



For Sale

Location: **Melbourne**
Asking: **Expressions of Interest Closing 30 September 2025**
Type: **Services-Other**

Exceptional Profits & Platform IP

An exceptional opportunity to acquire a fast-growing, highly systemised energy efficiency business with proprietary software, government program exposure, and a proven, profitable business model.

This business underpins the delivery of energy-efficient product installations under a long-term, legislated rebate scheme, supported by a custom-built technology platform that simplifies compliance for tradespeople and enables high job throughput.

With current-year revenue of just under \$20M and normalised EBITDA of \$4.24M, this business represents a unique investment play with embedded scale, margin resilience, and clear pathways to continued growth.

With long-term regulatory certainty and significant market headroom, the business is well positioned for its next phase of growth. Forecast EBITDA for FY26 is \$4.85M.

Investment Highlights

- **Margin Protected:** Revenue model is underpinned by a strategic model that delivers reliable results across market cycles.
- **Government Backed:** Operates within a government-backed energy efficiency scheme legislated through to 2045, providing rare regulatory stability and high visibility on future demand.
- **Predictable Revenue:** Ongoing government incentives and installer engagement drive strong repeat activity and predictable, increasing transaction volumes.
- **Diversified Revenue:** Revenue diversified across a wide installer base, minimising single-customer risk and supporting sustainable growth.
- **Proprietary Software:** Purpose built platform automates compliance and rebate processing for a broad, growing network of accredited trade partners, enabling high job throughput and operational leverage.
- **ESG Focused:** Business directly supports decarbonisation and sustainability mandates, with environmental impact metrics that align with ESG priorities.

With a lean, scalable team and a platform built for rapid category and geographic expansion, this business presents an attractive bolt-on or platform investment for buyers in energy, renewables, HVAC, or sustainability services.

The opportunity is ideally suited to acquirers seeking access to a large installer network and government-backed demand, with clear pathways to national and international growth.

The full Information Memorandum will only be provided to qualified parties. Qualification will require completing an NDA and providing additional information upon request.

Contact:

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Business Brokers Network
Australia
Broker Ref: 24217



For a full Information Memorandum, copy and paste the below link to complete the confidentiality agreement - <https://form-morgan-business.web.app/form/rk0ac1B1GBdsSj6PGpwh>

Dru