



For Sale

Location:

NSW

Asking:

EOI Closing 27 February 2026

Type:

Wholesale/Distribution

Premium Health Food Product Import & Distribution Business

30+ year family operation

A rare opportunity to acquire a highly profitable, niche wholesale and distribution business operating in the premium food and wellness sector within the Tweed Heads region.

Preferred national customer from supplier | High Margins | Simple model | Freehold optional add on.

The business holds preferred Australian supply relationship with a long-established European producer, creating a protected market position and strong pricing power. Supported by a recognised brand and loyal B2B customer base, the business delivers consistent revenues and exceptional gross margins.

Operations are lean and scalable, centred on bulk importation, local repackaging and national distribution. Revenue is predominantly generated through distributors and wholesale customers, providing stable, repeatable earnings with limited customer concentration risk.

With favourable industry tailwinds and multiple growth levers available, this opportunity is well suited to strategic buyers, private capital groups or growth-oriented operators.

Option to add the freehold premises to the purchase.

Key Highlights

- Preferred Customer for Australian importer and distributor of a premium European food product
- Protected market position with strong pricing power
- Annual revenue approximately \$2.0 million
- Consistently high gross margins ~75.76%
- Normalised EBITA approximately \$700,000+
- Net profit margins materially above industry averages
- Predominantly B2B revenue model with strong repeat purchasing behaviour
- Distributor and wholesale customers form the majority of sales
- Lean, scalable operating structure with simple supply chain
- HACCP-certified operations and strong quality controls

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- Clear growth upside via retail, food service, export and e-commerce expansion

Buyer Suitability

- Strategic food, wellness or FMCG groups
- Distributors seeking a premium, high-margin branded product
- Private capital groups or family offices seeking strong cash flow
- Founder-led operators looking to scale a proven platform

Sale Method

Share Sale 100% of Company Shares Offered via Expressions of Interest closing 27 February 2026; with an optional free hold sale on the building as an add on.

Confidential Information Memorandum available to qualified parties

Dru