



For Sale

Location: **Melbourne**
Asking: **\$3,600,000**
Type: **Wholesale/Distribution**

UNDER CONTRACT - Premium Supply, Wholesale and Distribution Business Melbourne Profit \$866,130

This well-established and highly profitable business has been a trusted supplier of rock and stone materials for over three decades.

Catering to a diverse clientele, including residential and commercial markets, the business enjoys a strong reputation and loyalty from builders, landscapers, garden suppliers and civil companies across Melbourne and surrounding regions.

With an extensive product range the business has demonstrated consistent growth. Year-on-year revenue increases have averaged 8% annually since 2020, showcasing a proven track record of success and resilience. The business operations are complimented by a stable, well trained team that are aware of the sale and keen to remain with the business.

Key Highlights:

Strong Performance: FY24 revenue exceeded \$4.8 million, with robust gross profit and an impressive adjusted EBITDA.

Modern Fleet: Well-maintained and recently upgraded equipment minimises future capital investment needs.

Strategic Location: Highly advantageous lease terms offer operational continuity and stability for new owners. The location is also in close proximity to high growth regions with no requirement for additional permits.

Growth Opportunities: Clear potential to further expand the product range, enter new markets, or optimise operations for increased profitability. There is also a huge potential to utilise this north-east location to service other locations across the wider Victoria market.

The current owner is retiring, providing a genuine reason for the sale and ensuring a smooth transition with a structured handover period.

This is an ideal acquisition for an entrepreneur or an industry buyer looking to expand or acquire a strong and stable cash-flowing business.

Financial Snapshot:

Total Revenue

FY22: \$4,158,168

FY23: \$4,911,879

FY24: \$4,840,183 draft only

Gross Profit

FY22: \$2,459,434

FY23: \$2,883,064

FY24: \$2,731,920 draft only

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Adjusted EBITDA

FY22: \$794,452

FY23: \$1,114,019

FY24: \$866,130 draft only

Don't miss this opportunity to secure a business with a proven legacy in a mature phase of operation.