



For Sale

Location: **Sydney**
Asking: **\$3.5 million for 50% (incl stock)**
Type: **Construction**

\$20M T/O Commercial Flooring Business | Silent or Working Partner | NSW

A highly profitable, government-contracted commercial flooring business with nearly 40 years of trading history is now offering a 50% equity stake to the right partner, whether that's a silent investor or a hands-on working partner.

This is a mature, systemised B2B operation with a loyal team, documented procedures, long-term client relationships, and a healthy forward order book.

The current owner is seeking a partner to help cash-flow the business and support its continued growth, and is prepared to reinvest significantly alongside the incoming partner.

The Business

Founded in 1987, this commercial flooring business has built an exceptional reputation across nearly four decades, supplying, installing, and maintaining flooring for some of Australia's most recognisable projects. Past contracts include major landmarks, entertainment venues, and a long-standing pipeline of government work including schools, school renovations, and large-scale infrastructure.

The owner's day-to-day role is managing operations and the projects team a high-level position that a capable working partner join, or a silent investor could leave in place.

Revenue is projected to reach approximately \$20 million in 2026, with \$7 million already in the pipeline, predominantly from government contracts. The business is split between direct sales and project work, giving it strong revenue diversification and resilience.

The marketing opportunity alone is significant. The business currently relies almost entirely on repeat business and referrals, with a website-only digital presence. A modest investment in business development and marketing could meaningfully accelerate the pipeline.

Full lease details are available to qualified buyers under NDA.

Contact:

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Business Brokers Network
Australia
Broker Ref: 25739



Key Highlights

- * Established 1987 39 years of trading with strong reputation in commercial flooring
- * 50% equity stake available open to silent investor or working partner
- * Projected ~\$20 million turnover in 2026. Steady sales growth over past years.
- * \$7 million currently in the pipeline, predominantly government contracts
- * Notable past projects including major infrastructure and iconic Australian landmarks
- * 17 full-time + 4 part-time staff; documented procedures across the business
- * Secure long-term lease to December 2032, with a 5-year option to renew
- * MonFri operations (with half-day Saturday) strong work-life balance
- * Significant growth upside via Newcastle expansion and recycling
- * Vendor reinvesting \$1M and remaining engaged post-acquisition

This listing is being marketed strictly confidentially. The business name, specific location, and financial details are available only to buyers who have completed a Confidentiality Agreement (NDA):

<https://api.thebrokerageconnection.com.au/widget/form/5rd89rHVecl7l100XcL6>

To receive the full Information Memorandum and register your interest, contact:

John McSweyn of The Brokerage Connection on 0400 440 440 or email john@thebrokerageconnection.com.au