

Insulation Supply & Install Business for Sale Toowoomba

Specialist Insulation Supply & Install — Toowoomba & Darling Downs, QLD
FOR SALE!

Residential & Commercial Insulation

Our staff deliver outstanding service and support at competitive prices.

\$650,000 + SAV

Simone Simpson 0400036278



For Sale

Location: **QLD**
Asking: **\$650,000 + SAV**
Type: **Services-Other**

Specialist Insulation Supply & Install Toowoomba & Darling Downs, QLD

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A rare opportunity to acquire a long-established and highly regarded insulation supply and installation business servicing the Toowoomba, Darling Downs, Lockyer Valley and Western Queensland corridor. Trading for more than 30 years, the business holds a defensible regional market position built on deep builder relationships, strong brand recognition, and direct trade accounts with Australia's leading manufacturers.

Just as importantly, it sits in front of one of Australia's strongest growth stories. South East Queensland is being reshaped by the Brisbane 2032 infrastructure pipeline, sustained population migration out of Brisbane, and Toowoomba's emergence as a recognised satellite economy of the SEQ region. Layered over that is a regulatory tailwind the NCC 2022 7-Star NatHERS framework lifts insulation specification value on every new Queensland dwelling placing this business within a category driven by regulated, non-discretionary demand rather than discretionary spend.

Key highlights:

- * 30+ years continuous trading established regional market position
- * Supply-and-install across thermal, acoustic, underfloor, shed and commercial applications
- * Diversified revenue across trade, commercial, retail and rural channels no excessive customer concentration
- * Scalable subcontractors install model low fixed labour overhead
- * Direct trade accounts with Australia's leading insulation manufacturers
- * Well-located industrial premises lease plus renewal option, heavy-vehicle freight access
- * Regulated demand tailwinds under NCC 2022 7-Star and Section J
- * Positioned in the Toowoomba / Darling Downs SEQ growth corridor

Financial snapshot:

- * Turnover (FY2025): circa \$940,000
- * Adjusted EBITDA: circa \$220,000 (3-year average)

This is a genuine retirement sale. The business runs on established systems, ingrained supplier and builder relationships, and a proven operating model, and the owners are committed to a structured

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handover to ensure continuity of trade relationships and day-to-day operations.

For strategic acquirers, owner-operators, or investors seeking exposure to a resilient, regulation-supported sector in a high-growth region, this represents a profitable and well-positioned platform with clear pathways for continued growth under new ownership.

Full financials, business name and location are available to qualified buyers on completion of a Confidentiality Agreement.

Asking price: \$650,000 + SAV