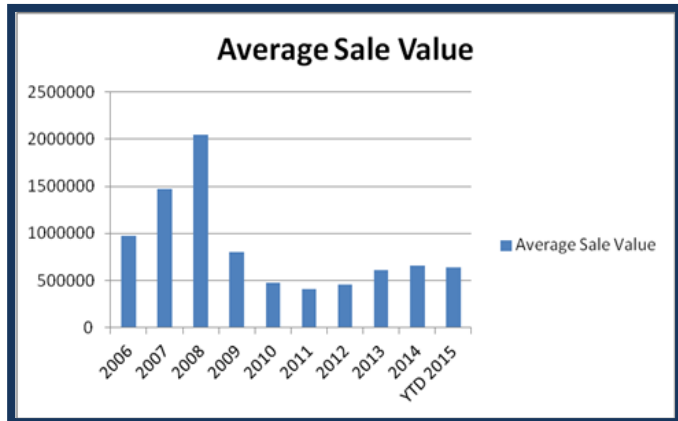


Recent Activity

Some of you may have read an article in the Press recently where some brokers have suggested that the Canterbury business sales market “has never been more active....”

<http://www.stuff.co.nz/business/small-business/10258484/Its-business-time-again> .

Over the last four years Tabak Canterbury has continued to enjoy consistent “year on year” growth, and more importantly a review of the average value of businesses being sold by Tabak nationwide confirms that higher value opportunities are now making their way to the market, and being sold.



Whilst the increasing trend is positive, the market has clearly not yet returned to the frothy, and perhaps unsustainable pre-GFC level of activity. Despite the improved activity, “fitting the right buyer into the appropriate opportunity” still remains as challenging as ever, and some very good lower value opportunities are taking time to be sold, as shown below.

Featured Opportunities – Some Vendor Finance Possible

The owners of the two businesses summarised below are highly motivated to sell, and their businesses are trading extremely well. The reality is that the businesses are successful “despite their owners’ lack of motivation”. A new capable, energetic owner is likely to be even more successful. If you know **anyone** who you believe would suit either of these opportunities we would love to hear from you, as if they cannot be sold soon, the owner’s will reluctantly have to re-commit to the business. Neither owner is retiring, they simply wish to go in a different direction, and have reached their “use by date” within their current business.

<u>Roofing</u>	<u>Aluminium Joinery Installation</u>
<ul style="list-style-type: none"> • Commercial & Residential • Capable staff • High forward orders (\$1m+) • Preferred Supplier • Great location & premises • Annual Sales \$2m+ 	<ul style="list-style-type: none"> • Commercial only • High Forward Orders • No Glass = No Heavy Lifting • Suit practical person or LBP • Modest Staff Numbers • Low Overheads
EBPITD \$200k+ Price \$350,000	EBPITD \$147k Price \$225,000

We look forward to enquiries on either of these businesses. Please reply to email with “unsubscribe” if you do not wish to receive these updates.

Thanks & Regards

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