

## Tabak Southern

Our local Tabak representative for Otago/Southland, Kevin Peterson, is slipping into a well-earned retirement and the lower south will now be overseen by the two Tabak Christchurch partners, Sam Cherry and Damien Fahey. We have both brokered sales in this region and have also been heavily involved in the appraisals and sales that went through KP. Essentially nothing changes – we would love to hear from you if you have clients wishing to consider an exit, and we will be down in the region as often as we need to be. Tabak has brokered several dozen sales in the southern region since we established our base in Christchurch and we look forward to securing even more in the years ahead.

## Market Update

Many of our clients and vendors, are delighted to hear that there are buyers out there, wishing to purchase good cashflows and profitable businesses. Buying an income stream is generally far better than starting from scratch and the market in the last three years has been very positive. Demand does of course vary by industry sector, with retailers of discretionary consumer products perhaps doing it hard after a lucrative Covid period where consumers redirected their overseas travel budget to home improvement products & services. Tabak has had two record years recently, and we are happy to share our experience in respect of multiples and the drivers and issues to focus on with a sale with you or your clients directly.

Sam Cherry is planning a trip south within the next few weeks, so if you would like to learn more about industry variables, sale enhancers and/or barriers etc. then please let us know and Sam will be in touch to make an appointment. Moreover KP is still in the region and will be passing through any contacts to us as well, if your clients have previously been in touch with him.

Our contact details are below:

Sam Cherry CA  
Partner – Sales & Acquisitions  
Unit 5/245 St Asaph St, Christchurch  
Mobile : 022 066 7884  
Email : sam@tabak.co.nz

Damien Fahey BCom; MBA  
Partner – Sales & Acquisitions  
56 Dryden St, Sumner, Christchurch 8081  
Mobile : 027 685 3536  
Email : damien@tabak.co.nz

If you do not wish to receive occasional emails regarding the business sales market, please advise and we will unsubscribe you.

## Thanks & Regards

**The Tabak SI Team – Damien, Sam, & Diane**

Tabak Business Sales

[www.tabak.co.nz](http://www.tabak.co.nz)

[www.tabakchch.billboardme.co.nz](http://www.tabakchch.billboardme.co.nz)

Phone: +64 3 377 7491

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