

W'SALE / MANUFACTURING

| Category | File No. | Brief Description | Net Profit | NP Period | Listing Price |
|---------------------------------------|----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-------------------------|---------------|
| Tyre | 5162 | Industrial and commercial tyre w'saler/importer. WA's sole brand importer. Trucks, cars, forklifts, bobcat solids and pneumatic tyres. True w'saler, supplying tyre reseller etc. Currently operating under full management with very low staff. Trading 5 days/wk only. Price includes substantial stock (\$300k) and plant (\$90k). | 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 management. Owner works part-time. 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 management this is a rare opportunity. | 1,014,298 | Avg 7 years (2005-2011) | 3,500,000 |
| Automotive | 5132 | W'sale Distribution Automotive. 5 Day operation. Low staff. Good cash income. Continual growth - not GFC impacted. Aftermarket 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/over now approaching \$2.5 million dollars pa. 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 years. Specialize in commercial joinery, retail fit outs and custom built office furniture. | 423,704 | 2010/2011 | 790,000 |
| UNDER OFFER Electrical | 5123 | Manufacturer & Service Provider to the Mining & Industrial Sectors. WA's best known business in this field. Established since 1979 (32 years). Servicing a wide range of industries, including the resources sector. Niche market & products - made to order with limited competition in the market place. Some staff with between 16 and 25 yrs of service. Excellent trading history with consistent high profitability. | 800,081 | p/a 2011 | 1,800,000 |
| Concrete | 5117 | Australian owned successful manufacturer & supplier of synthetic & steel fibres for the reinforcing of concrete and shotcrete. Major worldwide supplier to large mining and civil industries. They have specialised Plant & Equipment 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 \$6 million this is a rare opportunity to acquire a growth business. | | Expressions of Interest | |
| 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 years 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 \$2.6 m. | 816,526 | 9 months to March 2011 | 2,800,000 |
| Electrical | 5073 | W'sale/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 w'sale/trade supply sector in this price range. | 146,838 | p/a 2011 | 490,000 |
| Hydraulic Equipment | 5064 | Mining W'sale/Manufacturer/Service Centre. N.B. upward repricing imminent due to consistently rising profits. Mining industry focus. Well est, highly profitable, hydraulic gear pump w'sale /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, w'sale, 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 w'sale. 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 govt & councils. This great business shows consistent profits. | 147,229 | p/a 2010 | 346,000 |
| Bakery Retail W'sale | 5041 | W'sale Food and Property. High demand w'sale 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 |
| 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 \$1.2 million) | See Profile | See Profile | 350,000 |

W'SALE / MANUFACTURING CONT.

| Category | File No. | Brief Description | Net Profit | NP Period | Listing Price |
|-----------------------------|----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-------------|---------------|
| 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 & management. | See Profile | p/a | 2,500,000 |
| UNDER OFFER Freehold | 4975 | Exceptional Industrial Site in Prime Main Road Location. 9050m2 site. Subdividable. Dual road frontages & access. Main road exposure. Ideal for redevelopment. Possible subdivision providing 2 sites each with excellent access. | See Profile | 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 |
|-------------------------------------|----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|---------------|---------------|
| 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 |
| Distribution | 5160 | Specialist w'saler distributor of specialised stationery products. Clients range from banks to govt, 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 under management. Long secure lease with low rental. Current t/over 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 management. Licene 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 govt sectors Australia-wide. Registered Training Organisation established in 1997. T/over for 2010/2011 in excess of \$2 million. Strong growth coming from mining, private and Govt. Sellers prepared to remain in business for a negotiated period. Healthy return on investment 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 |
| UNDER OFFER 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 management 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/over and profitability. Take advantage of what's yet to come. | 659,858 | p/a 2010/11 | 1,350,000 |
| 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 established successful concrete cutting businesses in Perth. In that time they have built many successful projects with clients both large and small. 4 fully equipped mobile units on the road and offer a convenient round-the-clock service. Service the building, mining, govt, commercial and 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 |
| UNDER OFFER Cleaning Windows | 5103 | Home based service business dealing with the commercial property sector. Est. 1998. Contracts in place. 5 days per week - Monday to Friday. Well established clientele - corporate sector, hospitals, etc. Current owner works from home in a mostly administrative capacity. Well documented avg annual profit of \$233,400 over the past two years. Asking price 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/over. Business premises offered at \$345,000 plus GST in high traffic area with good exposure and onsite parking. | 81,216 | p/a 2010 | 90,000 |

SERVICE CONT.

| Category | File No. | Brief Description | Net Profit | NP Period | Listing Price |
|----------------------------------|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------------------|---------------|
| Computers/IT | 5091 | Information Technology Company proven in Service & Support to business incl supply & installation of equipment. Key areas - network support, internet systems support, systems implementation, computer hardware & 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 (includes shire offices and airport), larger local businesses, govt offices, supermarkets and so on. 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 years. 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 | 330,000 |
| Printing | 5079 | Highly Profitable Snap Franchise. Has long trading history providing valuable service to businesses in the Kalgoorlie area. The centre has a broad client base ranging from multi-nationals to local SME's & is well placed to capitalise on its excellent reputation. As a franchise of one of Australia's oldest & most successful franchises it has access to a state of the art print centre & corporate sales team (support). Snap is a nationally registered training organisation. Strong growth in sales and has continued to show excellent super profits to the owner. | See Profile | p/a 2010 | 495,000 |
| 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/over. 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 included. Competitively priced giving purchaser 75% ROI. | 245,552 | p/a avg 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. | See Profile | 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 |
| UNDER OFFER Travel Agency | 5046 | Will operate under management. 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 nine years and has a long history of strong sales and profits. Its reputation with clients is faultless. | 248,113 | p/a 2010 | 700,000 |
| Video Outlet | 5017 | Well presented, profitable franchised video and games rental business in high profile NOR catchment. Strong cashflow. Immaculate presentation. High t/over. 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 Established, Well Known, Easy to Run, Immaculately Presented Beauty Salon in Major Shopping Centre. ROI of 64.25%. Strong cash flow, high traffic location. Run under management. Business established 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. Five 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 under management 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 |

SERVICE CONT.

| Category | File No. | Brief Description | Net Profit | NP Period | Listing Price |
|--------------------|----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-----------|---------------|
| 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 |
|------------------|----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-------------|---------------|
| 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 | 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. 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 |
| Cafe | 5122 | High socio-economic location. Currently run under full management. 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 | Regional Motel with Restaurant. Located in thriving resources related area. Features 28 rooms. Strong trading history. Long lease available. Same owners since 2003. RAC rated. Only motel in town. 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. | 170,168 | p/a 2010 | 430,000 |
| 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 |
| Cafe Restaurant | 5006 | Iconic Cafe Located on the South West Coast. \$2.2m plus t/over. 65% gross margin. Elegant architect designed building and fitout. Fully staffed. Administrative owner. New long term lease available at around 4% of t/over. Fabulous presentation and location. Fully staffed long term 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 |
|------------------------|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-----------|---------------|
| Kitchenware | 5161 | Profitable "Iconic" Western Suburbs Homewares Retail Shop. Household name for decades. In the heart of the western suburbs. Can be run under management. 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 & Lotterywest. Genuine reason for selling. Ideal demographic for a newsagency. Assistance from Lotterywest sales staff. Recent partial refit. | 203,350 | p/a 2011 | 675,000 |
| 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. Asking price incl \$157,529 of stock (est) and plant. | 125,764 | p/a | 220,000 |
| 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 |
| Lawn Mowers | 5144 | A predominately commercial w'sale and service business for gardening equipment, mowers, chainsaws, accessories, etc for the turf management, landscaping and general lawn mowing industry and general public from a well located and superbly presented showroom with large workshop and office facility in Balcatta. This very lucrative icon business has a 25 year old highly successful reputation. Present older owner has invested heavily in recently upgrading the business and priming for further growth but unfortunately now has a family health/medical situation which requires a permanent move to Sydney. This great business has had all the hard work done and is ready to reward a new owner. | 135,306 | p/a 2011 | 360,000 |
| Liquor | 5143 | Liquor store with impressive presentation in very high traffic location. Member of National buying group. Lease until 2025. Rent of 3.1% of t/over. Asking \$760,000 + stock | 220,270 | p/a | 995,000 |
| 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 |

UNDER OFFER

RETAIL (GENERAL) CONT.

| Category | File No. | Brief Description | Net Profit | NP Period | Listing Price |
|----------------------------------------------|----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-----------------------------|---------------|
| LPO Newsagency | 5140 | Comfortably settled in a popular western suburbs centre. Enviable combination of Newsagency, Lotto and Australia Post. Ideal location and lovely customers. | 154,916 | p/a 2011 | 635,000 |
| LPO | 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. | 109,967 | p/a | 428,000 |
| UNDER OFFER 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 plant & equipment 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 \$3 million t/over and a good product spread. Lotto is the principal source of income along with magazines, cards and stationery. | 195,194 | p/a 2010 | 850,000 |
| UNDER OFFER Liquor Store | 5110 | Liquor Store with outstanding presentation in popular NOR shopping centre on major arterial road. 6 day trade only. Lease until 2030 with rent of only 3.8% of t/over. T/over in excess of \$2mil with a strong bottom line. Asking \$650,000 + stock. | 210,129 | p/a | 950,000 |
| 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 under management. 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 |
| LPO | 5083 | Australia Post Agency/Retail. The Ideal Business! You don't have to pay for: RENT or fixing plant and equipment. What doesn't sell gets sent back! 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. | 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 per week. 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 |
| Batteries | 5051 | Very well regarded w'sale & retail service business with great products. W'sale to Govt & Corporate customers. The business enjoys written Govt contracts, and offers a range of products and consumables that are in constant demand. Excellent reputation, the business has well presented websites which allows their customers to buy online. Concise range of products generate great sales & robust profitability. | 896,311 | p/a 2010/11 | 2,500,000 |
| LPO | 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. Enjoy the pleasant surroundings. Lots of growth potential. 294 post boxes and demand for more. 5 1/2 day trading. | 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 |

RETAIL (GENERAL) CONT.

| Category | File No. | Brief Description | Net Profit | NP Period | Listing Price |
|----------------|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|----------------------|---------------|
| Newsagency | 5010 | Newsagency / Lotto. Super t/over 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 under management with owner allocating approximately 15 hours per week 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 |
| LPO Newsagency | 4967 | This is a strongly performing Newsagency / Licensed Post Office in an attractive, affluent suburb NOR. The principal features are the powerful LPO licence and Lotterywest, supported by the longstanding newsagency. 1 lotto and 2 LPO terminals. Beautifully presented shop in busy commercial and retail precinct. Very low rent. Loads of potential. | 220,109 | p/a 2010 | 800,000 |
| LPO | 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. | 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 per year profit!!! Store is open 5 ½ days per week. 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 (approximately 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 2010 | 460,000 |
| 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 |
|--------------------|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|------------------------|---------------|
| 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 per week). 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-management easily learnt and operated. Extremely rare opportunity. | 712,055 | p/a 2011 | 2,600,000 |
| Cafe | 5155 | See Profile | 38,641 | p/a | 600,000 |
| UNDER OFFER | 5115 | Lenards are Australias 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 avg 2.4 times per week. 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 MANAGEMENT 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 |
| UNDER OFFER | 5113 | Espresso Bar (Monday - Friday), central CBD location, fantastic regular trade | 181,524 | p/a | 405,000 |
| 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 |

RETAIL (FOOD) CONT.

| Category | File No. | Brief Description | Net Profit | NP Period | Listing Price |
|-----------------------------------|----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|------------------|---------------|
| UNDER OFFER 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/over and averaging well in excess of \$22,000 per week. 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-management. Current owner works 15 - 20 hrs/week in a purely administrative capacity. Rare cashflow opportunity. Easily operated under full or semi-management, 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 under management. 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 | W'sale/Retail Bakery Cafe. Well appointed business in busy suburban shopping centre. Benefits from retail & w'sale sale with scope to increase w'sale. Well regarded for quality product. Minimal owner involvement. | 297,634 | p/a | 900,000 |