



For Sale

Location: **Melbourne**
Asking: **\$7,100,000 + SAV**
Type: **Transport/Automotive / Retail Other**

Established National Ute Tray, Canopy & Commercial Vehicle Fit-Out Business

25-Year Trading History | National Distribution | Strong Margins | Experienced Management

An established Australian supplier of ute trays, canopies & commercial vehicle fit-out solutions. Operating for approximately 25 years & headquartered in Melbourne, the Business services new-car dealers, fleet & corporate customers, tradespeople, distributors & direct customers through a nationwide distributor & fitment network.

The Business supplies steel & aluminium trays, canopies, customised storage solutions & vehicle accessories, converting standard commercial vehicles into practical, purpose-built work vehicles. Its strategic focus is increasingly directed towards higher-value customised solutions & larger corporate & fleet programs.

Business Highlights

- * Approximately 25 years of successful trading and an established industry reputation.
- * Historically sustainable revenue of approximately \$14 million per annum.
- * FY2027 forecast Adjusted Net Profit of approximately \$1.96 million.
- * Attractive gross margins, including approximately 41.8% in FY2026.
- * Diversified customer base across dealer, corporate, fleet, distributor and direct channels.
- * National distribution and fitment capability without a large company-owned branch network.
- * Longstanding strategic offshore manufacturing relationship supporting the majority of product supply.
- * Exclusive Australian rights to key pick-up tray and canopy products, with ongoing exclusivity to be formalised with the purchaser.
- * Experienced General Manager and established operational team.
- * Growth opportunities across corporate and fleet accounts, geographic expansion and higher-value customised fit-outs.

Asking Price - \$7,100,000 plus Stock at Value ("SAV") of approximately \$1,400,000, subject to final stocktake and normal completion adjustments.

Flexible Property Options

The Business operates from a substantial industrial facility in Melbourne's northern industrial precinct. A purchaser may either:

- * Acquire the freehold property for \$12,600,000; or Enter into a long-term lease at a commencing rental of \$650,000 per annum plus GST and outgoings, with final terms to be agreed.

The Opportunity

This is a compelling opportunity to acquire a substantial, profitable automotive business with national reach, experienced management, differentiated product access & strong growth potential. The opportunity will appeal to automotive groups, manufacturers, fleet providers, consolidators, family offices & experienced private buyers.

For the full CIM, copy & paste the link to complete the NDA- <https://www.mbs-public.com/9pjcdb2>

Contact:

Dru Morgan
or [1300 577 297](tel:1300577297)

aubizbuysell.com.au/134052

Business Brokers Network
Australia
Broker Ref: 26267



