



### Introduction

Just a brief touch with our thoughts on “life after lockdown” for the business sales sector, as we realise you are currently very busy trying to optimise client outcomes.

### Business Sales After Lockdown

We believe that:

- Investors will continue to seek greater returns for their savings than bank interest rates
- A percentage of newly unemployed (and there will be plenty!) will use this opportunity to leverage themselves into their own business
- Business value will be subject to even greater levels of interpretation & discussion, depending on the nature of the business and industry

### Vendor Motivation

Tabak’s vendors sell for five main reasons:

- Retirement or semi-retirement
- Other careers/opportunities beckon
- They need a change or their motivation has run low
- To improve further, their business needs resources or knowledge that they do not have
- Personal or professional partnership splits or changing circumstances e.g. health

Post lockdown these drivers will remain unchanged. All Tabak SI’s current vendors have reconfirmed their desire to sell their business, and we are working to review their value in light of their 2020FY result and how “post lockdown” may look like for their sector.

### Advisory

We note with interest that some business brokerages are offering business advisory services to the market. Whilst the Tabak team have the qualifications and experience to do the same, our preference is to continue supporting SI business advisors and accountants, as we believe this is more your domain – not ours. We have traditionally provided advice and market intel to accountants and their clients, at your behest, and we will continue to be here and support you on this basis.

### Banks

We feel that Tony Alexanders’ insights based on feedback from a variety of business/commercial bankers are a worthy read, and they are found at <http://www.tonyalexander.nz/resources/TV%20Covid-19%20No.6%20Supplement.pdf>.

Let’s hope we can all freely get back to work sooner rather than later, and we are happy to hear from you if you feel our knowledge on the business sales market can maybe assist your clients, with the exception of the hospitality and accommodation markets which Tabak SI does not service.

Thanks & Regards

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

Tabak Business Sales

[www.tabak.co.nz](http://www.tabak.co.nz)

[www.tabakchch.billboardme.co.nz](http://www.tabakchch.billboardme.co.nz)

(Tabak Limited licensed under REAA 2008)

This email contains information that is confidential and may be subject to legal privilege. If you are not the intended recipient, you must not peruse, use, disseminate, distribute or copy this email or attachments. If you have received this in error, please notify us immediately by return email, facsimile or telephone (call us collect) and delete this email. Tabak Limited accepts no responsibility for changes made to this email or to any attachments after transmission from Tabak Limited. Thank you.