



Nationwide Opportunities Update
August 2024



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Business Sales Update

Business Valuation

A common question for our brokers is “why has the business been valued at its marketed price”? The major contributors to value, considered by Tabak are:

- Business profit
- Market data
- Value of stock & plant
- Overall ROI and TCO (total cost of ownership)
- Location & likely market demand
- Systems & processes i.e. transferability of business goodwill

There are many others but the above are key, but always remember that business appraisals of value are as much an Art as a Science.

Business Profit

The primary valuation methodology is capitalised earnings (ROI)/multiple of business profit, based on either the return to ONE working owner (EBPITD) or managed profit (EBITDA) and for asset heavy businesses we also consider likely capex demands. The base premise is that if the business does not make money, why would anyone pay for intangibles/goodwill.

Market Data

Tabak has sold over 700 businesses for a total value in excess of \$650m – and we have the details and data of all these businesses when trying to compare our subject business with others in the market – this is a compelling resource, and to “sanity check” our work we also have access to www.bizstats.co.nz which although high level, can also be useful if required, and they have literally thousands of “high level” records. There are very few businesses/industries that we cannot provide some comparative data for.

Stock & Plant

Some businesses are very highly capitalised e.g. import & distribution; equipment hire; some manufacturing businesses – and some simply have lazy balance sheets i.e. the owner has chosen to keep a high level of stock because they can source volume discounts etc. or they like buying new kit – regardless of how much turnover or margin this investment can contribute. Generally, the higher the value of stock & plant, the lower the intangible assets/goodwill.

Total Cost of Ownership

This is closely linked to the value of stock & plant. Some businesses have been around forever, consistently generate good EBITDA – but have always run with (or need) a lot of stock and/or plant. It is not uncommon for us to appraise a business where an advisor has used a profit multiple for Goodwill and then simply added stock & plant, resulting in an unlikely multiple of 5, 6 or even higher. TCO (even considering initial working capital) has to be factored in when assessing overall business value.

Location & Likely Demand

Economics 101 – simply supply and demand curve – where demand is low (due to a regional location) it can be harder to generate the same multiples that may be found in a metropolitan centre. Likewise, we believe the multiples achieved in Auckland are generally a little higher than can be achieved in Christchurch – demand is simply higher in a higher population area.

Systems & Processes

The banks funding purchasers are strongly focused on transferability of business goodwill and generally the more systemised a business, the easier it is for a new owner to take it over. This lower risk can increase the sale multiple.

In closing, Tabak has a checklist of a dozen critical factors, and around 60 smaller considerations that we consider when appraising a business. We do not “buy” listings and we do walk away from unrealistic vendors. This is why Tabak has been able to achieve the results below in respect of the actual sale price compared to the marketed price. Note that these are yearly figures based on total sales for each financial year – we do sell businesses for their marketing price, and sometimes more (e.g. a multi offer situation) and we can also fail to get too close to the asking price if business trading or other relevant circumstances change.



As always, we would love to hear from you.

Kind Regards

Damien Fahey - Bcom; MBA
Partner - Tabak Business Sales

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Business opportunities in the Auckland region

Coming to the market soon...

Property Management Portfolio – Expressions of Interest

Reference # L001618

300+ Managements; Auckland

Are you looking to benefit from expanding your property management business or start a new venture in the real estate industry? Look no further! This established property management portfolio in Auckland is now available for acquisition.

With over 300 managements and a proven track record of success, this long-standing portfolio offers a consistent property management revenue stream together with strong secondary income (revenue F/Y 2024 in excess of \$900,000).

Business Strengths

The portfolio has demonstrated superior achievements in many critical factors that influence the quality of the portfolio, such as;

- High average income generated per property
- Excellent secondary Income (Letting fees, maintenance fees, inspection fees etc)
- Low Arrears
- Superior average management fee
- Low property to Landlord Ratio (Lower Risk)

These factors will make it an attractive investment opportunity.

Due to its size, the portfolio would be suitable for those seeking;

- To benefit from incorporating into an existing Property Management business (substantial increase in profits under such scenarios)
- Greater revenue consistency to ensure month to month profit within an existing Real Estate sales office or;
- A new venture and save on the month to month (unknown) losses incurred until the start-up breaks even.

Don't let this opportunity slip away – seize it now and take your real estate business to the next level!

Should this sound interesting, register your [interest here](#) to receive the information on the day of release.

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Holiday Accommodation – Expressions of Interest

Reference # L001577

Auckland

The opportunity

Holiday Accommodation Business in Hotspot of Auckland.

A well-established business with incredible opportunities for growth and expansion is currently open for acquisition. A reputable brand, all the key fundamentals are there, a perfect business to hit the ground running and take to the next level. The brand, the marketing, the systems, the people, the referral opportunities...they are all in place.

Business strengths

Revenue for the financial year 2023/2024 stands at around \$260,000, with projections indicating a similar trend for 2024/2025.

- This enduring business thrives by serving both local and international clientele
- The business offers the flexibility to integrate various additional services seamlessly
- Enjoying a prominent position in the industry, it boasts significant engagement through its own website
- With referral opportunities, there's ample potential for further growth and nurturing
- A solid reputation, which enjoys widespread recognition among travellers
- Situated in a prime location, it offers an ideal setting for running short term holiday accommodations
- Consistent track record of excellence, demonstrated by way of an exceptional Net Promotor Score of 79.2 (a score above 50 is considered excellent)

The buyer

Suitable for current operators seeking business consolidation or individuals starting a new venture who want to minimise startup costs and prevent associated negative cash flows.

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Security, Access Control, Monitoring - \$638,000 (+GST if any)

Reference # L001569

Net Surplus \$192,000 (EBPITDA F/C FY24)

VOIP; Internet and Audio-Visual Services; Auckland – Relocatable

This well-established home-based business operates across the country and provides a range of services to its established and loyal customer base. The business is owner operated with no staff. It only uses contractors where and when needed. This could be a great opportunity for an existing operator to merge the extra revenue into their operation or for a technically minded person to take a step into business ownership.

Their core services are:

- Security (CCTV, Access Control, Alarms, Duress),
- Fibre Internet and VOIP Lines,
- Alarm Monitoring,
- IT (Networking, WiFi, Routers, PCs, Servers),
- Audio Visual (Sound, TVs).

The business also acts as a reseller and generates recurring income from:

- Office 365,
- Alarm Monitoring,
- Internet/VOIP,
- Anti-Virus (ESET Protect),
- Domains,
- Web Hosting.

The majority of customers are currently concentrated in a very specific niche sector. However, the business has diversified out of this sector and supports SMEs in professional services, hospitality and to some degree the residential consumer market.

Over the years, the baseline performance of the business has been strong and, in many cases, growing. In FY22 and FY21, larger projects resulted in higher trading income. This is an ongoing aspect of the business and we have been advised that hardware fitouts need to be upgraded every 5 years or so. A summary of the performance at EBPITDA level is FY21 - \$249,000, FY22 - \$294,000, FY23 - \$188,000, and Forecast FY24 – 192,000.

Confidentiality

Due to the nature of the market and to avoid any potential conflict of interest, our client will on a case-by-case basis approve the distribution of the initial Information Memorandum to interested parties who have completed the relevant confidentiality documentation.

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Import and Distribution/Repairs - \$679,000

Reference # L001572

Net Surplus \$219,000 Estimated Future Maintainable Earnings as at 31 March 2024 EBPITD

Auckland

This business has developed an excellent reputation within a niche industry sector over the last 25+ years. The business imports and distributes a wide range of equipment and consumables to corporate customers. It also performs simple repairs of equipment. The revenue split is roughly 40-45%/55-60% product sales/repairs. The range of products, supply arrangements, customer base and staff technical knowledge built up over many years have resulted in a very successful operation. The business model is fundamentally simple.

Business strengths

- In operation for over 25 years
- Consistently profitable - average surplus \$250,000 six years to March 2024
- Niche product category
- Fundamentally simple import and distribution/repairs-based business model
- Sole NZ supplier for various overseas manufacturers
- Business to business customer base
- Not heavily reliant on any one customer; largest in 10 months to 31.1.24 made up just 9% of turnover
- Mix of equipment/consumables sales and repair income
- Broad range of overseas suppliers, with many relationships dating back 20+ years
- Run from a single location
- Requires minimal fixed assets
- Monday to Friday operation
- Only three fulltime staff to manage
- Potential for growth (especially in product sales) - currently no online marketing is employed
- Retiring owner is open to providing an extended handover

The Buyer

This business will suit someone with good people and customer relationship skills. No existing knowledge or technical skills are required. An extended handover is available by negotiation if needed.

Interested parties should click on the link below to accept the confidentiality terms. We will then contact you to discuss your interest.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Business opportunities in the Hamilton/Waikato regions

Manufacturing Engineers - \$2,675,000

Reference # L001608

Net Surplus \$704,734 EBIT

Hamilton

Established in 1959, the Business is a renowned manufacturing engineer in the Waikato. They have forged a reputation as leaders in design and manufacturing of specialist products. The Owners are backed by a team committed to delivering the highest levels of service and workmanship.

The current Owners purchased the business 18 years ago and have ensured the business remained a market leader through continued development of robust systems and refinement of effective management and staffing structures. The business has enjoyed continual growth through referrals and the company is well positioned to add to its market share within its current product base, plus adding complementary products and services.

Based in Hamilton in ideal premises, the working owner is backed by a great team of experienced staff who design and manufacture a wide range of products.

Main Strengths of Business

- Excellent reputation with customers and suppliers
- Market recognition of the brand
- Large, loyal customer base
- Strong systems in place
- Experience and skilled staff
- Exclusive product lines nationally
- Flexibility to add products and services to meet the market
- Multiple income streams
- Strong support from suppliers

The business operates out of premises in Hamilton where it manufactures the product and has ideal housing for its plant and Equipment. It operates good systems and has performed solidly over the years and has continual growth opportunities in the pipeline.

The business manufactures and supplies its own specialist product and works with a range of customers. This engineering business is based around great customer service which is reinforced by the large amount of repeat and referral business experienced by this company. It would suit a purchaser who has good general management and sales skills and can deliver a high level of customer service, A manufacturing or engineering knowledge would be beneficial.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Relocatable Import / Distribution - \$2,600,000

Reference # L001369

FME Surplus \$766,717 EBIT

Broad expanding customer base

Highlights

- Established business with suppliers and customers
- Excellent product line, many exclusive
- Servicing a niche market
- Excellent reputation in the industry
- Growth driven by legislation
- Strong systems in place
- Opportunities for continued growth across multiple industries
- Waikato based but can be run from any location

Established by the current owners over 6 years ago, this business has specialised in the import and nationwide distribution of a range of quality products. Legislation ensures the business's products and services are a requirement to those in the dairy industry, not a discretionary spend. The Business enjoys exclusivity on many of the products they supply and have built a network of distributors throughout the country.

Not only is the product of a very high quality, the business has been built on good 'old fashioned' customer service. The current Owners are supported by a small team of staff and contractors.

Huge Opportunities for Industry Expansion

The business founded on the import and supply of products primarily to the Dairy Industry where they are well established. Their product lines have a much broader application, and the business has currently orders to supply to other industries which opens up a large diverse customer base throughout the country.

An exciting opportunity exists to build on the considerable foundations put in place by the current owners.

This business would ideally suit a person with good business management skills, the ability to work with clients and organise projects. One of the current Owners is keen to remain in the business which would provide good continuity going forward. A good practical person who relates to the farming community would be of great assistance for the new owner.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Service Provider to Auto Industry - \$1,525,000

Reference # L001594

Net Surplus \$436,451 EBIT

Fully Managed; Strict Confidentiality Applies

Highlights

- > Easy to understand business
- > Operationally Managed
- > Established business with suppliers and customers.
- > Servicing a niche market
- > Excellent reputation in the industry
- > High quality of plant and equipment
- > Strong systems in place
- > Opportunities for continued growth

This exceptional business services a broad range clients throughout the greater Waikato region. This business has been around for over 40 years and in that time has established a strong brand and is seen as one of market leaders in its industry. The business enjoys strong continued support from its corporate and private clients who are looking for quality and personal service.

Based in Hamilton and operating out of excellent premises the business provides essential services to a broad range of customers throughout the region. The high quality of equipment used is not only a barrier to entry but allows the business to service a level of client's others cannot. The business enjoys regular repeat business via its insurance customers plus mouth referrals and does engage in a limited amount of marketing.

This business would suit a person with good general management skills and a focus on customer relationships. A background in the auto industry, engineering or service provider to engineering/automotive businesses would be a benefit but is not essential.

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Service, Supply & Installation - \$695,000

Reference # L001379

Net Surplus \$350,997 EBPITD (Weighted average)

Hauraki Plains/Thames Valley

Highlights

- Easy to understand business
- Top level relationships with suppliers and customers
- Servicing a niche market
- Excellent reputation in the industry
- Manufactures and installs its own designed Product
- Strong systems in place
- Opportunities for continued growth

This exceptional business services a broad range of clients throughout the greater Waikato/Thames Valley/Hauraki Plains region. Established over 18 years ago, this business has become the market leader in its field working in an industry that is showing continued strong growth. The business is insulated from outside influences or economic downturn as it provides essential services to the Dairy industry. The business enjoys strong continued support from its customers who are looking for quality and personal service.

Based in the Thames Valley, the business provides services and installs essential equipment to a large number of customers throughout the region. In addition to its service offering the Business has designed its own product which it manufactures and installs which solves a problem that Farmers have to address if they wish to stay in business. The business enjoys solid word of mouth referrals and does not pursue any form of marketing or advertisement.

This business would suit a person with good general management skills and a focus on customer relationships. A solid practical person with a background in the electrical, engineering or service provider to engineering/electrical businesses would be a benefit but is not essential.

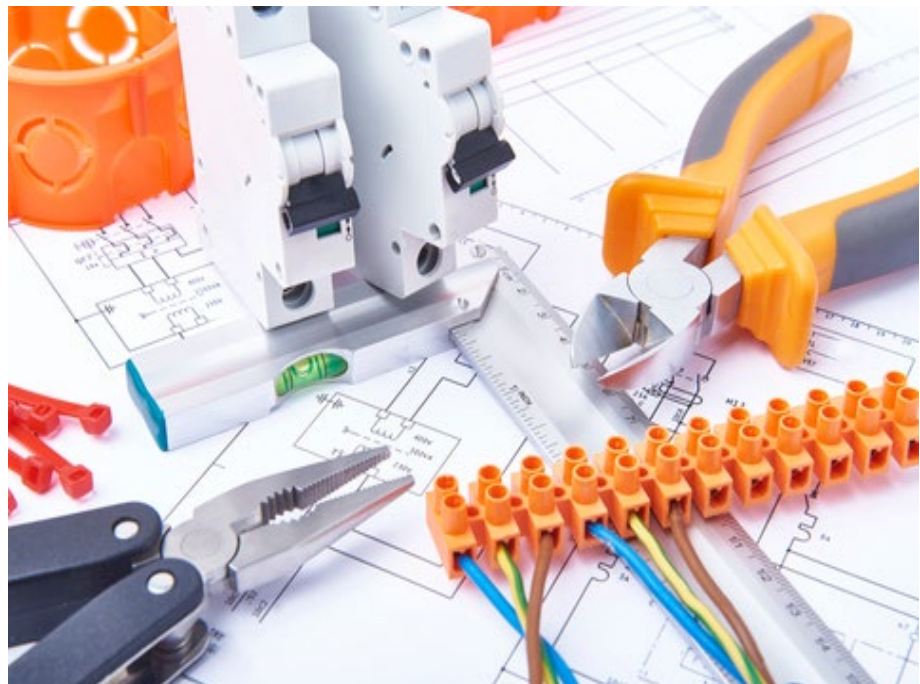
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Automotive Workshop - \$360,000

Reference # L001567

Net Surplus \$168,454

Northern Waikato; Qualified Mechanic Required

Established over 20 years ago by the current owners, this business rapidly grew and has become highly recognised for offering high quality service and customer care. Based in a rapidly growing North Waikato town, the business has multiple income streams and occupies ideal premises. The working owners are supported by a small staff working five days/week.

Main Strengths of Business

- Multiple income streams
- Established business with suppliers and customers.
- Base in rapidly growing region.
- High percentage of repeat customers
- Large customer base
- Strong systems in place
- Opportunities for continued growth

The business has reaped the benefit of being located in one of north Waikato's fastest growing towns. This growth within the region is reflected in the business's performance year on year. It operates good systems and has shown solid performance over the past three years without the owners investing in regular marketing or advertising. Word of mouth referral business is very high with exceptional levels of repeat business being experienced which is reinforcing the solid growth shown in the figures.

The business, an Automotive workshop offers a range of services to a broad customer base. The business is built around great customer service which is reinforced by the large amount of repeat and referral business experienced by this company. The Owners is a qualified mechanic hence this opportunity requires a purchaser who is a mechanic and keen to deliver a high level of customer service.

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Specialist Food - \$425,000

Reference # L001373

Net Surplus \$161,641 Average 4 years EBPITD

Wholesale & Retail; Hamilton based

The business imports and distributes a wide range of specialist food and beverage products. The business targets a niche and growing market and distributes their products nationally. The business provides excellent customer service and enjoys a wide base of loyal wholesale and retail customers. The working owner is backed by a small team with seasonal casual staff as required.

Main Strengths of Business

- Easy to understand business
- Established business with wide base of suppliers and customers
- Servicing a niche market
- High barriers to entry for other competitors
- Strong systems in place
- Substantial opportunities for continued growth

The business is based in Hamilton, the premises includes warehousing, retail showroom and temperature-controlled storage of a type that can be easily relocated by a new owner. The yard accommodates large-truck deliveries and shipments. The business operates good systems, usually providing customers with same-day service.

Ideally, a Waikato-based person with good general management skills, and the ability to deliver excellent customer service.

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Niche Sales/Supply - \$625,000

Reference # L001395

Net Surplus \$263,464 EBPITD



Specialist Service for Trade and Retail Customers; Hamilton

Established in 2006 this business has performed credibly year on year supplying a large customer base made up of an even mix of regular Trade clients and retail customers. Based in Hamilton in excellent premises the working owner is backed by a small number of full time and part time staff.

Main Strengths of Business

- > Easy to understand business
- > Established business with suppliers and customers
- > Strong marketing presence
- > Servicing a niche market
- > Excellent premises
- > Large customer base
- > Strong systems in place
- > Opportunities for continued growth

The business operates out of a purpose build yard which accommodates all the day to day requirements for bulk deliveries and the ease of loading customer's vehicles. It operates good systems and has shown excellent growth over the past three years with the owner's part time focus on the day to day running of the business.

The business supplies a wide range of products and is based around great customer service which is reinforced by the large amount of repeat and referral business experienced by this company. It would suit a purchaser who has good general management and sales skills and can deliver a high level of customer service.

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Service Business - \$295,000

Reference # L001596

Net Surplus \$138,799

Currently home-based, ready to expand. Waikato

Here is an opportunity to grow a home-based business into a nationwide one. Or run it as is and enjoy the amazing lifestyle this business can give you.

This business works with schools, childcare centres, and sports clubs. They are creating lasting memories through photography. The business operates with a small team that takes care of all the administration and helps out with photo shoots when required.

It would be easy to overlook this opportunity believing you need specialist skills, but this is not the case, with modern technology and some training from the current owner most people can learn to take professional photos.

Most of the work is within a 90-minute drive of the current owner's home and they have a waiting list of clients within this region, they do get enquiries from further afield but don't wish to grow the business beyond what it is today.

Ideally, the new purchaser will live with the Golden Triangle to service the current business. As for skills, the ideal purchaser would be someone with great communication skills and the ability to connect and engage with children.

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Business opportunities in the Tauranga/Bay of Plenty regions

Fully Managed – Multiple Revenue Streams – Expressions of Interest

Reference # L001510

Net Surplus \$16,100,000 Projected Revenue 2025 FY
\$1,218,818 Budgeted EBITDA 2025 FY
\$1,445,680 Average 2022-2024 EBITDA

The Business

This is a fantastic opportunity to purchase a multi-faceted construction business that has been operating in Tauranga for over 60 years. From small beginnings, it is now a well-respected mid-sized company operating from a modern complex, servicing its mainly commercial clients in the Bay of Plenty and Waikato areas.

Key Points

- Forecast Revenue of \$16M for 2025 financial year Signed contracts for \$12M of construction projects ready to start during 2025 financial year
- Multiple revenue streams - Manufacturing & Construction
- Offer complete building experience, customising every project to suit each individual client in the mid-range construction sector
- Strong and experienced Management team in place with great staff culture and work ethic
- Established relationships with a broad database of repeat clients
- Opportunities for continued growth with new product offerings

Purchaser Profile

This is a great opportunity for a high net worth individual, or a company looking to strategically acquire an established business, which is fully managed with strong revenue forecasts in place.

Confidentiality

Due to the nature of the market and to avoid any potential conflict of interest, our client will, on a case-by-case basis, approve the distribution of the initial Information Memorandum to interested parties who have completed the relevant confidentiality documentation.

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Commercial & Industrial Refrigeration – Expressions of Interest

Reference # L001523

Net Surplus Projected Circa \$700,000 March 2024 EBPITD

UNDER CONTRACT

The Business

This is a great opportunity to purchase an established refrigeration and electrical business generating over \$3.5M revenue and providing a healthy return to the owner. This business has been operating for over 29 years and specialises in Commercial and Industrial Refrigeration and controlled atmosphere fruit storage projects. Its customer base is primarily the horticultural industry but also covers the Dairy and general electrical sectors. The business has preferred supplier status with some of the major packhouse entities which is a tribute to the mutual respect between the parties which has been built up over many years of providing reliable and trustworthy service.

Services provided

- Commercial and industrial refrigeration install and servicing/maintenance
- Commercial and industrial electrical install and servicing/maintenance
- Controlled Atmosphere storage plant install and servicing/maintenance
- Air conditioning for commercial clients (occasionally residential)
- Breakdown support for dairy, orchard and fruit storage facilities in Bay of Plenty
- General electrical

Most of the revenue comes by 'word of mouth' or being invited to tender as this business has built a reputation for quality workmanship and excellent service. There are a number of projects in the pipeline which will be expanded on during a meeting with the vendor.

Key Strengths

- Brand recognition and history
- Preferred supplier status with major clients
- Consistent trading figures
- Qualified and trained staff and sub-contractors
- Excellent systems and processes
- Loyal client base with strong quality referrals
- Exclusive product Agencies

The Buyer

The ideal owner of this business will be from a refrigeration/electrical background or with project or electrical management experience. It would also be of interest to an existing electrical company looking to expand into the Bay of Plenty and acquire a profitable business with staff/sub-contractors and customers in place.

Reason for Sale

Due to a change in circumstances this business is being presented to the market for the first time. The management team will ensure a smooth transition to a new owner and can be flexible in this arrangement. All options will be considered.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Steel Fabrication and Engineering - \$995,000

Reference # L001542

Net Surplus: \$628,312 EBPITD Adjusted average for 2022 & 2023 FY

Net Surplus: \$323,600 EBPITD for 2024 FY

SOLD

Bay of Plenty Location; Commercial & Residential

The business has been operating for nearly 25 years (20yrs under current owners) and is now recognised within the Upper Nth Is as a leading specialist in their field.

A significant customer in the Rest Home sector makes up approximately 40 – 50% of the year-on-year income with the balance being spread across commercial and residential projects. Long established relationships with 5-6 group housing building companies provides consistency of work in that sector.

The majority of the income comes from these existing relationships plus also being invited to tender with a large number of commercial projects across the Nth Is. There are significant levels of confirmed forward work in place for the balance of the year.

The business has invested heavily and wisely with its management and staffing structure and the systems and processes are first class with some of the highest-ranking industry certification being achieved.

Highlights

- Established history with an excellent industry reputation
- Skilled and experienced staff with a very competent management team
- Consistent turnover of \$5m+ achieved over the past 4 years
- Significant amount of confirmed forward work in place
- Extensive and modern plant
- Loyal client base with high levels of repeat business
- Suitable premises and excellent location
- Systemised production processes

The business will ideally suit a person from an operational and general management background. Some experience and/or understanding of engineering/manufacturing processes will be beneficial.

An extended handover period is available and this in conjunction with the highly skilled management team already in place should ensure the ongoing success of this business for a new owner.

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Concrete Infrastructure Services - \$800,000

Reference # L001595

Net Surplus – To be advised

UNDER NEGOTIATION

An established Leader in Concrete Infrastructure Services in the Western Bay of Plenty!

With over 60 years of dedicated service to the Bay of Plenty region, this reputable business stands as a cornerstone of reliability and expertise in roading and infrastructure solutions. Built on a foundation of trust and professionalism, they have fostered strong relationships with both suppliers and customers alike.

Highlights

- Proven Track Record: With a history rich in successful projects, their portfolio speaks volumes about commitment to excellence.
- Comprehensive Services: Specialising in a diverse array of concrete infrastructure services, they offer a full spectrum of solutions tailored to meet our clients' needs.
- Local Expertise: Our deep roots in the Western Bay of Plenty ensure that we understand the unique challenges and opportunities of the region.
- Strategic Advantage: Positioned in Tauranga, one of New Zealand's fastest growing cities, we are perfectly poised to capitalise on the ongoing infrastructure demands driven by this growth.

As the government pledges substantial investment in infrastructure for economic recovery, this business is uniquely positioned to harness these opportunities for continued success and growth.

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Roofing Supply & Installation - \$750,000

Reference # L001351

Net Surplus \$250,000 (2024 FY estimated) EBPITD

\$444,032 (2023 FY) EBPITD

\$443,871 (2022 FY) EBPITD

Tauranga

The Business

The business has been operating for over 50 years and provides roofing services across the wider Bay of Plenty region to the residential and commercial construction industry. A small scaffolding division is also operated.

The current owner of six years has focused on providing a reliable and efficient service that meets the strict timeline needs of builders and other contractors. The operating model is different in that no staff are employed but rather sub-contracting gangs are used for all roofing installations.

The operational model involving product being sourced on time and sub-contractors installing it when required has created efficiencies resulting in a strong financial performance. The gross profit for 2023 of 36% is well above the industry average and places this business in the top quartile of performers.

(Reference Waikato University Benchmarking)

Key Highlights

- 50 year + history
- Excellent reputation within the industry
- Minimum stock holding
- 70% of work is in re-roofing
- No staff employed
- Mix of residential and commercial customers
- Ongoing pipeline of forward work
- Strong financial performance

The owner works fulltime for approximately 30-35 hours weekly. He does not work on the tools and focuses on measuring & quoting and stock ordering.

A new owner will not require specific roofing skills although a building background would be advantageous, but not essential. General management or project skills are more important.

A generous and extended handover period will be offered.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Mobile Hydraulic Services - \$670,000 including stock of approx. \$300,000

Reference # L001209

Net Surplus \$428,791 (Y/E June 2023) EBPITD

SOLD

Extended handover period available; Tauranga Based

Established over 20 years ago, this highly profitable franchise of an international market leader is looking for a new owner. Servicing Tauranga and the wider Bay of Plenty, this business enjoys a high level of repeat business from a loyal client base, including many blue-chip companies.

Thanks to superior service and excellent processes the business has experienced steady growth and established itself as the go-to option to an ever-growing clientele of regular customers.

The highly regarded franchisor will provide all the support required to ensure the ongoing growth of your business while you focus on keeping your customers satisfied.

Highlights

- Part of an International Franchise – market leader
- Proven systems and processes designed to support an owner
- A well-established business with profitable trading figures
- Diverse group of loyal customers
- Strong potential for further growth
- Provides an essential service to a broad range of industries

This business will suit someone who is practical and mechanically minded with good customer service skills. The business is currently run by two owner operator who are committed to the continued success of the business and are prepared to provide an extended handover period to train and assist the new owner.

This is a great opportunity to purchase a well-run business with ongoing potential, backed by a market leading product. An easy and assisted takeover awaits the purchaser with the right skills.

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Commercial & Residential Renovations - \$575,000

Reference # L001317

Net Surplus \$220,000 EBPITD 31 March 2024

SOLD

Tauranga based

Established over 31 years ago, this company has a reputation for high quality craftsmanship and service, making them one of the region's top specialists in their industry.

In recent years the business has experienced strong growth and there is no sign of this trend stopping. Having significant levels of confirmed forward work in place, the business is currently turning new projects away to focus on their repeat and loyal customers.

The current owner is not on the tools and attends to general business management, quoting and customer interaction.

With a solid staffing structure, robust processes and top-of-the-line equipment in place, there are plenty of opportunities for a new owner to take this well-established business to the next level.

Highlights

- Long and reputable history
- Strong potential for further growth
- A well-established business with profitable trading figures
- A reputation for quality product
- Sound systems and processes
- Operating predominantly Monday – Thursday only
- Loyal client base with strong quality referrals
- Maintenance agreements in place with main clients
- Commercial work accounts for approximately 70% of income
- More than \$1.0 million of confirmed forward work

This business is likely to suit someone with good sales, operational and general business skills.

The current owner is willing to support the buyer for an extended period of time and is currently outsourcing some project work, an arrangement that could continue.

This is a great opportunity to purchase a well-run business with potential for further growth.

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Thriving Shuttle Service - \$390,000

Reference # L001578

Net Surplus \$206,635 March 2024 (to 1.5 working owners) EBPITD

Live the Dream in Whitianga; Ideal Husband and Wife opportunity

The Business

The business has been operating since 1999 and provides an essential shuttle service between the Coromandel and Auckland. This easily operated business would suit a husband and wife/partnership who are seeking the relaxed atmosphere of the beautiful Coromandel area while providing a profitable return on investment. The owners are supported by a team of loyal part time casual drivers who will ensure the continuity of the outstanding service they have provided over many years.

Key Points

- Proven profitability over many years with potential growth areas that an enthusiastic new owner can explore
- Only daily service operating between Coromandel and Auckland - no competition
- Wide range of services catering from domestic to international travellers
- Services include daily transfer service to private charters for weddings, concerts, schools and other events
- Well known business with a strong connection to the local community
- Qualmark rated operation
- Vehicles include 2 x 11-seater vans, 1 x 20-seater bus, 1 x 18 seater bus, and luggage trailer
- Currently husband works full time and wife works 25 hours per week on administration - Monday to Friday from home

Reason for Sale

After owning the business for the past 12 years, the current owners have decided it is time for a change in lifestyle and want to watch the business continue to grow under new ownership. As they are not leaving the district, they can provide an extended period of assistance if necessary to ensure a smooth transition to the new owners.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Niche Manufacturing - Building Industry - \$220,000 plus stock \$170,000

Reference # L001135

Net Surplus \$186,533 EBPITD FY2024

Renovation and High-End New Builds; Mount Maunganui

This business has been operating for over 20 years and supplies a specialist manufactured product to the building industry.

The product is manufactured by a small team in a factory on the outskirts of Mt Maunganui and sub-contractors are engaged to install the finished product. This B2B niche operation is a preferred supplier to several well-known builders of “High End” properties in the Bay of Plenty as well as supplying product for the housing renovation market. The housing renovation market is seeing a resurgence in the current environment.

The current owner attends to general business management, pricing and customer interaction.

Business Highlights

- Niche product
- Supplying new builds and renovation markets
- Business to Business customer base
- Low Overheads
- Easily Managed

This is a great opportunity and will suit someone with sales, marketing and customer relationship experience. Knowledge of the building industry would be an advantage but not necessary. This business could also be an “ideal” bolt-on to an existing manufacturing business. An extended period of assistance will be available post settlement to ensure a smooth transition.

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Leisure Supply and Installation – \$390,000

Reference # L001531

Net Surplus \$194,206 11 months to February 2024 EBPITD

Tauranga Based; Servicing Bay of Plenty Region

SOLD

The Business

Established in 2017 the business supplies and installs a lifestyle outdoor product that is desired by many. The hot summer climate of the Bay of Plenty region has ensured a strong ongoing demand for their product.

The business has built an enviable reputation within the region and is considered one of the market leaders in its field.

The business is currently operated by an owner operator who performs the functions of sales, quoting, administration and logistics. Competent and hardworking staff carry out the installation.

Highlights

- Easily operated business
- Offers a full service of Supply and Installation or supply only option available
- The product is a market leader
- Secure franchise with fee based on product ordered
- Stock holding is not necessary as product is sourced in NZ and ordered on a deposit payment basis
- Customer deposits and progress payments provide commitment and cashflow
- Definite opportunities for increased growth
- Predominantly a 5 day/week operation

The Buyer

The ideal buyer is a person with a practical mind set who also has general and/or operational managerial skills. A possible husband and wife team with the necessary complimentary skills would also be suitable buyers. The owner will offer a generous post sale assistance period.

This is a great opportunity to purchase a well-run, established business with ongoing potential backed by a market leading product.

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Supply and Service Industry - \$315,000

Reference # L001487

Net Surplus \$168,294 Y/E March 2023 (Two working owners) EBPITD

Promotional Products and Service Provider; Easy to run and profitable; Ideal for husband-and-wife team; Tauranga

The Business

This business has been in existence for over 25 years with the current owners having operated it since 2012. During this time, they have created a very stable business which has produced consistent profitable results. The husband-and-wife team operates a business that offers a diverse range of products and services.

There are no specific skills required to operate the plant & equipment/machinery within the business. The skills required can be easily taught and the vendors will provide an extended period of assistance in this regard if necessary.

The plant and equipment is well maintained and files are cloud based. No capital outlay is required to update the equipment or to cater for increased production.

This business is showing consistent growth but would benefit from an emphasis on marketing especially through their web site and continued promotions to the local market.

The business requires two people to operate it so ideally could be a husband-and-wife team or two friends. They will enjoy engaging with a wide cross section of people from local sports people and administrators to business owners.

The current owners are reaching semi-retirement and are seeking to exit their business.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Profitable Barbers Business - \$105,000

Reference # L001580

Tauranga

Established in 1988, this well-loved business has been a cornerstone of the Tauranga community for 36 years. Under current ownership for the past 12 years, it has earned a reputation for delivering high quality services in a welcoming atmosphere.

Key Highlights

- **Proven Success:** With over three decades of operation, this business has stood the test of time, attracting a loyal clientele and maintaining consistent revenue streams
- **Prime Location:** Situated in Tauranga, amidst upcoming residential and commercial developments, the business is poised to capitalise on the increasing foot traffic and demand
- **Unique Selling Proposition:** From trendy fades to traditional shaves, the business offers a comprehensive range of grooming services in a space designed for comfort and relaxation
- **Room for Growth:** With the completion of new building projects enhancing the Tauranga landscape over the next 12 months, there is ample opportunity to expand services and cater to a growing customer base

Why Invest Now?

This is a rare chance to acquire a well-established business that has not been on the market for over a decade. The potential for growth, coupled with the opportunity to imprint your own style and business acumen, makes it an ideal investment for entrepreneurial individuals with a passion for grooming and community engagement.

Don't miss out on this opportunity to own a piece of Tauranga's legacy and shape its future!

To find out more, [click here](#) and complete the online confidentiality agreement.

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Business opportunities in the Wellington region

Exceptional Contracted Services - Expressions of Interest

Reference # 310720

Net Surplus \$3,000,000 - \$5,000,000 - EBIT

Wellington & Auckland

Business highlights

- \$90,000,000 = Significant levels of forward work committed
- Well recognised brand with 25+ year history
- Multiple service offerings

The business is a major player in their fields of expertise. They have significant levels of skill, experience and capability. There is multiple divisions each with their own management team in place. They have an enviable list of blue-chip customers that rely upon their services and capability.

The Vendor has requested that we heavily qualify all interested parties. We are requested to present potential purchaser summary detail and suitability for approval before release of any information.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Apparel Manufacturing - \$1,525,000

Reference # L001589

Net Surplus \$640,000 YE March 2024

Net Surplus \$555,000 YE March 2023

Major Supply Agreements; Wellington

Decades old manufacturing underpinned by substantial clients. Product demand is wide and varied amongst many different customer groups. The major supply agreements are well established across multiple departments. There is an ongoing demand for products supplied.

The business has several highlights worth considering.

- Major supply agreements with long standing relationships
- Circa 25% of turnover is spread across multiple supply agreements
- Circa 750 repeat customers | end user groups in FY24
- Many contracted customer relationships
- High barriers to entry
- Constant product demand
- Online ordering platform
- Majority owner is retiring
- Consistent financial performance

To find out more, [click here](#) and complete the online confidentiality agreement.

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Manufacturing, Assembly - \$1,450,000

Reference # L001465

Net Surplus \$670,000 YE March 2024 EBPITD
\$550,000 YE March 2023 EBPITD

Industry Disruptive Product; Kapiti Coast

OWNER RETIRING. This award-winning business manufactures a major industry disruptive product.

Technical, but simple to understand with never ending Nationwide commercial and domestic application opportunity.

Business strengths include

- > Major industry product disruption
- > Huge demand. Forward committed workload of some \$2.5m +\$1.8m pending
- > Deposits and progress payments received = Great for cashflow
- > New high end factory machinery = High assets value of some \$600k
- > Serious customers. EG Summerset Villages, Naylor Love
- > \$2.7m turnover FY24, 10 staff

Programme the factory machinery with raw material, then assemble and deliver to site, Nationwide. Commercial and domestic demand is growing. Recent machinery purchased has enabled accelerated growth and capability.

To find out more, [click here](#) and complete the online confidentiality agreement

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Manufacturing - \$1,200,000

Reference # L001593

Net Surplus \$450,000 YE March 2024 EBPITD
\$450,000 YE March 2023 EBPITD

Regulated and Critical; Wellington

B2B customers have an ongoing need for these critical products and services. Customer projects include substantial and necessary replacement cycles + new build needs.

- Specialist, necessary, customised electrical services
- Major supply relationship with global international brand
- Largest customer spend was Circa \$750k in FY24 across multiple projects
- Owner retiring

The ideal buyer would have electrical design and or process control experience.

To find out more, [click here](#) and complete the online confidentiality agreement

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Corporate, Commercial, Private - \$1,100,000

Reference # L001579

Net Surplus \$475,000 YE March 2024 EBPITD

Food and Beverage Events; Wellington

This is a premium, well known, well-established, well-respected operator within their industry. They have an extremely high-profile brand and loyal customer group.

The business has a number of highlights worth considering.

- > 20+ year history
- > Repeat customer groups
- > Online ordering platform
- > Hire income component to the business
- > Circa 450 client accounts during FY2024
- > Supplying Wellingtons most recognisable high-profile brands
- > Brand represents consistent high-quality product and service
- > Excellent systems and processes

To find out more, [click here](#) and complete the online confidentiality agreement

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Relocatable Import B2B Distribution - \$750,000 + Stock

Reference # L011393

Net Surplus \$400,000 YE March 2023 EBPITD

Net Surplus \$250,000 YE March 2024 EBPITD (projected)

Wellington

Thriving wholesaler with top design brands!

Are you an existing importer looking for a profitable bolt-on opportunity?

Do you have spare warehousing space and staff capability?

- > Estimated \$400k+ cost savings once relocated
- > A long-established reputable history since the mid-1980s
- > 500+ active customer accounts
- > Globally sourced premium brands
- > Locally produced company-branded product range
- > Indent ordering provides predictable forward workflow
- > Commission salespeople

The business would be an excellent add-on to an existing company within the same industry. It would also suit an agile businessperson looking to enter a lucrative sector with plenty of growth potential.

This design product business supplies a wide range of international heritage and artisan brands to Department stores, Supermarkets, Gift shops, Art galleries, Museums, Cafes, Book shops, Garden centres and prominent National retail chains.

The full-time working owner is supported by a general manager + office, warehousing staff and enthusiastic account managers who look after the various regions around New Zealand.

There is a combination of warehouse + indent stock, providing a great combination of risk mitigation and cash flow. Stock levels fluctuate between \$275 - \$400k depending on the time of the year. The owners are retiring after an exciting and rewarding time in the business. Turnover is circa \$2.6m.

To find out more, [click here](#) and complete the online confidentiality agreement.

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City Timber - \$850,000

Reference # L001479

Net Surplus \$350,000 YE March 2023 EBPITD

SOLD

Specialist Merchants; Wellington

OWNER RETIRING

City Timber is Wellington's only specialist timber merchant. They stock an extensive range of imported exotic and native timbers in a variety of sizes and profiles.

Customers rely upon their extensive product offering. Builders, architects, designers, boat builders, joiners, furniture makers, schools, students, and the DIY home handyman frequent City Timber.

City Timber has proven itself for 30 years as a reliable timber specialist. Key reasons include;

- Extensive range and supply access without local competition
- Specialist timber knowledge
- Convenient fringe city location
- Loyal commercial and domestic customer base

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Safety in Construction, Civil and Sports - \$880,000

Reference # L001550

Net Surplus \$510,000 EBPITD FY24
\$385,000 EBPITD FY23

\$9m forward and under negotiation work; Wellington

The business provides a wide range of essential products & services keeping people safe.

Customers fall into various categories including utilities, construction, commercial | industrial property owners, sports and civil.

Business highlights include

- Year on year growth over the past 4 years
- \$9m forward contracted and expected work
- Owner retiring and available to provide transition support
- Nationwide customers
- FY24 turnover \$2m

The owner has technical capability attending quoting and project management. They have a team of technicians and installers with specialist skills on the tools.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Commercial Cleaning - \$615,000

Reference # L001571

Net Surplus \$300,000 YE March 2024 EBPITD
\$400,000 YE March 2023 EBPITD

SOLD

55+ Contracts; Wellington

This business has been providing commercial (80%) and residential (20%) cleaning services for 12+ years. The owner is now looking forward to retirement. He is supported by an Operations Manager, Business Manager, and 15+ cleaning staff.

Customer groups include

- > Commercial Premises
- > Corporate Premises
- > Building Owners
- > Property Managers
- > Schools
- > Tertiary Institutions
- > Apartment block common areas

During FY24 the owner invested in an Operations Manager. They joined the business in March 2023. This has provided the business with the capability to continue pushing for new customers and enable the owner to work less hours.

Turnover is circa \$1,300,000.

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Business opportunities Christchurch/South Island regions

Manufacture - \$3,995,000

Reference # L001574

Net Surplus \$1,287,811 EBPITD
\$1,167,811 EBITDA

UNDER CONTRACT

Construction and Maintenance Sectors; Long Successful History; Lifestyle South Island Location

Business Opportunity

The following attributes make this business very special.

- Sales \$3.4m +GST and growing; GP of 50% and 3 x stock turnover
- Long established history; first time on the market in 40+ years
- Modest staff numbers
- Diverse client base with minimal client risk
- Purpose built premises
- Excellent plant and machinery
- Currently run by the full-time working owner
- A competent GM with sound 'construction/maintenance' experience could run this business
- Significant market share
- 'Rinse & repeat' the manufacturing process to make great profits - day in, day out!

The Buyer

This business will suit a buyer who;

- Already supplies the construction/maintenance sector
- Is seeking market share in a niche territory
- Has relevant management or industry experience

'Why the Secrecy'

This flyer is generic. That is deliberate. Identifying the exact industry or the specific location would identify the business. Either complete the simple online NDA by clicking the link below or call the broker if you initially wish to better understand the nature of the product and market.

To find out more, [click here](#) and complete the online confidentiality agreement

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Essential Building Service - \$3,400,000

Reference # L001551

Net Surplus: \$452,000 YE March 2024 EBITDA
 \$480,134 YE March 2023 EBITDA
 \$705,314 YE March 2022 EBITDA

Stable Financial Performance, Fully Managed; Long Well-Established History

The business has been servicing the Lower South Island market for over 65 years. They provide a vital and regulated service into their market. The business has built a reputation for reliability and value in the offering they provide. This results in considerable repeat demand for their services.

This business is fully managed, with Branch Managers in both locations. No industry experience is required by the new owner, with the current owner providing general oversight only for approx. 10 hours per week.

Business strengths include:

- Strong financial performance
- Long well-established history
- A stable and competent staff structure in place
- Relative lack of complexity
- A wide range of quality customers with repeat business
- Opportunities for revenue and margin growth

Staff are well experienced and loyal; some having been with the business for well over 20 years.

Turnover is circa \$3.7m. Fixed assets have a book value of approx. \$3m with original cost price exceeding \$6m.

This business, along with their industry sector has gone through a sustainable growth period over recent years in this region. Over \$1m of forward work is already locked in, with some new projects expected to provide 8 years of ongoing work. It is anticipated that the 2025FY will well exceed the 2024FY results.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Sales & Installation - \$1,600,000 incl. \$1m + stock & plant

Reference # L001517

Net Surplus \$800,000 + EBITDA 2024 FY estimate

Showroom - Retail & Commercial; Home Improvement

This Christchurch business has been established for over 50 years and has succeeded through highs, lows and many economic cycles.

Business highlights include:

- Likely Sales of \$8m + this FY
- Sales and GP up 14% and 18% respectively on last year
- High brand equity; and iconic Christchurch brand
- Experienced & loyal staff
- Manufacturing facility
- Multiple suppliers – multiple markets
- High profile showroom in a prominent location
- Well over \$1.3m of forward orders
- Consistent forward orders and excellent, identified future project opportunities
- Estimated 70/30 % commercial/retail sales split
- High value of stock & plant (circa \$1m)

Our vendor is heading into “semi-retirement” and ‘gold card’ status. They want to step back from their management & support role and be free to travel and enjoy a lot more “me time”. Their good health and a passion for their team will ensure an optimal handover period.

The buyer will be

- An existing reseller wishing greater exposure to the Christchurch market and annual gross profit comfortably exceeding \$1.5m+ net of materials and direct labour/install costs
- An individual with a proven track record for B2B and/or B2C reseller businesses
- A person who enjoys bringing out the best in others
- Open to the greater use of social media and digital marketing to increase brand loyalty & reach
- Passionate about improving people’s home environment

First time on the market for 50 years, this iconic Christchurch business is ready for fresh energy and new ideas.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Manufacturing & Install - \$1,375,000 including stock & plant

Reference # L001423

Net Surplus \$529,000 EBPITD (April-February 2024)
\$565,000 EBPITD (2024FY expected result)

Niche Industry; 30 Years Strong; Retiring Owners

The Opportunity

This well-established business is based on the outskirts of Christchurch. They offer custom and specialised solutions to a large and varied customer base.

Key Strengths of this Business

- Well established & consistently profitable
- Diverse customer base covering multiple industries
- \$1m of forward work already confirmed for 2025FY
- Opportunities to add a digital presence and sales energy
- Good reputation for timely delivery and installation
- Superb staff and experienced QS's on hand for pricing
- Opportunity to become a managed business
- Purpose built premises, with a large family home on the property also available

The Buyer

The majority of pricing is undertaken by experienced Quantity Surveyor's; therefore, the buyer does not need a specific skill set. However, an interest in manufacturing and a broad understanding of construction would be beneficial. The retiring husband and wife owners' roles involve staff planning, general oversight and administration. They are happy to provide an extended handover if necessary.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Automotive - \$1,300,000 including stock and plant

Reference # L001512

Net Surplus \$414,679 EBPITD

UNDER OFFER

Wholesale Parts; Specialist Service Centre; Christchurch

The Business

The following attributes make this business an appealing acquisition for anyone with an interest in the automotive sector.

Highlights

- Sales of \$2m +GST this FY and increasing
- Multiple income streams (wholesale & retail) across several market niches
- Essential products & services, both now and into the future
- Excellent systems
- Experienced staff & strong team culture
- Sales & Operations Manager in situ
- Stock of \$1m and P&E of \$100k
- Owner works no more than 30 hours per week, and not in the workshop
- Market leadership within its niche
- Preferred supplier to Capricorn & Auto Shoppe members
- Wide spread of clients with no real customer risk

Buyer/Seller

Our vendor wishes to retire, that is the only reason for sale.

The buyer could be

- An individual wishing to add their management & business development skills to a market leading business
- A trade buyer keen to add circa \$800k Gross Profit (after purchase & wages) to their business
- An existing client wanting to enjoy the benefits of vertical integration

This is an exceptionally good value purchase for an outlay of only \$200k goodwill/intangibles

To find out more, [click here](#) and complete the online confidentiality agreement.

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Manufacturer - \$995,000

UNDER CONTRACT

Reference # L001576

Net Surplus \$513,881 2024FY EBPITD
 \$392,130 2023FY EBPITD
 \$496,226 2022FY EBPITD

Joinery; Multiple Revenue Streams; Qualified Staff; Lifestyle Location

This is an opportunity to take over an established profitable and proven business, with a creditable history and a reputation for bespoke excellence in both product and installation. The business services the regional South Island including Christchurch clients. With a comprehensive mix of new builds, renovations, garage & other doors, and cabinetry the business has a wide range of revenue streams, albeit around 65% of sales are kitchens.

Annual sales are around \$2.5m + GST per annum, and the business has \$700k of confirmed forward work and continuing enquiries through very strong relationships with clients, builders, developers, designers & architects. The owner is very seldom "on the tools", with his focus being sales & business development.

Key Attributes

- Multiple award-winning Master Joiner with excellent brand equity
- Good range of clients with sales very widely spread
- Reasonable cashflow with deposits and progress payments
- Qualified & happy staff; excellent team culture; low staff turnover
- Complete their own installation with excellent staff
- Comprehensive P&E, systems and operational software
- Clearly identified opportunities for growth
- Located in a lifestyle location within two hours of Christchurch

Our vendor is looking to slow down and enjoy some "own time" in semi-retirement, albeit all support will be provided for a new owner. Transition will be considerably eased by key senior staff and good support systems within the business. The new owner will be an experienced business professional, with the ability to maintain relationships with staff, customers & suppliers. Joinery experience or exposure to a design, measure & quote environment and/or a manufacturing background would be useful.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Leading Automotive Workshop - \$610,000

Reference # L001494

Net Surplus \$275,244 EBPITD 2023FY

Growing Commercial Client Base; Highly Profitable

On track to generate over \$1m + GST in sales this financial year, this business has successfully operated in its Christchurch location for over 16 years. The business has a reputation for providing excellent service and workmanship in all facets of vehicle repairs and maintenance, resulting in a long-standing and loyal client base.

Highlights

- Continuous profitable growth
- Likely to reach \$300k EBPITD for 2024FY
- Excellent margins
- Great local reputation
- Strong list of key clients
- Skilled team of automotive technicians
- Excellent CBD outskirts location

This would be an ideal acquisition for an existing automotive workshop, or alternately an excellent stepping stone for someone wanting to make the move to business ownership with a long-established, profitable, and well-known workshop. The Vendor is available for an extended handover if required.

This is an exceptional opportunity showing continued sales & profit growth into the 2024FY.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Niche Install and Repair - \$475,000

Reference # L001606

Net Surplus \$226,894 EBPITD 2024FY

Repeat Business & One-Off Projects, Year on Year Growth

The Business

This business has been providing an essential service to its customers for over 20 years. Key aspects include:

- > Varied client base, covering the South Island
- > Niche service - experts in their field
- > Predominantly B2B, with opportunity for growth in B2C
- > Repeat business, with yearly R&M and major works on rotation approximately every 7 years
- > Capable staff
- > Months of forward work ahead
- > Top quality plant & equipment
- > Excellent premises within Rolleston's Izone

Owners Role

The owner spends his time liaising with customers, quoting and overseeing jobs. Due to the growth of the business, and to ensure an appropriate handover of technical skills, the Vendor is willing to stay on and work for the new owner as an employee. An allowance for this has been factored into the below earnings. Alternatively, the Vendor is open to discussions around a 50% sale of the business to the right buyer.

The Buyer

While no specific skills are necessary, experience in the trades industry would be beneficial. There is ample opportunity for growth for a new owner that is prepared to spend time on business development.

To find out more, [click here](#) and complete the online confidentiality agreement.

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Import & Direct Sales - \$450,000 including Stock & Plant

Reference # L001597

Net Surplus \$201,754 EBPITD

Relocatable; Home Improvement; Exclusivity; Commercial & Residential Markets

The business imports two key product ranges that are complementary, renewable and energy efficient. Whilst they each perform separate and distinct functions; they generate demonstrable payback and/or competitive advantage within their markets. There is significant opportunity to either increase market penetration with these products or increase the range of products available through their exclusive suppliers.

Key Attributes

- 2024FY earnings exceed \$200k EBPITD and Covid-generated head winds are behind them
- Stock of \$200k and P&E of \$10k included in the sale
- World leading suppliers & brands, exclusive to this business, proactively support the business
- Both commercial & residential markets available; some wholesale business being developed
- Excellent technology with demonstrable paybacks and/or performance efficiencies
- Fully compliant with NZ legislation
- Suit H&W team or similar
- Clients include homeowners; builders, developers, property managers, commercial landlords and building owners, design engineers
- Relocation simply involves the transfer of stock (about 175sqm required), and a structured vendor handover period
- 80%+ of sales transactions are “box-moving” with perhaps 20% needing more technical input & expertise
- Exceptional systems & operating procedures
- One of the product ranges would offer Australia as an exclusive territory

This business would suit an individual, or couple – or trade buyer within:

- A measure & quote environment
- Used to dealing with the construction supply chain e.g. architects, tradies, re-sellers & homeowners
- Some technical expertise required that can be learned or subcontracted out
- Some business development or marketing skills would add real value

This business is perfect for a buyer wanting to “make a difference” and who understands the advantages & benefits of utilising quality product to optimise home or commercial processes energy outcomes!

To find out more, [click here](#) and complete the online confidentiality agreement.

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Commercial Cleaning - \$395,000

Reference # L000911

Net Surplus \$288,656 EBPI TD 2024FY

Christchurch; Repeat Business; One-Off Projects

The Business

This business has been providing essential services to its clients for over 25 years; and key aspects include

- Current mix of sales is 85/15 commercial/residential but this can alter depending on the owner's focus
- A database exceeding 350 clients/prospects which are regularly contacted
- Reasonable percentage of passive/call cycle income complemented by one-off project work
- Contracted income and good forward orders, and an extensive quotation history
- A credible and respected supplier of commercial cleaning services
- Strong brand equity reinforced by vehicle signage and staff uniforms
- Established and capable staff
- Excellent referral business

The Market

The business provides multiple services to various markets including

- Developers & commercial building owners
- Commercial & Residential Builders
- Homeowners & Consumers

Owners Role

The Owner spends their time co-ordinating staff rosters and client requirements, and ensuring the work is completed in a timely fashion. Business development; client account management; accurate quoting and staff relations are the critical success factors within this business.

Staff & Systems

The business has developed excellent systems including Health & Safety, Induction and Training processes, together with SOP's & checklists for client sites. Existing staff are well qualified and new staff receive internal and "on the job" training as required. No specialist skills are required other than a desire to provide a quality result and maintain productivity throughout a busy working day. However, the staff are experienced and at times must adapt to a wide range of variables within a job site.

The business comes with all relevant P&E including 5 vehicles, with an approximate market value of \$60k for all plant & equipment.

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Aorangi Electric - \$150,000 plus Stock and Plant

Reference # L001419

Net Surplus \$156,601 EBPITD

Fairlie; Residential & Commercial; Lifestyle Plus!! L&B Optional

The business is currently operated by a husband & (part time) wife, with several qualified tradespeople and a part time admin person on staff. Annual sales range from \$1.1m to \$1.4m + GST with at least 15% generally falling to the bottom line as “owner income” (after allowing a wage for all but the working owner). The business enjoys the support of the wider local community, and the buyer will require an electrical background as our current owner is “on the tools” for much of his day, with his wife overseeing the office and admin side of the business.

Key Attributes

- Current earnings \$150-\$160k; but has reached \$200-\$250k EBPITD pre-Covid
- Stock of \$75k and P&E of \$90k (including 3 x Ford Transit vans) included in the sale
- Showroom & workshop on the main street of Fairlie, directly opposite the best pie shop in the country!
- Qualified & happy staff
- Perfect for a tradesman electrician who wants a change of scene and a more enjoyable “pace of life”
- L&B available to purchase at circa \$450-\$500k; or a lease option is available
- Client base approximately 30% commercial and 70% residential
- Clients include homeowners; builders, developers, farmers, local Government; accommodation providers and tourism operators
- Mackenzie District is the third growing territorial authority in NZ

The Buyer/Seller

Our vendor is retiring from the business but will remain actively involved in the local community, and he is available to support and mentor the new owner. The location available includes mountains, lakes, rivers, great walks & cycles, with both Timaru & Ashburton not too far away.

This business is perfect for a good tradesman wanting to take a step up the value chain and wealth ladder and live a more enjoyable pace of life with a great variety of clients and jobs!

To find out more, [click here](#) and complete the online confidentiality agreement.

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Sales & Installation - \$295,000

Reference # L001447

Net Surplus \$163,561 EBPITD

Queenstown & Wanaka Dealership; Popular Product; Growing Market

This is a well-established and quality business model, offering a product to both the new build and renovation market. Leads are generated within the territory and dealer website and by the product manufacturer via their website. The dealer organises a site visit and does a measure up, with a quote to follow. Once the quote is accepted a deposit is paid, the product is ordered from the manufacturer and the installation is completed.

The current owner both sells and installs, albeit a new owner seeking growth could potentially outsource the installs to devote more time to selling.

Business Strengths

- Strong growth and profitability since inception
- A good understanding of the “measure & quote” environment is essential
- Simple and effective business model
- Design & product specification run nationally by head office
- Currently one-man band – work your own hours
- No licensing fees

While it is not necessary to be a licensed builder to install this product, it is definitely something that requires knowledge of the building industry and competence with a variety of tools/power tools including a certain finesse to the work. It is suggested that a skill level of more than a typical handyman is required for installations.

This business would suit:

- A construction-experienced individual happy to carry out the sales and quoting work, and completing their own installations (perhaps a builder wanting to lighten their load)
- A ‘team’ (i.e., couple, siblings etc.) where perhaps one is a builder and the other works on sales/quoting, with a view to growing the business
- An existing building/landscaping company purchasing the dealership as a ‘bolt on’ to their business

The business is in a perfect position to scale and grow with a solid forward work pipeline in place. There are relationships in place with some of the largest builders and developers in the region. The current owner has other business interest, and feels the time is right to sell to someone who is willing to take this on and see the business reach its full potential.

The Vendor will provide all necessary support to ensure a smooth transition.

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Import & Sales - \$175,000 plus Stock at Valuation

Reference # L001617

FME Surplus \$90,000 EBPITD

Fully established and ready to grow!

The Business

This decorative product was created by a large Canterbury based door manufacturer approximately 4 years ago. Significant investment has since been put into the development of this trademarked brand, which is well recognised in the industry for innovation, quality and design flexibility. This is well represented in the actual branding itself, the POS material, website and marketing, and the product features and benefits. Large merchants such as PlaceMakers and Carters already have in-store displays of the product in many of their stores. A new product line has recently been added to the offering and is included in the sale.

June was their best month ever, with \$60k in sales.

All the hard work has been done, and the product is in its infancy in terms of potential. All current sales are passive, with only a few hours per week being spent on the business processing orders. The current owners need to commit their time to managing the growth of their other business and would like to see this sold to an existing business or individual/couple who can commit the time to actively market the product to customers such as designer, joiners and fit-out companies.

The Buyer

Sales and marketing experience would be advantageous, as would knowledge of the building industry although not essential.

This business could make a great strategic bolt-on for an existing business linked to the building or design industry, or an individual/couple who could either run it as a side business or commit full-time and really grow the brand and sales. The more hours put into this business the more sales you will make!

Current stock is sitting at approximately \$130k.

This business has huge potential!

To find out more, [click here](#) and complete the online confidentiality agreement

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B2B RV - \$195,000

Reference # L001604

Net Surplus Circa \$100,000 EBPITD

RV;s, Campers; Caravans & Buses; Repairs & Upgrades; Self-Containment

The Business

This business has grown from a small mobile workshop (one man band) to a well-respected Repairer & Modifier of RV's, Caravan's & Campers/Buses, with a workshop on the Main South Road. Sales this FY are edging closer to the seven-figure mark, with at least 10% dropping to the bottom line as owner income (EBPITD).

Key Attributes

The following attributes make this an appealing opportunity.

- Increasing sales and profit
- Strong market demand and increasing market share
- Target audience have discretionary spend capability
- Diverse client base with minimal client risk and good cash flow
- \$65k of stock and plant included in the sale price
- Newly established and very capable team in the workshop
- Motivated vendor

Reason for Sale

Our vendor started the business 9 years ago as a pre-retirement gig and it has grown further and faster than he had planned, or even wished. He wants to slow down, is seldom 'on the tools' and a new owner will find a business with a strong foundation and continued demand. The staff are excellent, and a new owner may introduce procedures and systems that will improve both productivity and profitability.

The Buyer

A competent, practical person will excel in this business and their background may be trades-oriented, RV or automotive oriented and/or sales and business development focused.

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Definitions of Key Accounting Terms

EBIT (Earnings before interest and tax)

EBITDA (Earnings before interest, tax, depreciation and amortisation)

EBPITD (Earnings before paying proprietor, interest, tax and depreciation)

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