





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

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

Key Highlights:

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

Price	Price on application
Property Type	Business
Property ID	306

Agent Details

Farrukh Mirza - 022 429 7463

Office Details

Kauri Business Sales
0800 452 874

growth.

- **Proprietary Product Range:** Proprietary designs, custom tooling, and electronic controls developed for NZ conditions and AS/NZS standards, supported by a registered trademark and established supplier relationships.

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

Price on application.

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

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

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

Kauri Business Sales (Licensed REAA 2008)

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