



For Sale

Location: **WA**
Asking: **\$1,495,000 + SAV**
Type: **Communications/Technology**

Acquisition Opportunity | Integrated Communications & Security Business | Regional WA

We are pleased to present a rare opportunity to acquire a well-established, privately owned business operating across the communications, security, and fire services sectors in regional Western Australia.

The Business at a Glance

- Nearly 30 years of operation with a strong regional brand and client reputation
- Delivers end-to-end solutions across data cabling, structured networks, CCTV, access control, intruder alarms, and 24-hour monitoring
- Broad service footprint spanning a large regional corridor, supported by an established contractor network for remote areas
- Qualified, experienced team of 12 staff with apprentices in place genuine succession depth

Financials

- FY2025 Revenue: ~\$3.87M | Normalised EBITDA: ~\$815k (21% margin)
- FY2024 Revenue: ~\$3.47M | Normalised EBITDA: ~\$655k (19% margin)
- YTD FY2026 (8 months): Revenue ~\$2.64M | Normalised EBITDA: ~\$498k
- Revenue trajectory is consistently upward with healthy, improving margins

Why This One Stands Out

- Recurring monitoring revenue from approximately 390 long-term customers in excess of \$200k p.a.
- Diversified client base across residential, commercial, local government, education, and resources sectors
- Approved contractor status with major government and infrastructure clients
- Extensive plant and equipment included (~\$373k), with vendor-owned premises available on flexible lease terms
- All key licences and industry certifications in place

Asking Price: \$1.495M + stock at value

Contact:

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Business Brokers Network
Australia
Broker Ref: 25670



Vendor-owned premises available on a flexible commercial lease at market terms

This is a well-priced business with genuine recurring revenue, a diversified client base, and real barriers to entry in a growing regional market. It suits an operator looking to establish or expand a footprint in regional WA, or a strategic acquirer seeking to bolt on a licenced, revenue-generating platform.

To access this business's Confidential Information Memorandum, please copy and paste the following link into your web browser, complete the Confidentiality Agreement, and our brokers will contact you accordingly - <https://www.mbs-public.com/public/925e918d-e3b3-452a-a507-ae151f27a035/ca>

DRU