



For Sale

Location: **Auckland**
Asking: **\$838,500**
Plus GST if any
Turnover: **\$862,000**
Type: **Wholesale/Distribution / Services-Other**

Net Surplus \$258,000 - projected y/e 31 March 2024 EBPITD Healthcare sector.

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

Business strengths

- In operation for over 25 years
- Consistently profitable - average EBPITD \$264,000 five years to March 2023
- Niche product category
- Fundamentally simple import and distribution/repairs based business model
- Sole NZ supplier for various overseas manufacturers
- Business to business customer base

Business Resources

- Not heavily reliant on any one customer; largest this financial year made up just 9% of turnover
- Mix of equipment/consumables sales and repair income
- Broad range of overseas suppliers, with many relationships dating back 20+ years
- Run from a single location
- Requires minimal fixed assets
- Monday to Friday operation
- Only three fulltime staff to manage
- Potential for growth (especially in product sales) - currently no online marketing is employed
- Retiring owner is open to providing an extended handover

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

https://tabak.co.nz/opportunity/L001572Import_Distribution_Repairs

Contact:

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