



'Businesses are our Business'

Indonesia

Listing your Business or Property for Sale and/or Rent

Asian Business Brokers - Specialist Business Brokers

The network began in 2014 and is now the largest commercial real estate network in Thailand and Cambodia, with agents operating in 13 Asian cities and with listings in 11 Asian countries.

We successfully bring over 4 listings a month to settlement and that number is steadily rising.



Specialists in the sale of businesses, business partnerships and land for commercial use

Listing Process

Where-ever possible, we like to have an agent visit your business premises to obtain listing data and take photos. Sometimes it is not possible for an agent to personally visit because of the location and sometimes owners prefer not to have an agent visit. In these instances, we collect your listing information via a questionnaire we send to you. You return the completed questionnaire with photos and supporting documents to us by email.

After visiting your work-place or property or after you have returned the listing questionnaire to us (as the case may be), we produce a draft advertisement for you to review. When done (it takes about 1 week) we give you website access enabling you to view the advertisement and for you to provide us with feedback or corrections to the advertisement. Once you confirm the advertisement is correct we commence marketing and advertising your listing.



www.asianbusinessbrokers.com

info@asianbusinessbrokers.com : +66 2 001 9847 Office Hours: Monday to Friday 10am-5pm (UTC+7)
232/11 Soi Punnawithi 8, Sukhumvit Soi 101 Road, Bang Chak, Pra Khanong, Bangkok 10260, Thailand
























Options

We offer 3 listing options to sell and/or rent or find you a partner:

- Exclusive Listing
- Sole Agency Listing
- Non-Exclusive (Multi-List) Listing

Different options have different features and they are shown below. Regardless of the option you choose, none require an upfront payment, unless you purchase Vendor Paid Advertising.

Features

Features	Exclusive	Sole Agency	Non-Exclusive
List and/or Sell with other Agencies			
Advertise and/or Sell Yourself			
No Sale No Fee Guarantee			
Advertised in our website and many others world-wide			
Newsletter Advertising (Newly Listed & Price Reduced)			
Social Media Advertising world-wide	Fortnightly	Monthly	Bimonthly
Advertised in our Website (Feature and Sliding Banner)			
Newsletter Advertising (Feature Listing)			
Listing Activity Reports		Upon Request	
Commission	Less 1 %	Standard Rate	Standard Rate
Minimum Commission	IDR 35,800,000	IDR 44,700,000	IDR 44,700,000

The most popular option is '**Exclusive**' as you get the best possible advertising exposure we can give, and yet the commission rate and minimum commission are less. The '**Sole Agency**' option has its advantages too. This gives great advertising exposure, but enables sellers to personally advertise themselves and potentially find their own buyer, thereby avoiding payment of a commission. The '**Non-Exclusive**' listing option is favored by sellers who want their listing promoted by more than one agency, and in this situation commission is only paid to the agent who finds the buyer.

Vendor Paid Advertising

With any of the listing options, you may pay for additional advertising if you wish. Known as **Vendor Paid Advertising (VPA)** it gives sellers the ability to boost their advertising and increase their chances of selling quicker by increasing exposure of their advertisements. Although we believe we do an exceptional job of advertising, there is nothing like being at the top of a list of thousands of businesses for sale, or having our marketers seek out and advertise your business directly to specific industry groups which would potentially be the most interested.

Managed advertising like this comes at a cost though, and it is impossible for us to bear this cost while working only for commission, so we offer VPA. In addition to our normal extensive advertising and marketing and as shown in the features table, VPA gives you:

- **Premium listing** of your online ads on 5 of our best performing websites
- A detailed **PDF information sheet** which is sent to potential buyers providing them with (typically) all of the information they need to conduct due diligence
- **Industry specific** advertising to relevant social media groups
- **In-Office** advertising
- Inclusion in weekly online '**choices advertising**' (on a rotational basis)
- **Monthly Report** covering marketing and sales activity

The cost of VPA is IDR 9,000,000 and the benefits last for 3 months. Typically, you pay it after you have approved your advertisement and before advertising commences, but you can start advertising without VPA and add it later if you think you need it. If you choose to buy VPA (it is optional) and we then sell for you within the period of the VPA, we will happily deduct the cost of VPA from the commission due. VPA is only available in blocks of 3 months and any un-used portion is non-refundable.

Commission

Regardless of whether you choose VPA or not, the following commission is payable to Asian Business Brokers upon successful settlement of your listing:

Listing Price		Commission		
From	To	Sale and Rent (Lease) or Sale of Assets/IP	Partnership (Active or Silent)	Freehold

Exclusive

Up to ...	IDR 447,000,000	IDR 35,800,000	35,800,000	IDR 35,800,000
IDR 447,000,001	IDR 5,600,000,000	9%	9%	6%
IDR 5,600,000,001	IDR 11,200,000,000	8%	8%	5%
IDR 11,200,000,001	IDR 22,400,000,000	7%	7%	4%
IDR 22,400,000,001	And above ...	6%	6%	3%

Sole Agency and Non-Exclusive (Standard Rate)

Up to ...	IDR 447,000,000	IDR 44,700,000	IDR 44,700,000	IDR 44,700,000
IDR 447,000,001	IDR 5,600,000,000	10%	10%	7%
IDR 5,600,000,001	IDR 11,200,000,000	9%	9%	6%
IDR 11,200,000,001	IDR 22,400,000,000	8%	8%	5%
IDR 22,400,000,001	And above ...	7%	7%	4%

Sub Leasehold and Leasehold - Rental Only (No Asking Price)

One Months' Regular Rent

We Require

Before we can accept a listing or start advertising, we need to gather information and photos suitable for advertising, and sellers need to sign an Exclusive, Sole Agency or Non-Exclusive Listing Agreement. Our main requirements are:

- You are the authorized Seller and you are not acting as a real estate agent or broker
- You not to advertise or authorize other people to advertise at a lower price than you authorize us to advertise for. The advertised price must INCLUDE commission, and the agreed commission is not to be divulged to potential buyers
- The advertised price of your listing cannot be reduced within the first 6 weeks after approval, or if you purchase VPA, during the 3 months while the VPA is current
- You need to let us know promptly if anything about your listing changes which would make the advertisements misleading or inaccurate so we can change our advertising
- documents like lease contracts and licenses, financials, title deeds, list of included assets and the like

You Receive

- The synergistic effort from a network of specialist business brokers in 12 offices in 13 Asian cities to sell and/or lease your business or property
- Confidence that we will market your listing to the people who will most likely be interested in buying it in a way that will enable them to reasonably commit to purchase
- Our 'No Sale, No Fee Guarantee'. The Seller will only be required to pay the Broker commission for introducing a Buyer ready, willing and able to Buy their Business or Property
- Buyer contracts (non-disclosure and sale agreement) tailored to the requirement and approved by our lawyers to ensure a smooth and legal transaction
- Tried and true processes and procedures standardized (as far as possible) to ensure consistency and effectiveness when selling and/or leasing your business or property. This quality management approach we use allows for continuous improvement at a centralized level which significantly increases our chances of selling over that of our competitors
- Your business being advertised directly to our email database of 10,000+ people looking to buy businesses in Asia, and to our own social media network of 100,000+ people and to extended networks reaching over 1 million people

More Information

For more information or to commence the process of listing with Asian Business Brokers, please contact:

Ken Smith
+66 2 001 9847 or +66 963 850 100
Parinee Insoongnoen (Palm)
+66 2 001 9847 or +66 999 520 149
info@asianbusinessbrokers.com

