

The Business Sales Market

The 2022 calendar year proved to be another successful year for the Tabak SI team, bookended by a pair of seven-figure sales - both excellent businesses going to well qualified and funded buyers. We continue to find vendors willing to accept fair market value for good businesses, and buyers who are realistic about investing in both tangible & intangible assets, as they are buying cashflow and excellent returns. In summary:

Highlights

- **twenty sales over the 2022 calendar year reflecting nearly \$12m in value for our vendors (not to mention their working capital and cash in the bank)**
- **a seven-figure sale launched and confirmed in less than four weeks just prior to Xmas (trade buyer)**
- **a good variety of industries - see the box below for business types sold in the last 16 months**
- **Sam Cherry CA taking an equity share in Tabak South Island**
- **paid valuations of 30 businesses, enabling their owners to make appropriate succession plans or engineer managed buyouts**
- **populist extreme right wing leaders struggling to stay in power!**

Lowlights

- **the inability to get several deals over the line due to a harsher funding climate**
- **a Kiwi diaspora that seems to be focused on a "glass half empty" rather than being "half full"**
- **the atrocities happening around the world including Ukraine; Myanmar; and many other countries without strong democratic principles**

2023 Prospects

It has only been several weeks, but our phones and inbound email are very active, and our diaries are well populated with meetings for buyers wanting this to be the year they break free from waged or salaried roles; and vendors who are planning and deciding that now is the time to consider exiting their business, for a variety of reasons. Despite the talk of global head winds and a recessionary environment Tabak is confident that good businesses run well will continue to succeed and ultimately be bought and sold. There are several exciting new listings about to come to market so keep an eye out for these.

Recent Sales

Coffee Roaster	Franchise (5)	Trades (4)	Professional Services (2)
Import & Wholesale (2)	Florist	Processor (2)	Online Sales
Fabrication (2)	Kitchen Sales	Tourism	Health & Beauty (2)
Niche Automotive (2)	Security	Niche Retail	

So if you have any clients within the above sectors just pondering their future, Tabak is happy to offer a "no obligation" chat over a coffee as to how the market is for that industry and the likely multiples.

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

Thanks & Regards

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