

## Tabak – Market Update and Opportunities

Our South Island team are pleased to report excellent sales achieved in the first half of the new FY, and in fact across the country this is Tabak's most successful "election year" sale results since 2005. So transactions are happening, despite the slightly negative sentiment and political commentary that prevails throughout the media.

We are priming some new listings for the market, once the dust has settled after the election, however we do still have four excellent opportunities that we ask you forward on to any of your clients that may have some potential interest. These include:

### Automotive Workshop – Christchurch Central

This is a growing business with primarily commercial clients, providing all the usual vehicle repairs, servicing, WOF's, tyre sales etc. that you would expect. They are also developing a growing expertise in electric vehicle servicing, diagnostics and WOF's, and would suit a qualified mechanic, or even a trade buyer, who can enjoy gross margin (net of wages, subbies & purchases) of nearly \$500k.

**EBPITD \$275k Price \$625k including stock & plant**

### Project Management – Concrete & Construction, Christchurch

Simple, elegant business model using primarily subcontractor expertise allows our vendor to work less than 30 hours per week. Would suit an experienced project manager or QS with some knowledge of the construction sector. Credible brand and plenty of forward work.

**EBPITD \$240k Price \$475k**

### Manufacturing Joiner - Christchurch

Annual sales over \$6m + GST and forward orders around \$2.8m, with around 15% of sales falling to the bottom line as true EBIT after paying the owner – who is not "on the tools". Excellent premises & plant and the business operates in a market that is not solely price driven – quality and timely completion of projects is essential for its clientele. Excellent relationships with clients, builders, developers, designers & architects, throughout central and lower South Island.

**EBIT \$900k Price \$2.995m including stock & plant**

### Kaikoura Shuttles

Based in Kaikoura this business enjoys strong local support for shuttle services, and corporate & private transfers. Also enjoying the resurgence of cruise ship visits with **significant demand** for sightseeing tours, and there is excellent plant & equipment included with the sale.

**EBPITD \$152k Price \$350k including vehicles (buses, minivans, sedans)**

Within the last 18 months, the SI team have successfully sold businesses within the following sectors:

### Recent Sales

<b>Tourism (3)</b>	<b>Service (3)</b>	<b>Sales &amp; Installation</b>
<b>Online Store</b>	<b>Roofing</b>	<b>Import &amp; wholesale (4)</b>
<b>Franchise (2)</b>	<b>Manufacture (2)</b>	<b>Processing (2)</b>
<b>Vehicle Rental</b>	<b>Marketing</b>	<b>Retail (2)</b>
<b>Signage</b>	<b>Equipment Hire (2)</b>	

*If you have clients within any of these sectors wanting to discuss the potential sale of their business we would be happy to assist, and if you do not wish to receive occasional emails regarding the business sales market, please advise and we will unsubscribe you.*

Thank you

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

Damien Fahey

Partner

Tabak Business Sales

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