

W'SALE / MANUFACTURING

Category	File No.	Brief Description	Net Profit	NP Period	Listing Price
Distribution	5167	Wholesale/Distribution Supplying Independent Supermarkets and Specialty Retailers. The business has a unique market presence and is showing incredible growth. Mgmnt structure in place. Inspection will impress.	429,000	p/a	1,850,000
Tyre Retailer	5162	Industrial and commercial tyre wholesaler/importer. WA's sole brand importer. Trucks, cars, forklifts, bobcat solids and pneumatic tyres. True wholesaler, supplying tyre re-seller etc. Currently operating under full mgmnt with very low staff. Trading 5 days p/w only. Price includes substantial stock (\$300,000) and plant (\$90,000). Growing profits.	253,066	p/a	675,000
Distribution	5153	This well established business has the exclusive distribution agreement rights to WA. They supply product on temporary hire to the construction and events industry. No stock or debtor funding, highly profitable, expanding, with mgmnt. Owner works P/T. This is one of the largest in WA. Rare proven business investment.	805,000	p/a	3,500,000
Steel Fabrication	5142	Fabrication of pressure piping, structural steel, pressure vessels & tankage in all grades of material for to the oil and gas, mining, water and fluid services and petrochemical industries. This company has a long proven history of successful major projects. The business is very profitable and expanding, is ISO 9001 certified and has very large dedicated fabrication workshops and hardstand facilities which can be leased or bought. With established mgmnt this is a rare opportunity.	1,014,298	Average 7 years (2005-2011)	3,500,000
Automotive	5132	Wholesale Distribution Automotive. 5 Day operation. Low staff. Good cash income. Continual growth - not GFC impacted. After market automotive products. Suitable "bolt-on". Growth potential. 2012 Financial year showing 15% increase.	210,171	p/a 2011	575,000
Cabinet Maker	5131	Established in 1987, this excellent business has expanded from a small operation servicing a few industry based customers to a company manufacturing for not only just the building trade/builders, but also to the general private sector, with a T/O now approaching \$2.5 million p/a. Latest CNC technology and computer software allows them to produce a product quicker and more efficiently.	299,849	p/a 2011	750,000
Furniture	5130	This established furniture business has been providing discerning customers the ultimate in custom joinery, fit out design and fine craftsmanship for over 35 yrs. They specialize in commercial joinery, retail fit outs and custom built office furniture.	423,704	2010/2011	790,000
Concrete	5117	Australian owned successful manufacturer & supplier of synthetic and steel fibres for the reinforcing of concrete and shotcrete. The company is a major worldwide supplier to large mining and civil industries. They have specialised P&E and a research & development facilities. With a proven history, trademarks, worldwide in-demand products, worldwide strategic alliances and sales expected to double this year to over \$6M this is a rare opportunity to acquire a growth business.	See Profile	Expressions of Interest	See Profile
Building Products	5102	Building Products Supplier. Major Regional Location. They don't come much better than this: Very long established under same ownership for 17 years. Currently trading only 5 days p/w with very little retail to the general public (An area that can be expanded into). Has a large, long term and loyal customer base. Experienced staff in place, capable of running the business when owner is away. A substantial amount of assets (stock & plant) is included in the price. All up asking price \$1,980,000.	774,426	to June 2010	1,350,000
Distribution	5100	Brilliant distribution business representing and distributing high quality products. Five days only. Great range of products with internationally acclaimed brands. Products are all consistently consumed. Excellent growth.	193,983	refer accounts	610,000
Civil Engineering Earthmoving	5077	Long Est Earthmoving and Civil Contracting Business. Over 30 yrs in the industry. 6,000sqm facility including workshop. Gantry crane offices and hardstand. Extensive P&E. Experienced staff. Administrative owner. Subdivisions, roadworks, earthworks, drainage, house pads, dams, clearing, bitumen paving. P & E valued at over \$2.6M.	816,526	9 months to March 2011	2,800,000
Electrical	5073	Wholesale/Trade Electrical Supplies. Business est since 2001. Simple to learn and operate. Minimal staff required- only two currently employed with P/T involvement from owner. Scope to grow with the introduction of an external sales person and/or a second outlet. Well known in industry. Rare business opportunity in the wholesale/trade supply sector in this price range.	146,838	p/a 2011	490,000
Hydraulic Equipment	5064	Mining Wholesale/Manufacturer/Service Centre. Wholesale /distribution company. N.B. upward repricing imminent due to consistently rising profits. Mining industry focus. Well est, highly profitable, hydraulic gear pump wholesale /manufacturing & service centre. 65-70% market share. Manufacturing predominantly from well recognised & reputable imported product. Excellent distribution network. SE Asian expansion opportunities.	470,129	p/a 2011	930,000
Leather & Related Goods	5052	20 year Australian Icon. Perth based, quirky and unique import, manufacturing, wholesale, retail business run from a well stocked and superbly presented shop with a great website and strong online purchasing. The business predominantly caters for the motorcycle & workwear industries both of which are showing no sign of slowing down. The business provides motorcycle lifestyle leather and oil skin clothing, belts, boots, bags and accessories for retail and wholesale. Stock includes some custom made and mostly imported exclusive major licensed labels. Simple to run & would be easily learned. There is enormous room for further expansion particularly with workwear lines to local government & councils. This great business shows consistent profits.	147,229	p/a 2010	346,000
Bakery Retail Wholesale	5041	Wholesale Food and Property. High demand wholesale food processing and distribution company. Superb new purpose built factory with offices above in a prime expanding industrial northern suburb is available as part of the purchase price. Simple products with health educational department approvals for schools, hospitals and universities. Highly profitable with diverse industry customer base, currently run by husband & wife. Business is very systemised and has a good quality website. Also has a retail cafe on premises that is showing good growth.	404,630	p/a 2010	2,150,000

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Category	File No.	Brief Description	Net Profit	NP Period	Listing Price
Bus & Coach Services Import Transport	5032	Bus & Coach Importer with Sole Australian Distribution Rights. Australian design ruling allowing import of new buses. Sole agency distribution agreement with manufacturer. Full support from manufacturer. Currently Perth based but poised for national distribution. Very rare opportunity to enter this market. All of the hard work is done. Huge growth potential. In demand product. Asking price \$350,000 plus stock (est. at around \$1.2M)	See Profile	N/A	350,000
Pharmaceuticals	5028	Established in 1995 this private independent business is a pharmaceutical manufacturer, distributor who imports and distributes throughout Australia, Asia and Europe. It has offices and staff in Australia and Europe and has its own trademarks in place. The owner is looking for a 50% active partner to help with its current growth & mgmnt.	See Profile	p/a	2,500,000
UNDER OFFER Freehold	4975	Exceptional Industrial Site in Prime Main Road Location. 9050m ² site. Subdividable. Dual road frontages & access. Main road exposure. Ideal for redevelopment. Possible subdivision providing 2 sites each with excellent access.	See Profile		4,500,000
Pharmaceuticals	4938	Manufacturing of pharmaceuticals and related products. Operates under registration & supplies to hospitals & pharmacies nationally. Offers scope to broaden product range. No special background required to operate.	397,397	p/a 2010	1,700,000
Hardware Plumbing	4931	Supplier of hardware and plumbing products to building industry. Offers full gamut of product from two locations. Long history with excellent market reputation. Owner willing to stay on under new ownership.	577,519	p/a	2,600,000

SERVICE

Category	File No.	Brief Description	Net Profit	NP Period	Listing Price
Hair & Beauty	5174	Price Attack is Australia's largest and most successful retailer of professional haircare products with over 130 successful salons nationwide. Over the last 24 years Price Attack has become the dominant leader in this dynamic and extremely lucrative industry. Don't be afraid as a new owner will be guided toward success by people who know the industry inside-out and will further receive continual ongoing training and support. Price Attack have a very innovative and extensive National Marketing Program with access to National POS System and IT. A Price Attack Retail Franchise has a commanding Australian market position and will demonstrate to a new owner a proven opportunity for success.	207,797	p/a	399,000
Franchise	5170	Flight Experience WA-Simulator is a unique, well performing business with a WA Exclusive Franchise area. It holds an exclusive franchise territory in WA. It offers flight experiences to general public, corporate market events, birthday parties, Christmas functions, team building days, school groups and boasts a loyalty club. Flight Experience WA is proud to be WA's only "authorised reseller" for The Boeing Store, which is based in the USA. It's flight simulator is CASA approved and as such attracts professional pilots as part of its customer base.	251,527	p/a 2011	675,000
Dry Cleaner	5164	Well established retail drycleaning business catering to a strong domestic market. Large shopping complex. Established 20+ years.	127,274	p/a 2011	285,000
Accountants	5163	Accounting Practice For Sale. Perth and suburban locations. Gross fees of \$603,000 - 12 months to November 2011. CBD location lease to October 2012 with options. 2756 Tax Returns YTD 2012. Rapid growth fee base. Lease agreement for tax period with major shopping centres. Vendor relocating to Melbourne.	72,444	p/a 2011	460,000
UNDER OFFER Distribution	5160	Specialist wholesaler distributor of specialised stationery products. Clients range from banks to government, retail and hospitality. 5 day week. Low rent. Low stockholding. Long history of profits. Growth in 2011/12. Asking \$360,000 PSAV.	214,736	p/a	395,000
Hairdressing	5159	Beautifully appointed salon with loads of room. Located in strong residential market. Excellent facilities. Currently run u/mgmt. Long secure lease with low rental. Current T/O in excess of \$320,000pa. Can be operated as is or with owner operator. Funds required \$125,000 (plus stock).	120,673	p/a 2011	135,000
Child Care Centre	5152	Child Care Centre North of River. Purpose built in 2005. Highly profitable. Run under full mgmnt. Licence for 138 children. With strong OSHC licensed for 78. High profile location with direct access to school. Long lease with generous terms.	982,395	p/a 2011	3,700,000
Training	5136	A nationally recognised training organisation servicing mining, private and government sectors Australia-wide. Registered Training Organisation established in 1997. T/O for 2010/2011 in excess of \$2M. Strong growth coming from mining, private and Government. Sellers prepared to remain in business for a negotiated period. Healthy ROI on asking price of \$995,000. Provides a national consultancy and training service to a wide range of clients in mining, employment, education and training, not-for-profit organisations, public sector and private sector.	508,413	p/a 2010/2011	995,000
Recruitment / Labour Hire	5134	I.T. Recruitment Sydney Metro. Solid permanent activity. Overseas branch. Strong contract arrangements. Excellent prospects to grow temporary contracts section. Owner will stay on with the business. 2011 income - \$516,836	189,868	p/a	380,000
Service	5133	Absolute Essential Service. High Quality Clients. Huge growth. Highly regarded. Can be easily run from a home office. Substantial revenues. Simple to operate. Effective mgmnt structure. Profit \$385,718. This well regarded service business enjoys huge growth and is a great opportunity for a sales/administrative owner.	385,000	p/a 2011	555,000
Bus & Coach Services Transport	5124	Covering a wide range of transit services for a variety of customers, on a daily basis. Excellent late model equipment. Booming Northwest Business in Non-Trade Related Service Industry. Easily learnt and extremely simple to operate. Servicing blue chip companies/customers. Niche and captive growing market. Highly profitable (2010/11 \$659,858). No need for skilled labour. Real opportunities to increase T/O and profitability. Take advantage of what's yet to come.	659,858	p/a 2010/11	1,350,000

SERVICE CONT.

Category	File No.	Brief Description	Net Profit	NP Period	Listing Price
Concrete Cutting	5121	This concrete cutting business is a WA owned and operated family business which was established in 1997, which makes it one of the longest est. successful concrete cutting businesses in Perth. In that time they have built many successful projects with clients both large and small. They have 4 fully equipped mobile units on the road and offer a convenient round-the-clock service. They service the building, mining, government, commercial & residential sectors, and specialise in: Floor Sawing, Wall Sawing, Core Drilling, Bitumen Cutting, Brick Cutting, Inverted Drilling, Ring Sawing, Floor Grinding and Expansion Cutting. Massive clientele listing, major projects. Current owners have developed business interest overseas which has recently consumed their time so this business has great potential growth opportunities.	248,971	p/a	465,000
Cleaning Windows	5103	Home based service business dealing with the commercial property sector. Est. 1998. Contracts in place. 5 days p/w – Mon-Fri. Well established clientele - corporate sector, hospitals, etc. Current owner works from home in a mostly administrative capacity. Well documented average annual profit of \$233,400 over the past 2 years. Asking price of \$390,000 represents a healthy 60% ROI. Well known player in its industry, limited competition. Rare opportunity at this price.	307,591	p/a 2011	390,000
Transport	5101	Nationally recognised transport company with depots in NSW, VIC & WA. The business specialises in the mining, engineering, construction and general transport/freight sectors. Current owners commenced the business in 1999. All required accreditations are in place, complying with all statutory authorities.	985,801	to May 2011	2,950,000
Hairdressing	5095	Well established "western suburbs" unisex hair studio with the opportunity to purchase the business premises in an excellent location. Same owner since 1981. Highly reputable unisex hair studio. Stable, loyal client base. Consistent annual T/O. Business premises offered at \$345,000 + GST in high traffic area with good exposure and onsite parking.	81,216	p/a 2010	90,000
Computers/IT	5091	I.T. Company proven in IT Service and Support to business incl supply & installation of equipment. Key areas of service - network support, internet systems support, systems implementation, computer hardware and software. High reputation and highly profitable in expanding IT market. Most clients on service contracts make this company a great investment opportunity. Incl. computers and vehicles.	509,421	p/a 2011	1,600,000
Cleaning	5088	A predominantly commercial cleaning business located in booming Kununurra. The business has 2 competitors and 40% of the local market share with plenty of work always on offer. The owner is selective with clients and has a pleasing ongoing arrangement with the local shire (incl. shire offices & airport), larger local businesses, gov. offices, supermarkets and so on. The business is simple to learn and operate with good P&E. Ample employees are in place with a steady supply at hand. This very lucrative business has enormous potential for an enthusiastic new owner/s.	209,668	10 months 2011	250,000
Taxi	5082	Taxi & Transit NW WA Based. Leading taxi service company in northwest. Price includes 5 (CT) taxi plates, plus TC plates and vehicles. Easily operated by remote (from Perth for example). Located in booming northwest mining region. Mainly operated by subcontract drivers. Servicing: maritime, mining, construction and supporting industries and local community - airport transfers, crew changes, courier service etc. Prominent taxi services provided in WA's fastest growing and booming location. No previous industry experience required.	217,412	to March 2011	1,000,000
Glass & Glazing	5080	Glazing/Fabrication/Installation. Highly regarded business with solid customer base. Same ownership for more than 20 yrs. Excellent location and facilities. Incl vehicles. Customers include govt, institutional & domestic. Showing consistent sales and profit levels. Offers full gamut of related service. A well est and profitable business offering security of income & continuing profits. Would suit owner operator or existing operation looking for a "bolt on".	278,029	p/a 2011	295,000
Video Outlet	5070	Well presented franchised video and games rental business in high income north of river catchment area. Strong cashflow. Immaculate presentation. High T/O. Quality fitout. High income area. Can be run u/mgmt.	40,995	Last 6 months	160,000
Hire	5067	Highly Successful, Profitable Catering and Cafe Close to Perth CBD with Excellent Reputation. Prominent high traffic corner location. Majority of clients within the greater Perth CBD. Strong cashflow. Potential to expand and grow cafe. Bonus 2 bedroom residence incl. - live onsite-save! Competitively priced giving purchaser 75% ROI.	245,552	p/a average - last 2 years	550,000
Migration Consultant & Services	5065	Experienced owner staying on for up to 1 year - fully accredited. Professional systems & WIP. Suit large accountancy practice &/or recruitment/labour hire company wishing to enhance an existing migrant division or create a new division built on the experience of the owner who is available for up to a year.	0	see profile	165,000
Automotive	5060	25 year old mechanical repair business, specialising in European motor vehicles, old and new. The business has over 1500 active & faithful clients with work diary usually booked at least 1 month in advance. This is a well known & respected Perth business situated close to the Perth CBD. The P&E is first class & situated in modern, clean & well presented premises with a new long term lease available on good terms. This business is one of the best and would be hard to better. Owner now retiring.	248,976	p/a 2010	420,000
Travel Agency	5046	Will operate u/mgmt. Long established travel agency. Owner of many years will stay on. Strong profits - no corporate accounts. Cash positive. Experienced wide-ranging staff. Low rent. High gross margins.	234,233	p/a 2011	485,000
Dry Cleaner	5022	Service Business Strong cashflow business. Extremely high gross profit margin. No Sunday trade. 2 Excellent locations. Long history of solid profits. Good staff in place. Services higher income demographic. Incl environmentally friendly equipment. This business has been in the same hands for 9 years and has a long history of strong sales & profits. Its reputation with clients is faultless. It will provide security for yrs to come.	248,113	p/a 2010	700,000

UNDER OFFER

SERVICE CONT.

Category	File No.	Brief Description	Net Profit	NP Period	Listing Price
Video Outlet	5017	Well presented, profitable franchised video and games rental business in high profile NOR catchment. Strong cashflow. Immaculate presentation. High T/O. Attractive long lease to 2023. Quality fitout. Prominent high traffic corner location. Strong ancillary sales. Excellent buying opportunity at 73% ROI.	109,084	p/a 2010	149,000
Beauty Products/Salon	5012	Profitable, Long Est, Well Known, Easy to Run, Immaculately Presented Beauty Salon in Major Shopping Centre. ROI of 64.25%. Strong cash flow, high traffic location. Run u/mgmt. Business est. in 1997. High traffic location close to K-Mart and Coles. Professional beauty services, facial treatments, massage, waxing. Exclusive skincare products by Dermalogica, Payot (Paris), Youngblood. Immaculate, near new, fully refitted 2006. 5 treatment rooms with hot/cold water, floor to ceiling walls. Business can grow further by an owner operator, introduction of IPL and microdermabrasion, extended weekday & Sunday trading.	138,156	p/a 2010	195,000
Child Care Centre	4850	Purpose built child care centre with freehold. East of CBD. Licence for 58 children. Run u/mgmt for the last 15 years. Suit owner/operator. Centrally located on major road. Close to all amenities.	155,612	p/a 2010	1,295,000
Delivery Round	4811	Highly profitable, secure news delivery round, ideal husband & wife or partnership business. Very attractive ROI of over 52%. The multiple of less than 2 times annual net profit is well below industry standards and presents an excellent buying opportunity. The exclusive territory incl established suburbs of Bayswater, Bassendean & Ashfield just north of the Swan River and is secured by written contracts with West Australian Newspapers and Sunday Times. Genuine reason for sale- owner retiring. Accountant's figures available-fully documented.	193,996	p/a 2010	370,000
Newspaper Delivery	4627	Fast growing northern suburbs on coastal strip. Strong cashflow comes from loyal home customers & strong shop agents with-in the exclusive territory. Steady growth with-in the newer areas will supplement the existing client base & profits. An excellent family investment with solid returns and security of income. An excellent family investment with solid returns and security of income.	159,905	p/a	465,000

HOSPITALITY/ACCOMMODATION

Category	File No.	Brief Description	Net Profit	NP Period	Listing Price	
Motel	5173	Independent leasehold motel. 21 unit 3 star motel on north metro beachfront. Strata titled multiple leases live long term tenure. No food & beverage. Operated by 1 couple with casual reception.	246,097	p/a	595,000	
Bar	5149	Uber cool small bar in Western suburbs entertainment precinct. Opportunity to trade extended hours. History of strong profits. Rare "non reversionary" license. Asking \$829,000 + stock.	271,508	p/a 2010/11	849,000	
Bar Wine	5148	Tavern/Wine Bar in main street location of one of WA's most popular Southwest tourist towns. Top presentation and great reputation. Asking \$445,000 plus stock (Freehold also available)	167,725	p/a	475,000	
Bar Restaurant	5138	Landmark Cafe in Arguably the Best Location in Perth. Strategic Location. Massive Sales. Excellent Future Opportunities.	See Profile		1,500,000	
Cafe	5135	With a beautiful native garden/alfresco area, two function rooms and main dining area this cafe can cater for breakfast, lunch and cocktails. An absolute monopoly situation for this style of business with low rent and solid lease to 2020. Low overheads. Limited competition. Flexible menu. Captive Market. If food and catering is your thing then this is the perfect vehicle for you to be very successful.	110,873	p/a 2011	295,000	
UNDER OFFER	Cafe	5122	High socio-economic location. Currently run under full mgmt. Huge sales. Excellent growth and substantial profitability.	324,190	p/a 2011	870,000
Accommodation	5085	Absolutely magnificent undulating 14.9ha property with 11 chalets, homestead, cabin, a new 3 bedroom rammed earth and colourbond owners' house and a reception building containing 2 offices, kitchenette, laundry and reception room. This prime lifestyle hospitality farmstay property is one of the finest and best known in WA and has a first class reputation with a healthy level of repeat visitors. Currently comfortably operated by 2 families.	244,671	p/a 2010	2,650,000	
Motel Restaurant	5078	Located in thriving resources related area. Features 28 rooms. Strong trading history. New long lease available. Growth in 2011 shows \$183,197 profit for 6 months. Same owners since 2003. Only motel in town RAC rated. Excellent prospects given proposed developments in the area. Fully licensed restaurant (6 days). An opportunity to tap into the growing hospitality sector. Several initiatives in the general area offer security and genuine potential for this business.	217,245	p/a 2011	430,000	
UNDER OFFER	Cafe	5037	The best cafe of its kind in WA? You be the judge. Terrific location. High socio-economic area. Easy to manage. Secure position. Excellent profitability.	272,661	p/a 2010	595,000
UNDER OFFER	Cafe Restaurant	5006	Iconic Cafe Located on the South West Coast. \$2.2m plus T/O. 65% gross margin. Elegant architect designed building and fitout. Fully staffed. Administrative owner. New long term lease available at around 4% of T/O. Fabulous presentation and location. Fully staffed longterm loyal workforce. Idyllic lifestyle opportunity.	263,854	p/a 2011	589,500
Motel	4944	A well located 56 room 3.5 star southern coastal motel. The motel has all normal facilities and is the first situated on the left at the entry to this large regional township. Vendors keen and all realistic offers presented. The motel was officially valued 3yrs ago for bank finance at \$3.95m!	485,568	p/a 2009	3,990,000	

RETAIL (GENERAL)

	Category	File No.	Brief Description	Net Profit	NP Period	Listing Price
UNDER OFFER	Kitchenware	5161	Profitable "Iconic" Western Suburbs Homewares Retail Shop. Household name for decades. In the heart of the western suburbs. Can be run u/mgmt. Quality homewares retailer. Long term attractive lease being offered. High traffic area. Easy access and parking. Unique retail opportunity.	113,499	p/a 2011	297,500
	Retail	5157	Niche Market Business.Cashflow Positive.High Margin (Around 50%).Sales in excess of \$300,000.Ideal owner operator business. Located in high end shopping complex. Franchise opportunity available.	59,940	p/a	100,000
	Lotto Kiosk Newsagency	5156	Developing area with new houses nearby. Very easy to operate. Full training by owner and Lotterywest. Genuine reason for selling. Ideal demographic for a newsagency. Outstanding franchise. Assistance from Lotterywest sales staff. Recent partial refit.	203,350	p/a 2011	675,000
UNDER OFFER	Printing	5150	Two well established essential service cashflow operations in excellent locations. Australia-wide brand and 23 years of profitable history in this high margin industry. Convenient hours and 5 days/week. Brilliant support. Huge GP margins.	343,211	p/a	920,000
	Automotive	5147	Established 16 years. Easy to run mostly counter sales only. 6 days only (No Sundays or public holidays). Part of a well known buying group. Little or no staff. Very consistent performer. Healthy \$125,264pa profit. Asking price incl.\$157,529 of stock (est) and plant.	125,764	p/a	220,000
UNDER OFFER	Supermarket	5145	IGA Franchise - Southwest tourist town. Monopoly business. Good Plant & Equipment. \$25 million royalties for regions for outer-harbour.	641,462	p/a 2011	2,450,000
	Liquor	5143	Liquor store with impressive presentation in very high traffic location. Member of National buying group. Lease until 2025. Rent of 3.0% of T/O. Asking \$695,000 plus stock	248,673	p/a	930,000
UNDER OFFER	Lotto Kiosk Newsagency	5141	Newsagency - Friendly Village Centre. Easy to Operate. Potential for new products. Low rent. Ideal starter business. Strong Lotto sales. Very busy IGA opposite.	105,558	p/a 2011	345,000
	Licensed Post Office	5140	POTENTIAL - LOCATION - SECURITY Comfortably settled in a popular western suburbs centre. This shop has the enviable combination of Newsagency, Lotto and Australia Post. Ideal location and lovely customers. AAA Security	154,916	p/a 2011	635,000
	Newsagency Licensed Post Office	5139	Absolute Gem. Lovely, clean, new spacious premises in busy centre anchored by Coles. Boundless potential.	167,872	p/a 2011	725,000
	Lotto Kiosk	5137	Lotterywest kiosk plus sub newsagency. Range of fast selling titles. Superb location opposite major outlet. Free-spending area. Very easy to operate. Owner retiring. Must sell soon.	109,967	p/a	428,000
	Lotto Kiosk Newsagency	5126	Immaculate fitout designed to optimise sales. Busy newsagency situated in excellent location next to Coles and outside main Target entrance. Two lotto terminals, major western union agent, major magazine seller, stationery and card displays. New 7 year lease (5 years remaining).	162,505	p/a (total incl. lotteries)	700,000
	Supermarket	5120	Great location on busy highway has 700 customers a day, shows excellent margins and very profitable to an owner/operator. High P&E value with reasonable goodwill figure.	302,427	p/a	1,200,000
	Newsagency	5118	Top-flight presentation of fancied Lotterywest franchise outlet. Large shop close to Coles outlet in developing western suburb. The business is performing strongly with a \$3M T/O and a good product spread. Lotto is the principal source of income along with magazines, cards and stationery. Would be a perfect fit for a business migrant.	195,194	p/a 2010	850,000
	Liquor Store	5108	Boutique liquor store in high spending western suburbs location. Opposite popular local shopping centre. Great entry level opportunity to this exciting industry.	120,930	P/a	500,000
	Garden	5096	Well Known Pots and Garden Decor Franchise / Retail Group. Western Australia's largest pottery chain covering: Water features, statues, birth bath and feeders, indoor urns, water pumps and much more. This business has been established 17 years in the current location. Extremely simple to operate, with only two people required most of the time. Long term lease available if required on the premises, in a vibrant commercial / trade centre SOR. This investment is showing a whopping 55.8% ROI! Well known, long established retail business with access to approx 4000 product lines. Excellent buying power by being part of this major retail chain.	100,659	p/a 2010	150,000
	Clothing/Accessories Fashion	5092	Fashionable, successful boutique in an exclusive upmarket North Perth shopping precinct. Immaculate presentation/ exceptional opportunity. Owner operator net profit of \$177,527. Loyal client base of well over 2,300. Can be run u/mgmt. Long term lease can be negotiated. Rare opportunity to acquire a profitable boutique in a highly desirable location.	177,527	p/a 2010	395,000
	Camping Fishing & Tackle	5090	Very long established and successful camping and fishing store south of river. Backed by major, fast growing, Australia-wide buying and brand group. Enjoy the benefits of the bulk purchasing power of this group in a growing industry sector. Great south suburban location on prime high traffic highway this well branded store has ample room to display their wide range of camping and fishing products. Very high repeat customer base. High gross profit makes this a very profitable proven opportunity for a husband and wife or owner operator. Includes stock and P & E.	196,972	p/a 2011	708,000
Licensed Post Office	5083	Australia Post Agency / Retail. The Ideal Business! You don't have to pay for: RENT or STOCK or fixing plant and equipment. What doesn't sell gets sent back! Just rock up and make money. Aust Post guaranteed agency. Brilliantly presented shop in extremely busy location. Income derived from a wide range of sources incl all corporate PO products and service, Passport Applications, Police Clearances, Driver's Licence photo's etc. Ideally suited to a husband and wife team who like working in a clean & relaxed environment.	197,804	p/a 2010	695,000	
Convenience Store Supermarket	5063	Modern well presented supermarket in easy living locale with monopoly position and everything the locals need. High cash sales. Steady \$60,000 sales p/w. All this in a pleasant country style locale with primary school, medical centre, police station, fire brigade, day care, clubs, pool, golf club. Expanding population with 4 new subdivisions all selling.	252,699	p/a 2010	595,000	

RETAIL (GENERAL) CONT.

Category	File No.	Brief Description	Net Profit	NP Period	Listing Price	
Licensed Post Office	5039	Fabulous opportunity to buy a Post Office in lovely Perth hills location. Leafy hills suburb. Australia's No. 1 retail franchise. Bill pay, banking, stationery & cards and selected giftware. Located in a charming village centre. Enjoy the pleasant surroundings. Lots of growth potential. 294 post boxes and demand for more. 5 1/2 day trading. Monopoly location.	62,854	p/a 2010	225,000	
UNDER OFFER	Liquor Store	5038	Icon western suburbs liquor store in highly visible position on major arterial road. Surrounding area expanding with multi-million dollar residential developments. WA Liquor Store of the Year 2009. Opportunity to trade very busy Sunday.	336,500	p/a 2011	1,050,000
Newsagency	5014	Wonderfully Presented Franchise Business. Outstanding Location. Very High Profit. High Margin Sales. Superb fitout. Perfectly structured. Outstanding location in mid-sized centre. Long profitable history. Highly ranked Lotterywest outlet. Fully computerised. 3 Lotto terminals. Full training to purchasers. Excellent records.	501,642	p/a*	2,340,000	
Newsagency	5013	Sensational shop in prime high profile location. High volume shopping & office precinct. Large dual access shop, captures maximum trade. Top presentation with beautiful shop fit out, recently done. Very high gross profit. Sound lease. Further potential for growth with new website and school supply contract. Has the distinction of being possibly one of the most lucrative newsagencies in Perth. Long term successful trading history, proves the security of the business. Loyal customer base from local offices and city businesses. Immaculate books with extensive documentation. Fully computerised with off-site link. Long history with excellent reputation. Sales almost \$7million. Unique opportunity to acquire a thriving business in highly sought after location.	667,449	p/a 2011	2,800,000	
Newsagency	5010	Newsagency / Lotto. Super T/O in excess of \$6m with solid profits. Recent refurbishment places this business in the top bracket in the industry. Well located in sub-regional shopping centre. Benefits from growing franchise group. Includes all agencies including Lotterywest. Operates standard shopping centre hours. Good lease in place. This solid performing business is poised to benefit from infrastructure developments in the near vicinity. You can take over and enjoy the benefits of \$6m+ in gross revenue.	271,765	p/a	1,150,000	
Video Outlet	4984	Video / DVD Store - Hire & Retail. Currently running u/mgmt with owner allocating approximately 15 hours p/w in an administration capacity. Part of well known / recognised franchise group blockbuster. Located in one of Perth's fastest growing northern suburbs regions and joined to a major shopping complex. This store has been rated in the top performing stores in WA in previous years. Unforeseen family circumstances forces this business to come on the market. One of the easiest and safest businesses to operate u/mgmt. Full support / assistance from organised and systemised franchise group.	93,851	p/a 2010	225,000	
Licensed Post Office	4940	Beautifully presented shop in busy commercial and retail precinct. Very low rent. Loads of potential.	113,634	p/a	500,000	
Homewares	4919	House franchise in top western suburbs location. Become part of Australia's largest retailer of quality homeware & giftware products in an excellent high traffic location. Well established in top location. Same owner 8yrs. Immaculate presentation. Strong cashflow. Long term lease offered. Systemised - simple to run. Excellent retail opportunity.	124,714	p/a (avg over 3 years)	260,000	
General Store	4906	Good Old Country Store & Farm Supply This business has a great history and is located in the Western Australian wheatbelt on the Great Eastern Highway approximately 2 hours drive from Perth. Country lifestyle with generous and steady income averaging around \$150,000 per year net profit. Yes! Around \$150,000 p/a profit!!! Store is open 5 1/2 days p/w. The asking price of \$190,000 (PSAV) includes the store, sheds, blocks of land and fixtures and fittings. Nicely renovated house is also available to purchase or rent. Set in a great community with primary and high schools close by (approx 30km) and would ideally suit a family or couple.	148,823	p/a 2009	190,000	
Newsagency	4891	This Village Shopping Centre boasts a range of domestic shops such as this Newsagency, Lotto & Post Office as well as a supermarket, liquor store, restaurants & food outlets. Local trade is strong. Installation of post boxes would introduce more commercial customers as well as extra income. Retiring owners have had the business since 2002. Aust Post, Lotterywest & authorised newsagencies are undoubtedly the best-known retail businesses in Australia. The full range of stationery, greeting cards & magazines has the business well placed for advancement.	122,497	p/a 2011	405,000	
Newsagency	4859	If you dream of an ultra-strong business supported by two of the best known retail brands - this is it! Australia Post and Lotterywest are highly supportive of their retail network. Combined with the very pleasant tree-lined area, and equally pleasant customers, this business delivers a handy income in a lovely working environment.	236,772	p/a	888,000	
Newsagency	4847	Nestled in the midst of a charming village shopping centre directly opposite the supermarket, is this immaculately presented combination Newsagency, Lotterywest agency and Licensed Post Office. The recently refitted shop boasts a huge attractive display area capable of accommodating any new product range. The Post Office has ample space and potential to add substantially to the existing post boxes. The surrounding residential area is a relatively untapped market. Enjoy the pleasant surroundings and help yourself to a comfortable, secure and rewarding living.	127,489	p/a 2010	430,000	

RETAIL (FOOD)

Category	File No.	Brief Description	Net Profit	NP Period	Listing Price
Franchise	5172	International Franchise with exclusive WA Master Agency Rights. Booming sector with year on year growth. Lifestyle business work from home 5 tier income - including passive. Vendor advises this is the fastest growing franchise last 5 years in BRW.	154,344	p/a	550,000
Cafe	5169	Well known and much loved icon cafe in high spending Western Suburbs office and shopping precinct. Established 32 years same owner in excess of 10 years. Very civilised hours (owner works 5 days). Enthusiastic new owner can improve on shop and catering trade.	112,732	p/a	249,000
Fast Food/Takeaway	5168	Fast Food Franchise of Barbeque & Fried Chicken products, drinks & desserts including WA's favourite chips, fresh salads and delicious burgers and wraps.	157,128	p/a 2011	355,000
Food	5166	Long established well known brand. Supplying national food/retail chains plus a diverse range of other customers including universities, caterers, mining sites etc. Business operates with minimum involvement from the owner (10-15 hrs p/w). Operating from modern custom built food manufacturing premises. Extremely simple products to produce, with huge customer demand. This business is considered a market leader in its field in Perth WA. Running well under semi-mgmt easily learnt and operated. Extremely rare opportunity.	712,055	p/a 2011	2,600,000
Cafe Franchise	5155	See Profile	38,641	p/a	600,000
Franchise	5115	Lenards are Australia's largest speciality chicken retailer and nobody else can do what they do! Chicken is Australia's favourite and most consumed meat with Aussies eating chicken on average 2.4 times p/w. Lenards has 98% brand recognition with over 200 successful stores across Australia serving over 8 million customers per year. This business is a constant award winning store, well located, superbly presented and currently running 90% UNDER FULL MGMNT with a new lease currently being negotiated. The elderly owner of over 6 years wishes to completely retire, buy a caravan and travel. This superb business has the safety and security of one of Australia's most highly successful National Franchises behind it and will give extensive initial business training and continuing ongoing support.	170,589	p/a 2011	422,000
Food	5097	America's most exciting new concept now in Australia - self service frozen yoghurt with toppings and range of smoothies. Short hours - no Sundays. Immaculate presentation - high pedestrian traffic location. Easy to run. Low labour cost. Franchise/License perfect for U/Mgmt scenario. Huge growth potential through multiple store ownership. The creator of "Madzoon" is a highly experienced creator of a juice bar/smoothie chain of stores. This is the pilot store in Perth & has shown fantastic potential.	128,977	July 2010 to June 2011	248,000
Cafe Franchise	5094	Upmarket Cafe - WA's Best Known Brand Beautifully presented, having recently been refitted and redecorated. Stand alone with outdoor eating area. Consistently growing T/O and averaging well in excess of \$22,000 p/w. Long term secure lease available. Located in busy neighbourhood shopping precinct with minor competition at this level. Full training provided in all aspects of operating a cafe. Excellent systems are in place that enables this business to run under full or semi-mgmt. Current owner works 15 to 20 hours p/w in a purely administrative capacity. Rare cashflow opportunity. Easily operated under full or semi-mgmt, well known and trusted brand with growing sales and profitability.	204,118	p/a 2011	675,000
Fast Food/Takeaway	5093	Chicken Treat Store - regional centre. Australia's most recognised BBQ chicken retail brand. The store has been established 15 years. Located in a strong and desirable great southern WA town. Long history of profitability and with excellent future prospects on the back of the recent gold deposits found in the area. The business will easily support a partnership or an extended family. This is a rare opportunity to find such a viable and vibrant business in country WA with this level of profitability, market recognition, franchisor support and training provided.	235,715	p/a 2010	495,000
Franchise	5087	Franchisor position for 15 store National and International food franchise. One of Perth's most profitable "work from home" businesses with opportunities for business travel.	444,000	p/a 2011	1,100,000
Food Franchise	5086	Eagle Boys Pizza Franchise in "Monopoly" Location. Net Profit \$122,631 u/mgmt. High traffic monopoly location. Premier pricing store. Lifestyle location. Excellent opportunity to secure a strong cashflow, well established, successful franchise business.	122,631	Avg Last 3 Years	365,000
Bakery	4914	Wholesale/Retail Bakery Cafe. Well appointed business in busy suburban shopping centre. Benefits from retail & wholesale sale with scope to increase wholesale. Well regarded for quality product. Minimal owner involvement.	297,634	p/a	900,000

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