



Nationwide Opportunities Update
November 2023



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Business Sales Update

As the dust starts to settle after the election, Tabak have noticed an immediate improvement in buyer and vendor intent. Several buyers that were simply considering their options are now progressing their interest in opportunities, and here in the South Island we have up to half a dozen vendors now keen to move their businesses onto the market. The focus for this Monthly Update is just a small refresher course on what to do if you are a buyer:

Confidentiality Agreement

Please complete one for each business you want to look at; they are specific to vendors and the online format hopefully ensures that it is a quick and easy task.

Information Memorandum

Some vendors wish to know who will be receiving their information, so please do not be insulted or upset if you get a call from your Tabak broker just seeking a few more details prior to us receiving permission to release the IM to you.

Additional Information

Whilst we try to make the IM as informative as possible, there is generally additional information (certainly financial data) that we can quickly get to you, if something takes your interest. Tabak will/should always follow up with a phone call once you have received the IM, but if an opportunity does take your interest, please reach out – don't wait for us to call. The broker representing the opportunity is the best person to call, and their details are clearly shown within each IM. Most businesses are sold to buyers who reach out to us, rather than being chased by us.

Funding

Ideally you will have a firm idea of how much you can afford to invest, as this will frame the types and value of businesses you consider. Some of our buyers are seeking vendor finance – and whilst this is occasionally available, more often than not, it isn't. Note that vendor finance is different from a negotiated “earn out” that may depend on retaining certain clients; or achieving a certain level of GP etc. If you have no idea what you can borrow – or commit to a purchase, it makes both our jobs very difficult – so please engage early with your bank or mortgage/finance broker.

Meeting the Vendor/Site Visit

Tabak are happy to arrange for site visits and vendor meetings, but it is best for all parties if these are arranged once you have completed a reasonable level of investigation into, and consideration of the opportunity – unless of course you are keen to move quickly as you firmly believe you have found the right opportunity.

Multi Offer

Probably fewer than 10% of our sales are made under a multi-offer scenario, but if you do get into this process please remember to “put your best foot forward” with respect to price and sale conditions. There is no point coming back to us if you are unsuccessful asking to rebid, as the vendor will already have made their buyer selection and moved on. We don't enjoy disappointing our buyers, and multi offers are one area that this can occur – please be assured we are independent and neutral, but ultimately, we have a fiduciary obligation to our vendor and must be guided by this.

Due Diligence

Historically Tabak have lost very few sales in DD, except perhaps in times of global difficulty where funding is not guaranteed, or prone to the rules changing frequently. We see due diligence as a time when a buyer can confirm what they have been advised about the business – NOT as a time to decide if in fact they are interested in that industry/business – these considerations should take place prior to an offer being made.

Pre-Settlement

Tabak have limited involvement during the settlement & takeover process, but we are available to ask questions or raise concerns (if any arise), albeit at this stage of the process you will/should be in the capable hands of your accounting, finance & legal advisors.

We have a comprehensive “Guide to Buying a Business” so please contact your local Tabak office if you would like a copy.

As always Tabak believes you will find some very attractively valued businesses within this Listing Summary, and we welcome your enquiry.

Kind Regards



Damien Fahey - Bcom; MBA
Partner - Tabak Business Sales



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Business opportunities in the Auckland region

Transport Services - \$6,450,000 (plus GST if any)

Reference # L001463

Net Surplus: \$2,100,000 (EBITDA FY23)

SOLD

Compliance – Non-Cyclical Revenues; Auckland

This is a fantastic opportunity to purchase a market leading transport service business in Auckland. It has 40 plus years of history, a very strong brand, great reputation, strong customer base and excellent financial performance.

It is a relatively easy business to run with the bulk of its services provided to insurance companies and NZ Police.

The fleet of vehicles is in top condition and no additional capital expenditure is expected to maintain current levels of income. The business is managed by the Operations Manager on a day-to-day basis with limited involvement from the current owner. The size and scale of this business provide it with a competitive advantage in the industry as other competitors are too small to service the larger customers.

This business will suit someone who is looking for a solid business with a great financial track record that is a leader in its industry and requires minimal input from the owner to continue its exceptional performance.

The business is a preferred supplier to insurance companies and NZ Police. This results in very secure cash flows with minimal debtor challenges.

The business has a history of solid financial performance, with adjusted EBITDA figures of \$1,228,709, \$1,335,159, and \$2,105,982 respectively from FY21 to FY23. The average EBITDA over this period is ~\$1,500,000. We believe that this can be maintained, and growth is also possible through the introduction of additional services and pricing.

Included in the purchase price are assets with a book value of just over \$1,800,000. The market value/replacement value of these assets is considerably higher as they are purpose built for the industry. The estimated replacement cost is ~\$4,279,500.

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 Wholesale Distribution - \$14,450,000

Reference # L001359

Net Surplus \$3,080,696 projected y/e 31 March 2024 EBIT

B2B sales, highly profitable, in business for over 25 years

This business has built up an excellent reputation within a niche industry sector over the last 25+ years. The range of products, supply arrangements, customer base and staff technical knowledge have all contributed to a very strong market position, and significant profitability. The business model is fundamentally simple.

Business strengths

- In operation for over 25 years
- Highly profitable
- Niche product category
- Fundamentally simple import and distribution business model
- Exclusive supply arrangements with overseas manufacturers
- Business to business customer base
- Strong market share – but with scope for further growth
- Turnover has grown in each of the last seven financial years
- Consistent (and growing) gross profit margin percentages
- Not heavily reliant on any one customer; largest in 2022/23 made up 8% of turnover
- Broad range of local and overseas suppliers, so not heavily dependent on any one supplier
- Size, product range and staff technical knowledge all create barriers to entry for new competitors
- Run from a single location
- Requires minimal fixed asset investment
- Monday to Friday operation
- Only around 10 staff to manage

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

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

Please note that the client will need to approve all interested parties before any information is released.

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Property Management Portfolio – Expressions of Interest

Reference # L001491

South Auckland

Business Highlights

- Consistent Month-on-Month Growth
- Strong and Positive Relationships with Customers and Clients
- Profitable with Significant Potential for Further Expansion
- Excellent Secondary Revenue

This Property Management portfolio (being at 73 properties) presents a unique opportunity for acquisition. While it appeals to existing businesses within the industry due to the ease of integration and potential for outstanding profits, it also provides an excellent entry point for newcomers seeking a robust foundation in an industry with substantial asset growth and low risk.

The portfolio's strong foundation of clients provided a significant advantage, allowing it to rapidly attain a favourable scale and avoiding the usual cash-burn experienced by start-ups. This successful approach has resulted in the business achieving financial stability, making it more than capable of supporting a working proprietor. With a proven track record of profitability and growth, the business presents an attractive opportunity for prospective owners looking for a stable and thriving venture in the property management industry.

The founders of the business are currently committed to other property-related activities. Originally established as an auxiliary service to their core business, the property management venture has flourished into a fully-fledged, standalone service. With remarkable growth exceeding its initial objectives, it has now outgrown its current ownership.

The current Proprietors are eager to extend their support throughout the transition process, ensuring a seamless change of ownership while also fostering enduring relationships with clients. Their commitment to aiding and guidance will facilitate a smooth handover and instil confidence in the new owners as they take over the business. This ongoing support underscores the proprietors' dedication to the success and growth of the enterprise even beyond the point of sale.

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

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Business opportunities in the Hamilton/Waikato regions

Manufacturing Business - \$2,000,000 to \$4,000,000

Reference # L001220

Joint Venture Opportunity - The most significant alternative to glazing in 5000 years

An opportunity to own a licence to manufacture and distribute NuCleer products within New Zealand. NuCleer is a product which has been developed in New Zealand over many years to offer an alternative to glass.

It is stronger and lighter than glass, whilst also having superior clarity, thermal and acoustic properties compared to glass. It has the added benefit that it can be cut to any shape and drilled on site using standard tradesman's tools.

Highlights

- 10-year licence with right of renewal
- Multiple use for product creating a huge opportunity
- Simplified manufacture process
- Small team required to produce exceptional results
- Ability to make an exceptional return on investment

Ideally a person who has a manufacturing background who can put together an exceptional team to drive sales of this exciting new product.

As this is a start-up business, the new owner will need to have the ability to cash-flow the business for a period of time prior to it becoming profitable.

Financial information will be provided once a non- disclosure document is completed however, once up and running this opportunity should provide an exceptional return on investment.

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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Specialist Manufacture - \$1,650,000

Reference # L001378

Net Surplus \$590,472 EBIT

SOLD

Commercial & Industrial Application

The Business manufactures a product developed in New Zealand in the 1990's and was initially supplied to a variety of applicators throughout the country. The properties and performance of the product became known which extended its use into large commercial and industrial businesses across various industries. The business now enjoys a strong and growing reputation as a supplier and applicator of their excellent product in selected industries in New Zealand and Australia due to its cost effectiveness and durability.

Based in Hamilton in ideal premises, the working owner is backed by a small staff and contractors who manufactures and apply the product.

Main Strengths of Business

- Exclusive product developed
- Established business with suppliers and customers
- Servicing a niche market
- Well-known brand
- Outstanding reputation
- Strong systems in place
- Opportunities for continued growth

The business operates out of premises on the southern side of Hamilton where it manufactures the product and has ideal storage for its plant and equipment. It operates good systems and has performed solidly over the years and has substantial growth opportunities in the pipeline.

The business manufactures and applies its own specialist product and works with a range of customers both in New Zealand and Australia. The 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.

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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.

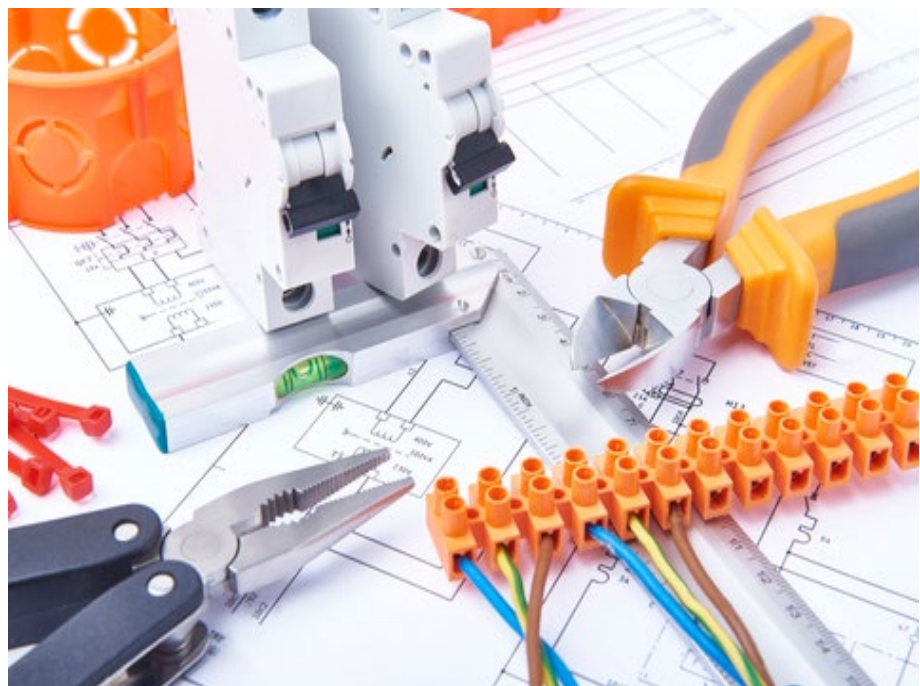
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Specialist Food Import - \$325,000 (Plus Stock of \$300k)

Reference # L001373

Net Surplus \$189,429 EBPITD

National Distribution; 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
- Could be relocated
- 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.

Good general management skills, and the ability to deliver excellent customer service are the essentials. Alternatively, this business could make a great strategic bolt-on for an existing food wholesaler wanting to expand and corner this particular niche market.

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

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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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Fashion Retail - \$355,000

Reference # L001437

FME Surplus: \$ 155,682 - Average 4 years EBPITD

Highlights

- > Well known business operating for over 50years.
- > Outstanding reputation
- > Strong systems in place
- > Opportunities for continued growth
- > Good lease
- > Experience staff

A consistently profitable business, selling fashion brands in Hamilton. This business has great staff with some being with the business for more than 10 years.

This business is ideally positioned for a new owner to introduce it to digital marketing, Website, Facebook and possible shoplifty could help take this great little business to the next level.

With keeping up with the latest fashion this business has several well-known brands and has a very strong repeat client base. Average stock holding is around \$185,000 going a little higher around Christmas.

A purchaser who enjoys fashion and would like the challenge of taking this business to the next level.

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

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Service Industry - \$335,000

Reference # L001471

Net Surplus \$137,347 EBPITD

An easy to understand business, Cambridge Based

Business Highlights

- Easy to understand business
- Established business with suppliers and customers
- Servicing a niche market
- Large growing customer base
- Strong systems in place
- Loyal experienced staff
- Opportunities for continued growth

This business was restructured in the last year and this has resulted in exceptional growth and profitability. With new clients coming on board weekly and with long term contracts in place, the turnover and profit is forecast to grow by at least 50% in the coming year. The business enjoys over 30 regular repeat clients.

The Owners manage the day to day running of the business and fill in where required to ensure all clients receive the highest level of service possible. This is what the business is based on. The Owners are backed by 12 staff who are all committed and loyal to the business and what it stands for.

This business would suit a person or husband and wife team with a passion for delivering good service and the ability to organise a team of staff. A focus on customer needs is paramount and will ensure this business will stand out from the rest.

The current owners are looking to divest their time and energies from this business to allow them to focus on other business commitments but will still be contactable to provide assistance and advice. This will allow new owners to drive the business forward with the knowledge that the current owners are available for support after a handover period.

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

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Business opportunities in the Tauranga/Bay of Plenty regions

Manufacturing and Installation - \$POA

Reference #L001329

SOLD

Tauranga

This longstanding profitable manufacturing business is the perfect opportunity for an experienced project manager or purchaser with sound management skills. This business custom designs, manufactures and installs an essential interior building related product for a wide range of customers. The business has been built on a reputation for quality products and has extensive experience working alongside the construction industry.

The consistent growth in turnover and profit is based around a simple philosophy of being a market leader in their field and providing excellence in quality and service. Their team is very experienced in their respective fields and contribute to a great working environment within this successful business.

Critical success factors

- A trusted supplier of quality products for over 27 years
- Turnover exceeding \$3.6M
- B2B customers
- Solid relationships with a broad customer base
- Potential to expand business in the Waikato and other areas of New Zealand
- Exceptional reputation for quality and service
- Skilled and experienced staff in place

This business will be attractive to a wide of range of purchasers. It will suit a person with good organisational and management skills with an ability to maintain the great relationships with staff, suppliers and clients that the current owners have established. The current owner is ready for a change in direction and has identified an opportunity he would like to pursue. This provides an opportunity for the new owner to take this already established business to the next level with renewed vigour and enthusiasm. The vendor will provide an extended period of assistance if required to ensure a smooth transition.

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High End Outdoor Furniture – \$900,000 (plus Stock approximately \$1,200,000)

Reference # L001392

Time to take advantage of the strong summer selling period!

This business imports and retails modern designs of outdoor furniture from quality European and Asian suppliers. It was started in 2012 and now has 4 warehouse/showrooms located in Auckland, Hamilton, Tauranga and Christchurch. Sales are largely driven by an online and social media presence steering customers to the local showrooms where they can view, touch, feel and purchase. The owner is open to discussing a partnership arrangement.

Highlights

- > Specialists in Outdoor Furniture
- > Quality product
- > Strong branding
- > Multiple regional locations - Auckland, Hamilton, Tauranga and Christchurch
- > Effective online presence
- > Sales staff in place providing a high level of service – mixture of fulltime and part time
- > Wide distribution network
- > Recent upgraded premises and modified systems
- > Vendor will provide an extended handover period to ensure a smooth transition
- > 70% of sales are completed in October – March period

This business is involved in design, marketing, sales and operations so would provide an opportunity for a purchaser from any of the above backgrounds or could be an ideal acquisition for an industry player looking to expand nationwide. Ideally the purchaser will be located in one of the main centres where the stores are located. Serious purchasers are invited to complete the confidentiality agreement to receive an Information Memorandum on this opportunity. The owners are serious about selling and all offers will be considered.

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

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Highly Profitable Award-Winning Restaurant - \$1,450,000

Reference # L001425

Net Surplus \$551,001 March 2023 EBPITD

Summer's Coming – Now's the time to act; Strong Pre-Xmas Bookings; Tauranga

This is an opportunity to purchase one of Tauranga's top performing upmarket restaurants that is well known for its exquisite food and for providing the finest dining experience. This award-winning restaurant provides both indoor and outside dining and successfully caters for all clients, from intimate dinners to shared seating for larger groups. It is situated in a prime location and offers its clients one of the best views of Tauranga harbour. On the market for the first time in many years this restaurant offers a purchaser an opportunity to continue with the current opening hours or increase to maximise financial rewards. For many businesses there have been challenges over the past three years, but for this business its performance has been excellent and resulted in impressive financial results.

Key Points

- Average earnings over the last 3 years in excess of \$500,000
- 5 day per week operation
- Established profitable restaurant
- Revenue in excess of \$2M per annum
- Reputation for quality dining experience and service
- Modern fit out and décor
- Loyal local client base
- Online reservation system
- Charge back facility to local accommodation providers
- Potential to increase opening hours
- **Owners are not chef's**

Purchaser

The current owners of this restaurant are not chefs so a purchaser with management and/or administration skills would be suitable for this business. Hospitality is an exciting industry and this restaurant is one of the best.

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

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Roofing Supply & Installation - \$1,100,000

Reference # L001351

Net Surplus \$444,032 2023FY 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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Commercial & Residential Renovations - \$850,000

Reference # L001317

Net Surplus \$306,485 EBPITD (Weighted average of three years to 31 March 2023)

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.

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. \$280,000

Reference # L001209

Net Surplus \$366,461 (Y/E June 2022) EBPITD

Extended handover period available; Tauranga Based

Established over 16 years ago, this highly profitable franchise of an international market leader is looking for a new owner. Servicing sunny 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 you need 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 is likely to suit someone who is mechanically minded and looking to step into business ownership. The business is currently run by two owners, and this could be a fantastic opportunity for another team to take over, share the work-load according to their individual strengths and reap the rewards going forward.

The current owners are committed to the continued success of the business and are prepared to provide an extended handover period of up to 12 months employment to the new owner or owners.

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 who meets all requirements.

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

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Niche Manufacturing - Building Industry - \$140,000 plus stock \$250,000

Reference # L001135

Net Surplus \$142,400 (Financial year ended 31 March 2023) EBPITD

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 works approximately 4 days a week and is not "on the tools", attending 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: Operations Manager in place

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.

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

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Profitable Online Manufacturing Business - \$520,000

Reference # L001462

Net Surplus: \$240,891 (March 2023 EBPITD)

SOLD

Bay of Plenty

This easily operated and lucrative business specializes in the manufacture of high quality products to tradesmen throughout New Zealand. The products are manufactured in house using CNC Machines, flat packed and delivered to customers via couriers. With a solid track record since its establishment in 2017, this business has garnered a reputation for quality and efficiency and presents a thriving manufacturing and online sales business.

Key Features

- Streamlined Operations: This business operates with ease, making it an excellent investment opportunity. Orders are received online or via telephone, ensuring a smooth and convenient process for customers.
- Debt-Free Revenue: Enjoy the benefits of upfront payment as the business has no outstanding debtors. Say goodbye to chasing payments and focus on growing your profits.
- Efficient Delivery: With a delivery time of 16-18 working days, customers can rely on prompt service, contributing to high customer satisfaction.
- Minimal Overhead: A small manufacturing facility is all that's needed to manage operations, eliminating the need for a showroom and reducing costs.
- Scalable Potential: With hundreds of CAD drawings and machine codes available for all types of tradesmen's fit-outs, there is ample opportunity to expand the product range and increase turnover.
- Flexible Location: Being an online business could be easily relocated, allowing you to explore new markets or integrate it into your existing enterprise.
- Hands-On Support: The current owner is willing to provide a generous handover period, ensuring a smooth transition for the new owner.

This business is a perfect fit for someone with strong sales and administrative skills. No specialized knowledge is required, making it an attractive opportunity for a wide range of entrepreneurs looking for a straightforward and profitable venture.

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Erosion Control – Environmentally Focused - \$470,000

Reference # L001485

Net Surplus: \$183,161 for year ended March 2023 EBPITD

SOLD

Business Operates 100 Days A Year; Bay of Plenty

This business is involved in the hydro seeding and erosion control industry and provides a wide range of ecologically responsible and technically advanced environmental services for a wide range of commercial and residential customers. They are a market leader in the Bay of Plenty area and have strong relationships within the Construction/Environmental industry, forestry and local authorities.

The business only operates around 100 days per year due to the owner having other business interests. Currently the business operates with the owner and two part time assistants on an “as and when” required basis.

The business, which has been operating since 1999, is currently located in the greater Tauranga region, but also operates in the Rotorua and wider Bay of Plenty area.

The Plant and Equipment list consists of specialist machinery and includes two truck units which will allow the business to expand without the necessity for an immediate capital injection for plant.

The new owner would require organisational and management skills and enjoy working outdoors.

The business is well systemised with an extensive operation manual (available for viewing). This manual covers everything including procedural checklists, Health and Safety and business development. This extensive manual will enable a new owner to quickly become familiar with the business operation and ensure a smooth transition.

The current owner has owned the business since 2016. He has other business interests which are taking more of his time and he is also looking forward to early semi-retirement.

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

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Wholesale Parts and Distribution - \$150,000 plus stock approx. \$300K

Reference # L001461

Net Surplus \$130,275 March 2023 EBPITD

UNDER CONTRACT

Motorcycle Industry – Relocatable

This business imports motorcycle lubricants, service & repair parts, and accessories for wholesale to motorcycle shops throughout New Zealand. It has been operating since the 1970's and has built up a large customer base mainly in the North Island. It is currently operated from a provincial town but can be relocated to anywhere in New Zealand.

The operation of the business is straight forward

- Order products from overseas
- Unpack in to warehouse
- Receive order via website or telephone
- Pack and courier
- Invoice customer

Key Points

- Simple business to operate
- No Staff – owner operated
- Can be relocated to anywhere in NZ
- Could be an ideal add on to an existing business
- Long standing relationships with customers and suppliers

This business will be of interest to a wide range of purchasers as no specific skills are required. An interest in motorbikes/ATV or off-road vehicles could be an advantage but not necessary. Alternatively, this could be an ideal add on for an existing business in associated industries.

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

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Supply and Service Industry - \$315,000

Reference # L001487

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

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.

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Business opportunities in the Wellington region

Facilities Maintenance - \$3,700,000

Reference # L001435

Net Surplus \$1,200,000 EBPITD

SOLD

Repeat Predictable Workflow; Blue Chip Customers

This well-known Wellington brand has been providing their specialist services since the 1980's. They attend specialist, necessary, repeat services to MAJOR property investment companies, facilities management companies and cleaning companies.

Business highlights include

- Long established reputable history
- Stable consistent financial performance
- Blue chip customer base
- Specialist industry capabilities
- Repeat scheduled predictable workflow

The owners are not on the tools. They largely attend to general business management, quotes and customer interaction. Total staff is circa 20 including management and office.

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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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Facilities Maintenance - \$3,100,000

Reference # L001486

Net Surplus \$1,300,000 EBPITD

Blue Chip Customers; Wellington

This well-known Wellington brand has been providing their specialist services for 20 years. They attend specialist, necessary and repeat services to MAJOR property investment and facilities management companies.

Business highlights include

- Major blue chip customer base
- Necessary specialist maintenance and repair capabilities
- Repeat scheduled predictable work flow

The owners are not on the tools. They largely attend to general business management, quotes and customer interaction. Total staff is circa 30 including the management team and office.

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 \$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 \$700k
- > Serious customers. EG Summerset Villages, Naylor Love
- > \$2.7m turnover FY23, 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; Premium Brand 35+ Years - \$900,000

Reference # L001509

Net Surplus \$360,000 YE March 2023 EBPITD

Commercial & Residential

- Premium brand recognition – 35 year history
- Owner willing to stay on to support transition
- Substantial level of forward bookings
- Envious customer list
- 10+ staff

This is Wellington's PREMIER MANUFACTURER of quality mid to high end furniture. Their workshop offers a comprehensive, custom made to order service for businesses, households, corporate, film industry, hospitality and government clients.

The business has built an ENVIABLE long-term reputation for being a total furniture, upholstery and design house.

Their brand is highly recognised, highly regarded and represents lasting quality. They work closely with designers and architects with their commercial project specification.

A team of specialist staff with long service history are employed in their local factory. This ensures a high level of QUALITY and accountability remains in-house.

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

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City Timber - \$850,000

Reference # L001479

Net Surplus \$360,000 YE March 2023 EBPITD

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

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

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Import B2B Distribution - \$850,000 plus Stock

Reference # L001393

Net Surplus \$400,000 YE March 2023 EBPITD
 \$440,000 YE March 2022 EBPITD
 \$340,000 YE March 2021 EBPITD

500+ Customers Nationwide; Indent Ordering

- Premium international brands represented
- Long established reputable history since the mid 1980's
- 500+ active customer accounts
- Locally produced company branded product range
- Indent ordering provides predictable forward workflow
- Commission reps

The business supplies a wide range of international products into 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 account managers who look after the various regions around New Zealand.

There is a combination of warehouse + indent stock. Levels fluctuate between \$275-\$400k depending on time of the year. Owners are retiring. Turnover is circa \$2,600,000.

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

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Drycleaning - \$625,000

Reference # L001457

Net Surplus \$290,000 FY2023 EBPITD

UNDER CONTRACT

Commercial and Retail; Wellington

For 30+ years this outstanding stand-alone business has been servicing a loyal Wellington | Lower Hutt customer base. Their offering is simple and well supported.

The business opens 6 days a week for walk-in customers. They offer a pick-up and delivery service for commercial customers. There is an online ordering platform.

Key Highlights

- Simple business to understand
- Constant demand for service offerings
- Outstanding net surplus margin @ 42%

A new owner with a commercial sales focus will do very well!

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

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Manufacturing FMCG - \$250,000

Reference # L001506

Net Surplus: \$182,000 YE March 2023 [before TWO working owners]

Kapiti Coast

This business manufactures a long shelf-life range within their product category.

They supply nationwide to individual supermarkets, gift baskets and hamper suppliers, wholesalers, pharmacies, an orchard and many more. They also sell products via their online shop direct to consumers.

- > Constant demand for product
- > Purpose-built manufacturing facility
- > 15+ year successful trading history
- > Extensive product range and recipes

All the hard work is done. Brand and product acceptance is high. Bring your sales skills and continue growing the customer base. Turnover is circa \$700,000. The two working owners are retiring.

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

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Business opportunities Christchurch/South Island regions

Manufacturer - \$2,995,000

Reference # L001482

Net Surplus \$1.1M EBPITD
 \$900k EBIT

Joinery; Quality Product; Qualified Staff

This is an opportunity to take over an established profitable and proven business, with an extremely credible history and a reputation for bespoke excellence in both product and installation. The business services Christchurch customers, and also specific markets and clients in the Central Otago region. With a good mix of new builds and renovations, the business delivers a core workload of kitchens and cabinetry along with bathrooms, wardrobes etc.

Annual sales are around \$6m + GST per annum, and the business has \$2.8m of confirmed forward work and continuing enquiries through very strong relationships with clients, builders, developers and designers & architects. The owner has not been "on the tools" for many years.

Key Attributes

- Multiple award-winning Master Joinery 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
- Run their own installation team and trusted contractors
- Excellent P&E, systems and operational software
- Clearly identified opportunities for growth
- Located in Christchurch, but sells SI-wide

Our vendor is looking to slow down and enjoy some "own time" in retirement, albeit all support will be provided for a new owner. Transition will be considerably eased by the 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. Some experience within a design, measure & quote environment and/or a manufacturing background would also be useful.

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

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Import & Direct Sales - \$1,550,000 including \$600k of stock

Reference # L001488

Net Surplus \$483,253 in 2023FY EBPITD

Exclusive Brands; Nationwide Sales; Christchurch Base

This business has a 25+ year history of selling products, accessories & consumables, plus service and monitoring work that provides an excellent ROI. The business imports and sells its own-branded products, and operates from a showroom in Christchurch, albeit sales are made nationwide. The products are a mix of home improvement/lifestyle purchases, relevant accessories and consumables and after-market service & monitoring revenue which is growing. With EBPITD returns consistently in the mid 20%'s of sales, this business has never failed to perform, through the GFC, EQ's and Covid!

Summary of Strengths

- > Extremely consistent and profitable
- > Good value of stock (600k)
- > Relatively modest overheads
- > Consistent margins (50%+)
- > Multi-client; multi-market
- > Good lease in established location
- > Exclusive and "own" brands
- > Reliable & valued suppliers
- > Wide variety of clients with excellent "after-market" sales & service offerings
- > Very limited risk

The buyer is likely to work on and in the business, supporting a small staff that look after the showroom and provide customer service. The current owner works "behind the scenes", and indications are that all staff would happily remain and work for the new owner. This business has provided far better returns than "money in the bank" for many years now, and is worth a close look for any buyers who have access to the appropriate funding.

A buyer with a sound understanding of digital marketing and social media would absolutely excel, given the established client base of several thousand, who can be leveraged for product upgrades and/or regular servicing & consumable sales.

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

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Events Planning - POA

Reference # L001494

Net Surplus \$322,732 2023FY EBPITD
\$570,931 2024FY Forecasted EBPITD

Outstanding Reputation; Highly Profitable; Exceptional Staff

The Business

Turning over just shy of \$3m (excl GST) in the 2023FY, this 11 year old business has established itself as the premium wedding and events planners, with a mix of local and international clients. Having exclusive arrangements with some of the finest venues across New Zealand, it is not difficult to see why they are already receiving bookings for 2025. The owner provides general oversight, with the Senior Planner and Senior Stylist dealing directly with the clients from initial point of contact to the big day. The testimonials on their website are a testament to the exceptional service they provide.

Highlights

- One of NZ's best
- Based in Central Otago
- High end clientele
- No premises required
- Strong following across Social Media
- Amazing testimonials
- Substantial bookings locked in for this season and beyond
- Experienced team of planners and stylists

Opportunity

This business has recovered strongly post Covid, with last season being their full first season since the pandemic. Enquiries continue to grow, and the future is looking very positive with bookings already in place for 2025.

Buyer Attributes

This would be an ideal purchase for someone with an interest in the events industry. No prior experience is necessary, and the Vendor is available for an extended handover to ensure a smooth transition.

This is an exceptional opportunity with a very strong and profitable future ahead!

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

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Import, Manufacture, Sales - \$845,000 plus SAV

Reference # L001515

Net surplus \$466,843 FY2023 EBPITD
 \$597,536 FY2024 Forecasted EBPITD

Multiple Revenue Streams; Long Standing; Highly Profitable

Turning over \$3.4m (excl. GST) in the 2023FY, this 30 year old business supplies various products to the food industry, both in NZ and overseas. Some product lines are imported and sold, and other products are manufactured in their Christchurch based premises and sold.

Highlights

- > High barriers to entry
- > Year on year growth
- > Large client list
- > Great location and lease
- > Massive opportunities for growth
- > Genuine reason for sale
- > Small and experienced team of staff
- > High quality machinery

This business has a long track record of success, with Covid having had little impact. There are numerous options for a new and enthusiastic owner to increase the product mix and also target new clients. Solid supplier relationships are in place in several countries throughout the world.

No prior experience is necessary, with a factory manager overseeing production. This opportunity would ideally be suited to an owner/operator who is prepared to work both in and on the business. Implementing a growth and sales strategy would certainly see this business reach new heights.

Stock at cost is currently \$740k, with an additional \$100k on the way as the business ramps up for the busy season.

This is an exceptional opportunity with a very strong and profitable future ahead!

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

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Sales & Installation - \$795,000

Reference # L001450

Net Surplus \$339,081 EBPITD 2023FY
 \$350,000+ EBPITD 2024FY estimate

Niche Market; Essential Product; Proven History; Christchurch

This business currently services a niche market in the mid-range and above new home build or renovation market. This business model has been proven over many years and this is the second time Tabak have had the pleasure of bringing it to the market in the last 18 years. Reason for sale is quite simply – retirement!

Key business attributes include:

- Clients are primarily residential builders (and their customers)
- The business is likely to achieve \$2.0m + GST sales this financial year
- April - September sales are well ahead of last year, with increased gross margins
- Owner only works 25-30 hours per week supporting his very capable operations team
- Market leading position within its niche
- Low staff turnover
- Modest overheads
- Very profitable for many years
- Strong forward orders and “blue chip” client list
- Sale price includes \$242k of stock & plant

The current owner performs a variety of admin & support functions to assist his team, and they are held responsible for their own areas. Critical roles include that of the Ops Manager who has been with the business 16 years; a Project/Sales Manager (8 years +) and several experienced installers. No fabrication or processing is required with the product ordered to measure, from a locally-based reputable supplier.

This is primarily a sales business; albeit it would help if the new owner appreciated new homes; enjoyed reading plans and/or is comfortable in a measure & quote environment. The bespoke software inherent within the business is also a critical contributor to the business success and is a hugely valuable asset of the business.

It ain't broke – no need to fix it!!!

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

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Tourism Services - \$695,000

Reference # L001389

Net Surplus \$347,243 2023FY Result EBPITD

SOLD

11 seasons strong, tourism is booming

This business is known for being a 'one stop shop' for anything hiking related. They remove any and all of the hassle related to (unguided) hiking some of the Great Walks of the South Island. Thanks to NZ Tourists they remained profitable throughout the border closures. International tourism is now back in full swing meaning a great future lies ahead for this business.

Business Highlights

- > Proven and profitable
- > Recession and pandemic proof
- > Strong cash flow business
- > Can be run from a home office
- > Includes relevant DOC Concessions
- > Excellent website with booking system in place
- > Sound and growing Agency relationships
- > 4.9/5 Google and Facebook reviews
- > Opportunity to expand service offerings and grow Nationwide

The Buyer would ideally be located in the lower half of the South Island, although this business could be run from anywhere, provided good relationships were in place with contractors and businesses in and around Queenstown-Lakes District. The new owner's role will be full time throughout the year, either booking huts ahead of the hiking season, or booking transport/vehicle relocations and packaging up gear and food during the season. Good customer service and logistics skills are essential. The Vendor is happy to provide a solid handover, including introductions to any key relationships.

With next seasons booking opening soon, now is the perfect time to take it on and reap the rewards of this well-established tourism business.

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Health Services - \$495,000

Reference # L001469

Net Surplus \$239,574 EBPITD

SOLD

Loyal Clients; B2B; Best of Breed

This business provides essential health & wellness services to organisations & employers throughout Christchurch, and to some degree nationally. Key attributes of this wonderfully consistent and profitable business include:

- Sales circa \$1.0m to \$1.1m + GST and growing
- Earnings history consistently in the region of \$230-250k EBPITD; YTD trading ahead of last FY
- Wide variety of clients & industries serviced
- Services provided are required by law
- Exceptional systems, SOP's and report templates
- Qualified and committed staff
- Leased premises on the city fringe & low overheads ensuring virtually every month is profitable
- Vendor committed to a comprehensive & successful transition to new ownership
- This is truly a "best of breed" business within its specific market

The buyer (individual or trade buyer) is likely to have had some experience within the health & safety sector, and also be able to:

- Manage & support qualified staff
- Liaise with clients and develop new business
- Complete reports using the templates provided
- Maintain the excellent systems & structures in place

The vendor is happy to remain employed or contracted to a new owner to ensure an effective transition and retention of clients.

This is a wonderfully consistent business, with a great reputation and team, that can easily be grown even more from its very secure foundations!

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Electrician - \$465,000

Reference # L001419

Net Surplus \$250,000 + EBPITD (Projected)

Residential & Commercial; South Canty/Mackenzie District; Makes over \$5k profit + pw; Lifestyle Plus!! L&B Optional

The business is currently operated by a husband & wife, with several qualified tradespeople and an admin person on staff. Annual sales range from \$1.1m to \$1.4m + GST with 15-20% falling to the bottom line as “owner income”, and the business enjoys the support of the wider local community. 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

- Earnings history consistently in the region of \$200-250k EBPITD; YTD profit suggests \$250k+ EBPITD this FY
- Stock of \$75k and P&E of \$100k included in the purchase price
- Showroom & workshop on the main street of a regional town
- 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

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 is within the South Canterbury & MacKenzie Districts and the lifestyle 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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Project Management - \$475,000

Reference # L001490

Net Surplus \$238,483 EBPITD

Concrete & Construction

This business subcontracts to commercial & residential builders, developers and building/property owners. The business model is very simple, with the owner essentially project managing all clients, and utilising contractors who are on site and “on the tools” delivering the promised outcomes.

Key Attributes

- \$7m+ pipeline of formal quotes and 2-3 months confirmed forward work
- One working owner and one staff member run the business
- The current owner works circa 25-30 hours per week
- Excellent systems & clever use of technology to enable the remote management of the business
- Home office ensures low overheads
- Consistent profits to a working owner of circa \$230-250k annually
- Excellent contractor relationships

This business will suit a competent & capable Project Manager, particularly if they have had exposure to or an understanding of the construction sector. The ability to quote from plans and comfort within a “measure & quote” environment is key, whilst QS experience would be a bonus – but is certainly not essential.

This business offers an ideal opportunity for a salaried or waged employee to enter the realm of business ownership and enjoy the significant benefits (both time and financial rewards) arising.

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

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Kaikoura Shuttles - \$350,000 including vehicles

Reference # L001464

Net Surplus \$152,000 EBPITD

Buses; Minivans; Cars

The Business

Based in Kaikoura, this business provides

- Local shuttle services
- Charters for private functions
- Corporate / private transfers
- 2-hour Sightseeing Tours (3-hour Tours primarily for Cruise Ship passengers in Kaikoura)

The return of cruise ship visits is resulting in much improved trading after the Covid-induced border closures, lockdowns and event cancellations made for challenging trading conditions from April 2020. There are significant business development initiatives in the works, and there are seven vehicles in excellent condition including buses/coaches; vans and sedans.

The Buyer

The buyer of this business will enjoy the transportation sector and/or tourism industry and customer service excellence. Kaikoura is continuing to grow and strengthen economically, with new initiatives, attractions and accommodation adding to the visitor experience. The new owner will need to meet their TSL obligations and if they wish to drive then a P Endorsement and perhaps a Class 2 or 4 license will be required if they wish to drive buses.

Reason For Sale

Our vendor has given this business over twenty years of love and attention, but the time has now come to focus on other activities and slow down a little. **In direct contrast the business is starting to speed up**, perfect timing for a new owner. The vendors are happy to provide a solid hand over process.

This is a cracking business with a huge future, based in a thriving tourist town with a very supportive local community.

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

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Going Blue Queenstown - \$275,000 (Full value of the business)

Reference # L001453

Net Surplus \$164,000 EBPITD

Embrace the Outdoors; Experience the Thrill

Going Blue is a thriving business based in Queenstown, offering eBike and Mountain Bike Hire as well as Ski Transport services. Despite the challenges posed by the Covid-19 pandemic, the business has shown remarkable resilience and is now seeking an enthusiastic working shareholder to join the team. The primary focus of the new owner will be delivering exceptional customer service while exploring opportunities to enhance the existing systems & procedures. The vendor is open to discussions regarding the remaining shareholding.

Key Attributes

- Impressive revenue growth and projected profits
- Conservative market value of \$175k of assets included in the purchase price
- Plant includes 60+ cycles; eScooters, minivans and trailers
- Main depot located in Glenda Drive, Frankton
- Fostered a positive and vibrant team culture with three staff members and one contractor
- Established customer base primarily from NZ, Australia, and the USA
- Exciting growth prospects during the upcoming ski season and as Queenstown's post-Covid renaissance continues

Going Blue Adventures is a business that celebrates outdoor experiences and embraces the thrill of adventure. With a Trip Advisor award to its name, the company prides itself on delivering exceptional customer service, creating memorable moments for guests. As the new owner of Going Blue Adventures, you will thrive in a positive and dynamic tourism environment, where fun is a priority.

This business offers an ideal opportunity for an investor looking to enter the realm of business ownership, allowing you to actively contribute to the day-to-day operations while nurturing long term growth and investment.

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

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Marketing & Advertising - \$200,000

Reference # L001433

Net Surplus \$144,084 EBPITD

SOLD

Consistent Earnings; Established Reputation

This business publishes products for a wide variety of organisations at no charge, together with products targeting specific business sectors. Revenues are generated through advertising sales. There is a very consistent income stream, with over 100 products per year being published, with each product incorporating 15-25 advertisers. Most products are produced annually and many of them have a high percentage of repeat customers. There is plenty of potential to increase the business in both scale and scope.

A good publisher is defined by excellent systems; and this business is no exception, with its systems and processes providing competitive advantage.

The business enjoys excellent relationships with a broad customer base that has been built up over the years. These relationships are not dependent on a personal relationship with the owner and customers include local and national brands.

The owner has a complementary business that they have invested heavily in, that they now wish to focus on. This publishing business has enjoyed "cash cow" status for a number of years, but it now does need some focus and energy, as it has suffered a little from 'benign neglect'. The vendor is a motivated seller, hence the recent price alignment.

This is very much a sales business that will suit a person with strengths in business development; general management and people management – no specialist knowledge is required. Alternatively, an existing player in the market could easily bolt this business on, and enjoy impressive efficiencies, **given that gross margins are circa 400-450k net of direct costs and sales team wages.**

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Sales & Installation - \$295,000

Reference # L001447

Net Surplus \$172,437 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:

- An 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 for the current owner to take on staff and grow. This business also has relationships with some of the largest builders and developers in the region. The current owner is at a point where he either grows the business (as it is becoming too busy to manage alone) or sells it to somebody who will be able to do that.

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

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

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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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