

Your Business Sales Specialists



There is only a few life changing decisions that we make in our lives and selling, or purchasing, a business is one of those.

At Tabak we ensure that this decision is a positive one – offering valuable experience, advice and integrity along every step of the way.

With six locations throughout New Zealand and a team of highly qualified personnel Tabak draws on an exceptional level of knowledge and expertise across a wide range of industries and regions. We are involved solely in the buying and selling of businesses, which allows us to be fully committed to our clients throughout the sales process. Over recent years Tabak has maintained a 80%+ sales success rate with many of the businesses sold to our registered client base without public marketing.

To achieve this level of success and obtain optimum value for your business Tabak offers an individualised approach to the sales process. We provide a range of services beginning with the option of two levels of business appraisal. These appraisals will help determine if your business is ready to take to the market or be referred to appropriate professionals to assist in preparing the business for succession.

The range of specialist services we offer are:

BUSINESS BUCKET LIST (BBL)

In this 3 – 4 page report we advise if your business is saleable. If not, we identify the issues. Where possible, we offer an indicative value range.

5 – 10hrs • \$1000 (plus gst)

BUSINESS VALUATION APPRAISAL

Comprehensive 8 – 10 page appraisal with benchmarking; market data; value range and issues for consideration. Our appraisal fee is credited if your business is listed and sold by Tabak.

10 – 40 hrs • \$2000 to \$3000 (plus gst)

CONSULTANCY

We consult on a variety of issues including but not limited to:

- succession planning advice
- identifying potential sales issues
- shareholder disputes
- strategic options
- critical success factors
- key performance Indicators.

\$200/hour (plus gst)

EXCLUSIVE LISTING AND SALE

- Full or part sale
- New investor for working capital
- Confidential “match-making”
- Opportunities for returning ex-pats.

8.9% sale price (plus gst)

Payable on confirmation of the Sales and Purchase Agreement.

ACQUISITION

Identify acquisition by company or by sector. Work to specific brief.

\$200/hour (plus GST) and /or success fee

CHRISTCHURCH
56 Dryden St, Sumner, Christchurch 8081
email: christchurch@tabak.co.nz
tel: 03 377 7491

QUEENSTOWN
email: kevin.peterson@tabak.co.nz
cell: 021 955 834

www.tabak.co.nz

The Tabak team

The Tabak South Island team have brokered the sale of over \$80m of businesses around the South Island.

Christchurch



Damien Fahey

BCom, MBA

Damien is the working Partner at Tabak Christchurch and has 30 years experience across a wide range of sectors including financial services, manufacturing, import and distribution and IT.

Damien's background strengths are in business development and business analysis. He enjoys building relationships with buyers and sellers, and brings the empathy of a sales person coupled with the objective reality of a business analyst.



Russell Wheal

BCom, ACA

Russell is a qualified Chartered Accountant, but has also been a company owner, and for the last 12 years, a business broker with Tabak. Russell has an extremely safe pair of hands, particularly with more complex business sales, and his thoroughness and knowledge of the numbers is legendary throughout Tabak. Russell has excellent background knowledge in manufacturing, engineering and IT and is renowned for making things better.

Otago/Southland



Kevin Peterson

BCom, ACA

Kevin has a deep understanding of what works for small to medium sized enterprises particularly in the franchise sector through his involvement with over 300 business transactions. Combined with his chartered accountancy qualification, knowledgeable consultancy advice, and business valuation experience and planning ensures that Kevin knows what makes businesses operate successfully.

Kevin is very active in the community and in numerous local charity events. You will find him a very easy going professional who will provide you with excellent service, advice and information on buying or selling a business.



Sam Cherry

BCom, CA

Sam Cherry is an experienced Chartered Accountant and Business Advisor who has recently joined the Tabak team in Christchurch. He also has a few years of business banking under his belt, giving him a great breadth of experience and a wide and varied network in Canterbury. Outside of work Sam enjoys spending time with his young family, travel and keeping fit. Sam holds a B.Com ACA and is licensed under REAA 2008.



Diane Hale-Fielding

Branch Manager/ Admin

Diane has been in the industry since 1990, her career has covered selling in the residential sector, managing offices and is now in the Administration sector of the same industry. Her knowledge covers a wide range and her ability in keeping the office running smoothly and liaising with clients is excellent.

"From my first conversation with Damien, until the sale confirmed, I felt fully advised and involved in the process..."

Seller, \$1.04m business

"...we found that Damien went above and beyond our expectations... we were always kept in touch so we received more than enough feedback. We have already recommended Tabak to other people."

Buyer, \$460k business

"Russell is a very professional broker and committed to the process. He has a good understanding of business processes & accounting which helps during due diligence."

Buyer, \$2.75m business

"I found Russell Wheal to be extremely professional and knowledgeable regarding all aspects of the sale and purchase process. The information provided during the due diligence phase was of the highest standard. We highly recommend Tabak as business sales brokers. Russell's service far exceeded my expectations."

Buyer, \$1.1m business