



Established E-commerce business - FY25 EBITDA \$900k

This prominent e-commerce business has operated successfully for over eight years, earning a reputation as a leading supplier within its niche sector in New Zealand. Key highlights include:

- Robust Financials: FY25 normalised EBITDA of \$0.9m (including a \$120k shareholder replacement salary), demonstrating strong and sustainable profitability. FY26 forecasted normalised EBITDA is \$1.2m.
- High Gross Margins: Consistently averaging 43% from FY22 to FY25, ensuring excellent returns.
- Strong Customer Base: On average, over 70% of revenue comes from repeat customers and has achieved an impressive average 68% return customer rate since 2022, reflecting strong brand loyalty and customer satisfaction that drives reliable business.
- Operational Strength: Day-to-day management is led by an experienced GM, requiring minimal owner involvement and allowing for a smooth transition.
- Expansion Potential: Recent entry into the Australian market and ambitious growth plans provide significant future upside.
- Supply Chain Advantage: Long-standing and exclusive supplier relationships with favourable terms ensure competitive pricing and

Price	PRICE ON APPLICATION
Property Type	Business
Property ID	179
Agent Details	
	Khushdeep Sharma - 022 373 8555
Office Details	
	Kauri Business Sales
	0800452874



reliable product quality.

- Physical Infrastructure: Operates a main warehouse in Auckland, with a new facility in Melbourne supporting expansion.

This is an ideal opportunity for buyers seeking a proven, profitable business with strong management, market leadership, and clear growth potential. Call today for a confidential discussion and further details.

Price on application, including estimated stock (\$1m-\$1.1m).

Please complete the online confidentiality agreement by visiting the link - <https://www.kauribusiness.co.nz/ca-forms/ca-form-179>

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

For enquiries call 0800 452 874

Kauri Business Sales (Licensed REAA 2008)

The above information provided has been furnished to us by the vendor/s. We have not verified whether or not that information is accurate and do not have any belief in one way or the other in its accuracy. We do not accept any responsibility to any person for its accuracy and do no more than pass it on. All interested parties should make and rely upon their own inquiries in order to determine whether or not this information is in fact accurate.