



For Sale

Location: **Sydney**
Asking: **\$1,500,000**
Type: **Services-Other**

Established Australian Freight Forwarding Business | Longstanding B2B Client Base | Strong Earnings

An opportunity to acquire a well-established Australian freight forwarding business with a loyal base of long-term B2B importer clients, a highly efficient operating model and a reputation built over almost 20 years.

Operating through an established international partner network, the business provides sea freight, air freight, customs coordination, transport and warehousing solutions to Australian importers nationwide.

Built from its own network, the business has developed exceptional customer loyalty while maintaining a lean cost structure and consistently strong profitability.

Business Highlights

- Established for almost 20 years under continuous ownership
- Referral-built customer base with exceptional long-term retention
- Diversified freight forwarding and logistics revenue streams
- Asset-light operating model with low overheads
- Strong adjusted EBITDA and reliable cash generation
- Significant opportunities for strategic growth

Financial Snapshot

- FY26 Forecast - Revenue of \$3.681m, Gross Profit of \$734K and Adj PEBITDA of \$675k
- FY25 - Revenue of \$3.58m, Gross Profit of \$668K and Adj PEBITDA of \$642k
- FY24 - Revenue of \$2.91m, Gross Profit of \$636K and Adj PEBITDA of \$604k
- FY23 - Revenue of \$3.07m, Gross Profit of \$576K and Adj PEBITDA of \$554k

Growth Opportunities

Expand existing customer relationships, increase air freight activity, integrate customs capability and introduce dedicated business development initiatives.

Contact:

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Business Brokers Network
Australia
Broker Ref: 26004



Ideal Buyer

Suitable for freight forwarders, customs brokers, logistics operators, 3PL providers or private buyers seeking an established business with recurring B2B revenue and significant strategic upside.

Dru