



Safety & Outdoor Activities Wholesale; B2B & Retail

This business will generate circa \$2.75m + GST sales this FY. Both sales and profit have consistently grown in recent years, and the diversity of markets serviced makes this a very attractive opportunity for the right buyer. This is a well-established Christchurch business; supplies its products nationwide and has a capable and settled team that keep their 1100+ account-holder clients happy – with a wide range of imported & manufactured products.

Key Points

- Opportunity for more focus on business development & prospecting
- Large product range and stock holding
- Leverage off the large nationwide client base to develop additional income streams
- Export potential particularly into Australia
- Strong barriers to entry with high IP, exclusive products & brands
- Excellent commerce enabled website(s) which helps cashflow
- Diverse income streams; low exposure to single customer risk
- A Mon-Fri business with settled staff, including in key management roles
- The products sold are essential within their markets, including emergency services
- Stock value just a tick under \$1m
- Extensive systems, procedures and product spec sheets, data, regulatory compliance etc.

Business Resources

The Buyer & Seller

Buyer skills should include people & sales management, and the focus of a new owner will be oversight of the business and the management team; business development and perhaps logistics/stock ordering from overseas. There are some technical aspects to product management and the existing owner is quite prepared to provide an excellent handover and/or consult if required – and there is very strong technical support inhouse. The vendor had no industry experience when they purchased the business and they have excelled in it.

Having substantially improved the top and bottom lines since they purchased this business (via Tabak), the vendor is simply looking for a new challenge, and there is still good opportunity to grow this business further.

Location: **Christchurch**

\$1,600,000

Asking: **includes \$1.07m stock & plant**

Type: **Manufacturing**

Contact:

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Tabak Business Sales
(Christchurch)

Licensed REAA 2008
Broker Ref: L001645



□ *This business is in great heart and with a management team that will give the new owner options for their role and time commitment to the business.*

Sale Price	\$1,600,000 including \$1.07m stock & plant
Net Surplus	\$384,263 EBPITD 2023FY
	\$493,855 EBPITD 2024FY
	\$500,000+ EBPITD 2025FY estimate