

APRIL 2010

DEAL LINK >>UPDATE

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Businesses for sale

Looking to buy a business?

This list of opportunities is for you.

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Buyers looking for business opportunities

Looking for an investor?

Is this the opportunity for you?

[Read more](#)

Welcome to the latest edition of Kensington Swan's Deal Link. Whether you are looking to buy a business or looking for an investor, you will find interesting opportunities in Deal Link.

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Add a deal or business here

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If you need more information on the opportunities included in Deal Link, or would like to talk to one of our experts, please contact us.



Businesses for sale

1	<p>Dedicated transport business</p> <p>Auckland based. Vendor will induct new owner into business over predetermined timeframe. Vendor retains partial equity until new owner is ready to own 100%, allowing new buyer to de-risk their investment. \$563k owner surplus. \$1.16m plant vehicles. 65% of customers under contract. POA.</p>
2	<p>Importer and services to manufacturers</p> <p>Auckland based. Key partner with Fonterra and many of NZ's leading manufacturers. In-house developed solutions in combination with leading OEM agencies for the production line. Price \$5.2m.</p>
3	<p>Steel products merchants</p> <p>Stand-alone operation and ideal acquisition target. Well established. Regionally dominant. Foremost supplier to consistently progressive region—outside of Auckland. Both industrial and agricultural sectors ensure company has wide customer base with indisputable reputation. Excellent acquisition opportunity for related sector business. Price \$1.2m, including approx \$600k plant and stock at BV.</p>
4	<p>Infrastructure investment</p> <p>Be landlord of Caltex. Create comprehensive development on corner site. This is the only resource-consented unmanned truck refuelling and weighing facility in Gisborne. Ideally situated on logging route to Gisborne port. Price \$1,140,000</p>
5	<p>Medical product</p> <p>Importer, wholesaler retailer servicing. Auckland based. Supplies product to patients suffering from accident, illness, or genetic issues through nationwide distribution network. Gross profit in mid-70's Vendors operating for 26 years. Price \$1,450,000.</p>
6	<p>Onsite waste water treatment systems manufacturing</p> <p>Performance-tested and certified effluent systems. This is a growth sector business due to increased government regulation such as W.O.F.'s. Business comes with export markets, substantial know-how and a patent. Price \$4,770,000.</p>
7	<p>Marine navigation systems manufacturing</p> <p>Internationally recognised and proven products used worldwide. Clients include major ports, companies, etc. Breakthrough products finely tuned for niche market. Price \$3m.</p>
8	<p>Manufacturing and fabrication for transport and haulage industry</p> <p>Auckland based. Company has been manufacturing in essential industry for over 30 years and is highly regarded within the sector. They have been successful in securing government contracts. Run under management with a committed GM. Ideal as managed company, or for new owner who would like to be involved with a competent team in place.</p>

9	<p>Helicopter syndicate</p> <p>Reap the benefits of being professionally flown around at cost, without having to shoulder 100% of the complexities of full ownership. Price \$575k.</p>
10	<p>Manufacture and distribution</p> <p>Major market participant. Business operates in manufacturing, importation, and distribution sector to retailers and wholesales. A consistent performer; showing good growth in current market conditions. Company has recently secured a significant distribution channel within Australasian marketplace. Price \$6m.</p>
11	<p>Software as a service</p> <p>Multinational clients, proprietary software and NZ Patent Protected. Having converted the software to a 'thin client' application it is now ready to be re-launched software as 'software as a service'. Opportunity has arisen to purchase cornerstone share in this exciting business. Size and nature of shareholding negotiated and valued on a pro-rata basis. Business has been recently valued at c\$11m and up to 35% is for sale, with proceeds to be invested into business to facilitate growth and expansion.</p>
12	<p>Food manufacture and distribution</p> <p>Export to USA/Australia and Europe. Just past the critical start-up phase and ready for expansion. Manufactures range of natural citrus based products, with distinct competitive advantage due to unique production and preserving process. As part of the start up, a considerable amount of work has been completed on merchandising into NZ market. The product range has been accepted into major supermarket chain, deli and specialty stores. There are secured distributors in US and Europe, but additional skills required to expand globally. Opportunity exists to purchase a cornerstone share or buy business outright—size and nature of the shareholding negotiated with prospective partner and valued on pro-rata basis.</p>
13	<p>Service and maintenance</p> <p>Auckland based. Medical and aged care sectors/electrical equipment. Has growth potential, niche market, and preferred supplier arrangements and contractual agreements with a small jobbing aspect. History of excellent financial performance (scaled down recently). Opportunity for new owner to re-engage prior contract that resulted in business achieving an average net surplus of over \$500,000 p/a in FY08 and FY09. Great cash flow and owners available during generous handover period. Price \$945,000.</p>
14	<p>Import and distribution</p> <p>Auckland based. Our client has the exclusive merchandising rights to a series of highly recognisable and inspirational brands. They design, develop, import, and market these innovative product ranges throughout NZ, while retaining international distribution rights. Company has experienced solid growth over the past 4 years. Many opportunities e.g. Rugby World Cup, for prospective purchaser to capitalise on this. Price \$945,000.</p>

15	<p>Sales, manufacturing and marketing business</p> <p>Bay of Plenty based. Business operating for last 12 years has carved itself a strong position in market place. Clients include some of NZ's highest profile brands and market leaders. During early 2009 directors invested in new machinery and technology, providing huge benefits. Profit has jumped despite recession. Growth steady in sales but the real growth has been in the bottom line. Two current partners so new owner could put themselves either in day-to-day operations and administration or sales role. There is a strong managerial and admin team comprising eight staff (plus two owners). Current owners are prepared to stay on for extended period. Price \$1,100,000</p>
16	<p>Earthmoving contracting business</p> <p>Business leader with enviable reputation for over 30 years. Provide services to range of clients (individuals, commercial developers, and councils). Majority of work obtained through tender. Business has strong pipeline of committed and tendered work for remainder of year and signs are positive for the future. Employs 19 staff and one working owner. Maintains modern fleet of equipment of current market value estimated at \$1.6m (will be re-valued as part of sale process). Sale price of the business reflects average performance over past five years, thus considerable upside for purchaser when market improves. Price \$2,900,000.</p>
17	<p>Niche retail/manufacture</p> <p>Blenheim. Niche business that is market leader in Blenheim. Ideally wants husband and wife team to take over. Experienced staff in place. Store stocks exclusive brands, access to which is barrier to entry. Annual sales in excess of \$1,000,000 and business consistently returned its owner a healthy 30% of turnover. Price \$990,000 (including \$600k stock and assets).</p>
18	<p>Unique clothing brand</p> <p>Brand established in NZ, selling in NZ and in Japan. Contemporary design suitable for international markets, e.g. USA, Europe, and Asia. Current owner has ability to scale up production. Looking for investor capable of expanding distribution footprint internationally.</p>
19	<p>Telecommunications industry</p> <p>Auckland and upper North Island based. Senior management structure already in place. Huge growth opportunity, especially in greater Auckland, with a nationally recognised brand. Simple to understand with excellent systems and processes. Multiple branches. Owner can oversee operations from anywhere in NZ. Multiple sources of income and preferred supplier relationship with blue chip NZ company. Price \$2.4m.</p>
20	<p>Rest home</p> <p>Auckland. Owner's residence. Substantial development and growth opportunities. Sales revenue p.a. \$1.1m. Price \$2.5m</p>

21	<p>International sales and distribution</p> <p>Practical and popular product range linked to the automotive industry and sold through blue-chip retail operators. Product has no competition. Business has achieved 100% sell-in to date. International distribution secured by long-term perpetual distribution agreement for multiple regions. Roll-out to regions outside of Australia and NZ planned for 2011. Currently operated by one full-time staff equivalent. Been operating for 12 months and ready for expansion. Vendors will remain with business for an agreed term post-settlement. Business can be operated anywhere in NZ and is easily re-locatable to Australia. Price \$2.4m</p>
22	<p>Business coaching</p> <p>Regional/area developers required throughout NZ. Leverage your current business skills, experience, contacts, and capital to build a recession-proof business in the second fastest growing industry after IT—business coaching. Build a professional services asset in a selected New Zealand region while coaching and training business owners to higher profits and success. Are you goal orientated, an experienced business owner or entrepreneur, passionate about business, dedicated to excellence, committed to helping others succeed, and financially sound with more than \$1m net worth? If so, then this opportunity is for you. Investment Range \$500,000 upwards.</p>
23	<p>Import and distribution business</p> <p>Established 14 years. Ticks all the right boxes—no staff, no stock, customers pay in Euros. Australian expansion just started; enormous potential for growth. Surplus c\$700k. Available for consideration soon at an indicative price of c\$2.2m</p>
24	<p>Unique Auckland residential retirement market development investment</p> <p>Leading concept for future of retirement living. Residents will own their own homes rather than having occupancy rights. Substantial planning/development has already taken place—site secured, leading project design firm commissioned, independent research reports finalised indicating strong endorsement of project and significant returns for investors. Expected equity IRR between 45% - 75%. Price \$4m investment.</p>
25	<p>Food sales and distribution</p> <p>Representing leading brands. Growth opportunities. Broking/distribution business manages sales of some leading brands (especially chilled foods, while expanding into dry goods) in majority of local supermarkets in lower North Island. In the last decade its reputation has increased while the number of market competitors has declined. This business is the local representative for a variety of supermarket brands, dealing with both Progressive and Foodstuffs. Income earned through commission on sales of their brands. Very easy business to run/manage with no stock holdings. Majority of clients' products are warehoused in central distribution centres. Also represent small clients whose stock they store and deliver direct. Employs seven staff and one working owner. Annual turnover: \$700,000. Price \$580,000.</p>

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26	Home Services Regional Master Franchise Auckland head office. The territory has over 10,000 clients through its 90+ franchises. Secure and re-occurring cashflow. Capital growth. Strong brand. Significant head franchisor support. No stock. Serious growth opportunities. EBITDP c\$460k.
27	Fiji farm opportunity—1100ha property Sunny tropical climate, relaxed friendly lifestyle, fishing at your doorstep and the promise of potential growth. This unique dairy farming opportunity of 2,763 acres leasehold land is in idyllic Fiji. Currently milking on average 300 cows all year round. There is huge room for further expansion here. 25 year lease with right of renewal for another 20 years. Plus added income from associated businesses of a 60 acre prawn farm and a 48 acre sub leased turf farm. Captilise on past improvements and finish the final stages to reap the rewards. Realistic vendors selling as a going concern. POA.

Please note that Kensington Swan does not have a mandate for all of the listed business opportunities. In this situation we will put you in direct contact with the vendor or the vendor's agent.

If you would like further information in relation to any of the above opportunities, want to include a business for sale, or you are a buyer looking for business opportunities, please contact:

Auckland

Neil Millar

Partner

DDI: +64 9 375 1153

FAX: +64 9 309 4276

neil.millar@kensingtonswan.com

Wellington

Rodney Craig

Partner

DDI: +64 4 498 0813

FAX: +64 4 472 2291

rodney.craig@kensingtonswan.com

Buyers looking for business opportunities

1 **All industry sectors except retail**

Client looking for business with EBIT between \$1m and \$7m. Interested in all industry sectors except retail.

2 **Financial planning/advisory**

Long-established New Zealand financial services institution is looking to build its financial planning/advisory business through acquisition across NZ.

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rodney.craig@kensingtonswan.com

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Auckland

Neil Millar

Partner

DDI: +64 9 375 1153

FAX: +64 9 309 4276

neil.millar@kensingtonswan.com

Chris Parke

Partner

DDI: +64 9 375 1157

FAX: +64 9 309 4276

chris.parke@kensingtonswan.com

David Lewis

Partner

DDI: +64 9 914 7263

FAX: +64 9 309 4276

david.lewis@kensingtonswan.com

Nick Scott

Partner

DDI: +64 9 914 7264

FAX: +64 9 309 4276

nick.scott@kensingtonswan.com

Wellington

Rodney Craig

Partner

DDI: +64 4 498 0813

FAX: +64 4 472 2291

rodney.craig@kensingtonswan.com

Martin Dalglish

Partner

DDI: +64 4 498 0827

FAX: +64 4 472 2291

martin.dalglish@kensingtonswan.com

David Shillson

Partner

DDI: +64 4 498 0890

FAX: +64 4 472 2291

david.shillson@kensingtonswan.com