



# SEA BOATS

MARINE BROKERS WITH A GLOBAL APPROACH

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## SOLD - UNDER NEW OWNERSHIP - Philippines' Largest Boat Chandlery



**Listing ID - 647854**

**Description** Marine Chandlery & Service Centre with 4 Locations

**Location** Philippines

**Broker** Geoff Fraser  
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**Price** SOLD

**SeaBoats** is pleased to offer for sale the Philippines largest boat chandlery. This is a well established business with proven success and market domination yet with enormous potential for local or offshore buyers and investors.

**Broadwater Marine**, a name synonymous in the marine industry in the Philippines as well as offshore, is the largest marine chandlery in the Philippines with four branches in strategic locations. This foreign owned business was established a decade ago and has enjoyed steady growth under excellent leadership and relationships with excellent turnover and returns.

The professional showrooms are in Subic Freeport, Manila, Cebu and Borocay, all with good leases for security. This business suits either a large international Marine Supply Company, or someone who simply wants to enjoy a profitable business in some of the most exotic locations in the world in one of the most rewarding industries in the world.

### HISTORY

Broadwater Marine was established in June 2005 by an Aussie with a vision. Starting in a leased area of 300 sq m adjacent to a building in Subic Bay and using two shipping containers and covered a covered area. Initial services consisted of sales, a small workshop area and 2 Staff.

In 2006 a second area was acquired in the same area in which they converted a Warehouse of 180Sq m into a Sales and Display area on the ground floor and living quarters on the second floor. The original sales and workshop was

turned into a Workshop.

In 2007 the first branch in Mactan, Cebu was opened, right next door to the Cebu Yacht Club.

2009 saw the opening of the 2nd Branch of in Pasay City, Manila adjacent to the Manila Yacht Club. Also in 2009 the 3rd strategic location was opened on Boracay Island.

In 2013 the Manila Shop was moved to a larger showroom.

## **TODAY**

### **Subic Show Room**

Ideally situated at Magellan's Landing Compound with Boat Ramp, and ample customer parking. Being in a Freeport Zone gives sustained tax advantages. Current lease till 2021 with options to extend. Main Distribution, Sales and Workshop. 7 Days a week on call 24 hours. Staffing Sales Department 4 /Procurement and Distribution 2/ Workshop 12. Subic Bay Admin and Accounting Department for all Branches linked by Quick Books ON Line Accounting and Inventory System 6 Staff.

### **Manila Showroom**

Located in the Hong Kong Sun Plaza gives easy access to all of Manila and had ample parking space for customers. Current lease expires in 2018 with option to renew. Sales and Procurement [Local Purchases]. 7 Days a week 6 Staff.

### **Cebu Showroom**

Perfectly located within the grounds of The Cebu Yacht Club. with ample customer parking. Current Lease Expires in 2018 with option to renew. Sales and Marketing for Southern Philippines. 7 days a week. 4 Staff.

### **Boracay Showroom**

Situated in one of the Philippines top tourist destinations with a rapidly increasing clientele. Current lease expires in 2018 with option to renew. 7 Days a week with 2 Staff.

## **AGENCIES**

### **Distributers For:**

TT Jabsco Pumps USA / GME Radios Australia / Donaghys Ropes New Zealand / Ronstan Australia / Raymarine Australia / Sunbrella Fabrics USA / Bob Littler Chandlery Australia / Beta Diesel Engines and Generators UK / Westerbeke Generaters and Engines USA / Vetus –Maxwell Australia / BEP Electrics New Zealand / Fixtech Marine Sealants Australia / Hella Marine / Humminbird Fishfinders USA / Highfield Inflatable Ribs China / Marine Tuft Carpets Australia / Sierra OBM Parts USA / TransOcean Marine Coatings Netherlands / Winner Kayaks China / Ocean Kayak NZ.

### **Agencies for:**

West Marine USA / Port Supply USA /Optima Marine Batteries / Teleflex / International Paints / SeaBoats Marine Brokers

## **MOVING ON**

The CEO and main shareholder of this business now wants to go sailing. After 10 years of steady growth, he wants to hand over to a new owner who can carry on the good work. He is happy to help, mentor, advise, whatever is desired by the new owner.

For further details about this great opportunity, please contact Geoff Fraser at SeaBoats.



Front Showroom Stock Display



Purchasing and Stock Control Department



Accounts Department



Warehouse



Customer Reception





Back Showroom



Manila Showroom - Front Reception Area



Manila Showroom - Main Stock Display



Cebu Showroom - Customer Reception







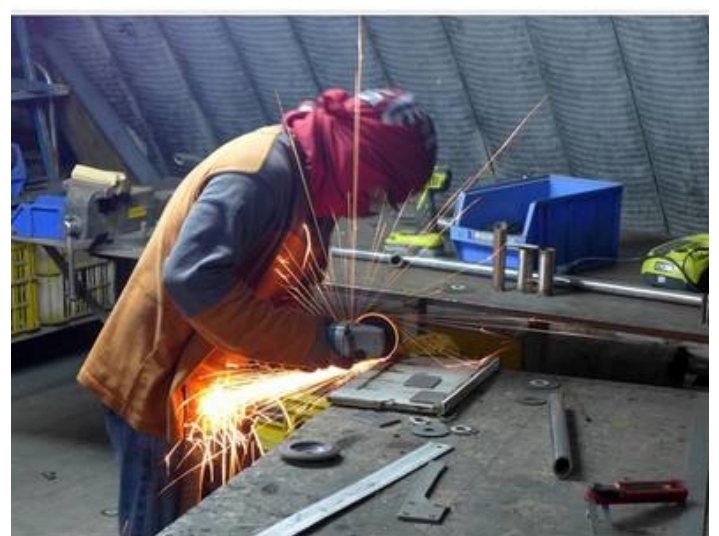
**Cebu Showroom - Stock Display**



**Boracay Showroom - Front Entrance**



**Boracay Showroom - Stock Display**



**Fully Equipped Work Area**





Large Storage Facility



Spacious Design



Spray Painting Area



Outboard Motor Workshop



Storage







Manila Service Vehicle



Subic Bay Service Vehicle



Boom Truck



Boracay Service Vehicle



Cebu Service Vehicle



Boracay





**Workshop Service Vehicle**



**Mobile Bus**



**Subic Bay**



**Manila**



**Cebu**

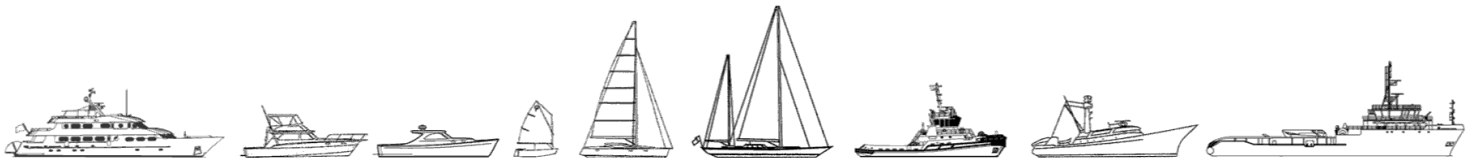








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