



For Sale

Location: **Melbourne**
Asking: **\$225,000**
Type: **Home Based / Wholesale/Distribution**

Profitable Home-Based B2B Industrial Electronics Supplier

Outstanding opportunity to acquire a specialised and profitable industrial electronics distribution business servicing industrial, marine and public sector clients nationwide. Established in 2013, the business has developed long-standing international supplier relationships and a loyal repeat B2B customer base across warehousing, marine, medical and institutional sectors.

Operating under a lean, low-overhead model, the business imports directly from globally recognised manufacturers and supplies industrial displays, panel PCs, rugged devices and directional audio systems tailored to demanding commercial environments. With approximately 70-80% repeat clients and minimal inventory exposure, the operation is streamlined, scalable and well positioned for further growth.

Highlights

- * FY25 Revenue of \$512,006 with Net Profit of \$88,241.
- * 70-80% repeat B2B client base with recurring purchase orders.
- * Long-standing relationship with key international suppliers.
- * Established sub-distribution arrangement within the marine sector.
- * Minimal stock holding (~\$10k) and low working capital requirements.
- * Home-based operation with no warehouse lease required.
- * National client base across industrial and public sector supply chains.
- * Clear growth upside through marketing reinvestment and product expansion.

With consistent earnings, strong supplier tenure and a highly transferable operating model, this business presents an ideal opportunity for an owner-operator, industry participant or strategic bolt-on acquisition within the industrial electronics sector.

Asking Price: \$225,000 + Stock at Value

Broker: Matteo Melis

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