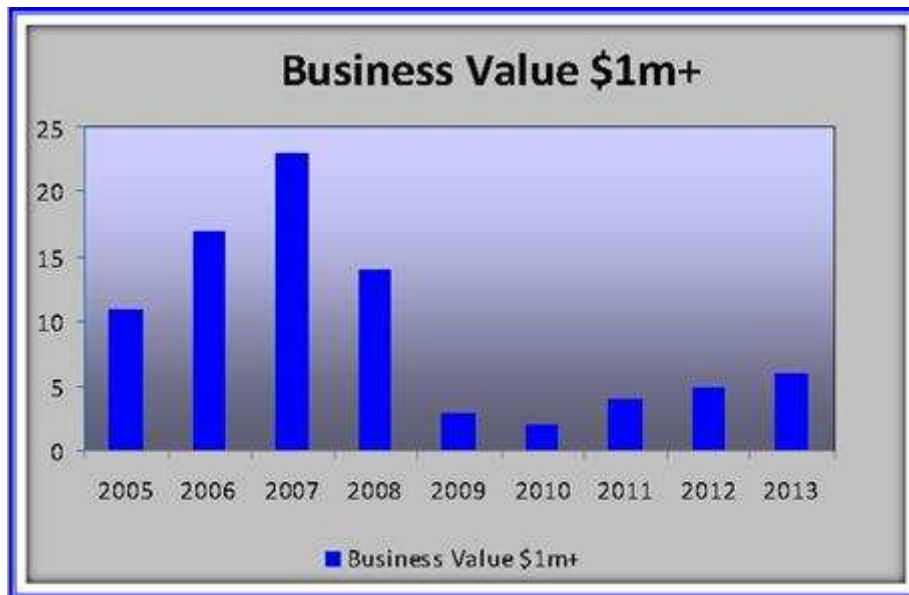


“After the Longest Night.....”



After the challenges of the Global Financial Crisis, and the Canterbury EQ's Tabak are delighted to report that business profitability and balance sheets are strengthening to the point where sales of higher value businesses are now re-commencing. The number of \$1m+ business sale transactions in the last few calendar years are graphed above, and the trend is positive, a good sign for those baby-boomers who feel their need to exit is approaching.

“Succession & Timing”

A recent Canterbury phenomenon is businesses that are benefitting from the extraordinary reinvestment into infrastructure and construction. These businesses are potentially becoming more valuable, but not necessarily more saleable. Tabak Christchurch are working with eight larger businesses at present and helping to plan & structure their succession. The basic principles of a successful business sale continue to be:

- Profitability
- Cashflow & Capex Considerations
- Productivity
- Market Opportunity & FME
- Risk Mitigation
- Future Resale Considerations

This concentrated effort is affording insights and opportunities which we will report on in the future as this will be valuable positioning information for at least some of your clients

Trade Opportunities

Infrastructure

- Blue Chip Clients
- Committed forward work
- Excellent Staff
- Excellent ROI
- \$2m+ P&E
- \$8m + GST revenue

EBIT \$1.05m

Price \$3m

More information will be made available on request, and with the receipt of a signed Confidentiality Agreement. If you have contractor clients seeking to expand into Christchurch or consolidate their existing arrangements, the above business may well be of interest.

Please reply to email with “unsubscribe” if you do not wish to receive these updates

Thanks & Regards – The Tabak Christchurch Team

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