

A large, stylized graphic of a leaf or petal in a lighter shade of blue, positioned on the left side of the page, extending from the top left towards the center.

Nationwide Opportunities Update April 2021

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Business Sales Update

Return on Investment

One of the challenges for those in the fortunate position of having a reasonable amount of cash or liquidity, is how to optimise the return on these funds.

Factors that are complicating & changing the investment environment include:

- Very low interest rates for deposits at banks
- An NZX share market that appears “frothy” with interesting dynamics at play, particularly with overseas shares e.g. Game Stop
- The recent removal of deductibility of interest costs for residential investment property
- The Brightline time period being doubled from 5 to 10 years, whereby capital gains on investment property can be taxed

Moreover we are aware of plenty of investors whose wealth is heavily geared towards property, and whilst they are asset rich they do not necessarily enjoy strong cashflow.

Returns on Business Investment

With the increase in buyer demand from returned expats and investors, it will be interesting to see what impact this has on business prices and yields. Recent sales around the country by the Tabak team are still broadly within the 3-4 x EBIT range, albeit there is increasing pressure into the 4-5 x EBIT range particularly with:

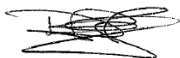
- Larger businesses
- Multi offers
- Auckland businesses
- “Hot” market segments

So purchasing a business that returns anywhere from 20-33% seems to be a sensible course of action. Whilst the immediate post lockdown period was a little sluggish, Tabak has finished the financial year strongly and we are completing plenty of appraisals that we hope will become listings and will provide a good return on investment for the buyers. In these times of increased demand and potential multi-offers it pays to stay closely in touch with your Tabak broker and also be very clear about your ability to fund a purchase and also the timing of when you can settle.

We look forward to trying to satisfy your business investment goals during the next financial year.

Best Regards

Damien Fahey - Bcom; MBA



Partner - Tabak Business Sales
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Business opportunities in the Auckland region

mnyou - Mobile payment platform - \$1,500,000 - \$2,000,000 (subject to purchase option)

Reference # 200121

Investment or outright purchase; Auckland

mnyou (www.mnyou.co.nz) is a mobile payments platform, initially targeted at hospitality to create better in venue dining experiences. Their target market is busy gastro pubs where socialising is the focus, not standing in queues waiting.

mnyou have proven the concept, demonstrated success and technical reliability and are ready to take the business to the next level.

Their system architecture was developed with flexibility in mind. Their API and product catalogue structure are able to be applied to many verticals.

The commercial model is to take a small percentage of the transaction fee. mnyou then cover the cost of processing the transaction and take a margin to run the platform and business. Through their reporting system mnyou provide customer loyalty metrics to the venues to measure their marketing efforts.

This reporting is currently provided free of charge as a value add.

Highlights

Mobile payments platform for in-venue dining

- \$1M processed transaction volume
- >18,000 users in New Zealand
- 3 apps, (mobile, front of house, back of house)
- Supported hospitality venues to create new takeaway offerings and meet level 2 & 3 trading requirements during lockdown periods

mnyou has now passed the trial period and have proved the concept through its commercialisation. Their view is that the core product could have multiple applications and revenue streams through “white labelling” and the collection and analysis of consumer data. As such, the Directors have decided to raise capital to expedite this process.

The Offer

Option 1 – Through the issue of new shares, the Directors are looking to raise \$1,500,000 for 37.5% of the company. Thus making the post money valuation \$4,000,000.

Option 2 – Outright purchase of 100% of the current shares at a cost of \$2,000,000. This may appeal to an organisation that can merge mnyou into their current structure. The Founder and CTO are willing to remain with the company if required by the purchaser.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/mnyou---mobile-payment-platform>

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Concrete Products - \$769,000

UNDER CONTRACT

Reference # 140720

Net Surplus \$292,499 (actual average 2017 to 2020) EBPITD

Custom Manufacture; Auckland

This is a great opportunity to purchase an established concrete products manufacturing business with a well-known and respected brand in its sector. The business has developed new products, size and colour combinations over an extended period of time which are custom manufactured for both commercial and residential environments. They consider themselves to be number two in their particular market and rely on quality materials and their manufacturing processes to deliver the product range.

A competent staff of six (four in the factory, one sales rep and one admin / sales) are employed over and above the owners. The focus is continuing to grow the business. Organic growth stems from the construction and renovation markets continued growth, with additional growth from the continuing development of the commercial project market. With nearly 20 years in the market, the business has built a solid reputation and barriers to entry from both local and offshore competitors.

With 5 product categories and 11 product ranges in 2020, 19% of all sales come via the website and a further 5% from showroom sales. 40% of total sales in 2020 were from existing customers with another 20% from new customers or referrals.

Coronavirus has impacted the business in the April to June 2020 period. June sales are approximately 80% of the average monthly sales but the vendor expects these to increase over the next few months.

Business strengths

- Recent addition of sales rep and marketing staff resource (Nov 2018);
- Recent acquisition of new mixer;
- Continuing interest in "all things concrete" is growing;
- Regular supply delivery dates and pricing with suppliers;
- Regular servicing and maintenance of all equipment producing product;
- Limited number of direct competitors;
- No regulatory monitoring required;
- Local suppliers for all raw materials.

The ideal owner of this business is someone who has a sales and marketing or business development background. In addition, they will want to grow the product range and services the business offers. Or perhaps their skills are more project or engineering based and are able to systemise and automate the business to suit their requirements. Or further still, they may have a building and/or construction background and are comfortable with project management and manufacturing processes.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/concrete-products---custom-manufacture>

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Import and distribution – industrial sector - \$752,954

UNDER CONTRACT

Reference #020221

Net Surplus \$268,912 projected year ended 31 March 2021 EBPITD

Simple operation, no employees, run from home; Auckland

This business imports and sells tooling into the engineering and manufacturing sectors. The business model is fundamentally simple. There are no employees or premises. The operation is run from home by a husband and wife team.

The business was founded in 2005 and the owners are now looking to retire.

Turnover is currently on track to have more than doubled in the four years to March 2021. However, the owners believe there is plenty of scope to grow the business further. This could be achieved through simple changes, including upgrading the website to allow online ordering - currently all orders are by phone/email.

Business strengths

- Fundamentally simple distribution only business model
- Niche product category, selling into the engineering and manufacturing sectors
- Consumable nature of products ensures repeat orders
- No employee or lease obligations
- Can be run from a home office
- Can be relocated anywhere within Auckland
- Monday to Friday operation
- Business to business model allows for a complete shutdown over Christmas/New Year
- Sales holding up well post-COVID
- Scope for significant further growth
- Extended handover available by negotiation if required

This business is likely to suit someone with good sales and marketing skills, and ideally a basic understanding of engineering processes and tools.

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Wrapping - \$597,000

Reference # 261119

Net Surplus \$246,820 (average actual FY19 & FY18 results) EBPITD

Commercial, Industrial, Construction, Marine & Environmental; Auckland

This is a great opportunity to purchase an established and known brand in its sector. The product and services they supply are essential to their customers' requirements and apply across several sectors including industrial, commercial, construction, marine and environmental. Customer demand is also driven by the changing Health & Safety and environmental requirements. No major new commercial or industrial buildings can be built or renovated without the use of the required product and services.

Automated business systems and processes are extensively used by the business in areas including accounting, human resources, employment and vehicle tracking and reporting, all with the benefit of assisting the owner to manage the business resources effectively. The owner operates a small team of staff and growth opportunities exist to expand this team further.

Business Strengths

- Known brand in industry
- Fundamentally simple business model
- Small team of staff to manage
- Mainly Monday to Friday operation
- Revenues from multiple business sectors
- Immigration NZ accredited employer

The ideal owner of this business is someone who has a sales and marketing or business development background. In addition, they will want to grow the product range and services the business offers and the additional growth opportunities already identified by the existing owner. Or they may be someone with financial management skills who can leverage their experience obtained outside the existing business's industry.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/wrapping>

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Business opportunities in the Hamilton/Waikato regions

Industrial, Commercial Service Provider - \$3,600,000

Reference # 190219

Net Surplus \$1,096,281 EBIT

SOLD

Waikato

This exceptional business offers electrical engineering and management expertise and provides clients with proven solutions **throughout the greater Waikato region. This business has been in operation for nearly 30 years and in that time has established a strong brand and is seen as one of the market leaders in its industry. It enjoys strong continued support from its customers who are looking for creative and innovative solutions.**

Highlights

- In business for nearly 30 years
- High end, quality services in strong demand
- Solid revenue and financial performance
- Good reputation and levels of repeat business
- Strong pipeline of forward orders
- Broad range of industrial services
- Minimal capital investment required over the next 3-4 years
- Skilled and experienced staff, including an experienced Factory Manager
- Opportunities for growth

They have contracted for a wide variety of electrical engineering projects resulting in many installations and enjoy on-going maintenance contracts for a wide range of industries and organisations.

The business also has product lines they manufacture and supply to customers nationally and overseas.

This business is ideally suited as an addition to another business or for a person/s with good general management skills and a focus on customer relationships. A background in Electrical engineering, manufacturing or service provider to industrial businesses would be a benefit but is not essential.

To find out more, Click on the link below and complete the online confidentiality agreement

<https://tabak.ongoing.co.nz/opportunity/industrial-commercial-service-provider>

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

Reference # 030320

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 on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/manufacturing-business>

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Fabrication and Manufacturing - \$1,150,000 plus stock of \$300,000

Reference # 100221

All work outsourced; Auckland based but relocatable

The Ideal purchaser for this business would be an existing fabrication engineering business. This is a niche business providing a specialist product. All manufacturing is currently outsourced meaning there is a huge opportunity for a purchaser with the right manufacturing capability.

Possible profit if manufactured in house \$595,000 EBITD

Highlights

- Growing Business
- Services in high demand
- Strong established customer base
- Repeat clients
- Can be operated with a small number of staff
- Can be operated anywhere in the upper North Island

This business has shown strong growth year on year. The current year has been affected due to projects being put on hold, however this only means the owners are expecting the next 12 months to be extremely busy.

This business is currently holding approximately **\$300,000** of stock, with a number of products ordered weekly.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/fabrication-and-manufacturing>

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Essential Services Business - \$1,250,000 including stock & plant

Reference # 210720

SOLD

Net Surplus: \$473,673 EBPITD

Plumbing; Strong Demand; Trading Well

This business has been operating for many years with annual sales currently sitting just over \$2.0m plus GST. It provides plumbing, gas fitting and drain laying services to the rural, residential, light commercial and industrial markets throughout the Southern Waikato region.

The following attributes make this an excellent business

- Benefits from the housing market boom and growing post covid renovation trend
- Long established and well known in market
- Large and diverse customer database – no key customer risk
- Only 20% of work is quoted
- Capable and settled team of staff and contractors – owner willing to contract back
- Growth trend evident in sales and profitability
- Opportunities exist to further grow the business
- Preferred supplier status with corporate and government agencies
- Various product agencies – repeat sales
- Regulatory environment supports demand
- Well maintained plant and equipment
- Good systems and procedures in place
- Stock circa \$30k; P&E circa \$268k

This business would ideally suit a person knowledgeable in the trades sector, a tradesperson looking to take the next step in business or a person who works within the plumbing trade e.g. supplier, manufacturer etc. The owner's role is predominately general and operational management.

This is a great opportunity to pick up and run a successful business that has a strong foundation of sales, profit and market awareness.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/essential-services-business>

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Specialist Supply & Installation - \$1,195,000

Reference # 190520

Net Surplus \$461,829 EBPITD

SOLD

Strict Confidentiality Applies, Hamilton

Highlights

- Easy to understand business
- Established business with suppliers and customers
- Servicing a niche market
- Excellent reputation in the industry
- Low cost of product
- Strong systems in place
- Opportunities for continued growth

This exceptional business services a broad range of clients throughout the greater Waikato. Established over 14 years ago, this business has become the market leader in its field working in an industry that is showing continued strong growth. The industry sector is not effected by outside influences or economic downturn as it provides essential services to primary industry suppliers nationally. The business enjoys strong continued support from its customers who are looking for quality and personal service.

Based in Hamilton, the business provides and installs essential equipment to a large number of customers throughout the region. The closed nature of this niche industry is not only a barrier to entry but allows the business to service a level of clients others cannot. 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 building industry, engineering or service provider to engineering/construction businesses would be a benefit but is not essential.

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Livestock Scanning Business - \$315,000

Reference # 080920

Net Surplus \$180,000 EBPITD - 2 working owners

Multiple Income Streams; King Country & Central North Island

This business provides specialised scanning and associated services to the farming industry within the King Country and Central North Island regions. The business enjoys a number of income streams and has an excellent reputation and proud history in the rural sector.

An Essential service business, this business would suit a couple, family or business partnership. The new owner would need some farming or stockmanship knowledge, and the ability to relate to the farming industry.

Highlights

- Excellent Cash-flow
- Franchise backup
- Established client base
- 2 businesses in 1
- On the job training
- Work in a different place each day
- Essential business

The Vendors are committed to a substantial handover process (including all training required) and can be available for ongoing mentoring as required.

The 2019 year showed a strong return of over \$180,000 to 2 working owners, this current year is tracking at a very similar level. The business has excellent plant and equipment in very good condition.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/livestock-scanning-business>

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Garden Maintenance - \$295,000

Reference # 260820

Net Surplus: \$138,875 EBPITD

Garden Maintenance; Waikato

A growing business with a strong market position. This business has very capable staff meaning the owner is not on the tools and can focus on running the business.

With new opportunities coming their way every day, this business is ready for the next growth phase offering a new owner a great opportunity to improve the profit of this business considerably.

Highlights

- Growing Business
- Service in high demand
- Strong established customer base
- Repeat clients
- Owner operated
- Quality plant and equipment

The current owner has grown this business based on good old fashion service, with the support of a good team. There is opportunity for a new owner to grow this business further.

The current owner has grown this business based on good old fashion service, with the support of a good team. There is opportunity for a new owner to grow this business further.

Because of the experience of staff a new owner does not need have specialist skills however having some knowledge of the industry would be an advantage. A new owner who can create strong customer relationship and get the best out of the current staff is ideally suited to this business.

The year ending 2020 showed a strong return of \$138,875 to the working owner, this current year is looking to be even better. The business has a number of quality vehicles and plant and equipment which are kept in excellent condition.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/garden-maintenance>

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Looking to own your own business and obtain a great lifestyle? - \$85,000

Reference # 090620

Looking for a change? Want to be part of an exciting new venture?

This well-known and trusted brand has launched a Handyman franchise in New Zealand and a fantastic opportunity exists to be the North Island regional Franchisor. The group has been supporting franchisees for over 25 years, with a current network of approximately 4,000 franchisees.

This business provides general handyman services to the residential and commercial market including building maintenance, bathroom repairs and renovations, carpentry, home renovations and modifications, painting, tiling, kitset assemblies and decking.

There is currently a growing opportunity for a handyman network within New Zealand and by taking on this new opportunity, you have the ability to structure this how you choose including creating and selling sought after territories and franchises.

When operating as a Franchisor, you can expect to generate revenue from new territory sales, Franchise fees, lead fees (where a franchisee pays to take new work) and eventually the resale of existing franchises.

Why is this such a great opportunity?

- You will be able gain the rights for a Handyman for the whole of the North Island for only \$85,000 (plus GST if any).
- You will be able to sell franchises. Franchises of this nature can sell for over \$40,000 (plus GST). Imagine having 20 to 30 franchisees!
- Start small or go large. The scale and scope is up to you.
- Franchise sales typically increase as unemployment increases as people look to secure their financial futures.
- Work from anywhere you choose

To find out more, click on the link below and complete the online confidentiality agreement
<https://tabak.co.nz/opportunity/looking-to-own-your-own-business-and-obtain-a-great-lifestyle>

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Business opportunities in the Tauranga/Bay of Plenty regions

Manufacturing & Packing - \$3,500,000 (includes stock of \$400k & assets of \$600k)

Reference # 131020

Net Surplus: \$779,000 (weighted average for 2020 & projected 2021) EBITDA

SOLD

Significant Barriers to Entry; Tauranga

Operating for 24 years this business is being marketed for the first time. Its location is a huge plus being within close proximity to the Port of Tauranga from where it handles containers of imported products.

The business offers a full contract manufacturing and packaging service, specialising in chemical and animal feed products. In recent years compliance regulations have added increased complexity and costs to businesses in these sectors, resulting in many opportunities for this business who hold full MPI accreditation and compliance consents.

Key Business Strengths

- Limited competition with high barriers to entry
- Full accreditation with MPI and local councils
- Long standing 20 year + customer relationships
- Premises location is second to none with a 14 year lease in place
- Experienced and competent management team
- Fully systemised manufacturing processes
- Excess production capacity to allow for growth
- Essentially a Monday – Friday operation
- Top 10 customers provide 80% of turnover
- Strong and sustainable financial performance

This opportunity is likely to suit a person with general management and/or sales skills. A background in manufacturing /engineering would be an advantage.

There is a strong management team in place to take care of the operational aspects of the business, leaving the owners to work on the business rather than in it.

The Owners are committed to providing an extended handover should that be required.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/manufacturing-packing>

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Environmental Health & Safety - P.O.A

Reference #250920

SOLD

Compliance - Government Contracts; Bay of Plenty

This is a specialist Environmental Health & Safety business which provides a range of services in the building and construction industry throughout the upper North Island. Due to Government regulations introduced in 2016, the business provides a comprehensive survey and register service which complies with international standards. The compliance of these regulations has created an essential niche industry sector which provides a consistent workflow and on-going income. The 5 year Government contracts (commencing 2020) provides a solid platform to ensure the financial sustainability for this business.

Key Strengths

- 5 year Contracts in place with two major Government Departments
- Service Agreements with other major clients
- Strong pipeline of ongoing work
- ISO Accredited
- Full Accreditation with local Councils
- Limited competition and high barriers to entry.
- Fully systemised and templated processes
- Small competent team
- Owner will provide continued long term assistance post sale to ensure a smooth transition and suitable training.

This business is likely to suit someone who comes from a general management or consultancy background. The owner's role is to supervise a small team of consultants while securing on-going projects with small to large customers and Government departments.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/environmental-health-safety>

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Civil Construction Industry - \$1,800,000

Reference # 260121

Bay of Plenty

This business has been operated by its current owners for over 20 years but its origins date way back to the 1940's. It has come a long way since its inception and has built a reputation for excellence in the Civil Construction industry. Developments to date include upgrading and acquiring additional equipment to support a wider range of civil works such as:

- Roothing construction together with surfacing and Asphaltic concrete works.
- Track building
- Plant hire

The business has continued to grow due to its flexibility and the capabilities of its people and machinery. This flexibility has allowed it to meet the continued diversified and growing demands of its clients for road surfacing in the construction industry. Growth has also occurred through increasing relationships with a wider client base by expanding on opportunities in the private and residential markets while continuing to support their existing corporate, local government and NZTA clients. The Government is supporting growth in the roading infrastructure projects which bodes well for the future of this business.

The business has a sound and robust management system in place including environmental management and health & safety. These provide a solid foundation to operate the business and a platform to evolve the business further as required

They have a track record of excellence with a strong emphasis on safety, quality and productivity in all that they do. Some of their internal infrastructure developments include gaining and maintaining the key industry leading management systems of:

- ISO9001 Quality Management
- NZTA National Pre-qualification approval Surfacing Level 2

Specialist range of plant and equipment including:

- Bitumen Sprayers
- Specially built bitumen road tankers
- Asphalt paver and roll spreader trucks
- Cyclic maintenance trucks
- Wheel loaders
- Steel & pneumatic tyred rollers
- Graders
- Rotary broom sweepers and various support vehicles

The owner is prepared to provide an extended handover period to ensure a smooth transition. This is a business that would suit a variety of purchasers who are looking for a well-established profitable business in the Civil Construction industry.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/civil-construction-industry>

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Supply and Service Industry - \$1,300,000

Reference # 231220

Net Surplus \$443,206 Projected March 2021 EBPITD

SOLD

Mainly B2B; Established, Easy to Run and Profitable

This business has been in existence for over 30 years with the current owners having operated it since 2008. During that time they have created a very stable business which has produced consistently profitable results. The business is primarily a supply company and operates in a large B2B sector where customer service is valued and marketing rewarded.

The owners have put in place an operational staffing structure that is not reliant on the day to day input of the owners. The existing sales team are mainly responding to internet generated enquiries or managing orders rather than actively managing the client database e.g.: regularly checking in with clients or identifying those that might offer more dollar spend. This creates an opportunity for a new owner to develop existing clients further, either through their own direct involvement or by adding to the sales staff.

Business Highlights

- Dominant B2B supplier within their industry in Tauranga
- Repeat Customers
- NZ Wide customer base from diverse range of sectors
- Operational staffing structure – 4 fulltime – 5 part time.
- Minimal stock holding
- Potential for new owner to grow business.

This business will be attractive to many purchasers as it is an established and profitable operation with sound staffing structure and good systems & processes. No specific skills are required by a new owner but it would suit a person or couple from a customer service or marketing background.

Contact: Paul Brljevic

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Boutique, Niche Retail - \$1,000,000 plus stock (estimated at \$400,000)

Reference # 101220

Net Surplus \$620,000 (projected YE 2021 after 8 months actuals) EBPITD

One of Tauranga's best

Little Trooper is a unique retail store established in 2016, operating out of CBD locations in both Mt Maunganui and Tauranga. The business has experienced significant growth due to the very diverse product range and its large social media and online presence.

Little Trooper offers a unique mix of babies and children's clothing, footwear and toys, as well as a range of clothing and accessories for the modern Mum. There is regional exclusivity across many of its brands thereby making it very difficult for a startup competitor.

The business enjoyed a huge increase in online sales through the Covid lockdown period and this has resulted in continued support both locally and nationally with an ever increasing customer base. The strong, proven model and diverse product mix coupled with outstanding customer service have all contributed to its continuing year on year growth. YTD sales are 38% ahead of last year.

Key Business Strengths

- Solid revenue growth and financial performance
- Unique and diverse product mix
- Exclusivity on many of their brands
- Limited competition with high barriers to entry
- Exceptional online growth
- Large social media presence
- Reliable and valued Suppliers
- Trained, experienced and reliable workforce
- Secure leases with ROR for a further 8 years

The business is an ideal opportunity for someone who has a sales and marketing or business development background. There is huge opportunity to grow the product range and strengthen further the fast growing social media and online shopping experiences.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/boutique-niche-retail>

Contact: Kevin Kerr

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Email: tauranga@tabak.co.nz

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Industrial / Commercial Services - \$1,075,000

Reference # 211020

Net Surplus: \$363,270 EBPITD

UNDER OFFER

B2B Business; Bay of Plenty Based

This is a long established business that operates New Zealand wide but predominately within the Bay of Plenty, Waikato and Auckland regions.

The business services a wide variety of commercial/industrial customers with demand for its services being driven by supplier relationships and customers regulatory and repair and maintenance needs.

The business has a management team in place and well qualified and experienced workers. The business uses proprietary systems to manage quoting, workflow and reporting.

Business Strengths

- Management structure in place
- Revenue driven by customers regulatory and health and safety needs
- High margin work
- Relatively small number of competitors
- Diverse customer base
- Long-standing supplier relationships
- Customers are classed as essential services businesses
- Predominately a Monday to Friday operation
- Plenty of scope for further growth
- Extended handover available by negotiation if required

The new owner would ideally have good general management, sales and marketing or staff management skills. The owner is available to contract back to the business on a part time basis as a supervisor or technical trainer / advisor if required.

The owners are selling as they wish to retire. By their own admission they have been holding the business back and are looking forward to handing it over to a new owner who can apply fresh energy and take it to the next level.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/industrial-commercial-services>

Contact: Sam Williamson

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Essential Trade Services - \$1,050,000 including stock and plant

Reference: 220321

Net Surplus \$504,335 (weighted average of the last 3 years) EBPITD

Tauranga Based

The business has been operating in Tauranga under family ownership for 20 years. It provides general plumbing, gas fitting and drain laying services to the domestic, residential, light commercial and industrial sectors across the wider Bay of Plenty region. A focus on customer service and quality workmanship has resulted in consistency with revenue and profits.

Key Attributes of this business are

- Large and diverse customer database – largest customer is 10% of turnover
- 20 year history with a reputation for quality
- Small but competent team with an Operations Manager in place
- Owner is willing to contract back for a period of time
- Ongoing forward work with repeat business
- Opportunities exist to further grow the business
- Essentially a Mon – Fri operation with some weekend work carried out on a roster basis

This business would ideally suit a person knowledgeable in the plumbing trade and holding the appropriate compliance certifications. Conversely it may also suit a person with general management skills who would be supported by the current owner and in time able to resource the right person with the necessary compliance qualifications.

This is a great opportunity to purchase a successful business that has a 20 year history and enviable reputation within its sector.

For additional information, or to complete a confidentiality agreement, follow this link to the listing and follow the simple instructions to find out more:

<https://tabak.co.nz/opportunity/essential-trade-services>

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Fashion Design & Distribution Opportunity - \$700,000

Reference # 110920

Net Surplus \$374,000 (Y/E June 2020) EBPITD

UNDER OFFER

Tauranga based but relocatable

The business designs and distributes its own fashion label of women's clothing and has been trading for over 15 years. The label is perceived as being of high quality, with a focus on using natural fibres and seasonal colours creating its own brand speciality. Each collection is thoughtfully designed and considered with a focus on fit, feel and function.

The business has traditionally produced a summer and winter catalogue and is currently finalising the selling of its 2020 summer offering through the online store. They design and distribute their medium to high end label through successful boutique retail stores in NZ and has over the past 3-4 years developed an online store which is fast becoming an essential part of their sales offering.

The business is made up of four components

- Design carried out by the Owners.
- Manufacture/Production is outsourced within NZ.
- 70% of sales are through boutique retail stores.
- Online sales are managed by the Owners with distribution being managed from their small holding warehouse.

The business has chosen for logistical and marketing reasons to have their label manufactured in New Zealand and this has had a positive spin in promotion and sales. However, the owners believe the label's design and aesthetic are the predominant reason for its brand loyalty and if a shift to offshore production was to take place it would not have an adverse impact on sales.

The streamlined but flexible operation of this business presents an ideal opportunity for either a design/fashion experienced couple or a fashion interested person who could employ a designer.

The business has shown consistent sales growth over the past five years resulting in a healthy bottom line profit. The Owners are agreeable to discussing a suitable handover transition and assistance package.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/fashion-design-distribution-opportunity>

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Fluid Power Solutions, Product and Services - \$670,000

Reference # 250221

Net Surplus \$240,211 (Y/E June 2020) EBPITD

Extended handover period available; Bay of Plenty

Highlights

- Part of a National Franchise – market leader
- Proven systems and processes designed to support an owner
- Well established business.
- Diverse group of customers.
- Provides an essential service to a broad range of industries.

This business has been established in the Bay of Plenty for a number of years and enjoys a high level of repeat custom from a broad customer base. It is supported by proven systems and processes as well as experienced staff and owners.

This purchaser will ideally be a person who is not afraid to get their hands dirty, is mechanically minded and applies common sense in their approach to getting the job done. The business has performed well as a result of the hard work and commitment of the current owners and they are prepared to provide an extended handover period of up to 12 months employment to the new owner.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/fluid-power-solutions-product-and-services>

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Design, Manufacture & Installation - \$665,000

Reference # 251020

Net Surplus \$226,456 EBPITD projected 2021



SOLD

Quality Specialised Product; Bay of Plenty

This long established award winning design and manufacturing business has been operating in the Mount Maunganui area for over 28 years. It supplies a broad range of 'made to order' quality products for its predominantly transport based customers. Due to its reputation for quality and service it has preferred supplier status with a number of its corporate customers and is considered a leader in its industry. The business has very experienced and well trained staff who are able to manufacture customer specific products, using top quality materials and best practice principles.

Key points of business

- Established business – started 1993
- Diverse customer base – over 1200
- Broad range of quality products – over 300
- Project management and consultancy service from design to manufacture to installation
- Effective and efficient manufacturing operation
- Certified and Council Consented custom designed products
- Small team of experienced long standing staff
- Purpose built premises with long lease
- Great location
- Opportunity to upscale through online marketing and sales

After close to 30 years of ownership the vendor has decided to move on to another project. This successful business has a strong, solid foundation of sales, profit and market awareness and will appeal to a purchaser from a sales & marketing or management/project management background who can take it to the next level.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/design-manufacture-installation>

Contact: Paul Brljevic

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Service Industry - \$650,000

Reference # 191020

Net Surplus: 336,687 EBPITD projected 2021

UNDER CONTRACT

Design, Manufacture and Installation; Tauranga

This long established National Award winning business provides a full range of services including image enhancing, production and installation. The product is computer generated and digitally printed to ensure a quality finish. The end product is installed by a small team who have extensive knowledge and experience to ensure customer satisfaction.

The diverse database of regular and strategic clients is not limited to the Tauranga area and the business is able to provide their services to customers from throughout New Zealand. The business prides itself on customer satisfaction and has qualified staff to cover all areas of the business.

Business Highlights

- Simple Business Model
- Well established Brand with Repeat business – Blue Chip clients
- Consistent Financial Performance
- Constant Demand for product - Product is everywhere you look
- Extended handover period available
- Opportunities for growth – potential

A new owner with a background in Management, Sales & Marketing or Project Managing would be an ideal person to take this business into the future and reap the rewards from the established and successful platform that has been laid over many years.

The Vendor would like to have a change in direction. He has no concrete plans for the future and would be prepared to provide an extended hand over period to ensure a smooth transition to a new owner.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/service-industry>

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Installation and Service - \$550,000

Reference # 230420

Net Surplus \$209,482 March 2020 EBPITD

Requires Management and Operational skills - Tauranga

This business has been operating since 1999 and installs and services a product for one of New Zealand's most recognised brands on a contract basis. Due to the on-going improvements in technology there is a constant need for servicing and upgrading which provides a surety of future work.

Key points

- Install & service TV Systems for residential & Commercial clients
- Staffing levels - 3 Employees and 4 Contractors
- Covers large Geographical area of Bay of Plenty
- Opportunity to broaden and expand customer base
- Contract with the leading market player who provides service to 100% of the country with the potential to capture and deliver new technology.
- Well systemised operation
- Solid Financial Performance and proven profitability.
- Secure monthly payments from the corporate supplier

The owner undertakes a management role co-ordinating the workload for the technicians and administration. Industry knowledge would be easily learnt and a generous handover period could be provided. Good people and management skills would ensure the continuation of this successful business.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/installation-service>

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Business opportunities in the Wellington region

Exceptional Contracted Services - Expressions of Interest

Reference # 310720

Net Surplus \$5,000,000 - Average EBIT over 3 years

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 on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/exceptional-contracted-services>

Contact: Brodie Wilson

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Hire – Market Leader - \$4,500,000

Reference # 110619

Substantial Asset Holdings

The business has a history dating back 70 years. They are a large scale operation with massive resources and product diversity. They engage with a number of high profile organisations making this an attractive industry space to be involved in.

The business has a number of highlights to consider

- ONE opportunity to own Wellington's dominant, premier player in their industry space
- Premises with space for a merger = bolt onto an existing similar business
- High quality, loyal, repeat customer base
- Trade sale = cost consolidation benefits
- Reasonably high barriers to entry
- Substantial asset holdings
- Owner retiring

There is an established and experienced team supported by contract labour hire as required. The working owner is retiring and happy to assist with any transition.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/hire---market-leader>

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Corporate & Commercial - \$1,375,000

Reference # 180121

Net Surplus: \$517,000 YE March 2020
 \$507,000 YE March 2019

UNDER CONTRACT

Food and Beverage; Wellington

This is a premium, well-established, well-respected operator within their industry. They have an enviable, high profile loyal customer group. The business has been servicing the Wellington region for 25+ years.

The business has a number of highlights worth considering

- Enviaible repeat customer groups
- Circa 600 client accounts during FY2020
- Supplying Wellingtons most recognisable high profile brands
- Brand represents consistent high quality product and excellent service
- Supply to critical response teams during COVID
- Premium purpose built facilities
- Genuine opportunities for growth
- Owner retiring

The business was operational and profitable under Covid-19 lockdown as an essential service. Most recently they have been trading at levels greater than the same periods in the previous year.

To find out more, click on the link below and complete the online confidentiality agreement
<https://tabak.co.nz/opportunity/corporate-and-commercial>

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Critical Repairs - Constant Consumer Demand - \$800,000

Reference # 260520

Net Surplus: \$271,000 YE March 2020

Net Surplus: \$288,000 YE March 2019

Net Surplus: \$270,000 YE March 2018

Essential Service during Covid-19 - Wellington

Consumers are attached to their devices. Demand for immediate, instant, trouble free use is expected. This business responds to and ensures consumer demand is met instantly.

The business has a number of highlights worth considering

- Established repair, sale, service shops with repeat business
- Constant demand for services
- Limited promotional activity undertaken
- Point of sale revenue stream = Great cash flow
- Growth opportunities identified
- 17,000 customer records
- 2 x locations

The business attends to a wide range of services for individuals and their technology devices. The part time working owner is supported by a team of shop and repair technician staff.

They carry a wide range of parts and accessories which ensures a prompt efficient repair service is provided to customers.

The business is operational and profitable under Covid-19 lockdown.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/critical-repairs---constant-consumer-demand>

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Measure, Quote, Install - \$650,000

Reference # 250820

Iconic Nationwide Brand; Managed Territory

The current owner runs this 35+ year iconic franchise business by remote control. The business has been fully managed with motivated managers for eleven years.

They have forward installation work of 8+ weeks, which is significant given the current economic climate. Year to date sales and profitability are well ahead of the same period last year. Deposits for scheduled work are taken up front which is great for cash flow.

The business has a number of highlights worth considering

- Iconic National brand awareness, systems and support
- Consistent financial performance
- Constant demand for services
- Continued growth opportunities
- Commercial and Residential customers
- Forward work book = Circa 8+ weeks

The business operates with six capable staff + additional independent contract installers utilised as required.

Keep the manager on and provide additional capability OR take on the manager role – you choose. You would work with the existing team to learn and understand the business, then drive the continued client demand within this territory.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/measure-quote-install>

Contact: Brodie Wilson

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Mob: 0274 579 007

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Business opportunities Christchurch/South Island regions

Bulk Haulage - Essential Service - Price on Application

Reference # 100820

Net Surplus - More details available under confidentiality

Multi-Vehicle; Excellent Reputation; Trading Well

This business continues to improve, leveraging off a six vehicle & trailer fleet focused on achieving timely haulage of bulk product around the South Island, but with a greater Canterbury focus. There are regular clients within the farming; primary sector and processing industries, and some vehicles are equipped with specialist gear to optimise revenue from these clients. Annual sales are again on track to exceed \$2m + GST.

April to September 2020 sales are up by 2.6% on the same period last year, so the business continues to track well. The business does very little advertising (not even a website!) with new work being referral and "word of mouth". Sales in recent years have been gradually increasing, with very impressive double digit returns (as a % of sales) dropping to the bottom line as owner profit.

The trucks/trailers are well maintained & regularly serviced, with a good mix of more recent and older vehicles, with the original cost of the equipment at close to \$3 million. Drivers use mobiles although the vehicles also have RT's which can be reactivated if required. The dispatch role is not particularly onerous, and is well-served by the owner, who also does some relief driving as required. However retirement now looms as an appealing career change!

With a genuine reason for sale, this business represents **an excellent yield** for someone who wishes to take on the owner's role. An appropriate transfer period is agreeable, and the buyer will need perhaps \$100k or so for working capital over and above the purchase price. There is a strong client-service culture within the businesses and the new owner will need to relate strongly to both drivers and clients.

The buyer could well be an individual who enjoys servicing the rural & primary sectors or an existing transport company wanting representation with the Canterbury region. The current business runs from a home office, so a buyer based anywhere in greater Canterbury is feasible.

Make substantial returns every month and enjoy an excellent ROI....sure beats money in the bank.....

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/bulk-haulage---essential-service>

Contact: Damien Fahey

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Early Childhood Education - \$3,595,000

Reference # 250121

Net Surplus \$935,539 EBITDA

SOLD

Multi-Site; Managed; Investment Opportunity

All the hard work has been done in establishing these centres, with the original centre opening over 10 years ago. Extremely profitable, with the added safety net of government funding.

Business Highlights

- 4 entities
- Purpose built centres
- Excellent locations
- Top 10% ERO Reports
- Can be easily fully managed
- Great reputation, and staff
- Capacity/Opportunity for further growth

After many successful years the Vendors are looking towards retirement. Their roles have predominantly been focused on HR and admin, and the wheels are already in motion to increase staff responsibility to reduce their roles to general oversight of the business.

This opportunity would appeal to

- A high net worth individual (or group) wanting an excellent investment, generating an attractive ROI in today's low interest rate environment
- A couple or individual looking for a solid income stream

Information Memorandum will only be made available to genuine buyers, approved by the Vendor.

Contact: Sam Cherry

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[Click here to return to Index](#)

Motor Homes & Caravans - Exclusive Brand(s) - \$1,250,000 plus stock & plant

Reference # 090420

Net Surplus \$742,733 EBIT 2020FY; \$561,037 EBIT April-Oct 2020

UNDER OFFER

Import & Direct Sales; Exceptional Trading YTD

This highly profitable business has been serving an ever growing recreational leisure market for over 40 years. The business is located in a very popular regional centre, and its brands are recognised and purchased countrywide. Exclusive NZ wide distribution rights to its major brand ensures that its competitive advantage is secure, and with regional and sector growth **expanding strongly**, this business is well positioned to continue its strong financial performance.

Opportunities

- Increase Sales – leverage off new and used-exclusive supply contracts within NZ and internationally.
- Improve upon the current 25% of sales that are made outside of its local region.
- Introduce a rental component to the current product offering.
- Leverage off the sector by introducing a wider range of value-add extras and accessories.
- Optimise use of social media and digital marketing which to date have not been used in the business to any degree.
- Servicing – provide more comprehensive aftermarket servicing of the products sold.

Business Strengths

- High profile business with a strong local reputation
- Core and ancillary brands with growth potential
- Large database of clients that can be leveraged
- Exclusive distribution arrangements with NZ and overseas brand owners
- Large display space on site

Retirement beckons and this sale is the realisation of several years planning. A strong handover period is assured, and very stable & experienced staff are in place. This business would suit a variety of owners seeking superior returns on their investment including those with general management, sales, or marketing skills.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/motor-homes-and-caravans---exclusive-brands>

Contact: Damien Fahey

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Manufacture & Installation - \$995,000 including stock & plant

Reference # 231120

Net Surplus \$337,700 EBIPTD

Construction Sector; High Value of Stock & Plant; Market Leadership

Generating over \$2.3m + GST in annual sales, and gross margin of nearly \$1m + GST, this is a profitable & well run business. Vertical integration ensures no supply issues and the ultimate flexibility in securing appropriate products for the installation team, with some manufactured product also sold to commercial clients and end-users.

Sales & margins continue to increase and the business is only on the market due to health reasons. It is located within an hour of Christchurch and services new builds and after-market refurbishments within its sector.

Experienced & loyal manufacturing staff work in the factory, and installation staff at client sites. The current H&W owners job share to reflect 1 x FTE for their roles and there is also admin support with capacity for more hours.

This business would suit a buyer with experience or an interest in manufacturing or construction. Likewise an existing player within this sector could add up to \$1m additional margin to their business, and instantly generate significant market share within this region.

The business has well defined systems, processes and software, but there are also opportunities to further refine these and remove some cost from the business, thereby improving the bottom line. The price below includes stock (\$280k) and plant & equipment at book value (\$269k).

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/manufacture-and-installation>

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Timaru - \$940,000 + Consumer Finance Book

Reference # 021120

Net Surplus \$377,729 EBPITD

New & Used Product; Finance Book for Purchases; Unique Offering; Superior Returns; Timaru

This is a much-loved brand in South Canterbury. An incredibly loyal and supportive customer base has seen sales steadily increase in recent years, to over \$2m per annum (including GST). Trading has been very strong after the lockdown, and the 2021FY sales will likely equal or better the 2020FY result.

This is a rare opportunity, and on the market for the first time. The appeal includes

- Diverse product groups
- Excellent ROI of 41% on EBPITD
- Stunning returns of 15% on the existing Finance Book
- Only purchases from this business are financed
- Stock of \$500k
- Established brands and very strong supplier relationships
- Impressive positive cashflow from day 1 under new ownership
- Loyal and competent staff
- "Sticky" clients who keep coming back
- Fantastic systems & software

The current owner has a **very capable 2-I-C**, and is also happy to remain with the business for as long as required post-sale. The perfect buyer for this business will

- Have a natural desire for customer service excellence
- Enjoy buying & selling but with a win/win outlook
- Continue to generate superior returns in a low interest rate environment

This business has been respected and loved by its customers and suppliers for over 30 years!

To find out more, click on the link below and complete the online confidentiality agreement
<https://tabak.co.nz/opportunity/timaru>

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Niche Engineering Consultancy - \$295,000

Reference # 230720

Net Surplus \$137,179 EBPITD

Work from Home or Add to Your Existing Business; Long Standing History; Retiring Owner

Established in the 1970's, this business provides technical solutions to a wide range of large industrial clients throughout New Zealand and The Pacific.

Business Highlights

- Consistent Earner
- 2 revenue streams – part sales and commission on large projects
- Solid Forward Work/WIP
- No staff required
- Low overheads and no CAPEX requirements
- High barriers to entry, and competitive advantage
- The brand is established, profitable and credible

As this business is highly specialised the buyer will need sound technical and engineering knowledge. The Vendor is prepared to stay on in the business for a period of time post settlement to train the Buyer and assist with the transfer of knowledge and relationships.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/niche-engineering-consultancy>

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Mobile Sales - \$275,000 incl. stock & plant

Reference # 090221

Net Surplus \$141,332 EBPITD

Leading Franchise Brand; Proven Systems; Strong Advertising; Christchurch Territory

The business is generating \$140-150k+ owner profit and is a well-established territory, with annual sales historically averaging circa \$1.5m + GST, with around 10% of sales falling to the bottom line as owner income. The asking price of \$275k including all stock & plant represents an excellent multiple in the context of previous territory sales of this brand.

The keys to success with this franchise is people skills and a liking for sales. Most leads are provided by way of franchisor driven advertising, and success is simply leveraged by presenting products & solutions at the clients' home and closing the sale. A good retail person or customer service person will excel in this role, (and probably double their income!!) with all training provided by the franchisor. The only requirement is an empathetic personality and/or simply being "a people person".

A well-defined territory that has consistently performed profitably, including nearly 46,000 households that incorporates one of the fastest growing Districts in New Zealand. Most sales are after-market, with a small percentage into new builds, and the current owner does no prospecting at all – he simply feeds off the leads provided by Head Office. Sales and profit would increase if a couple were to be involved in this business, enabling optimal use of the mobile showroom, which is not currently the case.

The Franchise Association state there are more than 630 franchised brands in New Zealand, operating around 37,000 individual businesses whose turnover accounts for 11% of the national GDP!!

A dynamic franchisor, proven systems and an attractive opportunity are available for the right buyer(s) for a territory that includes one of the fastest growing districts in New Zealand!

To find out more, click on the link below and complete the online confidentiality agreement
<https://tabak.co.nz/opportunity/mobile-sales>

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Publishing - \$240,000

Reference # 251120

Net Surplus \$136,381 EBPITD

Existing Magazine & Digital Assets; 40 year history; Suit School Hours; Relocatable

Established nearly 40 years ago this quarterly publication would suit a buyer focused on children and parents, who may prefer to only work school hours. The magazine is distributed to its target market free of charge, and funded by advertising sales, which typically exceed \$300k + GST per annum. Approximately 40-45% of the sales drop out as profit to a working owner.

Business Highlights

- Wide variety of advertiser clients
- Advertising sales can be made to many different markets
- Forward bookings already in place
- No staff, only contractors
- Extensive systems in place
- Low overheads and no CAPEX requirements
- Relocatable with clear opportunities for growth
- The brand is established, profitable and credible

The vendor is trying to simplify their life, hence the sale of this masthead. The buyer is likely to be someone who

- Will enjoy working school hours only
- Can take on the role of advertising salesperson and/or editor
- Is passionate about children and family dynamics
- Will enjoy having school holidays free for their own family
- May already own other titles and wish to add a new market to their mix

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/publishing>

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Auto Accessory Supply & Installation - \$215,000

Reference # 110221

Net Surplus: \$103,342 2021FY EBPITD
 \$ 92,846 2020FY EBPITD

Diverse Client Base; Room to Grow; Great Product Mix

This business supplies car audio, security, navigation, parking sensors, reverse cameras, GPS tracking and more to an even split of retail and business clients. Formed almost 20 years ago it has traded through the GFC & Canterbury earthquakes. Post Covid sales from June 2020 to January 2021 are 14% higher than the same period last year, and the 2021FY is looking to be more profitable than 2020, despite Covid-19.

Business Highlights

- Established almost 20 years in Christchurch
- Long standing relationships with 'high end' business customers
- Room for further growth
- Excellent margins
- Easy business to understand
- Constant demand for products

An enthusiasm for the auto industry is a must, and some knowledge in auto electrics is advantageous. However the Vendor is prepared to assist longer term post sale, to train the right buyer. The business employs 2 installers, plus the Husband and Wife team who are full time, one installing and the other in sales/admin. A new owner could explore the possibility of working full-time on BDM/Sales, while employing a third installer. One current staff member is able and willing to step up and take on more responsibility.

To find out more, click on the link below and complete the online confidentiality agreement
<https://tabak.co.nz/opportunity/auto-accessory-supply-and-installation>

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Commercial Laundry - \$195,000 plus stock & plant

Reference # 130720

Net Surplus: \$205,862 EBPITD 2019FY
\$153,486 EBPITD 2020FY

UNDER OFFER

Near-New P&E; Market Dominance; Regional NZ

This business is located in a “lifestyle” region which is very much on the tourist trail, and post-lockdown trading is very encouraging. This is reinforced by strong signals that domestic travel will be a focus for Kiwis in the coming spring/summer!

Key business attributes are

- High value of near new assets (\$600k+ book value; circa \$950k estimated market value – but set at \$700k for the purposes of the business sale)
- Low goodwill value (\$195k)
- Market dominance within its territory
- Rental business model (of linen & towels etc.) ensures “sticky” clients
- Organic & strategic growth options
- Suit family seeking the traditional Kiwi lifestyle (hunting; fishing; boating; biking etc.); or
- Bolt on to an existing industry player to provide market dominance within this region
- Five days per week
- Multi-site

Originally purchased by the current owner as a “semi-retirement” project, he has been a victim of his own success as the business has nearly trebled client numbers, and more than doubled its revenue. **Our vendor had been planning this sale for 18 months, well before Covid had even been heard of, so whilst acknowledging that the timing is not optimal, he is prepared to accept only a modest goodwill component to leverage a realistic sale price.**

These are traditionally capital intensive businesses, which produce consistent and regular income from clients who rely on the laundry for supply of their linen assets and servicing of same. Regular runs from several sites to key towns ensure optimal client service, and consistent income from more than 100 accommodation providers within their region.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/commercial-laundry>

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Internet Telephony Service Provider - \$155,000

Reference # 090321

Net Surplus \$82,707 FY2020

UNDER OFFER

Recurring Revenue, Huge Growth Potential, No Staff, Operate From Anywhere

This business provides VoIP phone system services to a variety of organisations. As the Founders/Directors all have full-time commitments elsewhere, their client base is currently limited to one region that they all reside in. There is a huge opportunity for nationwide growth for a dedicated new owner.

Business Highlights

- Established 9 years ago
- Monthly, recurring revenue from clients
- Excellent margins
- Can be run from anywhere in NZ
- Little/no working capital requirements
- Current input 20 hours per week

Experience/Knowledge of the IT industry is important. This business would appeal to an individual looking to commit full-time and grow the client base, or an existing business (For example IT Services) that can see synergies in their service offerings.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/internet-telephony-service-provider>

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Booming Café - \$149,000

Reference # 200720

UNDER OFFER

Profitable and growing business

Set in the beautiful Gebbies Valley, Gebbies Garden Café is on track to exceed its previous years trading by a considerable margin.

Just out of Christchurch, this popular Café has a strong customer base of local customers and is a popular destination café for many customers looking to escape the city.

The café has shown consistent growth over the past 2 years, however post lockdown trading has taken this business to a new level.

The vendor's reason for sale is genuine, but not time bound allowing for flexibility to ensure a robust handover for the new owners of this popular location. The possibility also exists to purchase the land and buildings with this business.

- Profitable and growing business
- Unique location with very limited competition
- Full training provided
- Still room to add value and continue growth

This is a fantastic hospitality opportunity and is not to be looked over. If you're looking for a hospitality business to grow then this could be it!

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/booming-cafe>

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Sales and Installation - \$135,000 plus SAV

Reference # 261120

Net Surplus \$77,813 EBPITD

Includes Import and Distribution; Sole Rights to Product; Retiring Owner; Huge Opportunity for Growth

Established 12 years ago in NZ, this business owns the NZ-wide sole rights to an Australian home improvement product. While the retiring owner predominantly sells and installs the product around Canterbury, there is huge potential to grow the DIY product sales to hardware stores around the country, as well as to other installers/builders.

Business Highlights

- Consistent Earner
- YTD sales exceeding previous year
- No staff required
- Low overheads and low working capital requirements
- High barriers to entry, and competitive advantage
- The brand is established, profitable and credible
- Various opportunities to grow this business nationwide

A new owner will require handyman skills, however full training will be provided by the Vendor. An interest in business development and sales could see huge growth in product sales nationwide, and earnings over \$100kpa..

Stock varies between \$10k - \$20k, with flexible options around the stock purchase.

To find out more, click on the link below and complete the online confidentiality agreement

<https://tabak.co.nz/opportunity/sales-and-installation-includes-import-and-distribution>

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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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