# Businesses for sale



# Telecommunications offers good returns, work-life balance

A profitable, long-established nationwide telecommunication business service is now on the market.

This award-winning business has been operating for just under 10 years and has already received many awards in the industry in that short span of time.

The core business is cable installation to roads, rural, residential and commercial properties.

This business could be a perfect fit for an entrepreneurial person who ideally has experience in managing over 20 staff.

Link broker Serdar Kabul, who has been given the opportunity to take this business on the market, says: "This is a business where you have fixed contracts with the contractors and continued work flowing to the business from those contractors.

"The business has hardly invested a dollar into advertising since start-up."

The telecommunication business is currently run from an out of Auckland location and can be operated from anywhere in the country with an internet connection and a laptop.

The business has highly experienced employees.

"This unique opportunity turned over \$1.7m with a good profit of over \$380,000 at the last financial year. The revenue has been consistent for the last three years.

"The sale also includes over \$240,000 book value worth of tangible assets such as fully equipped vans and other heavy machineries."

Kabul says this is an exceptional opportunity which



Serdar Kabul

. . . .

settlement to ensure the new owner receives comprehensive training.

"This will also allow the new owner to learn and gain experience about the business while the previous vendor stays in the operation," Serdar says.

this telecommunication

ready to stay in the

business after

The current vendor is

business.

"This is a really good opportunity for someone who is looking for high return on their investment.

"This business has a unique system where the operational teams, software and phone conversations are managed daily by the vendor thoroughly.

"It is a Monday to Friday operation which provides the vendor a great work-life balance."

■ Contact: Serdar Kabul, 0211886144, serdar. kabul@linkbusiness.co.nz

# Businesses for sale

### Tiny homes but big opportunity

ABC Business Sales has a unique opportunity to join New Zealand Tiny Homes Limited as the Upper North Island licensee.

Daren Leng of ABC, who is marketing the opportunity, says this is ideal for people who want to enter the real estate market and who love tiny

New Zealand Tiny Homes was formed by Jamie and Kylie Cameron after they saw a gap in the market for high-quality smaller homes that could be transported to anywhere in New Zealand, opening their factory in September 2018. "There has been a lot of blood, sweat, and tears involved to get the design, build, and compliance of the Tiny Homes to the level they are at now," says Leng.

The licensed trading partner for the Upper North Island, will run on a similar basis to the company's South Island operation, with the licensee having their own building facility and sales office, supported by marketing from the head office. The new the south to Cape Reinga in the north, houses the largest population centres in New Zealand with great

opportunities to grow the business. "NZ Tiny Homes will assist setting up the operation, ideally located in Auckland or Hamilton," says Leng. "The aim is to have an operation

with a team of subcontractors who

build and fit out the homes, including plumbing and electrics." The licensee would also have at



An example of the work done by New Zealand Tiny Homes.

least one show home as a sales office, with existing agents acting as the

sales team and referring jobs. Leng says that the year one goal is to sell and build 29 homes

"The rewards are exceptional based on these numbers. The vendor can work through various models with the purchaser to assist in financial planning and so on. "

He adds this is a great opportunity to get on board in the small, affordable homes market.

Contact: Daren Leng, ABC Business Sales, 021 027 86045

# Steel fabrication firm for sale

Auckland-based business specialising in steel fabrication is on

The business that produces highquality fabrications in mild steel, stainless and alloy, fold, and roll and cut laser cutting (with a fibre laser machine) has been in operation for over half a century.

LINK Business Broker Serdar Kabul, who is marketing the opportunity says: "This is an engineering business that is capable of any function required at short notice, such as in-house laser cutting. They have highly experienced staff who have over 70 years' experience in engineering between them."

Kabul, who has an engineering degree and works with many engineering businesses, says the business could be a perfect fit for an existing engineering company or an entrepreneurial person who likes high profits.

He said the centrally-located growing steel fabrication business had a revenue of over \$1.4 million, with a very high profit of over \$488,000 in the last financial year.

"This growth pattern is likely to continue with the current demand for bespoke steel products. It is suitable for smart investors or an ambitious individual to take this rapidly growing business to the next level. Overseas investors are also welcomed."

Kabul highlighted that at the beginning of Covid-19, many companies



The business has had revenue of more than \$1.4 million

started racing to create something different to stand out from their competition, leading to an increased de-

mand for bespoke products. This engineering workshop has been in a business for years so has a highly skilled and experienced team and enjoys a strong, long-standing customer database. The current owner is ready to stay in the businesses to ensure a smooth transaction. "This gives the new business

owner a chance to get on board with

minimal risk and to learn the business through the transition period while the current vendor can still actively

run the business." Kabul says. "This is an excellent opportunity to be part of a rapidly growing industry. This business provides a lot of value to the community. It would be tremendous joy for the new owners to be part of the growth and expansion." Contact: Serdar Kabul, Link Business, 021 188 6144 or serdar. kabul@linkbusiness.co.nz

#### The Platform Return \$320,000+ Canterbury



The Platform is a bar, restaurant and cafe with an appreciation for local history and an aim to serve good quality, delicious food and drink to the Mandeville community and beyond. The key highlights include great location, new fit out, experienced & well-trained team in place, and is currently virtually full managed.

Asking \$899,000

Donna Apes 027 570 1872

Ref 32348

Atkinson & Dossett **Market Value of Assets** Circa \$1.6M - Canterbury



This well-known business has a strong 70-year trading history from a high-profile site in Pleasant Point. There is a diversity of income from the Challenge Service Station, School Bus, Coach Business, Mechanical Workshop plus Post Office. The loyal & local customer base enjoys first-class customer service which results in consistent revenues & profits. It also comes with an option to purchase the freehold.

\$1,685,000 + stock

David Moore 021 129 9650 Alex Ingrosso 027 815 8156

Freehold Lifestyle **Enterprise Turnover** 

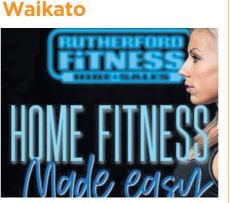


Flat Hills Cafe and Tourist Park offer its owners an amazing life incorporating a thriving cafe operation together with 2 beautiful homes. Situated on State Highway 1 at roughly halfway between Wellington and Taupo, it is a fantastic stopping point. Enjoys diverse revenue streams from the cafe, camping ground plus the additions of activities like the maze and feeding the farm animals.

Asking \$1,950,000

Steve Davey 027 257 6856

Fitness Gear - Sales & Leasing Home Based



Established and reputable franchise brand in the sought after health and fitness sector. This business sells and leases quality fitness equipment to mainly domestic clients across the Waikato region. Fantastic opportunity for working owner/couple, who want a flexible homebased business, generating \$200,000 EBPIDT.

Asking \$560,000

Tony Begbie 029 200 6515

Health 2000 **No Competition Timaru** 



Ideal for an owner who is keen to get in and grow this business from a very solid base, with a complimentary wholefoods cafe next door. It provides the new owner with trained and experienced staff, stockists of a wide range of natural products such as sports nutrition, skincare, organic foods, herbs and vitamins. There is no other shop of this type in the Timaru region.

Asking \$320,000

Derek Lough 021 151 6241 Mark Talbot 027 204 3625

#### NZ Tiny Homes **Huge Opportunity Upper North Island**



Become a Licensed Trading Partner with NZ Tiny Homes by building and supplying premium tiny homes from the Waikato to Cape Reinga. With a strong head office, proven systems, great designs and sales agents already in place, you should hit the ground running. You will need to have access to a team of quality builders and contractors in order to develop the region and reap the rewards.

Asking \$350,000

Daren Leng 021 0278 6045



Success through Specialisation

### We understand the importance of confidentiality when it comes to selling your business.

LINK Enterprise, a division of New Zealand's largest business brokerage, LINK, are an experienced team specialising in selling businesses valued from \$2 million up to \$50 million. Our entire approach is built around ensuring the sale of your business is kept under wraps. Our marketing, buyer enquiry and even internal communications are designed to protect you, your stakeholders and your business.

We are all about results – you will want us on your team.

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# Feast on Mexicali profits

One of the top three Mexicali Fresh operations at Constellation Drive on Auckland's North Shore is being presented for the first time to market by Nick Giles of LINK Business Broking.

food evolution in New Zealand since 2005, serving giant American-style burritos and Mexican beer in a colourful casual atmosphere. The company's ethos is to provide healthy and delicious food made fresh in-store every day, using locally-sourced in-

"There seems to be an insatiable appetite for fast, casual but interesting and fresh food and the company's signature dishes such as the Longboard Burrito and California Burrito are always in high demand,"

The current owner has had the store since inception in 2013.

It's a family-led business run by massive experience and genuine passion for their product.

"The market is going in the right direction. Mexicali Fresh is an emerging brand in fast-casual dining and New Zealand is catching up all the time with the States and Australia where the concept is wellestablished".

Constellation Drive is a major arterial route feeding from North Shore



One of the top three Mexicali branches, in Constellation Drive North Shore, is for sale.

suburbs to the northern motorway, with a big catchment from the surrounding commercial business parks sented with a vaulted ceiling and

and residential suburbs.

The store itself is superbly pre-

bright, colourful dcor, surrounded

by ample parking.
Giles says "While it is already a

very solid business, there is room for a dynamic owner operator to take this place to the next level. Providing meetings and functions catering to the small businesses in the area is an area of strong potential growth".

Food costs are well controlled at just over 25 percent and fully managed wages are at 26.24 percent. The restaurant has seating for up to 60 patrons and has a full liquor licence to 1am.

"The staff are superbly trained and the manager has been at this store since the opening day back in 2013,"

"The business has grown year-onear since it opened. Costs are excepionally well controlled and this is impressive considering that it is run entirely under management".

'Sales have bounced back exceptionally quickly after Covid-19 lock downs and the business enjoys weekly sales of around \$23,000 per week including GST.

"This year is on track to show an other stellar result."

Giles adds that the healthy profits show surpluses over the past few years between \$215,000 to \$250,000 a year. The business is available now for \$595,000 plus stock.

Contact: Nick Giles, Link Business Broking, 021 676 832 nick. giles@linkbusiness.co.nz

# Engineering firm well placed for big projects

An innovative construction business in the South Island is for sale.

The structural engineering business is the largest enterprise in the region, offering architectural, metal work, fabrication, fencing and gates and more. Previous projects include infrastructure, schools, and shopping

"It is helping the region grow and expand with safe buildings," says LINK Broker Serdar Kabul, who has an engineering degree and industry experience.
"Steel frame construction is a very

popular structural solution for multi-level buildings. The demand for structural steel will continue to grow into

The growing enterprise, with a

revenue of over \$4 million and profit of over \$1.2 million in the last year, is available in the South Island. Kabul anticipates growing demand for steel construction will provide more opportunities to grow the business

"Smart investors or an ambitious individual could take this rapidly growing business to the next level. It is an industry that you can see a huge

Changing construction methods in the wake of the 2011 Christchurch earthquake have rapidly boosted the use of structural steel, and Kabul says there is opportunity to diversify

points out increased government infrastructure spending, through the New Zealand Upgrade Programme as part of the pandemic economic recovstruction industry. The enterprise has a proven capa-

revenue streams into other areas. He

bility to deliver large projects on time



and on budget, with capacity to grow

the workshop further.

It has a highly skilled and experienced workforce and the current owner is prepared to stay in the busi-

owner a chance to get on board with minimal risk, while learning the business through the transition period. This is the opportunity to be part of a rapidly growing industry, operating this go-to enterprise in a unique location in the South Island. Contact: Serdar Kabul, Link Busi-

ness, 021 188 6144

### THINKING OF SELLING YOUR BUSINESS? CALL FOR A FREE NO-OBLIGATION APPRAISAL.

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Business \$500,000+

**Returns - Auckland** 

Home Staging

#### Naturally Organic **Food Store** Auckland



products across key, high demand categories - organic grocery, free-range & organic meats, organic fruits and vegetables, health and beauty, baby, beverages, bakery and chilled sectors. It continues to deliver a reliable turnover with consistently improved gross margin and net profits over the past 3-4 years.

**Price on Application** 

Richard Stevens 021 375 149 Lester de Vere 027 459 9773

Ref 32204

#### Mental Health Practice EBPITD \$200,000+ Auckland



Established 10 years ago, this business is one of the leading and well-known independent psychological assessment and treatment providers. It is situated in an advantageous location and has contracts with numerous government & private entities, ensuring a regular workflow of clientele. The business has made normalised EBPITD \$199,000 as at Dec 2020 (FY 21).

Asking \$625,000

Pauras Rege 021 155 8107

Ref 32184

Carpet Cleaning Earnings \$175,000+ p.a - Auckland



High-growth opportunity to be your own boss with this premium carpet and systems and a high-visibility brand delivering a great income to an owneroperator, with an impressive potential for additional growth and profits.

Asking \$375,000 plus GST

Daryl Webb 021 290 0577

Ref 32144

Laser Plumbing Profit \$200,000+ Queenstown



Laser Plumbing Queenstown is now on the market, it has been operating for great reputation and has a large client base with most of their business being repeat work. There is also a constant trail of new clients. It can provide you with an excellent income while enjoying a great lifestyle.

\$700,000 + stock \$45,000

**Donna Harpur-Swain** 027 220 3368

Ref 32213

#### Managed Investment Profit \$300,000+ p.a. Auckland



NZ's premier retailer of home-brewing equipment and hydroponic supplies. It has three stores, an online presence and a loyal customer base built over 14 years.

The business shows huge cash flow, exceptional profitability and has identified growth strategies. It is fully managed by competent, resourceful staff.

**Asking \$851,000 + Stock** 

Paul Buer 021 877 035

Asking \$1,900,000

homes they stage.

Richard Stevens 021 375 149 Lester de Vere 027 459 9773

Established in 2006, this elite home

staging business provides clever systems

owner is involved full time, covering a

variety of roles including management

and logistics. Re-investment of new

products has been done annually,

maintaining a fresh and current look

and feel that suits the clientele and the

#### F45 Training \$300,000 Cash **Surplus - Auckland**



F45 is one of the fastest growing fitness franchises in Australasia, ranked 13th on Entrepreneur's list of Fastest Growing Franchises for 2020.

It provides group training experience and the model has been proven popular with members and their communities.

Asking \$1,150,000

**Andrew Lawrence 021 041 3025** 

James Sheppard 029 770 4576

#### Fairweathers on Scott EBITDA \$500,000 Marlborough



This Cafe. Bar & Restaurant caters to a wide variety of customers. Their gaming machines bank close to \$1.2 million, netting approximately \$200,000 p.a to the owner. Its outside catering business is on the rise with forward bookings. The current owner works 30 hours per week with key staff in place.

Overall ROI on FHGC is 13.5%+.

FHGC \$3,600,000 Leasehold Price by Negotiation

Rick Warren 022 351 6772

Ref 31631

#### Two Businesses for the Price of One **Taranaki**



Engine Rebuilders, New Plymouth which is the core of the business and employs 3 full-time engine rebuilders. Plus Classic Components Engine Parts, an import/wholesale/distribution business supplying classic vehicle parts across New Zealand from the premises in New Plymouth, but relocatable. Very consistent revenue & a motivated vendor.

\$290,000 + stock \$105,000

Daren Leng 021 027 86045

#### Country Hotel on Rail Trail **Profit \$160,000 Otago**



Quirky Country Hotel - 1930's Art Deco Style.

Restaurant 24-30 pax, seating in the bar area for a further 30 and another 30 in the garden bar.

Featuring 11 fully ensuited bedrooms. Freehold going concern

\$1,400,000 + stock \$15,000

Success through Specialisation

**Donna Harpur-Swain** 027 2203 368

## **Andrew Lawrence 021 041 3025**

Profitable Niche Food

Manufacturer



This prominent manufacturer distributes to all the major supermarkets under its own brand, and a large portion of its revenue comes from key corporate bluechip clients. It benefits from a substantial amount of ongoing repeat revenue and is on track to generate a normalised EBPITD of \$330,000+ for 2021.

Asking \$1,450,000 (Inc. Stock)

Pauras Rege 021 155 8107

Ref 31961

### Childcare Freehold **Annual Rent Inc.**

**South Auckland** 



Investors have an opportunity to purchase an established childcare freehold property, ideally located near 3 primary schools and close to other amenities. Servicing populated residential and commercial precincts, and close to both the Southwestern and SH1 Motorways.

Current rent: \$64k+ per annum + GST, plus OPEX.

Asking \$1,150,000 + GST if any

Munish Verma 021 113 9768



### A boutique cafe in a rather grand setting

A boutique cafe in one of the last surviving "grand" historic homes in Nelson has been placed on the market Melrose House Cafe, rated

Nelson's top cafe on Trip Advisor, is a popular stop for tourists and locals and benefits from the extensive

The cafe, which does \$300,000 a vear in business, has an asking price of \$120,000 and is being marketed by Link broker Sami Chesterton

Chesterton said the current owners had loved their four years running the cafe but were now moving on to other opportunities.

"These kinds of hospitality businesses rarely come to market. Melrose House Cafe is a unique venue to maximise its potential."

Chesterton said the cafe was a popular stop off point for locals and visitors, and doubled as a "beautiful

week with seating for up to 40 guests inside and a further 20 guests outside on the veranda and lawn, with a lovely indoor-outdoor flow and all-day sun. It is a boutique cafe, offering an a la carte menu daily, as by a bespoke high

Chesterton said Melrose House was home to an events and function business that was not part of the sale. but the cafe had the right to provide all food and beverage to any event held site catering in the region, the large commercial kitchen and walk-in chiller make this easy with potential to



Melrose House Cafe, in Nelson, is popular with tourists and locals alike.

expand much further into this field. Chesterton said the current owners lived on site, in a three-

Kitchen Design &

Manufacture High

**Quality - Auckland** 

bedroom apartment above the cafe. "This could also be an option for a new purchaser making moving to Nelson a

breeze or capatilise on the benefits of renting your home and enjoy the low accommodation costs of living onsite. This option is at the agreement of the lessor and separate from the business

# Industry training franchises for sale

Franchise opportunities in a New Zealand-wide business specialises in worksite training have been placed on the market for sale.

ASWEFA delivers an extensive range of industrial safety courses for companies and individuals, offering education in the driving and operation of forklifts, construction vehicles and work platforms.

Link broker Serdar Kabul, who is marketing the franchises, said: "Demand for industry training is set to increase as the economy shifts, evolves and rebuilds. So we're pleased to be presenting opportunities from ASWEFA for those who understand the industrial safety environment."

He said the franchises were available to buy in a number of locations in

New Zealand. "ASWEFA requires more business owners to retrain and upskill those emerging from redundancy to join employers who want to hire those

ready to hit the ground running."

Kabul said the introduction of PCBU accountability and enforcement of the Health and Safety Act 2015 has meant that training was more important than ever. "Consequently, health and safety is a growing industry sector as business owners and managers increasingly expect responsibility for quality, certified training from an external provider. "Of course, when the economy is thriving, workplaces are keen to invest in and educate and upskill staff and often train their complete teams to operate equipment, rather than a

ASWEFA has been in business for over 20 years and has evolved into a franchise group. "This gives new business owners the chance to get onboard at ground level to maximise their returns as they establish and grow their own training business with the support of the ASWEFA team,"

Kabul said. Opportunities include the option to purchase a single owner-operator territory through to a site that manages a number of instructing staff. There were many unique and valuable aspects to the ASWEFA business model, Kabul said. "For example, ASWEFA supports an intensive process for the business owner to become a registered instructor. That creates a significant barrier to entry for would be competitors who cannot credibly start up with just a smart

phone and a van. Kabul said ASWEFA was a leader in workplace safety courses. "They were first to offer online forklift training direct to the customer.'

He added: "There's significant demand for training services across the industrial sector, and owners can draw on the support provided to franchisees by the ASWEFA team."

#### Sports Field & Parks Sales Averaging \$3M+ **Auckland**



Substantial equipment valued at around \$1m. Primary focus is Sports Field construction and maintenance. Excellent reputation in the industry with significant work already quoted for and locked in for this year. Vendor is willing to look at staying on in the business.

Asking \$1,850,000

Steve Kale Daren Leng 021 027 86045 027 789 6897

Asking \$350,000

**Peter Nola** 021 507 313

money on goodwill.

Not only has this company stood the

test of time but has also grown and

prospered. The equipment has a book

value of \$265,000, making this a great

opportunity to purchase a business

without spending a large amount of

**Daren Leng** 

to operate model.

Asking \$1.5m + stock \$280,000

Consistent Importer, providing a cash

surplus of over \$505,000 in the last

financial year. The business has been

going strong for over 30 years now,

with no staff required to run this simple

This Home Based Import

Business - \$500,000+

**Surplus - Auckland** 

021 027 86045

#### Fire Security Infrastructure **EBPITDA \$670,000 Auckland**



Established 18 years ago this returns an annual profit that has been steady for the last 4 years and comes with inhouse design and project management. Future contracts are in place for the next 6 months that would come with the business.

Asking \$2,295,000

Nico Wamsteker 021 933 313

#### Wholesale and Retail Interior Design **Auckland**



For the first time since its inception 30 years ago, this is available for you to own. It has an evolving selection of homeware, furniture, and giftware. It is a:

Retail store located on the ground floor of the premises

A wholesale distributor located on

the first floor of the premises

Asking \$200,000 + stock

\$400,000

Nico Wamsteker 021 933 313

### Giggle Entertainment



This network offers more than 60 advertising screens installed in various business waiting areas. This opportunity generates immediate income territory.

Asking \$115,000

**Carolyn Northover** 021 331 871

#### Cleaning Company **Growing Profits**



This cleaning company has operating in Hawkes Bay for over 20 years. The business generates great returns to the working owner and there

are opportunities to increase revenue. S Asking \$139,000

Jonathan Toomev

027 216 7830



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