

Business Sales Market

Whilst it has seemed a “winter of discontent” as evidenced by a flat-lining GDP, high interest rates, and a media determined to focus on economic malaise, businesses continue to sell. Buyers are deliberate, but still intentional and our sense is that the banks are more open to funding purchases than perhaps 6-12 months ago. This financial year Tabak SI has confirmed the sale of 7 businesses – pretty much par for the course for this time of the year, and we have three more in due diligence that we believe will also confirm in the coming weeks. Whilst new vendor enquiry has been soft through autumn and early winter, we have now secured new opportunities that have recently or will soon be hitting the market. Buyers remain active so if you have vendors with sound businesses considering an exit, **there is no reason why they should hold back.**

Continuing Professional Development

Sam and I continue to offer, and deliver our state of the nation treatise on the business sales market, multiples, challenges to be aware of in due diligence etc. We have been delighted with the support and enthusiasm generated during these presentations by accountancy practices from mid Canterbury to Rangiora, and we remain available to speak with your team, as this will contribute to their CPD hours. We are attending the national Tabak Conference this week and we look forward to a packed agenda, ranging from presentations on cyber security, through to AI and even the ever-present AML. No doubt there will also be some war stories exchanged, and learnings gained from better understanding how each Tabak office addresses their local markets.

South Island Regions

Whilst most our sales are Christchurch/Canterbury, we have also achieved success within regions such as the West Coast, Marlborough, MacKenzie District and the like – and Sam has recently completed successful visits and/or presentations through Central Otago, Dunedin and the top of the South, and is working on some great listings.

Vendor Motivations to Sell

This data changes over time, and in recent years, the drivers have been retirement (50%); health and/or family circumstances (10%); a desire to monetise their business asset (20%) and to simplify their life (20% e.g. maybe downsize a business, or sell a related business etc.).

Recent Sales

Tabak is somewhat boutique, and rarely get involved with hospitality and accommodation businesses – but pretty much everything else is fair game, and recent sales include:

Franchise (2)	Vehicle Rental (2)	Equipment Rental
Retail (3)	Import & Direct Sales or W'Sale (2)	Automotive Accessories (2)
Franchise (2)	Manufacture (2)	Processing (2)
Signage	Services (2)	Tourism (3)
Publishing	Health & Wellbeing	Sales & Installation
Event Management	Joinery (2)	Manufacturing (2)

The Tabak SI Team – Damien, Sam, & Diane

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