintenance business is regarded as the 'go to' company for infrastructure trouble-shooting and repairs. They are market leaders in innovative repair systems and techniques and have developed several industry leading technologies which have provided a strategic advantage. This is a great strategic purchase for an industry operator wanting a Wellington presence. Genuine reasons for selling.



Location: Wellington Region **Asking Price:** P.O.A.
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Managed Cafe - CBD

ref: 18711

Purchased just over 3 years ago, the owners of this managed cafe have rationalised operations, improved efficiencies and continually impress their loyal clientele. The platform has been set to grow this cafe further. A 7 day cafe with professional staff who operate in a strong customer service culture. Strong cash flow provides worry free entry into this industry and the ability to grow the business for future gains.



Location: Wellington **Asking Price:** \$300,000
Broker: Benny Wang / 021 1585 110 / bennyw@linkbusiness.co.nz

Thai Restaurants (2)

ref: 17097

Two exceptionally well run Thai restaurants, both producing a managed profit for the owner are available for sale. These restaurants enjoy a good reputation with regular clientele, both have good leases and have long established staff who are well trained in all current business systems. AND they're very realistically priced! Buy one and run a restaurant. Buy both and run a business!



Location: Wellington **Asking Price:** \$195,000 & \$265,000
Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

Global Sub Sandwich

ref: 17946

Be a part of the worlds leading sandwich franchise and benefit from outstanding training, systems, branding and cash flow.

- Owner operator required
- Quality business experience required
- Customer and service focused
- Able to motivate and lead staff
- Willing to travel for superb training



UNDER OFFER

Location: Nrth WLG Region **Asking Price:** \$240,000
Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

Coastal Dry Cleaning Business

ref: 18638

A motivated Vendor wishes to sell their Dry Cleaning business which is well established and the only business of its type in the region. The business produces consistent profits for the owner. The Vendor would like an outright sale, but would consider a jointly owned operation which could include the curtain cleaning side of the business.



UNDER OFFER

Location: Kapiti Coast **Asking Price:** \$300,000
Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Import Distribution - Hospo

ref: 18747

- Here's a business that ticks ALL the boxes:
- Growth Industry
 - Consumable products - daily sales
 - High barriers to entry
 - Excellent management systems - IT driven
 - Opportunity to expand product range and client base
 - Ideal owner operator or husband/wife team
 - relocateable

An astute purchaser will immediately see the opportunity to grow and develop this business.

Location: Wellington **Asking Price:** \$550,000
Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz



Businesses for sale - Wellington

Regional Plumbing and Roofing Business

ref: 19042

Extremely well established plumbing and roofing business with 20 year history. Purpose built premises with option to buy or lease.

- Outstanding local reputation
- Well trained and professional staff
- Commercial, Residential and Rural
- Plumbing, drains, roofing, gas and solar
- Waste management and septic design



Location: Wairarapa **Asking Price:** Negotiable

Broker: Gary Kaye / 021 222 1707 / garyk@linkbusiness.co.nz

Sewing Retailer

ref: 19469

This is truly sewing heaven – one of the largest selections of sewing machines and overlockers in New Zealand featuring brands from the world's leading manufacturers. - Janome, Elna, Pfaff, Husqvarna-Viking, Singer and Babylock are names synonymous with the very best in the sewing world.



A seamstresses paradise!

Location: Wellington **Asking Price:** \$525,000

Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Micro Brewery

ref: 19515

This recently established micro brewery has its foundations laid and is ready to become a significant producer given with the right input. As at the end of September, this brewery will begin life as a wholesaler supplying 3 establishments in the greater Wellington area. With the existing assets, a 5 day brewing regime is capable of producing a handsome profit each week.



Location: Wellington **Asking Price:** \$170,000

Broker: Gary Kaye / 021 222 1707 / garyk@linkbusiness.co.nz

Bar / Restaurant

ref: 19625

Assets and stock only - An establishment completely refurbished and ready to GO!

Put your marketing hat on and reap the rewards. Golden Mile opportunity Just waiting for a sharp operator. Get in quickly for the lucrative Christmas period.



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

Broker: Gary Kaye / 021 222 1707 / garyk@linkbusiness.co.nz

Dairy/Convenience Store

ref: 19126

New in 2010, this well established convenience store is modern, clean, well stocked, and presented in a fashion consistent with inner city retailing. The business enjoys a great relationship with regular customers and spontaneous purchasing from very high and consistent foot traffic. The business has multiple income streams with general dairy lines plus dry-cleaning, Snapper, hot food and drinks and an ATM contract.



Location: Wellington **Asking Price:** \$299,000

Broker: Benny Wang / 021 158 5110 / bennyw@linkbusiness.co.nz

Import Distribution

ref: 19488

This business has been established well over 30 years and is a market leader in their field. Well prepared for sale.

- Can be run under management
- National distribution
- Established customer database
- Limited competition
- Opportunity to improve margins



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

Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Nationally Branded Auto Workshop

ref: 19616

This nationally branded automotive workshop is part of a nationally branded network. The business is in a high profile location, has an immaculate workshop with 5 hoists, and business systems that make the operation run extremely efficiently. The staff are well versed in all operations and management systems and the business is able to operate for extended periods in the owner's absence.



Location: Wellington **Asking Price:** \$425,000

Broker: Dave Morgan / 021 471 992 / davem@linkbusiness.co.nz

Light a Fire Under this Business!

ref: 19770

The business specialises in the supply and installation of indoor wood burners, pellet fires and outdoor fireplaces, with the largest selection of products in the Horowhenua and Kapiti region. Strong sales, great reputation with a wide range of suppliers committed to the business.

Owners now want to concentrate on their core business and are looking for an entrepreneur to seize this opportunity and build on the solid foundations that have been laid over the last 15 years in the region.



Location: Wellington **Asking Price:** \$125,000

Broker: Mike Redman / 021 722 342 / miker@linkbusiness.co.nz

Businesses for sale - Other North Island Locations

Build a New Life at the Beach

ref: 19746

Building / Renovations Franchise

- Established for 7 years
- Showing excellent profits based on part time hours only
- Strong franchise support & brand awareness
- Only specialised renovations business in the region
- Huge growth opportunities
- Booming & rapidly growing market
- Comprehensive handover by owners
- Located in one of NZ's most beautiful beach towns



Location: North Island **Asking Price:** \$160,000

Broker: Steven Matthews / 021 848 873 / stevem@linkbusiness.co.nz

Wonderful Profitable Family Restaurant

ref: 19639

6 years of consistent and profitable trading with sales averaging over \$20,000 per week with just 6 days trade.

- Superb central location
- Strong systems in place
- Family orientated dining
- Solid accounts and financials
- Full training given



Location: Wanganui **Asking Price:** \$460,000 plus stock

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

Profitable Cleaning Business for Sale

ref: 19726

Well established with regular clients & contracts & plenty of room to grow. Carpet cleaning, flood restoration, pest control & other cleaning services. Well trained staff in place. All assets are in excellent condition, including sign written vans. Full training & support will be given to new owner. One working owner works full time, this is not a franchise. Returning a net surplus of over \$150,000 per year.



Location: Taranaki **Asking Price:** \$340,000

Broker: Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz

Motel Lease - Great Location, Top Performer

ref: 14722

Well-presented motel located close to all amenities. 1980's two-storey building. 35 units are tastefully decorated. On-site facilities include swimming pool, spa, meeting room & kitchen. Spacious 4 bedroom owner's accommodation. Ample carparking. Positive cashflow with a turnover in excess of \$650,000 for the 2014 financial year & returns a healthy net profit to its owners. Lease has 19 years to run.



Location: Napier **Asking Price:** \$650,000 plus GST (if any)

Broker: Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

Childcare Centre FHGC - Hawkes Bay Rural

ref: 19129

Business plus Land & Buildings. Licensed for over 30 children, at the heart of a strong rural community. Purpose-built premises, enjoying very good occupancy. Excellent, stable staff in place. Ideally suited to an owner/operator wanting a centre that has demonstrated its ability to provide a quality early learning environment. An opportunity to secure an excellent centre at a very reasonable price.



Location: Hawkes Bay **Asking Price:** \$810,000 plus GST (if any)

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

Hospitality Opportunity With Freehold

ref: 18696

This handsome tavern achieves a turnover of \$1.3M (approx)pa. The profit is generated from café, bar operations, together with group function as an additional revenue stream. Three bedroom accommodation which is not currently used but has beautiful views. This long established steady business is lucrative to the current owner.



Price: \$485,000 + stock for business; \$1,000,000 + GST (if any) for the land & building)

Location: Wanganui **Asking Price:** \$1,500,000 plus stock

Broker: Hannah Jiang / 021 876 122 / hannahj@linkbusiness.co.nz

Cash Converters - Gisbourne

ref: 18873

Looking to build a REAL BUSINESS AND REAL PROFITS? Join the world's largest second-hand dealer, market leader in Pawn Broking and Short-term credit.

Over 700 stores in 21 countries (20 in NZ).

Extensive training and support provided from an experienced Master Franchisor.



Location: Gisborne **Asking Price:** POA

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

Service Station - Great Margins & Low Outgoings

ref: 18784

Service station on main road. Fuel 1.3 ML Litres per annum and shop sales \$14,000 per week, great margins

Very low rent \$318.46 per week (This is not a misprint, the rent is really very low) and secured lease in place

Short operating hours - Closes 7pm daily.



Location: Hawkes Bay **Asking Price:** \$380,000 + SAV

Broker: Anil Vazirani 021 0277 8149 / Shewta Vazirani 021 236 5840

Businesses for sale - Canterbury

Tourism & Education

ref: 16951

A unique opportunity to purchase an operating business with tourism and education scope. Very low overhead operation that can be purchased by someone without any specialist skills. Vendor finance to an approved purchaser may be considered.



Location: North Canterbury **Asking Price:** \$85,000
Broker: Jeff Lopas / 021 308 038 / jeffl@linkbusiness.co.nz

Well-Established Accountancy Practice

ref: 17306

Multiple locations.

Would suit a purchaser wanting to expand by acquisition.



Location: Christchurch **Asking Price:** \$600,000
Broker: Jeff Lopas / 021 308 038 / jeffl@linkbusiness.co.nz

Cycles & Mowers

ref: 19360

Servicing and selling a range of well-known quality brands of Mowers, Cycles and Power Equipment. Very long established, in Canterbury, the present owner started working there 19 years ago and bought the business. Ably assisted by a small team of dedicated staff now, he's ready to retire. Comprehensive training, if required, is offered to a new purchaser. Enquire today!



Location: Canterbury **Asking Price:** \$125,000
Broker: Phil Adcock / 021 909 950 / phila@linkbusiness.co.nz

Engineering & Plant Maintenance Services

ref: 19375

Specialists in the design, manufacture, servicing and sales of commercial production equipment. Operating for 30 years, extensive client base, wide range of related products and services, experienced staff, strong sales & profit growth. Suit person with some mechanical or sales background. Great opportunity to take the helm of this long established, reliable and well performing business.



Location: Christchurch **Asking Price:** \$390,000
Broker: Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

Project Management Company

ref: 16957

Project Management Company / Painting and Decorating / Main Contractors - Christchurch Based. Turnover is continuing to increase year on year. Loyal committed staff, excellent renowned reputation and strong cash flow. Very little marketing required, well respected in the industry - commitments mean owners are moving in a new direction - seize the chance to own this dynamic exciting business.



Location: Christchurch **Asking Price:** \$700,000
Broker: Jeff Lopas / 021 308 038 / jeffl@linkbusiness.co.nz

Import / Distribution / Servicing

ref: 19314

Imports, distributes, retail sales and servicing of a range of substantial products mainly to the rural and lifestyle markets. Established approx 15 years. The freehold including a substantial block of land and purpose built modern building for storage, servicing and retail sales along with a modern 3 bdrm and office house is also available or a suitable lease may be offered. A good solid profitable business.



Location: Canterbury **Asking Price:** \$350,000
Broker: Phil Adcock / 021 909 950 / phila@linkbusiness.co.nz

Bargain Franchise Café Opportunity

ref: 19644

Mall location, low rent long lease!

Strong brand, strong system!

Brand new fit-outs with indoor and outdoor seating!

Current turnover approx. \$8,000 weekly with room to grow for the right person(s)!

Vendor is asking to bring in your offer today!

Location: Christchurch **Asking Price:** Make an offer!
Broker: Ryland Zhou / 0212844848 / rylandz@linkbusiness.co.nz



Busy Dairy With Accommodation

ref: 19590

Christchurch CBD fringe location, busy dairy with 2 or 3 bedroom accommodation!

Long lease with low rent!

Accounts showing almost \$25,000 weekly sales!

Current owner has been operating the business for over 15 years and is ready to pass this great opportunity to someone else!

Location: Christchurch **Asking Price:** \$300,000 plus S.A.V
Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz



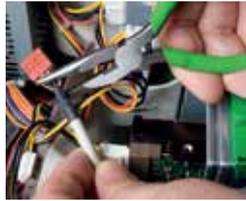
Electrical Contracting

ref: 18287

Outstanding business servicing the commercial and industrial sector.

- Operating for over 26 years
- Substantial client base
- Reputation for quality service
- 3 experienced staff
- Attractive income

Retirement beckons but owner available to continue on the tools if required. Suit industry related business owner.



Location: Christchurch **Asking Price:** \$400,000

Broker: Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

Non-Franchise Sushi

ref: 19506

The only sushi business inside a popular Christchurch mall!

Reasonable rent approx. \$42k per year includes everything!

No upgrading of premises required-vendor has just finished renovating!

Steady turnover showing profit (EBPIDT) on their accounts!

Great opportunity for a single operator or a couple!

Realistic asking price, enquire today!



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

Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz

Proven Branded Business

ref: 19540

Here is what this business has to offer - will you be in to buy?

Cash business - no debts to collect! Great brand - long lived, established reputation.

Easily learnt. All staff in place. Support at hand - ongoing back up if called upon. Good profits for a working owner - a fair return for the price paid.

All chattels are in good condition. The location is a great spot for customers. Take the next step, Call now!!



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

Broker: Chris Bryant / 03 928 1945 / chrisb@linkbusiness.co.nz

Outstanding Timaru Motor Lodge

ref: 19632

Attractive modern 12-unit Motor Lodge in a key highly visible location in Timaru, close to popular Caroline Bay, an aquatic Centre and gym complex, and a short stroll from restaurants, cafes, etc. Spacious 2/3-bedroom Manager's residence. Excellent off-street parking. Good lease, reasonable rental. Opportunity to purchase a well-established motel business performing well, but still with excellent upside potential.



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

Broker: Sally Everitt / 021 988 138 / sallye@linkbusiness.co.nz

Chinese Language Education

ref: 19700

Currently focusing on teaching Mandarin to Children, this established franchise business in Christchurch, showing significant growth the last 3 years!

The business will also give you the opportunity to be your own boss, be involved with the Christchurch business community and the Chinese community organisations such as the Chinese consulate in Christchurch! Contact Ryland Zhou today.



Location: Christchurch **Asking Price:** \$60,000

Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz

Childcare Centre - Freehold

ref: 19753

Set in a delightful semi-rural setting with a large catchment only a short distance from Christchurch city. With over 3000m² of child friendly grounds there's plenty of room for parking and plenty of room for play, with an emphasis on maintaining a sustainable environment and with a modern purpose built building. Established a little over 5 years ago and licensed for 25 children with room for expansion.



Location: Canterbury Area **Asking Price:** \$740,000

Broker: Phil Adcock / 021 909 950 / phila@linkbusiness.co.nz

Innovative Rural & Farming Trading Site

ref: 19767

Fully-operational website for sale as a going concern - run it from anywhere in NZ. Enables the farming community to buy & sell rural products & services such as livestock, stock feed, contracting, equipment, employment & real-estate.

Revenue streams from banner advertising & listings. Easy to run, low operating costs. Suit someone with sales & marketing skills and an affinity for the rural sector.



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

Broker: Barry McFedries / 021 873 243 / barrym@linkbusiness.co.nz

Bargain Dairy

ref: 19796

Dairy with lotto and NZ post in a popular location, low rent, long lease in place.

Vendor reports weekly sales approximately \$12,000 plus \$2,500 lotto sales.

High margin, accounts showing more than \$50k cash surplus!

Don't miss this opportunity, Contact the broker today!



Location: Christchurch **Asking Price:** \$155,000 + SAV

Broker: Ryland Zhou / 021 284 4848 / rylandz@linkbusiness.co.nz

Businesses for sale - Other South Island Locations

Stirling Sports

ref: 16870



Stirling Sports are seeking the right person to operate their new concept store in Queenstown. This new store will feature womens and casual sports fashion.

Leading International brands: Nike, Adidas, Under Armour, Asics, Converse and Lorna Jane.

The unique terms of trade allow store owners to maximise profits while increasing sales.

The Franchisor provides training and on going support in all aspects of the business; marketing, merchandising, budgeting, buying etc.

An ideal time to be your own boss in NZ's tourist mecca with a strong brand that is growing year by year.

If you think this is you, begin the process now by contacting the broker.

Location: Queenstown **Asking Price:** \$POA

Broker: Brian Pankhurst / 021 334 865 / brianp@linkbusiness.co.nz

Premier Profitable Beauty Salon

ref: 19531

Leading well-established salon offering a wide range of quality beauty therapies, loyal customer base. Fully-qualified trained staff, comprehensive customer database, treatment history details. Central Dunedin premises near convenient car parking. Established website.



For sale for first time in 22 years. Excellent turnkey business, with capable staff, sound base, and real potential for further growth. Enquire today!

Location: Dunedin **Asking Price:** \$179,000 + SAV

Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Import, Manufacturing & Distribution

ref: 19325

Leading importer and manufacturer of linen supplies and high quality commercial products.



The products are first class and markets have been established in New Zealand. This business can be operated from the existing premises or from anywhere else in the country and with minimal owner involvement.

Location: South Island **Asking Price:** \$990,000 plus SAV

Broker: Anil Vazirani / 021 027 78149 / anilv@linkbusiness.co.nz

Profitable Lifestyle Oamaru Motel

ref: 19238

Well-presented 11-units. 4-bedroom, 2-bathroom manager's residence. Close to Oamaru town centre. Good lease, attractive rent. Guests include travelling public, tourists, contractors, etc.

Oamaru serves an agricultural hinterland. It has a Blue Penguin colony and heritage buildings which attract tourists. Staging point for trips to the Mackenzie Basin, lakes & Mt Cook.

Good motel with strong growth. Enquire today!

Location: Oamaru **Asking Price:** \$359,000

Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz



Sophisticated Rocking Bar

ref: 19719

Elegant and inviting, this happening bar serves Asian fusion cuisine along with the finest cocktails. There's live music, great staff and a reputation for good times.



Fantastic central location and its busy, busy, busy! Fully staffed, and a new owner can do as much or as little as they like. Possibly the best opportunity in Christchurch today. Be quick, call now to start the ball rolling.

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

Broker: Phil Adcock / 021 909 950 / phila@linkbusiness.co.nz

Freehold Going Concern Motel

ref: 19499

Profitable well-presented 10-unit motel located on a large prominent site (over 6,500 m²) on State Highway 1 in Oamaru, North Otago. Spacious three-bedroom owner's residence, with a self-contained one-bedroom flat.



Performing very well, driven from an attractive website, street appeal, and regular guests. Additional land is suitable for further development, subject to local authority approval. Enquire now.

Location: Oamaru **Asking Price:** \$1,350,000

Broker: Sally Everitt / 021 998 138 / sallye@linkbusiness.co.nz

Superb Motel, Location Plus Performance!

ref: 19399

Award-winning easily-operated modern 11-unit motel, Oamaru main route. Spacious 3 bedroom, 2 bathroom, Manager's residence. Good lease, reasonable rent.

Oamaru is noted for its 19th century heritage buildings, & for its blue penguin colonies, both which bring visitors year-round.

The popular new Alps 2 Ocean cycle trail runs from Mt Cook to Oamaru.

Opportunity here to purchase a good profitable motel. Call today!



Location: Oamaru **Asking Price:** \$595,000

Broker: Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

Cosmetic Appearance Clinics

ref: 18858

EXCITING OPPORTUNITY. Start-up Laser & Cosmetic Appearance Clinics available in many locations in NZ. Brand been in NZ since 1998. License includes a trusted brand, developed systems, shared marketing, assistance with site selection, design & construction; includes equipment & products, training and support. Contact broker to find out more.



Location: Various **Asking Price:** \$150,000 plus GST
Broker: Lisa Lloyd / 027 685 4556 / lisal@linkbusiness.co.nz

Language School

ref: 19330

One of NZ's premier English Language Schools is for sale. Category 1 NZQA approved. Offering General English- IELTS- Cambridge and TOEIC Exam Preparation plus EAP Pathway programme to University. Students can have work rights. Established 33 years. Known Worldwide. Multi Award winning. Campuses in Christchurch and Auckland. Details released only after signing a Confidentiality Agreement. Enquire now!



UNDER OFFER

Location: NI & SI **Asking Price:** \$ POA
Broker: Brian Pankhurst / 021 334 865 / brian@linkbusiness.co.nz

Nationwide Opportunity

ref: 19347

Growth - Business Development Opportunity. This is the sale of the NZ franchisor operation with its downstream franchisees. Established in five centres. Relocatable, currently in Christchurch. The nature of operations is confidential. Suit a person with energy, vision and commitment to see through a structured development growth phase. Enquirers are required to submit basic qualifying information and sign a CA.



Location: Nationwide **Asking Price:** \$250,000
Broker: Chris Bryant / 03 928 1945 / chrisb@linkbusiness.co.nz

Private Training Establishment

ref: 19666

Well-established PTE with Campuses in the North and South Islands. Significant growth in the last few years. Courses in English and Business to level 7. Excellent staff with strong management structure. Agents throughout Asia, India and Sth America. Very high Student satisfaction levels. NZQA approved. Income exceeds \$10M PA. Details only available after signing of a NDA with the business broker.



Location: NI & SI **Asking Price:** \$ POA
Broker: Brian Pankhurst / 021 334 865 / brian@linkbusiness.co.nz

Global Sub Sandwich

ref: 16321



This international franchise brand is looking for franchisees to own and operate businesses in major cities and provincial towns throughout New Zealand. This global sub brand has over 40,000 stores worldwide. It is truly a privilege to own one of these stores, they are highly sort after and sell

quickly. Over 70% of applicants are not suitable. So you must:

- Have a strong customer service focus
- Have equity or approved finance
- Be a team player
- Be willing to work full time in the business
- Have the ability to manage your staff
- Be prepared to follow the system
- Have the ability to promote healthy eating
- Have the ability to relocate for lifestyle chooses
- Be well presented

Locations Available: Auckland, Wellington, South Island, Waikato. Bank finance of over 50% may be available to approved purchasers. Usual banking lending criteria will apply.

Location: Nationwide
Asking Price: \$239,000 to \$1,000,000 plus
Broker: Nick Stevens / 021 641 978 / nicks@linkbusiness.co.z

Businesses for sale - International

Te Vara Nui Village – Pacific Profits

ref: 18901



Combine an island lifestyle with high earnings from this wonderfully conceived tourist experience.

Premium location in the heart of Muri, Rarotonga's long-established tourism destination. Very productive relationships with the accommodation sector. Under management and highly profitable. Good Cook Islands lease. Kick back and enjoy, or use your business development skills to help take it to an even higher level.

A share of the business is available.

Location: Rarotonga **Asking Price:** POA

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

Quad Bike Paradise

ref: 19547



Coconut Tours - Self-drive guided quad bike adventure tours of Rarotonga from the tourist hub of Muri Beach.

Quality, well-maintained fleet, profitable, experienced staff and easy to run.

Also, as an option, possibly Rarotonga's most spectacular waterfront section from which you can operate the business and build your island retreat. Land cost (additional to the business): \$200,000.

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

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

Businesses for sale - SOLD

Freehold Going Concern Motel

ref: 12609

Great buying in Palmerston, 10 motel units and a 3-bedroom owner's residence on an elevated site of over 2,200m² plus loads of parking. Remarkably consistent revenue. After establishing this business on a solid footing, the vendors are now ready to move on. Excellent opportunity for those seeking a profitable business in a lifestyle location.

Location: Palmerston

Broker: Athol McCully / 027 433 8052
atholm@linkbusiness.co.nz

SOLD

Logburner Installation

ref: 19036

Long-established in Christchurch. Excellent reputation/history. Fully staffed. Flexible owner input. No building to lease, only requires say a double garage so could be operated from home. Low running costs. Established contacts base with good forward bookings. All set up. Full training offered. Excellent profits for a new owner from day one.

Location: Christchurch

Broker: Phil Adcock / 021 909 950
phila@linkbusiness.co.nz

SOLD

Proven Money Maker

ref: 19456

Chipmunks Wigram franchise is an international children's play centre originating in NZ, with locations internationally & nationwide, and still growing rapidly! Multiple income streams. Equipment in great condition. Great location, free carparks in front. Strong customer demand. Suit a family or a couple - currently employing more than 10 staff.

Location: Christchurch

Broker: Ryland Zhou / 021 284 4848
rylandz@linkbusiness.co.nz

SOLD

Leading Franchised Fruit World

ref: 19270

This well-established Franchised Fruit World business is on the shore. Ample parking at the front. Large loading area with security gate. Handy for loading and unloading. Three walk-in coolers. Last year average weekly turnover was around \$35,000.00. EPITD (Net Surplus) on account was over \$100,000.00

Location: Auckland

Broker: Yong Wu / 021 678 980
yongw@linkbusiness.co.nz

SOLD

Food Manufacture

ref: 18378

Well-known family owned bakery business established in 1966. Products are second to none having won many awards over the years. Distributes product around the North Island on a daily basis. Hundreds of loyal customers including a major corporate contract & major supermarket chains. Financials show very consistent revenue.

Location: Bay of Plenty

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

SOLD

Branded Auto Workshop

ref: 17782

A branded automotive repair and servicing business, a genuine parts service Agent for a leading vehicle brand and a vehicle rental business to round it all off. Three strong revenue streams in the one business! Now add a licensed AA repair shop, an MTA Member, and did we mention a genuine parts dealer for a leading vehicle brand?

Location: Wellington

Broker: Dave Morgan / 021 471 992
davem@linkbusiness.co.nz

SOLD

Wholesale Distribution ref: 19380

Specialised importer & reseller to B2B as well as B2C markets. The business supply leading brands to some of the larger wholesalers/resellers in the country. Competitive market where knowledge and service would be key to its success. This business has been successfully operating for over 13 years under the same management.

Location: New Zealand
Broker: Rudy Kokx / 021 421 346
 rudyk@linkbusiness.co.nz



Processing of Clothes Factory ref: 19264

This factory was established by the current owner about 12 years. Most of the suppliers came from local. The processing work either done by the staff here in the factory or outside contractor. Last year Turnover was about \$280,000, low overhead. Rent is around \$480 a week inclusive of GST, outgoings.

Location: Auckland
Broker: Yong Wu / 021 678 980
 yongw@linkbusiness.co.nz



Mngt Rights by the Beach ref: 18748

Closest accommodation to the ocean beach. Owner's apartment is an immaculate 3 bedroom unit. Complex consists of 17 other units. Fabulous reputation with repeat business year on year and great reviews on tripadvisor.com and booking.com. Provides a very good management salary and fee structure with 19 years left on the management rights.

Location: Whangamata
Broker: Nuree Allan / 0274 466 987
 nureea@linkbusiness.co.nz



Freehold with Potential ref: 18280

You've just found the definition of 'potential'. Vineyard Cottages comprises 7 unique, separate villas with a rustic and quirky feel, located in the heart of Auckland wine country.

The property includes 5 acres of land, the villas, a family home, and a purpose built function centre that hosts weddings, celebrations and conferences.

Located in Kumeu, the setting couldn't be more idyllic!

Location: Kumeu, Auckland
Broker: Michael Osborne / 027 242 688
 michaelo@linkbusiness.co.nz



Equipment Import and Wholesale ref: 18233

This long established and well regarded Auckland based business imports and distributes a wide range of branded Scientific equipment on an exclusive agency basis. Customers include the commercial, government, medical & educational sectors. The business has a reliable profit history with profits to the working owners exceeding \$450k over the last 6 years.

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



Easy Income Here!!! ref: 18755

Accommodation complex located only 5 mins from the CBD & is adjacent to water. Formerly a Motel operation the retiring Owners have repackaged the business & now offer secure long term accommodation to guests. Highly valued 2151m2 site. Current return is 7.7% nett & with consent there is room for improvement as still significant land available.

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



Fabulous Northland Cafe ref: 19296

This busy licensed Cafe overlooks Opua Marina in the beautiful Bay of Islands. Situated at the start point for the Opua to Kawakawa cycle trail with lovely decor and views across the marina, make this cafe popular with locals and tourists alike. Tourism is booming and with the marina about to double in size continued growth is on the horizon. Call now and enjoy doing business in the winterless North. Seats 50 inside 20 outside
 Lease \$31,782pa plus gst

Location: Opua, Northland
Broker: Dave Beaumont / 021 756 146
 daveb@linkbusiness.co.nz



Import & Distribution Business ref: 19074

The company specialises in Designer Cabinet Handles, LED Lighting and General Hardware and are leading suppliers to the Kitchen, Bathroom and Building Industries. The company deals with a wide range of clients within the industry, from Cabinetmakers, Joiners, Designers, Shopfitters, Architects, Builders, Electricians and more.

Location: Auckland
Broker: Martin Plom / 021 051 5507
 martinp@linkbusiness.co.nz



Fire Safety & Rescue Training ref: 18442

A well established training organisation that focuses on fire safety & rescue training is available for sale and would be an ideal add-on to an ITO or other training provider. This business would also be a great opportunity for two or three NZFS officers to band together and continue to build this business by leveraging their existing knowledge and expertise.

Location: Hawkes Bay
Broker: Dave Morgan / 021 471 992
 davem@linkbusiness.co.nz



5 Days Cafe North Shore ref: 19090

This cafe is located in a great office area and closed to the North Shore Hospital. Seating for indoor up to 50, outside 16. Rare competitions nearby. Simple menu and high coffee sales at 17kg a week. Current Turnover is around \$9,000.

Location: Auckland
Broker: Yong Wu / 021 678 980
 yongw@linkbusiness.co.nz



Popular Franchise Brand Pizza Store ref: 19485

Popular franchise brand pizza store, making good profit margins, located within busy block of shops with plenty of convenient car parks. A very well presented store with well-maintained equipment. Rent - \$585 including GST Per week.

Location: Auckland
Broker: Anil Vazirani / 021 0277 8149
 anilv@linkbusiness.co.nz



Scaffolding - Profitable & Well Run ref: 18925

This scaffolding business is located in the Wellington region. It has enjoyed strong growth over the last three years with profits increasing in line with growth. Still plenty of opportunity to expand business further. A business opportunity to take seriously!

Location: Wellington
Broker: Mike Redman / 021 722 342
 miker@linkbusiness.co.nz



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