





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	SOLD
Property Type	Business
Property ID	179

Agent Details

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Office Details

Kauri Business Sales
0800 452 874

KAURI BUSINESS SALES

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)

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