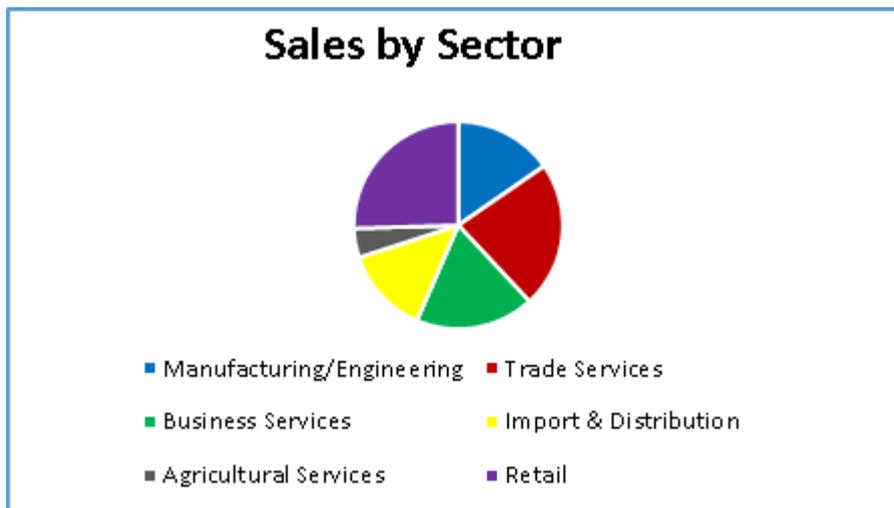


In Tabak's last newsletter we noted the banks' increased focus on sifting "the wheat from the chaff" when reviewing funding applications. We are pleased to report that this has not limited the sale of quality businesses, with April-August 2018 resulting in more confirmed sales for Tabak nationwide than in all but one of the previous ten years. South Island sales represent 25% of this figure, **so the market is still positive for good profitable businesses that are fairly priced and/or present good future opportunities.**

### What Type of Businesses Does Tabak Sell?

The pie chart below shows Tabak's mix of sales in the last twelve years and is derived from nearly 500 sales, with an average sales value just under \$900,000.



### Managed Hospitality

Tabak only ever sells a small number of hospitality businesses, but we do get involved in that market when the right opportunities are identified. We have the following South Island business currently available

• <b>Multi site/multi town</b>	• <b>Tourism hotspots</b>	• <b>Bookings essential</b>
• <b>Both sites fully managed</b>	• <b>Combined sales circa \$3.5m + GST pa</b>	• <b>EBITDA 612k; Price \$1.95m</b>
• <b>Themed and franchiseable</b>	• <b>Cookbook about to be published</b>	• <b>Fresh simple cuisine</b>
• <b>EBPTDA \$612k; Price \$1.95m</b>		

If you have clients that may be interested in such an investment as this, please email [sam@tabak.co.nz](mailto:sam@tabak.co.nz) or call Sam Cherry on 022 066 7884.

### Accounting Fees

Tabak has assisted with the sale of several books of fees in recent years, and our Sam Cherry is a qualified CA turned business broker, and on the local Leadership Team of CAANZ. Sam has experienced significant demand for SI fees from a number of his contacts, and is again worth a call or email if you would like to discuss succession from your practice.

### **CPD Resources**

Finally, Tabak South Island has a significant resource library (newsletters, market updates, useful guides etc.) at

<http://www.billboardme.co.nz/billboard/detail/tabakchch?p=resources#.W3yATMJ9iUk>, so please review this information when you get an opportunity. We also frequently present to accounting staff on the nature of the business sales market, business valuation principles, common issues that can arise and case study analysis. Tabak SI has representation in Christchurch and Queenstown, and we travel throughout the South Island. We are keen to continue to assist accounting staff to add to their CPD requirements by making ourselves available for these presentations/discussions, and would welcome enquiry regarding this.

As always, if you do not wish to receive these occasional updates on the business sales market, please reply with "unsubscribe" in the Subject Line.

All the Best

Damien, Sam, Russell, Kevin & Diane

Damien Fahey

Partner

Tabak Business Sales

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