



For Sale

Location: **Melbourne**
Asking: **\$4,500,000**
Type: **Transport/Automotive**

Vertical Transportation Consultancy Opportunity Revenue \$3.9m, EBITDA \$1.2m

Well-established Vertical Transportation consultancy specialising in recurring compliance, advisory, and project services. A rare opportunity to acquire a market-leading firm operating across Australia and select international markets. Operating in excess of 10+ years, the firm is renowned for technical excellence, independence, and long-term client relationships in the sector.

The company delivers a broad range of consultancy and project services, including compliance audits, lifecycle and feasibility assessments, risk reporting, and project upgrades, replacements, and new installation management. Clients span commercial, residential, retail, health, aged care, and infrastructure sectors, including building owners, managers, and owners corporations.

With 18 experienced staff, the business operates a scalable model supported by proprietary systems, structured processes, and a national administration platform. Revenue is largely recurring, underpinned by multi-year service agreements providing stability and predictability. The founders have transitioned day-to-day management to senior staff and are seeking retirement, offering a smooth ownership transition.

Location - Australia (exact location details will be disclosed upon completion of the confidentiality agreement)

Revenue

- \$3,879,461 2026
- \$3,433,151 2025
- \$2,857,195 2024

EBITDA

- \$1,236,418 2026
- \$1,055,280 2025
- \$878,595 2024

Key Highlights

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aubizbuysell.com.au/132426

Business Brokers Network
Australia
Broker Ref: 25694



- Strong Financial Performance Revenue has grown from ~\$2.55m in FY2023 to \$3.88m in FY2026, with normalised EBITDA of ~\$1.24m (~32% margin), reflecting consistent growth and strong operating leverage.

- High-Margin, Recurring Model Predominantly recurring compliance services, supported by project upgrades, delivering resilient earnings across cycles.

- Low Customer Concentration Largest client contributes ~12.5% of revenue, with many relationships spanning 510+ years.

- Industry Leadership & Relationships Recognised sector leader, active in associations and publications, with a dedicated training centre driving engagement, repeat work, and referrals.

- Skilled Technical Team Experienced consultants, lift engineers, and technicians with strong industry expertise.

- National & International Reach Servicing Australia and select Pacific markets, with capacity to expand.

Growth Opportunities

- Geographic Expansion Extend into additional states and Asia-Pacific regions, leveraging brand strength and proven systems.

- Technology & Smart Systems Advisory Expand into smart diagnostics, building integration, and predictive maintenance services.

- Modernisation & Sustainability Ageing assets and ESG demand drive ongoing upgrade and consultancy opportunities.

- Strategic Partnerships & Acquisitions Target complementary engineering or consultancy businesses to broaden capability and reach.

- Expanded Training Platform Scale training nationally to strengthen brand authority and attract larger property groups.

- Increased Share of Existing Clients Continued asset migration supports low-cost organic growth.

For a full Information Memorandum, copy and paste this link to complete the confidentiality agreement

- <https://www.mbs-public.com/public/2e2a18cf-cc01-48ea-89b7-a86005812eba/ca>

Dru