Established Import Distributing Business for Sale Auckland







Established Import Distributor | FY26 Revenue c.NZ$2.6m

Well-established New Zealand importer and distributor of heating, home ventilation, extraction, and heat transfer products, with a proven operating history since 1999 and long-standing relationships across national hardware, electrical, and plumbing trade channels.

Key Highlights:
- Established Revenue Base: FY26 revenue of approximately NZ$2.6m, supported by a diversified customer base and recurring trade relationships.
- Strong Profitability: Average normalised EBITDA of NZ$216k over the last two years. Earnings include a full market rent adjustment of approximately NZ$250k per annum, providing upside for an acquirer able to integrate operations into existing premises.
- High Gross Margins: Gross margins of 40% in FY26, increasing to 45% in the six months to September 2026.
- Experienced Team: Long-standing team across sales, business development, production, dispatch, and administration.
- Established Trade Channels: Products stocked nationally through major hardware retailers, electrical wholesalers, and plumbing merchants.
- Growth Opportunities: Expansion opportunities through residential construction, under-served customer segments, and further South Island growth.
- Proprietary Product Range: Proprietary designs, custom tooling, and electronic controls developed for NZ conditions and AS/NZS standards, supported by a registered trademark and established supplier relationships.

An ideal opportunity for buyers seeking an established, profitable business with proprietary products, a capable team and clear growth potential.

Price on application.

Call Farrukh today on 022 429 7463 for a confidential discussion.

Please complete the online confidentiality agreement by clicking on the link:
https://www.kauribusiness.co.nz/ca-forms/ca-form-306

Post executing the NDA, we will be in touch to understand your business experience and financial position.

Kauri Business Sales (Licensed REAA 2008)

Property Code: 306

Location: **Auckland**

Asking: **$800,000**
Price on application

Type: **Wholesale/Distributio**

Contact:

Farrukh Mirza
022 429 7463 or 0800 452 874

nzbizbuysell.co.nz/135467

Kauri Business Sales
Licensed REAA 2008
Broker Ref: tiaki_83_281

Farrukh Mirza