

Freight Forwarding Business for Sale Melbourne



For Sale

Location: **Melbourne**
Asking: **\$5,886,967**
Type: **Transport/Automotive**

Profitable And Growing Freight Forwarding Business

This business is a great opportunity for expanding your existing operations, increasing your market share and capitalising on a business that has worked hard to establish and now maintains its continued growth.

This is an incredible opportunity in the world of freight forwarding, customs, 3PL, transport and warehousing. We are excited to present a strongly performing, profitable and growing logistics business, boasting three warehouse locations across Sydney, Melbourne and Brisbane to the market for the first time.

Business Highlights:

- Three Locations: Strategically situated across Sydney, Melbourne and Brisbane, this business has a strong presence in Australia's key eastern states.
- Experienced Team: With a dedicated team of professionals, this business has the expertise to handle all aspects of logistics, including freight forwarding, customs brokerage, warehousing, transport and project freight.
- Systems: The business has robust and established systems in place reducing key personnel risk and making it attractive to those already operating on CargoWise or those wanting to offer clients systems for tracking and reporting on their containers directly.
- Equipment: The business has been investing in equipment over the last 5 years allowing it to be able to offer more of the supply chain with a single point of contact and allowing them to service a bigger portion of the market. The positive business impacts are already seen in a growing P&L from transportation.
- Corporate Customs Licence: The business has a corporate customs licence in place and with a company share sale, this can be transferred along with the sale
- Profitable Operations: Despite COVID impacting many in the freight forwarding industry, this business has been able to mitigate post COVID losses due to increased revenues in other areas of the business ensuring its overall revenue and profits are increasing.
- Diverse Client Base: The business has a diverse client makeup. 80% of the GP is made up of the top 30 clients who are from all types of industries from manufacturing to apparel and building products to homewares.

Financial Highlights:

Gross Profits
2021 \$4,739,012
2022 \$6,824,488
2023 \$10,457,568

Adjusted EBIT

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2021 \$1,108,934

2022 \$1,498,050

2023 \$1,578,927

Adjusted EBITDA

2021 \$1,264,672

2022 \$1,711,446

2023 \$1,933,050

Proposed Share Sale \$5,886,967

For a full Information Memorandum, copy and paste this link to complete the confidentiality agreement

- <https://forms.gle/3uEjqqSBbeukng7>

